

Scotch Plains

January 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 424 Jerusalem Road | Colonial | 3 | 2.0 | 56 | \$269,900 | \$269,900 | \$269,900 | 100.00% | \$86,500 | 3.12 |
| 2 | 235 Haven Avenue | Ranch | 2 | 2.0 | 134 | \$339,900 | \$299,900 | \$299,000 | 99.70% | \$62,800 | 4.76 |
| 3 | 2521 Smith Street | SplitLev | 3 | 1.1 | 341 | \$399,900 | \$319,900 | \$310,000 | 96.91% | \$85,800 | 3.61 |
| 4 | 1589 Weaver Street | Ranch | 3 | 1.1 | 19 | \$305,000 | \$299,900 | \$315,000 | 105.04% | \$66,100 | 4.77 |
| 5 | 586 Westfield Road | CapeCod | 4 | 1.0 | 30 | \$328,888 | \$328,888 | \$325,000 | 98.82% | \$73,200 | 4.44 |
| 6 | 228 Watchung Terrace | Bi-Level | 5 | 2.1 | 150 | \$375,000 | \$359,500 | \$351,000 | 97.64% | \$115,700 | 3.03 |
| 7 | 365 Jackson Avenue | Bi-Level | 4 | 2.0 | 46 | \$354,900 | \$354,900 | \$353,500 | 99.61% | \$80,000 | 4.42 |
| 8 | 351 Rolling Knolls Road | Colonial | 3 | 1.1 | 18 | \$375,000 | \$375,000 | \$375,000 | 100.00% | \$107,100 | 3.50 |
| 9 | 2217 Greenside Place | CapeCod | 3 | 1.0 | 26 | \$375,000 | \$375,000 | \$391,000 | 104.27% | \$82,600 | 4.73 |
| 10 | 181 Watchung Terrace | SplitLev | 4 | 2.0 | 8 | \$449,000 | \$449,000 | \$427,000 | 95.10% | \$94,500 | 4.52 |
| 11 | 2067 Nicholl Avenue | Colonial | 3 | 2.0 | 72 | \$465,000 | \$438,500 | \$438,500 | 100.00% | \$84,800 | 5.17 |
| 12 | 2078 Valley Avenue | Ranch | 2 | 3.0 | 9 | \$469,900 | \$469,900 | \$440,000 | 93.64% | \$110,000 | 4.00 |
| 13 | 2229 Shawnee Path | SplitLev | 3 | 2.1 | 35 | \$544,000 | \$524,900 | \$442,050 | 84.22% | \$107,200 | 4.12 |
| 14 | 2103 Westfield Avenue | Tudor | 4 | 2.1 | 107 | \$629,000 | \$549,000 | \$515,000 | 93.81% | \$93,200 | 5.53 |
| 15 | 410 Sycamore Avenue | Colonial | 3 | 2.1 | 26 | \$549,000 | \$549,000 | \$549,000 | 100.00% | | |
| 16 | 1995 Mary Beth Court | Ranch | 3 | 2.1 | 12 | \$568,000 | \$588,000 | \$583,823 | 99.29% | \$132,500 | 4.41 |
| 17 | 1271 Cooper Road | Colonial | 6 | 6.0 | 0 | \$599,900 | \$599,900 | \$585,000 | 97.52% | \$290,400 | 2.01 |
| 18 | 2322 Redwood Road | Custom | 4 | 3.1 | 32 | \$724,000 | \$715,000 | \$701,000 | 98.04% | \$148,000 | 4.74 |
| 19 | 2107 Newark Avenue | Colonial | 5 | 3.0 | 15 | \$750,000 | \$750,000 | \$730,000 | 97.33% | \$136,400 | 5.35 |
| 20 | 351 William Street | Colonial | 5 | 3.1 | 48 | \$799,999 | \$789,000 | \$755,000 | 95.69% | \$139,100 | 5.43 |
| 21 | 2310 Carol Place | SplitLev | 5 | 2.1 | 119 | \$869,000 | \$819,000 | \$785,000 | 95.85% | | |
| 22 | 21 Jacobs Lane | Colonial | 6 | 3.0 | 58 | \$949,900 | \$949,900 | \$900,000 | 94.75% | \$200,000 | 4.50 |
| AVERAGE | | | | | 62 | \$522,281 | \$507,909 | \$492,762 | 97.60% | | 4.31 |

