

# Maplewood

## August 2015 Market Snapshot

| Units | Address               | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assessment | SP:AV |
|-------|-----------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1     | 57-B Newark Way       | HalfDupl    | 2      | 1.0   | 18  | \$101,900        | \$101,900  | \$120,000   | 117.76% | \$135,700        | 0.88  |
| 2     | 21 Meadowbrook Place  | Cottage     | 2      | 1.0   | 16  | \$150,000        | \$150,000  | \$166,000   | 110.67% | \$185,300        | 0.90  |
| 3     | 32 Franklin Avenue    | Colonial    | 3      | 1.1   | 30  | \$240,000        | \$240,000  | \$290,000   | 120.83% | \$247,800        | 1.17  |
| 4     | 75 Orchard Road       | Colonial    | 3      | 1.1   | 31  | \$349,000        | \$349,000  | \$330,000   | 94.56%  | \$282,100        | 1.17  |
| 5     | 15 Berkshire Road     | Colonial    | 3      | 1.1   | 51  | \$360,000        | \$360,000  | \$335,000   | 93.06%  | \$455,200        | 0.74  |
| 6     | 51 Menzel Avenue      | Colonial    | 3      | 1.1   | 34  | \$349,000        | \$349,000  | \$355,000   | 101.72% | \$266,200        | 1.33  |
| 7     | 81 Boyden Avenue      | Colonial    | 4      | 2.1   | 15  | \$419,000        | \$419,000  | \$419,000   | 100.00% | \$360,600        | 1.16  |
| 8     | 134 Indiana Street    | Colonial    | 3      | 1.1   | 12  | \$439,000        | \$429,000  | \$435,000   | 101.40% | \$330,200        | 1.32  |
| 9     | 104 Midland Boulevard | Colonial    | 3      | 1.1   | 49  | \$459,000        | \$459,000  | \$435,000   | 94.77%  | \$316,300        | 1.38  |
| 10    | 113 Midland Boulevard | Colonial    | 4      | 2.0   | 46  | \$479,000        | \$450,000  | \$450,000   | 100.00% | \$319,100        | 1.41  |
| 11    | 185 Parker Avenue     | Split Level | 3      | 2.0   | 18  | \$478,000        | \$478,000  | \$468,000   | 97.91%  | \$323,900        | 1.44  |
| 12    | 135 Tuscan Road       | Colonial    | 4      | 1.1   | 8   | \$450,000        | \$450,000  | \$480,000   | 106.67% | \$366,300        | 1.31  |
| 13    | 10 Oakland Terrace    | Colonial    | 3      | 1.1   | 23  | \$489,000        | \$489,000  | \$485,000   | 99.18%  | \$429,200        | 1.13  |
| 14    | 18 St Lawrence Avenue | Colonial    | 4      | 1.1   | 0   | \$475,000        | \$475,000  | \$495,000   | 104.21% | \$449,400        | 1.10  |
| 15    | 18 Park Avenue        | Colonial    | 3      | 1.1   | 16  | \$509,000        | \$509,000  | \$515,000   | 101.18% | \$379,300        | 1.36  |
| 16    | 32 Rutgers Street     | Colonial    | 3      | 1.1   | 32  | \$550,000        | \$525,000  | \$535,000   | 101.90% | \$412,600        | 1.30  |
| 17    | 455 Baldwin Road      | Colonial    | 4      | 2.1   | 9   | \$489,000        | \$489,000  | \$551,000   | 112.68% | \$381,900        | 1.44  |
| 18    | 3 Suffolk Avenue      | Colonial    | 4      | 2.2   | 36  | \$579,000        | \$559,000  | \$559,000   | 100.00% | \$578,400        | 0.97  |
| 19    | 28 Plymouth Avenue    | Colonial    | 4      | 1.1   | 32  | \$599,000        | \$599,000  | \$599,000   | 100.00% | \$473,300        | 1.27  |
| 20    | 29 Oakview Avenue     | Colonial    | 5      | 3.0   | 13  | \$535,000        | \$535,000  | \$640,000   | 119.63% | \$514,900        | 1.24  |

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Not intended to solicit a property already listed.

