

Q3 2022

Union County Market Report

COMPASS

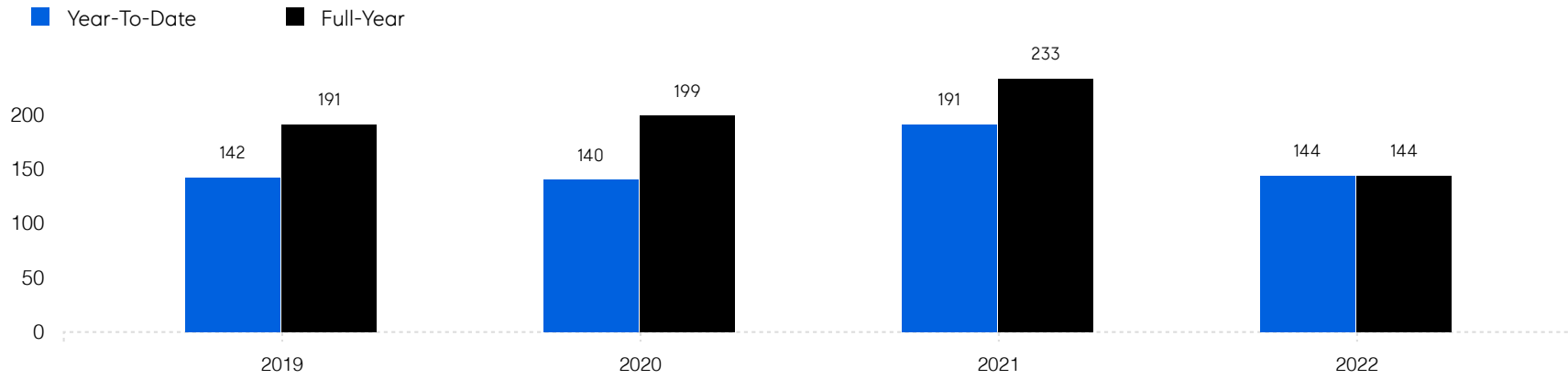


Berkeley Heights

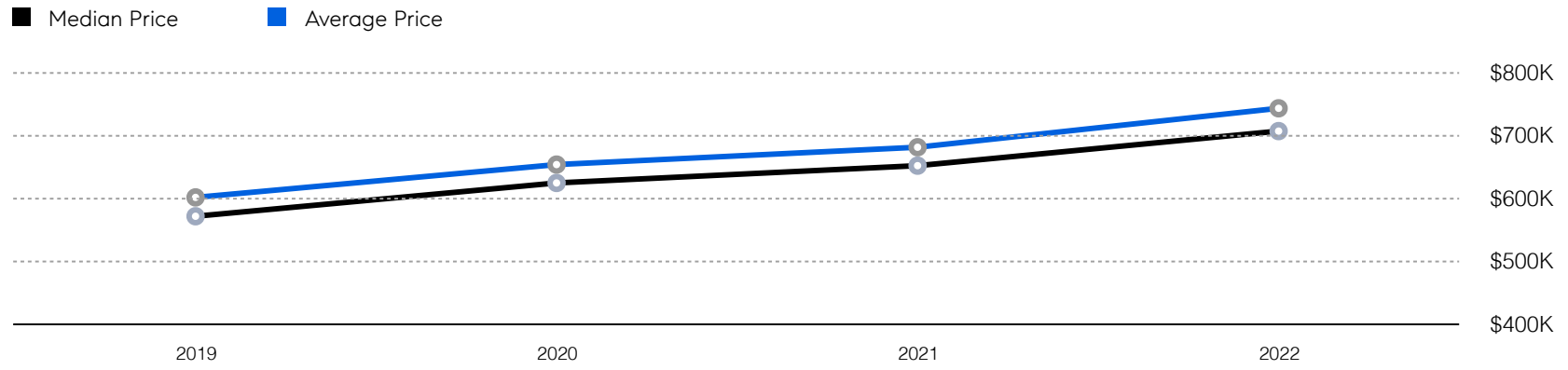
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	172	120	-30.2%
	SALES VOLUME	\$126,618,109	\$96,007,301	-24.2%
	MEDIAN PRICE	\$697,500	\$740,000	6.1%
	AVERAGE PRICE	\$736,152	\$800,061	8.7%
	AVERAGE DOM	29	26	-10.3%
	# OF CONTRACTS	175	129	-26.3%
	# NEW LISTINGS	202	142	-29.7%
Condo/Co-op/Townhouse	# OF SALES	19	24	26.3%
	SALES VOLUME	\$7,282,500	\$11,100,000	52.4%
	MEDIAN PRICE	\$375,000	\$462,000	23.2%
	AVERAGE PRICE	\$383,289	\$462,500	20.7%
	AVERAGE DOM	52	31	-40.4%
	# OF CONTRACTS	21	23	9.5%
	# NEW LISTINGS	32	25	-21.9%

Berkeley Heights

Historic Sales



Historic Sales Prices

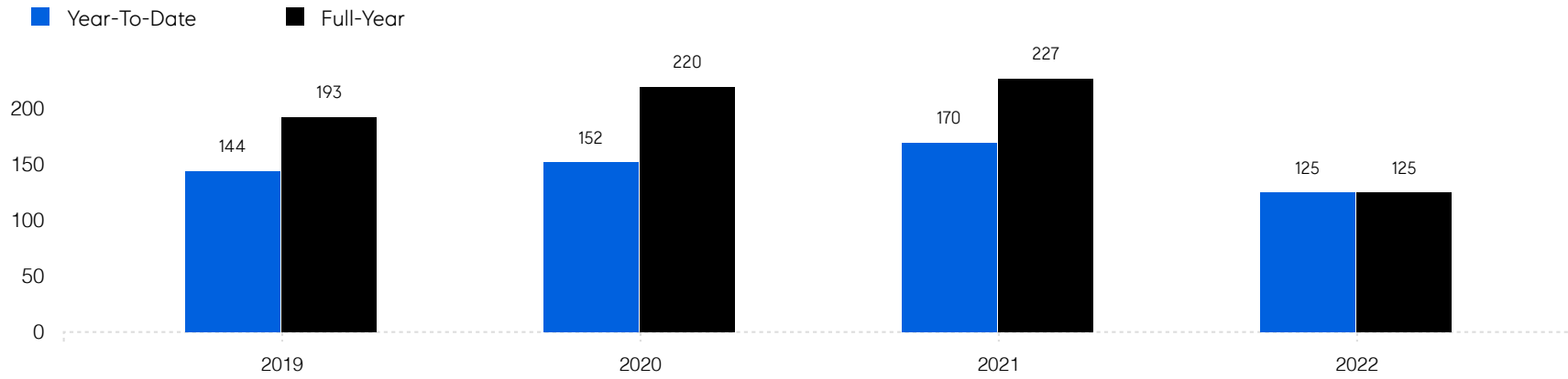


Clark

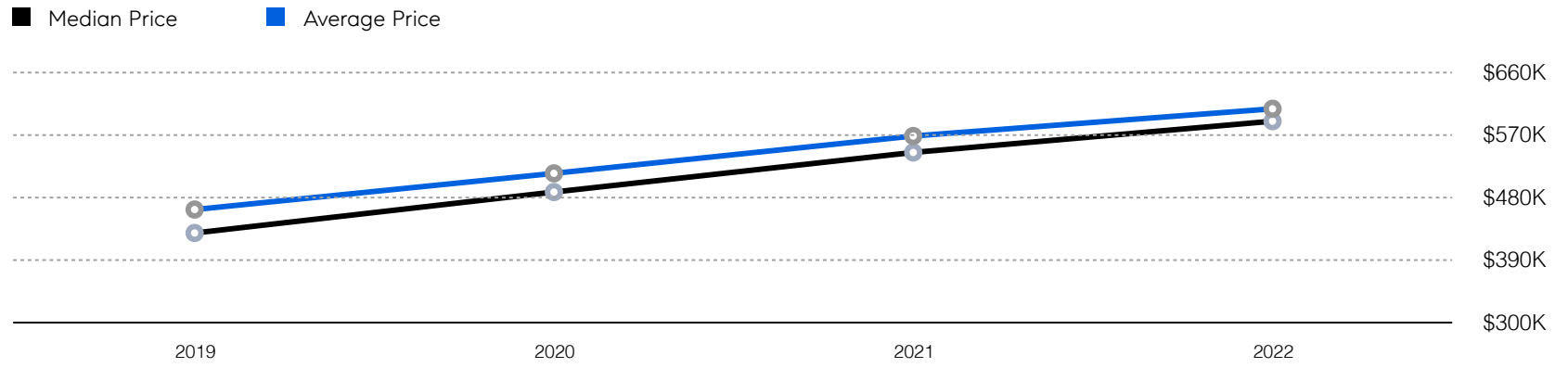
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	157	107	-31.8%
	SALES VOLUME	\$93,710,787	\$69,788,491	-25.5%
	MEDIAN PRICE	\$565,900	\$611,000	8.0%
	AVERAGE PRICE	\$596,884	\$652,229	9.3%
	AVERAGE DOM	31	29	-6.5%
	# OF CONTRACTS	150	101	-32.7%
	# NEW LISTINGS	210	126	-40.0%
Condo/Co-op/Townhouse	# OF SALES	13	18	38.5%
	SALES VOLUME	\$4,417,250	\$6,194,500	40.2%
	MEDIAN PRICE	\$331,750	\$298,500	-10.0%
	AVERAGE PRICE	\$339,788	\$344,139	1.3%
	AVERAGE DOM	41	30	-26.8%
	# OF CONTRACTS	16	15	-6.2%
	# NEW LISTINGS	15	19	26.7%

