

Cranford

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	112 Lincoln Park	TwnEndUn	1	1.0	10	\$224,900	\$224,900	\$220,000	97.82%	\$58,700	3.75
2	12A Parkway Village	TwnEndUn	2	1.0	66	\$270,000	\$260,000	\$252,500	97.12%	\$80,400	3.14
3	345 Centennial	HalfDupl	2	1.0	22	\$289,900	\$289,900	\$290,000	100.03%	\$98,300	2.95
4	20 Oraton Drive	CapeCod	3	2.0	21	\$384,000	\$384,000	\$386,000	100.52%	\$157,600	2.45
5	713 Lincoln Avenue E	Tudor	2	2.0	80	\$399,000	\$375,000	\$385,000	102.67%	\$136,000	2.83
6	26 Roselle Avenue	CapeCod	4	2.0	16	\$425,000	\$425,000	\$415,000	97.65%	\$160,600	2.58
7	34 Tulip Street	Ranch	3	1.1	91	\$429,900	\$388,500	\$375,375	96.62%	\$192,100	1.95
8	5 Martin Place	SplitLev	3	2.1	17	\$474,000	\$474,000	\$482,888	101.88%	\$203,900	2.37
9	28 W Holly Street	Colonial	3	1.1	13	\$474,900	\$474,900	\$474,900	100.00%	\$179,100	2.65
10	639 Lexington Avenue	CapeCod	3	2.1	6	\$549,000	\$549,000	\$580,000	105.65%	\$174,900	3.32
11	32 Denman Road	Colonial	3	2.1	52	\$595,500	\$585,000	\$575,000	98.29%	\$195,600	2.94
12	331 Walnut Avenue	Colonial	4	1.1	22	\$599,000	\$599,000	\$585,000	97.66%	\$173,300	3.38
13	632 Lincoln Park E	Ranch	4	2.1	67	\$689,000	\$669,000	\$639,000	95.52%	\$256,600	2.49
14	28 Fairfield Avenue	Colonial	6	3.1	265	\$795,000	\$775,000	\$755,000	97.42%	\$320,800	2.35
15	24 Shawnee Road	Colonial	4	2.1	78	\$875,000	\$845,000	\$840,000	99.41%	\$284,200	2.96
AVERAGES					55	\$498,273	\$487,880	\$483,711	99.22%		2.81

"ACTIVE" Listings in Cranford

Number of Units: 67
Average List Price: \$605,679
Average Days on Market: 60

"UNDER CONTRACT" Listings in Cranford

Number of Units: 34
Average List Price: \$456,982
Average Days on Market: 46

Cranford 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	57	44	53	30	41	29	34	31	55				39
List Price	\$542,767	\$516,045	\$508,089	\$480,981	\$454,512	\$544,639	\$610,278	\$497,143	\$487,880				\$514,663
Sales Price	\$527,308	\$503,365	\$470,878	\$478,431	\$455,917	\$550,987	\$602,000	\$496,662	\$483,711				\$510,478
Sales Price as a % of List Price	96.45%	97.41%	94.91%	99.42%	100.79%	100.82%	98.71%	100.86%	99.22%				99.41%
Sales Price to Assessed Value	2.50	2.85	2.50	2.85	3.01	2.92	3.31	2.83	2.81				2.94
# Units Sold	12	11	9	16	25	33	16	21	15				158
Active Listings	21	33	42	40	42	54	55	61	67				46
Under Contracts	28	30	40	52	52	26	37	32	34				37

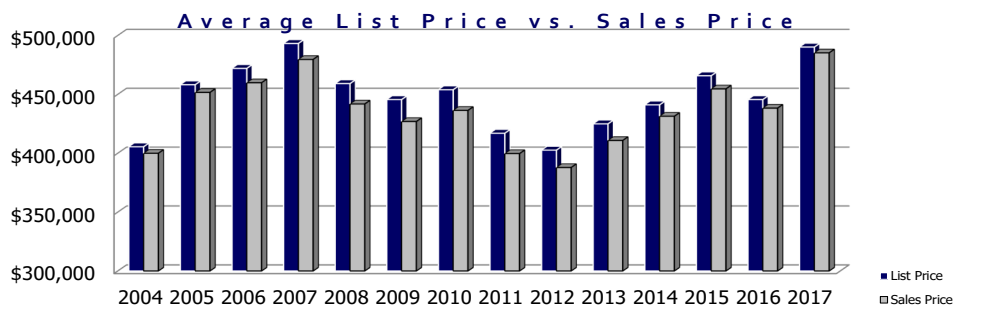
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	37	39	5.18%
Sales Price	\$489,606	\$510,478	4.26%
Sales Price to Assessed Value	2.72	2.94	7.84%



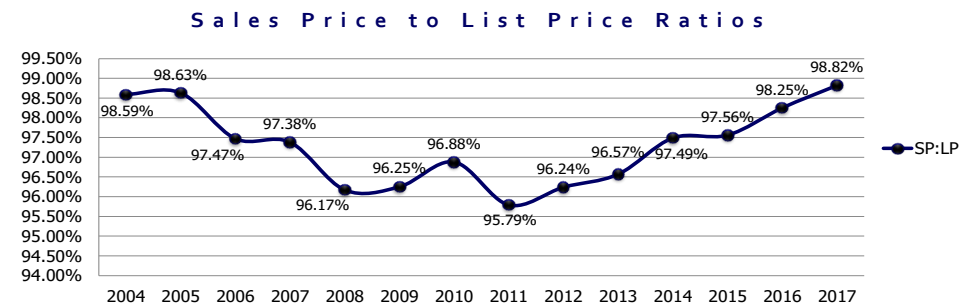
YTD	2017	2018	% Change
# Units Sold	198	158	-20.20%
Active Listings	51	67	31.37%
Under Contracts	42	34	-19.05%

Cranford Yearly Market Trends

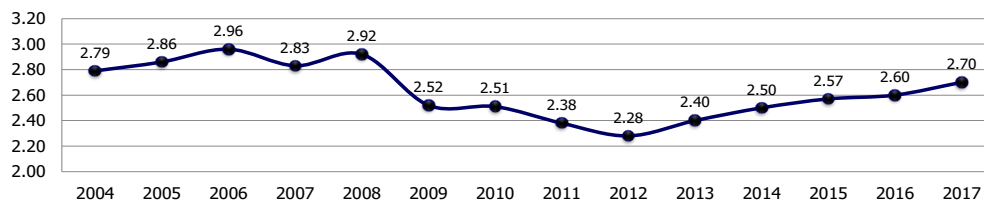


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550	\$490,120
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836	\$431,369	\$454,625	\$438,277	\$485,202

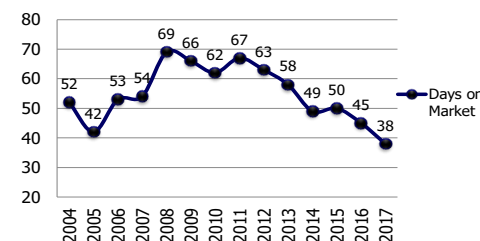
Cranford Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

