

# C r a n f o r d

## A u g u s t 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	388 Centennial Avenue	CapeCod	4	1.1	40	\$250,000	\$250,000	\$232,000	92.80%	\$124,600	1.86
2	26B Parkway Village	TwnIntUn	2	1.0	42	\$259,000	\$259,000	\$245,000	94.59%	\$80,500	3.04
3	18 Springfield Avenue Apt 2D	FirstFlr	2	2.0	12	\$349,000	\$349,000	\$340,000	97.42%	\$131,300	2.59
4	4 Munsee Drive	SplitLev	2	1.0	37	\$399,000	\$385,000	\$375,000	97.40%	\$137,200	2.73
5	36 Wall Street	Colonial	3	1.0	14	\$399,000	\$399,000	\$382,500	95.86%	\$135,100	2.83
6	10 Wade Avenue	CapeCod	4	2.0	49	\$375,000	\$375,000	\$389,000	103.73%	\$147,000	2.65
7	220 S Union Avenue	Colonial	3	1.1	57	\$419,000	\$409,900	\$405,000	98.80%	\$152,500	2.66
8	1018 Orange Avenue	Colonial	4	2.1	4	\$429,000	\$429,000	\$436,000	101.63%	\$150,600	2.90
9	38 Concord Street	SplitLev	4	3.1	34	\$479,000	\$445,900	\$446,000	100.02%	\$224,700	1.98
10	201 Scherrer Street	CapeCod	4	2.1	21	\$449,000	\$449,000	\$471,000	104.90%	\$154,200	3.05
11	109 Oak Lane	Colonial	3	2.1	14	\$505,000	\$505,000	\$475,000	94.06%	\$197,500	2.41
12	420 Lexington Avenue	CapeCod	4	2.0	49	\$535,000	\$535,000	\$535,000	100.00%	\$182,600	2.93
13	101 Bloomingdale Avenue	RanchRas	4	2.0	33	\$574,900	\$554,900	\$540,000	97.31%	\$220,900	2.44
14	741 Willow Street	SplitLev	4	3.0	142	\$619,000	\$569,000	\$555,000	97.54%	\$228,000	2.43
15	406 Central Avenue	Colonial	3	1.1	12	\$539,000	\$539,000	\$560,000	103.90%	\$198,600	2.82
16	341 Walnut Avenue	Colonial	4	3.0	27	\$695,000	\$695,000	\$695,000	100.00%	\$224,500	3.10
17	7 Park Avenue	Colonial	4	2.2	12	\$699,000	\$699,000	\$710,000	101.57%	\$162,800	4.36
18	11 Forest Avenue	Colonial	4	2.1	13	\$759,000	\$759,000	\$727,500	95.85%	\$288,700	2.52
19	506 Linden Place	Colonial	5	4.1	12	\$729,000	\$729,000	\$729,000	100.00%	\$278,300	2.62
20	8 Hollywood Avenue	Colonial	5	4.0	9	\$699,900	\$699,900	\$743,000	106.16%		
21	102 Birchwood Avenue	Colonial	4	3.0	23	\$839,900	\$819,900	\$795,000	96.96%	\$328,000	2.42
22	315 Denman Road	Colonial	4	2.1	8	\$875,000	\$875,000	\$865,000	98.86%	\$332,600	2.60
AVERAGE					30	\$539,850	\$533,205	\$529,591	99.06%		2.71

### "ACTIVE" Listings in Cranford

**Number of Units:** 43  
**Average List Price:** \$493,330  
**Average Days on Market:** 59

### "UNDER CONTRACT" Listings in Cranford

**Number of Units:** 54  
**Average List Price:** \$478,120  
**Average Days on Market:** 50

# 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	30					37
List Price	\$489,853	\$426,193	\$461,435	\$524,058	\$501,228	\$484,139	\$477,806	\$533,205					\$491,774
Sales Price	\$485,497	\$424,793	\$454,029	\$524,330	\$495,300	\$482,121	\$473,417	\$529,591					\$488,254
Sales Price as a % of List Price	98.56%	99.98%	99.10%	99.21%	98.38%	99.14%	99.28%	99.06%					99.03%
Sales Price to	2.50	2.66	2.79	2.71	2.70	2.80	2.88	2.71					2.73
# Units Sold	17	14	17	24	30	33	18	22					175
Active Listings	42	49	44	45	53	51	58	43					48
Under Contracts	40	40	54	58	54	48	41	54					49

