

Scotch Plains

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	530 Park Avenue Unit 201	OneFloor	1	1.0	74	\$210,000	\$210,000	\$192,500	91.67%	\$50,700	3.80
2	2117 Westfield Avenue	CapeCod	4	2.1	25	\$275,000	\$275,000	\$276,288	100.47%	\$89,400	3.09
3	411 Myrtle Avenue	SplitLev	3	1.0	13	\$269,900	\$269,900	\$284,000	105.22%	\$57,400	4.95
4	179 Mountainview Avenue	Tudor	3	2.0	166	\$345,000	\$345,000	\$300,000	86.96%	\$88,900	3.37
5	4 Village Park Court	TwnIntUn	2	1.1	72	\$339,900	\$334,900	\$335,000	100.03%	\$63,800	5.25
6	315 Westfield Road	CapeCod	3	1.0	39	\$346,000	\$346,000	\$335,000	96.82%	\$76,900	4.36
7	591 Forest Road	CapeCod	2	1.0	1	\$339,000	\$339,000	\$339,000	100.00%	\$66,600	5.09
8	1660 Rahway Road	Aframe	3	1.1	62	\$499,900	\$380,000	\$365,000	96.05%	\$132,200	2.76
9	227 Willow Avenue	CapeCod	3	2.0	53	\$374,900	\$374,900	\$375,000	100.03%	\$67,000	5.60
10	704 Donato Circle	Contemp	2	2.1	97	\$382,500	\$382,500	\$382,500	100.00%	\$91,600	4.18
11	2129 Meadow View Road	SplitLev	3	3.0	33	\$410,000	\$410,000	\$390,000	95.12%	\$113,800	3.43
12	542 Hunter Avenue	RanchExp	3	2.1	30	\$439,000	\$439,000	\$420,000	95.67%	\$82,500	5.09
13	532 Farleu Avenue	Colonial	4	2.0	13	\$408,888	\$408,888	\$436,500	106.75%	\$61,200	7.13
14	560 Pine Street	CapeCod	3	2.0	6	\$429,000	\$429,000	\$455,000	106.06%	\$80,000	5.69
15	2030 Birch Street	CapeCod	4	2.0	32	\$499,000	\$499,000	\$475,000	95.19%	\$94,800	5.01
16	845 Westfield Road	Colonial	3	1.1	67	\$599,900	\$549,900	\$535,000	97.29%	\$123,500	4.33
17	11 Essex Road	Ranch	3	2.0	34	\$580,000	\$580,000	\$545,000	93.97%	\$154,300	3.53
18	353 Montague Avenue	Custom	4	2.1	14	\$528,888	\$528,888	\$548,000	103.61%	\$107,300	5.11
19	1712 Oakwood Terrace	Bi-Level	4	2.1	50	\$610,000	\$585,000	\$577,500	98.72%	\$115,900	4.98
20	1540 Rahway Road	Colonial	3	2.2	32	\$599,900	\$589,900	\$580,000	98.32%	\$139,200	4.17

Scotch Plains

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	1122 Maple Hill Road	Colonial	4	2.0	14	\$575,000	\$575,000	\$590,000	102.61%	\$107,200	5.50
22	2694 Crest Lane	Colonial	4	2.2	11	\$619,900	\$619,900	\$620,000	100.02%	\$136,100	4.56
23	2255 Old Farm Road	Bi-Level	4	3.0	57	\$659,000	\$635,000	\$625,000	98.43%	\$134,300	4.65
24	1160 Terrill Road	Custom	4	3.0	96	\$672,500	\$672,500	\$662,500	98.51%	\$193,400	3.43
25	2070 Oak Hill Road	Contemp	4	4.0	31	\$649,000	\$649,000	\$674,000	103.85%	\$180,100	3.74
26	2236 Westfield Avenue	Contemp	4	2.1	37	\$699,900	\$699,900	\$680,000	97.16%	\$155,500	4.37
27	45 Rambling Drive	Colonial	4	2.1	21	\$759,900	\$759,900	\$755,000	99.36%	\$161,700	4.67
28	9 Short Hills Lane	Colonial	5	4.1	72	\$885,000	\$885,000	\$870,000	98.31%	\$220,000	3.95
29	505 Tillinghast Turn	TwnEndUn	4	3.1	53	\$899,000	\$899,000	\$885,000	98.44%		
30	20 Greensview Drive	Colonial	5	3.1	61	\$1,095,000	\$1,095,000	\$999,000	91.23%	\$220,000	4.54
31	15 Ditzel Farm Court	Colonial	7	7.0	170	\$1,349,000	\$1,175,000	\$1,140,000	97.02%	\$260,000	4.38
AVERAGE					50	\$559,673	\$546,515	\$536,993	98.48%		4.49

