

Bernard's Twp.

April 2022 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Assessment | SP:AV |
|-------|-----------------------|----------|--------|-------|-----|------------------|------------|-------------|---------|------------|-------|
| 1 | 136 Jamestown Road | OneFloor | 1 | 1.0 | 16 | \$240,500 | \$240,500 | \$240,000 | 99.79% | \$182,800 | 1.31 |
| 2 | 138 Jamestown Road | OneFloor | 1 | 1.0 | 58 | \$250,000 | \$244,900 | \$244,900 | 100.00% | \$194,400 | 1.26 |
| 3 | 120 Smithfield Court | OneFloor | 1 | 1.0 | 12 | \$260,000 | \$260,000 | \$285,000 | 109.62% | \$230,800 | 1.23 |
| 4 | 17 Baldwin Court | OneFloor | 2 | 2.0 | 5 | \$289,900 | \$289,900 | \$300,000 | 103.48% | \$260,200 | 1.15 |
| 5 | 232 English Place | OneFloor | 2 | 2.0 | 10 | \$289,000 | \$289,000 | \$305,000 | 105.54% | \$237,800 | 1.28 |
| 6 | 165 Jamestown Road | OneFloor | 2 | 1.0 | 9 | \$315,000 | \$315,000 | \$315,000 | 100.00% | \$245,400 | 1.28 |
| 7 | 30 Smithfield Court | OneFloor | 2 | 2.0 | 21 | \$319,000 | \$319,000 | \$330,000 | 103.45% | \$258,900 | 1.27 |
| 8 | 156 Potomac Drive | TwEndUn | 2 | 1.0 | 14 | \$310,000 | \$310,000 | \$336,000 | 108.39% | \$264,800 | 1.27 |
| 9 | 15 Alexandria Way | OneFloor | 2 | 2.0 | 21 | \$379,900 | \$379,900 | \$350,000 | 92.13% | \$261,800 | 1.34 |
| 10 | 48 Commonwealth Drive | OneFloor | 2 | 2.0 | 12 | \$334,900 | \$334,900 | \$350,300 | 104.60% | \$297,200 | 1.18 |
| 11 | 217 Irving Place | OneFloor | 2 | 2.0 | 8 | \$315,000 | \$315,000 | \$360,000 | 114.29% | \$272,900 | 1.32 |
| 12 | 14 Alexandria Way | OneFloor | 2 | 2.0 | 17 | \$369,000 | \$369,000 | \$376,000 | 101.90% | \$284,400 | 1.32 |
| 13 | 110 Countryside Drive | TwIntUn | 2 | 2.1 | 26 | \$399,000 | \$399,000 | \$380,000 | 95.24% | \$312,400 | 1.22 |
| 14 | 103 Baldwin Court | TwIntUn | 2 | 2.1 | 15 | \$375,000 | \$375,000 | \$390,000 | 104.00% | \$281,300 | 1.39 |
| 15 | 264 English Place | TwIntUn | 3 | 2.1 | 14 | \$405,000 | \$405,000 | \$410,000 | 101.23% | \$341,400 | 1.20 |
| 16 | 4 Village Drive | TwIntUn | 3 | 2.1 | 20 | \$445,900 | \$445,900 | \$450,000 | 100.92% | \$364,900 | 1.23 |
| 17 | 199 Locust Lane | TwIntUn | 2 | 2.1 | 9 | \$434,900 | \$434,900 | \$471,000 | 108.30% | \$342,000 | 1.38 |
| 18 | 205 Locust Lane | TwEndUn | 2 | 2.1 | 13 | \$444,900 | \$444,900 | \$485,000 | 109.01% | \$354,900 | 1.37 |
| 19 | 12 Carswell Court | TwIntUn | 3 | 2.1 | 10 | \$538,000 | \$538,000 | \$621,000 | 115.43% | \$462,600 | 1.34 |
| 20 | 14 Dexter Drive So | TwEndUn | 2 | 3.1 | 14 | \$639,000 | \$639,000 | \$657,700 | 102.93% | \$493,800 | 1.33 |
| 21 | 40 Queen Anne Drive | SplitLev | 4 | 2.1 | 10 | \$648,000 | \$648,000 | \$670,000 | 103.40% | \$560,800 | 1.19 |
| 22 | 17 Musket Drive | TwEndUn | 3 | 2.1 | 9 | \$659,900 | \$659,900 | \$750,000 | 113.65% | \$534,300 | 1.40 |
| 23 | 31 Allen Street | Colonial | 4 | 2.1 | 11 | \$749,000 | \$749,000 | \$857,000 | 114.42% | \$684,900 | 1.25 |
| 24 | 513 Mine Brook Road | Colonial | 4 | 2.1 | 18 | \$845,000 | \$845,000 | \$865,000 | 102.37% | \$720,400 | 1.20 |
| 25 | 58 Manor Drive | RanchExp | 6 | 4.1 | 31 | \$950,000 | \$950,000 | \$950,000 | 100.00% | \$796,800 | 1.19 |