## Flashback! YTD 2016 vs YTD 2017

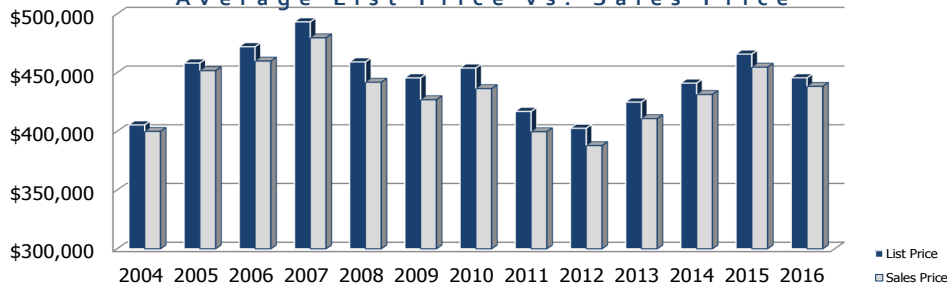
YTD	2016	2017	% Change
Days on Market	46	37	-19.81%
Sales Price	\$430,993	\$488,254	13.29%
Sales Price to Assessed Value	2.59	2.73	5.55%



YTD	2016	2017	% Change
# Units Sold	151	175	15.89%
Active Listings	55	43	-21.82%
Under Contracts	54	54	0.00%

### Cranford Yearly Market Trends

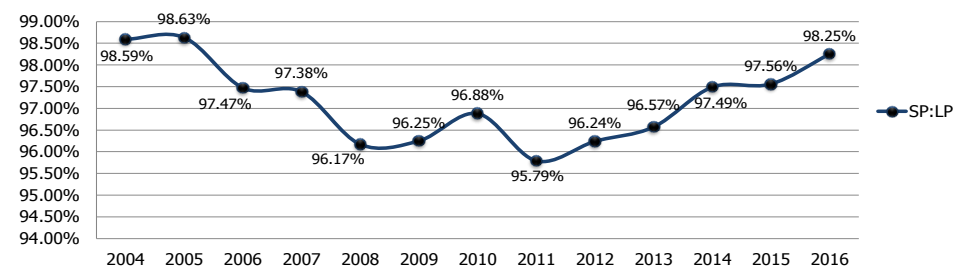
Average List Price vs. Sales Price



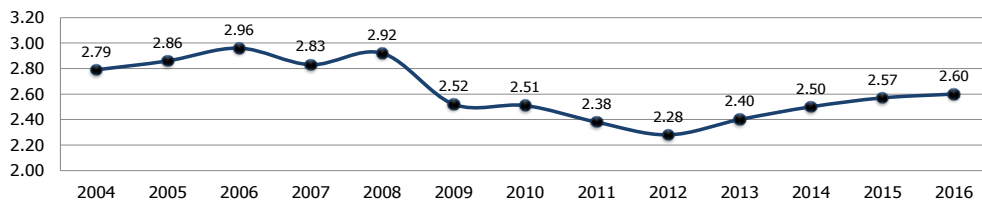
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836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

### Cranford Yearly Market Trends

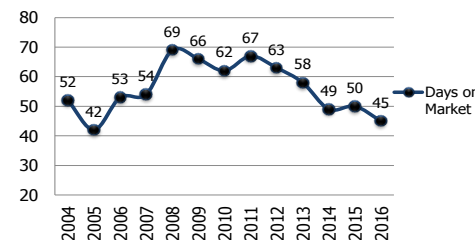
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

