

Berkeley Heights

December 2020 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 21 Wren Court | OneFloor | 1 | 1.0 | 22 | \$199,000 | \$199,000 | \$175,000 | 87.94% | \$101,300 | 1.73 |
| 2 | 16 Daria Lane | TwnEndUn | 2 | 2.1 | 61 | \$420,000 | \$420,000 | \$403,000 | 95.95% | \$236,700 | 1.70 |
| 3 | 15 Guenevere Way | TwnIntUn | 2 | 2.1 | 32 | \$459,000 | \$459,000 | \$459,000 | 100.00% | \$191,500 | 2.40 |
| 4 | 1 Shadow Lane | CapeCod | 4 | 1.1 | 10 | \$469,000 | \$469,000 | \$469,000 | 100.00% | \$237,300 | 1.98 |
| 5 | 205 Garfield Street | RanchRas | 4 | 3.0 | 56 | \$539,900 | \$519,900 | \$497,000 | 95.60% | \$269,500 | 1.84 |
| 6 | 80 Park Avenue | Colonial | 3 | 2.2 | 73 | \$619,000 | \$589,000 | \$575,000 | 97.62% | \$279,000 | 2.06 |
| 7 | 79 Passaic Avenue | Ranch | 4 | 2.0 | 26 | \$589,900 | \$589,900 | \$577,500 | 97.90% | \$219,800 | 2.63 |
| 8 | 292 Timber Drive | Split Level | 3 | 2.0 | 17 | \$629,000 | \$629,000 | \$629,000 | 100.00% | \$286,300 | 2.20 |
| 9 | 15 Chestnut Hill Drive | Ranch | 3 | 2.0 | 10 | \$619,000 | \$619,000 | \$645,000 | 104.20% | \$314,200 | 2.05 |
| 10 | 399 Snyder Avenue | Split Level | 6 | 2.1 | 9 | \$615,000 | \$615,000 | \$652,500 | 106.10% | \$316,400 | 2.06 |
| 11 | 40 North Road | Colonial | 4 | 3.0 | 87 | \$850,000 | \$799,000 | \$750,000 | 93.87% | \$412,000 | 1.82 |
| 12 | 62 Deep Dale Drive | Ranch | 4 | 3.1 | 59 | \$795,000 | \$779,000 | \$760,000 | 97.56% | \$387,500 | 1.96 |
| 13 | 252 Spring Ridge Drive | Colonial | 4 | 2.1 | 9 | \$817,000 | \$817,000 | \$808,000 | 98.90% | \$408,200 | 1.98 |
| 14 | 370 Mountain Avenue | Colonial | 5 | 2.1 | 8 | \$859,000 | \$859,000 | \$859,000 | 100.00% | \$484,300 | 1.77 |
| 15 | 119 Chestnut Hill Drive | Colonial | 5 | 5.1 | 35 | \$1,180,000 | \$1,180,000 | \$1,181,500 | 100.13% | | |
| 16 | 48 Old Farm Road | Colonial | 5 | 4.1 | 58 | \$1,425,000 | \$1,325,000 | \$1,265,000 | 95.47% | \$648,200 | 1.95 |
| 17 | 74 Rutgers Avenue | Colonial | 5 | 5.1 | 26 | \$1,299,000 | \$1,299,000 | \$1,321,300 | 101.72% | | |
| 18 | 4 Lillian Court | Colonial | 5 | 5.1 | 15 | \$1,389,000 | \$1,389,000 | \$1,425,000 | 102.59% | \$570,400 | 2.50 |
| AVERAGE | | | | | 34 | \$765,156 | \$753,100 | \$747,322 | 98.64% | | 2.04 |

"Active" Listings in Berkeley Heights

Number of Units: 25
 Average List Price: \$607,824
 Average Days on Market: 67

"Under Contract" Listings in Berkeley Heights

Number of Units: 21
 Average List Price: \$743,905
 Average Days on Market: 47

Berkeley Heights 2020 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 143 | 65 | 77 | 77 | 59 | 50 | 59 | 65 | 56 | 32 | 50 | 34 | 57 |
| List Price | \$452,980 | \$586,583 | \$578,750 | \$636,829 | \$606,463 | \$588,843 | \$666,529 | \$729,895 | \$730,832 | \$691,233 | \$673,558 | \$753,100 | \$667,547 |
| Sales Price | \$437,500 | \$565,375 | \$564,984 | \$632,000 | \$597,750 | \$579,857 | \$659,583 | \$715,652 | \$728,105 | \$688,451 | \$665,158 | \$747,322 | \$659,029 |
| SP:LP% | 95.51% | 96.34% | 97.80% | 99.52% | 98.75% | 97.82% | 98.90% | 98.05% | 99.54% | 99.48% | 98.51% | 98.64% | 98.54% |
| SP to AV | 1.64 | 2.00 | 2.06 | 1.79 | 2.02 | 1.91 | 1.99 | 2.05 | 2.09 | 2.11 | 2.06 | 2.04 | 2.03 |
| # Units Sold | 5 | 12 | 16 | 7 | 16 | 7 | 24 | 21 | 28 | 21 | 19 | 18 | 194 |
| 3 Mo Rate of Ab | 4.08 | 4.70 | 4.80 | 3.97 | 4.18 | 5.81 | 3.47 | 3.18 | 1.84 | 1.71 | 1.39 | 1.25 | 3.37 |
| Active Listings | 44 | 46 | 44 | 48 | 55 | 58 | 52 | 50 | 45 | 36 | 31 | 25 | 45 |
| Under Contracts | 21 | 26 | 21 | 14 | 23 | 43 | 45 | 44 | 37 | 37 | 27 | 21 | 30 |

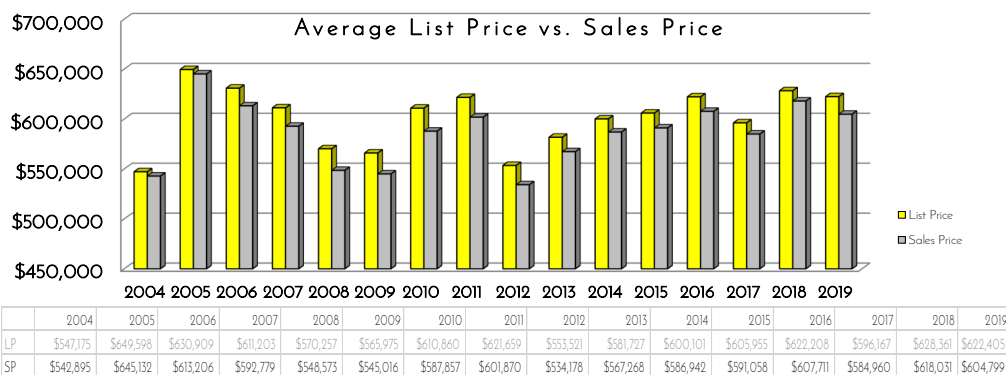
Flashback! YTD 2019 vs YTD 2020

| YTD | 2019 | 2020 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 61 | 57 | -5.76% |
| Sales Price | \$604,799 | \$659,029 | 8.97% |
| LP:SP | 97.16% | 98.54% | 1.41% |
| SP:AV | 1.89 | 2.03 | 7.25% |



| YTD | 2019 | 2020 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 185 | 194 | 4.86% |
| Rate of Ab 3 Mo | 2.48 | 1.25 | -49.60% |
| Actives | 40 | 25 | -37.50% |
| Under Contracts | 12 | 21 | 75.00% |

Berkeley Heights Yearly Market Trends



Berkeley Heights Yearly Market Trends

