

Berkeley Heights

March 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	55 Park Edge	OneFloor	1	1.0	67	\$200,000	\$200,000	\$188,000	94.00%	\$113,100	1.66
2	70 Springholm Drive	TwnIntUn	2	2.1	97	\$359,000	\$359,000	\$348,000	96.94%	\$197,900	1.76
3	9 Lancelot Drive	TwnIntUn	2	2.1	62	\$399,000	\$375,000	\$359,000	95.73%	\$193,000	1.86
4	180 Emerson Lane	Ranch	3	2.0	94	\$424,900	\$399,000	\$370,000	92.73%	\$233,600	1.58
5	15 Helen Way	TwnIntUn	2	2.1	9	\$389,000	\$389,000	\$377,000	96.92%	\$218,200	1.73
6	4 Cottage Court	TwnEndUn	3	2.1	53	\$440,000	\$415,000	\$430,000	103.61%	\$226,400	1.90
7	92 Prospect Avenue	CapeCod	3	1.1	104	\$479,000	\$479,000	\$455,000	94.99%	\$203,100	2.24
8	234 Washington Street	CapeCod	3	1.1	8	\$450,000	\$450,000	\$459,000	102.00%	\$153,900	2.98
9	971 Mountain Avenue	Ranch	3	2.0	21	\$489,000	\$489,000	\$475,000	97.14%	\$218,200	2.18
10	3 Cedar Green Lane	CapeCod	4	2.0	11	\$470,000	\$470,000	\$475,000	101.06%	\$243,800	1.95
11	39 Surrey Lane	SplitLev	3	1.2	39	\$499,000	\$499,000	\$520,000	104.21%	\$251,200	2.07
12	401 Timber Drive	FixrUppr	3	2.1	11	\$525,000	\$525,000	\$550,601	104.88%	\$276,100	1.99
13	373 River Bend Road	RanchRas	4	2.1	8	\$549,000	\$549,000	\$560,000	102.00%	\$272,800	2.05
14	76 Beech Avenue	Ranch	3	2.0	67	\$589,900	\$589,900	\$580,000	98.32%	\$244,500	2.37
15	140 Mountain Avenue	Ranch	3	2.0	5	\$585,000	\$585,000	\$621,000	106.15%	\$280,000	2.22
16	177 Maple Avenue	Colonial	4	2.1	139	\$699,900	\$649,900	\$649,900	100.00%	\$287,500	2.26
17	75 Swenson Circle	Colonial	4	2.1	98	\$725,000	\$710,000	\$677,500	95.42%	\$428,300	1.58
18	85 Winchip Road	Colonial	3	2.1	7	\$675,000	\$675,000	\$685,000	101.48%	\$424,600	1.61
19	85 Emerson Lane	Colonial	4	2.1	10	\$680,000	\$680,000	\$690,000	101.47%	\$332,700	2.07
20	75 Burlington Road	SplitLev	4	2.2	10	\$759,000	\$759,000	\$817,000	107.64%	\$401,900	2.03
21	411 Emerson Lane	Colonial	4	3.1	14	\$875,000	\$875,000	\$875,000	100.00%		
22	173 Spring Ridge Drive	Colonial	4	3.1	9	\$864,900	\$864,900	\$903,000	104.41%	\$412,500	2.19
AVERAGE					43	\$551,209	\$544,850	\$548,409	100.05%		2.01

"Active" Listings in Berkeley Heights

Number of Units: 31
 Average List Price: \$751,481
 Average Days on Market: 28

"Under Contract" Listings in Berkeley Heights

Number of Units: 44
 Average List Price: \$735,530
 Average Days on Market: 38

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	43										45
List Price	\$731,708	\$680,380	\$544,850										\$622,520
Sales Price	\$717,462	\$681,500	\$548,409										\$619,988
SP:LP%	97.87%	99.67%	100.05%										99.29%
SP to AV	2.13	2.12	2.01										2.06
# Units Sold	13	5	22										40
3 Mo Rate of Ab	1.44	2.42	2.76										2.21
Active Listings	23	27	31										27
Under Contracts	25	37	44										35

Flashback! YTD 2020 vs YTD 2021

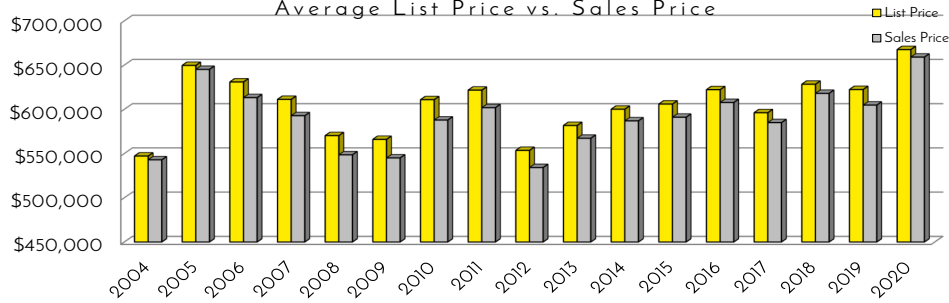
YTD	2020	2021	% Change
DOM	82	45	-45.73%
Sales Price	\$545,811	\$619,988	13.59%
LP:SP	96.92%	99.29%	2.45%
SP:AV	1.98	2.06	4.08%



YTD	2020	2021	% Change
# Units Sold	33	40	21.21%
Rate of Ab 3 Mo	4.80	2.76	-42.50%
Actives	44	31	-29.55%
Under Contracts	21	44	109.52%

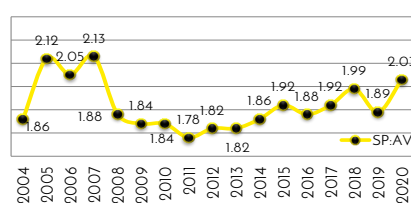
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

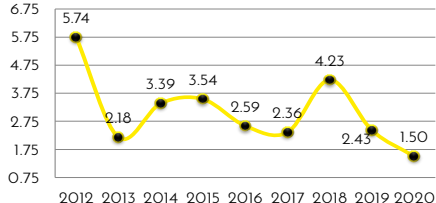


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031	\$604,799	\$659,029

Sales Price to Assessed Value Ratio



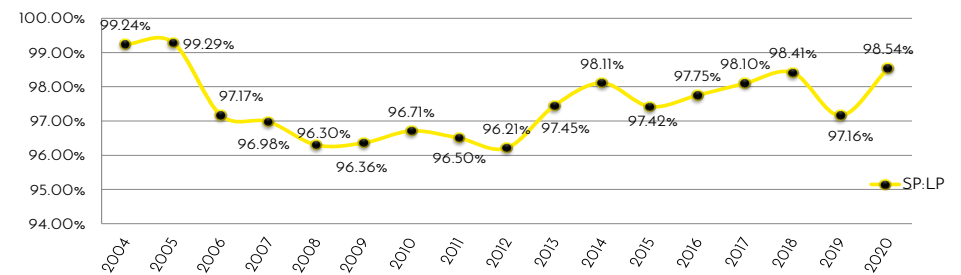
12 Month Rate of Absorption



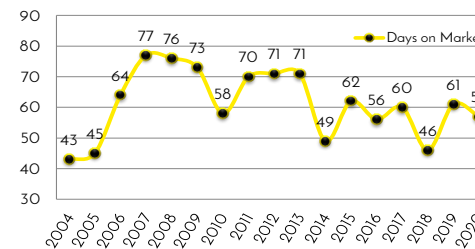
Data only available until 2012

Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

