

Year In Review 2025

Union County Market Report

COMPASS

Union County Overview

Year-To-Date Sales

3,463

-1.6% Year-To-Date
-19.4% Quarter-Over-Quarter

Year-To-Date Contracts

3,510

-0.6% Year-To-Date
-15.1% Quarter-Over-Quarter

Single-Family
Average Sale Price

$857K

11.6% Year-To-Date
-6.1% Quarter-Over-Quarter

Condo/Co-op/Townhouse
Average Sale Price

$499K

4.6% Year-To-Date
-1.5% Quarter-Over-Quarter

Average Days On Market

30

0.0% Year-To-Date
19.4% Quarter-Over-Quarter

Active Listings

369

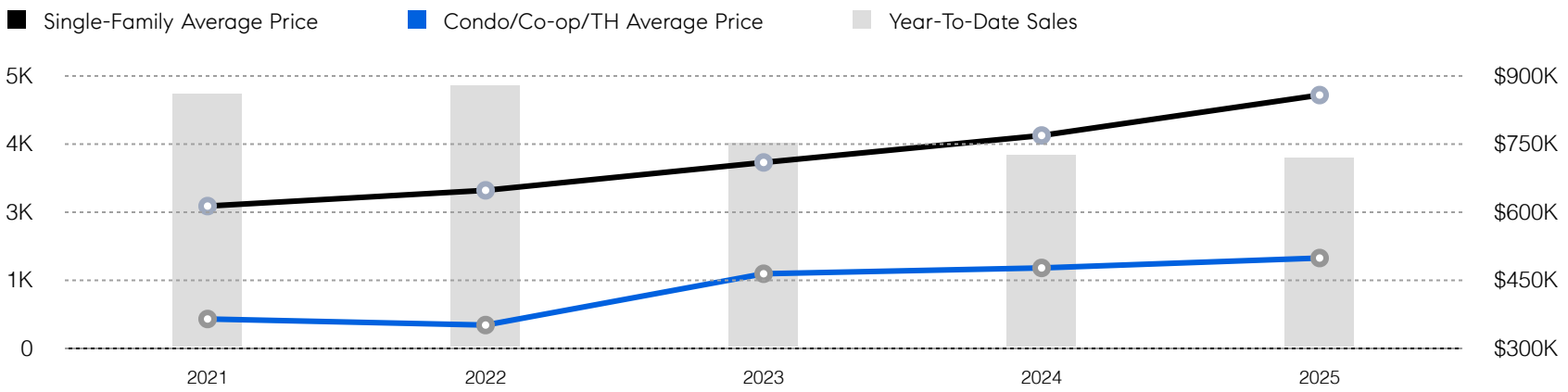
-16.3% Year-Over-Year
-44.4% Quarter-Over-Quarter



Union County Overview

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	3,151	3,084	-2.1%	675	677	0.3%
	ACTIVE LISTINGS	385	329	-14.5%	385	329	-14.5%
	# OF SALES	3,137	3,052	-2.7%	777	730	-6.0%
	SALES VOLUME	$2,412,213,737	$2,618,577,182	8.6%	$584,168,602	$614,581,314	5.2%
	MEDIAN PRICE	$625,000	$662,250	6.0%	$606,000	$650,000	7.3%
	AVERAGE PRICE	$768,956	$857,987	11.6%	$751,826	$841,892	12.0%
	AVERAGE DOM	30	29	-3.3%	33	30	-9.1%
Condo/Co-op/TH	CONTRACTS SIGNED	379	426	12.4%	81	96	18.5%
	ACTIVE LISTINGS	56	40	-28.6%	56	40	-28.6%
	# OF SALES	382	411	7.6%	82	110	34.1%
	SALES VOLUME	$182,333,577	$205,126,142	12.5%	$39,766,910	$53,503,024	34.5%
	MEDIAN PRICE	$415,000	$425,000	2.4%	$440,000	$432,500	-1.7%
	AVERAGE PRICE	$477,313	$499,090	4.6%	$484,962	$486,391	0.3%
	AVERAGE DOM	31	31	0.0%	30	36	20.0%

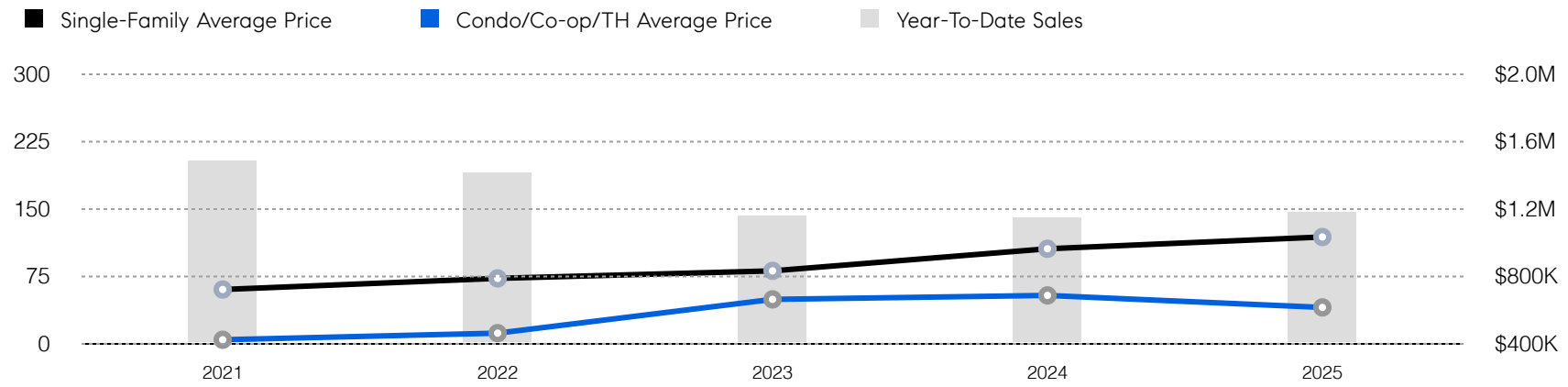
Historic Sales Trends



Berkeley Heights

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	116	120	3.4%	22	19	-13.6%
	ACTIVE LISTINGS	1	6	500.0%	1	6	500.0%
	# OF SALES	112	118	5.4%	23	28	21.7%
	SALES VOLUME	$108,022,235	$122,067,241	13.0%	$22,087,000	$28,948,890	31.1%
	MEDIAN PRICE	$918,991	$950,000	3.4%	$925,000	$987,000	6.7%
	AVERAGE PRICE	$964,484	$1,034,468	7.3%	$960,304	$1,033,889	7.7%
	AVERAGE DOM	20	17	-15.0%	27	21	-22.2%
Condo/Co-op/TH	CONTRACTS SIGNED	24	28	16.7%	4	8	100.0%
	ACTIVE LISTINGS	1	2	100.0%	1	2	100.0%
	# OF SALES	26	26	0.0%	10	12	20.0%
	SALES VOLUME	$17,879,195	$16,026,133	-10.4%	$5,144,000	$7,913,125	53.8%
	MEDIAN PRICE	$516,000	$614,500	19.1%	$499,500	$635,000	27.1%
	AVERAGE PRICE	$687,661	$616,390	-10.4%	$514,400	$659,427	28.2%
	AVERAGE DOM	44	23	-47.7%	29	29	0.0%

