

Berkeley Heights

December 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	60 Ralph Place	CapeCod	3	2.0	13	\$339,000	\$339,000	\$325,000	95.87%	\$174,200	1.87
2	21 Woodruff Avenue	Ranch	2	1.0	15	\$329,000	\$329,000	\$352,000	106.99%	\$190,000	1.85
3	139 Plainfield Avenue U2	MultiFlr	2	3.0	134	\$394,000	\$389,000	\$370,000	95.12%	\$187,500	1.97
4	206 Emerson Lane	Ranch	4	2.0	30	\$410,000	\$399,000	\$385,000	96.49%	Free Acres	
5	4 Berkeley Square	TwndUn	3	2.1	84	\$458,000	\$448,000	\$440,000	98.21%	\$244,800	1.80
6	19 Woodwild Way	Colonial	4	2.1	1	\$535,000	\$535,000	\$535,000	100.00%	\$374,300	1.43
7	237 River Bend Road	Bi-Level	4	2.1	23	\$589,900	\$575,000	\$560,000	97.39%	\$280,300	2.00
8	116 Twin Falls Road	Colonial	3	2.0	16	\$599,000	\$599,000	\$595,000	99.33%	\$259,300	2.29
9	88 Sutton Drive	Custom	5	3.0	17	\$650,000	\$650,000	\$675,000	103.85%	\$290,000	2.33
10	105 Chestnut Hill Drive	Custom	4	3.0	54	\$769,000	\$749,000	\$720,000	96.13%	\$325,600	2.21
11	15 Bristol Court	Colonial	5	2.1	1	\$899,000	\$899,000	\$880,000	97.89%	\$394,100	2.23
12	222 Lorraine Drive	Colonial	4	2.2	15	\$899,900	\$899,900	\$928,000	103.12%	\$467,600	1.98
AVERAGE					34	\$572,650	\$567,575	\$563,750	99.20%		2.00

"ACTIVE" Listings in Berkeley Heights

Number of Units: 56
Average List Price: \$605,925
Average Days on Market: 77

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: 12
Average List Price: \$517,525
Average Days on Market: 74

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	34	46
List Price	\$606,991	\$488,667	\$542,700	\$596,513	\$680,940	\$679,204	\$689,464	\$669,974	\$652,590	\$555,633	\$622,608	\$567,575	\$628,361
Sales Price	\$595,091	\$488,583	\$529,286	\$591,893	\$664,275	\$673,196	\$677,502	\$654,742	\$629,750	\$544,333	\$616,283	\$563,750	\$618,031
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%	99.20%	98.41%
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	2.00	1.99
# Units Sold	11	6	14	15	10	23	17	19	10	3	12	12	152
Active Listings	29	36	39	56	63	72	71	68	84	72	68	56	60
Under Contracts	21	28	30	32	43	32	25	17	14	27	18	12	25

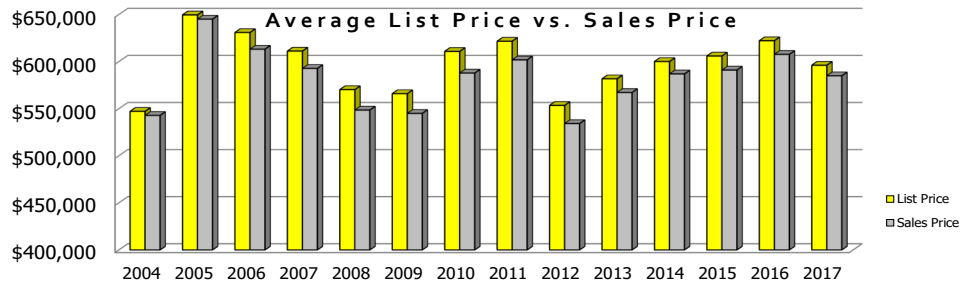
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	60	46	-22.78%
Sales Price	\$584,960	\$618,031	5.65%
Sales Price to Assessed Value	1.92	1.99	3.65%

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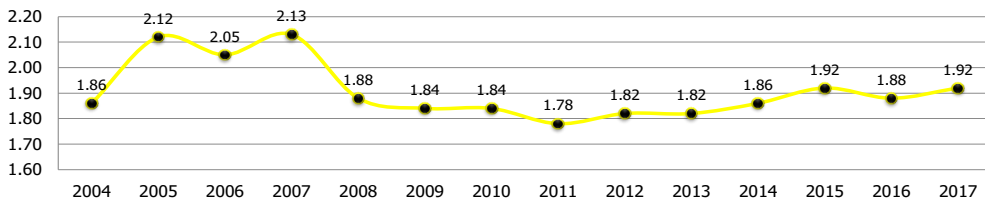
YTD	2017	2018	% Change
# Units Sold	181	152	-16.02%
Active Listings	36	56	55.56%
Under Contracts	19	12	-36.84%

Berkeley Heights Yearly Market Trends

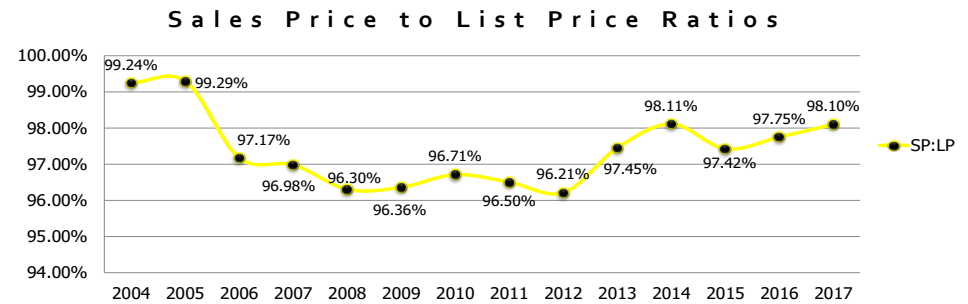


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178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

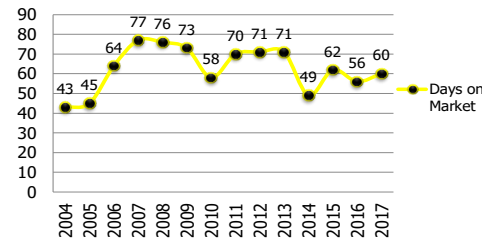
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

