

# Berkeley Heights

## July 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Assessment	SP:AV
1	31 Evergreen Drive	Ranch	3	2.0	13	\$525,000	\$525,000	\$530,000	100.95%	\$268,100	1.98
2	106 Timber Drive	Ranch	3	1.1	8	\$479,000	\$479,000	\$580,000	121.09%	\$267,600	2.17
3	20 Whispering Way	TwnIntUn	3	2.1	6	\$589,000	\$589,000	\$583,000	98.98%	\$280,500	2.08
4	38 Beech Avenue	Colonial	4	1.1	7	\$545,000	\$545,000	\$600,000	110.09%	\$244,900	2.45
5	31 Berkeley Square	TwnEndUn	3	2.1	40	\$599,000	\$599,000	\$605,000	101.00%	\$493,900	1.22
6	230 McMane Avenue	SplitLev	3	2.1	17	\$589,000	\$589,000	\$663,000	112.56%	\$255,900	2.59
7	78 Woodwild Way	Colonial	4	3.1	15	\$799,000	\$799,000	\$775,000	97.00%	\$357,800	2.17
8	45 Wentworth Drive	Bi-Level	5	2.1	20	\$699,000	\$699,000	\$781,000	111.73%	\$358,300	2.18
9	22 Nancy Place	Colonial	4	2.1	8	\$745,000	\$745,000	\$855,000	114.77%	\$300,900	2.84
10	103 Lawrence Drive	Colonial	4	2.1	19	\$899,000	\$899,000	\$925,000	102.89%	\$363,600	2.54
11	80 Swenson Circle	Colonial	4	2.1	9	\$1,075,000	\$1,075,000	\$1,106,000	102.88%	\$511,600	2.16
12	61 Webster Drive	Custom	4	4.0	7	\$1,199,000	\$1,199,000	\$1,185,000	98.83%		
13	12 Hawfinch	TwnIntUn	4	3.1	110	\$1,296,509	\$1,266,559	\$1,262,309	99.66%		
14	73 Hillside Avenue	Colonial	6	4.0	23	\$1,350,000	\$1,350,000	\$1,350,000	100.00%	\$547,000	2.47
AVERAGE					22	\$813,465	\$811,326	\$842,879	105.17%		2.24

### "Active" Listings in Berkeley Heights

Number of Units: 21  
Average List Price: \$880,100  
Average Days on Market: 38

### "Under Contract" Listings in Berkeley Heights

Number of Units: 22  
Average List Price: \$789,464  
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						25
List Price	\$665,650	\$711,171	\$683,625	\$766,671	\$703,523	\$697,785	\$811,326						\$727,809
Sales Price	\$670,750	\$716,687	\$696,812	\$809,986	\$741,462	\$765,885	\$842,879						\$762,040
SP:LP%	101.47%	101.24%	101.22%	106.37%	106.76%	108.36%	105.17%						105.06%
SP to AV	2.32	2.38	2.26	2.47	2.47	2.64	2.24						2.42
# Units Sold	4	8	8	7	13	13	14						67
3 Mo Rate of Ab	1.00	1.15	1.91	1.69	2.07	1.84	1.62						1.61
Active Listings	7	10	15	14	19	19	21						15
Under Contracts	17	15	15	22	24	25	22						20

## Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	27	25	-7.74%
Sales Price	\$731,895	\$762,040	4.12%
LP:SP	104.52%	105.06%	0.51%
SP:AV	2.39	2.42	1.36%

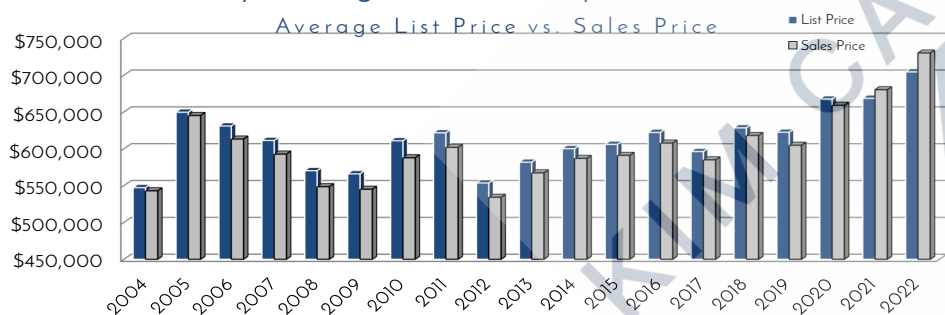
Prominent  
Properties

**Sotheby's**  
INTERNATIONAL REALTY

YTD	2022	2023	% Change
# Units Sold	95	67	-29.47%
Rate of Ab 3 Mo	1.58	1.61	1.99%
Actives	19	21	12.21%
Under Contracts	29	22	-24.88%

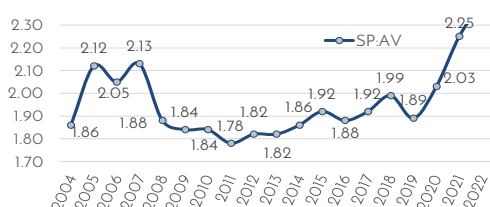
## Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

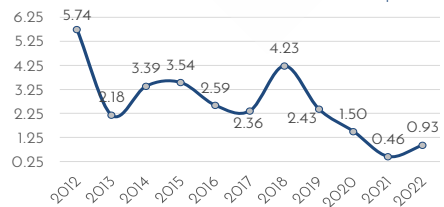


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573	\$704,377
SP	\$542,895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



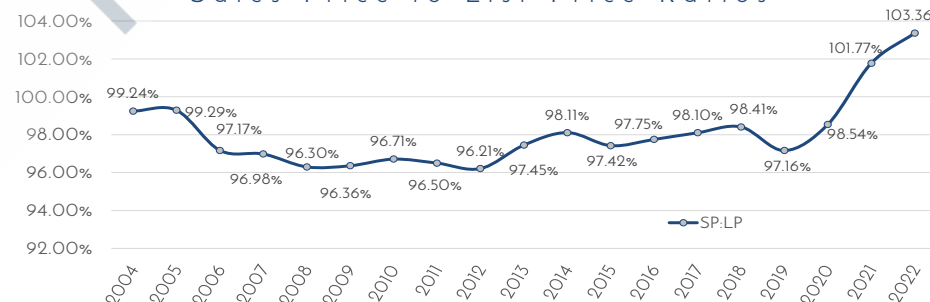
12 Month Rate of Absorption



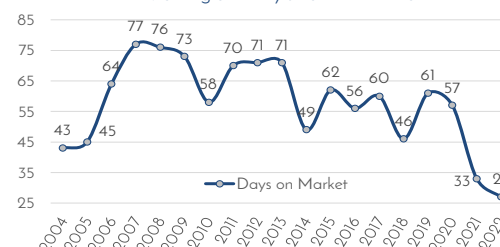
Data only available until 2012

## Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

