

Cranford

January 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	217 Prospect Ave Apt 3-1A	OneFloor	1	1.0	14	\$229,900	\$229,900	\$227,000	98.74%	\$86,200	2.63
2	11 Park Terrace	Duplex	2	1.1	16	\$319,000	\$319,000	\$315,000	98.75%	\$80,800	3.90
3	501 High Street	Colonial	2	2.1	35	\$399,999	\$399,999	\$324,995	81.25%	\$151,400	2.15
4	314 Denman Road	Ranch	4	2.1	45	\$539,900	\$499,000	\$380,000	76.15%	\$240,100	1.58
5	2 Mohawk Drive	CapeCod	4	1.1	40	\$389,900	\$389,900	\$382,500	98.10%	\$138,000	2.77
6	204 Lambert Street	RanchRas	3	1.2	1	\$399,000	\$399,000	\$385,000	96.49%	\$208,700	1.84
7	268 Bloomingdale Avenue	CapeCod	2	2.0	49	\$425,000	\$399,000	\$395,000	99.00%	\$152,700	2.59
8	30 Springfield Ave COA5	TwndEndUn	3	2.0	117	\$499,200	\$404,950	\$402,500	99.39%	\$168,800	2.38
9	139 Severin Court	CapeCod	3	1.1	15	\$450,000	\$450,000	\$455,000	101.11%	\$157,900	2.88
10	4 Crane Parkway	SplitLev	3	2.0	34	\$474,900	\$474,900	\$460,000	96.86%	\$172,400	2.67
11	105 S Union Avenue	Colonial	4	1.1	18	\$499,000	\$499,000	\$487,000	97.60%	\$167,000	2.92
12	16 W Holly Street	Colonial	3	1.0	155	\$525,000	\$499,000	\$490,000	98.20%	\$181,400	2.70
13	102 Adams Avenue	Tudor	3	1.1	6	\$499,900	\$499,900	\$499,900	100.00%	\$161,200	3.10
14	178 Mohawk Drive	Colonial	4	3.0	13	\$680,880	\$680,880	\$625,550	91.87%	\$160,700	3.89
15	12 Herring Avenue	Colonial	3	2.1	29	\$669,000	\$669,000	\$639,000	95.52%	\$213,200	3.00
16	37 Harvard Road	SplitLev	4	3.0	86	\$749,000	\$659,900	\$675,000	102.29%	\$221,000	3.05
17	6 Indian Spring Road	Colonial	4	2.0	9	\$679,000	\$679,000	\$680,000	100.15%	\$205,500	3.31
18	23 Normandie Place	Colonial	5	3.1	37	\$879,900	\$879,900	\$850,000	96.60%	\$188,100	4.52
AVERAGE					40	\$517,138	\$501,791	\$481,858	96.00%		2.88

"Active" Listings in Cranford

Number of Units: 48
 Average List Price: \$588,158
 Average Days on Market: 53

"Under Contract" Listings in Cranford

Number of Units: 38
 Average List Price: \$462,260
 Average Days on Market: 59

Cranford 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	40												40
List Price	\$501,791												\$501,791
Sales Price	\$481,858												\$481,858
SP:LP%	96.00%												96.00%
SP to AV	2.88												2.88
# Units Sold	18												18
3 Mo Rate of Ab	2.60												2.60
Active Listings	48												48
Under Contracts	38												38

Flashback! YTD 2018 vs YTD 2019

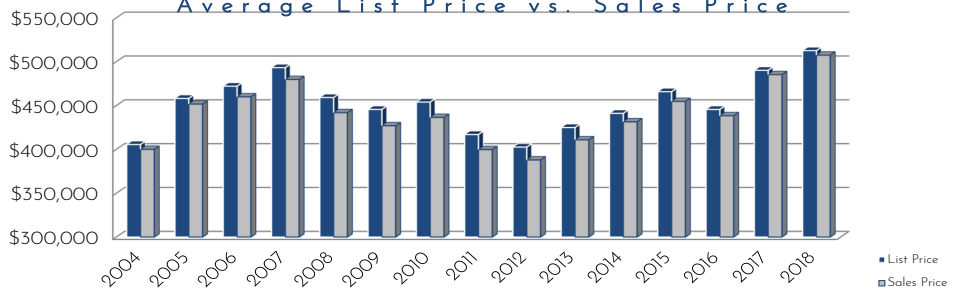
YTD	2018	2019	% Change
DOM	57	40	-29.51%
Sales Price	\$527,308	\$481,858	-8.62%
LP:SP	96.45%	96.00%	-0.46%
SP:AV	2.50	2.88	15.21%

Prominent Properties
Sotheby's
INTERNATIONAL REALTY

YTD	2018	2019	% Change
# Units Sold	12	18	50.00%
Rate of Ab 3 Mo	3.09	2.60	-15.86%
Actives	21	48	128.57%
Under Contracts	28	38	35.71%

Cranford Yearly Market Trends

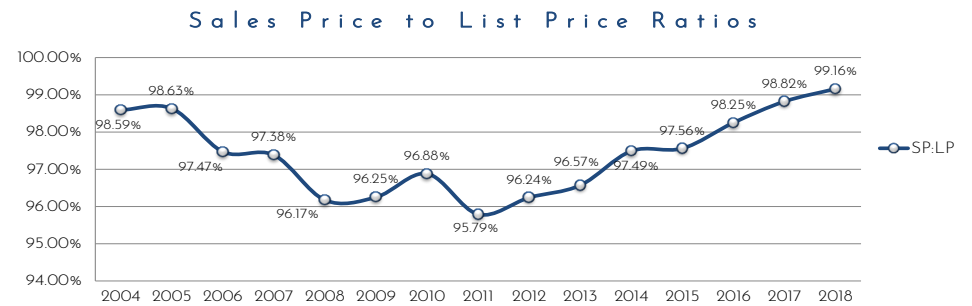
Average List Price vs. Sales Price



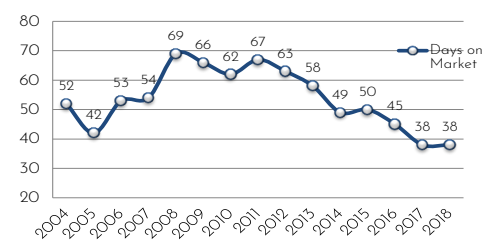
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550	\$490,120	\$512,568
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836	\$431,369	\$454,625	\$438,277	\$485,202	\$507,405

Cranford Yearly Market Trends

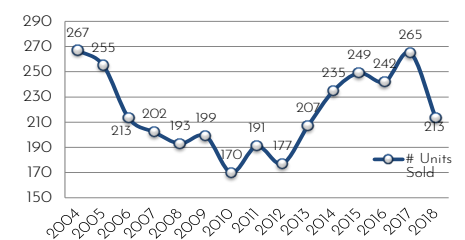
Sales Price to List Price Ratios



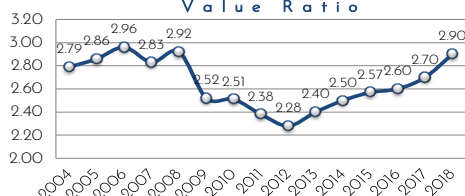
Average Days on Market



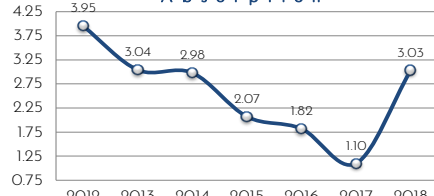
Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Data only available until 2012