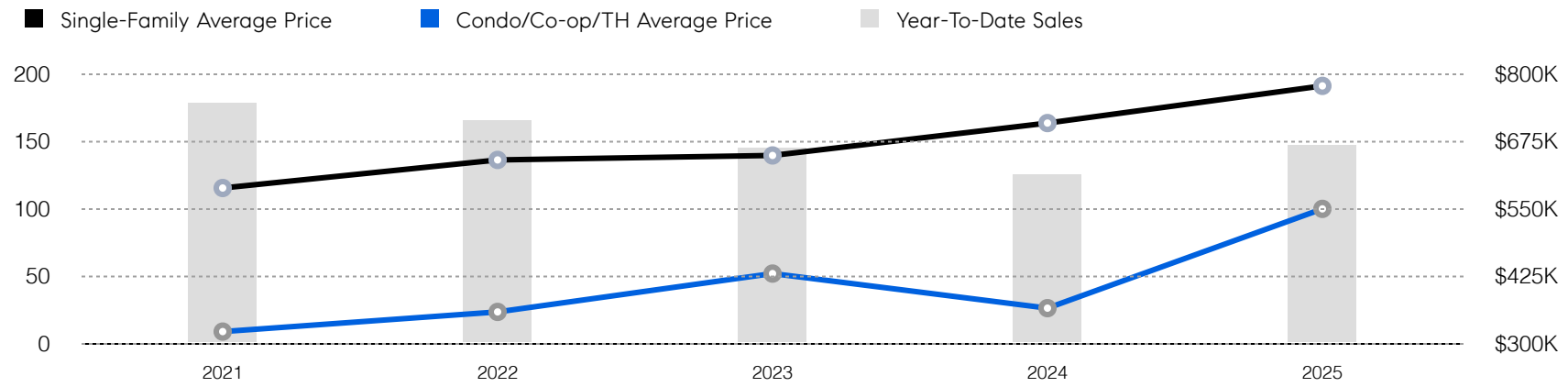
Historic Sales Trends



Clark

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	125	137	9.6%	31	33	6.5%
	ACTIVE LISTINGS	13	10	-23.1%	13	10	-23.1%
	# OF SALES	114	136	19.3%	30	33	10.0%
	SALES VOLUME	$80,886,700	$105,875,100	30.9%	$21,782,500	$26,630,900	22.3%
	MEDIAN PRICE	$652,500	$699,500	7.2%	$694,500	$750,000	8.0%
	AVERAGE PRICE	$709,532	$778,493	9.7%	$726,083	$806,997	11.1%
	AVERAGE DOM	22	25	13.6%	20	20	0.0%
Condo/Co-op/TH	CONTRACTS SIGNED	10	11	10.0%	2	2	0.0%
	ACTIVE LISTINGS	1	0	0.0%	1	0	0.0%
	# OF SALES	10	10	0.0%	2	4	100.0%
	SALES VOLUME	$3,663,000	$5,504,000	50.3%	$562,000	$2,290,000	307.5%
	MEDIAN PRICE	$304,500	$627,500	106.1%	$281,000	$632,500	125.1%
	AVERAGE PRICE	$366,300	$550,400	50.3%	$281,000	$572,500	103.7%
	AVERAGE DOM	22	14	-36.4%	18	13	-27.8%

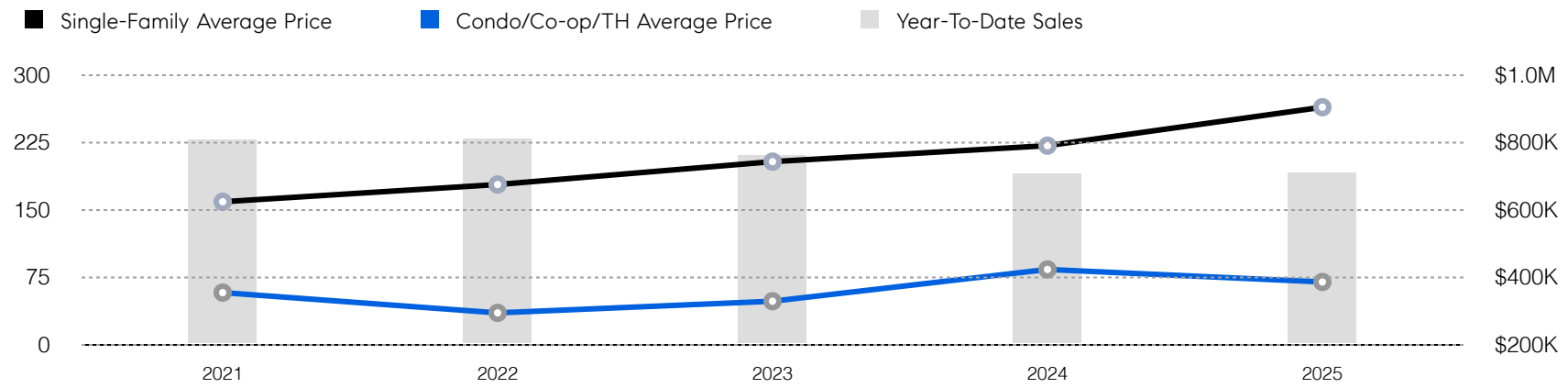
Historic Sales Trends



Cranford

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	170	170	0.0%	34	39	14.7%
	ACTIVE LISTINGS	8	8	0.0%	8	8	0.0%
	# OF SALES	170	166	-2.4%	39	40	2.6%
	SALES VOLUME	$134,477,973	$150,241,375	11.7%	$28,733,999	$33,468,000	16.5%
	MEDIAN PRICE	$750,000	$832,500	11.0%	$710,000	$775,000	9.2%
	AVERAGE PRICE	$791,047	$905,069	14.4%	$736,769	$836,700	13.6%
	AVERAGE DOM	20	24	20.0%	17	22	29.4%
Condo/Co-op/TH	CONTRACTS SIGNED	19	25	31.6%	5	6	20.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	18	23	27.8%	2	6	200.0%
	SALES VOLUME	$7,628,004	$8,893,900	16.6%	$710,000	$2,041,500	187.5%
	MEDIAN PRICE	$357,500	$360,000	0.7%	$355,000	$335,000	-5.6%
	AVERAGE PRICE	$423,778	$386,691	-8.8%	$355,000	$340,250	-4.2%
	AVERAGE DOM	20	23	15.0%	9	26	188.9%

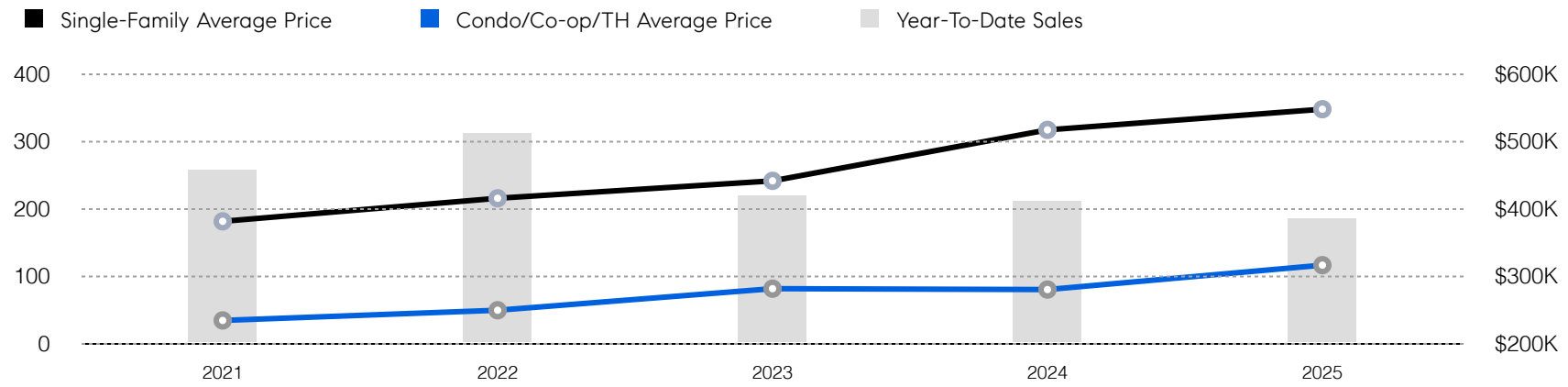
Historic Sales Trends



Elizabeth

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	174	144	-17.2%	43	34	-20.9%
	ACTIVE LISTINGS	33	18	-45.5%	33	18	-45.5%
	# OF SALES	173	140	-19.1%	42	35	-16.7%
	SALES VOLUME	$89,526,738	$76,745,500	-14.3%	$21,557,900	$18,708,000	-13.2%
	MEDIAN PRICE	$501,000	$550,000	9.8%	$512,500	$525,000	2.4%
	AVERAGE PRICE	$517,496	$548,182	5.9%	$513,283	$534,514	4.1%
	AVERAGE DOM	43	44	2.3%	54	35	-35.2%
Condo/Co-op/TH	CONTRACTS SIGNED	39	49	25.6%	5	11	120.0%
	ACTIVE LISTINGS	19	12	-36.8%	19	12	-36.8%
	# OF SALES	36	43	19.4%	5	8	60.0%
	SALES VOLUME	$10,102,061	$13,622,710	34.9%	$1,334,850	$2,686,900	101.3%
	MEDIAN PRICE	$290,500	$307,000	5.7%	$295,000	$298,500	1.2%
	AVERAGE PRICE	$280,613	$316,807	12.9%	$266,970	$335,863	25.8%
	AVERAGE DOM	33	37	12.1%	31	31	0.0%

