

Scotch Plains

July 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	1533 E 2nd Street Unit D13	TwnIntUn	2	1.1	7	\$239,000	\$239,000	\$237,000	99.16%	\$44,800	5.29
2	232 Haven Avenue	SplitLev	3	1.0	40	\$250,000	\$250,000	\$283,151	113.26%	\$67,900	4.17
3	309 Willow Avenue	CapeCod	4	2.0	14	\$255,000	\$255,000	\$288,000	112.94%	\$73,700	3.91
4	348 Hoe Avenue	SplitLev	3	1.1	131	\$339,900	\$339,900	\$340,000	100.03%	\$68,700	4.95
5	1956 Church Avenue	Ranch	3	1.0	23	\$359,900	\$359,900	\$345,000	95.86%	\$74,600	4.62
6	324 Evergreen Boulevard	CapeCod	4	2.0	99	\$369,900	\$369,900	\$360,000	97.32%	\$85,200	4.23
7	506 Jerusalem Road	CapeCod	3	1.0	8	\$389,000	\$389,000	\$381,000	97.94%	\$77,800	4.90
8	1705 Front Street	CapeCod	3	2.0	13	\$385,000	\$385,000	\$387,000	100.52%	\$76,300	5.07
9	1725 Mountain Avenue	CapeCod	3	2.0	15	\$389,000	\$389,000	\$395,000	101.54%	\$73,500	5.37
10	327 Haven Avenue	SplitLev	3	1.1	30	\$389,900	\$389,900	\$397,000	101.82%	\$75,000	5.29
11	361 Union Avenue	Colonial	3	1.0	9	\$399,000	\$399,000	\$405,034	101.51%	\$83,100	4.87
12	2068 Grand Street	CapeCod	3	1.1	14	\$429,900	\$429,900	\$429,900	100.00%	\$82,400	5.22
13	320 Haven Avenue	CapeCod	4	2.0	17	\$425,000	\$425,000	\$437,000	102.82%	\$79,600	5.49
14	2429 Mountain Avenue	Colonial	3	1.1	14	\$450,000	\$450,000	\$450,000	100.00%	\$83,000	5.42
15	1508 Lamberts Mill Road	CapeCod	4	2.0	53	\$512,000	\$450,000	\$455,000	101.11%	\$89,700	5.07
16	921 Raritan Road	CapeCod	3	2.1	27	\$500,000	\$450,000	\$460,000	102.22%	\$96,700	4.76
17	2051 Maple View Court	SplitLev	3	1.1	48	\$475,000	\$469,900	\$485,000	103.21%	\$106,600	4.55
18	2114 Aldene Avenue	CapeCod	4	2.0	8	\$524,000	\$510,000	\$507,250	99.46%	\$91,500	5.54
19	1910 Inverness Drive	SplitLev	3	3.0	109	\$585,000	\$550,000	\$515,000	93.64%	\$128,400	4.01
20	1581 Terrill Road	Ranch	3	1.1	49	\$569,900	\$544,900	\$515,000	94.51%	\$136,300	3.78
21	544 Cedar Street	SplitLev	3	2.0	16	\$509,000	\$509,000	\$515,000	101.18%	\$98,400	5.23
22	835 O'Donnell Avenue	Colonial	4	1.2	13	\$575,000	\$575,000	\$575,351	100.06%	\$88,300	6.52
23	2100 Dogwood Drive	Ranch	3	2.0	28	\$599,000	\$599,000	\$599,000	100.00%	\$143,900	4.16
24	11 Briarcliffe Drive	Colonial	4	3.1	2	\$649,000	\$649,000	\$632,500	97.46%	\$172,000	3.68
25	12 Happel Court	SplitLev	6	3.0	43	\$650,000	\$650,000	\$645,000	99.23%	\$136,600	4.72

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26	2043 Prospect Avenue	Colonial	4	2.1	47	\$799,900	\$799,900	\$775,000	96.89%		
27	25 Highlander Drive	RanchExp	5	3.0	23	\$845,000	\$819,000	\$785,000	95.85%	\$187,300	4.19
28	1236 Sunnyfield Lane	RanchRas	4	3.1	13	\$850,000	\$850,000	\$830,000	97.65%	\$174,100	4.77
29	14 Allenby Lane	Colonial	4	2.1	29	\$948,888	\$948,888	\$900,000	94.85%	\$225,000	4.00
30	22 Marion Lane	Colonial	6	4.2	29	\$1,199,000	\$1,199,000	\$1,225,000	102.17%	\$235,000	5.21
31	1711 Mowawk Lane	Custom	6	6.0	33	\$1,295,000	\$1,295,000	\$1,240,000	95.75%	\$217,800	5.69
AVERAGE					32	\$553,425	\$546,422	\$541,748	100.00%		4.82

