

# Berkeley Heights

## May 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	71 Park Edge	OneFloor	1	1.0	22	\$174,900	\$174,900	\$174,900	100.00%	\$113,100	1.55
2	411 Emerson Lane	Bungalow	2	1.0	128	\$274,900	\$224,900	\$224,000	99.60%	\$152,300	1.47
3	223 Springfield Avenue	CapeCod	3	1.1	48	\$399,000	\$375,000	\$365,000	97.33%	\$176,000	2.07
4	751 Plainfield Avenue	Colonial	3	2.0	48	\$399,999	\$399,999	\$397,000	99.25%	\$176,600	2.25
5	77 Maple Avenue	Colonial	3	2.1	22	\$449,000	\$429,000	\$425,000	99.07%	\$228,300	1.86
6	602 Snyder Avenue	CapeCod	3	2.0	38	\$500,000	\$500,000	\$450,000	90.00%	\$218,200	2.06
7	285 River Bend Road	Split Level	4	2.1	25	\$525,000	\$525,000	\$507,500	96.67%	\$260,500	1.95
8	79 Cromwell Court	Ranch	4	2.0	18	\$539,000	\$539,000	\$525,000	97.40%	\$256,600	2.05
9	204 Timber Drive	Split Level	3	2.0	172	\$579,000	\$539,000	\$532,000	98.70%	\$287,300	1.85
10	200 Sutton Drive	Split Level	3	2.1	20	\$560,000	\$560,000	\$565,000	100.89%	\$291,100	1.94
11	367 River Bend Road	Split Level	4	2.1	4	\$579,000	\$579,000	\$572,000	98.79%	\$261,800	2.18
12	38 Greenbriar Drive	Split Level	4	2.1	32	\$579,000	\$579,000	\$579,000	100.00%	\$290,500	1.99
13	240 Lorriane Drive	Ranch	4	3.1	83	\$599,900	\$599,900	\$580,000	96.68%	\$373,400	1.55
14	72 Twin Falls Road	Split Level	3	2.1	9	\$585,000	\$585,000	\$590,000	100.85%	\$261,000	2.26
15	23 Mercer Road	Split Level	4	2.2	91	\$634,000	\$619,000	\$600,000	96.93%	\$365,800	1.64
16	14 Archer Lane	Colonial	4	2.1	92	\$649,999	\$639,999	\$605,000	94.53%	\$298,600	2.03
17	89 Tudor Lane	Split Level	4	2.1	31	\$639,000	\$639,000	\$620,000	97.03%	\$275,800	2.25
18	70 Winchip Road	Split Level	3	2.0	65	\$679,000	\$639,000	\$622,000	97.34%	\$364,600	1.71
19	9 York Place	Split Level	4	2.1	14	\$669,000	\$669,000	\$652,500	97.53%	\$317,200	2.06
20	569 Springfield Ave Unit 2	TwnIntUn	3	3.1	62	\$680,000	\$680,000	\$670,000	98.53%		

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21	569 Springfield Ave Unit 3	TwnEndUn	3	3.1	40	\$699,000	\$699,000	\$675,000	96.57%		
22	50 Eleni Way	Colonial	5	2.1	7	\$699,000	\$699,000	\$690,000	98.71%	\$383,900	1.80
23	39 Ridge Drive	Colonial	4	2.2	50	\$750,000	\$725,000	\$712,000	98.21%	\$355,800	2.00
24	881 Mountain Avenue	Colonial	4	2.1	158	\$789,000	\$764,900	\$730,000	95.44%	\$362,800	2.01
AVERAGE					53	\$567,987	\$557,650	\$544,288	97.75%		1.93

### "Active" Listings in Berkeley Heights

Number of Units: 67  
 Average List Price: \$710,163  
 Average Days on Market: 65

### "Under Contract" Listings in Berkeley Heights

Number of Units: 33  
 Average List Price: \$616,706  
 Average Days on Market: 59