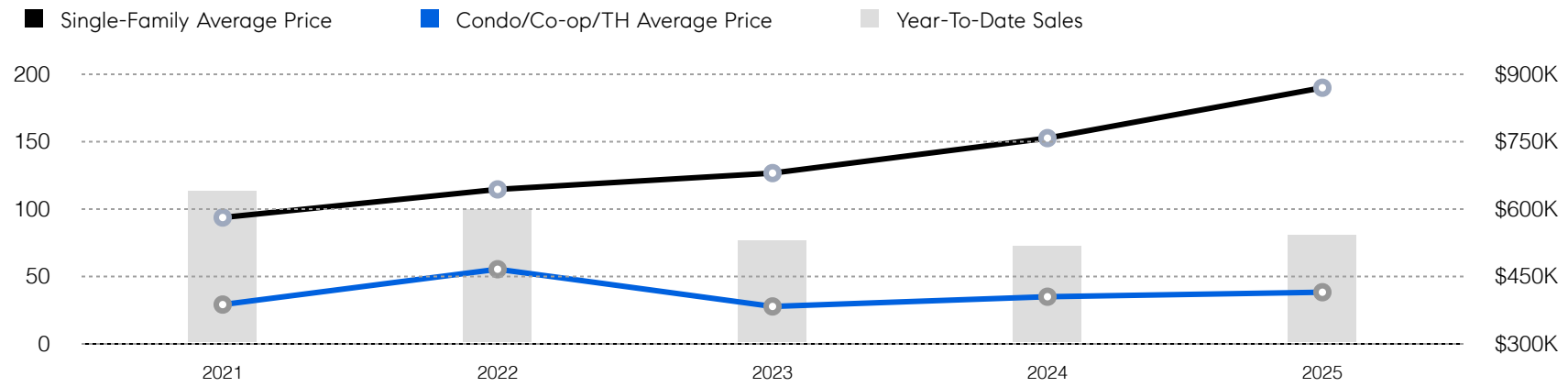
Historic Sales Trends



Fanwood

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	67	77	14.9%	11	14	27.3%
	ACTIVE LISTINGS	3	7	133.3%	3	7	133.3%
	# OF SALES	69	78	13.0%	15	17	13.3%
	SALES VOLUME	$52,298,532	$67,863,675	29.8%	$11,414,108	$13,262,400	16.2%
	MEDIAN PRICE	$735,000	$815,000	10.9%	$760,000	$815,000	7.2%
	AVERAGE PRICE	$757,950	$870,047	14.8%	$760,941	$780,141	2.5%
	AVERAGE DOM	23	22	-4.3%	21	26	23.8%
Condo/Co-op/TH	CONTRACTS SIGNED	2	1	-50.0%	1	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	2	1	-50.0%	1	0	0.0%
	SALES VOLUME	$810,000	$415,000	-48.8%	$410,000	-	-
	MEDIAN PRICE	$405,000	$415,000	2.5%	$410,000	-	-
	AVERAGE PRICE	$405,000	$415,000	2.5%	$410,000	-	-
	AVERAGE DOM	13	28	115.4%	14	-	-

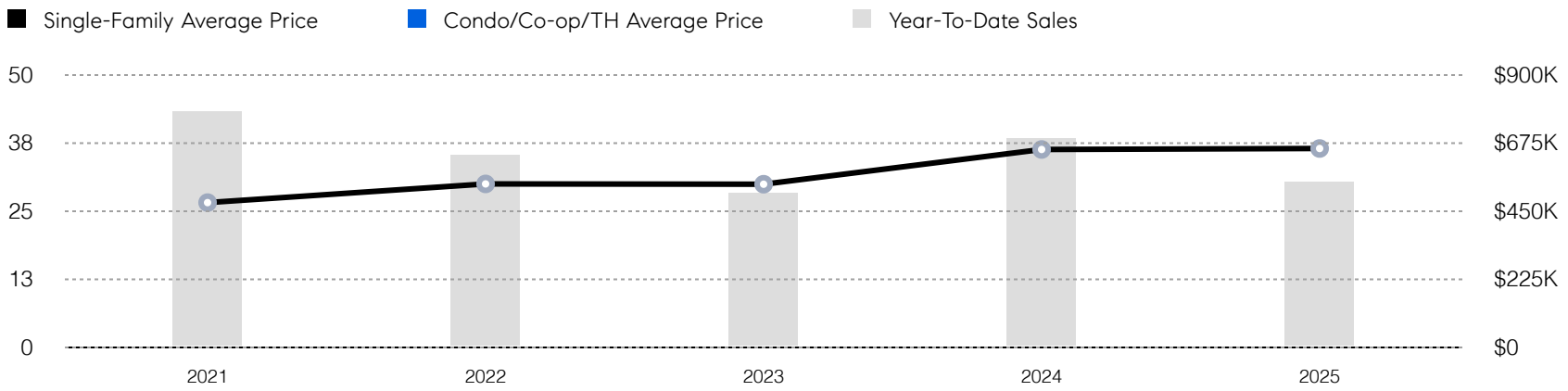
Historic Sales Trends



Garwood

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	28	26	-7.1%	6	9	50.0%
	ACTIVE LISTINGS	3	2	-33.3%	3	2	-33.3%
	# OF SALES	29	22	-24.1%	7	9	28.6%
	SALES VOLUME	$18,968,227	$14,461,000	-23.8%	$5,136,028	$5,597,500	9.0%
	MEDIAN PRICE	$665,000	$668,750	0.6%	$720,000	$672,500	-6.6%
	AVERAGE PRICE	$654,077	$657,318	0.5%	$733,718	$621,944	-15.2%
	AVERAGE DOM	25	28	12.0%	28	19	-32.1%
Condo/Co-op/TH	CONTRACTS SIGNED	9	7	-22.2%	1	2	100.0%
	ACTIVE LISTINGS	1	1	0.0%	1	1	0.0%
	# OF SALES	9	8	-11.1%	0	3	0.0%
	SALES VOLUME	$7,263,300	$7,154,999	-1.5%	-	$2,478,000	-
	MEDIAN PRICE	$875,000	$839,000	-4.1%	-	$839,000	-
	AVERAGE PRICE	$807,033	$894,375	10.8%	-	$826,000	-
	AVERAGE DOM	69	60	-13.0%	-	17	-

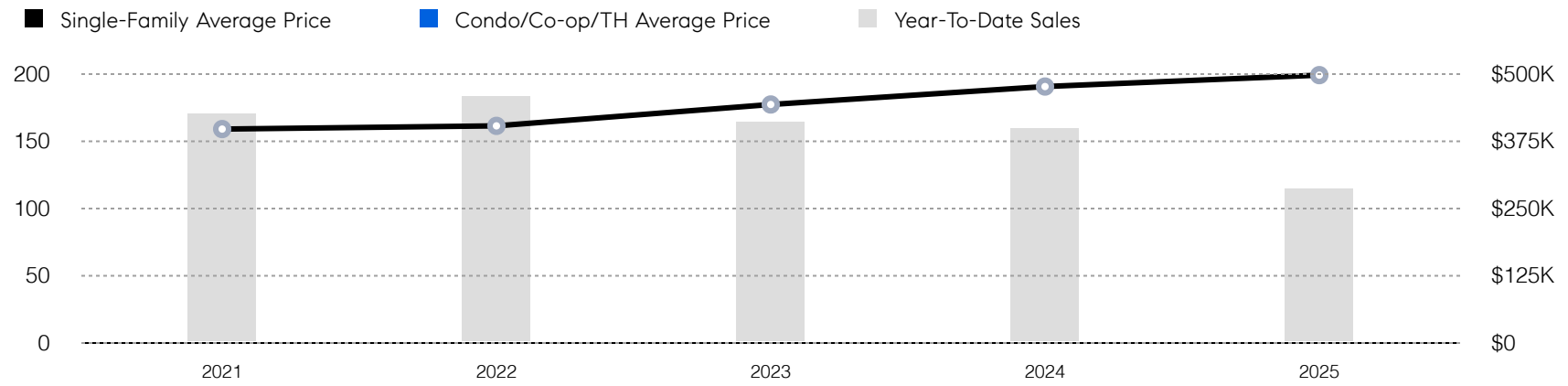
Historic Sales Trends



Hillside

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	158	116	-26.6%	37	26	-29.7%
	ACTIVE LISTINGS	23	15	-34.8%	23	15	-34.8%
	# OF SALES	158	109	-31.0%	49	22	-55.1%
	SALES VOLUME	$75,340,270	$54,288,300	-27.9%	$22,837,770	$11,372,400	-50.2%
	MEDIAN PRICE	$472,000	$498,500	5.6%	$475,000	$495,000	4.2%
	AVERAGE PRICE	$476,837	$498,058	4.5%	$466,077	$516,927	10.9%
	AVERAGE DOM	42	38	-9.5%	33	36	9.1%
Condo/Co-op/TH	CONTRACTS SIGNED	0	5	0.0%	0	2	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	0	4	0.0%	0	1	0.0%
	SALES VOLUME	-	$1,010,000	-	-	$140,000	-
	MEDIAN PRICE	-	$270,000	-	-	$140,000	-
	AVERAGE PRICE	-	$252,500	-	-	$140,000	-
	AVERAGE DOM	-	88	-	-	198	-

