

C r a n f o r d

D e c 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 Assess- ment	SP:AV
1	217 Prospect Ave Apt9-3B	HighRise	2	1.0	32	\$275,000	\$280,000	\$270,000	96.43%	\$108,900	2.48
2	4 Riverside Drive Unit 203	OneFloor	3	2.0	17	\$340,000	\$340,000	\$343,000	100.88%	\$106,200	3.23
3	35 Ramapo Road	CapeCod	3	1.0	13	\$369,800	\$349,900	\$343,000	98.03%	\$134,200	2.56
4	4 Clark Street	SplitLev	3	2.0	53	\$449,999	\$409,000	\$355,000	86.80%	\$178,200	1.99
5	31 Clark Street	CapeCod	2	1.0	11	\$349,900	\$349,900	\$367,000	104.89%	\$142,300	2.58
6	12 Algonquin Drive	CapeCod	3	3.0	129	\$400,000	\$400,000	\$400,000	100.00%	\$169,000	2.37
7	102 Lafayette Place	Colonial	4	1.1	14	\$395,000	\$395,000	\$400,000	101.27%	\$187,400	2.13
8	1020 Orange Avenue	Colonial	4	1.0	6	\$405,000	\$405,000	\$405,000	100.00%	\$148,400	2.73
9	24 Iroquois Road	CapeCod	4	2.0	35	\$449,000	\$449,000	\$440,000	98.00%	\$175,200	2.51
10	3 Locust Drive	Colonial	3	2.0	22	\$449,000	\$449,000	\$446,000	99.33%	\$177,100	2.52
11	110 Orange Avenue	Colonial	3	1.1	48	\$475,000	\$475,000	\$450,000	94.74%	\$181,000	2.49
12	12 Edgebrook Place	Colonial	4	1.0	18	\$479,000	\$479,000	\$455,000	94.99%	\$135,600	3.36
13	14 Locust Drive	Colonial	3	1.1	17	\$499,900	\$499,900	\$475,000	95.02%	\$189,400	2.51
14	27 Iroquois Road	Custom	4	1.2	77	\$575,000	\$519,000	\$487,000	93.83%	\$198,000	2.46
15	3 Moss Lane	SplitLev	4	2.1	34	\$539,000	\$539,000	\$521,000	96.66%	\$223,000	2.34
16	7 Rutgers Road	SplitLev	4	3.0	39	\$549,000	\$549,000	\$525,000	95.63%	\$243,000	2.16
17	2 Princeton Road	Ranch	3	2.1	16	\$549,900	\$549,900	\$536,000	97.47%	\$226,700	2.36
18	5 Blake Avenue	Tudor	4	1.1	11	\$549,900	\$549,900	\$549,900	100.00%	\$181,400	3.03
19	501 Orchard Street	SplitLev	3	2.1	20	\$560,000	\$560,000	\$550,000	98.21%	\$189,000	2.91
20	320 High Street	Colonial	4	3.0	38	\$579,000	\$559,000	\$555,000	99.28%	\$186,200	2.98
21	104 Shadowlawn Way	SplitLev	4	3.0	59	\$599,900	\$599,900	\$568,500	94.77%	\$203,500	2.79
AVERAGES					34	\$468,490	\$462,210	\$449,590	97.44%		2.59

"ACTIVE" Listings in Cranford

Number of Units: 29
Average List Price: \$495,166
Average Days on Market: 92

"UNDER CONTRACT" Listings in Cranford

Number of Units: 22
Average List Price: \$513,023
Average Days on Market: 58

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	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	\$462,210	\$490,120
Sales Price	\$485,497	\$424,793	\$454,029	\$524,330	\$495,300	\$482,121	\$473,417	\$529,591	\$499,895	\$479,223	\$490,000	\$449,590	\$485,202
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%	97.44%	98.82%
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	2.59	2.70
# Units Sold	17	14	17	24	30	33	18	22	23	32	14	21	265
Active Listings	42	49	44	45	53	51	58	43	51	45	34	29	45
Under Contracts	40	40	54	58	54	48	41	54	42	37	30	22	43