"Active" Listings in Scotch Plains

Number of Units: 68
 Average List Price: \$646,454
 Average Days on Market: 64

"Under Contract" Listings in Scotch Plains

Number of Units: 46
 Average List Price: \$550,107
 Average Days on Market: 51

Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

Scotch Plains 2019 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 62 | | | | | | | | | | | | 62 |
| List Price | \$507,909 | | | | | | | | | | | | \$507,909 |
| Sales Price | \$492,762 | | | | | | | | | | | | \$492,762 |
| SP:LP% | 97.60% | | | | | | | | | | | | 97.60% |
| SP to AV | 4.31 | | | | | | | | | | | | 4.31 |
| # Units Sold | 22 | | | | | | | | | | | | 22 |
| 3 Mo Rate of Ab | 3.05 | | | | | | | | | | | | 3.05 |
| Active Listings | 68 | | | | | | | | | | | | 68 |
| Under Contracts | 46 | | | | | | | | | | | | 46 |

Flashback! YTD 2018 vs YTD 2019

| YTD | 2018 | 2019 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 80 | 62 | -22.73% |
| Sales Price | \$531,273 | \$492,762 | -7.25% |
| LP:SP | 96.42% | 97.60% | 1.23% |
| SP:AV | 4.60 | 4.31 | -6.30% |

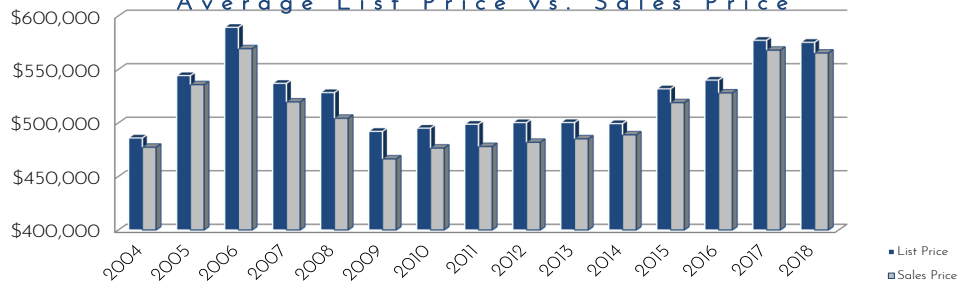
Prominent Properties

Sotheby's
INTERNATIONAL REALTY

| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 17 | 22 | 29.41% |
| Rate of Ab 3 Mo | 3.80 | 3.05 | -19.74% |
| Actives | 83 | 68 | -18.07% |
| Under Contracts | 45 | 46 | 2.22% |

Scotch Plains Yearly Market Trends

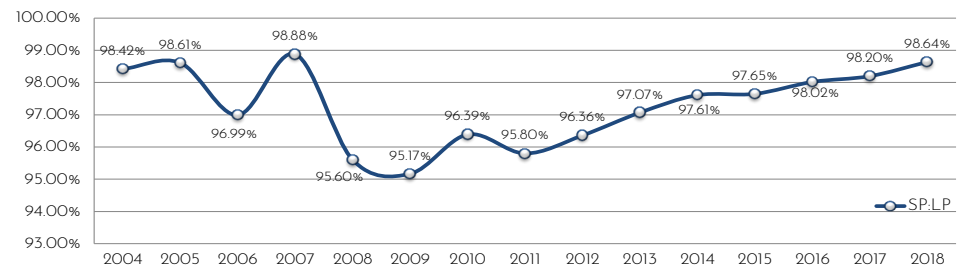
Average List Price vs. Sales Price



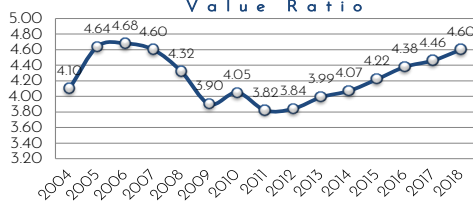
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$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 | \$575,340 |
| 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 | \$565,290 |

Scotch Plains Yearly Market Trends

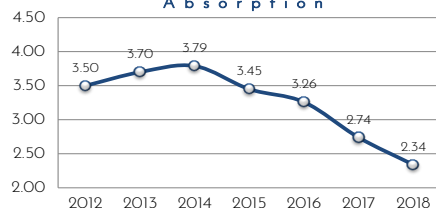
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio

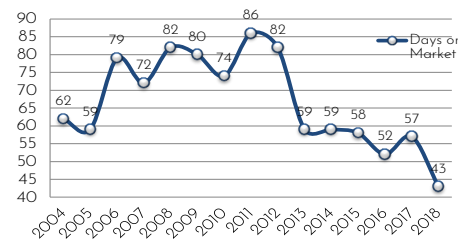


12 Month Rate of Absorption



Data only available until 2012

Average Days on Market



Number of Units Sold