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|---------|---------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|-------------|-------|
| 26 | 17 Woodstone Road | Colonial | 5 | 3.1 | 11 | \$965,000 | \$965,000 | \$1,075,000 | 111.40% | \$774,100 | 1.39 |
| 27 | 6 Scotsman Way | Colonial | 4 | 2.1 | 27 | \$949,999 | \$949,999 | \$1,088,000 | 114.53% | \$835,700 | 1.30 |
| 28 | 25 Brittany Place | Colonial | 4 | 3.1 | 1 | \$1,125,000 | \$1,125,000 | \$1,100,000 | 97.78% | \$886,800 | 1.24 |
| 29 | 2 Marlborough Court | Colonial | 4 | 2.1 | 15 | \$1,075,000 | \$1,075,000 | \$1,167,000 | 108.56% | \$881,700 | 1.32 |
| 30 | 10 Pitney Court | Colonial | 5 | 3.1 | 11 | \$1,250,000 | \$1,250,000 | \$1,379,000 | 110.32% | \$974,400 | 1.42 |
| 31 | 11 Owens Court | Colonial | 5 | 4.1 | 1 | \$1,450,000 | \$1,450,000 | \$1,440,000 | 99.31% | \$1,205,100 | 1.19 |
| 32 | 21 Keystone Court | Colonial | 6 | 5.1 | 15 | \$1,695,000 | \$1,695,000 | \$1,750,000 | 103.24% | \$1,400,700 | 1.25 |
| 33 | 54 Edward Court | Colonial | 5 | 5.2 | 16 | \$1,699,000 | \$1,699,000 | \$1,850,000 | 108.89% | \$1,463,500 | 1.26 |
| 34 | 23 Van Cortland Way | SeeRem | 5 | 5.2 | 306 | \$2,470,000 | \$2,470,000 | \$2,150,000 | 87.04% | \$1,819,500 | 1.18 |
| 35 | 66 Ridgeview Drive | Colonial | 5 | 6.2 | 10 | \$2,240,000 | \$2,240,000 | \$2,240,000 | 100.00% | \$1,478,900 | 1.51 |
| AVERAGE | | | | | 23 | \$746,423 | \$746,277 | \$771,083 | 104.43% | | 1.29 |

"Active" Listings in Bernards Twp

Number of Units: 43
Average List Price: \$1,017,421
Average Days on Market: 23

"Under Contract" Listings in Bernards Twp

Number of Units: 72
Average List Price: \$956,057
Average Days on Market: 29

Bernards Twp 2022 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 37 | 40 | 25 | 23 | | | | | | | | | 30 |
| List Price | \$701,590 | \$787,103 | \$595,223 | \$746,277 | | | | | | | | | \$705,438 |
| Sales Price | \$708,200 | \$804,117 | \$626,277 | \$771,083 | | | | | | | | | \$725,412 |
| SP:LP% | 100.94% | 101.48% | 106.08% | 104.43% | | | | | | | | | 103.36% |
| SP to AV | 1.23 | 1.18 | 1.25 | 1.29 | | | | | | | | | 1.25 |
| # Units Sold | 30 | 19 | 26 | 35 | | | | | | | | | 110 |
| 3 Mo Rate of Ab | 0.65 | 1.04 | 0.96 | 1.77 | | | | | | | | | 1.11 |
| Active Listings | 20 | 34 | 20 | 43 | | | | | | | | | 29 |
| Under Contracts | 33 | 46 | 81 | 72 | | | | | | | | | 58 |

