

Berkeley Heights

March 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	95 Park Edge	OneFloor	1	1.0	183	\$175,000	\$175,000	\$165,000	94.29%	\$110,500	1.49
2	16 Park Edge	TwnIntUn	2	2.0	112	\$315,000	\$290,000	\$277,000	95.52%	\$171,400	1.62
3	1 Castle Drive	TwnEndUn	2	2.1	18	\$370,000	\$370,000	\$350,000	94.59%	\$214,300	1.63
4	47 Twin Falls Road	CapeCod	4	2.0	240	\$415,000	\$395,000	\$370,000	93.67%	\$226,100	1.64
5	24 Angela Way	TwnEndUn	3	2.2	0	\$450,000	\$450,000	\$435,000	96.67%	\$222,500	1.96
6	176 Horseshoe Road	Fixer Upper	3	2.1	15	\$449,000	\$449,000	\$475,000	105.79%	\$293,100	1.62
7	28 Twin Falls Road	CapeCod	4	2.1	37	\$579,900	\$579,900	\$550,000	94.84%	\$254,900	2.16
8	90 Roland Road	Split Level	3	2.1	21	\$625,000	\$625,000	\$625,000	100.00%	\$358,200	1.74
9	52 Hampton Drive	Split Level	3	2.1	11	\$625,000	\$625,000	\$626,000	100.16%	\$274,200	2.28
10	91 Hamilton Avenue	Ranch	3	2.2	52	\$674,900	\$674,900	\$630,000	93.35%	\$306,000	2.06
11	47 Greenbrook Road	Colonial	4	3.1	27	\$699,000	\$699,000	\$675,000	96.57%	\$307,800	2.19
12	149 Cornell Avenue	CapeCod	5	3.0	4	\$685,000	\$685,000	\$695,000	101.46%	\$280,100	2.48
13	120 Overhill Way	Colonial	4	2.1	212	\$775,000	\$730,000	\$702,000	96.16%	\$411,000	1.71
14	101 Kent Drive	Colonial	5	4.1	143	\$899,000	\$850,000	\$835,000	98.24%	\$317,300	2.63
AVERAGE					77	\$552,629	\$542,700	\$529,286	97.24%		1.94

"ACTIVE" Listings in Berkeley Heights

Number of Units: 39
Average List Price: \$739,787
Average Days on Market: 65

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: 30
Average List Price: \$622,217
Average Days on Market: 33

Berkeley Heights 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	73	55	77										71
List Price	\$606,991	\$488,667	\$542,700										\$555,055
Sales Price	\$595,091	\$488,583	\$529,286										\$544,758
Sales Price as a % of List Price	97.65%	99.77%	97.24%										97.87%
Sales Price to Assessed Value	1.75	2.16	1.94										1.93
# Units Sold	11	6	14										31
Active Listings	29	36	39										35
Under Contracts	21	28	30										26

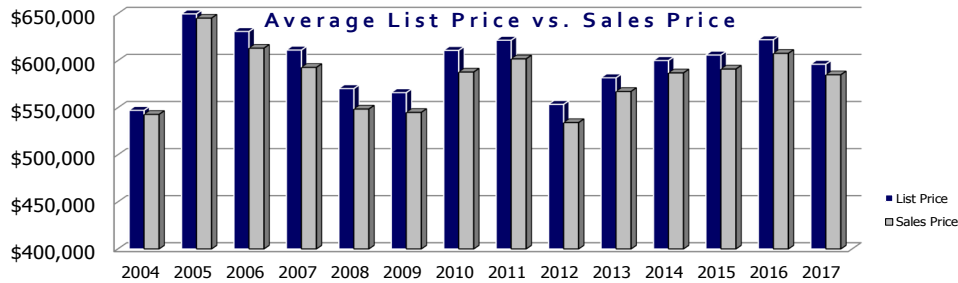
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	82	71	-12.86%
Sales Price	\$587,217	\$544,758	-7.23%
Sales Price to Assessed Value	1.81	1.93	6.56%



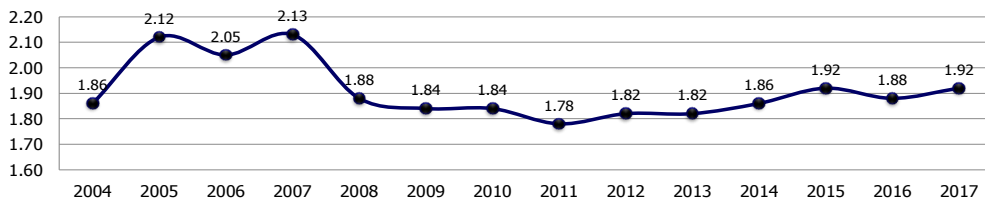
YTD	2017	2018	% Change
# Units Sold	27	31	14.81%
Active Listings	53	39	-26.42%
Under Contracts	40	30	-25.00%

Berkeley Heights Yearly Market Trends

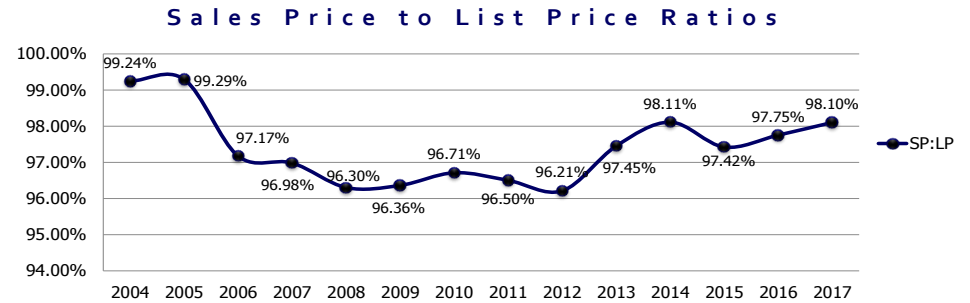


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178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

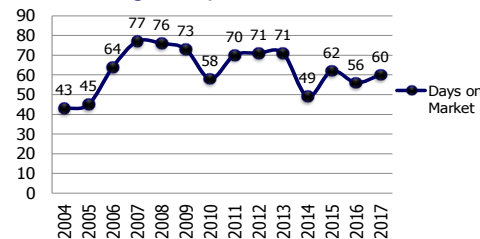
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

