

Cranford

March 2015 Market Snapshot

From the Desk of Susan Massa Broker 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	239 Cranford Avenue	Colonial	4	2.1	370	\$824,000	\$824,000	\$824,900	100.11%		
2	39 John Street	CapeCod	3	1.1	143	\$384,000	\$364,000	\$357,000	98.08%	\$148,300	2.41
3	25 Sylvester Street	Colonial	5	3.0	60	\$579,900	\$579,900	\$540,000	93.12%	\$254,000	2.13
4	1101 Springfield Avenue	SplitLev	3	3.0	119	\$549,000	\$545,000	\$535,000	98.17%	\$280,700	1.91
5	209 Pawnee Road	Colonial	4	2.1	74	\$649,000	\$599,000	\$570,000	95.16%	\$219,300	2.60
6	34 Mendell Avenue	SplitLev	3	2.0	103	\$449,900	\$434,900	\$425,000	97.72%	\$161,700	2.63
7	352 S Union Avenue	Colonial	3	1.1	68	\$449,900	\$449,900	\$440,000	97.80%	\$145,200	3.03
8	315 Lincoln Park E	OneFloor	2	1.0	84	\$229,500	\$229,500	\$225,000	98.04%	\$76,000	2.96
9	217 Prospect Ave Apt 1-1C	OneFloor	1	1.0	49	\$200,000	\$200,000	\$200,000	100.00%	\$88,900	2.25
10	22 Cranford Terrace	Colonial	4	2.0	56	\$337,777	\$337,777	\$270,000	79.93%	\$154,900	1.74
11	131 Hillcrest Avenue	Bungalow	2	1.0	27	\$349,000	\$349,000	\$350,200	100.34%	\$129,200	2.71
12	2 Burnside Avenue	Duplex	2	1.0	15	\$264,900	\$264,900	\$260,000	98.15%	\$99,100	2.62
13	2 Arnet Place	Colonial	4	1.2	36	\$569,900	\$569,900	\$560,000	98.26%	\$197,900	2.83
14	418 Lexington Avenue	Ranch	2	2.0	4	\$379,000	\$379,000	\$379,000	100.00%	\$187,400	2.02
15	8 Hickory Street	CapeCod	3	1.0	1	\$335,000	\$335,000	\$336,000	100.30%	\$146,300	2.30
AVERAGE					81	\$436,718	\$430,785	\$418,140	97.01%		2.44

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"ACTIVE" LISTINGS IN CRANFORD

Number of Units: 76
 Average List Price: \$494,029
 Average Days on Market: 84

"UNDER CONTRACT" LISTINGS IN CRANFORD

Number of Units: 53
 Average List Price: \$474,036
 Average Days on Market: 57

Cranford 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	71	46	81										70
List Price	\$432,423	\$444,371	\$430,785										\$434,111
Sales Price	\$413,627	\$430,986	\$418,140										\$419,033
Sales Price as a % of List Price	95.65%	96.54%	97.01%										96.41%
Sales Price to	2.37	2.90	2.44										2.51
# Units Sold	13	7	15										35
Active Listings	68	68	76										71
Under Contracts	31	39	53										41

Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	49	70	41.72%
Sales Price	\$363,056	\$419,033	15.42%
Sales Price as a % of List Price	97.47%	96.41%	-1.09%

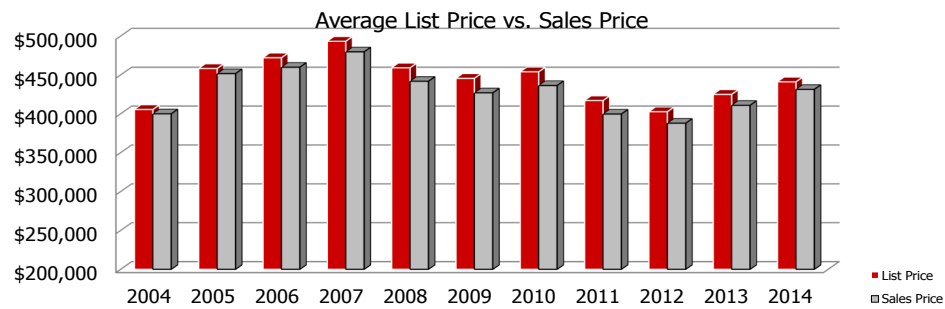
Susan Massa Broker



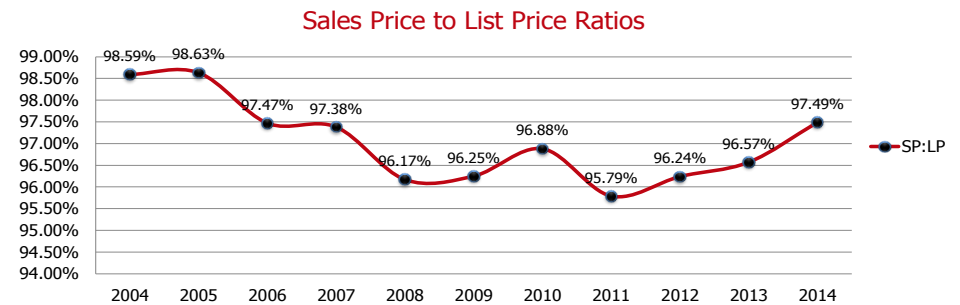
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	2014	2015	% Change
# Units Sold	42	35	-16.67%
Active Listings	61	76	24.59%
Under Contracts	52	53	1.92%

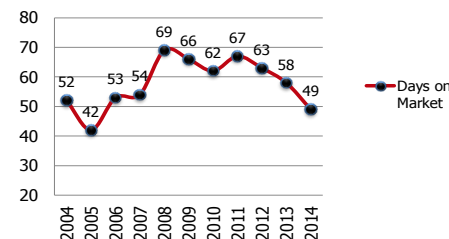
Cranford Yearly Market Trends



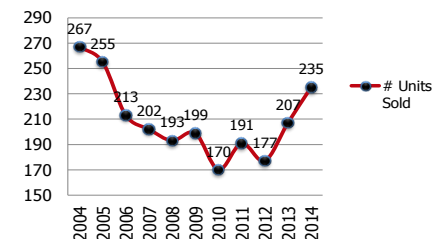
Cranford Yearly Market Trends



Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio

