

Scotch Plains

March 2015 Market Snapshot

From The Desk Of Susan Massa CRS SRES ABR Keller Williams Premier Properties 908-400-0778

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-ment	SP:AV
1	1814 Raritan Road	Ranch	3	3.0	465	\$675,000	\$659,000	\$625,000	94.84%	\$176,800	3.54
2	2292 Stocker Lane	SplitLev	4	2.0	109	\$495,000	\$450,000	\$350,000	77.78%	\$114,500	3.06
3	1241 Raritan Road	Custom	6	4.1	71	\$699,000	\$575,000	\$497,000	86.43%	\$185,000	2.69
4	404 Jerusalem Road	CapeCod	4	2.0	100	\$349,900	\$349,900	\$335,000	95.74%	\$88,000	3.81
5	12 Marion Lane	Colonial	5	5.1	140	\$1,175,000	\$1,175,000	\$1,135,000	96.60%	\$280,000	4.05
6	211 Katherine Street	Colonial	3	1.1	63	\$339,000	\$339,000	\$325,000	95.87%	\$77,800	4.18
7	2 Alton Way	Colonial,	4	3.0	79	\$1,100,000	\$999,000	\$920,000	92.09%	\$215,000	4.28
8	9 Fairway Court	Ranch	3	3.0	23	\$699,900	\$699,900	\$695,000	99.30%	\$165,900	4.19
9	2 King Street	Colonial	5	3.0	103	\$725,000	\$697,500	\$675,000	96.77%	\$177,300	3.81
10	1431 Graymill Drive	CapeCod	5	4.0	43	\$779,900	\$779,900	\$740,000	94.88%	\$151,500	4.88
11	4 Morgan Way	Colonial	4	3.1	53	\$739,900	\$739,900	\$750,100	101.38%	\$186,200	4.03
12	404 Warren Street	Colonial	3	1.1	36	\$425,000	\$409,000	\$402,500	98.41%	\$93,700	4.30
13	2223 Evergreen Avenue	Colonial	4	2.1	18	\$699,000	\$699,000	\$675,000	96.57%	\$160,300	4.21
14	173 Watchung Terrace	Colonial	4	2.1	6	\$489,000	\$489,000	\$505,000	103.27%	\$124,400	4.06
15	2257 Newark Avenue	SplitLev	3	3.0	19	\$419,900	\$419,900	\$411,250	97.94%	\$107,300	3.83
16	336 Roberts Lane	Ranch	3	2.0	14	\$579,900	\$579,900	\$560,000	96.57%	\$131,300	4.27
17	1974 Raritan Road	Ranch	3	2.0	25	\$559,900	\$559,900	\$550,000	98.23%	\$125,000	4.40
18	19 Tisbury	TwnIntUn	2	2.1	17	\$325,000	\$325,000	\$300,000	92.31%	\$83,900	3.58
19	412 Donato Circle	TwnEndUn	2	2.1	33	\$389,000	\$389,000	\$370,000	95.12%	\$91,600	4.04
20	1860 Wood Road	Bi-Level	4	3.0	29	\$445,000	\$445,000	\$481,077	108.11%	\$153,000	3.14
21	2046 Arrowwood Drive	SplitLev	3	3.0	21	\$589,000	\$589,000	\$605,000	102.72%	\$161,500	3.75
AVERAGE					70	\$604,681	\$588,990	\$566,997	96.23%		3.91

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ACTIVE LISTINGS IN SCOTCH PLAINS

Number of Units: 94
 Average List Price: \$653,467
 Average Days on Market: 86

UNDER CONTRACT LISTINGS IN SCOTCH PLAINS

Number of Units: 60
 Average List Price: \$527,690
 Average Days on Market: 65

Scotch Plains 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	65	72	70										70
List Price	\$594,307	\$526,412	\$588,990										\$564,651
Sales Price	\$561,700	\$506,360	\$566,997										\$540,843
Sales Price as a % of List Price	94.87%	96.66%	96.23%										96.07%
Sales Price to	4.23	3.85	3.91										3.97
# Units Sold	15	25	21										61
Active Listings	81	94	94										90
Under Contracts	59	50	60										56

Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	72	70	-3.61%
Sales Price	\$452,714	\$540,843	19.47%
Sales Price as a % of List Price	95.43%	96.07%	0.67%

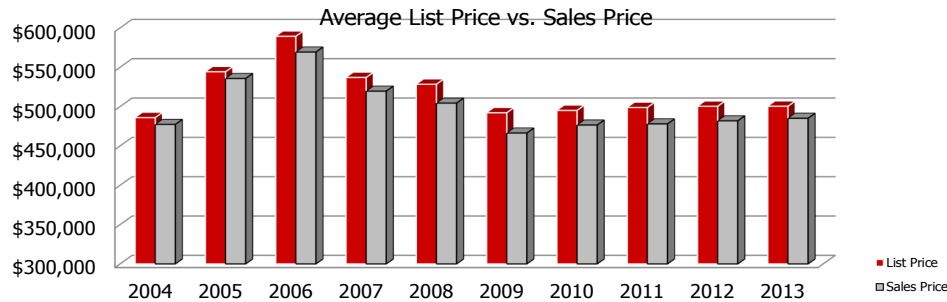
Susan Massa Broker



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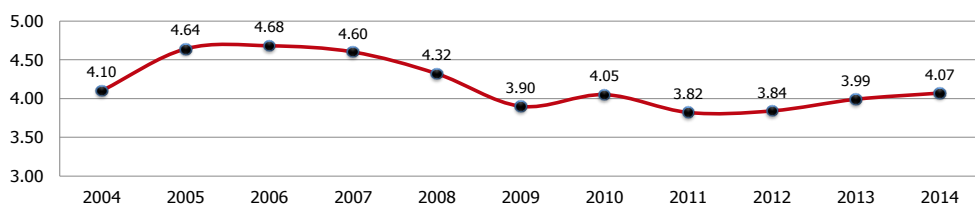
	2014	2015	% Change
# Units Sold	36	61	69.44%
Active Listings	87	94	8.05%
Under Contracts	57	60	5.26%

Scotch Plains Yearly Market Trends



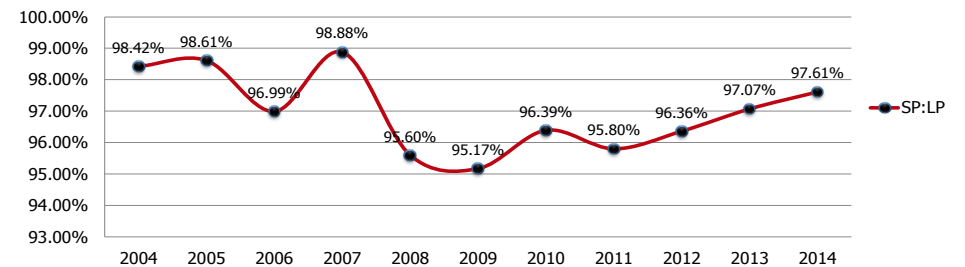
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
LP	\$485,986	\$544,238	\$589,314	\$536,982	\$528,385	\$492,127	\$495,126	\$498,809	\$500,326	\$500,393	\$499,401
SP	\$477,295	\$535,717	\$569,316	\$504,372	\$504,372	\$466,348	\$476,512	\$477,992	\$481,875	\$485,130	\$488,865

Sales Price to Assessed Value Ratio

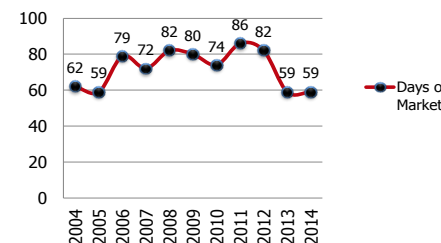


Scotch Plains Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