Clark

Historic Sales



Historic Sales Prices

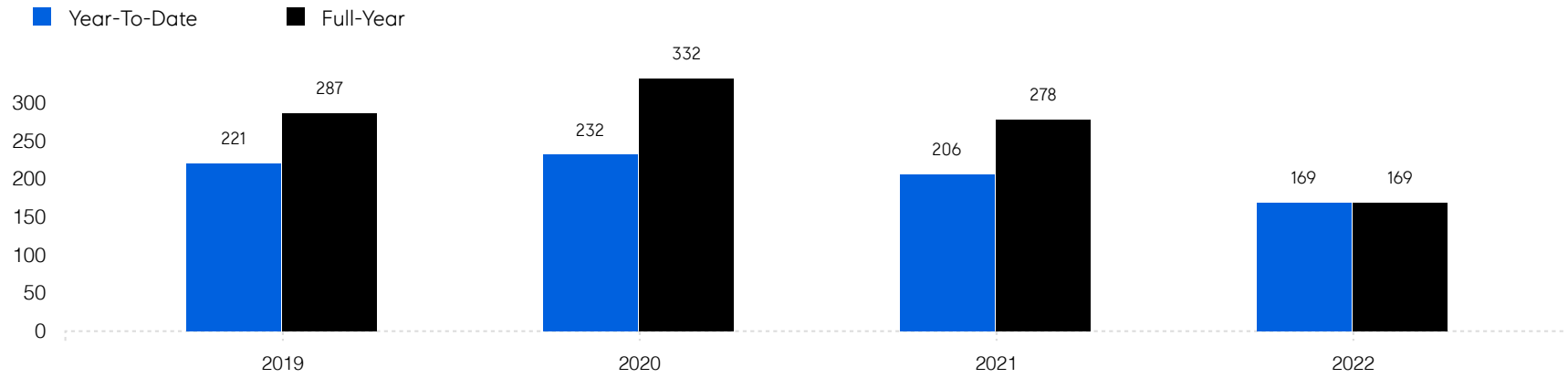


Cranford

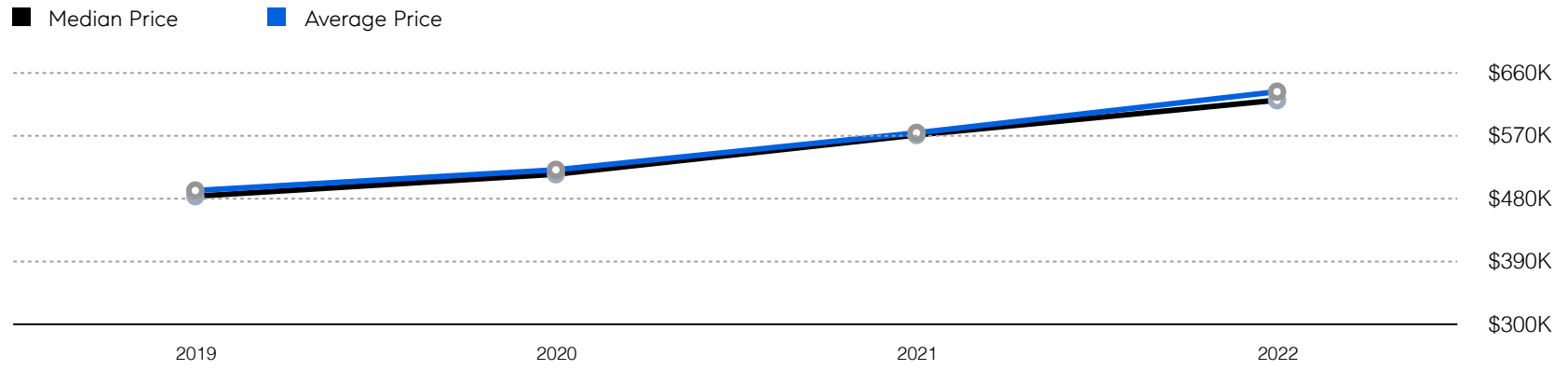
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	181	147	-18.8%
	SALES VOLUME	\$109,147,616	\$100,592,515	-7.8%
	MEDIAN PRICE	\$590,000	\$643,500	9.1%
	AVERAGE PRICE	\$603,026	\$684,303	13.5%
	AVERAGE DOM	27	23	-14.8%
	# OF CONTRACTS	173	149	-13.9%
	# NEW LISTINGS	229	169	-26.2%
Condo/Co-op/Townhouse	# OF SALES	25	22	-12.0%
	SALES VOLUME	\$9,432,400	\$6,420,800	-31.9%
	MEDIAN PRICE	\$315,000	\$282,500	-10.3%
	AVERAGE PRICE	\$377,296	\$291,855	-22.6%
	AVERAGE DOM	29	20	-31.0%
	# OF CONTRACTS	27	22	-18.5%
	# NEW LISTINGS	31	28	-9.7%

Cranford

Historic Sales



Historic Sales Prices

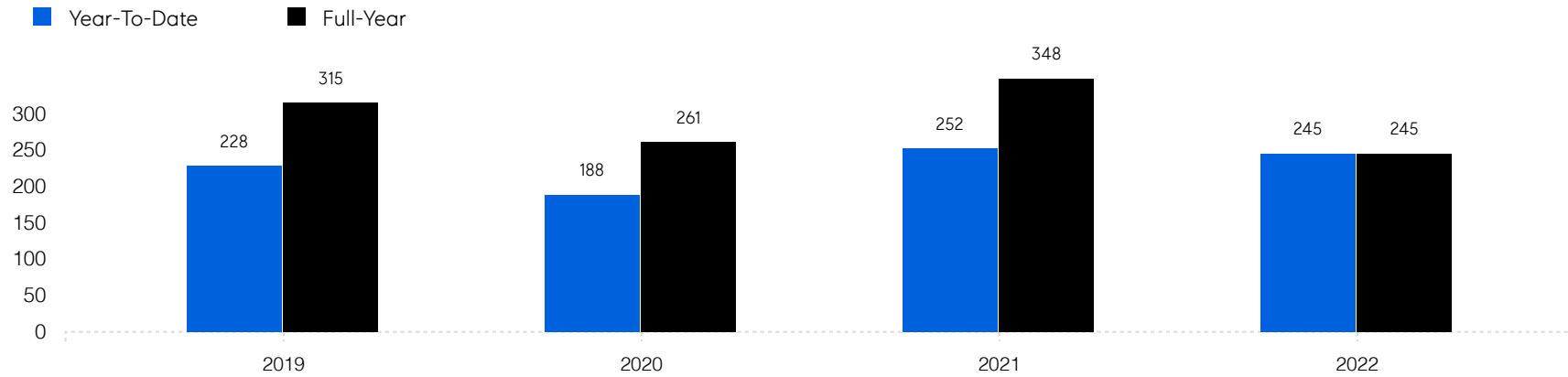


Elizabeth

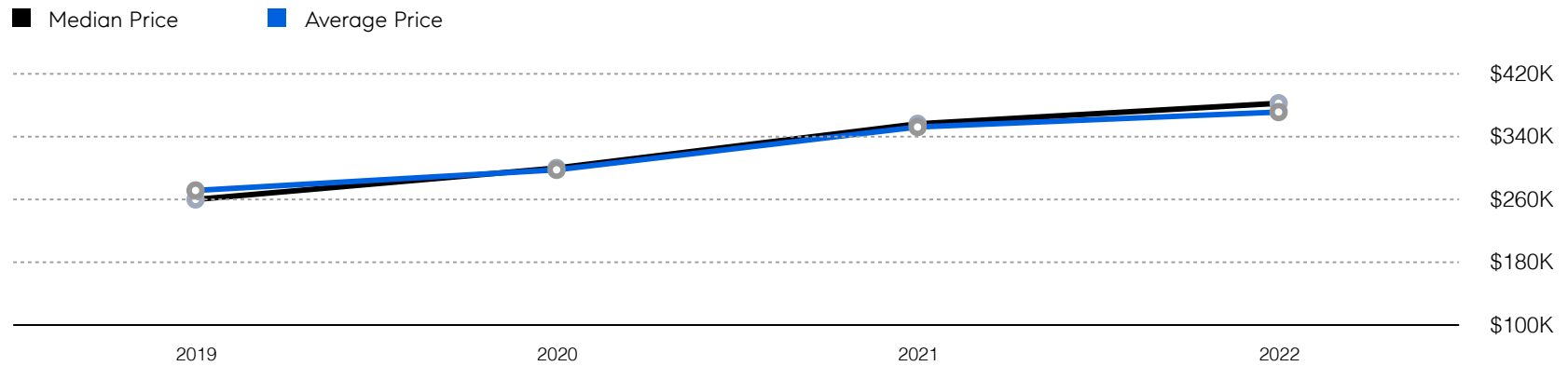
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	218	192	-11.9%
	SALES VOLUME	\$79,065,613	\$79,187,004	0.2%
	MEDIAN PRICE	\$360,000	\$410,000	13.9%
	AVERAGE PRICE	\$362,686	\$412,432	13.7%
	AVERAGE DOM	47	45	-4.3%
	# OF CONTRACTS	211	179	-15.2%
	# NEW LISTINGS	336	235	-30.1%
Condo/Co-op/Townhouse	# OF SALES	34	53	55.9%
	SALES VOLUME	\$7,529,000	\$11,789,196	56.6%
	MEDIAN PRICE	\$229,950	\$230,000	0.0%
	AVERAGE PRICE	\$221,441	\$222,438	0.5%
	AVERAGE DOM	35	51	45.7%
	# OF CONTRACTS	43	51	18.6%
	# NEW LISTINGS	73	72	-1.4%

Elizabeth

Historic Sales



Historic Sales Prices

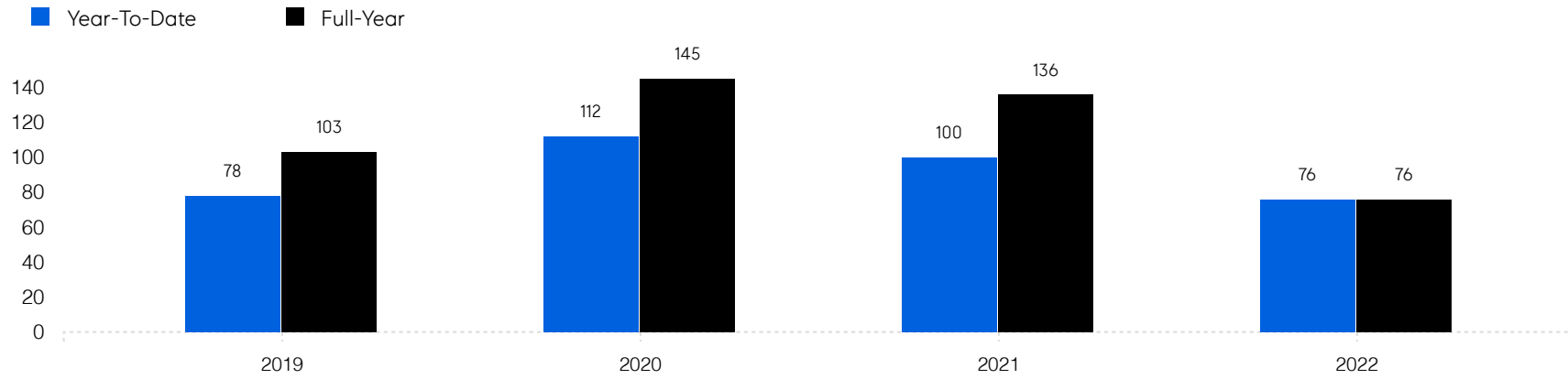


Fanwood

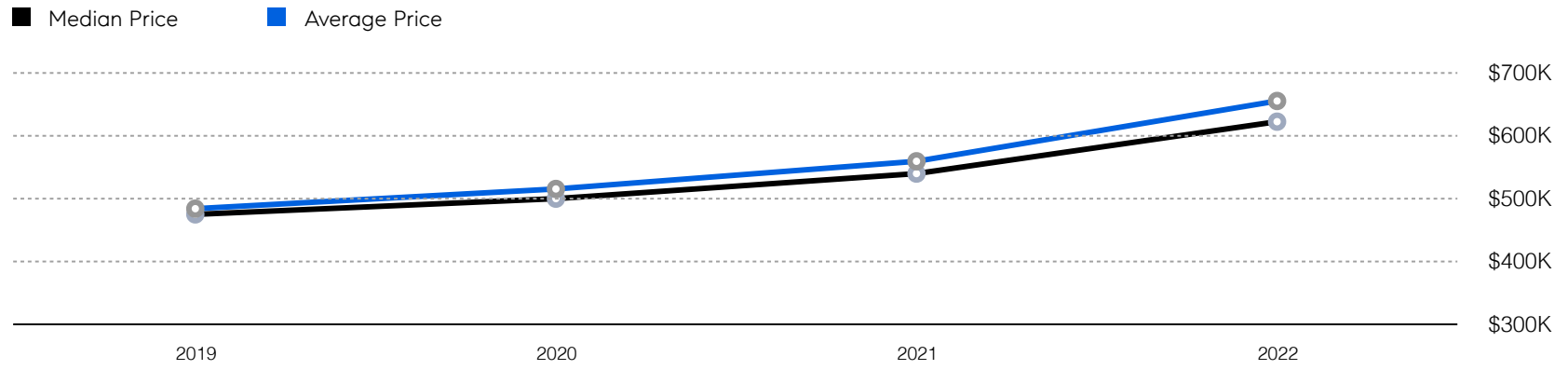
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	99	75	-24.2%
	SALES VOLUME	\$54,380,915	\$49,347,809	-9.3%
	MEDIAN PRICE	\$539,900	\$625,000	15.8%
	AVERAGE PRICE	\$549,302	\$657,971	19.8%
	AVERAGE DOM	30	19	-36.7%
	# OF CONTRACTS	99	70	-29.3%
	# NEW LISTINGS	119	88	-26.1%
Condo/Co-op/Townhouse	# OF SALES	1	1	0.0%
	SALES VOLUME	\$405,000	\$466,181	15.1%
	MEDIAN PRICE	\$405,000	\$466,181	15.1%
	AVERAGE PRICE	\$405,000	\$466,181	15.1%
	AVERAGE DOM	6	6	0.0%
	# OF CONTRACTS	1	1	0.0%
	# NEW LISTINGS	2	1	-50.0%

