

C r a n f o r d

N o v e m b e r 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	35A Parkway Village	OneFloor	1	1.0	79	\$205,000	\$184,000	\$170,000	92.39%	\$62,600	2.72
2	91 Winans Avenue	Colonial	3	1.1	68	\$300,000	\$285,000	\$240,000	84.21%	\$116,700	2.06
3	1 West End Place	TwndEndUn	2	1.1	13	\$280,000	\$280,000	\$272,000	97.14%	\$120,400	2.26
4	20 Ramapo Road	Colonial	4	2.0	139	\$449,000	\$399,000	\$390,000	97.74%	\$161,400	2.42
5	126 New Street	SplitLev	3	1.1	1	\$372,000	\$372,000	\$390,000	104.84%	\$155,100	2.51
6	3 Algonquin Drive	CapeCod	3	1.1	11	\$420,000	\$429,000	\$430,000	100.23%	\$153,900	2.79
7	148 Severin Court	CapeCod	3	2.1	21	\$453,000	\$453,000	\$475,000	104.86%	\$168,300	2.82
8	41 Fairfield Avenue	SplitLev	4	2.1	14	\$564,900	\$564,900	\$551,000	97.54%	\$208,700	2.64
9	214 Scherrer Street	CapeCod	4	2.0	64	\$599,999	\$565,000	\$565,000	100.00%	\$178,700	3.16
10	9 Rutgers Road	SplitLev	3	2.1	10	\$539,999	\$539,999	\$567,000	105.00%	\$240,700	2.36
11	1 Madison Avenue	SplitLev	4	2.1	11	\$659,000	\$659,000	\$660,000	100.15%	\$224,600	2.94
12	18 Lenhome Drive	Custom	4	2.1	19	\$695,000	\$695,000	\$675,000	97.12%	\$229,000	2.95
13	36 Harvard Road	Ranch	3	3.1	13	\$730,000	\$730,000	\$720,000	98.63%	\$254,700	2.83
14	13 W End Place	Colonial	4	2.1	14	\$759,900	\$759,900	\$755,000	99.36%		
AVERAGES					34	\$501,986	\$493,986	\$490,000	98.52%		2.65

"ACTIVE" Listings in Cranford

Number of Units: 34
Average List Price: \$499,368
Average Days on Market: 77

"UNDER CONTRACT" Listings in Cranford

Number of Units: 30
Average List Price: \$499,083
Average Days on Market: 46

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	39	46	34		38
List Price	\$489,853	\$426,193	\$461,435	\$524,058	\$501,228	\$484,139	\$477,806	\$533,205	\$507,235	\$485,400	\$493,986		\$492,522
Sales Price	\$485,497	\$424,793	\$454,029	\$524,330	\$495,300	\$482,121	\$473,417	\$529,591	\$499,895	\$479,223	\$490,000		\$488,267
Sales Price as a % of List Price	98.56%	99.98%	99.10%	99.21%	98.38%	99.14%	99.28%	99.06%	98.47%	99.03%	98.52%		98.94%
Sales Price to Assessed Value	2.50	2.66	2.79	2.71	2.70	2.80	2.88	2.71	2.67	2.67	2.65		2.71
# Units Sold	17	14	17	24	30	33	18	22	23	32	14		244
Active Listings	42	49	44	45	53	51	58	43	51	45	34		47
Under Contracts	40	40	54	58	54	48	41	54	42	37	30		45

Flashback! YTD 2016 vs YTD 2017

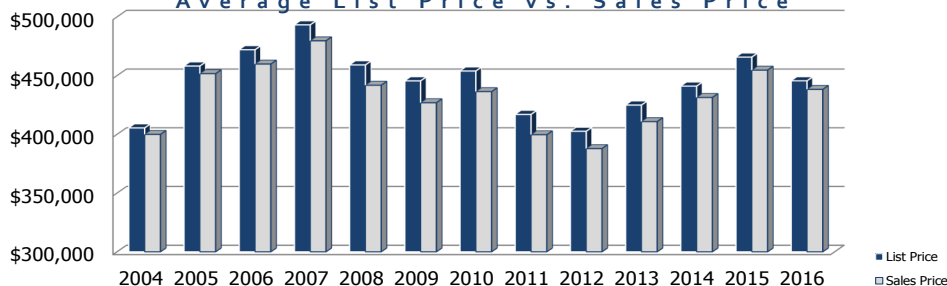
YTD	2016	2017	% Change
Days on Market	44	38	-14.10%
Sales Price	\$435,512	\$488,267	12.11%
Sales Price to Assessed Value	2.60	2.71	4.46%



YTD	2016	2017	% Change
# Units Sold	221	244	10.41%
Active Listings	42	34	-19.05%
Under Contracts	41	30	-26.83%

Cranford Yearly Market Trends

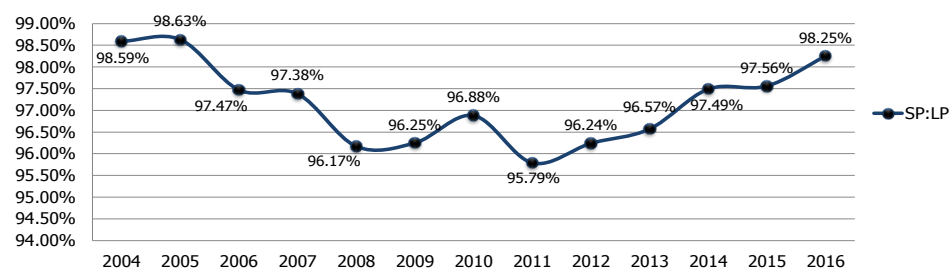
Average List Price vs. Sales Price



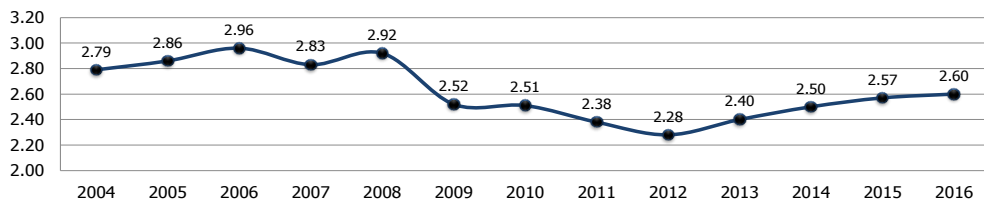
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836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

Cranford Yearly Market Trends

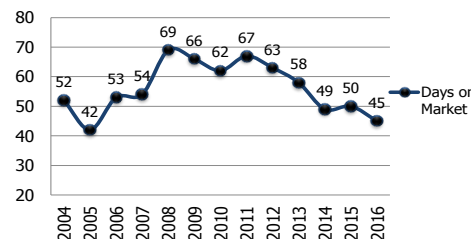
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

