

Maplewood

March 2018 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|----------------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 59-B Meadowbrook Place | TwnIntUn | 2 | 1.0 | 0 | \$155,000 | \$155,000 | \$155,000 | 100.00% | \$152,600 | 1.02 |
| 2 | 26 Hausmann Court Unit 39 | TwnIntUn | 2 | 1.1 | 8 | \$209,900 | \$209,900 | \$215,000 | 102.43% | \$187,300 | 1.15 |
| 3 | 1677 Springfield Avenue 14 | OneFloor | 1 | 1.0 | 23 | \$229,900 | \$229,900 | \$225,000 | 97.87% | \$226,100 | 1.00 |
| 4 | 145 Franklin Terrace | Colonial | 3 | 2.0 | 22 | \$195,000 | \$195,000 | \$240,000 | 123.08% | \$321,900 | 0.75 |
| 5 | 81 Hudson Avenue | FixrUppr | 4 | 1.1 | 0 | \$250,000 | \$250,000 | \$250,000 | 100.00% | \$488,200 | 0.51 |
| 6 | 465-73 Valley Street | OneFloor | 2 | 2.0 | 15 | \$249,000 | \$249,000 | \$257,900 | 103.57% | \$202,600 | 1.27 |
| 7 | 1677 Springfield Avenue 15 | TwnEndUn | 2 | 2.0 | 9 | \$269,000 | \$269,000 | \$272,000 | 101.12% | \$248,900 | 1.09 |
| 8 | 52 Boyden Parkway | Colonial | 3 | 1.0 | 23 | \$261,000 | \$261,000 | \$302,000 | 115.71% | \$286,900 | 1.05 |
| 9 | 71 Concord Avenue | Colonial | 2 | 1.0 | 25 | \$314,000 | \$312,000 | \$318,000 | 101.92% | \$249,000 | 1.28 |
| 10 | 21 Marie Place | Ranch | 3 | 3.0 | 90 | \$425,000 | \$369,000 | \$369,000 | 100.00% | \$464,900 | 0.79 |
| 11 | 418 S 4th Street | Colonial | 4 | 3.0 | 14 | \$479,000 | \$479,000 | \$516,600 | 107.85% | \$325,000 | 1.59 |
| 12 | 30 Lindsley Avenue | Colonial | 4 | 2.1 | 50 | \$539,900 | \$525,000 | \$521,000 | 99.24% | \$342,100 | 1.52 |
| 13 | 616 S Orange Avenue 6L | HighRise | 2 | 2.1 | 83 | \$630,000 | \$560,000 | \$542,500 | 96.88% | \$518,800 | 1.05 |
| 14 | 45 Yale Street | Colonial | 4 | 1.1 | 97 | \$619,000 | \$575,000 | \$590,000 | 102.61% | \$517,800 | 1.14 |
| 15 | 22 Hoffman Street | Colonial | 4 | 2.1 | 16 | \$650,000 | \$650,000 | \$660,000 | 101.54% | \$600,800 | 1.10 |
| 16 | 473 Elmwood Avenue | Colonial | 5 | 2.0 | 67 | \$699,000 | \$699,000 | \$665,000 | 95.14% | \$518,700 | 1.28 |
| 17 | 12 Rutgers Street | Colonial | 4 | 1.1 | 10 | \$679,000 | \$679,000 | \$701,000 | 103.24% | \$554,800 | 1.26 |
| 18 | 20 Oakview Avenue | Colonial | 5 | 2.2 | 10 | \$775,000 | \$775,000 | \$881,000 | 113.68% | \$642,600 | 1.37 |
| 19 | 148 Oakland Road | Colonial | 4 | 3.1 | 15 | \$875,000 | \$875,000 | \$925,000 | 105.71% | \$606,600 | 1.52 |
| 20 | 31 Crestwood Drive | Colonial | 4 | 3.1 | 23 | \$879,000 | \$879,000 | \$925,000 | 105.23% | \$696,700 | 1.33 |
| AVERAGE | | | | | 30 | \$469,135 | \$459,790 | \$476,550 | 103.84% | | 1.15 |

"ACTIVE" Listings in Maplewood

Number of Units: **53**
 Average List Price: **\$538,991**
 Average Days on Market: **58**

"UNDER CONTRACT" Listings in Maplewood

Number of Units: **61**
 Average List Price: **\$551,902**
 Average Days on Market: **32**

Maplewood 2018 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 49 | 32 | 30 | | | | | | | | | | 38 |
| List Price | \$599,981 | \$518,277 | \$459,790 | | | | | | | | | | \$532,315 |
| Sales Price | \$597,683 | \$531,617 | \$476,550 | | | | | | | | | | \$540,681 |
| Sales Price as a % of List Price | 99.98% | 102.06% | 103.84% | | | | | | | | | | 101.79% |
| Sales Price to Assessed Value | 1.17 | 1.25 | 1.15 | | | | | | | | | | 1.19 |
| # Units Sold | 26 | 22 | 20 | | | | | | | | | | 68 |
| Active Listings | 42 | 53 | 53 | | | | | | | | | | 49 |
| Under Contracts | 46 | 61 | 61 | | | | | | | | | | 56 |

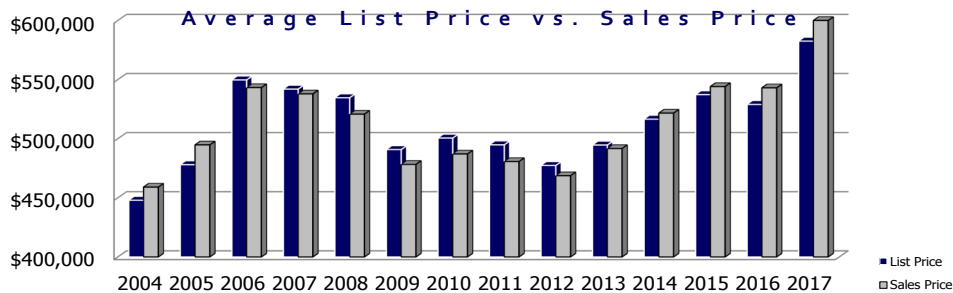
Flashback! YTD 2017 vs YTD 2018

| YTD | 2017 | 2018 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 55 | 38 | -31.52% |
| Sales Price | \$529,694 | \$540,681 | 2.07% |
| Sales Price to Assessed Value | 1.35 | 1.19 | -12.13% |



| YTD | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 57 | 68 | 19.30% |
| Active Listings | 53 | 53 | 0.00% |
| Under Contracts | 72 | 61 | -15.28% |

Maplewood Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$447,948 | \$478,050 | \$549,722 | \$541,955 | \$534,636 | \$490,803 | \$500,568 | \$494,809 | \$477,344 | \$494,642 | \$516,529 | \$537,245 | \$528,990 | \$582,541 |
| SP | \$459,081 | \$494,783 | \$543,228 | \$537,926 | \$520,795 | \$478,306 | \$487,124 | \$480,676 | \$468,724 | \$491,717 | \$521,666 | \$544,125 | \$543,053 | \$601,993 |

Maplewood Monthly Market Trends

