

# Bernardsville

## June 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 7A   | OneFloor | 1      | 1.0   | 21  | \$218,000        | \$218,000   | \$218,000   | 100.00% | \$187,200        | 1.16  |
| 2       | 672 Mine Brook Road     | Colonial | 3      | 1.1   | 9   | \$599,000        | \$599,000   | \$599,000   | 100.00% | \$473,300        | 1.27  |
| 3       | 56 Liberty Road         | CapeCod  | 3      | 3.0   | 22  | \$629,000        | \$629,000   | \$629,000   | 100.00% | \$588,900        | 1.07  |
| 4       | 3 Lindabury Avenue      | Ranch    | 3      | 1.1   | 10  | \$548,000        | \$548,000   | \$653,512   | 119.25% | \$427,100        | 1.53  |
| 5       | 32 Maple Street         | Colonial | 3      | 2.1   | 16  | \$650,000        | \$650,000   | \$701,000   | 107.85% | \$500,700        | 1.40  |
| 6       | 119 Mount Airy Road     | Colonial | 4      | 4.0   | 18  | \$699,000        | \$699,000   | \$768,500   | 109.94% | \$560,200        | 1.37  |
| 7       | 80 Claremont Road       | Contemp  | 1      | 1.1   | 17  | \$895,000        | \$895,000   | \$895,000   | 100.00% | \$775,000        | 1.15  |
| 8       | 11 Highview Avenue      | Colonial | 4      | 3.1   | 11  | \$869,000        | \$869,000   | \$926,000   | 106.56% | \$793,300        | 1.17  |
| 9       | 150 Seney Drive         | Custom   | 5      | 3.1   | 10  | \$949,000        | \$949,000   | \$1,050,000 | 110.64% | \$668,600        | 1.57  |
| 10      | 1 Stirling Road         | Colonial | 4      | 2.2   | 5   | \$999,000        | \$999,000   | \$1,060,000 | 106.11% | \$866,100        | 1.22  |
| 11      | 27 Sycamore Hill Road   | Custom   | 4      | 2.1   | 8   | \$915,000        | \$1,145,000 | \$1,200,000 | 104.80% | \$717,200        | 1.67  |
| 12      | 31 Tower Mountain Drive | Colonial | 5      | 3.1   | 8   | \$1,285,000      | \$1,285,000 | \$1,285,000 | 100.00% | \$912,700        | 1.41  |
| 13      | 42 Shadowbrook Court    | Colonial | 5      | 3.1   | 15  | \$1,295,000      | \$1,295,000 | \$1,350,000 | 104.25% | \$1,031,400      | 1.31  |
| 14      | 131 Clark Road          | Custom   | 5      | 5.2   | 23  | \$2,350,000      | \$2,350,000 | \$2,350,000 | 100.00% | \$1,546,100      | 1.52  |
| AVERAGE |                         |          |        |       | 14  | \$921,429        | \$937,857   | \$977,501   | 104.96% |                  | 1.34  |

### "Active" Listings in Bernardsville

Number of Units: 43  
 Average List Price: \$1,980,526  
 Average Days on Market: 61

### "Under Contract" Listings in Bernardsville

Number of Units: 19  
 Average List Price: \$946,100  
 Average Days on Market: 23

# 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         | 18        | 14        |      |        |           |         |          |          | 49          |
| List Price      | \$980,571 | \$1,612,833 | \$917,667 | \$1,043,941 | \$851,461 | \$937,857 |      |        |           |         |          |          | \$1,015,762 |
| Sales Price     | \$940,321 | \$1,563,917 | \$976,167 | \$1,029,215 | \$871,556 | \$977,501 |      |        |           |         |          |          | \$1,021,185 |
| SP:LP%          | 97.00%    | 98.96%      | 107.18%   | 100.94%     | 103.14%   | 104.96%   |      |        |           |         |          |          | 102.25%     |
| SP to AV        | 1.15      | 1.31        | 1.30      | 1.84        | 1.27      | 1.34      |      |        |           |         |          |          | 1.44        |
| # Units Sold    | 7         | 6           | 6         | 17          | 13        | 14        |      |        |           |         |          |          | 63          |
| 3 Mo Rate of Ab | 1.26      | 2.04        | 4.17      | 2.30        | 2.76      | 3.00      |      |        |           |         |          |          | 2.59        |
| Active Listings | 10        | 20          | 22        | 19          | 36        | 43        |      |        |           |         |          |          | 25          |
| Under Contracts | 15        | 21          | 27        | 30          | 22        | 19        |      |        |           |         |          |          | 22          |

