

# Berkeley Heights

## September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-	SP:AV
1	51 Greenbrook Road	Split Level	3	2.0	63	\$349,900	\$349,900	\$335,000	95.74%	Free Acres	
2	114 Garfield Street	Bi-Level	4	1.1	24	\$449,000	\$449,000	\$440,000	98.00%	\$238,000	1.85
3	32 Ford Place	Ranch	3	2.0	9	\$550,000	\$550,000	\$550,000	100.00%	\$314,700	1.75
4	99 Windsor Lane	Split Level	4	2.1	16	\$560,000	\$560,000	\$562,000	100.36%	\$308,100	1.82
5	88 Tudor Lane	Split Level	4	2.1	13	\$619,000	\$619,000	\$608,000	98.22%	\$277,000	2.19
6	360 Park Avenue	Split Level	4	2.1	61	\$699,900	\$629,000	\$615,000	97.77%	\$281,800	2.18
7	31 Lee Lane	Colonial	5	3.1	63	\$824,000	\$750,000	\$700,000	93.33%	\$482,700	1.45
8	109 Burlington Road	Colonial	4	3.1	93	\$915,000	\$825,000	\$765,000	92.73%	\$493,000	1.55
9	2 Deer Path	Colonial	4	2.2	63	\$849,000	\$819,000	\$782,500	95.54%	\$401,100	1.95
10	26 Gallinson Drive	Custom	5	3.1	90	\$995,000	\$975,000	\$940,000	96.41%	\$454,500	2.07
AVERAGE					50	\$681,080	\$652,590	\$629,750	96.81%		1.87

### "ACTIVE" Listings in Berkeley Heights

**Number of Units:** 84  
**Average List Price:** \$654,239  
**Average Days on Market:** 64

### "UNDER CONTRACT" Listings in Berkeley Heights

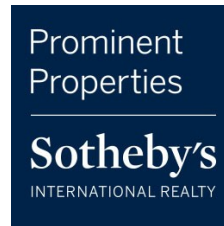
**Number of Units:** 14  
**Average List Price:** \$657,893  
**Average Days on Market:** 42

# 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	71	50				48
List Price	\$606,991	\$488,667	\$542,700	\$596,513	\$680,940	\$679,204	\$689,464	\$669,974	\$652,590				\$636,494
Sales Price	\$595,091	\$488,583	\$529,286	\$591,893	\$664,275	\$673,196	\$677,502	\$654,742	\$629,750				\$625,178
Sales Price as a % of List Price	97.65%	99.77%	97.24%	99.15%	98.57%	99.20%	98.30%	97.72%	96.81%				98.28%
Sales Price to Assessed Value	1.75	2.16	1.94	1.88	2.13	2.00	1.94	2.16	1.87				1.98
# Units Sold	11	6	14	15	10	23	17	19	10				125
Active Listings	29	36	39	56	63	72	71	68	84				58
Under Contracts	21	28	30	32	43	32	25	17	14				27

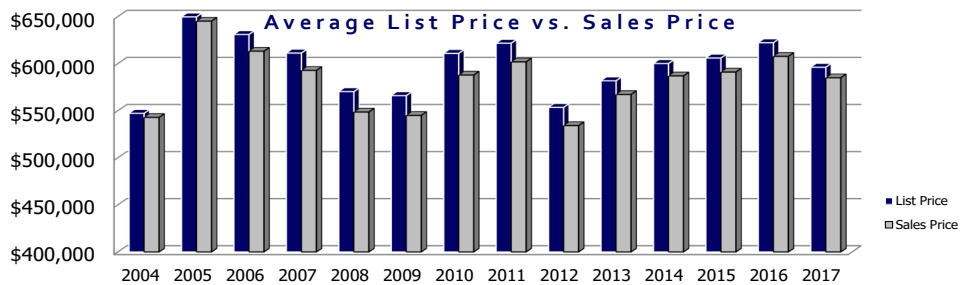
## Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	54	48	-11.05%
Sales Price	\$598,506	\$625,178	4.46%
Sales Price to Assessed Value	1.93	1.98	2.92%



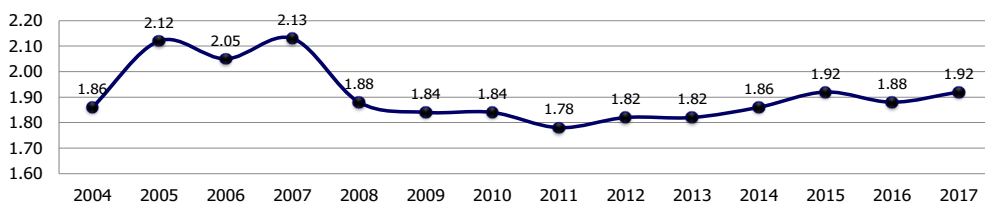
YTD	2017	2018	% Change
# Units Sold	136	125	-8.09%
Active Listings	62	84	35.48%
Under Contracts	26	14	-46.15%

### Berkeley Heights Yearly Market Trends

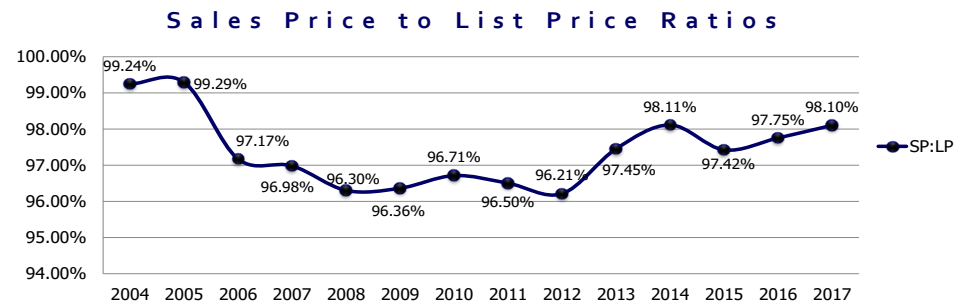


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178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

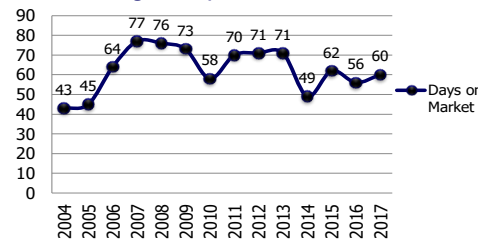
### Sales Price to Assessed Value Ratio



### Berkeley Heights Yearly Market Trends



### Average Days on Market



### Number of Units Sold