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

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|----------------|--------------------------|-----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 21             | 14 Park Avenue           | Colonial  | 3      | 2.1   | 33  | \$649,000        | \$649,000   | \$650,000   | 100.15% | \$371,400        | 1.75  |
| 22             | 5 Girard Place           | Colonial  | 3      | 3.1   | 15  | \$589,000        | \$589,000   | \$650,500   | 110.44% | \$449,600        | 1.45  |
| 23             | 27 Woodland Road         | Colonial  | 5      | 3.0   | 13  | \$649,000        | \$649,000   | \$675,000   | 104.01% | \$603,800        | 1.12  |
| 24             | 9 Park Road              | Colonial  | 4      | 1.1   | 16  | \$699,000        | \$699,000   | \$685,000   | 98.00%  | \$581,900        | 1.18  |
| 25             | 17 Warner Road           | Colonial  | 4      | 3.1   | 46  | \$759,000        | \$699,000   | \$721,000   | 103.15% | \$661,700        | 1.09  |
| 26             | 6 Colonial Terrace       | Colonial  | 6      | 2.1   | 23  | \$747,000        | \$747,000   | \$747,000   | 100.00% | \$643,300        | 1.16  |
| 27             | 32 Claremont Drive       | Colonial  | 3      | 2.1   | 8   | \$699,000        | \$699,000   | \$760,000   | 108.73% | \$599,700        | 1.27  |
| 28             | 74 Jefferson Avenue      | Colonial  | 4      | 2.1   | 17  | \$779,000        | \$779,000   | \$779,000   | 100.00% | \$566,900        | 1.37  |
| 29             | 157 Wyoming Avenue       | Tudor,    | 4      | 2.1   | 71  | \$899,000        | \$825,000   | \$820,000   | 99.39%  | \$653,700        | 1.25  |
| 30             | 16 Mountain View Terrace | RanchExp  | 4      | 3.2   | 17  | \$759,000        | \$759,000   | \$825,000   | 108.70% | \$587,800        | 1.40  |
| 31             | 40 Clinton Avenue        | Colonial  | 5      | 3.1   | 73  | \$1,175,000      | \$1,075,000 | \$1,050,000 | 97.67%  | \$793,900        | 1.32  |
| 32             | 25 Clinton Avenue        | Colonial  | 6      | 3.1   | 14  | \$1,175,000      | \$1,175,000 | \$1,210,000 | 102.98% | \$800,000        | 1.51  |
| 33             | 12 Woodland Road         | Victorian | 5      | 3.2   | 16  | \$1,160,000      | \$1,160,000 | \$1,240,175 | 106.91% | \$689,300        | 1.80  |
| <b>AVERAGE</b> |                          |           |        |       | 26  | \$582,936        | \$573,300   | \$590,142   | 103.58% |                  | 1.26  |

### ***"ACTIVE"*** LISTINGS IN MAPLEWOOD

**Number of Units:** 61  
**Average List Price:** \$350,634  
**Average Days on Market:** 110

### ***"UNDER CONTRACT"*** LISTINGS IN MAPLEWOOD

**Number of Units:** 56  
**Average List Price:** \$415,255  
**Average Days on Market:** 61

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# Maplewood 2015 Year to Date Market Trends

|                                  | January   | February  | March     | April     | May       | June      | July      | August    | September | October | November | December | YTD AVG   |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|---------|----------|----------|-----------|
| Days on Market                   | 31        | 50        | 42        | 48        | 27        | 27        | 19        | 26        |           |         |          |          | 31        |
| List Price                       | \$486,629 | \$609,528 | \$491,652 | \$526,795 | \$542,824 | \$555,705 | \$633,018 | \$573,300 |           |         |          |          | \$559,346 |
| Sales Price                      | \$486,306 | \$597,344 | \$471,412 | \$544,738 | \$558,568 | \$573,839 | \$654,078 | \$590,142 |           |         |          |          | \$569,279 |
| Sales Price as a % of List Price | 100.26%   | 96.75%    | 95.79%    | 102.71%   | 102.13%   | 102.65%   | 103.20%   | 103.58%   |           |         |          |          | 101.39%   |
| Sales Price to                   | 1.21      | 1.21      | 1.20      | 1.35      | 1.27      | 1.31      | 1.38      | 1.26      |           |         |          |          | 1.29      |
| # Units Sold                     | 17        | 18        | 25        | 21        | 29        | 40        | 39        | 33        |           |         |          |          | 222       |
| Active Listings                  | 51        | 51        | 61        | 79        | 83        | 77        | 68        | 61        |           |         |          |          | 66        |
| Under Contracts                  | 60        | 63        | 79        | 93        | 96        | 85        | 81        | 56        |           |         |          |          | 77        |