## Flashback! YTD 2021 vs YTD 2022

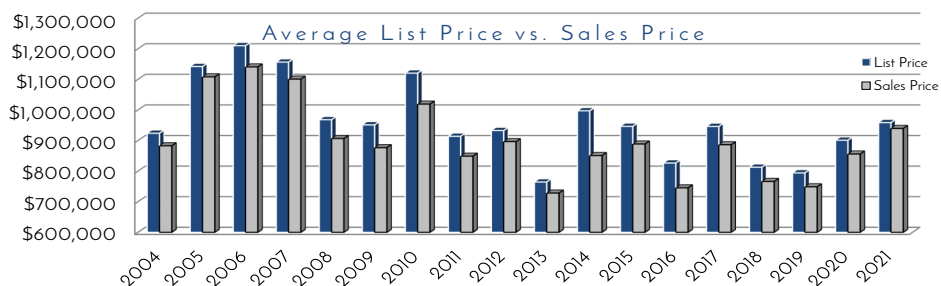
| YTD         | 2021      | 2022        | % Change |
|-------------|-----------|-------------|----------|
| DOM         | 82        | 49          | -39.97%  |
| Sales Price | \$933,575 | \$1,021,185 | 9.38%    |
| LP:SP       | 99.46%    | 102.25%     | 2.81%    |
| SP:AV       | 1.14      | 1.44        | 27.18%   |

Prominent Properties

**Sotheby's**  
INTERNATIONAL REALTY

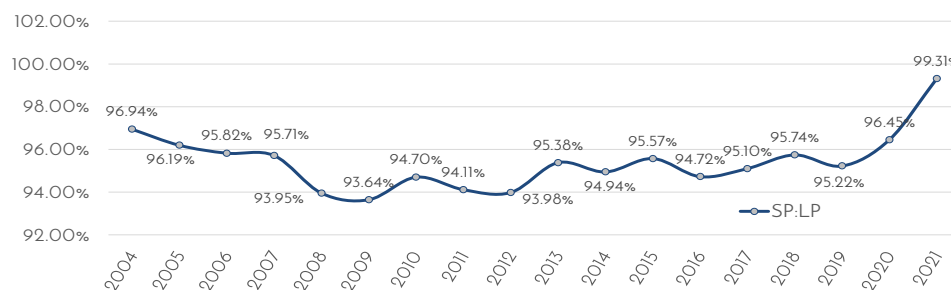
| YTD             | 2021 | 2022 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 112  | 63   | -43.75%  |
| Rate of Ab 3 Mo | 1.99 | 3.00 | 50.75%   |
| Actives         | 43   | 43   | 0.00%    |
| Under Contracts | 28   | 19   | -32.14%  |

## Bernardsville Yearly Market Trends



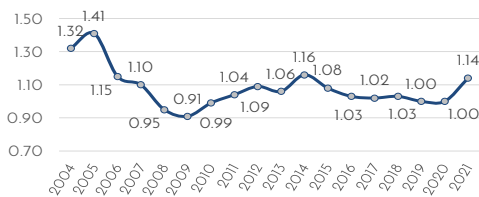
## Bernardsville Yearly Market Trends

Sales Price to List Price Ratios

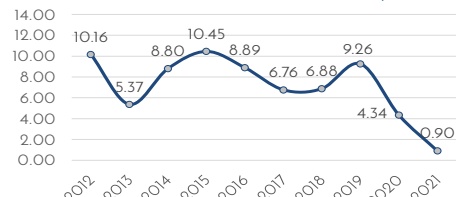


| Year | LP          | SP          |
|------|-------------|-------------|
| 2004 | \$923,837   | \$882,879   |
| 2005 | \$1,142,058 | \$1,108,266 |
| 2006 | \$1,210,174 | \$1,140,704 |
| 2007 | \$1,156,426 | \$1,100,786 |
| 2008 | \$966,089   | \$906,632   |
| 2009 | \$951,193   | \$876,740   |
| 2010 | \$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   | \$868,721   |
| 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

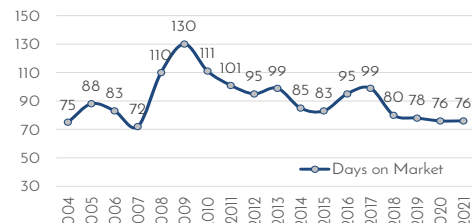


### 12 Month Rate of Absorption



Data only available until 2012

### Average Days on Market



### Number of Units Sold