Fanwood

Historic Sales



Historic Sales Prices

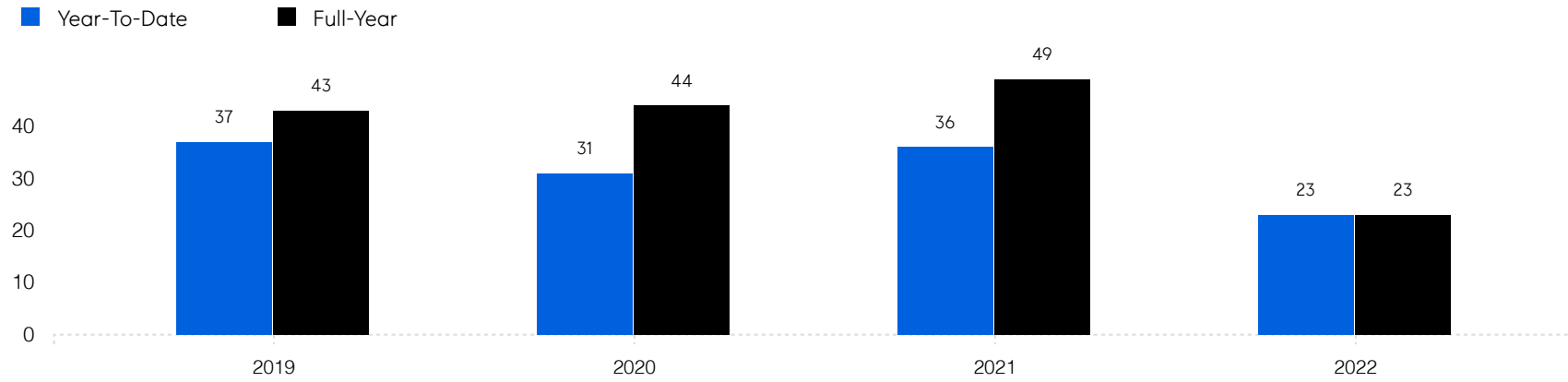


Garwood

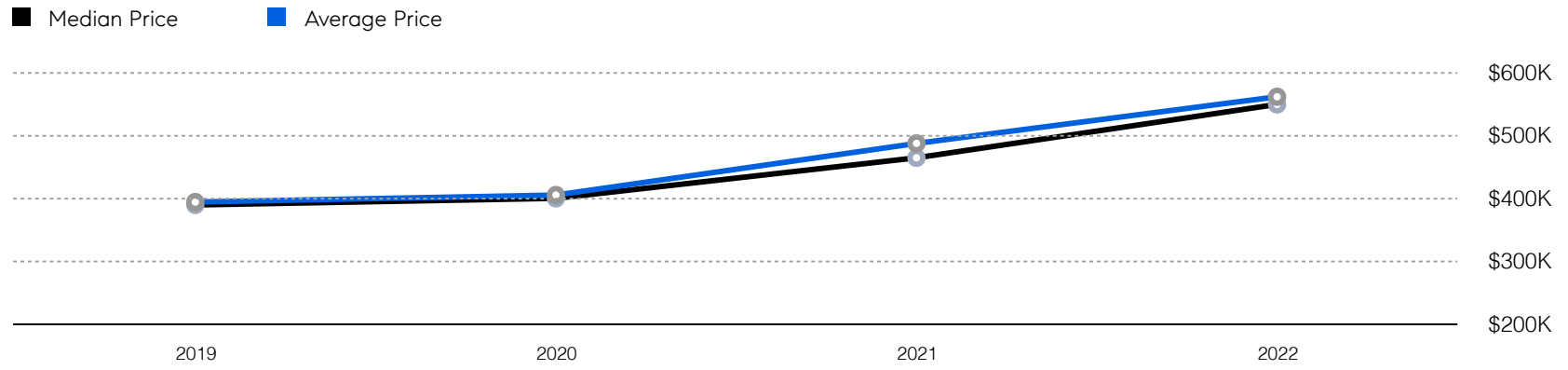
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	32	21	-34.4%
	SALES VOLUME	\$14,879,000	\$11,759,400	-21.0%
	MEDIAN PRICE	\$461,500	\$545,000	18.1%
	AVERAGE PRICE	\$464,969	\$559,971	20.4%
	AVERAGE DOM	20	24	20.0%
	# OF CONTRACTS	36	22	-38.9%
	# NEW LISTINGS	49	32	-34.7%
Condo/Co-op/Townhouse	# OF SALES	4	2	-50.0%
	SALES VOLUME	\$2,525,000	\$1,170,000	-53.7%
	MEDIAN PRICE	\$630,000	\$585,000	-7.1%
	AVERAGE PRICE	\$631,250	\$585,000	-7.3%
	AVERAGE DOM	67	110	64.2%
	# OF CONTRACTS	3	2	-33.3%
	# NEW LISTINGS	3	0	0.0%

Garwood

Historic Sales



Historic Sales Prices

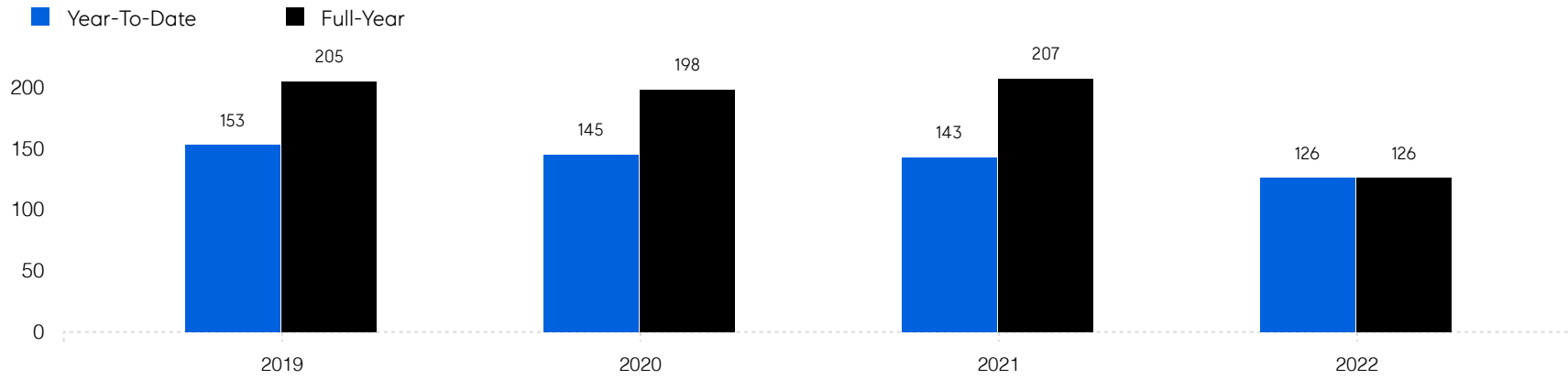


Hillside

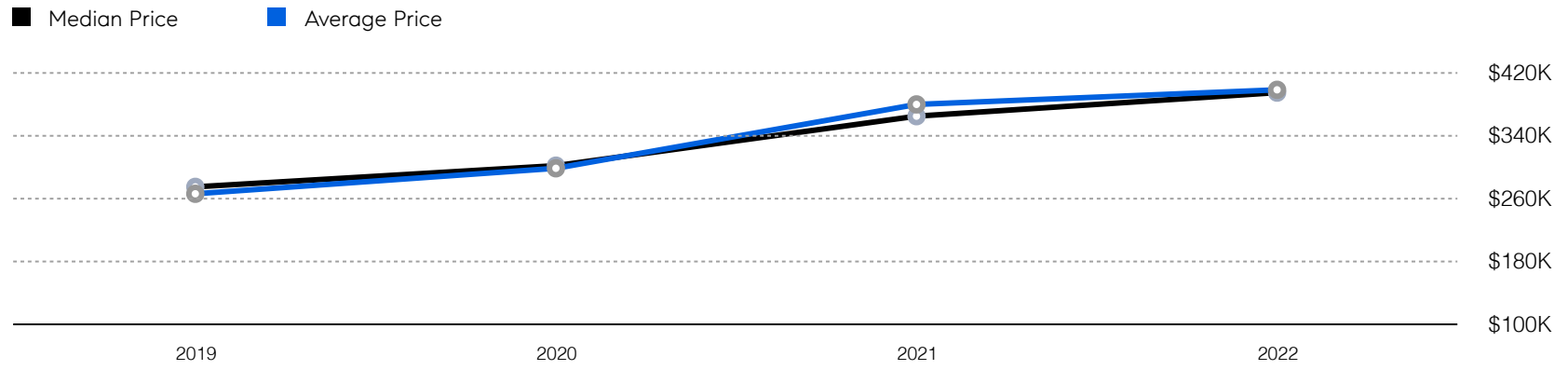
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	139	124	-10.8%
	SALES VOLUME	\$53,674,123	\$49,613,270	-7.6%
	MEDIAN PRICE	\$362,500	\$395,000	9.0%
	AVERAGE PRICE	\$386,145	\$400,107	3.6%
	AVERAGE DOM	41	42	2.4%
	# OF CONTRACTS	154	130	-15.6%
	# NEW LISTINGS	195	170	-12.8%
Condo/Co-op/Townhouse	# OF SALES	4	2	-50.0%
	SALES VOLUME	\$865,000	\$604,900	-30.1%
	MEDIAN PRICE	\$230,000	\$302,450	31.5%
	AVERAGE PRICE	\$216,250	\$302,450	39.9%
	AVERAGE DOM	25	55	120.0%
	# OF CONTRACTS	2	1	-50.0%
	# NEW LISTINGS	2	4	100.0%

