

C r a n f o r d

M a r c h 2 0 1 7 M a r k e t S n a p s h o t

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 46C Parkway Village | TwnEndUn | 1 | 1.0 | 350 | \$178,900 | \$173,900 | \$169,000 | 97.18% | \$62,700 | 2.70 |
| 2 | 503 Centennial Avenue | Colonial | 3 | 1.1 | 274 | \$339,900 | \$274,900 | \$267,000 | 97.13% | \$114,300 | 2.34 |
| 3 | 5 W End Place | TwnIntUn | 2 | 1.0 | 18 | \$274,900 | \$274,900 | \$280,000 | 101.86% | \$118,500 | 2.36 |
| 4 | 72 Lawn Terrace | Colonial | 4 | 2.0 | 98 | \$349,000 | \$349,000 | \$350,000 | 100.29% | \$141,200 | 2.48 |
| 5 | 44 Broad Street | Colonial | 3 | 1.0 | 17 | \$399,000 | \$399,000 | \$390,000 | 97.74% | \$121,200 | 3.22 |
| 6 | 7 Henley Avenue | Colonial | 5 | 2.0 | 64 | \$414,900 | \$399,995 | \$396,500 | 99.13% | \$176,000 | 2.25 |
| 7 | 20 MacArthur Avenue | CapeCod | 3 | 2.0 | 30 | \$449,000 | \$429,000 | \$422,000 | 98.37% | \$161,500 | 2.61 |
| 8 | 124 Oak Lane | Colonial | 3 | 2.0 | 19 | \$429,000 | \$429,000 | \$429,000 | 100.00% | \$167,600 | 2.56 |
| 9 | 45A Myrtle Street | CapeCod | 4 | 2.0 | 68 | \$459,000 | \$449,000 | \$430,000 | 95.77% | \$140,800 | 3.05 |
| 10 | 509 Orchard Street | Colonial | 3 | 1.1 | 12 | \$447,900 | \$447,900 | \$435,000 | 97.12% | \$172,700 | 2.52 |
| 11 | 175 Mohawk Drive | CapeCod | 4 | 2.0 | 12 | \$429,900 | \$429,900 | \$440,000 | 102.35% | \$141,000 | 3.12 |
| 12 | 280 Bloomingdale Avenue | CapeCod | 3 | 1.1 | 9 | \$449,000 | \$449,000 | \$458,000 | 102.00% | \$143,500 | 3.19 |
| 13 | 2 Nomahegan Court | SplitLev | 3 | 2.1 | 15 | \$469,900 | \$469,900 | \$481,000 | 102.36% | \$197,700 | 2.43 |
| 14 | 19 Connecticut Street | SplitLev | 3 | 2.1 | 9 | \$515,000 | \$515,000 | \$526,000 | 102.14% | \$188,100 | 2.80 |
| 15 | 49 Lewis Street | SplitLev | 3 | 2.1 | 19 | \$539,000 | \$539,000 | \$539,000 | 100.00% | \$194,200 | 2.78 |
| 16 | 307 S Union Avenue | Detached | 4 | 2.1 | 14 | \$539,000 | \$540,000 | \$539,000 | 99.81% | \$145,100 | 3.71 |
| 17 | 136 N Union Avenue | Colonial | 5 | 3.1 | 147 | \$1,275,000 | \$1,275,000 | \$1,167,000 | 91.53% | \$345,700 | 3.38 |
| AVERAGE | | | | | 69 | \$468,135 | \$461,435 | \$454,029 | 99.10% | | 2.79 |

"ACTIVE" Listings in Cranford

Number of Units: 44
Average List Price: \$550,339
Average Days on Market: 53

"UNDER CONTRACT" Listings in Cranford

Number of Units: 54
Average List Price: \$540,447
Average Days on Market: 41

Cranford 2017 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 40 | 52 | 69 | | | | | | | | | | 54 |
| List Price | \$489,853 | \$426,193 | \$461,435 | | | | | | | | | | \$461,221 |
| Sales Price | \$485,497 | \$424,793 | \$454,029 | | | | | | | | | | \$456,647 |
| Sales Price as a % of List Price | 98.56% | 99.98% | 99.10% | | | | | | | | | | 99.17% |
| Sales Price to Assessed Value | 2.50 | 2.66 | 2.79 | | | | | | | | | | 2.66 |
| # Units Sold | 17 | 14 | 17 | | | | | | | | | | 48 |
| Active Listings | 42 | 49 | 44 | | | | | | | | | | 45 |
| Under Contracts | 40 | 40 | 54 | | | | | | | | | | 45 |

