

Berkeley Heights

June 2022 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Assessment | SP:AV |
|---------|-------------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------|-------|
| 1 | 43 Park Edge | OneFloor | 2 | 1.0 | 8 | \$239,000 | \$239,000 | \$261,000 | 109.21% | \$100,800 | 2.59 |
| 2 | 459 Springfield Avenue | TwnIntUn | 2 | 2.1 | 45 | \$449,000 | \$435,000 | \$410,000 | 94.25% | \$166,300 | 2.47 |
| 3 | 2 Ghost Pony | CapeCod | 4 | 1.1 | 23 | \$380,000 | \$380,000 | \$427,000 | 112.37% | \$239,700 | 1.78 |
| 4 | 4 Daria Lane | TwnIntUn | 2 | 2.1 | 39 | \$500,000 | \$475,000 | \$455,000 | 95.79% | \$230,700 | 1.97 |
| 5 | 170 Berkeley Avenue | Ranch | 3 | 2.0 | 14 | \$470,000 | \$470,000 | \$515,000 | 109.57% | \$269,600 | 1.91 |
| 6 | 14 Berkeley Square | TwnEndUn | 3 | 2.1 | 7 | \$575,000 | \$575,000 | \$605,000 | 105.22% | \$268,200 | 2.26 |
| 7 | 3 Beechwood Lane | Custom | 4 | 2.1 | 13 | \$615,000 | \$615,000 | \$620,000 | 100.81% | | |
| 8 | 569 Springfield Avenue Unit 4 | TwnEndUn | 3 | 3.1 | 7 | \$680,000 | \$680,000 | \$680,000 | 100.00% | \$300,000 | 2.27 |
| 9 | 189 McMane Avenue | Custom | 4 | 2.0 | 10 | \$699,000 | \$699,000 | \$780,000 | 111.59% | \$280,100 | 2.78 |
| 10 | 253 Emerson Lane | Colonial | 4 | 3.1 | 9 | \$779,000 | \$779,000 | \$783,000 | 100.51% | \$329,800 | 2.37 |
| 11 | 115 Chaucer Drive | Colonial | 5 | 3.0 | 7 | \$799,000 | \$799,000 | \$815,000 | 102.00% | \$318,900 | 2.56 |
| 12 | 9 York Place | Split Level | 4 | 2.1 | 11 | \$779,000 | \$779,000 | \$848,500 | 108.92% | \$317,200 | 2.67 |
| 13 | 20 Old Forge Lane | Colonial | 5 | 3.1 | 12 | \$899,000 | \$899,000 | \$950,000 | 105.67% | \$425,500 | 2.23 |
| 14 | 16 Coolidge Drive | Colonial | 5 | 3.1 | 21 | \$1,050,000 | \$1,050,000 | \$1,040,000 | 99.05% | \$472,700 | 2.20 |
| 15 | 25 Pinewood Crest | Colonial | 4 | 2.1 | 12 | \$999,000 | \$999,000 | \$1,080,000 | 108.11% | \$487,300 | 2.22 |
| 16 | 514 Park Avenue | Split Level | 6 | 3.0 | 8 | \$899,000 | \$899,000 | \$1,080,000 | 120.13% | \$366,900 | 2.94 |
| 17 | 38 Middle Way | Colonial | 4 | 3.1 | 15 | \$1,445,000 | \$1,445,000 | \$1,450,000 | 100.35% | \$704,200 | 2.06 |
| 18 | 30 Tip Top Way | Custom | 4 | 3.1 | 11 | \$1,199,000 | \$1,199,000 | \$1,450,000 | 120.93% | | |
| AVERAGE | | | | | 15 | \$747,500 | \$745,333 | \$791,639 | 105.80% | | 2.33 |

"Active" Listings in Berkeley Heights

Number of Units: 27
 Average List Price: \$743,200
 Average Days on Market: 42

"Under Contract" Listings in Berkeley Heights

Number of Units: 39
 Average List Price: \$773,254
 Average Days on Market: 24

Berkeley Heights 2022 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 41 | 41 | 29 | 39 | 16 | 15 | | | | | | | 27 |
| List Price | \$649,111 | \$593,975 | \$628,778 | \$721,661 | \$773,100 | \$745,333 | | | | | | | \$702,978 |
| Sales Price | \$661,843 | \$607,125 | \$659,667 | \$744,500 | \$821,539 | \$791,639 | | | | | | | \$735,807 |
| SP:LP% | 102.32% | 99.90% | 104.01% | 103.36% | 106.93% | 105.80% | | | | | | | 104.26% |
| SP to AV | 2.38 | 2.09 | 2.22 | 2.53 | 2.56 | 2.33 | | | | | | | 2.37 |
| # Units Sold | 7 | 8 | 9 | 13 | 13 | 18 | | | | | | | 68 |
| 3 Mo Rate of Ab | 0.63 | 0.69 | 1.80 | 2.12 | 2.65 | 1.93 | | | | | | | 1.64 |
| Active Listings | 13 | 7 | 14 | 22 | 25 | 27 | | | | | | | 18 |
| Under Contracts | 13 | 21 | 26 | 32 | 44 | 39 | | | | | | | 29 |

