

# Berkeley Heights

## October 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Assessment	SP:AV
1	65 Park Edge 2C	OneFloor	1	1.0	12	\$219,900	\$219,900	\$220,000	100.05%	\$109,900	2.00
2	30 Park Edge	TwnEndUn	2	2.0	54	\$450,000	\$450,000	\$420,000	93.33%	\$168,200	2.50
3	199 Dogwood Lane	Ranch	2	1.0	20	\$499,000	\$499,000	\$580,000	116.23%	\$215,500	2.69
4	1153 Plainfield Avenue	CapeCod	4	3.1	68	\$629,900	\$629,900	\$605,000	96.05%	\$237,200	2.55
5	1 Clover Court	TwnEndUn	3	2.1	16	\$675,000	\$675,000	\$725,000	107.41%	\$329,300	2.20
6	63 Whitney Drive	Bi-Level	4	3.0	9	\$725,000	\$725,000	\$760,000	104.83%	\$287,900	2.64
7	26 Hilltop Avenue	CapeCod	3	2.0	27	\$795,000	\$795,000	\$825,000	103.77%	\$299,700	2.75
8	473 Plainfield Avenue	Colonial	5	3.0	14	\$949,900	\$949,900	\$920,000	96.85%		
9	160 Mcmane Avenue	Custom	4	2.1	53	\$950,000	\$950,000	\$925,000	97.37%	\$354,300	2.61
10	280 Killarney Drive	Colonial	4	2.1	74	\$975,000	\$975,000	\$997,000	102.26%	\$482,400	2.07
11	265 Killarney Drive	Colonial	5	3.0	12	\$975,000	\$975,000	\$1,040,000	106.67%	\$503,700	2.06
12	22 Ridge Drive W	Colonial	4	2.1	9	\$975,000	\$975,000	\$1,100,000	112.82%	\$316,500	3.48
13	22 Hawfinch Drive	TwnIntUn	4	3.1	128	\$1,181,064	\$1,174,114	\$1,169,114	99.57%		
14	8 Hawfinch Drive	TwnIntUn	4	4.1	106	\$1,309,908	\$1,264,958	\$1,264,958	100.00%		
AVERAGE					43	\$807,834	\$804,127	\$825,077	102.66%		2.50

### "Active" Listings in Berkeley Heights

Number of Units: 9  
Average List Price: \$833,041  
Average Days on Market: 57

### "Under Contract" Listings in Berkeley Heights

Number of Units: 16  
Average List Price: \$865,287  
Average Days on Market: 38

Prominent  
Properties

Sotheby's  
INTERNATIONAL REALTY

# 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			27
List Price	\$665,650	\$711,171	\$683,625	\$766,671	\$703,523	\$697,785	\$811,326	\$876,724	\$732,363	\$804,127			\$760,027
Sales Price	\$670,750	\$716,687	\$696,812	\$809,986	\$741,462	\$765,885	\$842,879	\$901,206	\$777,947	102.66%			\$792,767
SP:LP%	101.47%	101.24%	101.22%	106.37%	106.76%	108.36%	105.17%	103.62%	104.63%	102.66%			104.49%
SP to AV	2.32	2.38	2.26	2.47	2.47	2.64	2.24	2.47	2.36	2.50			2.43
# Units Sold	4	8	8	7	13	13	14	17	16	14			114
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			1.37
Active Listings	7	10	15	14	19	19	21	14	15	9			14
Under Contracts	17	15	15	22	24	25	22	23	21	16			20

## Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	27.0	26.9	-0.49%
Sales Price	\$734,785	\$792,767	7.89%
LP:SP	103.69%	104.49%	0.77%
SP:AV	2.41	2.43	0.88%

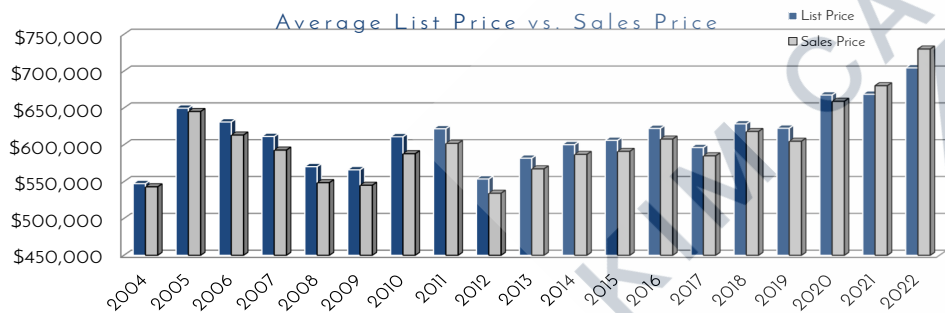
Prominent  
Properties

**Sotheby's**  
INTERNATIONAL REALTY

YTD	2022	2023	% Change
# Units Sold	148	114	-22.97%
Rate of Ab 3 Mo	1.38	1.37	-0.58%
Actives	18	14	-22.28%
Under Contracts	27	20	-26.74%

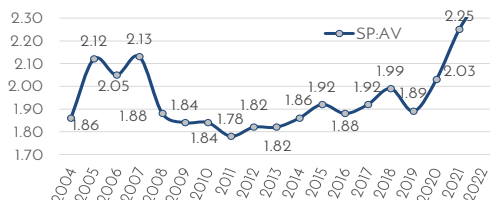
## Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

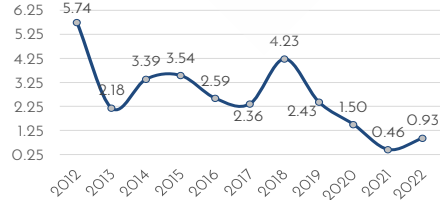


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573	\$704,377
SP	\$542,895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



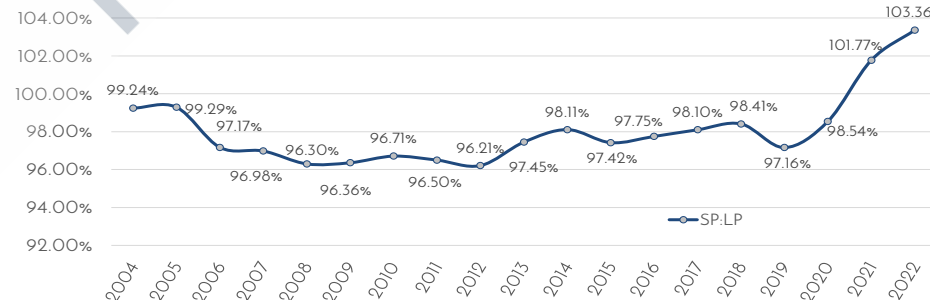
12 Month Rate of Absorption



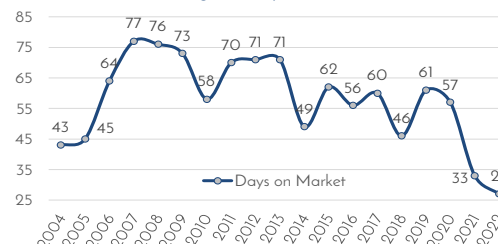
Data only available until 2012

## Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

