

Hanover

July 2022 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|--------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 83 Sunrise Drive | OneFloor | 2 | 2.0 | 6 | \$359,900 | \$359,900 | \$348,500 | 96.83% | \$286,500 | 1.22 |
| 2 | 8 Alanon Street | Ranch | 3 | 1.1 | 7 | \$575,000 | \$575,000 | \$534,000 | 92.87% | \$351,100 | 1.52 |
| 3 | 49 Woodland Avenue | Colonial | 4 | 2.1 | 52 | \$649,900 | \$549,900 | \$548,500 | 99.75% | \$335,800 | 1.63 |
| 4 | 6 S Belair Avenue | Colonial | 3 | 1.1 | 25 | \$499,000 | \$499,000 | \$565,000 | 113.23% | \$329,400 | 1.72 |
| 5 | 56 Oak Boulevard | Colonial | 4 | 3.0 | 24 | \$575,000 | \$575,000 | \$575,000 | 100.00% | \$411,500 | 1.40 |
| 6 | 95 Parsippany Road | Ranch | 3 | 2.0 | 16 | \$597,500 | \$597,500 | \$597,500 | 100.00% | \$389,700 | 1.53 |
| 7 | 7 Salem Drive W | SplitLev | 4 | 1.1 | 32 | \$650,000 | \$650,000 | \$625,000 | 96.15% | \$375,900 | 1.66 |
| 8 | 18 Old Farm Road | SplitLev | 4 | 2.1 | 15 | \$740,000 | \$740,000 | \$815,000 | 110.14% | \$502,800 | 1.62 |
| 9 | 13 Gristmill Road | Colonial | 4 | 2.1 | 14 | \$850,000 | \$850,000 | \$875,000 | 102.94% | \$522,300 | 1.68 |
| 10 | 81 Reynolds Avenue | Colonial | 4 | 4.0 | 24 | \$899,000 | \$899,000 | \$960,000 | 106.79% | \$590,600 | 1.63 |
| 11 | 10 Boulevard Road | Colonial | 4 | 3.1 | 20 | \$1,095,000 | \$1,095,000 | \$1,125,000 | 102.74% | \$698,300 | 1.61 |
| AVERAGE | | | | | 21 | \$680,936 | \$671,845 | \$688,045 | 101.95% | | 1.56 |

"Active" Listings in Hanover

Number of Units: 19
 Average List Price: \$690,726
 Average Days on Market: 24

"Under Contract" Listings in Hanover

Number of Units: 19
 Average List Price: \$595,284
 Average Days on Market: 23

Hanover 2022 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 33 | 35 | 14 | 23 | 19 | 18 | 21 | | | | | | 23 |
| List Price | \$488,746 | \$519,316 | \$673,927 | \$462,989 | \$618,913 | \$542,985 | \$671,845 | | | | | | \$567,606 |
| Sales Price | \$495,077 | \$537,833 | \$714,909 | \$485,222 | \$624,625 | \$566,560 | \$688,045 | | | | | | \$586,260 |
| SP:LP% | 99.76% | 104.54% | 106.76% | 104.59% | 100.31% | 104.62% | 101.95% | | | | | | 103.17% |
| SP to AV | 1.33 | 1.46 | 1.60 | 1.44 | 1.48 | 1.54 | 1.56 | | | | | | 1.49 |
| # Units Sold | 13 | 12 | 11 | 9 | 16 | 24 | 11 | | | | | | 96 |
| 3 Mo Rate of Ab | 0.66 | 0.64 | 0.97 | 1.69 | 1.12 | 1.00 | 1.08 | | | | | | 1.02 |
| Active Listings | 9 | 10 | 9 | 16 | 11 | 14 | 19 | | | | | | 13 |
| Under Contracts | 20 | 18 | 25 | 29 | 30 | 22 | 19 | | | | | | 23 |

