

New Providence

December 2020 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|-------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 28 3rd Street | CapeCod | 5 | 2.0 | 58 | \$525,000 | \$495,900 | \$425,000 | 85.70% | \$250,100 | 1.70 |
| 2 | 63 Laurel Drive | Colonial | 3 | 2.0 | 2 | \$475,000 | \$475,000 | \$460,503 | 96.95% | \$249,400 | 1.85 |
| 3 | 383 Central Avenue | CapeCod | 3 | 2.0 | 7 | \$499,000 | \$499,000 | \$500,000 | 100.20% | \$208,800 | 2.39 |
| 4 | 25 Bergen Road | Colonial | 3 | 2.0 | 14 | \$499,000 | \$499,000 | \$504,000 | 101.00% | \$222,800 | 2.26 |
| 5 | 1542 Springfield Avenue | Split Level | 4 | 2.1 | 82 | \$630,000 | \$550,000 | \$508,000 | 92.36% | \$314,300 | 1.62 |
| 6 | 300 Elkwood Avenue | CapeCod | 3 | 2.0 | 24 | \$550,000 | \$525,000 | \$530,000 | 100.95% | \$243,600 | 2.18 |
| 7 | 1175 Springfield Avenue | Colonial | 4 | 2.1 | 69 | \$639,000 | \$550,000 | \$535,000 | 97.27% | \$239,300 | 2.24 |
| 8 | 266 Union Avenue | Split Level | 3 | 2.1 | 15 | \$589,000 | \$589,000 | \$589,000 | 100.00% | \$282,600 | 2.08 |
| 9 | 167 Maple Street | Split Level | 4 | 2.2 | 11 | \$585,000 | \$585,000 | \$595,000 | 101.71% | \$295,800 | 2.01 |
| 10 | 145 Knollwood Drive | Bi-Level | 4 | 2.1 | 141 | \$629,900 | \$629,900 | \$599,000 | 95.09% | \$310,400 | 1.93 |
| 11 | 10 Schindler Place | Split Level | 3 | 2.1 | 8 | \$569,000 | \$569,000 | \$601,000 | 105.62% | \$289,300 | 2.08 |
| 12 | 15 Martins Lane | Custom | 3 | 2.0 | 55 | \$624,999 | \$619,999 | \$610,000 | 98.39% | \$259,300 | 2.35 |
| 13 | 16 Hansell Road | Ranch | 3 | 2.1 | 12 | \$599,000 | \$599,000 | \$645,000 | 107.68% | \$345,900 | 1.86 |
| 14 | 20 Riverbend Court | TwnEndUn | 3 | 3.0 | 14 | \$649,000 | \$649,000 | \$649,000 | 100.00% | | |
| 15 | 166 Pittsford Way | Split Level | 3 | 2.1 | 13 | \$650,000 | \$650,000 | \$662,000 | 101.85% | \$330,500 | 2.00 |
| 16 | 31 Whitman Drive | Split Level | 5 | 4.1 | 17 | \$685,000 | \$685,000 | \$700,000 | 102.19% | \$316,800 | 2.21 |
| 17 | 38 Pittsford Way | CapeCod | 4 | 2.0 | 14 | \$689,000 | \$689,000 | \$705,000 | 102.32% | \$282,300 | 2.50 |
| 18 | 145 Hickson Drive | Split Level | 5 | 3.1 | 13 | \$785,000 | \$785,000 | \$810,000 | 103.18% | \$330,100 | 2.45 |
| 19 | 88 Candlewood Drive | RanchExp | 5 | 4.0 | 10 | \$799,999 | \$799,999 | \$840,000 | 105.00% | \$393,700 | 2.13 |
| 20 | 22 Fox Run | Ranch | 3 | 3.0 | 11 | \$815,000 | \$815,000 | \$879,000 | 107.85% | \$389,500 | 2.26 |

COMPASS

New Providence

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|---------|-------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 21 | 101 Commonwealth Avenue | Colonial | 4 | 3.1 | 31 | \$889,000 | \$889,000 | \$890,000 | 100.11% | \$256,300 | 3.47 |
| 22 | 177 Runnymede Parkway | Colonial | 5 | 3.1 | 35 | \$1,100,000 | \$998,000 | \$998,000 | 100.00% | \$421,800 | 2.37 |
| 23 | 42 Magnolia Drive | Colonial | 5 | 5.1 | 1 | \$1,295,000 | \$1,295,000 | \$1,295,000 | 100.00% | | |
| 24 | 22 Colchester Road | Colonial | 5 | 4.3 | 44 | \$1,599,000 | \$1,549,000 | \$1,500,000 | 96.84% | \$676,400 | 2.22 |
| 25 | 29 Pine Court | Colonial | 5 | 3.1 | 127 | \$1,680,000 | \$1,595,000 | \$1,575,000 | 98.75% | \$783,100 | 2.01 |
| AVERAGE | | | | | 33 | \$761,996 | \$743,392 | \$744,180 | 100.04% | | 2.18 |

