

Berkeley Heights

July 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	12 Cottage Court	TwndEndUn	3	2.1	38	\$349,900	\$319,900	\$315,000	98.47%	\$225,100	1.40
2	22 Springholm Drive	TwndIntUn	3	2.1	21	\$399,000	\$399,000	\$399,000	100.00%	\$219,700	1.82
3	25 Briarwood Drive W	Ranch	3	2.0	14	\$424,900	\$424,900	\$429,200	101.01%	\$241,000	1.78
4	24 Hastings Road	Bi-Level	4	2.1	36	\$499,900	\$499,900	\$472,000	94.42%	\$276,900	1.70
5	100 Garfield Street	Bi-Level	4	3.0	80	\$560,000	\$535,000	\$515,000	96.26%	\$253,800	2.03
6	124 Glenside Road	Ranch	3	2.1	67	\$599,000	\$528,000	\$528,000	100.00%	\$306,900	1.72
7	80 Briarwood Drive W	Colonial	4	2.1	51	\$589,000	\$569,000	\$552,500	97.10%	\$286,000	1.93
8	110 Kent Drive	Ranch	4	3.1	49	\$595,000	\$595,000	\$560,000	94.12%	\$351,200	1.59
9	14 Brook Street	Split Level	3	2.1	9	\$600,000	\$600,000	\$585,000	97.50%	\$270,900	2.16
10	102 Oakland Street	Split Level	4	3.0	112	\$624,900	\$599,000	\$590,000	98.50%	\$273,600	2.16
11	311 Plainfield Avenue	Split Level	3	2.1	15	\$619,000	\$619,000	\$619,000	100.00%	\$249,100	2.48
12	20 Spice Hill Road	Custom	4	2.1	93	\$699,000	\$669,000	\$625,000	93.42%	\$290,600	2.15
13	6 Warren Place	Split Level	5	2.1	23	\$639,900	\$639,900	\$625,000	97.67%	\$348,200	1.79
14	56 Holly Glen Lane N	Split Level	4	2.1	15	\$669,900	\$669,900	\$643,000	95.98%	\$313,000	2.05
15	20 Crest Drive	Ranch	3	2.1	8	\$649,000	\$649,000	\$665,000	102.47%	\$334,000	1.99
16	108 Berkshire Drive	Split Level	4	2.1	9	\$669,900	\$669,900	\$685,000	102.25%	\$329,900	2.08
17	24 Webster Drive	Split Level	5	3.0	36	\$715,000	\$715,000	\$695,000	97.20%	\$318,100	2.18
18	17 Magnum Court	Colonial	4	3.1	98	\$889,000	\$849,000	\$825,000	97.17%	\$433,000	1.91
19	18 Kline Place	Colonial	4	2.1	112	\$879,000	\$859,999	\$835,000	97.09%	\$335,300	2.49
20	19 Washington Avenue	Colonial	5	3.0	20	\$899,000	\$899,000	\$879,000	97.78%	\$501,100	1.75

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21	191 Lorraine Drive	Split Level	5	3.1	91	\$969,000	\$969,000	\$940,000	97.01%	\$437,100	2.15
22	50 Middle Way	Colonial	3	3.0	89	\$998,000	\$960,000	\$950,000	98.96%	\$515,100	1.84
23	150 Circle View Avenue	Colonial	5	5.0	126	\$1,250,000	\$999,000	\$980,000	98.10%	\$515,400	1.90
24	81 Bolton Boulevard	Colonial	4	3.1	1	\$1,050,000	\$1,050,000	\$999,900	95.23%		
AVERAGE					51	\$701,554	\$678,642	\$662,983	97.82%		1.96

"Active" Listings in Berkeley Heights

Number of Units: 64
 Average List Price: \$707,400
 Average Days on Market: 78

"Under Contract" Listings in Berkeley Heights

Number of Units: 28
 Average List Price: \$667,889
 Average Days on Market: 72

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	51						57
List Price	\$527,163	\$619,864	\$522,147	\$748,033	\$557,650	\$621,572	\$678,642						\$611,681
Sales Price	\$510,359	\$600,833	\$515,029	\$733,492	\$544,288	\$607,833	\$662,983						\$597,886
SP:LP%	96.33%	96.47%	98.79%	98.07%	97.75%	97.89%	97.82%						97.77%
SP to AV	1.69	1.90	1.86	1.91	1.93	2.01	1.96						1.91
# Units Sold	8	9	17	12	24	18	24						112
3 Mo Rate of Ab	6.20	6.00	6.35	5.84	4.13	4.06	3.43						5.14
Active Listings	69	65	77	73	67	69	64						69
Under Contracts	16	22	32	38	33	34	28						29

