

Bernardsville

April 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	132 Claremont Road	OneFloor	1	1.0	129	\$225,000	\$225,000	\$218,000	96.89%	\$181,500	1.20
2	162 Claremont Road	Colonial	3	1.0	19	\$439,000	\$439,000	\$462,000	105.24%	\$310,500	1.49
3	3 Sunset Drive	Ranch	3	1.1	14	\$449,000	\$449,000	\$470,000	104.68%	\$298,400	1.58
4	19 Thompson Street	CapeCod	3	2.0	13	\$449,000	\$449,000	\$475,000	105.79%	\$267,700	1.77
5	31 Orchard Hill Road	Contemp	3	2.0	54	\$529,000	\$529,000	\$535,000	101.13%	\$448,900	1.19
6	30 Center Street	Custom	4	3.1	15	\$599,000	\$599,000	\$625,000	104.34%	\$475,300	1.31
7	66 Seney Drive	Colonial	4	2.1	37	\$755,000	\$740,000	\$743,240	100.44%	\$687,500	1.08
8	75 Seney Drive	Ranch	4	3.0	10	\$750,000	\$749,000	\$825,000	110.15%	\$522,900	1.58
9	35 Mendham Road	Ranch	3	3.0	9	\$750,000	\$750,000	\$841,000	112.13%	\$663,100	1.27
10	118 Seney Drive	Colonial	4	2.1	13	\$825,000	\$825,000	\$845,000	102.42%	\$680,200	1.24
11	6 Oak Ridge Road	Custom	4	3.1	214	\$899,000	\$959,000	\$977,418	101.92%	\$794,100	1.23
12	682 Mine Brook Road	Colonial	6	3.1	80	\$1,220,000	\$1,220,000	\$1,175,000	96.31%	\$578,700	2.03
13	43 Skyline Drive	Custom	5	5.2	106	\$1,350,000	\$1,350,000	\$1,300,000	96.30%	\$1,481,800	0.88
14	80 Claremont Road Unit 202	OneFloor	2	2.1	518	\$1,499,000	\$1,499,000	\$1,400,000	93.40%	\$150,000	9.33
15	14 Charlotte Hill Drive	Custom	5	4.2	188	\$1,695,000	\$1,695,000	\$1,635,000	96.46%	\$1,161,800	1.41
16	330 Mount Harmony Road	Colonial	6	6.1	144	\$2,575,000	\$2,575,000	\$2,275,000	88.35%	\$1,980,700	1.15
17	19-2 Heritage Court	Colonial	5	7.2	145	\$2,795,000	\$2,695,000	\$2,695,000	100.00%	\$1,709,000	1.58
AVERAGE					100	\$1,047,235	\$1,043,941	\$1,029,215	100.94%		1.84

"Active" Listings in Bernardsville

Number of Units: 19
 Average List Price: \$2,812,253
 Average Days on Market: 69

"Under Contract" Listings in Bernardsville

Number of Units: 30
 Average List Price: \$1,043,000
 Average Days on Market: 18

Bernardsville 2022 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	42	95	19	100									75
List Price	\$980,571	\$1,612,833	\$917,667	\$1,043,941									\$1,105,389
Sales Price	\$940,321	\$1,563,917	\$976,167	\$1,029,215									\$1,092,206
SP:LP%	97.00%	98.96%	107.18%	100.94%									100.88%
SP to AV	1.15	1.31	1.30	1.84									1.54
# Units Sold	7	6	6	17									36
3 Mo Rate of Ab	1.26	2.04	4.17	2.30									2.44
Active Listings	10	20	22	19									18
Under Contracts	15	21	27	30									23

