

# New Providence

## January 2021 Market Snapshot

| Units   | Address                    | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price  | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|----------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1       | 1371 Springfield Avenue U9 | TwnIntUn    | 2      | 2.1   | 28  | \$400,000        | \$400,000   | \$392,000   | 98.00%  | \$190,100        | 2.06  |
| 2       | 62 Hickson Drive           | CapeCod     | 3      | 1.0   | 7   | \$469,000        | \$469,000   | \$455,000   | 97.01%  | \$214,500        | 2.12  |
| 3       | 19 Union Avenue            | CapeCod     | 3      | 2.1   | 11  | \$479,500        | \$479,500   | \$479,500   | 100.00% | \$199,200        | 2.41  |
| 4       | 33 Charnwood Road          | Split Level | 4      | 1.2   | 87  | \$559,900        | \$529,900   | \$522,500   | 98.60%  | \$265,600        | 1.97  |
| 5       | 198 Oakwood Drive          | Ranch       | 3      | 2.0   | 87  | \$539,000        | \$529,000   | \$525,000   | 99.24%  | \$9,999,999      | 0.05  |
| 6       | 1505 Springfield Avenue    | Split Level | 4      | 2.1   | 116 | \$624,900        | \$579,000   | \$555,000   | 95.85%  | \$286,500        | 1.94  |
| 7       | 1003 Central Avenue        | Custom      | 4      | 3.1   | 37  | \$675,000        | \$675,000   | \$650,000   | 96.30%  |                  |       |
| 8       | 73 Stoneridge Road         | Ranch       | 4      | 2.1   | 16  | \$699,000        | \$699,000   | \$680,000   | 97.28%  | \$389,600        | 1.75  |
| 9       | 89 Possum Way              | Colonial    | 4      | 2.1   | 5   | \$699,000        | \$699,000   | \$709,000   | 101.43% | \$374,800        | 1.89  |
| 10      | 117 Hickson Drive          | Split Level | 4      | 2.1   | 4   | \$775,000        | \$775,000   | \$775,000   | 100.00% | \$318,000        | 2.44  |
| 11      | 31 Northview Road          | Split Level | 4      | 3.0   | 19  | \$850,000        | \$850,000   | \$850,500   | 100.06% |                  |       |
| 12      | 14 Baldwin Drive           | Colonial    | 5      | 3.1   | 41  | \$1,075,000      | \$1,075,000 | \$981,000   | 91.26%  | \$483,500        | 2.03  |
| AVERAGE |                            |             |        |       | 38  | \$653,775        | \$646,617   | \$631,208   | 97.92%  |                  | 1.87  |

### "Active" Listings in New Providence

Number of Units: 19  
 Average List Price: \$793,368  
 Average Days on Market: 51

### "Under Contract" Listings in New Providence

Number of Units: 20  
 Average List Price: \$628,145  
 Average Days on Market: 28

# New Providence 2021 Year to Date Market Trends

| YTD             | January   | February | March | April | May | June | July | August | September | October | November | December | YTD AVG   |
|-----------------|-----------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market  | 38        |          |       |       |     |      |      |        |           |         |          |          | 38        |
| List Price      | \$646,617 |          |       |       |     |      |      |        |           |         |          |          | \$646,617 |
| Sales Price     | \$631,208 |          |       |       |     |      |      |        |           |         |          |          | \$631,208 |
| SP:LP%          | 97.92%    |          |       |       |     |      |      |        |           |         |          |          | 97.92%    |
| SP to AV        | 1.87      |          |       |       |     |      |      |        |           |         |          |          | 2.08      |
| # Units Sold    | 12        |          |       |       |     |      |      |        |           |         |          |          | 12        |
| 3 Mo Rate of Ab | 1.29      |          |       |       |     |      |      |        |           |         |          |          | 1.29      |
| Active Listings | 19        |          |       |       |     |      |      |        |           |         |          |          | 19        |
| Under Contracts | 20        |          |       |       |     |      |      |        |           |         |          |          | 20        |

## Flashback! YTD 2020 vs YTD 2021

| YTD         | 2020      | 2021      | % Change |
|-------------|-----------|-----------|----------|
| DOM         | 70        | 38        | -45.48%  |
| Sales Price | \$725,100 | \$631,208 | -12.95%  |
| LP:SP       | 97.11%    | 97.92%    | 0.83%    |
| SP:AV       | 2.12      | 2.08      | -2.06%   |



| YTD             | 2020 | 2021 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 10   | 12   | 20.00%   |
| Rate of Ab 3 Mo | 2.15 | 1.29 | -40.00%  |
| Actives         | 40   | 19   | -52.50%  |
| Under Contracts | 14   | 20   | 42.86%   |

## New Providence Yearly Market Trends

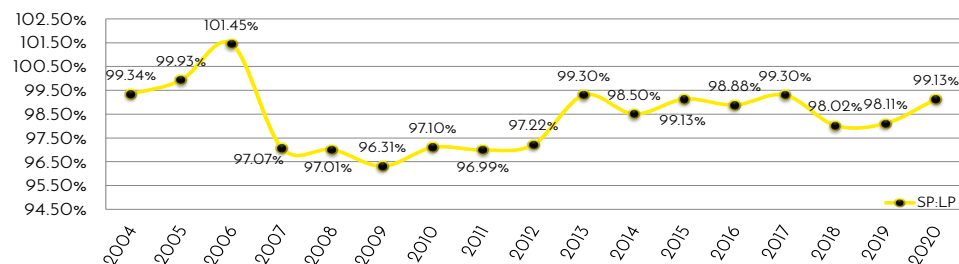
Average List Price vs. Sales Price



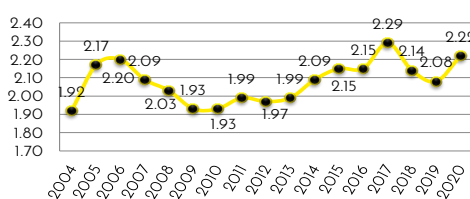
| Year | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015      | 2016      | 2017      | 2018      | 2019      | 2020      |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP   | \$521,966 | \$605,409 | \$605,135 | \$593,767 | \$612,767 | \$541,011 | \$576,237 | \$583,442 | \$572,058 | \$550,452 | \$641,578 | \$631,763 | \$609,016 | \$651,105 | \$630,388 | \$614,176 | \$692,881 |
| SP   | \$518,622 | \$605,152 | \$609,698 | \$577,094 | \$595,956 | \$520,133 | \$560,350 | \$567,434 | \$558,436 | \$548,261 | \$631,192 | \$624,885 | \$601,776 | \$646,304 | \$618,837 | \$602,865 | \$686,474 |

## New Providence Yearly Market Trends

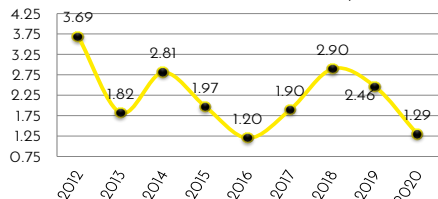
Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio

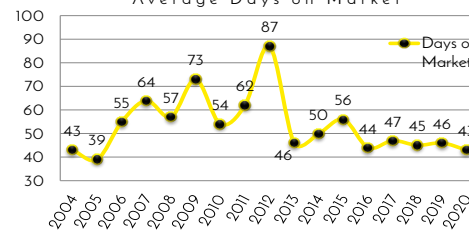


12 Month Rate of Absorption



Data only available until 2012

Average Days on Market



Number of Units Sold