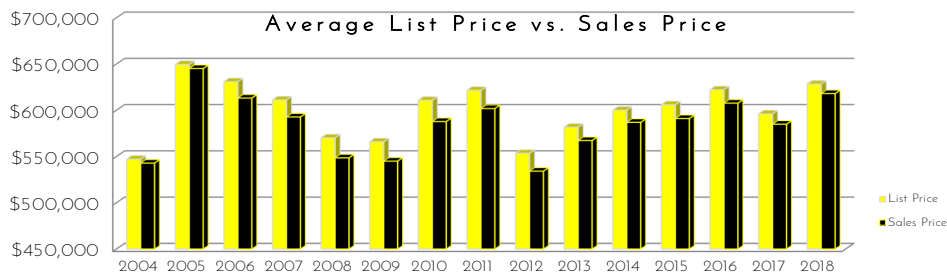
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	43	57	32.93%
Sales Price	\$618,851	\$597,886	-3.39%
LP:SP	98.54%	97.77%	-0.78%
SP:AV	1.96	1.91	-2.48%



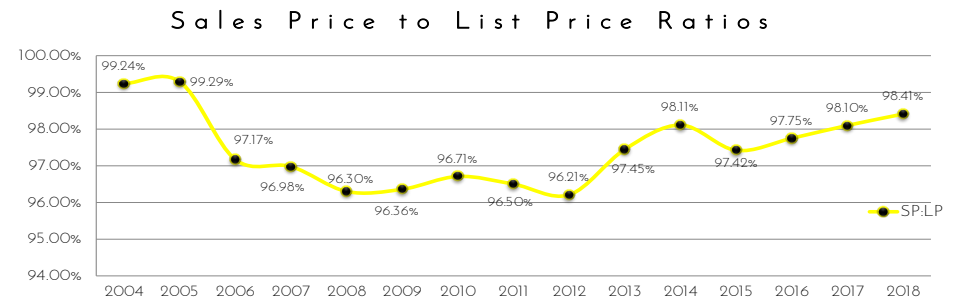
YTD	2018	2019	% Change
# Units Sold	96	112	16.67%
Rate of Ab 3 Mo	4.10	3.43	-16.34%
Actives	71	64	-9.86%
Under Contracts	25	28	12.00%

Berkeley Heights Yearly Market Trends

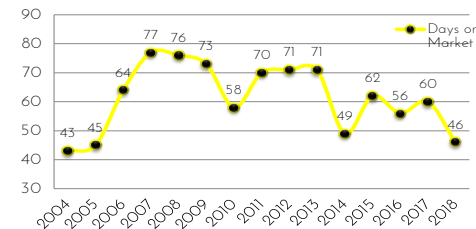


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857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

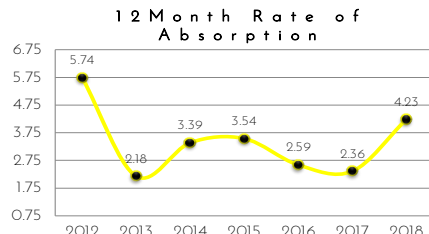
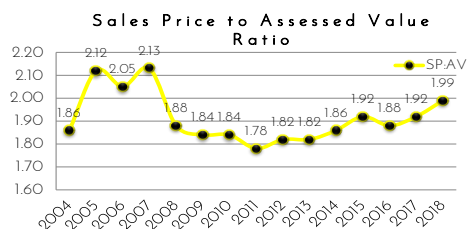
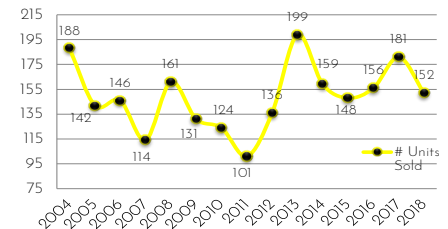
Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold



Data only available until 2012