"ACTIVE" Listings in Scotch Plains

Number of Units: 115
Average List Price: \$719,647
Average Days on Market: 75

"UNDER CONTRACT" Listings in Scotch Plains

Number of Units: 52
Average List Price: \$574,415
Average Days on Market: 53

Scotch Plains 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	80	60	34	37	34	31	32	37	50				42
List Price	\$554,600	\$493,036	\$535,256	\$662,776	\$633,131	\$605,336	\$546,422	\$557,408	\$546,515				\$572,198
Sales Price	\$531,273	\$487,707	\$525,443	\$656,284	\$621,887	\$598,024	\$541,748	\$558,004	\$536,993				\$564,616
Sales Price as a % of List Price	96.42%	100.07%	98.49%	98.76%	99.07%	98.87%	100.00%	100.13%	98.48%				99.09%
Sales Price to Assessed Value	4.60	4.48	4.33	4.43	4.57	4.77	4.82	4.92	4.49				4.64
# Units Sold	17	28	21	22	32	45	31	37	31				264
Active Listings	83	79	91	103	102	106	104	109	115				99
Under Contracts	45	55	62	81	79	64	59	55	52				61

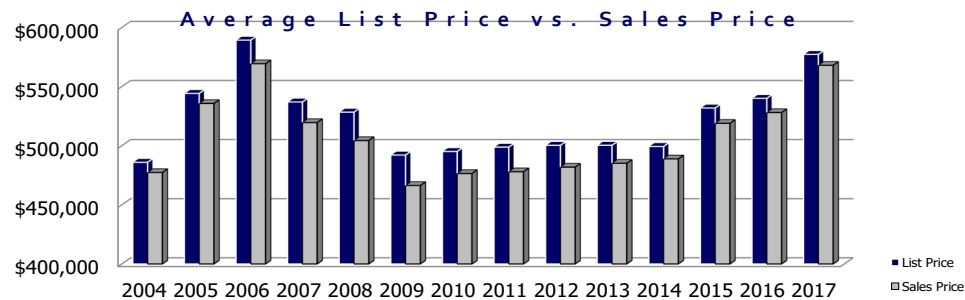
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	58	42	-28.76%
Sales Price	\$564,341	\$564,616	0.05%
Sales Price to Assessed Value	4.46	4.64	4.11%



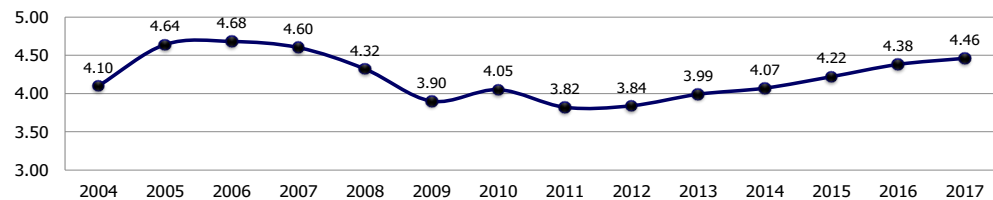
YTD	2017	2018	% Change
# Units Sold	245	264	7.76%
Active Listings	116	115	-0.86%
Under Contracts	46	52	13.04%

Scotch Plains Yearly Market Trends

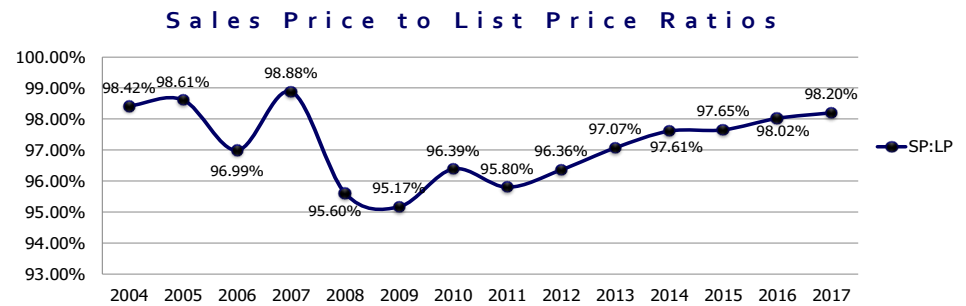


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$485,986	\$544,238	\$589,314	\$536,982	\$528,385	\$492,127	\$495,126	\$498,809	\$500,326	\$500,393	\$499,401	\$531,872	\$540,025	\$577,215
SP	\$477,295	\$535,717	\$569,316	\$504,372	\$504,372	\$466,348	\$476,512	\$477,992	\$481,875	\$485,130	\$488,865	\$518,913	\$528,027	\$567,965

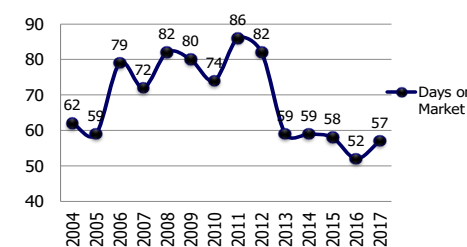
Sales Price to Assessed Value Ratio



Scotch Plains Yearly Market Trends



Average Days on Market



Number of Units Sold