"ACTIVE" Listings in Scotch Plains

Number of Units: 104
Average List Price: \$763,786
Average Days on Market: 73

"UNDER CONTRACT" Listings in Scotch Plains

Number of Units: 59
Average List Price: \$522,100
Average Days on Market: 52

Scotch Plains 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	80	60	34	37	34	31	32						41
List Price	\$554,600	\$493,036	\$535,256	\$662,776	\$633,131	\$605,336	\$546,422						\$579,051
Sales Price	\$531,273	\$487,707	\$525,443	\$656,284	\$621,887	\$598,024	\$541,748						\$570,233
Sales Price as a % of List Price	96.42%	100.07%	98.49%	98.76%	99.07%	98.87%	100.00%						98.99%
Sales Price to Assessed Value	4.60	4.48	4.33	4.43	4.57	4.77	4.82						4.61
# Units Sold	17	28	21	22	32	45	31						196
Active Listings	83	79	91	103	102	106	104						95
Under Contracts	45	55	62	81	79	64	59						64

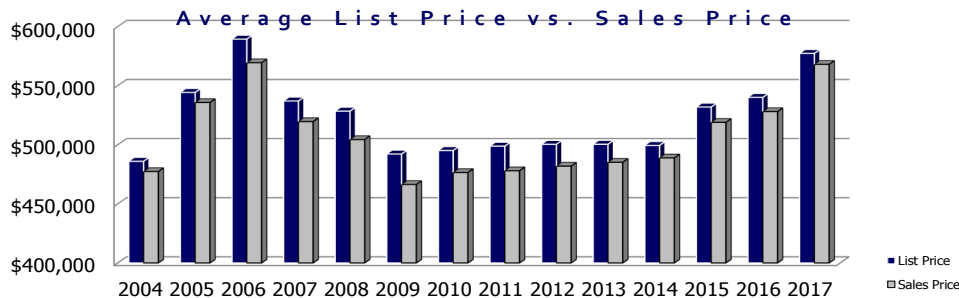
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	63	41	-34.99%
Sales Price	\$556,537	\$570,233	2.46%
Sales Price to	4.40	4.61	4.72%

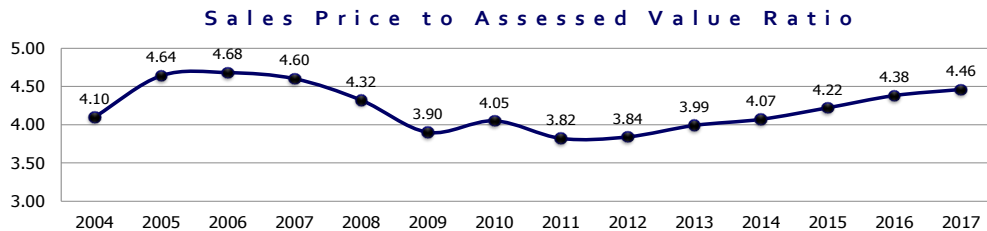


YTD	2017	2018	% Change
# Units Sold	184	196	6.52%
Active Listings	92	104	13.04%
Under Contracts	68	59	-13.24%

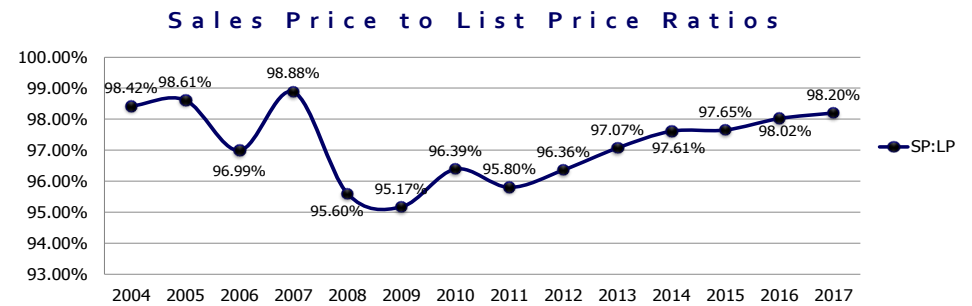
Scotch Plains Yearly Market Trends



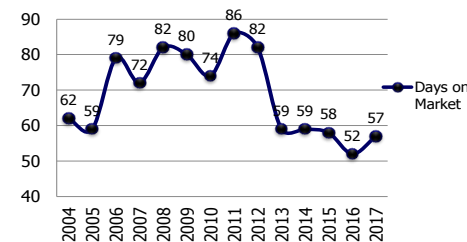
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$485,986	\$544,238	\$589,314	\$536,982	\$528,385	\$492,127	\$495,126	\$498,809	\$500,326	\$500,393	\$499,401	\$531,872	\$540,025	\$577,215
SP	\$477,295	\$535,717	\$569,316	\$504,372	\$504,372	\$466,348	\$476,512	\$477,992	\$481,875	\$485,130	\$488,865	\$518,913	\$528,027	\$567,965



Scotch Plains Yearly Market Trends



Average Days on Market



Number of Units Sold