Flashback! YTD 2016 vs YTD 2017

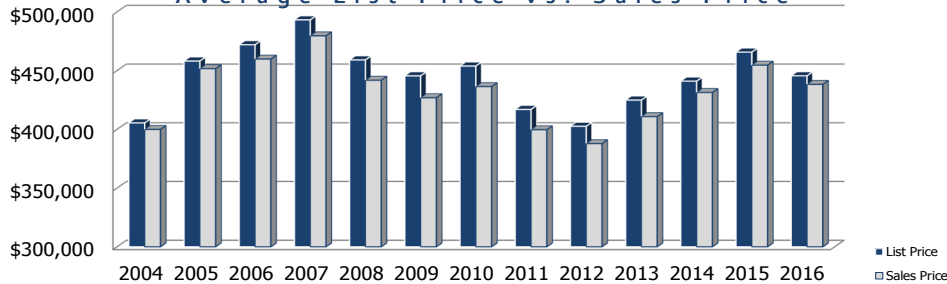
| YTD | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 52 | 54 | 3.74% |
| Sales Price | \$394,222 | \$456,647 | 15.83% |
| Assessed Value to Sales Price | 2.62 | 2.66 | 1.50% |



| YTD | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 36 | 48 | 33.33% |
| Active Listings | 54 | 44 | -18.52% |
| Under Contracts | 46 | 54 | 17.39% |

Cranford Yearly Market Trends

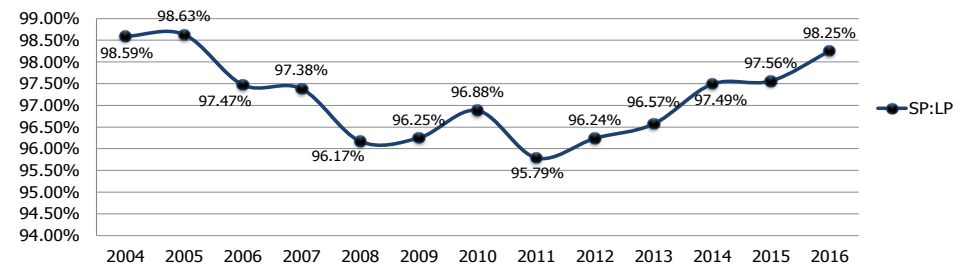
Average List Price vs. Sales Price



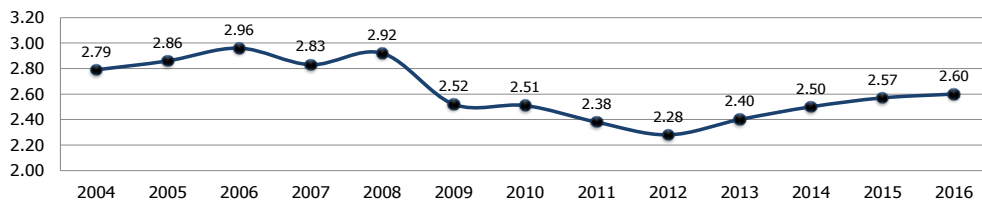
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$405,457 | \$458,137 | \$472,019 | \$493,201 | \$459,091 | \$445,535 | \$453,899 | \$416,943 | \$400,582 | \$424,907 | \$441,034 | \$465,754 | \$445,550 |
| 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 |

Cranford Yearly Market Trends

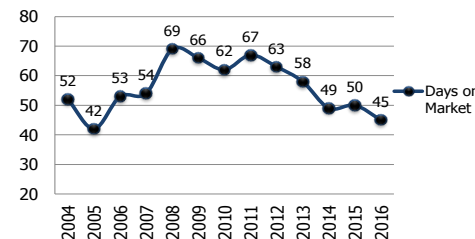
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