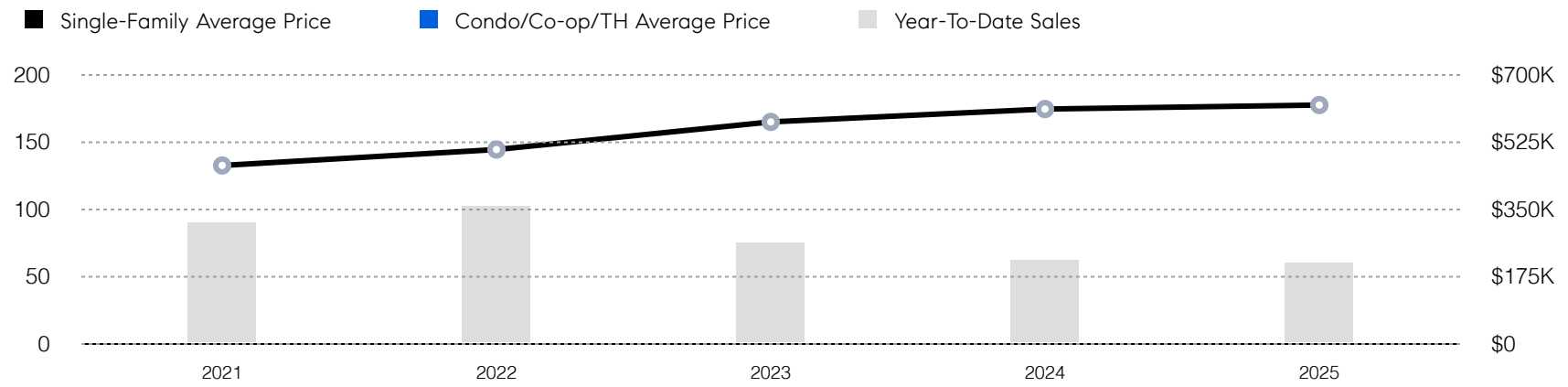
Historic Sales Trends



Kenilworth

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	58	65	12.1%	11	15	36.4%
	ACTIVE LISTINGS	7	8	14.3%	7	8	14.3%
	# OF SALES	61	59	-3.3%	17	15	-11.8%
	SALES VOLUME	$37,295,810	$36,689,204	-1.6%	$10,773,900	$9,058,354	-15.9%
	MEDIAN PRICE	$585,000	$600,000	2.6%	$600,000	$559,000	-6.8%
	AVERAGE PRICE	$611,407	$621,851	1.7%	$633,759	$603,890	-4.7%
	AVERAGE DOM	33	37	12.1%	26	30	15.4%
Condo/Co-op/TH	CONTRACTS SIGNED	0	0	0.0%	0	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	0	0	0.0%	0	0	0.0%
	SALES VOLUME	-	-	-	-	-	-
	MEDIAN PRICE	-	-	-	-	-	-
	AVERAGE PRICE	-	-	-	-	-	-
	AVERAGE DOM	-	-	-	-	-	-

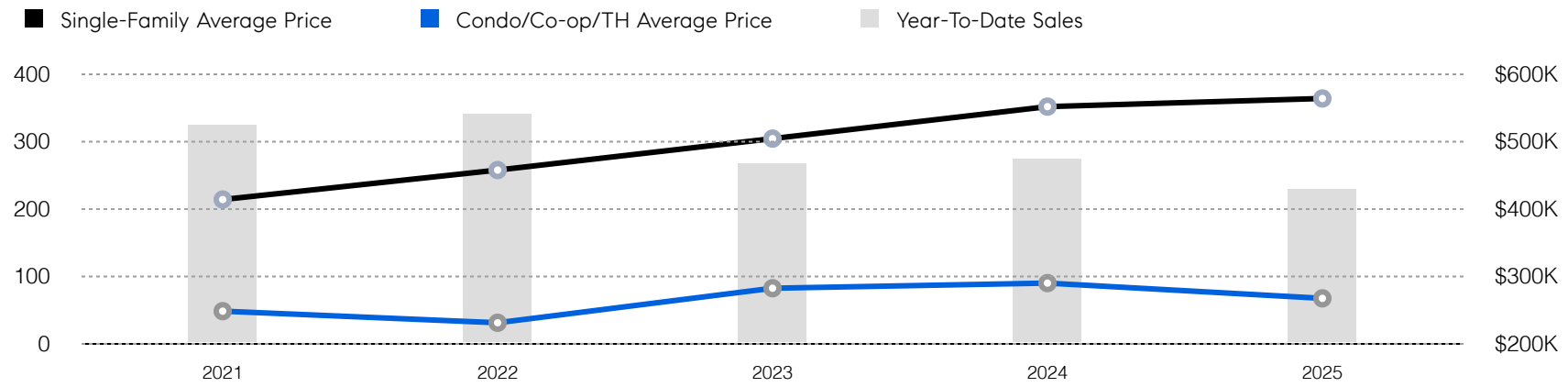
Historic Sales Trends



Linden

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	229	203	-11.4%	48	52	8.3%
	ACTIVE LISTINGS	47	46	-2.1%	47	46	-2.1%
	# OF SALES	245	202	-17.6%	58	51	-12.1%
	SALES VOLUME	$135,237,101	$113,947,400	-15.7%	$32,484,600	$28,618,400	-11.9%
	MEDIAN PRICE	$550,000	$550,000	-	$540,000	$540,000	-
	AVERAGE PRICE	$551,988	$564,096	2.2%	$560,079	$561,145	0.2%
	AVERAGE DOM	38	41	7.9%	39	42	7.7%
Condo/Co-op/TH	CONTRACTS SIGNED	24	31	29.2%	5	6	20.0%
	ACTIVE LISTINGS	3	0	0.0%	3	0	0.0%
	# OF SALES	27	25	-7.4%	6	4	-33.3%
	SALES VOLUME	$7,835,500	$6,689,555	-14.6%	$2,177,000	$932,000	-57.2%
	MEDIAN PRICE	$255,000	$240,000	-5.9%	$403,500	$233,500	-42.1%
	AVERAGE PRICE	$290,204	$267,582	-7.8%	$362,833	$233,000	-35.8%
	AVERAGE DOM	34	42	23.5%	37	58	56.8%

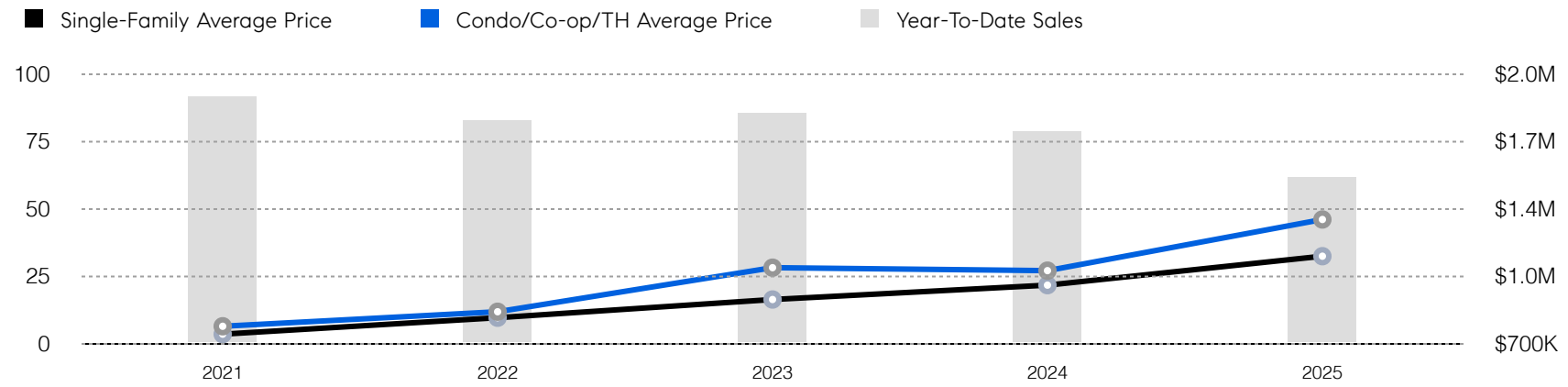
Historic Sales Trends



Mountainside

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	77	55	-28.6%	16	15	-6.2%
	ACTIVE LISTINGS	3	4	33.3%	3	4	33.3%
	# OF SALES	75	57	-24.0%	15	16	6.7%
	SALES VOLUME	$73,746,137	$64,004,658	-13.2%	$13,841,258	$16,298,500	17.8%
	MEDIAN PRICE	$894,000	$1,035,250	15.8%	$899,000	$999,999	11.2%
	AVERAGE PRICE	$983,282	$1,122,889	14.2%	$922,751	$1,018,656	10.4%
	AVERAGE DOM	21	22	4.8%	25	32	28.0%
Condo/Co-op/TH	CONTRACTS SIGNED	3	1	-66.7%	0	0	0.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	3	4	33.3%	1	0	0.0%
	SALES VOLUME	$3,159,635	$5,199,394	64.6%	$930,000	-	-
	MEDIAN PRICE	$989,264	$1,270,012	28.4%	$930,000	-	-
	AVERAGE PRICE	$1,053,212	$1,299,849	23.4%	$930,000	-	-
	AVERAGE DOM	85	75	-11.8%	86	-	-

