

Berkeley Heights

February 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	623 Snyder Avenue	Split Level	4	1.1	158	\$610,000	\$499,900	\$480,000	96.02%	\$278,200	1.73
2	100 Windsor Way	Ranch	4	2.0	94	\$709,900	\$679,000	\$651,000	95.88%	\$297,000	2.19
3	375 Park Avenue	Colonial	3	1.1	28	\$524,000	\$524,000	\$526,500	100.48%	\$254,900	2.07
4	35 Winchip Road	Colonial	3	2.1	21	\$850,000	\$850,000	\$900,000	105.88%	\$412,000	2.18
5	240 McMane Avenue	Colonial	4	3.1	11	\$849,000	\$849,000	\$850,000	100.12%	\$349,600	2.43
AVERAGE					62	\$708,580	\$680,380	\$681,500	99.67%		2.12

"Active" Listings in Berkeley Heights

Number of Units: 27
 Average List Price: \$762,059
 Average Days on Market: 26

"Under Contract" Listings in Berkeley Heights

Number of Units: 37
 Average List Price: \$636,338
 Average Days on Market: 54

Berkeley Heights 2021 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	41	62											47
List Price	\$731,708	\$680,380											\$717,450
Sales Price	\$717,462	\$681,500											\$707,472
SP:LP%	97.87%	99.67%											98.37%
SP to AV	2.13	2.12											2.12
# Units Sold	13	5											18
3 Mo Rate of Ab	1.44	2.42											1.93
Active Listings	23	27											25
Under Contracts	25	37											31

Flashback! YTD 2020 vs YTD 2021

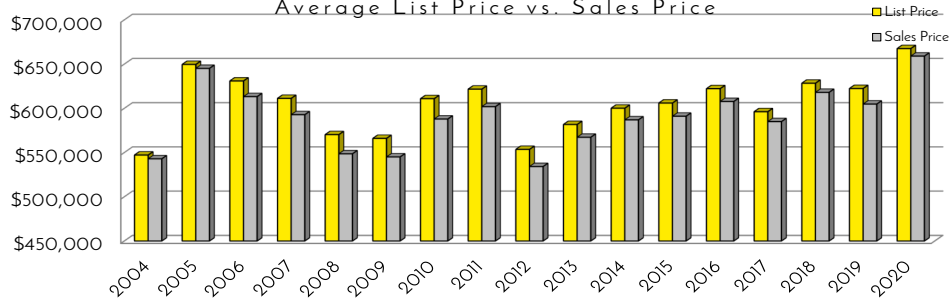
YTD	2020	2021	% Change
DOM	88	47	-46.38%
Sales Price	\$527,765	\$707,472	34.05%
LP:SP	96.09%	98.37%	2.37%
SP:AV	1.91	2.12	11.28%



YTD	2020	2021	% Change
# Units Sold	17	18	5.88%
Rate of Ab 3 Mo	4.82	2.42	-49.79%
Actives	46	27	-41.30%
Under Contracts	26	37	42.31%

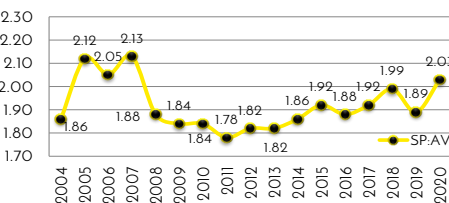
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

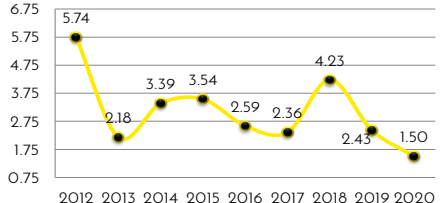


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547
SP	\$542,895	\$645,152	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031	\$604,799	\$659,029

Sales Price to Assessed Value Ratio



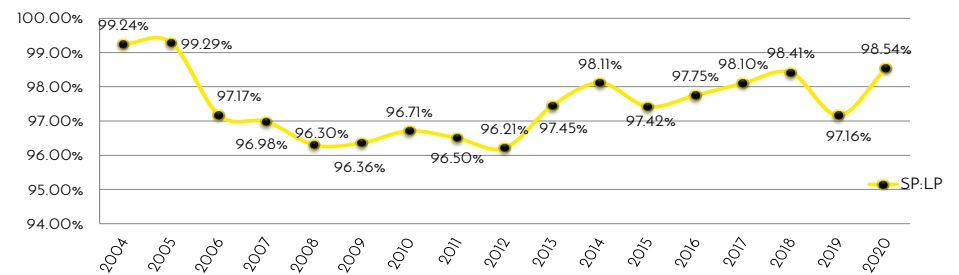
12 Month Rate of Absorption



Data only available until 2012

Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

