

Berkeley Heights

November 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	458 Springfield Avenue	Ranch	2	1.0	64	\$300,000	\$200,000	\$175,000	87.50%	\$145,900	1.20
2	10 Park Edge	TwnIntUn	2	2.0	18	\$309,000	\$309,000	\$285,000	92.23%	\$171,400	1.66
3	225 Park Avenue	Ranch	3	1.0	100	\$379,000	\$379,000	\$380,000	100.26%	\$225,700	1.68
4	13 Helen Way	TwnIntUn	2	2.1	63	\$395,000	\$395,000	\$380,000	96.20%	\$218,200	1.74
5	25 Angela Way	TwnIntUn	2	2.1	44	\$395,000	\$395,000	\$392,000	99.24%	\$217,300	1.80
6	15 Daisy Road	TwnEndUn	2	2.1	57	\$429,900	\$429,900	\$410,000	95.37%	\$236,700	1.73
7	246 McMane Avenue	Ranch	3	1.0	84	\$45,900	\$445,000	\$420,000	94.38%	\$238,000	1.76
8	300 Hamilton Avenue	Bi-Level	4	2.1	82	\$519,000	\$475,000	\$435,000	91.58%	\$242,300	1.80
9	7 Deepdale Drive	Ranch	3	2.0	112	\$515,000	\$470,000	\$460,000	97.87%	\$293,400	1.57
10	77 Martins Lane	Ranch	3	2.0	18	\$469,000	\$469,000	\$465,000	99.15%	\$243,500	1.91
11	238 Washington Street	CapeCod	3	2.1	82	\$550,000	\$549,000	\$540,000	98.36%		
12	44 Brook Street	Split Level	3	2.0	33	\$589,000	\$589,000	\$567,000	96.26%	\$242,100	2.34
13	12 Clover Court	TwnIntUn	3	2.1	225	\$645,000	\$575,000	\$567,500	98.70%		
14	328 Chaucer Drive	Ranch	3	2.0	18	\$615,000	\$615,000	\$615,000	100.00%	\$265,300	2.32
15	25 Webster Drive	Split Level	3	2.1	154	\$750,000	\$664,000	\$641,000	96.54%		
16	216 Chaucer Drive	Split Level	4	2.1	8	\$619,000	\$619,000	\$641,000	103.55%	\$271,800	2.36
17	30 Branko Road	Colonial	4	3.1	167	\$699,000	\$699,000	\$675,000	96.57%	\$425,000	1.59
18	89 Countryside Drive	Colonial	3	2.1	8	\$699,000	\$699,000	\$699,000	100.00%	\$419,000	1.67
19	89 Deep Dale Drive	Ranch	5	3.0	177	\$819,000	\$729,000	\$710,000	97.39%	\$355,300	2.00
AVERAGE					80	\$512,726	\$510,784	\$497,763	96.90%		1.82

"ACTIVE" Listings in Berkeley Heights

Number of Units: 55
 Average List Price: \$627,109
 Average Days on Market: 79

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: 29
 Average List Price: \$598,378
 Average Days on Market: 97

Berkeley Heights 2017 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	93	102	47	51	71	34	25	51	59	52	80		57
List Price	\$555,575	\$690,271	\$596,413	\$581,188	\$556,593	\$659,816	\$632,118	\$613,470	\$591,544	\$530,618	\$510,784		\$593,379
Sales Price	\$544,488	\$652,857	\$593,875	\$575,385	\$539,883	\$646,023	\$623,024	\$603,436	\$585,885	\$517,318	\$497,763		\$581,595
Sales Price as a % of List Price	98.17%	94.88%	99.80%	99.27%	97.45%	97.83%	98.91%	98.08%	98.50%	97.43%	96.90%		97.99%
Sales Price to Assessed Value	1.87	1.82	1.72	1.91	1.80	2.00	2.00	2.01	1.93	2.00	1.82		1.92
# Units Sold	12	7	8	16	15	25	17	23	13	11	19		166
Active Listings	39	50	53	67	68	72	70	55	62	47	51		58
Under Contracts	18	31	40	40	48	36	39	29	26	33	23		33

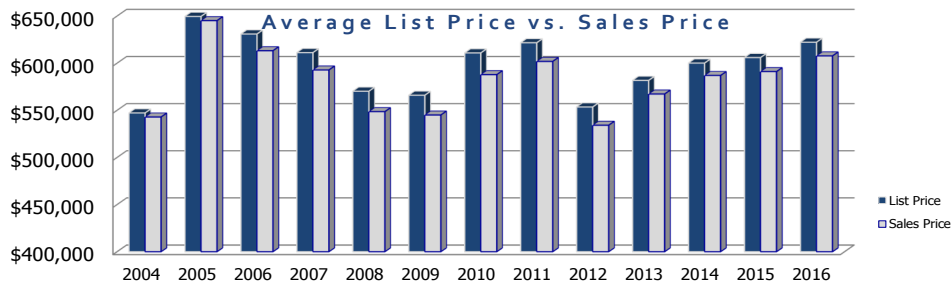
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	57	57	-1.17%
Sales Price	\$627,700	\$581,595	-7.35%
Sales Price to Assessed Value	1.89	1.92	1.81%



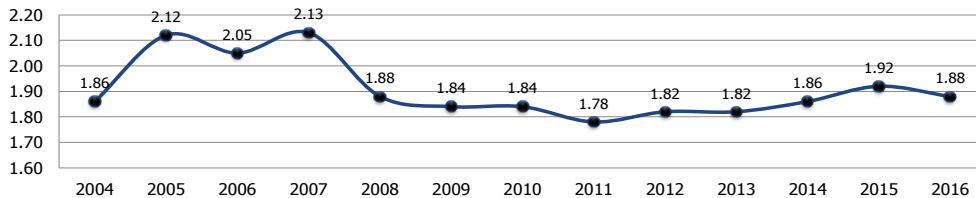
	2016	2017	% Change
# Units Sold	138	166	20.29%
Active Listings	40	51	27.50%
Under Contracts	31	23	-25.81%

Berkeley Heights Yearly Market Trends

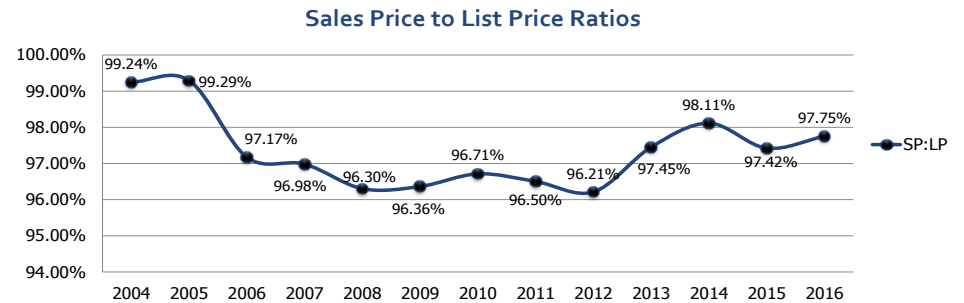


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711

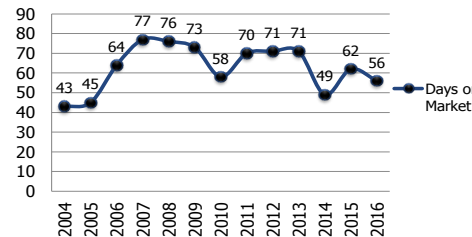
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