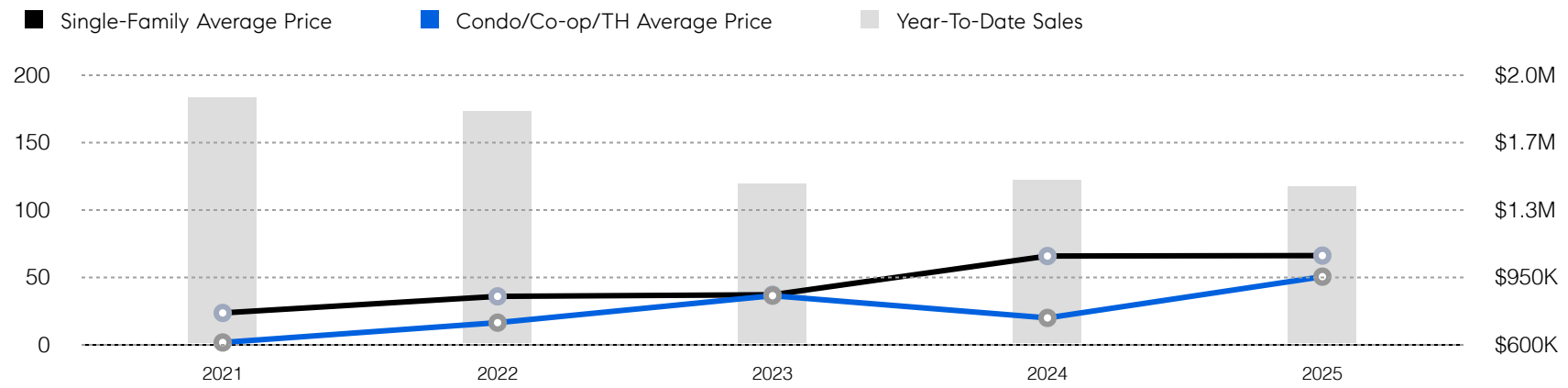
Historic Sales Trends



New Providence

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	109	103	-5.5%	25	24	-4.0%
	ACTIVE LISTINGS	5	4	-20.0%	5	4	-20.0%
	# OF SALES	106	103	-2.8%	28	25	-10.7%
	SALES VOLUME	$112,500,351	$109,542,604	-2.6%	$31,483,627	$28,819,500	-8.5%
	MEDIAN PRICE	$945,500	$930,000	-1.6%	$947,500	$1,070,000	12.9%
	AVERAGE PRICE	$1,061,324	$1,063,520	0.2%	$1,124,415	$1,152,780	2.5%
	AVERAGE DOM	19	26	36.8%	14	21	50.0%
Condo/Co-op/TH	CONTRACTS SIGNED	16	11	-31.2%	4	2	-50.0%
	ACTIVE LISTINGS	0	0	0.0%	0	0	0.0%
	# OF SALES	15	13	-13.3%	3	1	-66.7%
	SALES VOLUME	$11,101,000	$12,404,000	11.7%	$2,421,000	$600,000	-75.2%
	MEDIAN PRICE	$799,000	$799,000	-	$800,000	$600,000	-25.0%
	AVERAGE PRICE	$740,067	$954,154	28.9%	$807,000	$600,000	-25.7%
	AVERAGE DOM	42	23	-45.2%	27	27	0.0%

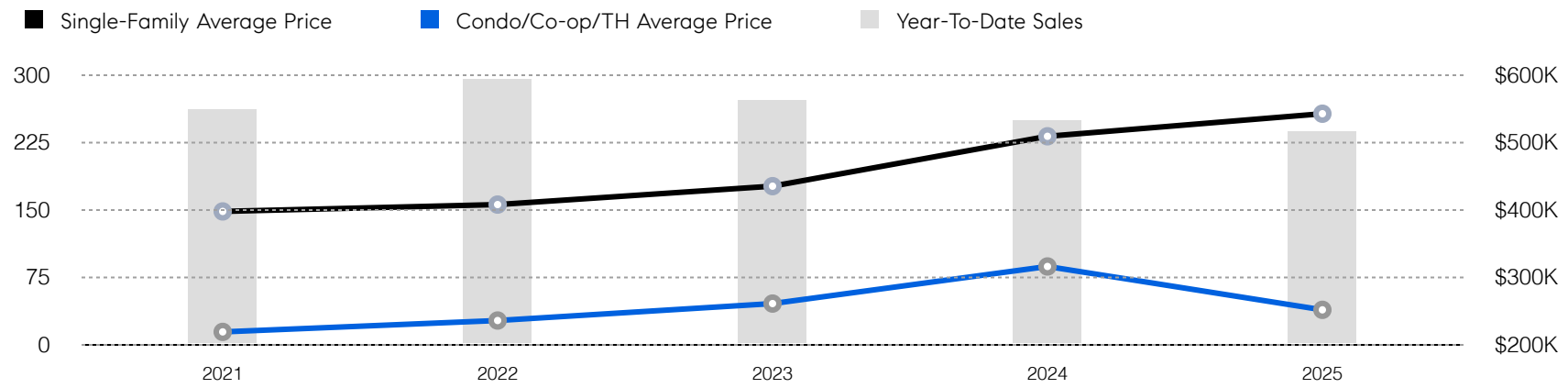
Historic Sales Trends



Plainfield

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	233	237	1.7%	55	55	0.0%
	ACTIVE LISTINGS	52	49	-5.8%	52	49	-5.8%
	# OF SALES	231	231	0.0%	62	50	-19.4%
	SALES VOLUME	$117,673,667	$125,407,150	6.6%	$32,976,000	$27,454,450	-16.7%
	MEDIAN PRICE	$490,000	$515,000	5.1%	$497,500	$555,000	11.6%
	AVERAGE PRICE	$509,410	$542,888	6.6%	$531,871	$549,089	3.2%
	AVERAGE DOM	44	39	-11.4%	45	32	-28.9%
Condo/Co-op/TH	CONTRACTS SIGNED	13	7	-46.2%	0	4	0.0%
	ACTIVE LISTINGS	2	1	-50.0%	2	1	-50.0%
	# OF SALES	16	4	-75.0%	2	1	-50.0%
	SALES VOLUME	$5,061,000	$1,007,900	-80.1%	$430,000	$275,000	-36.0%
	MEDIAN PRICE	$307,500	$271,450	-11.7%	$215,000	$275,000	27.9%
	AVERAGE PRICE	$316,313	$251,975	-20.3%	$215,000	$275,000	27.9%
	AVERAGE DOM	76	143	88.2%	127	227	78.7%