Flashback! YTD 2021 vs YTD 2022

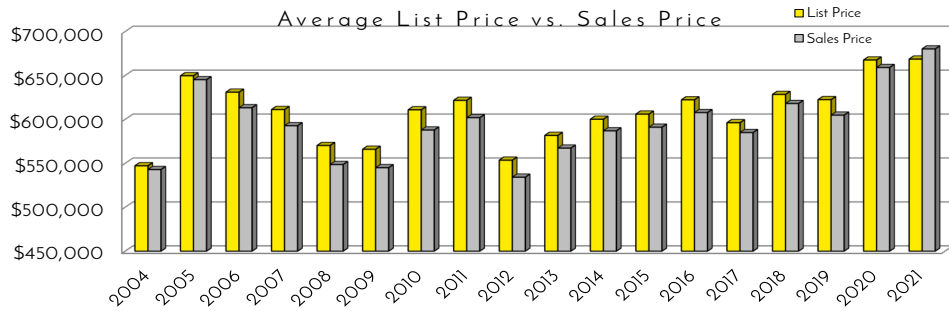
| YTD | 2021 | 2022 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 36 | 27 | -23.77% |
| Sales Price | \$671,179 | \$735,807 | 9.63% |
| LP:SP | 101.31% | 104.26% | 2.91% |
| SP:AV | 2.18 | 2.37 | 9.02% |



| YTD | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 122 | 68 | -44.26% |
| Rate of Ab 3 Mo | 1.10 | 1.93 | 75.45% |
| Actives | 31 | 27 | -12.90% |
| Under Contracts | 43 | 39 | -9.30% |

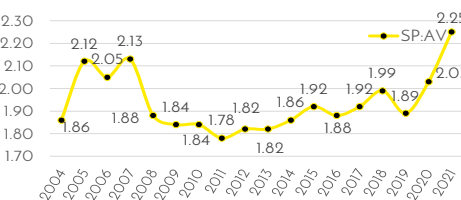
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

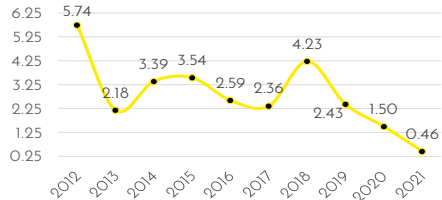


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 | \$668,158 |
| SP | \$542,895 | \$645,132 | \$613,206 | \$592,779 | \$548,573 | \$545,016 | \$587,857 | \$601,870 | \$534,176 | \$567,268 | \$586,942 | \$591,058 | \$607,711 | \$584,960 | \$618,031 | \$604,799 | \$659,029 | \$680,158 |

Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

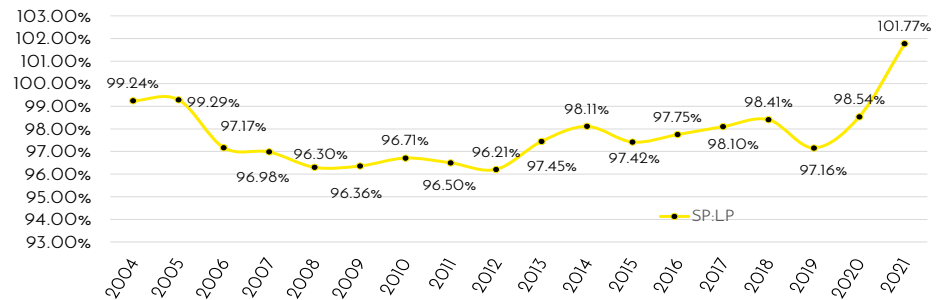


Data only available until 2012

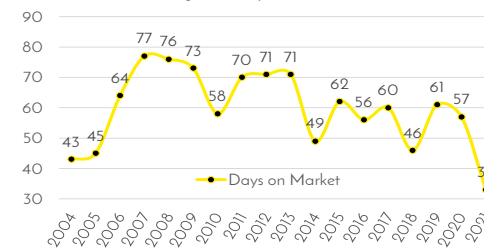
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Berkeley Heights Yearly Market Trends

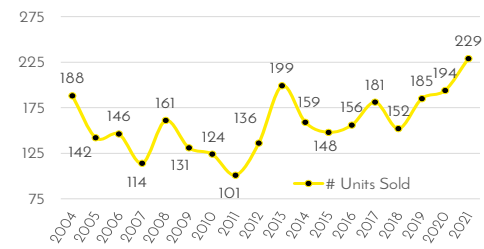
Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold



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Not intended to solicit a property already listed.