

# Berkeley Heights

## March 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Assessment	SP:AV
1	19 Springholm Drive	TwnIntUn	2	2.1	24	\$420,000	\$420,000	\$410,000	97.62%	\$197,900	2.07
2	23 Wren Court	TwnEndUn	3	1.1	27	\$445,000	\$445,000	\$460,000	103.37%		
3	21 Canterbury Lane	Split Level	4	2.1	10	\$500,000	\$500,000	\$475,000	95.00%	\$253,500	1.87
4	26 Whispering Way West	TwnEndUn	3	2.1	12	\$549,999	\$549,999	\$549,999	100.00%	\$280,400	1.96
5	56 Park Avenue	Colonial	3	1.1	19	\$529,000	\$529,000	\$565,000	106.81%	\$204,100	2.77
6	27 Dell Lane	Split Level	4	2.1	68	\$675,000	\$675,000	\$650,000	96.30%	\$276,200	2.35
7	6 Lee Lane	Colonial	4	3.0	13	\$1,075,000	\$1,075,000	\$1,189,500	110.65%	\$466,500	2.55
8	40 Cedar Green Lane	Colonial	5	4.1	55	\$1,275,000	\$1,275,000	\$1,275,000	100.00%		
AVERAGE					29	\$683,625	\$683,625	\$696,812	101.22%		2.26

### "Active" Listings in Berkeley Heights

Number of Units: 15  
 Average List Price: \$819,586  
 Average Days on Market: 30

### "Under Contract" Listings in Berkeley Heights

Number of Units: 15  
 Average List Price: \$753,103  
 Average Days on Market: 38

# Berkeley Heights 2023 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	43	43	29										37
List Price	\$665,650	\$711,171	\$683,625										\$691,048
Sales Price	\$670,750	\$716,687	\$696,812										\$699,550
SP:LP%	101.47%	101.24%	101.22%										101.28%
SP to AV	2.32	2.38	2.26										2.32
# Units Sold	4	8	8										20
3 Mo Rate of Ab	1.00	1.15	1.91										1.35
Active Listings	7	10	15										11
Under Contracts	17	15	15										16

## Flashback! YTD 2022 vs YTD 2023

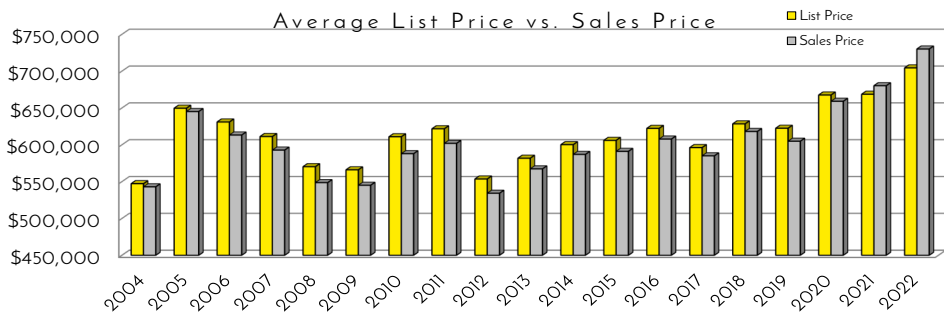
YTD	2022	2023	% Change
DOM	36	37	1.86%
Sales Price	\$642,788	\$699,550	8.83%
LP:SP	102.15%	101.28%	-0.85%
SP:AV	2.21	2.32	4.90%



YTD	2022	2023	% Change
# Units Sold	24	20	-16.67%
Rate of Ab 3 Mo	1.04	1.80	73.08%
Actives	11	11	-5.88%
Under Contracts	20	16	-21.67%

### Berkeley Heights Yearly Market Trends

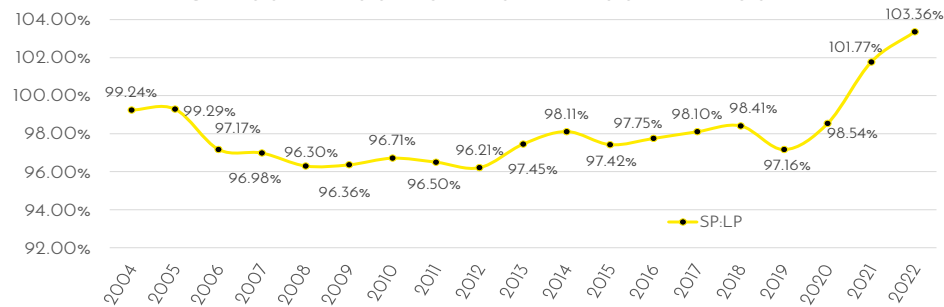
Average List Price vs. Sales Price



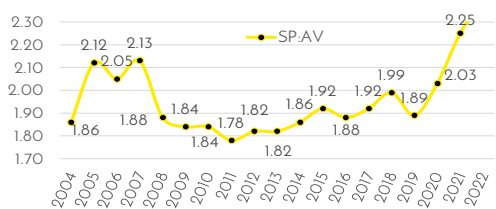
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573	\$704,377
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,575	\$545,016	\$587,857	\$601,870	\$554,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031	\$604,799	\$659,029	\$680,158	\$729,978

### Berkeley Heights Yearly Market Trends

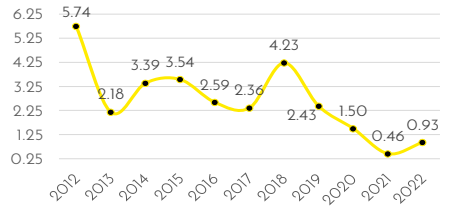
Sales Price to List Price Ratios



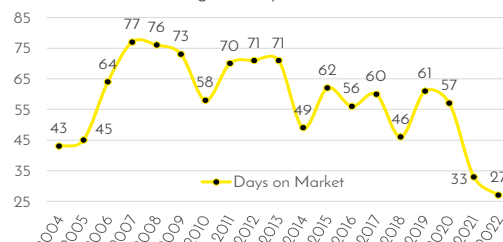
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