Hillside

Historic Sales



Historic Sales Prices

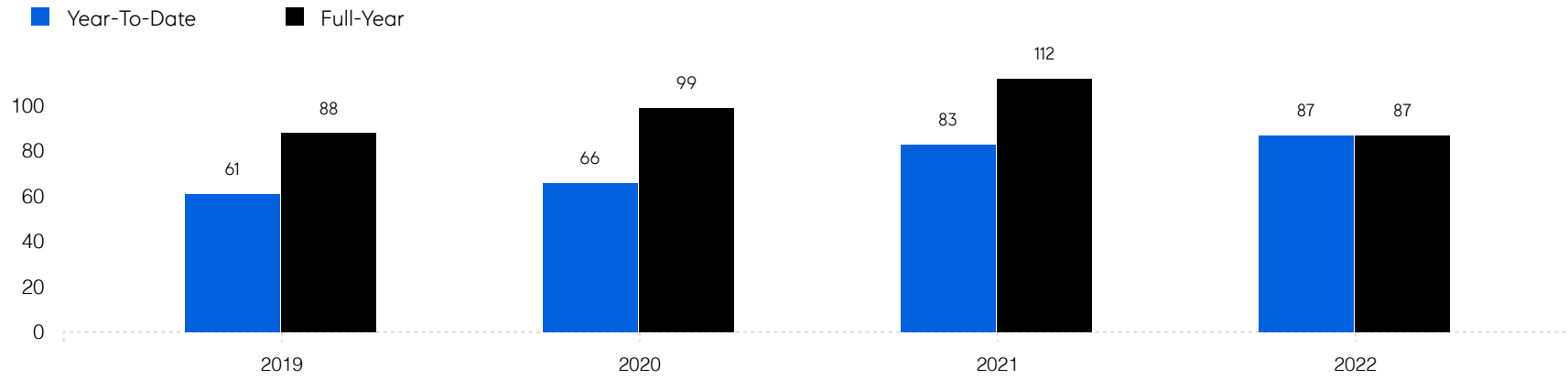


Kenilworth

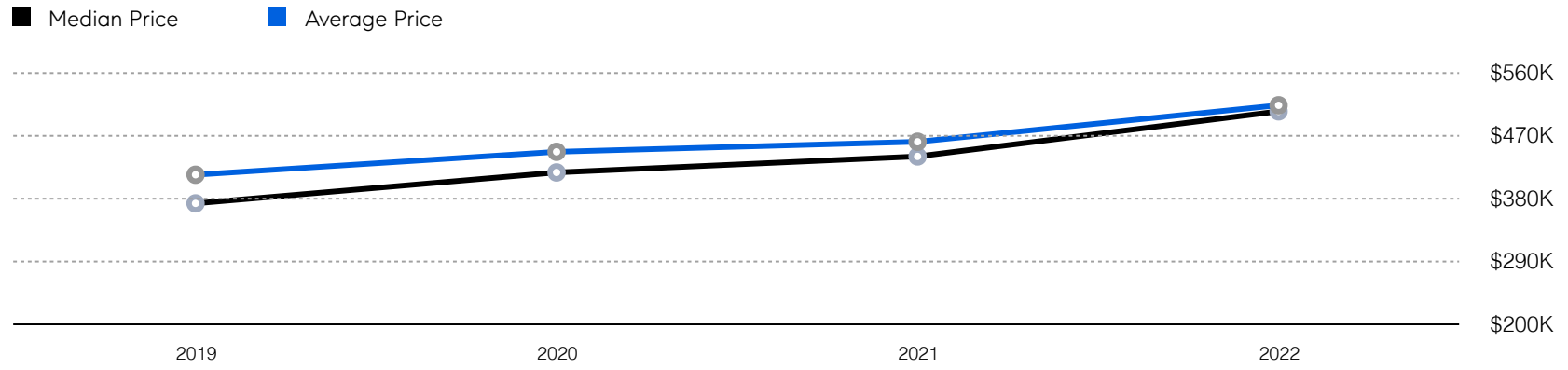
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	83	86	3.6%
	SALES VOLUME	\$38,428,270	\$44,230,900	15.1%
	MEDIAN PRICE	\$441,000	\$505,000	14.5%
	AVERAGE PRICE	\$462,991	\$514,313	11.1%
	AVERAGE DOM	34	29	-14.7%
	# OF CONTRACTS	81	84	3.7%
	# NEW LISTINGS	96	96	0.0%
Condo/Co-op/Townhouse	# OF SALES	0	1	0.0%
	SALES VOLUME	-	\$460,000	-
	MEDIAN PRICE	-	\$460,000	-
	AVERAGE PRICE	-	\$460,000	-
	AVERAGE DOM	-	0	-
	# OF CONTRACTS	0	1	0.0%
	# NEW LISTINGS	0	1	0.0%

Kenilworth

Historic Sales



Historic Sales Prices

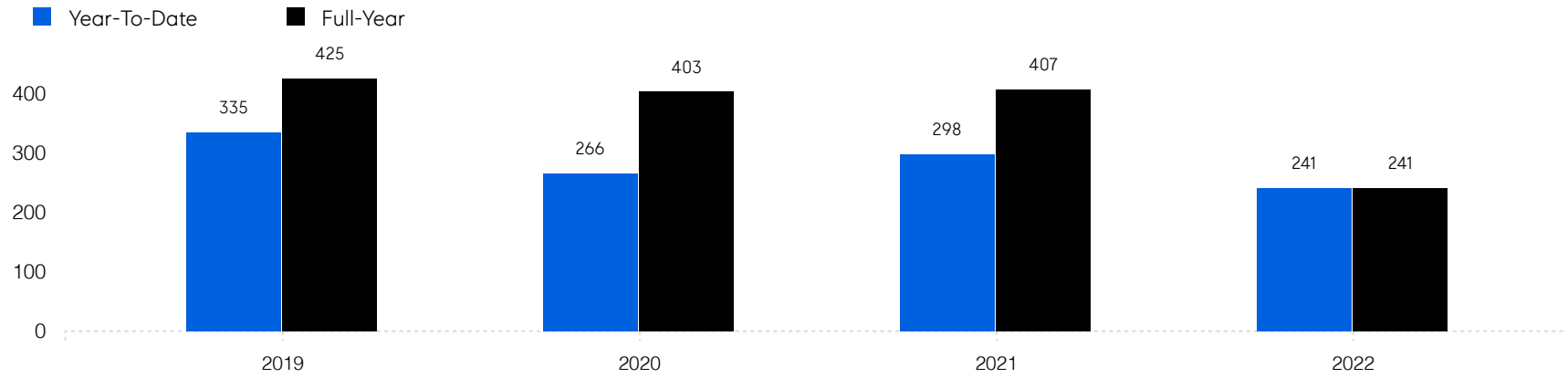


Linden

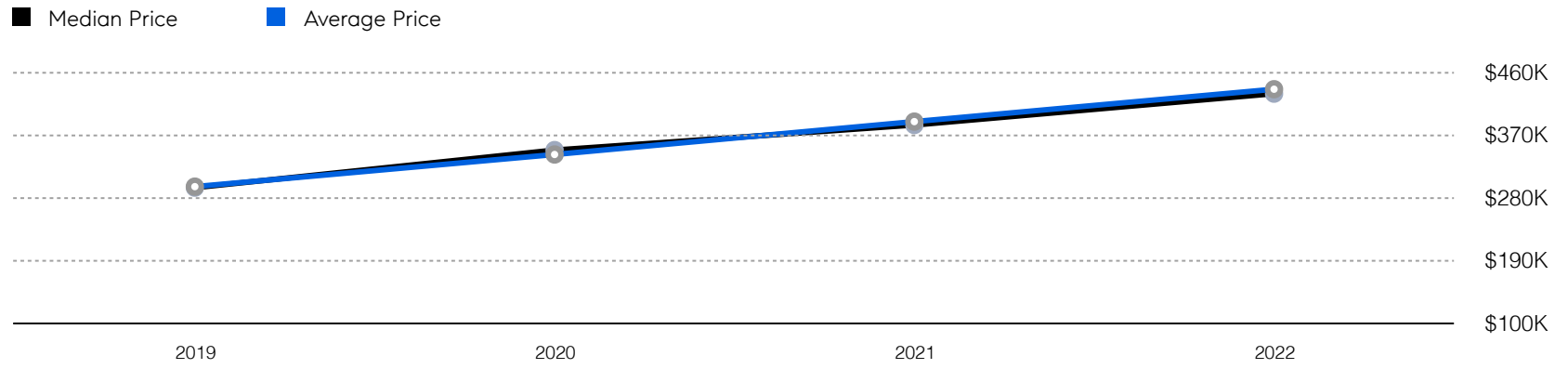
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	268	215	-19.8%
	SALES VOLUME	\$105,838,222	\$99,186,590	-6.3%
	MEDIAN PRICE	\$390,000	\$444,000	13.8%
	AVERAGE PRICE	\$394,919	\$461,333	16.8%
	AVERAGE DOM	32	35	9.4%
	# OF CONTRACTS	280	231	-17.5%
	# NEW LISTINGS	334	258	-22.8%
Condo/Co-op/Townhouse	# OF SALES	30	26	-13.3%
	SALES VOLUME	\$7,025,000	\$5,981,000	-14.9%
	MEDIAN PRICE	\$230,000	\$216,000	-6.1%
	AVERAGE PRICE	\$234,167	\$230,038	-1.8%
	AVERAGE DOM	31	41	32.3%
	# OF CONTRACTS	35	28	-20.0%
	# NEW LISTINGS	45	35	-22.2%

Linden

Historic Sales



Historic Sales Prices

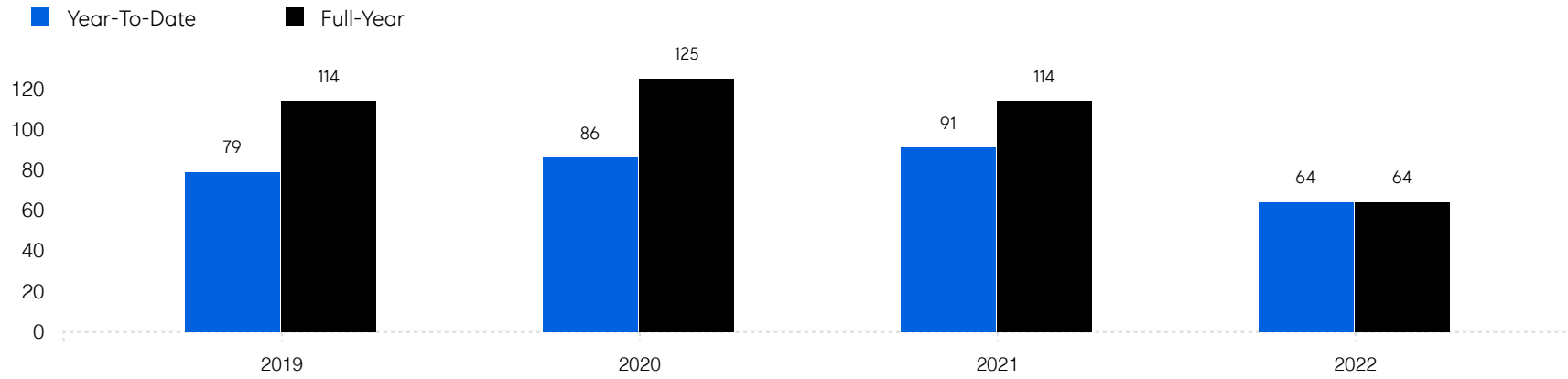


Mountainside

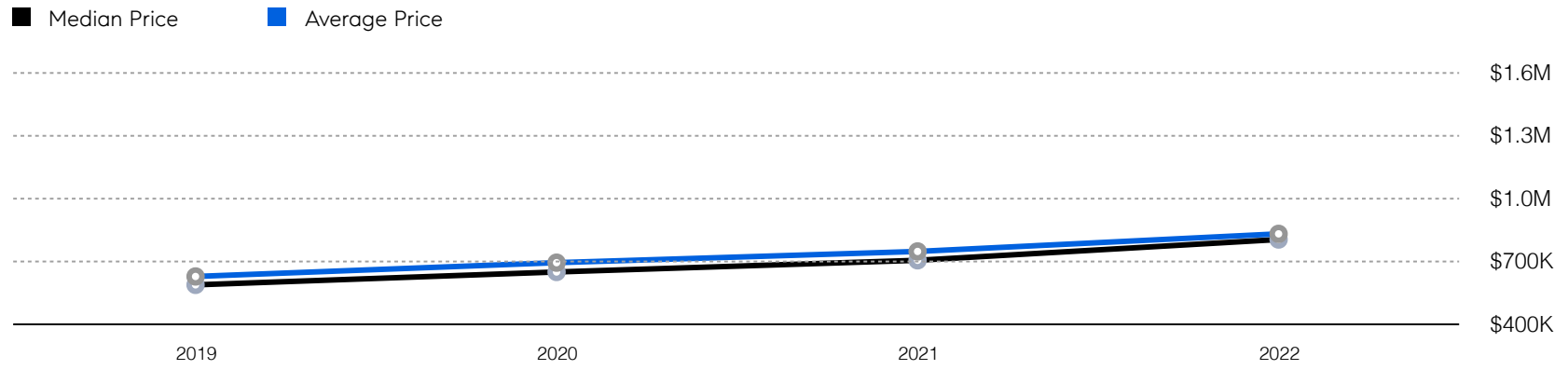
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	90	62	-31.1%
	SALES VOLUME	\$68,737,395	\$51,535,731	-25.0%
	MEDIAN PRICE	\$710,000	\$802,500	13.0%
	AVERAGE PRICE	\$763,749	\$831,221	8.8%
	AVERAGE DOM	33	45	36.4%
	# OF CONTRACTS	92	59	-35.9%
	# NEW LISTINGS	121	60	-50.4%
Condo/Co-op/Townhouse	# OF SALES	1	2	100.0%
	SALES VOLUME	\$785,000	\$1,710,000	117.8%
	MEDIAN PRICE	\$785,000	\$855,000	8.9%
	AVERAGE PRICE	\$785,000	\$855,000	8.9%
	AVERAGE DOM	8	20	150.0%
	# OF CONTRACTS	1	2	100.0%
	# NEW LISTINGS	1	5	400.0%