Flashback! YTD 2016 vs YTD 2017

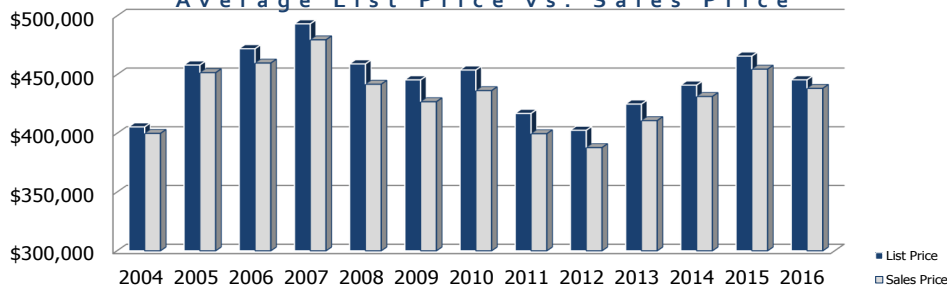
YTD	2016	2017	% Change
Days on Market	45	38	-15.81%
Sales Price	\$438,277	\$485,202	10.71%
Sales Price to Assessed Value	2.60	2.70	4.01%



YTD	2016	2017	% Change
# Units Sold	242	265	9.50%
Active Listings	39	29	-25.64%
Under Contracts	35	22	-37.14%

Cranford Yearly Market Trends

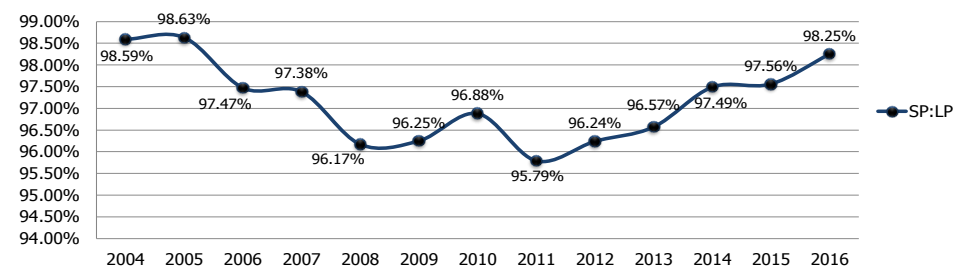
Average List Price vs. Sales Price



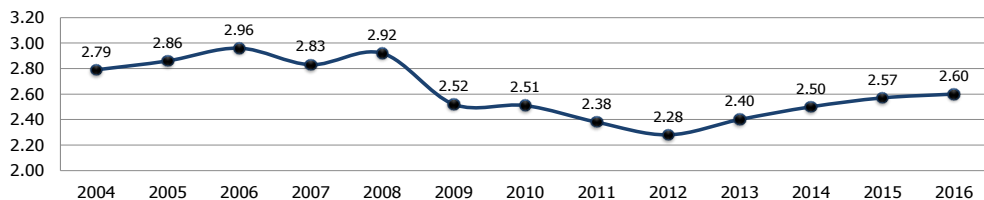
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$405,457	\$458,137	\$472,019	\$493,201	\$459,091	\$445,535	\$453,899	\$416,943	\$400,582	\$424,907	\$441,034	\$465,754	\$445,550
SP	\$399,932	\$451,611	\$459,842	\$479,623	\$441,793	\$426,905	\$435,337	\$399,663	\$387,864	\$410,836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

Cranford Yearly Market Trends

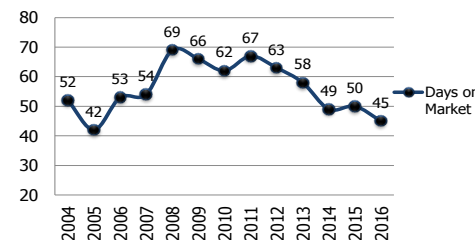
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