Flashback! YTD 2021 vs YTD 2022

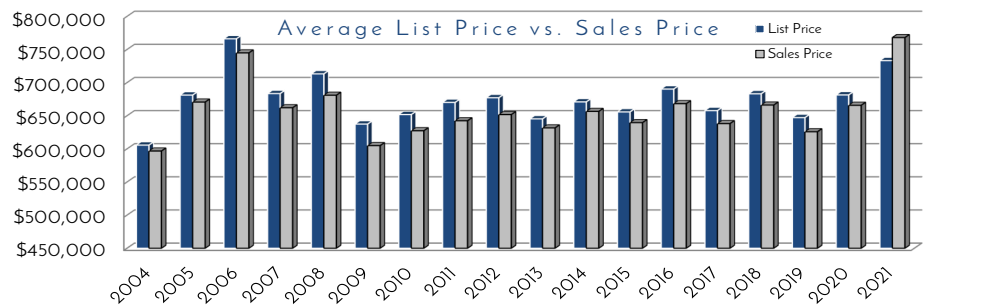
| YTD | 2021 | 2022 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 48 | 30 | -37.05% |
| Sales Price | \$636,082 | \$725,412 | 14.04% |
| LP:SP | 99.43% | 103.36% | 3.95% |
| SP:AV | 1.12 | 1.25 | 11.68% |

Prominent
Properties

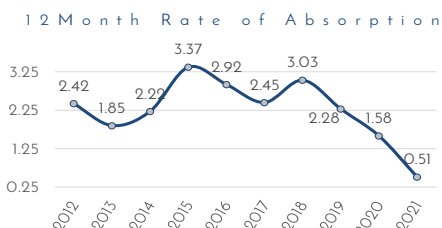
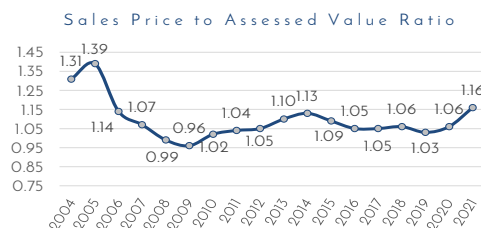
Sotheby's
INTERNATIONAL REALTY

| YTD | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 123 | 110 | -10.57% |
| Rate of Ab 3 Mo | 2.17 | 1.77 | -18.43% |
| Actives | 61 | 43 | -29.51% |
| Under Contracts | 116 | 72 | -37.93% |

Bernard's Township Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$605,619 | \$681,163 | \$766,082 | \$683,388 | \$713,173 | \$637,374 | \$651,757 | \$670,020 | \$677,152 | \$645,259 | \$670,853 | \$655,720 | \$690,241 | \$657,761 | \$683,114 | \$647,183 | \$681,375 | \$733,134 |
| SP | \$596,708 | \$670,611 | \$744,810 | \$662,036 | \$680,906 | \$604,844 | \$627,315 | \$642,410 | \$651,718 | \$631,612 | \$656,462 | \$639,561 | \$666,220 | \$638,122 | \$666,075 | \$625,793 | \$665,737 | \$737,945 |

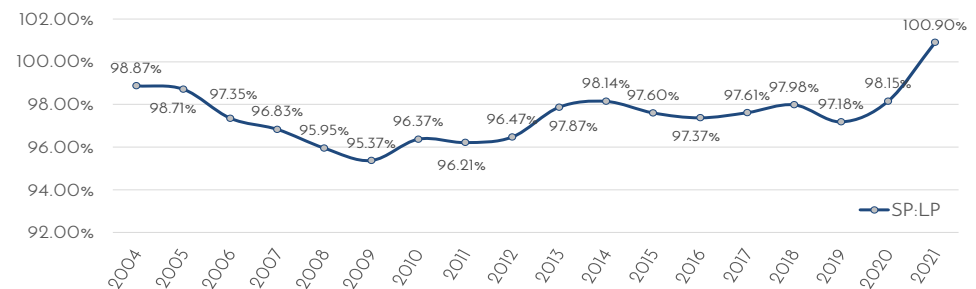


Data only available until 2012

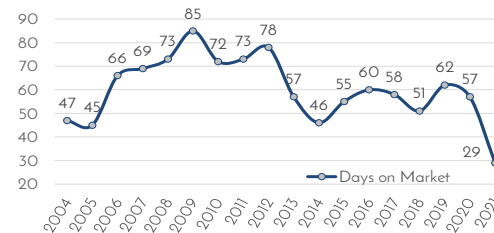
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Bernard's Township Yearly Market Trends

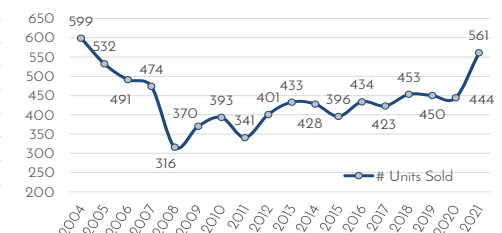
Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold



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Not intended to solicit a property already listed.