Mountainside

Historic Sales



Historic Sales Prices

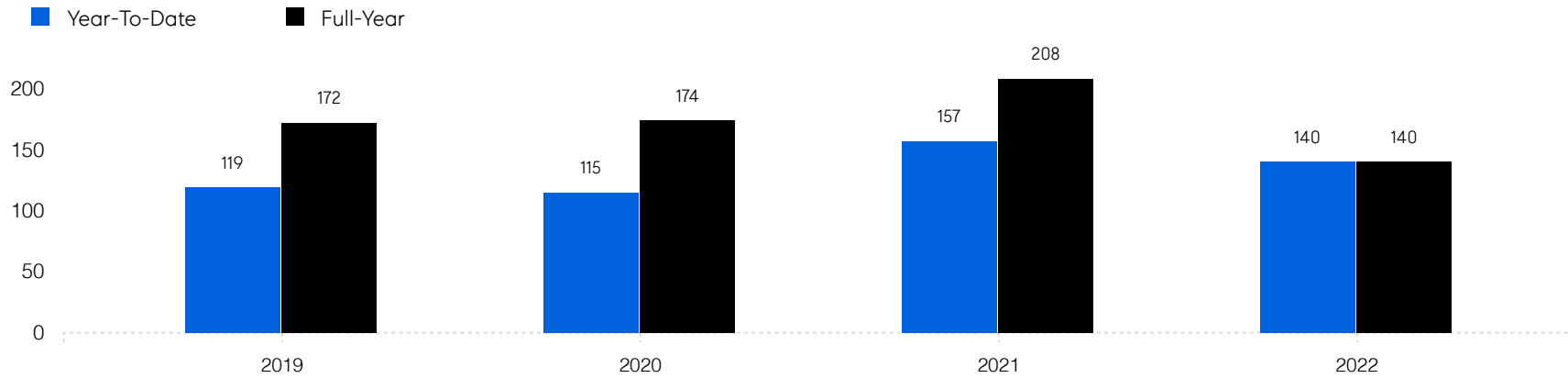


New Providence

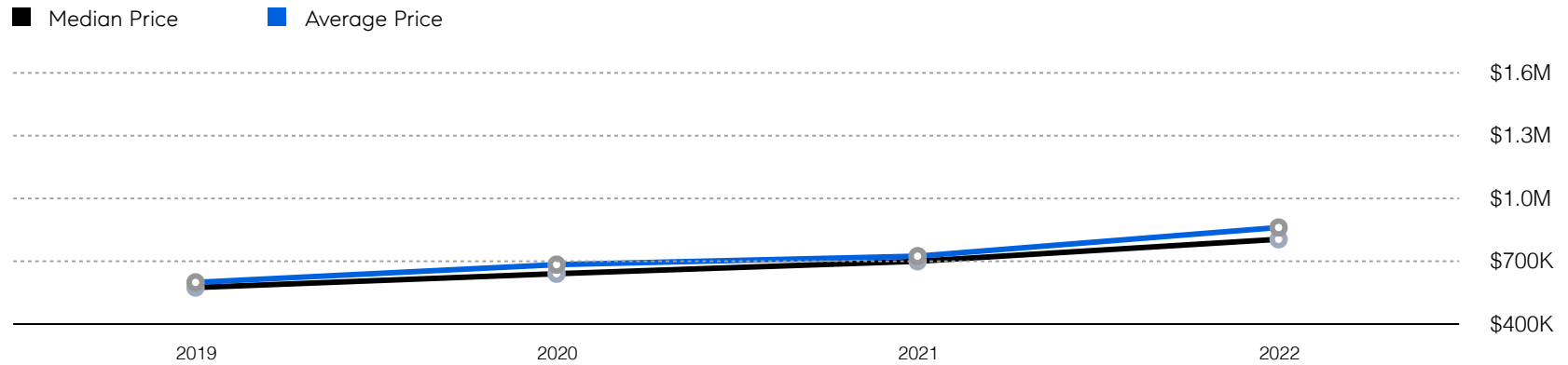
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	130	131	0.8%
	SALES VOLUME	\$98,108,821	\$113,845,412	16.0%
	MEDIAN PRICE	\$737,450	\$818,000	10.9%
	AVERAGE PRICE	\$754,683	\$869,049	15.2%
	AVERAGE DOM	23	18	-21.7%
	# OF CONTRACTS	138	130	-5.8%
	# NEW LISTINGS	164	143	-12.8%
Condo/Co-op/Townhouse	# OF SALES	27	9	-66.7%
	SALES VOLUME	\$16,193,390	\$6,744,000	-58.4%
	MEDIAN PRICE	\$572,000	\$699,000	22.2%
	AVERAGE PRICE	\$599,755	\$749,333	24.9%
	AVERAGE DOM	28	49	75.0%
	# OF CONTRACTS	29	10	-65.5%
	# NEW LISTINGS	34	12	-64.7%

New Providence

Historic Sales



Historic Sales Prices

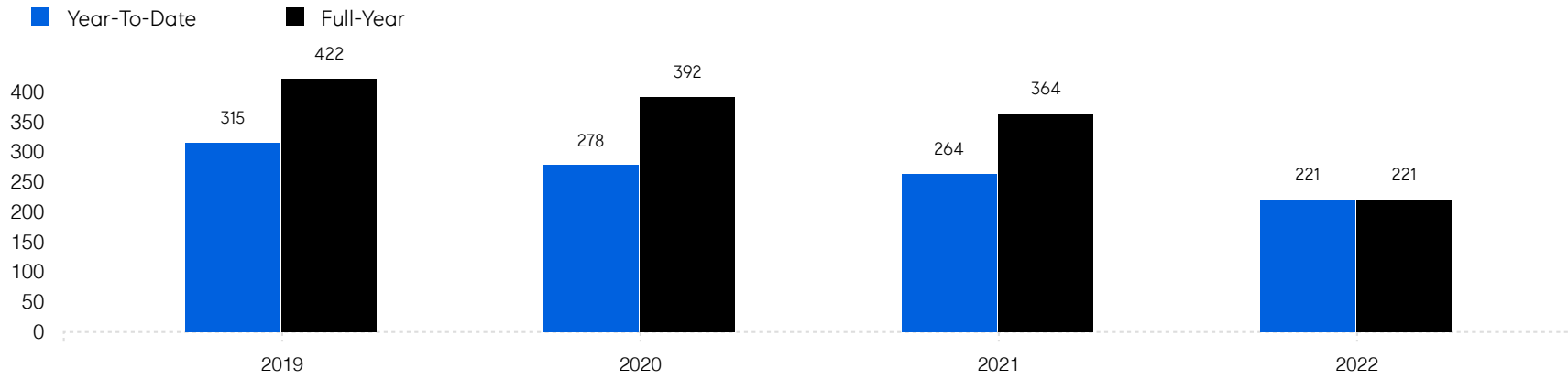


Plainfield

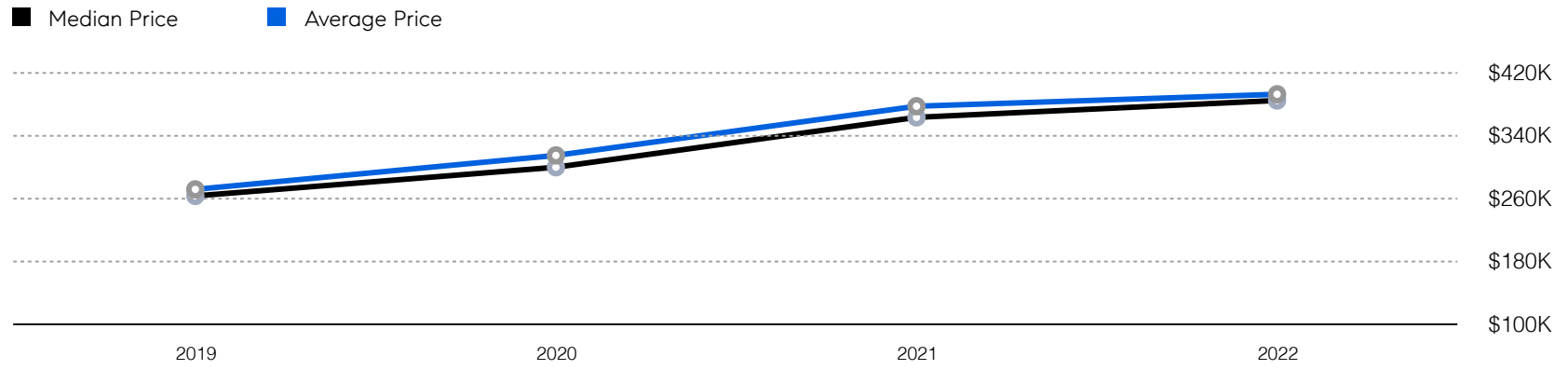
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	253	211	-16.6%
	SALES VOLUME	\$94,175,235	\$84,196,987	-10.6%
	MEDIAN PRICE	\$355,000	\$390,000	9.9%
	AVERAGE PRICE	\$372,234	\$399,038	7.2%
	AVERAGE DOM	42	35	-16.7%
	# OF CONTRACTS	244	219	-10.2%
	# NEW LISTINGS	341	276	-19.1%
Condo/Co-op/Townhouse	# OF SALES	11	10	-9.1%
	SALES VOLUME	\$2,300,900	\$2,626,000	14.1%
	MEDIAN PRICE	\$214,000	\$270,000	26.2%
	AVERAGE PRICE	\$209,173	\$262,600	25.5%
	AVERAGE DOM	69	28	-59.4%
	# OF CONTRACTS	11	14	27.3%
	# NEW LISTINGS	14	16	14.3%

