

C r a n f o r d

J u l y 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	419 Lincoln Park E	OneFloor	1	1.0	5	\$210,000	\$210,000	\$219,000	104.29%	\$69,700	3.14
2	46E Parkway Village	OneFloor	2	1.0	20	\$229,000	\$229,000	\$220,000	96.07%	\$72,000	3.06
3	94 Burnside Avenue	Bungalow	3	2.0	36	\$399,000	\$385,000	\$379,000	98.44%	\$141,800	2.67
4	50 Mendell Avenue	SplitLev	3	2.0	8	\$399,000	\$399,000	\$400,000	100.25%	\$156,800	2.55
5	42 Mendell Avenue	SplitLev	3	2.0	13	\$400,000	\$400,000	\$415,000	103.75%	\$166,100	2.50
6	121 Garden Street	CapeCod	3	3.0	52	\$439,900	\$439,900	\$429,500	97.64%	\$101,700	4.22
7	321 North Avenue E	MultiFlr	3	2.1	15	\$439,900	\$439,900	\$440,000	100.02%	\$131,000	3.36
8	12 Balmiere Parkway	Colonial	3	1.1	44	\$449,000	\$449,000	\$449,000	100.00%	\$164,600	2.73
9	1 Hale Street	TwnEndUn	2	2.2	50	\$479,000	\$469,000	\$460,000	98.08%	\$160,000	2.88
10	107 Pawnee Road	SplitLev	3	2.0	43	\$504,800	\$504,800	\$500,000	99.05%	\$213,800	2.34
11	818 Springfield Avenue	Colonial	4	2.0	42	\$515,000	\$515,000	\$515,000	100.00%	\$195,500	2.63
12	227 Denman Road	CapeCod	4	2.0	8	\$539,000	\$539,000	\$539,000	100.00%	\$196,200	2.75
13	14 Hillside Place	Colonial	3	1.1	15	\$549,000	\$549,000	\$540,000	98.36%	\$169,800	3.18
14	10 Summit Road	Ranch	4	3.1	14	\$575,000	\$575,000	\$545,000	94.78%	\$278,000	1.96
15	346 Lincoln Avenue E	Colonial	3	2.1	22	\$549,000	\$549,000	\$552,000	100.55%	\$208,500	2.65
16	61 Normandie Place	Colonial	4	2.1	6	\$589,000	\$589,000	\$589,000	100.00%	\$181,500	3.25
17	36 W Holly Street	Colonial	4	1.1	128	\$639,900	\$609,900	\$600,000	98.38%	\$169,000	3.55
18	508 Springfield Avenue	Colonial	5	3.1	42	\$749,000	\$749,000	\$730,000	97.46%	\$294,200	2.48
AVERAGE					31	\$480,806	\$477,806	\$473,417	99.28%		2.88

"ACTIVE" Listings in Cranford

Number of Units: 58
Average List Price: \$505,052
Average Days on Market: 44

"UNDER CONTRACT" Listings in Cranford

Number of Units: 41
Average List Price: \$517,866
Average Days on Market: 49

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	26	36	27	31						38
List Price	\$489,853	\$426,193	\$461,435	\$524,058	\$501,228	\$484,139	\$477,806						\$485,817
Sales Price	\$485,497	\$424,793	\$454,029	\$524,330	\$495,300	\$482,121	\$473,417						\$482,310
Sales Price as a % of List Price	98.56%	99.98%	99.10%	99.21%	98.38%	99.14%	99.28%						99.03%
Sales Price to	2.50	2.66	2.79	2.71	2.70	2.80	2.88						2.73
# Units Sold	17	14	17	24	30	33	18						153
Active Listings	42	49	44	45	53	51	58						49
Under Contracts	40	40	54	58	54	48	41						48

Flashback! YTD 2016 vs YTD 2017

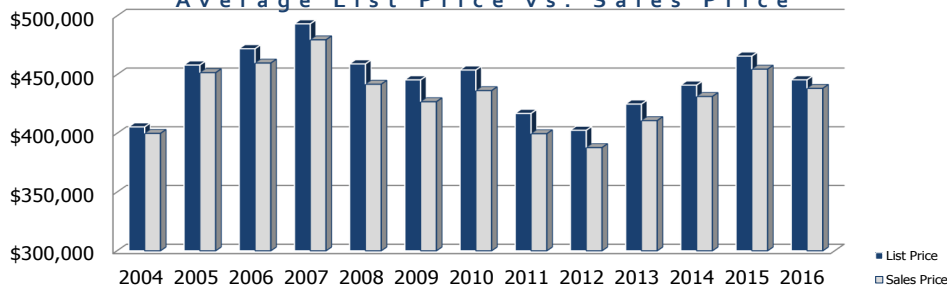
YTD	2016	2017	% Change
Days on Market	45	38	-15.98%
Sales Price	\$429,467	\$482,310	12.30%
Sales Price to Assessed Value	2.59	2.73	5.36%



YTD	2016	2017	% Change
# Units Sold	126	153	21.43%
Active Listings	63	58	-7.94%
Under Contracts	54	41	-24.07%

Cranford Yearly Market Trends

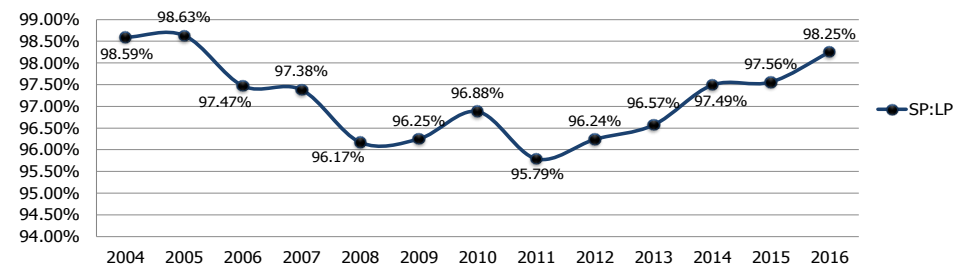
Average List Price vs. Sales Price



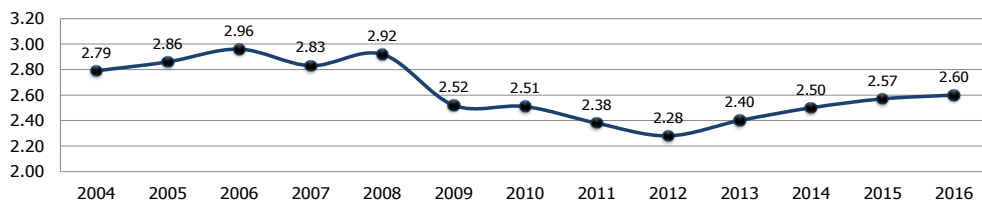
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836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

Cranford Yearly Market Trends

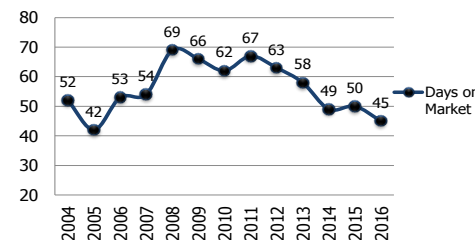
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