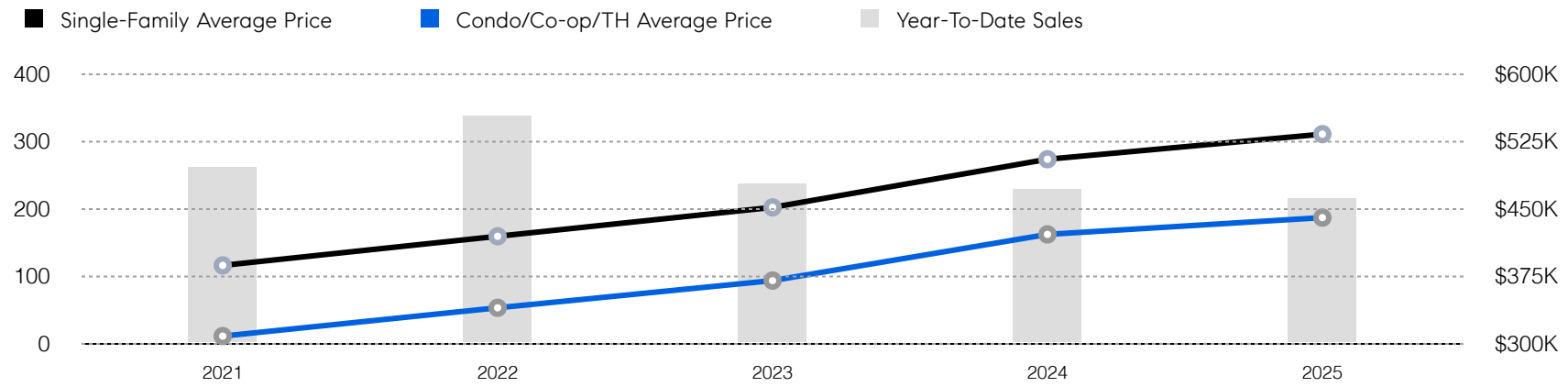
Historic Sales Trends



Rahway

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	199	181	-9.0%	38	43	13.2%
	ACTIVE LISTINGS	29	31	6.9%	29	31	6.9%
	# OF SALES	197	181	-8.1%	49	43	-12.2%
	SALES VOLUME	$99,575,750	$96,545,610	-3.0%	$24,884,000	$23,277,455	-6.5%
	MEDIAN PRICE	$497,500	$520,000	4.5%	$500,000	$530,000	6.0%
	AVERAGE PRICE	$505,461	$533,401	5.5%	$507,837	$541,336	6.6%
	AVERAGE DOM	33	35	6.1%	37	42	13.5%
Condo/Co-op/TH	CONTRACTS SIGNED	25	32	28.0%	7	8	14.3%
	ACTIVE LISTINGS	8	2	-75.0%	8	2	-75.0%
	# OF SALES	30	32	6.7%	6	16	166.7%
	SALES VOLUME	$12,655,300	$14,096,500	11.4%	$2,704,500	$7,353,500	171.9%
	MEDIAN PRICE	$439,150	$458,250	4.3%	$463,250	$461,250	-0.4%
	AVERAGE PRICE	$421,843	$440,516	4.4%	$450,750	$459,594	2.0%
	AVERAGE DOM	27	40	48.1%	45	41	-8.9%

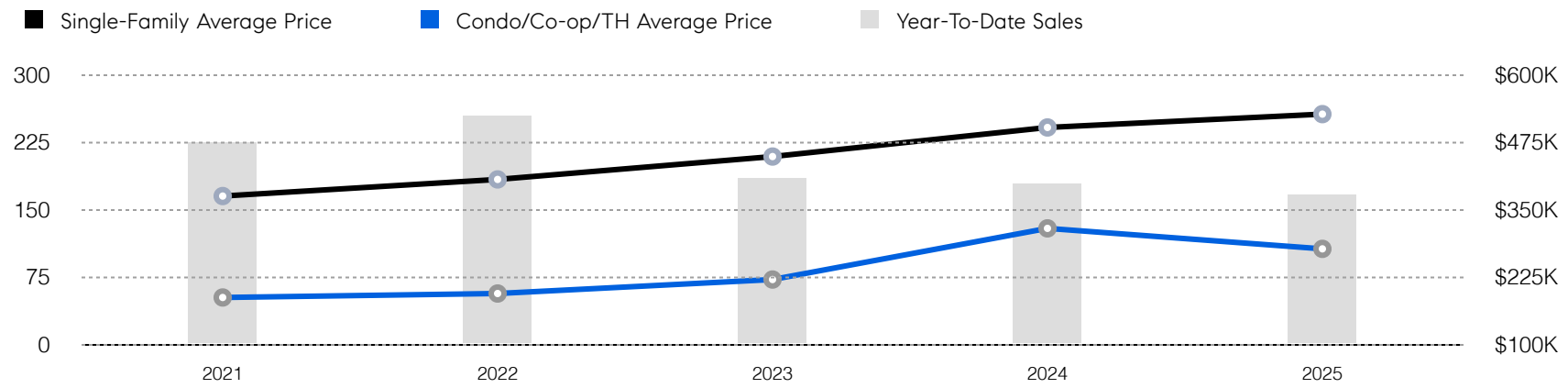
Historic Sales Trends



Roselle

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	168	147	-12.5%	38	37	-2.6%
	ACTIVE LISTINGS	34	27	-20.6%	34	27	-20.6%
	# OF SALES	164	146	-11.0%	48	42	-12.5%
	SALES VOLUME	$82,511,488	$77,066,750	-6.6%	$24,281,600	$22,159,250	-8.7%
	MEDIAN PRICE	$508,444	$515,500	1.4%	$500,000	$515,000	3.0%
	AVERAGE PRICE	$503,119	$527,854	4.9%	$505,867	$527,601	4.3%
	AVERAGE DOM	36	40	11.1%	32	40	25.0%
Condo/Co-op/TH	CONTRACTS SIGNED	16	18	12.5%	5	2	-60.0%
	ACTIVE LISTINGS	4	3	-25.0%	4	3	-25.0%
	# OF SALES	13	19	46.2%	3	3	0.0%
	SALES VOLUME	$4,108,500	$5,283,000	28.6%	$988,500	$650,000	-34.2%
	MEDIAN PRICE	$360,000	$218,000	-39.4%	$413,500	$230,000	-44.4%
	AVERAGE PRICE	$316,038	$278,053	-12.0%	$329,500	$216,667	-34.2%
	AVERAGE DOM	23	37	60.9%	25	58	132.0%

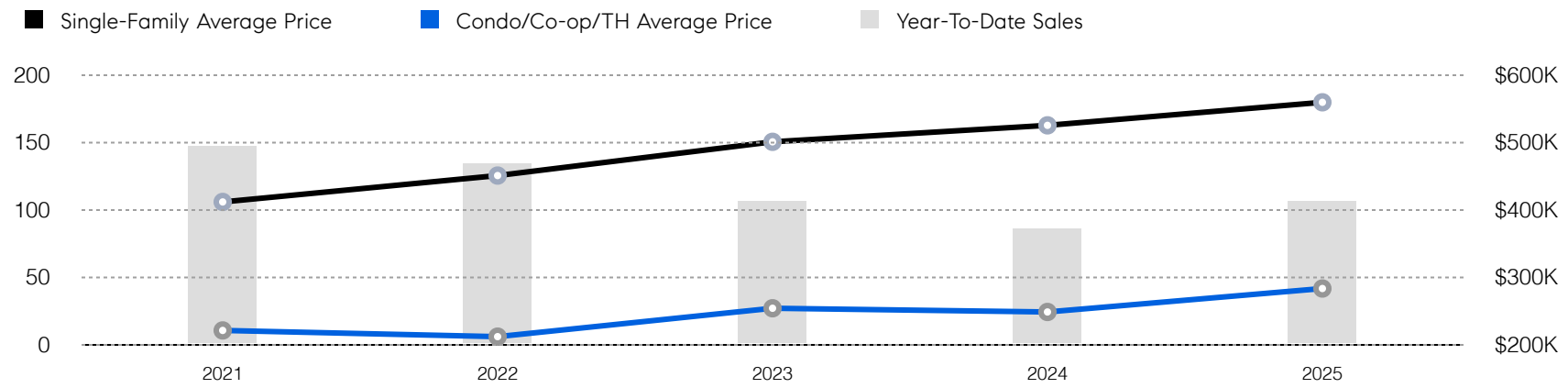
Historic Sales Trends



Roselle Park

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	77	97	26.0%	17	21	23.5%
	ACTIVE LISTINGS	12	7	-41.7%	12	7	-41.7%
	# OF SALES	79	92	16.5%	28	23	-17.9%
	SALES VOLUME	$41,526,602	$51,505,200	24.0%	$14,477,102	$13,071,000	-9.7%
	MEDIAN PRICE	$520,000	$560,000	7.7%	$505,000	$560,000	10.9%
	AVERAGE PRICE	$525,653	$559,839	6.5%	$517,039	$568,304	9.9%
	AVERAGE DOM	31	31	0.0%	35	35	0.0%
Condo/Co-op/TH	CONTRACTS SIGNED	9	10	11.1%	6	3	-50.0%
	ACTIVE LISTINGS	1	1	0.0%	1	1	0.0%
	# OF SALES	6	13	116.7%	2	5	150.0%
	SALES VOLUME	$1,492,950	$3,687,000	147.0%	$545,250	$1,408,000	158.2%
	MEDIAN PRICE	$252,500	$300,000	18.8%	$272,625	$300,000	10.0%
	AVERAGE PRICE	$248,825	$283,615	14.0%	$272,625	$281,600	3.3%
	AVERAGE DOM	18	27	50.0%	21	40	90.5%

