

Berkeley Heights

March 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	15 Berkeley Square	TwnIntUn	2	2.2	18	\$469,000	\$469,000	\$469,000	100.00%	\$217,500	2.16
2	10 Berkeley Square	TwnEndUn	3	2.1	135	\$505,000	\$505,000	\$480,000	95.05%	\$253,100	1.90
3	29 River Bend Road	CapeCod	4	2.0	14	\$525,000	\$525,000	\$525,000	100.00%	\$249,000	2.11
4	68 Southview Drive	Bi-Level	3	2.1	48	\$589,000	\$589,000	\$570,000	96.77%	\$256,000	2.23
5	89 Springfield Avenue	Ranch	3	2.1	18	\$585,000	\$585,000	\$625,000	106.84%	\$328,600	1.90
6	261 River Bend Road	Bi-Level	4	3.0	5	\$739,000	\$739,000	\$750,000	101.49%		
7	90 Roland Road	Split Level	3	2.1	7	\$699,000	\$699,000	\$775,000	110.87%	\$358,200	2.16
8	89 Oakland Street	Ranch	3	2.0	8	\$699,000	\$699,000	\$781,000	111.73%	\$252,600	3.09
9	38 La Secla Place	Custom	4	3.1	11	\$849,000	\$849,000	\$962,000	113.31%		
AVERAGE					29	\$628,778	\$628,778	\$659,667	104.01%		2.22

"Active" Listings in Berkeley Heights

Number of Units: 14
 Average List Price: \$681,279
 Average Days on Market: 36

"Under Contract" Listings in Berkeley Heights

Number of Units: 26
 Average List Price: \$823,961
 Average Days on Market: 35

Berkeley Heights 2022 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	41	41	29										36
List Price	\$649,111	\$593,975	\$628,778										\$623,108
Sales Price	\$661,843	\$607,125	\$659,667										\$642,788
SP:LP%	102.32%	99.90%	104.01%										102.15%
SP to AV	2.38	2.09	2.22										2.21
# Units Sold	7	8	9										24
3 Mo Rate of Ab	0.63	0.69	1.80										1.04
Active Listings	13	7	14										11
Under Contracts	13	21	26										20

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	45	36	-18.72%
Sales Price	\$619,988	\$642,788	3.68%
LP:SP	99.29%	102.15%	2.87%
SP:AV	2.06	2.21	7.31%

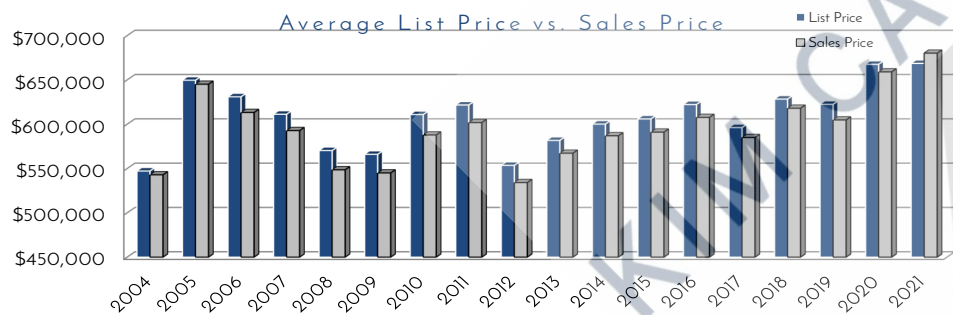
Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	40	24	-40.00%
Rate of Ab 3 Mo	2.76	1.80	-34.78%
Actives	31	14	-54.84%
Under Contracts	44	26	-40.91%

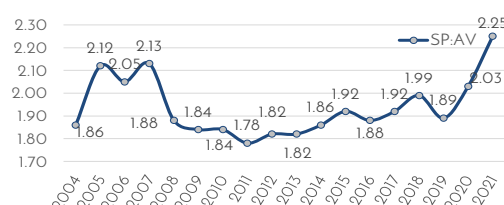
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

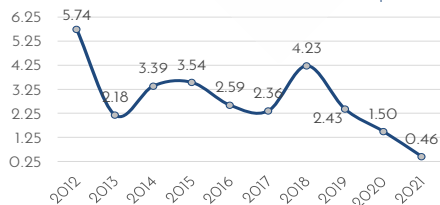


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031	\$604,799	\$659,029	\$680,158

Sales Price to Assessed Value Ratio



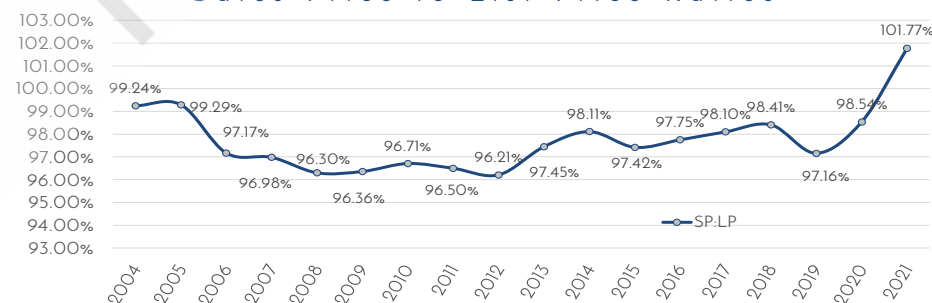
12 Month Rate of Absorption



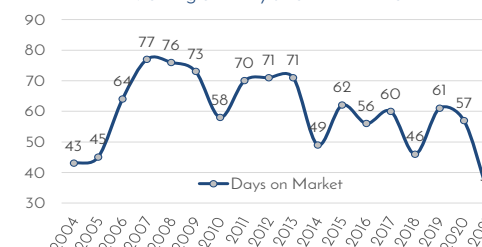
Data only available until 2012

Berkeley Heights Yearly Market Trends

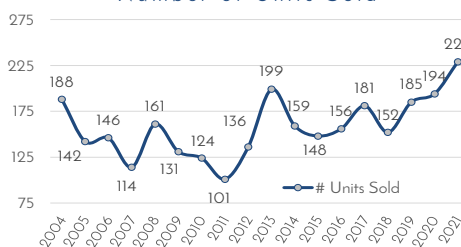
Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold



Not intended to solicit a property already listed.