Plainfield

Historic Sales



Historic Sales Prices

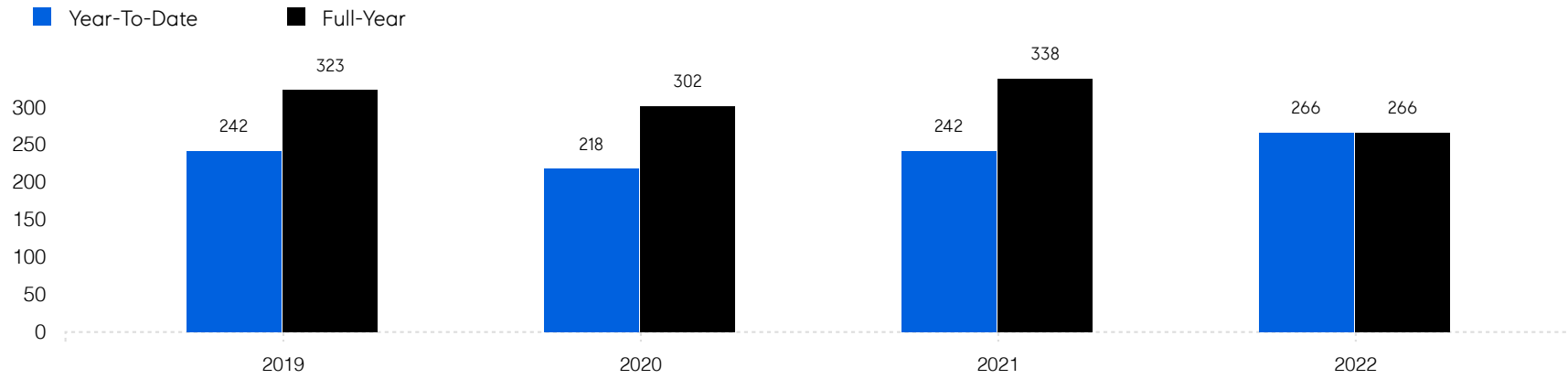


Rahway

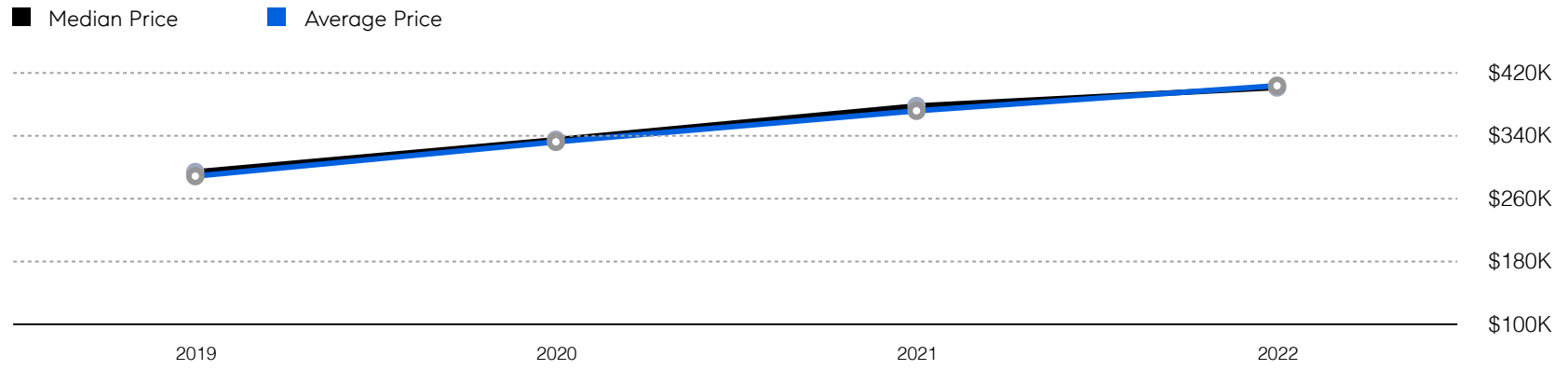
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	215	230	7.0%
	SALES VOLUME	\$81,877,350	\$95,378,700	16.5%
	MEDIAN PRICE	\$383,500	\$410,000	6.9%
	AVERAGE PRICE	\$380,825	\$414,690	8.9%
	AVERAGE DOM	31	37	19.4%
	# OF CONTRACTS	212	221	4.2%
	# NEW LISTINGS	291	236	-18.9%
Condo/Co-op/Townhouse	# OF SALES	27	36	33.3%
	SALES VOLUME	\$8,118,077	\$12,026,500	48.1%
	MEDIAN PRICE	\$299,000	\$337,500	12.9%
	AVERAGE PRICE	\$300,670	\$334,069	11.1%
	AVERAGE DOM	44	32	-27.3%
	# OF CONTRACTS	27	40	48.1%
	# NEW LISTINGS	38	49	28.9%

Rahway

Historic Sales



Historic Sales Prices

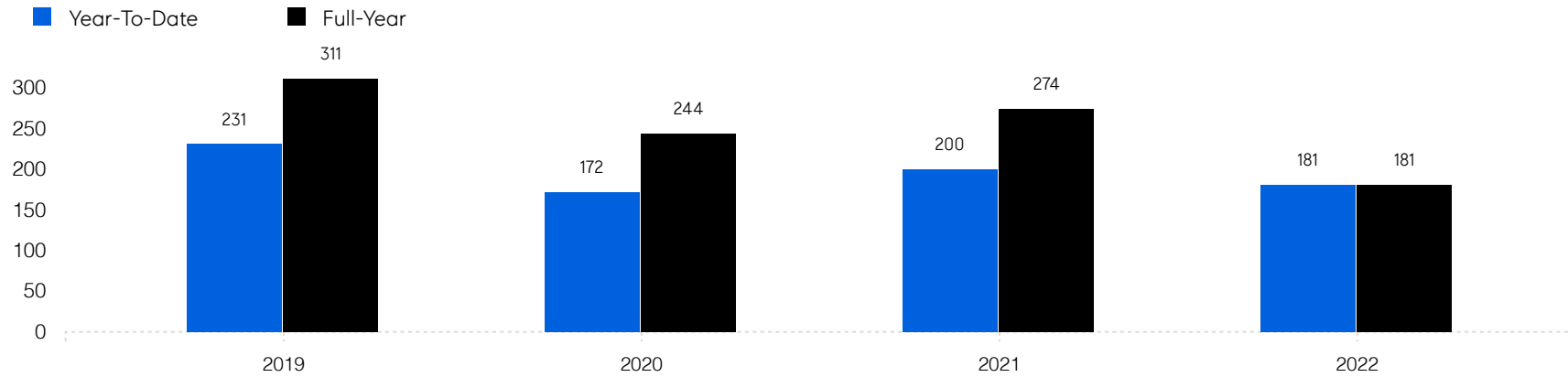


Roselle

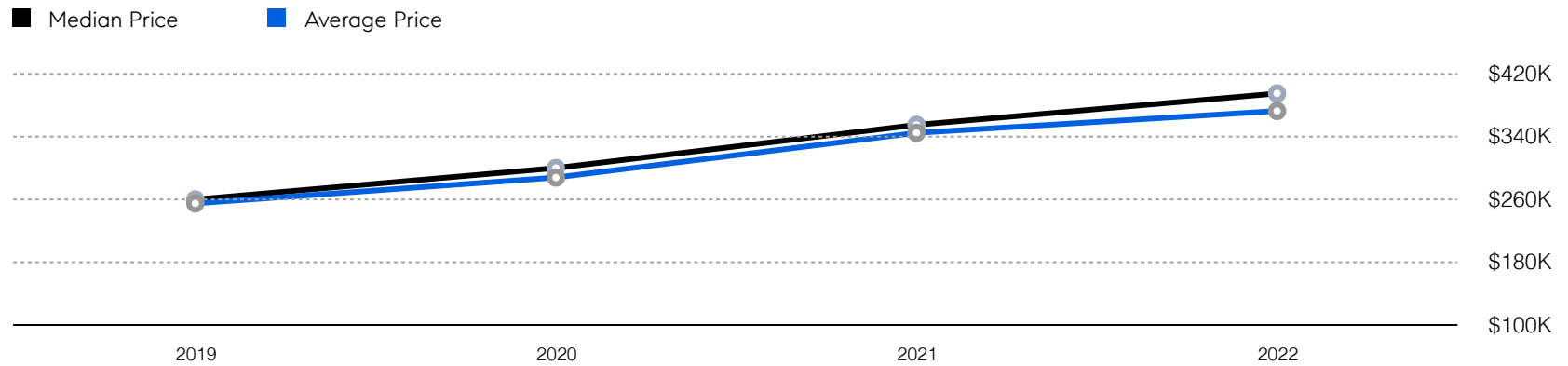
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	181	155	-14.4%
	SALES VOLUME	\$63,474,394	\$62,595,411	-1.4%
	MEDIAN PRICE	\$355,000	\$410,000	15.5%
	AVERAGE PRICE	\$350,687	\$403,841	15.2%
	AVERAGE DOM	35	38	8.6%
	# OF CONTRACTS	195	160	-17.9%
	# NEW LISTINGS	237	174	-26.6%
Condo/Co-op/Townhouse	# OF SALES	19	26	36.8%
	SALES VOLUME	\$3,435,850	\$4,856,400	41.3%
	MEDIAN PRICE	\$135,000	\$163,500	21.1%
	AVERAGE PRICE	\$180,834	\$186,785	3.3%
	AVERAGE DOM	44	32	-27.3%
	# OF CONTRACTS	21	19	-9.5%
	# NEW LISTINGS	30	26	-13.3%

Roselle

Historic Sales



Historic Sales Prices

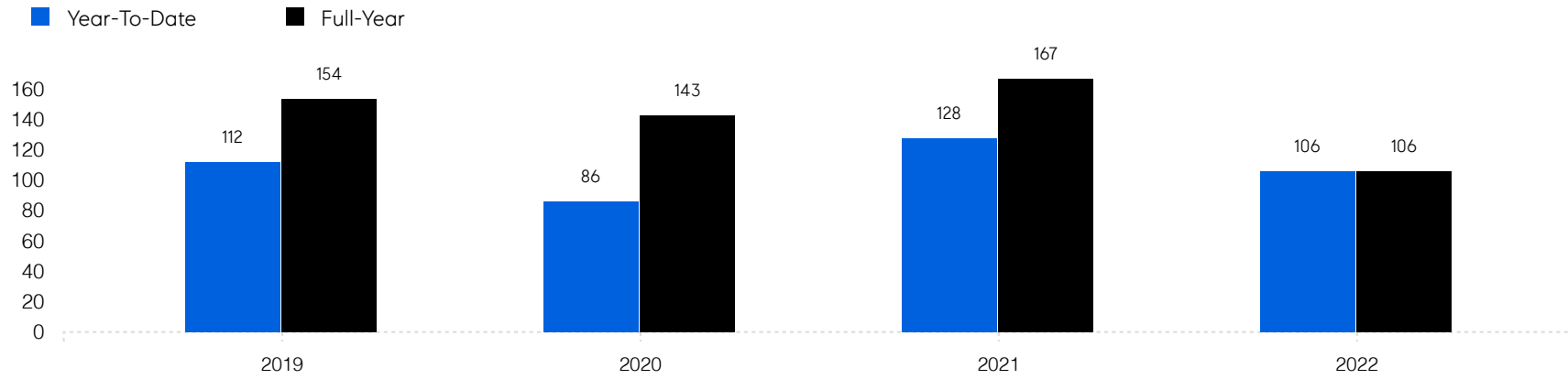


Roselle Park

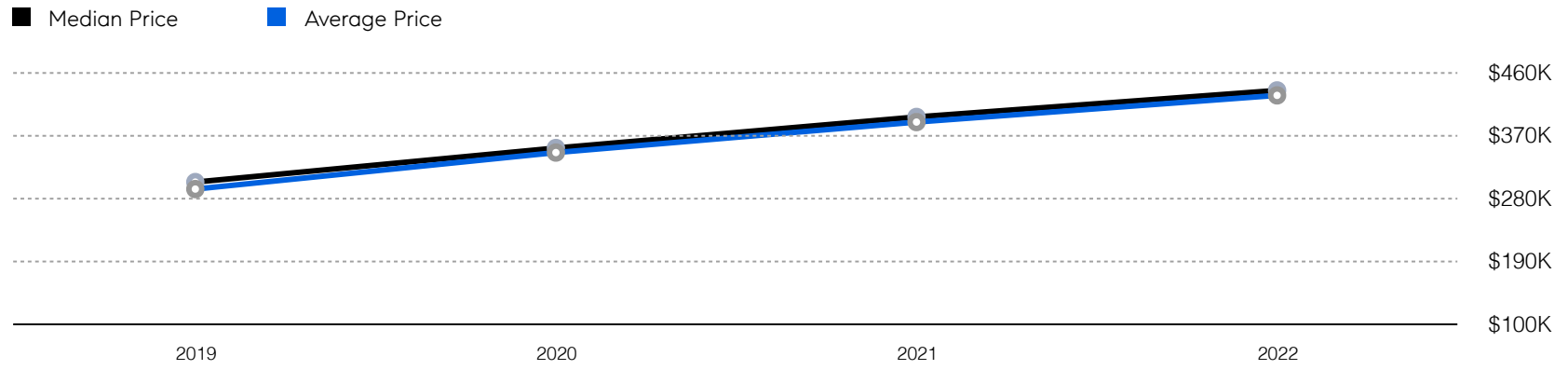
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	119	98	-17.6%
	SALES VOLUME	\$48,034,416	\$43,658,900	-9.1%
	MEDIAN PRICE	\$395,000	\$440,000	11.4%
	AVERAGE PRICE	\$403,651	\$445,499	10.4%
	AVERAGE DOM	37	25	-32.4%
	# OF CONTRACTS	122	92	-24.6%
	# NEW LISTINGS	149	107	-28.2%
Condo/Co-op/Townhouse	# OF SALES	9	8	-11.1%
	SALES VOLUME	\$1,902,000	\$1,699,500	-10.6%
	MEDIAN PRICE	\$219,000	\$209,250	-4.5%
	AVERAGE PRICE	\$211,333	\$212,438	0.5%
	AVERAGE DOM	28	40	42.9%
	# OF CONTRACTS	14	9	-35.7%
	# NEW LISTINGS	14	8	-42.9%