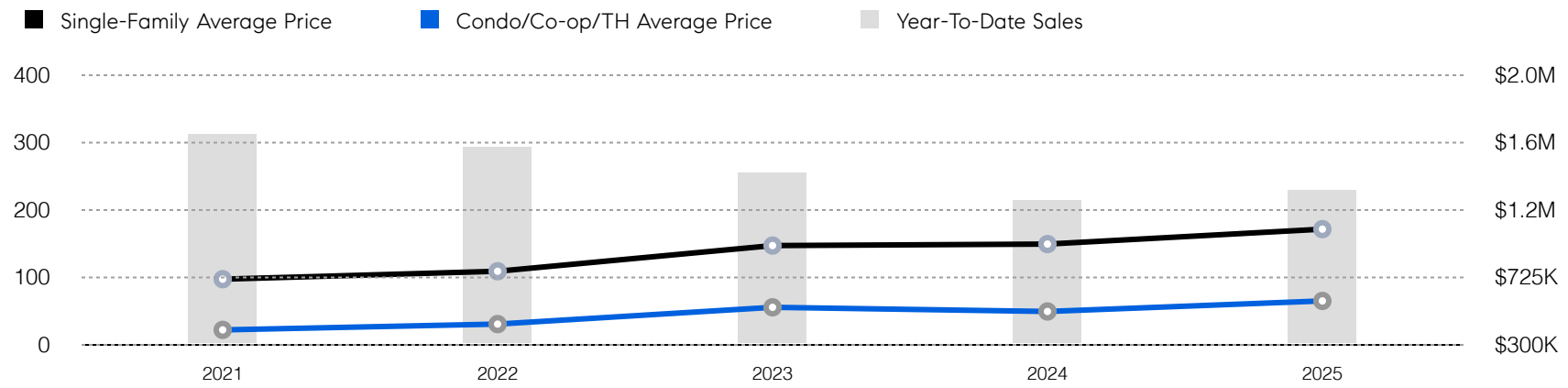
Historic Sales Trends



Scotch Plains

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	201	204	1.5%	42	37	-11.9%
	ACTIVE LISTINGS	19	18	-5.3%	19	18	-5.3%
	# OF SALES	192	206	7.3%	46	41	-10.9%
	SALES VOLUME	$179,608,686	$212,091,058	18.1%	$44,217,999	$42,967,244	-2.8%
	MEDIAN PRICE	$850,000	$947,944	11.5%	$830,000	$999,000	20.4%
	AVERAGE PRICE	$935,462	$1,029,568	10.1%	$961,261	$1,047,982	9.0%
	AVERAGE DOM	24	29	20.8%	35	40	14.3%
Condo/Co-op/TH	CONTRACTS SIGNED	20	23	15.0%	7	9	28.6%
	ACTIVE LISTINGS	0	3	0.0%	0	3	0.0%
	# OF SALES	20	21	5.0%	7	6	-14.3%
	SALES VOLUME	$10,212,511	$12,119,000	18.7%	$3,632,511	$3,580,000	-1.4%
	MEDIAN PRICE	$512,500	$580,000	13.2%	$527,000	$600,000	13.9%
	AVERAGE PRICE	$510,626	$577,095	13.0%	$518,930	$596,667	15.0%
	AVERAGE DOM	17	24	41.2%	20	28	40.0%

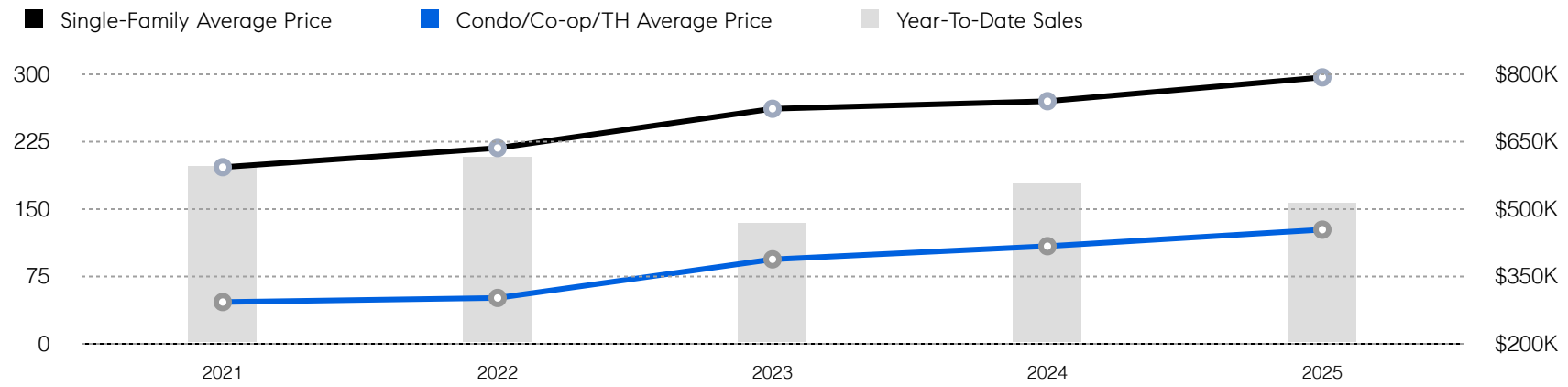
Historic Sales Trends



Springfield

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	131	123	-6.1%	29	25	-13.8%
	ACTIVE LISTINGS	8	10	25.0%	8	10	25.0%
	# OF SALES	135	117	-13.3%	33	30	-9.1%
	SALES VOLUME	$99,903,517	$92,802,617	-7.1%	$23,285,500	$25,067,138	7.7%
	MEDIAN PRICE	$739,000	$719,888	-2.6%	$730,000	$778,500	6.6%
	AVERAGE PRICE	$740,026	$793,185	7.2%	$705,621	$835,571	18.4%
	AVERAGE DOM	28	23	-17.9%	35	21	-40.0%
Condo/Co-op/TH	CONTRACTS SIGNED	44	39	-11.4%	10	9	-10.0%
	ACTIVE LISTINGS	1	4	300.0%	1	4	300.0%
	# OF SALES	41	38	-7.3%	8	10	25.0%
	SALES VOLUME	$17,118,722	$17,262,334	0.8%	$3,219,500	$4,290,000	33.3%
	MEDIAN PRICE	$355,000	$438,500	23.5%	$369,750	$352,000	-4.8%
	AVERAGE PRICE	$417,530	$454,272	8.8%	$402,438	$429,000	6.6%
	AVERAGE DOM	21	20	-4.8%	21	26	23.8%