Flashback! YTD 2021 vs YTD 2022

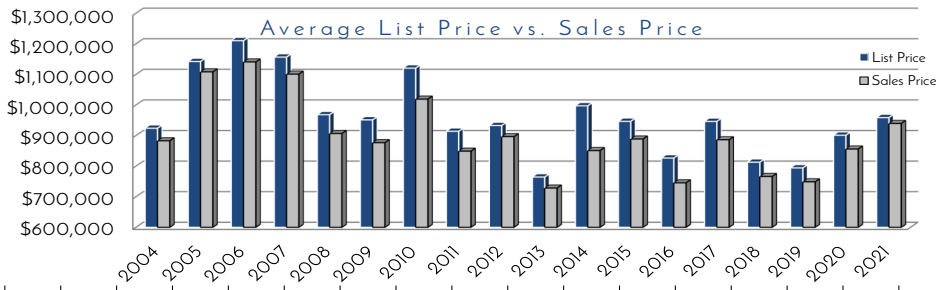
YTD	2021	2022	% Change
DOM	92	75	-19.36%
Sales Price	\$905,114	\$1,092,206	20.67%
LP:SP	97.95%	100.88%	2.99%
SP:AV	1.11	1.54	38.75%

Prominent Properties

Sotheby's
INTERNATIONAL REALTY

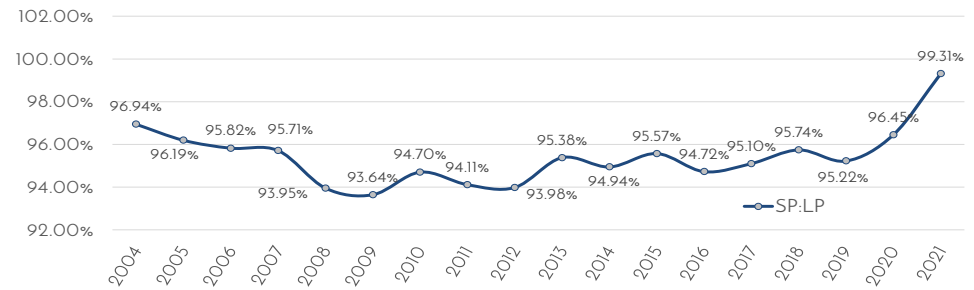
YTD	2021	2022	% Change
# Units Sold	62	36	-41.94%
Rate of Ab 3 Mo	3.07	2.30	-25.08%
Actives	47	19	-59.57%
Under Contracts	49	30	-38.78%

Bernardsville Yearly Market Trends



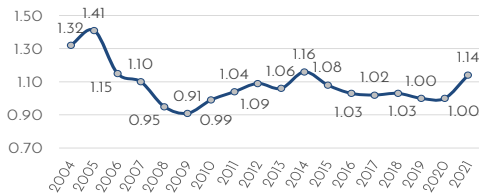
Bernardsville Yearly Market Trends

Sales Price to List Price Ratios

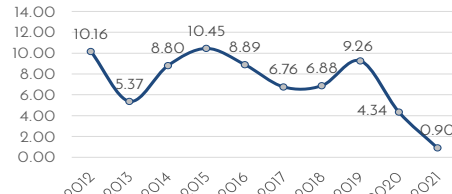


Year	LP	SP
2004	\$923,837	\$882,879
2005	\$1,142,058	\$1,108,266
2006	\$1,210,174	\$1,140,704
2007	\$1,156,426	\$1,100,786
2008	\$966,089	\$906,632
2009	\$951,193	\$876,740
2010	\$1,180,406	\$1,019,146
2011	\$913,842	\$848,980
2012	\$932,671	\$896,399
2013	\$764,369	\$728,330
2014	\$997,134	\$850,996
2015	\$946,481	\$866,721
2016	\$826,444	\$745,399
2017	\$946,174	\$886,206
2018	\$812,773	\$766,203
2019	\$794,167	\$748,695
2020	\$900,941	\$855,905
2021	\$958,715	\$939,559

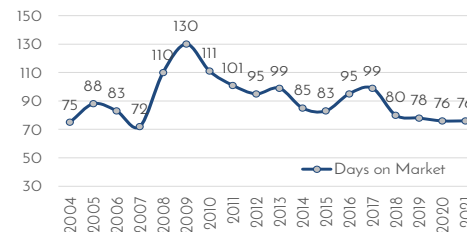
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

