

Berkeley Heights

December 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Assessment	SP:AV
1	34 Angela Way	TwnIntUn	2	2.1	28	\$469,900	\$449,900	\$450,000	100.02%	\$217,300	2.07
2	288 Garfield Street	CapeCod	3	1.0	10	\$399,900	\$399,900	\$455,000	113.78%	\$201,000	2.26
3	56 Springholm Drive	TwnEndUn	3	2.1	17	\$460,000	\$460,000	\$461,000	100.22%	\$190,100	2.43
4	3 Castle Drive	TwnIntUn	3	2.1	7	\$445,000	\$445,000	\$527,000	118.43%	\$214,500	2.46
5	88 Sutton Drive	Custom	5	3.0	7	\$899,000	\$899,000	\$920,000	102.34%	\$324,300	2.84
6	59 Crest Drive	Custom	4	3.1	7	\$1,349,000	\$1,349,000	\$1,350,000	100.07%	\$458,100	2.95
AVERAGE					13	\$670,467	\$667,133	\$693,833	105.81%		2.50

"Active" Listings in Berkeley Heights

Number of Units: 9
Average List Price: \$852,654
Average Days on Market: 104

"Under Contract" Listings in Berkeley Heights

Number of Units: 8
Average List Price: \$930,122
Average Days on Market: 35

Berkeley Heights 2023 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	43	43	29	37	16	12	22	21	28	43	24	13	26
List Price	\$665,650	\$711,171	\$683,625	\$766,671	\$703,523	\$697,785	\$811,326	\$876,724	\$732,363	\$804,127	\$706,112	\$667,133	\$751,592
Sales Price	\$670,750	\$716,687	\$696,812	\$809,986	\$741,462	\$765,885	\$842,879	\$901,206	\$777,947	102.66%	\$737,558	\$693,833	\$783,954
SP:LP%	101.47%	101.24%	101.22%	106.37%	106.76%	108.36%	105.17%	103.62%	104.63%	102.66%	104.97%	105.81%	104.59%
SP to AV	2.32	2.38	2.26	2.47	2.47	2.64	2.24	2.47	2.36	2.50	2.66	2.50	2.45
# Units Sold	4	8	8	7	13	13	14	17	16	14	10	6	130
3 Mo Rate of Ab	1.00	1.15	1.91	1.69	2.07	1.84	1.62	0.98	0.91	0.57	0.79	0.77	1.28
Active Listings	7	10	15	14	19	19	21	14	15	9	12	9	14
Under Contracts	17	15	15	22	24	25	22	23	21	16	9	8	18

Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	27.3	26.0	-5.04%
Sales Price	\$729,978	\$783,954	7.39%
LP:SP	103.36%	104.59%	1.18%
SP:AV	2.40	2.45	1.99%

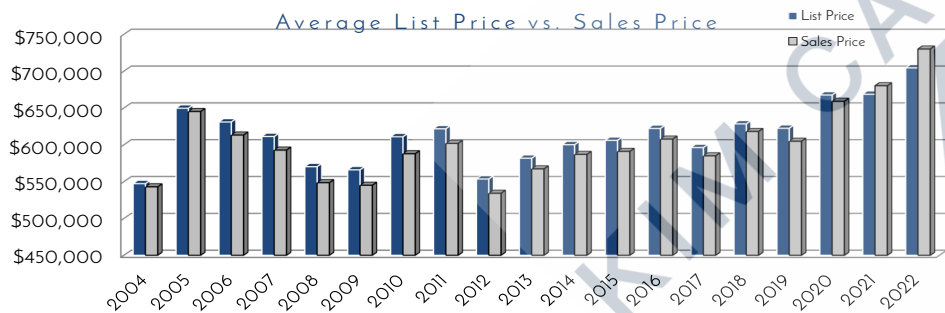
Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2022	2023	% Change
# Units Sold	173	130	-24.86%
Rate of Ab 3 Mo	1.33	1.28	-4.32%
Actives	18	14	-22.64%
Under Contracts	25	18	-27.67%

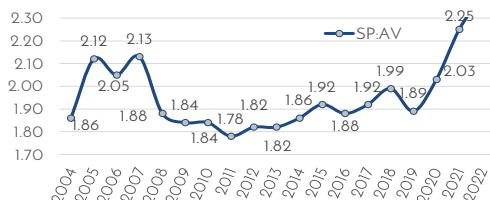
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

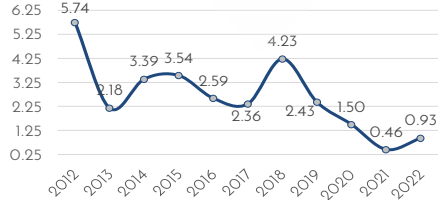


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573	\$704,377
SP	\$542,895	\$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	\$729,978

Sales Price to Assessed Value Ratio



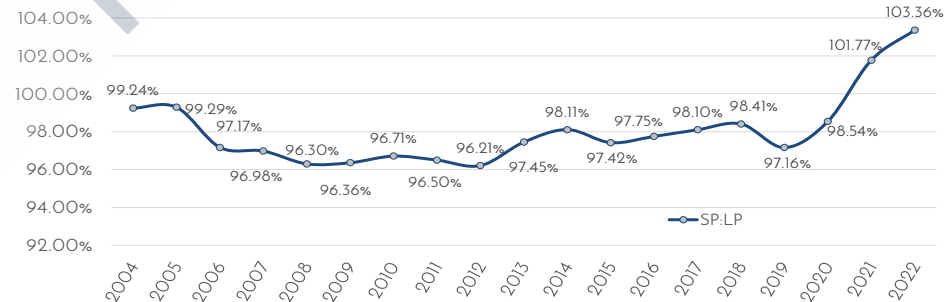
12 Month Rate of Absorption



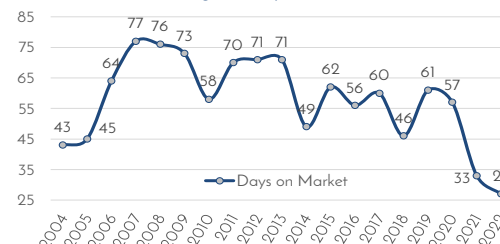
Data only available until 2012

Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