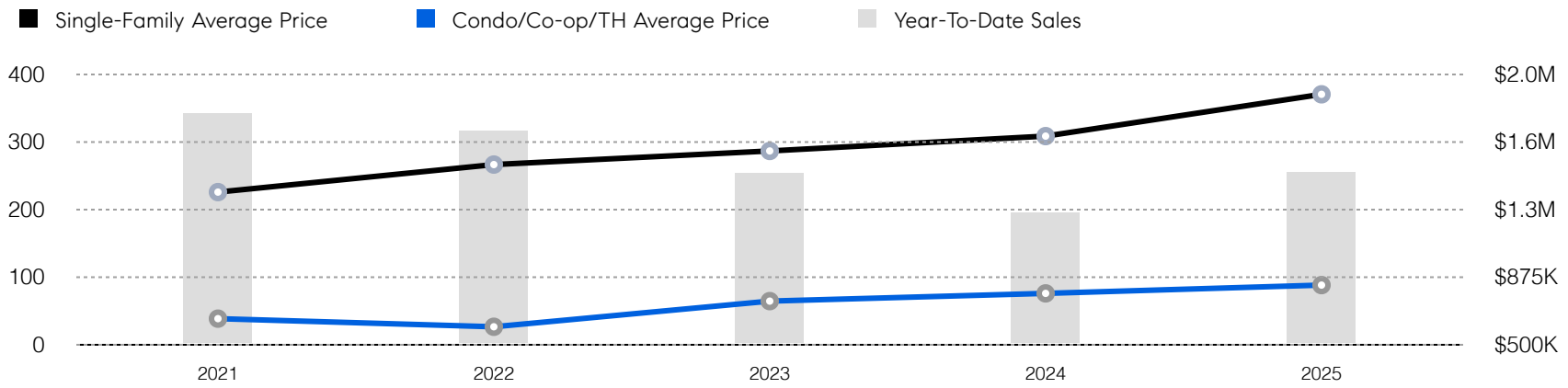
Historic Sales Trends



Summit

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	171	199	16.4%	37	37	0.0%
	ACTIVE LISTINGS	17	6	-64.7%	17	6	-64.7%
	# OF SALES	166	206	24.1%	33	49	48.5%
	SALES VOLUME	$275,222,838	$389,319,511	41.5%	$66,155,749	$89,612,096	35.5%
	MEDIAN PRICE	$1,501,500	$1,727,500	15.1%	$1,750,000	$1,750,000	-
	AVERAGE PRICE	$1,657,969	$1,889,901	14.0%	$2,004,720	$1,828,818	-8.8%
	AVERAGE DOM	18	19	5.6%	20	17	-15.0%
Condo/Co-op/TH	CONTRACTS SIGNED	26	46	76.9%	7	6	-14.3%
	ACTIVE LISTINGS	5	2	-60.0%	5	2	-60.0%
	# OF SALES	27	46	70.4%	7	12	71.4%
	SALES VOLUME	$21,200,799	$38,235,499	80.3%	$5,521,099	$9,327,000	68.9%
	MEDIAN PRICE	$665,000	$720,000	8.3%	$660,000	$545,000	-17.4%
	AVERAGE PRICE	$785,215	$831,207	5.9%	$788,728	$777,250	-1.5%
	AVERAGE DOM	20	19	-5.0%	17	23	35.3%

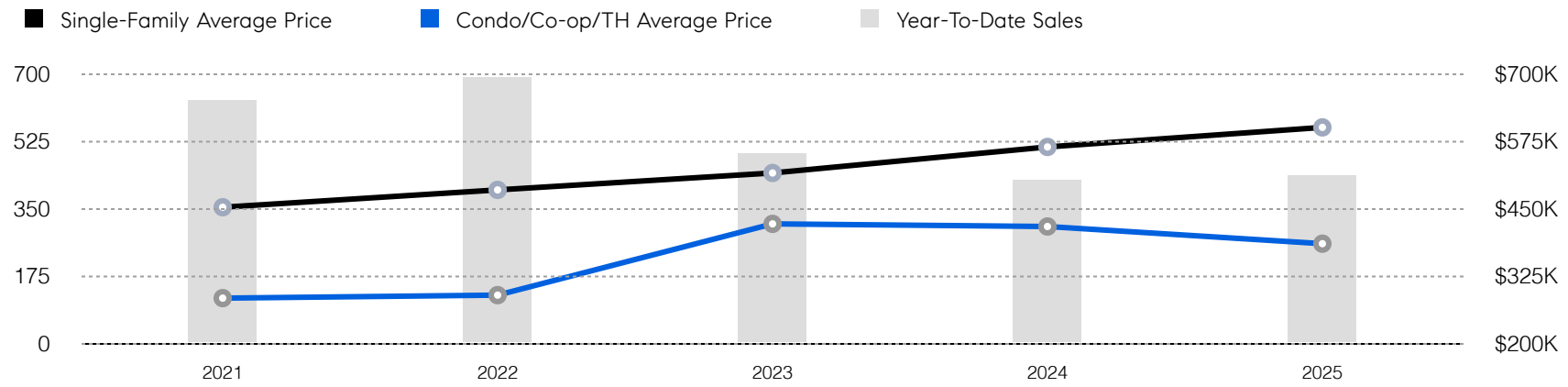
Historic Sales Trends



Union

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	366	379	3.6%	88	92	4.5%
	ACTIVE LISTINGS	51	43	-15.7%	51	43	-15.7%
	# OF SALES	357	379	6.2%	95	102	7.4%
	SALES VOLUME	$201,794,889	$227,972,500	13.0%	$54,563,213	$61,683,450	13.0%
	MEDIAN PRICE	$560,000	$600,000	7.1%	$563,000	$600,000	6.6%
	AVERAGE PRICE	$565,252	$601,511	6.4%	$574,350	$604,740	5.3%
	AVERAGE DOM	31	28	-9.7%	34	31	-8.8%
Condo/Co-op/TH	CONTRACTS SIGNED	61	55	-9.8%	9	13	44.4%
	ACTIVE LISTINGS	6	7	16.7%	6	7	16.7%
	# OF SALES	63	54	-14.3%	14	14	0.0%
	SALES VOLUME	$26,315,100	$20,835,219	-20.8%	$6,066,700	$5,144,000	-15.2%
	MEDIAN PRICE	$407,000	$377,500	-7.2%	$437,500	$347,500	-20.6%
	AVERAGE PRICE	$417,700	$385,837	-7.6%	$433,336	$367,429	-15.2%
	AVERAGE DOM	27	37	37.0%	28	38	35.7%

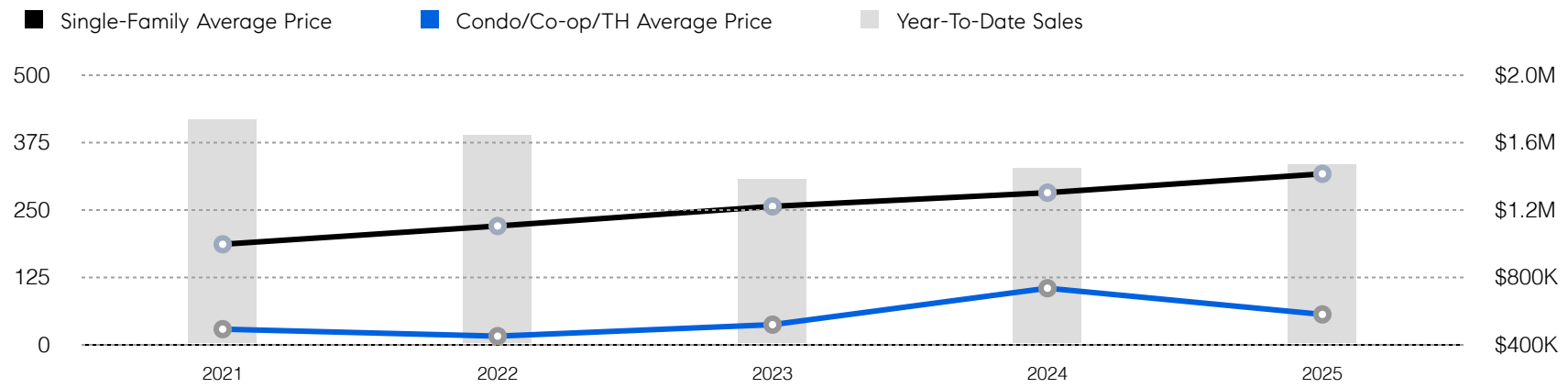
Historic Sales Trends



Westfield

		YTD 2024	YTD 2025	% Change	Q4 2024	Q4 2025	% Change
Single-Family	CONTRACTS SIGNED	294	301	2.4%	47	50	6.4%
	ACTIVE LISTINGS	17	10	-41.2%	17	10	-41.2%
	# OF SALES	304	304	0.0%	60	59	-1.7%
	SALES VOLUME	$396,096,226	$430,140,729	8.6%	$77,194,749	$88,506,387	14.7%
	MEDIAN PRICE	$1,225,000	$1,300,000	6.1%	$1,202,500	$1,340,000	11.4%
	AVERAGE PRICE	$1,302,948	$1,414,937	8.6%	$1,286,579	$1,500,108	16.6%
	AVERAGE DOM	22	21	-4.5%	28	22	-21.4%
Condo/Co-op/TH	CONTRACTS SIGNED	19	27	42.1%	3	3	0.0%
	ACTIVE LISTINGS	4	2	-50.0%	4	2	-50.0%
	# OF SALES	20	27	35.0%	3	4	33.3%
	SALES VOLUME	$14,727,000	$15,679,999	6.5%	$2,970,000	$2,393,999	-19.4%
	MEDIAN PRICE	$787,500	$593,000	-24.7%	$940,000	$572,000	-39.1%
	AVERAGE PRICE	$736,350	$580,741	-21.1%	$990,000	$598,500	-39.5%
	AVERAGE DOM	36	17	-52.8%	37	26	-29.7%

Historic Sales Trends



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Sources: Garden State MLS, New Jersey MLS, Hudson MLS, 01/01/2024 - 12/31/2024 vs. 01/01/2025 - 12/31/2025

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