Roselle Park

Historic Sales



Historic Sales Prices

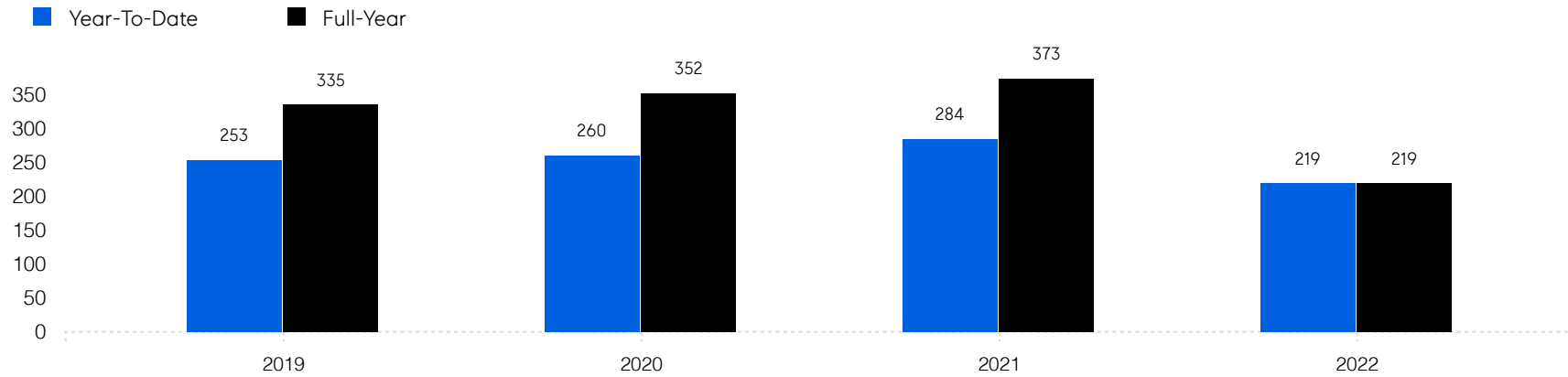


Scotch Plains

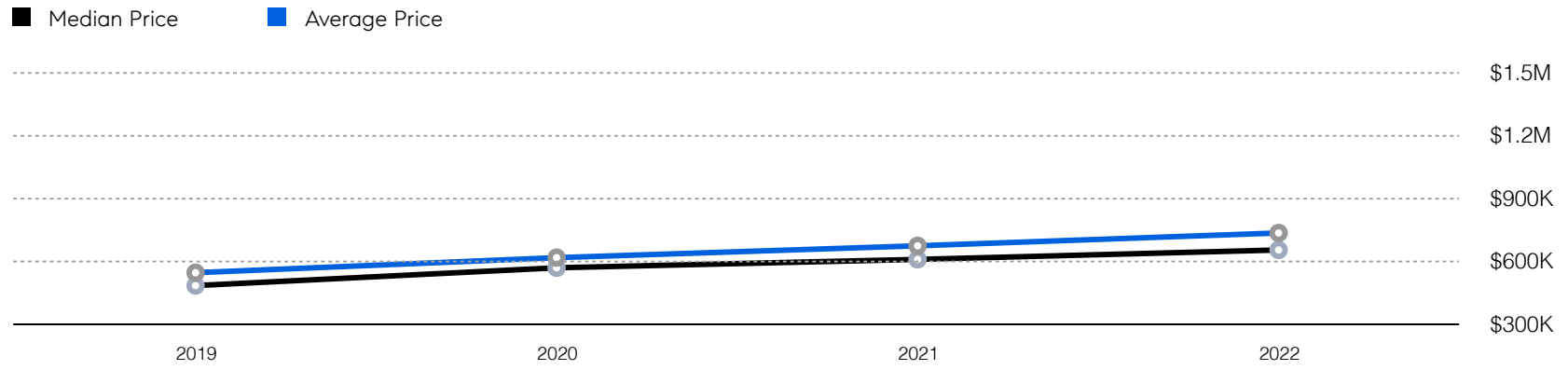
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	258	191	-26.0%
	SALES VOLUME	\$184,617,892	\$149,187,422	-19.2%
	MEDIAN PRICE	\$657,500	\$690,000	4.9%
	AVERAGE PRICE	\$715,573	\$781,086	9.2%
	AVERAGE DOM	31	26	-16.1%
	# OF CONTRACTS	252	194	-23.0%
	# NEW LISTINGS	317	242	-23.7%
Condo/Co-op/Townhouse	# OF SALES	26	28	7.7%
	SALES VOLUME	\$10,546,200	\$12,027,749	14.0%
	MEDIAN PRICE	\$392,000	\$417,500	6.5%
	AVERAGE PRICE	\$405,623	\$429,562	5.9%
	AVERAGE DOM	34	27	-20.6%
	# OF CONTRACTS	32	28	-12.5%
	# NEW LISTINGS	36	29	-19.4%

Scotch Plains

Historic Sales



Historic Sales Prices

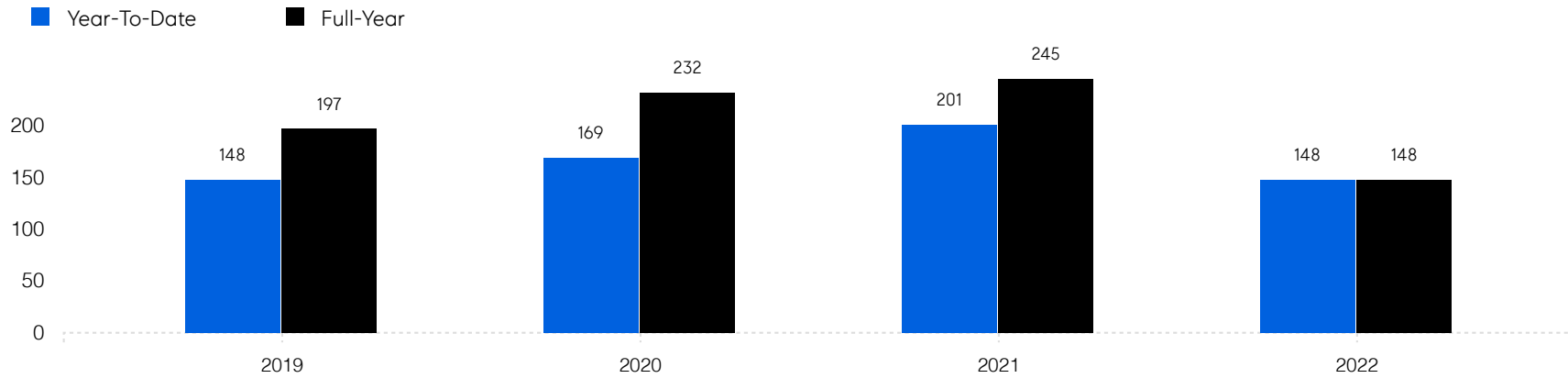


Springfield

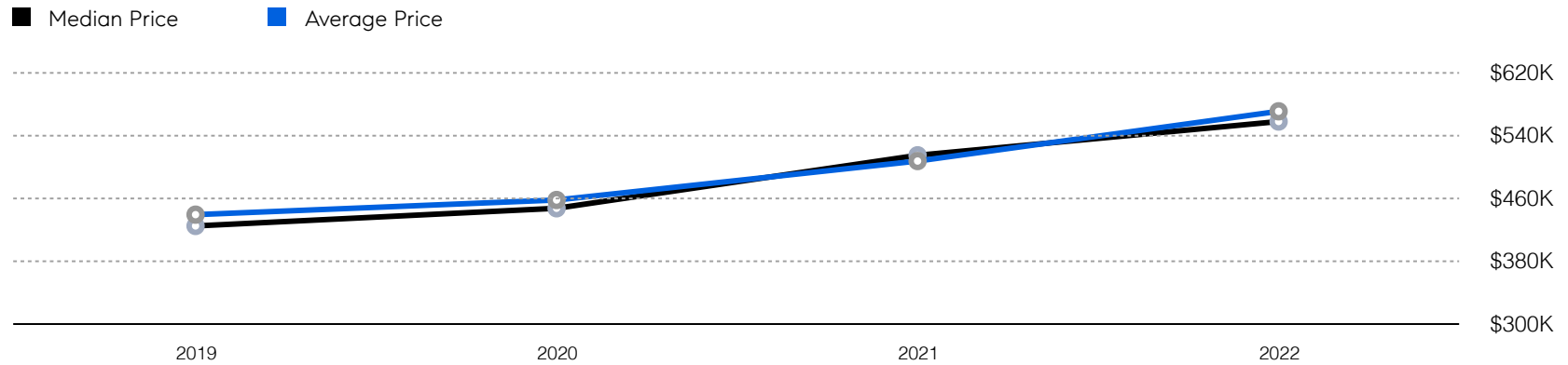
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	147	116	-21.1%
	SALES VOLUME	\$85,724,980	\$74,821,492	-12.7%
	MEDIAN PRICE	\$554,000	\$607,500	9.7%
	AVERAGE PRICE	\$583,163	\$645,013	10.6%
	AVERAGE DOM	33	24	-27.3%
	# OF CONTRACTS	137	123	-10.2%
	# NEW LISTINGS	178	149	-16.3%
Condo/Co-op/Townhouse	# OF SALES	54	32	-40.7%
	SALES VOLUME	\$16,046,475	\$9,696,700	-39.6%
	MEDIAN PRICE	\$257,250	\$259,750	1.0%
	AVERAGE PRICE	\$297,157	\$303,022	2.0%
	AVERAGE DOM	39	29	-25.6%
	# OF CONTRACTS	51	36	-29.4%
	# NEW LISTINGS	59	34	-42.4%

