

Berkeley Heights

October 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	49 Park Edge	FirstFlr	1	1.0	23	\$172,900	\$172,900	\$169,000	97.74%	\$117,900	1.43
2	415 Emerson Lane	Colonial	5	2.1	85	\$595,000	\$595,000	\$565,000	94.96%	\$351,500	1.61
3	5 Murray Hill Boulevard	Colonial	5	3.0	49	\$925,000	\$899,000	\$899,000	100.00%	\$467,300	1.92
AVERAGE					52	\$564,300	\$555,633	\$544,333	97.57%		1.65

"ACTIVE" Listings in Berkeley Heights

Number of Units: 72
Average List Price: \$653,725
Average Days on Market: 80

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: 27
Average List Price: \$592,148
Average Days on Market: 48

Berkeley Heights 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	73	55	77	29	29	28	34	71	50	52			48
List Price	\$606,991	\$488,667	\$542,700	\$596,513	\$680,940	\$679,204	\$689,464	\$669,974	\$652,590	\$555,633			\$634,599
Sales Price	\$595,091	\$488,583	\$529,286	\$591,893	\$664,275	\$673,196	\$677,502	\$654,742	\$629,750	\$544,333			\$623,284
Sales Price as a % of List Price	97.65%	99.77%	97.24%	99.15%	98.57%	99.20%	98.30%	97.72%	96.81%	97.57%			98.26%
Sales Price to Assessed Value	1.75	2.16	1.94	1.88	2.13	2.00	1.94	2.16	1.87	1.65			1.98
# Units Sold	11	6	14	15	10	23	17	19	10	3			128
Active Listings	29	36	39	56	63	72	71	68	84	72			59
Under Contracts	21	28	30	32	43	32	25	17	14	27			27

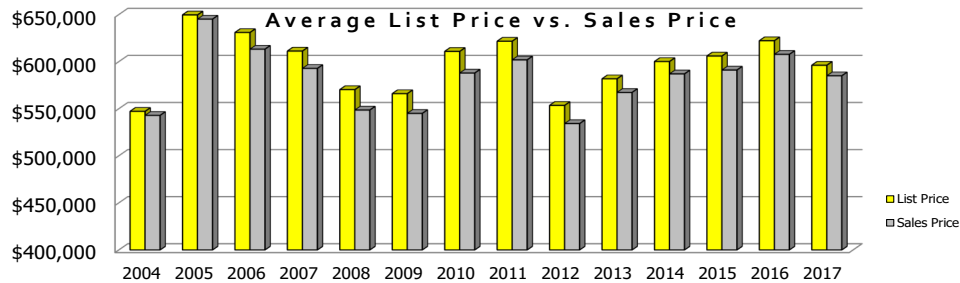
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	54	48	-10.59%
Sales Price	\$592,430	\$623,284	5.21%
Sales Price to Assessed Value	1.93	1.98	2.19%

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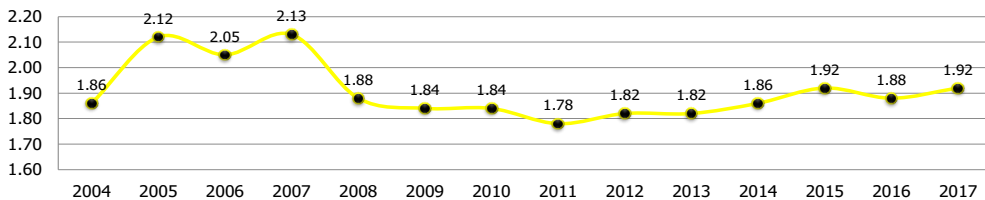
YTD	2017	2018	% Change
# Units Sold	147	128	-12.93%
Active Listings	47	72	53.19%
Under Contracts	33	27	-18.18%

Berkeley Heights Yearly Market Trends

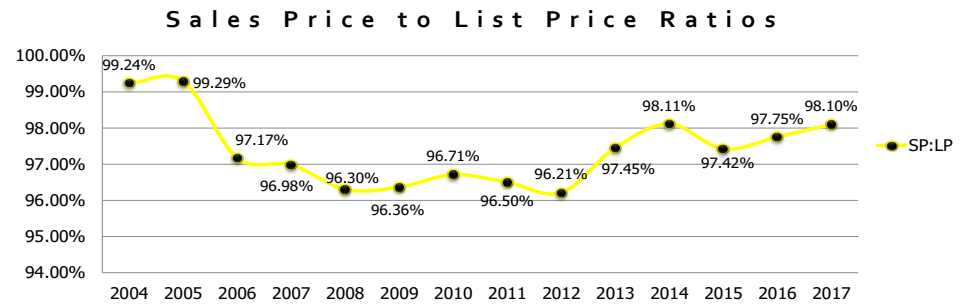


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960

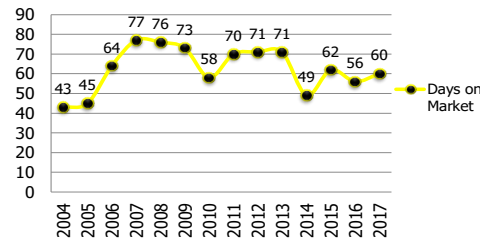
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