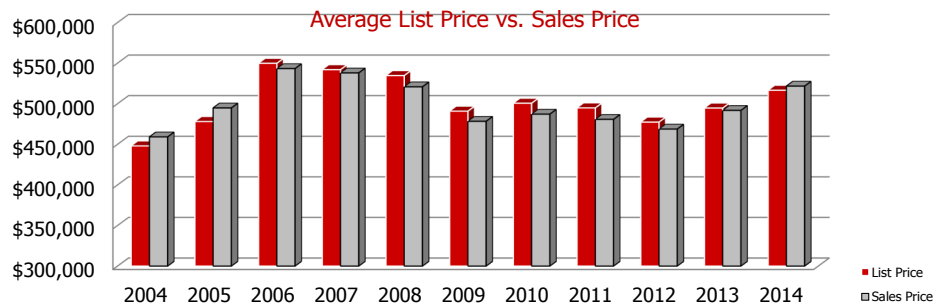
## Flashback! YTD 2014 vs YTD 2015

|                                  | 2014      | 2015      | % Change |
|----------------------------------|-----------|-----------|----------|
| Days on Market                   | 43        | 31        | -26.78%  |
| Sales Price                      | \$528,636 | \$569,279 | 7.69%    |
| Sales Price as a % of List Price | 100.92%   | 101.39%   | 0.47%    |



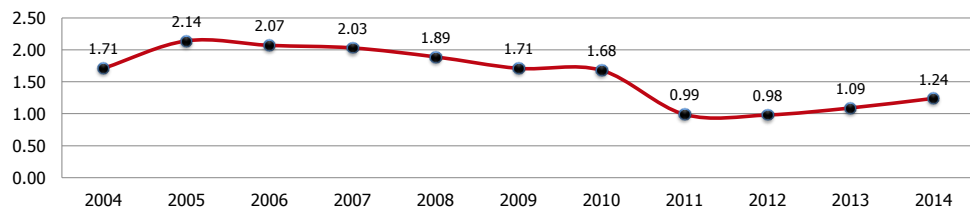
|                 | 2014 | 2015 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 208  | 222  | 6.73%    |
| Active Listings | 76   | 61   | -19.74%  |
| Under Contracts | 50   | 56   | 12.00%   |

## Maplewood Yearly Market Trends



|    | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$447,948 | \$478,050 | \$549,722 | \$541,955 | \$534,636 | \$490,803 | \$500,568 | \$494,809 | \$477,344 | \$494,642 | \$516,529 |
| SP | \$459,081 | \$94,783  | \$543,228 | \$537,926 | \$520,795 | \$478,306 | \$487,124 | \$480,676 | \$468,724 | \$491,717 | \$521,666 |

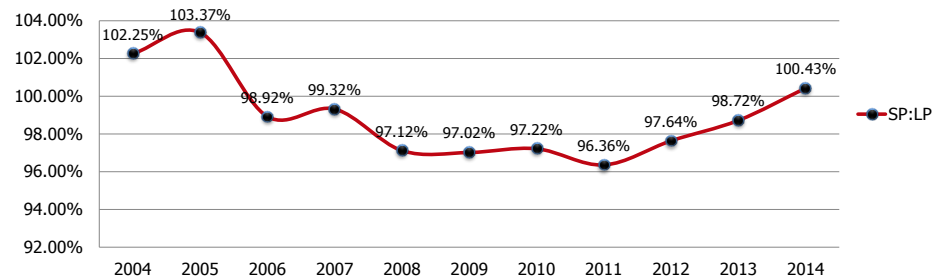
### Sales Price to Assessed Value Ratio



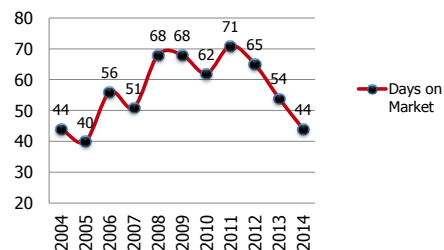
\*2010 Tax Re-evaluation

## Maplewood Monthly Market Trends

### 2004-2013 Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