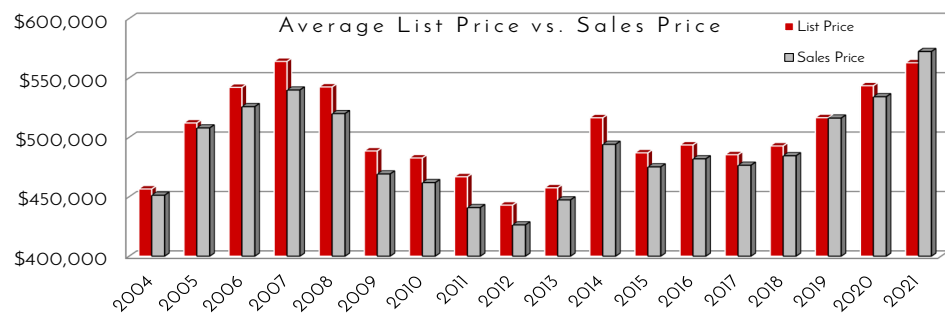
Flashback! YTD 2021 vs YTD 2022

| YTD | 2021 | 2022 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 26 | 23 | -11.13% |
| Sales Price | \$572,643 | \$586,260 | 2.38% |
| LP:SP | 101.97% | 103.17% | 1.17% |
| SP:AV | 1.43 | 1.49 | 4.30% |

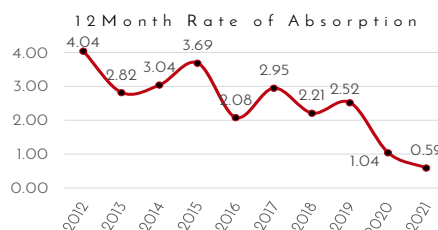
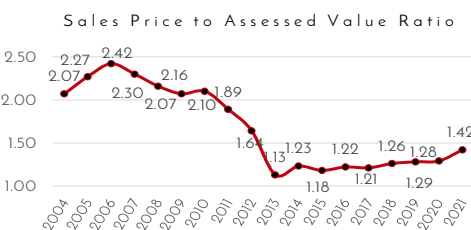


| YTD | 2021 | 2022 | % Change |
|-----------------|---------|------|----------|
| # Units Sold | 81 | 96 | 18.52% |
| Rate of Ab 3 Mo | 1.60 | 1.08 | -32.50% |
| Actives | No Data | 19 | |
| Under Contracts | No Data | 19 | |

Hanover Yearly Market Trends



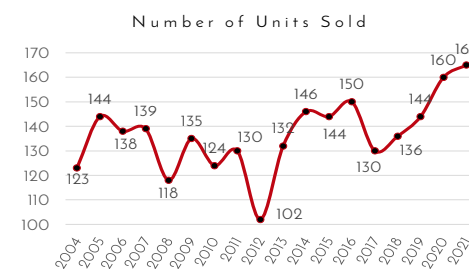
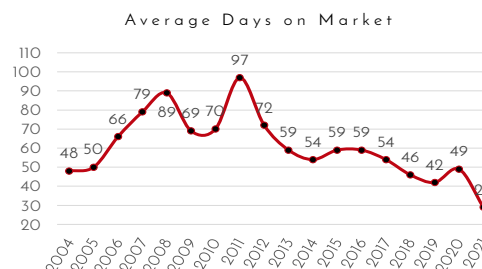
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$456,525 | \$512,057 | \$542,066 | \$563,884 | \$542,384 | \$488,521 | \$482,619 | \$466,814 | \$442,950 | \$457,509 | \$516,448 | \$486,937 | \$493,568 | \$485,357 | \$492,719 | \$516,523 | \$543,390 | \$562,723 |
| SP | \$451,271 | \$507,922 | \$525,847 | \$539,821 | \$519,983 | \$469,175 | \$461,892 | \$440,899 | \$426,314 | \$447,346 | \$494,127 | \$475,137 | \$481,900 | \$476,492 | \$484,482 | \$506,190 | \$534,152 | \$572,196 |



Data only available until 2012

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

Hanover Yearly Market Trends



Not intended to solicit a property already listed.

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