"Active" Listings in New Providence

Number of Units: 15
 Average List Price: \$727,820
 Average Days on Market: 74

"Under Contract" Listings in New Providence

Number of Units: 19
 Average List Price: \$615,468
 Average Days on Market: 43

New Providence 2020 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 70 | 58 | 67 | 33 | 43 | 44 | 70 | 55 | 29 | 20 | 27 | 33 | 43 |
| List Price | \$743,790 | \$676,714 | \$707,544 | \$712,767 | \$629,564 | \$658,833 | \$683,895 | \$767,311 | \$646,635 | \$661,935 | \$661,276 | \$743,392 | \$692,881 |
| Sales Price | \$725,100 | \$648,929 | \$692,389 | \$708,667 | \$614,364 | \$642,500 | \$677,060 | \$754,000 | \$644,218 | \$661,910 | \$667,847 | \$744,180 | \$686,474 |
| SP:LP% | 97.11% | 96.30% | 98.45% | 99.22% | 97.86% | 96.87% | 98.84% | 98.98% | 99.69% | 100.16% | 100.59% | 100.04% | 99.13% |
| SP to AV | 2.12 | 2.05 | 2.21 | 2.27 | 2.13 | 2.00 | 2.22 | 2.23 | 2.23 | 2.28 | 2.36 | 2.18 | 2.22 |
| # Units Sold | 10 | 7 | 9 | 9 | 11 | 6 | 21 | 18 | 23 | 20 | 17 | 25 | 176 |
| 3 Mo Rate of Ab | 2.15 | 3.80 | 5.88 | 4.63 | 4.45 | 3.89 | 3.51 | 2.27 | 1.80 | 2.13 | 1.31 | 0.92 | 3.06 |
| Active Listings | 40 | 43 | 44 | 36 | 44 | 30 | 32 | 31 | 33 | 39 | 21 | 15 | 34 |
| Under Contracts | 14 | 22 | 16 | 14 | 16 | 38 | 35 | 36 | 37 | 36 | 32 | 19 | 26 |

Flashback! YTD 2019 vs YTD 2020

| YTD | 2019 | 2020 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 46 | 43 | -7.25% |
| Sales Price | \$602,865 | \$686,474 | 13.87% |
| LP:SP | 98.11% | 99.13% | 1.04% |
| SP:AV | 2.08 | 2.22 | 6.63% |

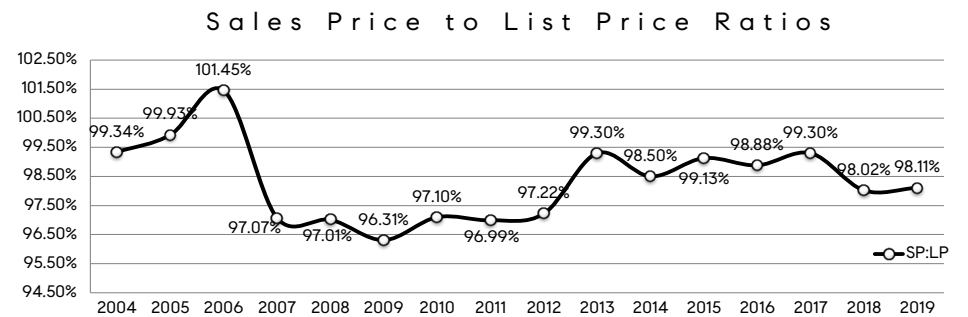
COMPASS

| YTD | 2019 | 2020 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 169 | 176 | 4.14% |
| Rate of Ab 3 Mo | 2.06 | 0.92 | -55.34% |
| Actives | 38 | 15 | -60.53% |
| Under Contracts | 12 | 19 | 58.33% |

New Providence Yearly Market Trends



New Providence Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 |
| SP | \$518,622 | \$605,152 | \$609,698 | \$577,094 | \$595,956 | \$520,133 | \$560,350 | \$567,434 | \$558,436 | \$548,261 | \$624,885 | \$601,776 | \$646,304 | \$618,837 | \$602,865 | |

