

Berkeley Heights

November 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	29 Park Edge	TwnIntUn	2	2.0	28	\$315,000	\$315,000	\$307,500	97.62%	\$171,400	1.79
2	16 Helen Way	TwnIntUn	2	2.1	16	\$400,000	\$400,000	\$400,000	100.00%	\$219,800	1.82
3	26 Angela Way	TwnIntUn	2	2.1	19	\$409,000	\$409,000	\$401,000	98.04%	\$217,800	1.84
4	222 Springfield Avenue	Ranch	3	2.0	33	\$444,900	\$444,900	\$444,900	100.00%	\$181,600	2.45
5	243 Mc Mane Avenue	Ranch	3	3.0	8	\$475,000	\$475,000	\$515,000	108.42%	\$268,300	1.92
6	168 Rutgers Avenue	Colonial	4	3.0	23	\$515,000	\$515,000	\$516,000	100.19%	\$207,500	2.49
7	12 Rutgers Avenue	Bi-Level	4	2.0	58	\$625,000	\$599,900	\$575,000	95.85%	\$271,200	2.12
8	122 Garfield Street	Bi-Level	4	2.1	23	\$599,000	\$599,000	\$585,000	97.66%	\$236,100	2.48
9	65 Windosr Way	Split Level	4	2.1	77	\$638,000	\$619,500	\$605,000	97.66%	\$252,400	2.40
10	205 Spring Ridge Drive	Colonial	4	2.1	37	\$825,000	\$800,000	\$801,000	100.13%	\$408,200	1.96
11	206 Washington Street	Custom	4	4.0	185	\$999,000	\$899,000	\$850,000	94.55%	\$406,300	2.09
12	15 Kingman Road	Colonial	6	5.1	1	\$1,395,000	\$1,395,000	\$1,395,000	100.00%		
AVERAGE					42	\$636,658	\$622,608	\$616,283	99.18%		2.12

"ACTIVE" Listings in Berkeley Heights

Number of Units: 68
Average List Price: \$630,683
Average Days on Market: 84

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: 18
Average List Price: \$546,572
Average Days on Market: 54

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	42		48
List Price	\$606,991	\$488,667	\$542,700	\$596,513	\$680,940	\$679,204	\$689,464	\$669,974	\$652,590	\$555,633	\$622,608		\$633,571
Sales Price	\$595,091	\$488,583	\$529,286	\$591,893	\$664,275	\$673,196	\$677,502	\$654,742	\$629,750	\$544,333	\$616,283		\$622,683
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%	99.18%		98.34%
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	2.12		1.99
# Units Sold	11	6	14	15	10	23	17	19	10	3	12		140
Active Listings	29	36	39	56	63	72	71	68	84	72	68		60
Under Contracts	21	28	30	32	43	32	25	17	14	27	18		26

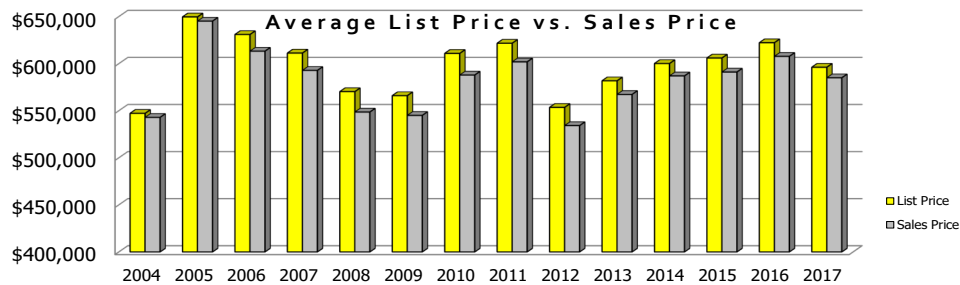
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	57	48	-16.15%
Sales Price	\$581,595	\$622,683	7.06%
Sales Price to Assessed Value	1.92	1.99	3.47%

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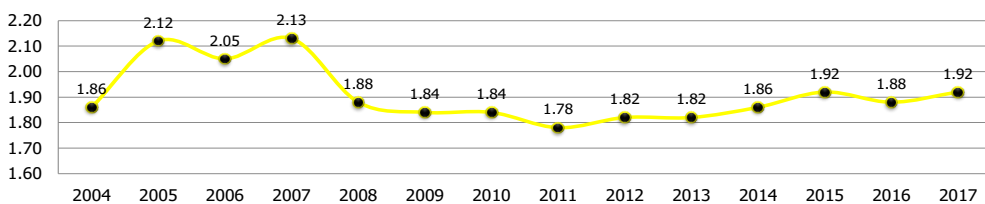
YTD	2017	2018	% Change
# Units Sold	166	140	-15.66%
Active Listings	51	68	33.33%
Under Contracts	23	18	-21.74%

Berkeley Heights Yearly Market Trends

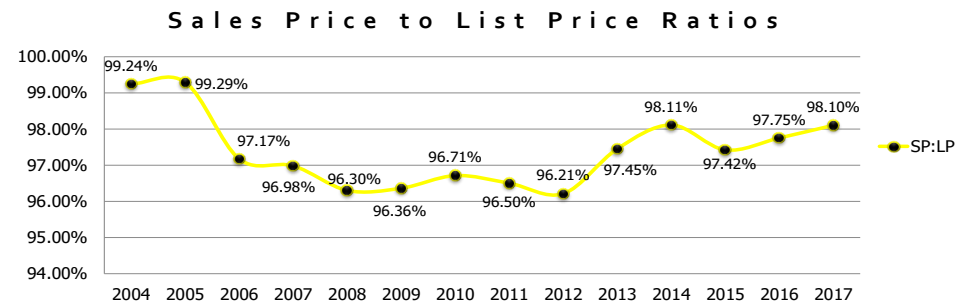


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178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

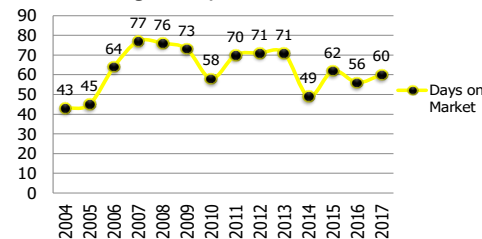
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