Springfield

Historic Sales



Historic Sales Prices

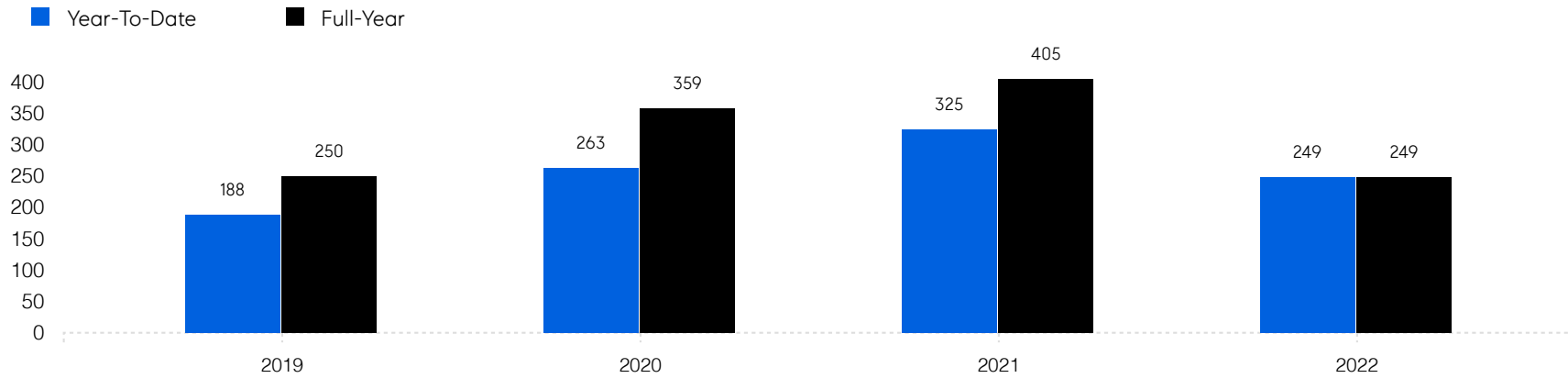


Summit

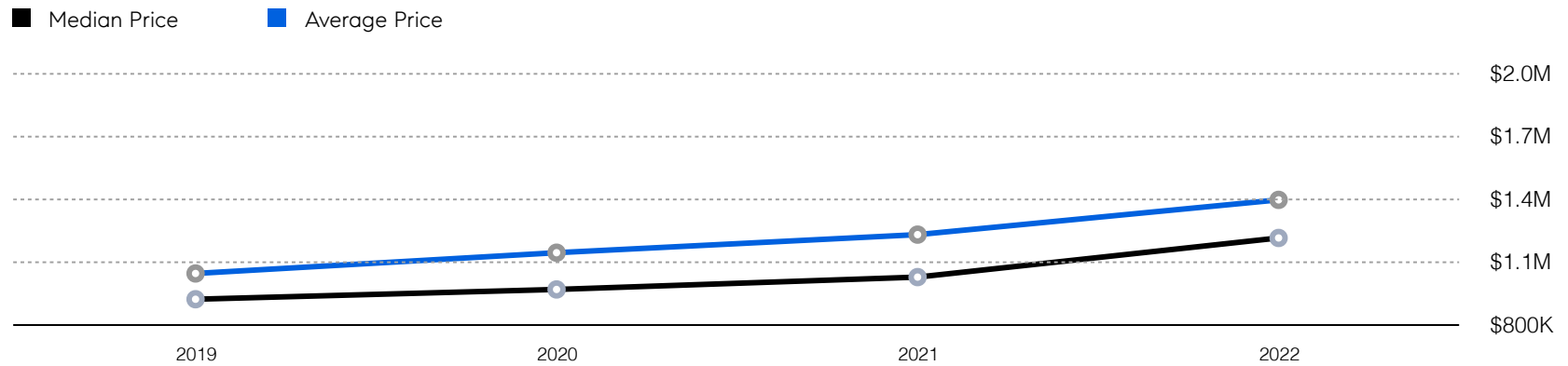
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	267	208	-22.1%
	SALES VOLUME	\$359,734,297	\$323,382,458	-10.1%
	MEDIAN PRICE	\$1,217,512	\$1,380,000	13.3%
	AVERAGE PRICE	\$1,347,319	\$1,554,723	15.4%
	AVERAGE DOM	28	18	-35.7%
	# OF CONTRACTS	270	216	-20.0%
	# NEW LISTINGS	328	243	-25.9%
Condo/Co-op/Townhouse	# OF SALES	58	41	-29.3%
	SALES VOLUME	\$39,049,600	\$24,704,998	-36.7%
	MEDIAN PRICE	\$480,000	\$465,000	-3.1%
	AVERAGE PRICE	\$673,269	\$602,561	-10.5%
	AVERAGE DOM	55	33	-40.0%
	# OF CONTRACTS	58	42	-27.6%
	# NEW LISTINGS	77	57	-26.0%

Summit

Historic Sales



Historic Sales Prices

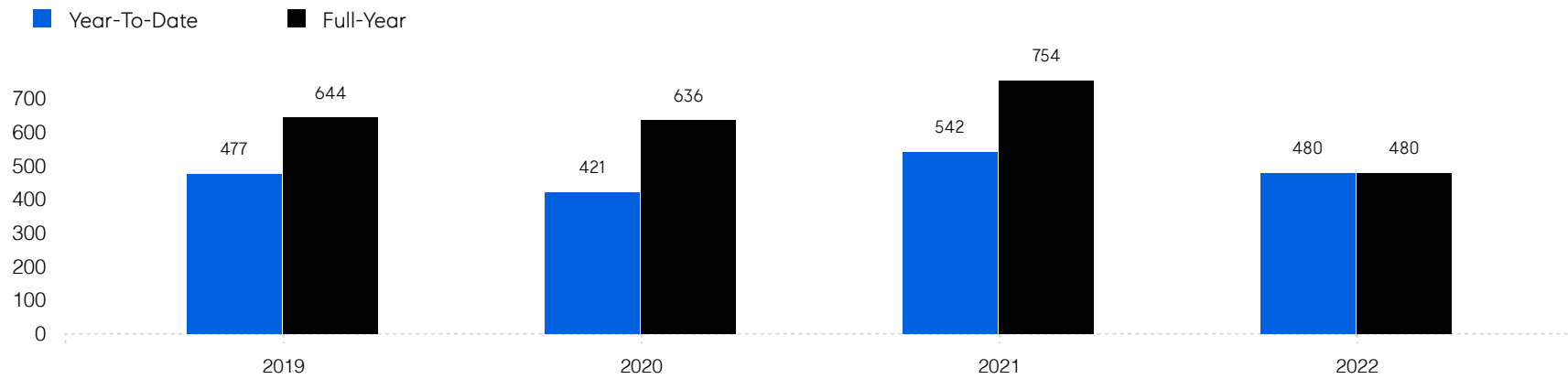


Union

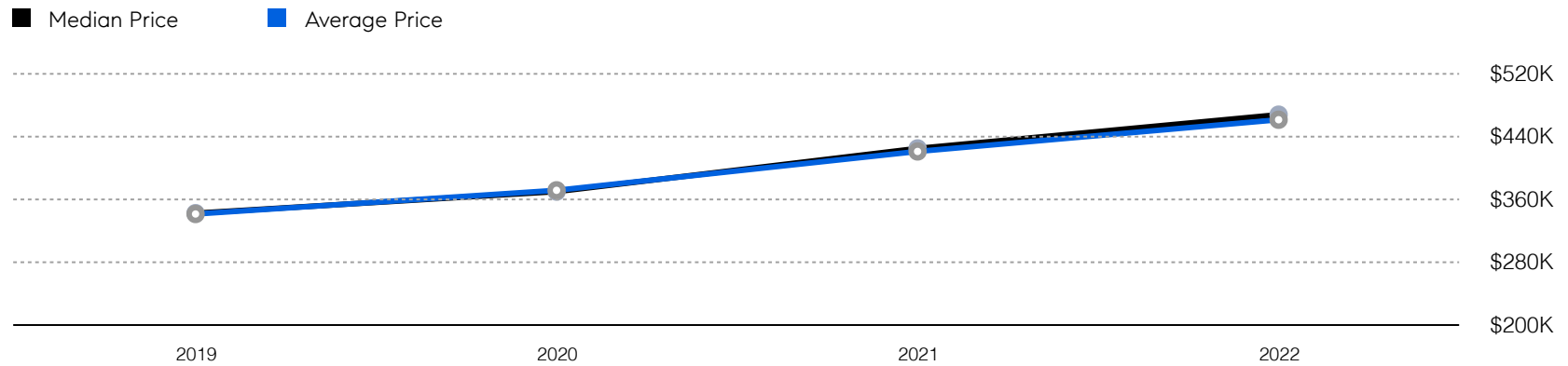
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	469	424	-9.6%
	SALES VOLUME	\$206,820,083	\$205,832,224	-0.5%
	MEDIAN PRICE	\$435,000	\$479,500	10.2%
	AVERAGE PRICE	\$440,981	\$485,453	10.1%
	AVERAGE DOM	31	33	6.5%
	# OF CONTRACTS	498	452	-9.2%
	# NEW LISTINGS	624	504	-19.2%
Condo/Co-op/Townhouse	# OF SALES	73	56	-23.3%
	SALES VOLUME	\$20,263,600	\$15,702,400	-22.5%
	MEDIAN PRICE	\$270,000	\$279,950	3.7%
	AVERAGE PRICE	\$277,584	\$280,400	1.0%
	AVERAGE DOM	36	26	-27.8%
	# OF CONTRACTS	75	59	-21.3%
	# NEW LISTINGS	86	67	-22.1%

Union

Historic Sales



Historic Sales Prices

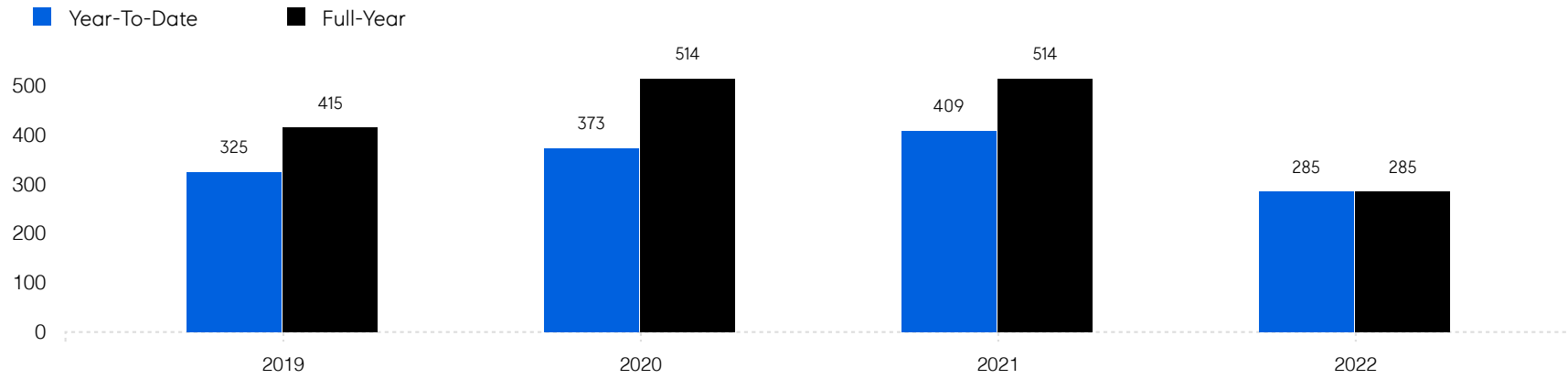


Westfield

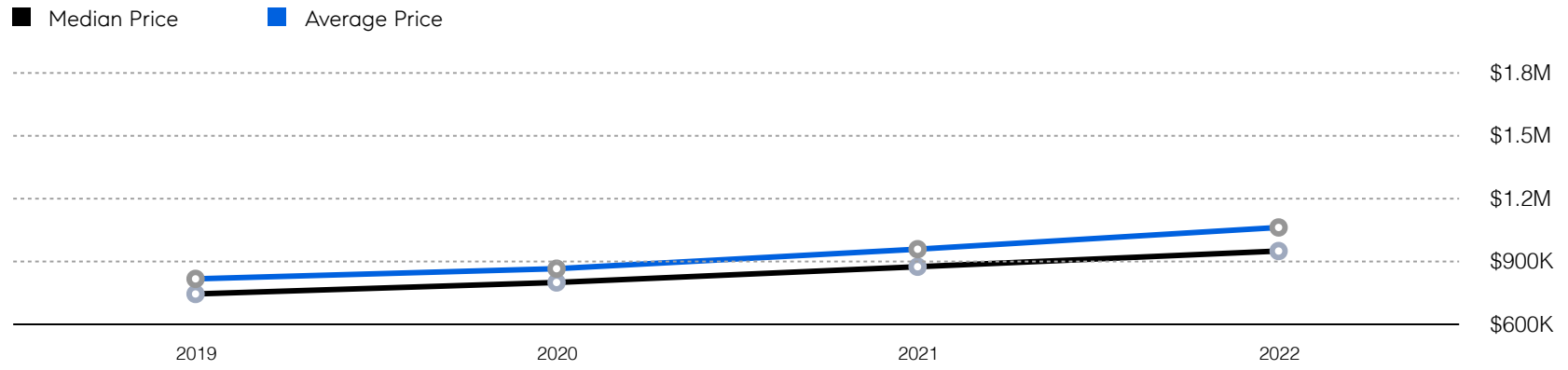
		YTD 2021	YTD 2022	% Change
Single-Family	# OF SALES	382	267	-30.1%
	SALES VOLUME	\$382,331,851	\$294,929,450	-22.9%
	MEDIAN PRICE	\$901,500	\$970,000	7.6%
	AVERAGE PRICE	\$1,000,869	\$1,104,605	10.4%
	AVERAGE DOM	29	26	-10.3%
	# OF CONTRACTS	378	270	-28.6%
	# NEW LISTINGS	493	309	-37.3%
Condo/Co-op/Townhouse	# OF SALES	27	18	-33.3%
	SALES VOLUME	\$16,602,790	\$7,890,725	-52.5%
	MEDIAN PRICE	\$602,490	\$358,913	-40.4%
	AVERAGE PRICE	\$614,918	\$438,374	-28.7%
	AVERAGE DOM	62	36	-41.9%
	# OF CONTRACTS	25	18	-28.0%
	# NEW LISTINGS	31	23	-25.8%

Westfield

Historic Sales



Historic Sales Prices



COMPASS

Source: Garden State MLS, 01/01/2020 to 09/30/2022
Source: NJMLS, 01/01/2020 to 09/30/2022
Source: Hudson MLS, 01/01/2020 to 09/30/2022

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