

Berkeley Heights

June 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	15 Lancelot Drive	TwnIntUn	2	2.1	19	\$390,000	\$390,000	\$390,000	100.00%	\$193,600	2.01
2	254 River Bend Road	Bi-Level	4	3.0	35	\$446,500	\$446,500	\$446,000	99.89%	\$316,300	1.41
3	392 Plainfield Avenue	Ranch	3	2.0	7	\$459,000	\$459,000	\$455,000	99.13%	\$209,800	2.17
4	3 Daisy Road	TwnIntUn	2	2.1	12	\$469,900	\$469,900	\$460,000	97.89%	\$230,700	1.99
5	595 Mountain Avenue	Split Level	3	2.1	23	\$500,000	\$500,000	\$495,000	99.00%	\$274,800	1.80
6	608 Snyder Avenue	Ranch	3	1.1	46	\$539,000	\$539,000	\$500,000	92.76%	\$233,200	2.14
7	11 E Whispering Way	TwnIntUn	3	2.1	2	\$500,000	\$500,000	\$500,000	100.00%	\$280,500	1.78
8	53 Cromwell Court	Ranch	4	3.0	69	\$559,500	\$535,000	\$535,000	100.00%	\$282,600	1.89
9	40 Kline Place	Ranch	3	2.1	42	\$599,000	\$579,000	\$575,000	99.31%	\$273,900	2.10
10	293 Diamond Hill Road	Bi-Level	4	3.0	13	\$589,000	\$589,000	\$585,000	99.32%	\$239,100	2.45
11	138 Chaucer Drive	Colonial	4	2.1	30	\$669,900	\$669,900	\$635,000	94.79%	\$291,000	2.18
12	43 Cornell Avenue	Colonial	3	2.1	29	\$679,000	\$679,000	\$650,000	95.73%	\$286,200	2.27
13	630 Snyder Avenue	Colonial	3	2.1	148	\$730,000	\$710,000	\$660,000	92.96%	\$380,900	1.73
14	569 Springfield Ave Unit 1	TwnEndUn	3	3.1	28	\$660,000	\$660,000	\$660,000	100.00%		
15	19 Inwood Road	Colonial	5	3.1	177	\$849,900	\$749,000	\$700,000	93.46%		
16	225 Killarney Drive	Colonial	4	2.1	107	\$794,000	\$794,000	\$770,000	96.98%	\$416,700	1.85
17	182 Maple Avenue	Custom	4	3.1	9	\$819,000	\$819,000	\$825,000	100.73%	\$388,900	2.12
18	64 Woodwild Way	Colonial	6	4.1	1	\$1,100,000	\$1,100,000	\$1,100,000	100.00%	\$504,200	2.18
AVERAGE					44	\$630,761	\$621,572	\$607,833	97.89%		2.01

"Active" Listings in Berkeley Heights

Number of Units: 69
 Average List Price: \$714,397
 Average Days on Market: 74

"Under Contract" Listings in Berkeley Heights

Number of Units: 34
 Average List Price: \$656,844
 Average Days on Market: 66

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	44							59
List Price	\$527,163	\$619,864	\$522,147	\$748,033	\$557,650	\$621,572							\$593,419
Sales Price	\$510,359	\$600,833	\$515,029	\$733,492	\$544,288	\$607,833							\$580,133
SP:LP%	96.33%	96.47%	98.79%	98.07%	97.75%	97.89%							97.76%
SP to AV	1.69	1.90	1.86	1.91	1.93	2.01							1.90
# Units Sold	8	9	17	12	24	18							88
3 Mo Rate of Ab	6.20	6.00	6.35	5.84	4.13	4.06							5.43
Active Listings	69	65	77	73	67	69							70
Under Contracts	16	22	32	38	33	34							29

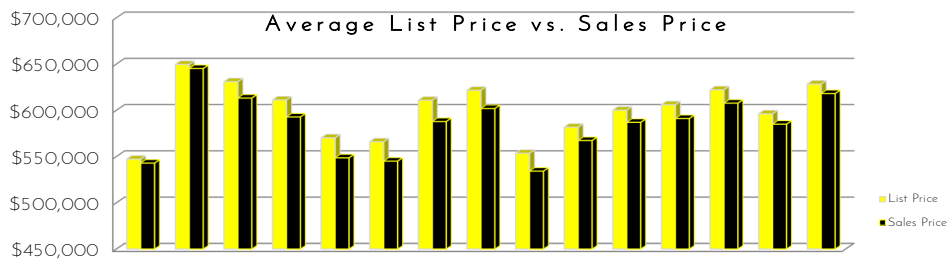
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	45	59	31.03%
Sales Price	\$606,230	\$580,133	-4.30%
LP:SP	98.59%	97.76%	-0.84%
SP:AV	1.97	1.90	-3.40%



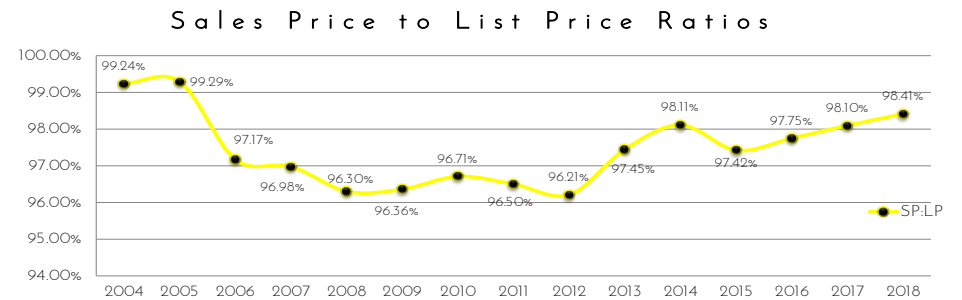
YTD	2018	2019	% Change
# Units Sold	79	88	11.39%
Rate of Ab 3 Mo	4.44	4.06	-8.56%
Actives	72	69	-4.17%
Under Contracts	32	34	6.25%

Berkeley Heights Yearly Market Trends

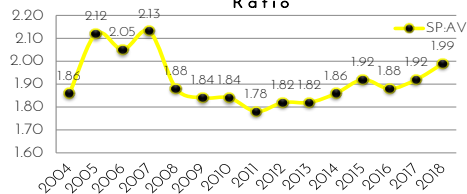


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857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

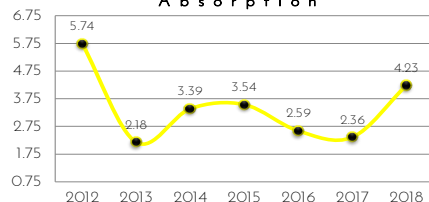
Berkeley Heights Yearly Market Trends



Sales Price to Assessed Value Ratio

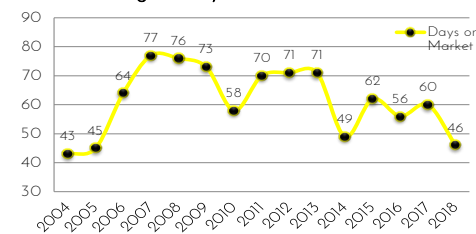


12 Month Rate of Absorption



Data only available until 2012

Average Days on Market



Number of Units Sold