# Berkeley Heights 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	91	70	78	39	53								63
List Price	\$527,163	\$619,864	\$522,147	\$748,033	\$557,650								\$586,180
Sales Price	\$510,359	\$600,833	\$515,029	\$733,492	\$544,288								\$573,010
SP:LP%	96.33%	96.47%	98.79%	98.07%	97.75%								97.73%
SP to AV	1.69	1.90	1.86	1.91	1.93								1.88
# Units Sold	8	9	17	12	24								70
3 Mo Rate of Ab	6.20	6.00	6.35	5.84	4.13								5.70
Active Listings	69	65	77	73	67								70
Under Contracts	16	22	32	38	33								28

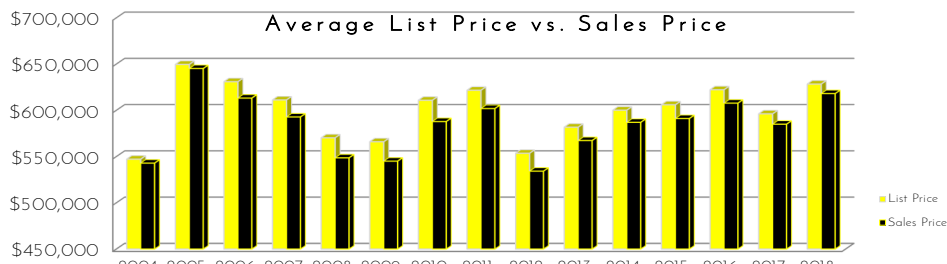
## Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	52	63	20.29%
Sales Price	\$578,726	\$573,010	-0.99%
LP:SP	98.34%	97.73%	-0.62%
SP:AV	1.96	1.88	-4.08%



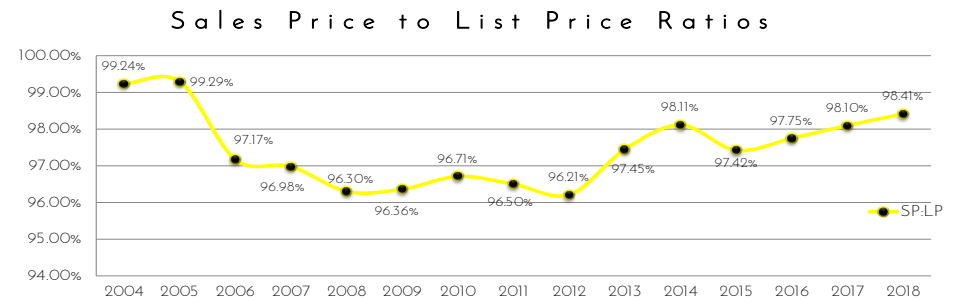
YTD	2018	2019	% Change
# Units Sold	56	70	25.00%
Rate of Ab 3 Mo	4.74	4.13	-12.87%
Actives	63	67	6.35%
Under Contracts	43	33	-23.26%

### Berkeley Heights Yearly Market Trends

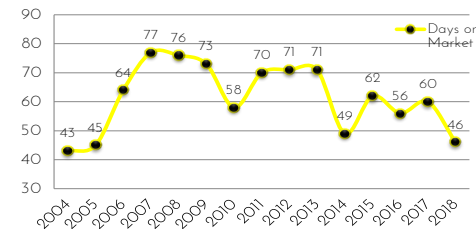


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031

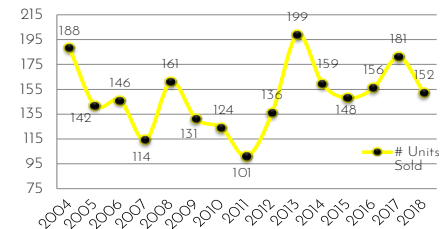
### Berkeley Heights Yearly Market Trends



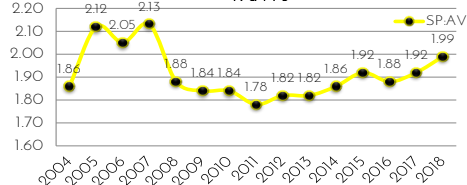
### Average Days on Market



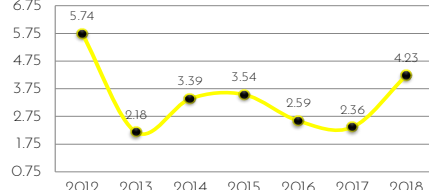
### Number of Units Sold



### Sales Price to Assessed Value Ratio



### 12 Month Rate of Absorption



Data only available until 2012