

Berkeley Heights

July 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	28 Castle Drive	TwnIntUn	2	2.1	11	\$410,000	\$410,000	\$400,000	97.56%	\$223,600	1.79
2	9 Berkeley Square	TwnEndUn	3	2.1	25	\$477,000	\$477,000	\$460,000	96.44%	\$264,600	1.74
3	63 River Bend Road	SplitLev	4	2.1	17	\$499,900	\$499,900	\$480,000	96.02%	\$265,800	1.81
4	86 Cornell Avenue	CapeCod	4	2.0	90	\$518,000	\$499,500	\$485,000	97.10%	\$244,000	1.99
5	6 Webster Drive	Ranch	3	2.0	24	\$539,900	\$539,900	\$539,900	100.00%	\$282,900	1.91
6	95 Forest Avenue	Ranch	2	2.1	14	\$539,900	\$539,900	\$555,000	102.80%	\$233,800	2.37
7	114 Cornell Avenue	Ranch	3	2.1	36	\$599,900	\$580,000	\$561,500	96.81%	\$273,400	2.05
8	15 Bristol Court	Colonial	4	2.1	21	\$559,900	\$559,900	\$572,250	102.21%	\$394,100	1.45
9	9 Lillian Court	Colonial	5	3.0	98	\$629,000	\$629,000	\$575,000	91.41%	\$451,900	1.27
10	230 Sutton Drive	SplitLev	3	2.1	12	\$619,000	\$619,900	\$615,000	99.21%	\$291,900	2.11
11	34 Ridge Drive	Colonial	5	2.1	42	\$635,000	\$635,000	\$615,000	96.85%	\$351,000	1.75
12	38 Wilson Drive	SplitLev	4	2.1	13	\$640,888	\$640,888	\$640,888	100.00%	\$316,800	2.02
13	96 Dogwood Lane	Ranch	4	4.0	19	\$749,000	\$749,000	\$749,000	100.00%	\$339,300	2.21
14	174 Spring Ridge Drive	Colonial	4	2.1	11	\$868,000	\$868,000	\$865,000	99.65%	\$409,100	2.11
15	6 Pine Grove Road	Colonial	4	3.1	121	\$1,099,000	\$925,000	\$925,000	100.00%		
16	2 Barnstable Road	Colonial	5	3.1	8	\$1,149,000	\$1,149,000	\$1,149,000	100.00%	\$506,000	2.27
17	83 Oakland Street	Colonial	5	5.1	10	\$1,399,000	\$1,399,000	\$1,330,000	95.07%	\$610,400	2.18
AVERAGE					34	\$701,905	\$689,464	\$677,502	98.30%		1.94

"ACTIVE" Listings in Berkeley Heights

Number of Units: **71**
 Average List Price: **\$648,683**
 Average Days on Market: **65**

"UNDER CONTRACT" Listings in Berkeley Heights

Number of Units: **25**
 Average List Price: **\$655,980**
 Average Days on Market: **56**

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	29	29	28	34						43
List Price	\$606,991	\$488,667	\$542,700	\$596,513	\$680,940	\$679,204	\$689,464						\$628,192
Sales Price	\$595,091	\$488,583	\$529,286	\$591,893	\$664,275	\$673,196	\$677,502						\$618,851
Sales Price as a % of List Price	97.65%	99.77%	97.24%	99.15%	98.57%	99.20%	98.30%						98.54%
Sales Price to Assessed Value	1.75	2.16	1.94	1.88	2.13	2.00	1.94						1.96
# Units Sold	11	6	14	15	10	23	17						96
Active Listings	29	36	39	56	63	72	71						52
Under Contracts	21	28	30	32	43	32	25						30

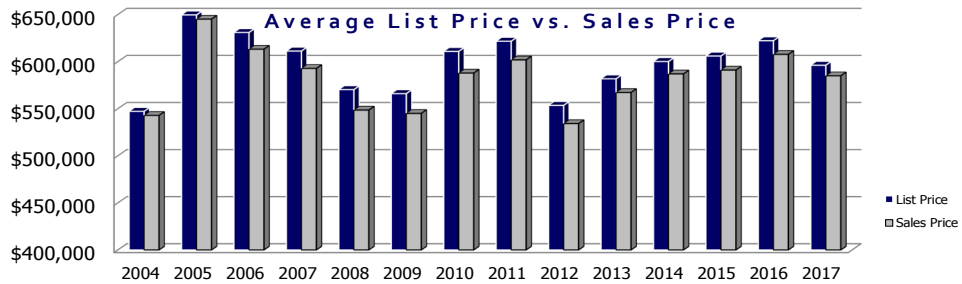
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	54	43	-19.75%
Sales Price	\$599,012	\$618,851	3.31%
Sales Price to Assessed Value	2.00	1.96	-1.88%



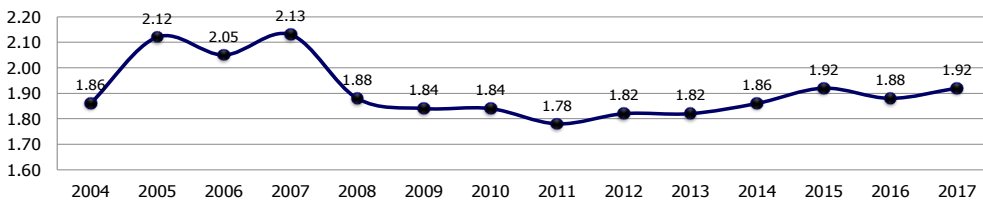
YTD	2017	2018	% Change
# Units Sold	100	96	-4.00%
Active Listings	70	71	1.43%
Under Contracts	39	25	-35.90%

Berkeley Heights Yearly Market Trends

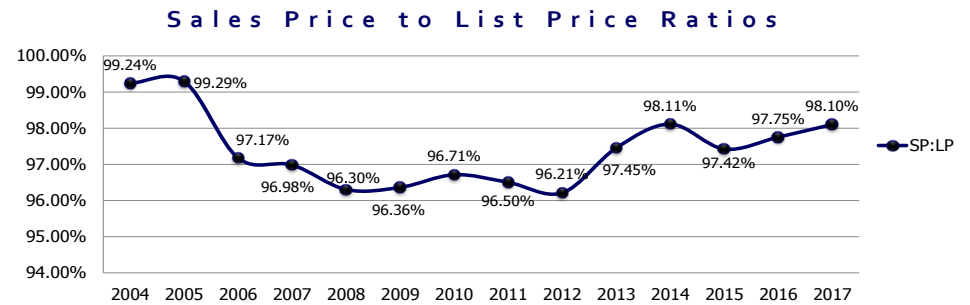


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178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

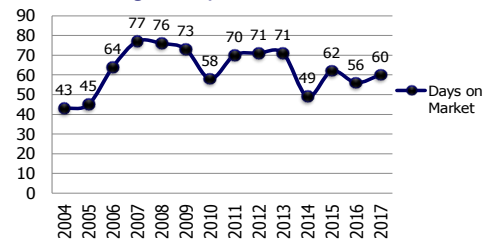
Sales Price to Assessed Value Ratio



Berkeley Heights Yearly Market Trends



Average Days on Market



Number of Units Sold

