

Berkeley Heights

September 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Assessment	SP:AV
1	18 Springholm Drive	TwnIntUn	2	2.1	10	\$409,000	\$409,000	\$415,000	101.47%	\$182,800	2.27
2	5 Pellinore Lane	TwnEndUn	2	2.1	21	\$479,000	\$450,000	\$415,137	92.25%	\$205,300	2.02
3	646 Mountain Avenue	Ranch	3	1.1	13	\$525,000	\$525,000	\$500,000	95.24%	\$215,500	2.32
4	805 Mountain Avenue	Colonial	3	2.0	160	\$600,000	\$600,000	\$507,321	84.55%	\$205,900	2.46
5	12 Clover Court	TwnIntUn	3	2.1	34	\$659,900	\$659,900	\$640,000	96.98%	\$323,300	1.98
6	180 Kline Boulevard	Colonial	4	2.1	34	\$759,000	\$700,000	\$700,000	100.00%	\$337,200	2.08
7	229 River Bend Road	Bi-Level	4	2.1	15	\$650,000	\$650,000	\$700,000	107.69%	\$275,100	2.54
8	68 Lincoln Street	Bi-Level	4	2.1	19	\$675,000	\$675,000	\$720,700	106.77%	\$275,200	2.62
9	71 Greenbriar Drive	Bi-Level	4	2.1	10	\$649,000	\$649,000	\$750,000	115.56%	\$266,500	2.81
10	165 Fairview Avenue	Colonial	4	2.1	12	\$729,000	\$729,000	\$760,000	104.25%	\$282,600	2.69
11	69 Sutton Drive	Split Level	4	2.1	7	\$749,000	\$749,000	\$817,000	109.08%	\$288,200	2.83
12	16 Ford Place	Split Level	4	2.1	16	\$769,000	\$769,000	\$852,000	110.79%	\$351,700	2.42
13	868 Mountain Avenue	Colonial	5	4.0	49	\$945,000	\$885,000	\$915,000	103.39%	\$558,500	1.64
14	41 Kingman Road	Custom	4	2.1	9	\$949,900	\$949,900	\$1,055,000	111.06%	\$477,200	2.21
15	114 Chestnut Hill Drive	Split Level	4	3.0	21	\$969,000	\$969,000	\$1,200,000	123.84%		
16	119 Chestnut Hill Drive	Colonial	5	5.1	11	\$1,349,000	\$1,349,000	\$1,500,000	111.19%	\$597,100	2.51
AVERAGE					28	\$741,613	\$732,363	\$777,947	104.63%		2.36

"Active" Listings in Berkeley Heights

Number of Units: 15
Average List Price: \$916,533
Average Days on Market: 43

"Under Contract" Listings in Berkeley Heights

Number of Units: 21
Average List Price: \$828,090
Average Days on Market: 41

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				25
List Price	\$665,650	\$711,171	\$683,625	\$766,671	\$703,523	\$697,785	\$811,326	\$876,724	\$732,363				\$753,853
Sales Price	\$670,750	\$716,687	\$696,812	\$809,986	\$741,462	\$765,885	\$842,879	\$901,206	\$777,947				\$788,244
SP:LP%	101.47%	101.24%	101.22%	106.37%	106.76%	108.36%	105.17%	103.62%	104.63%				104.75%
SP to AV	2.32	2.38	2.26	2.47	2.47	2.64	2.24	2.47	2.36				2.42
# Units Sold	4	8	8	7	13	13	14	17	16				100
3 Mo Rate of Ab	1.00	1.15	1.91	1.69	2.07	1.84	1.62	0.98	0.91				1.46
Active Listings	7	10	15	14	19	19	21	14	15				15
Under Contracts	17	15	15	22	24	25	22	23	21				20

Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	27	25	-8.61%
Sales Price	\$733,306	\$788,244	7.49%
LP:SP	103.93%	104.75%	0.78%
SP:AV	2.38	2.42	1.50%

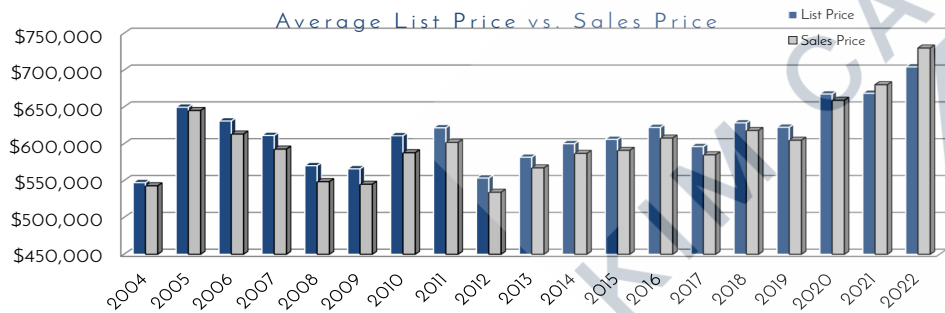
Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2022	2023	% Change
# Units Sold	135	100	-25.93%
Rate of Ab 3 Mo	1.45	1.46	1.23%
Actives	19	15	-20.24%
Under Contracts	28	20	-27.84%

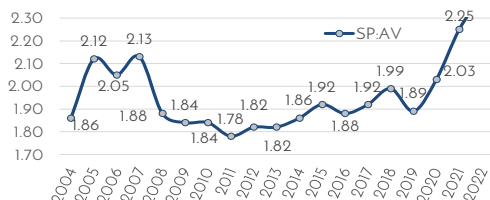
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price

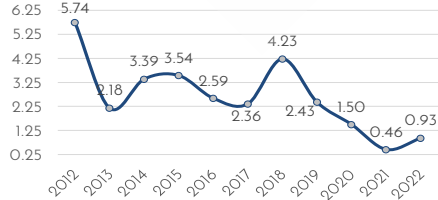


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,361	\$622,405	\$667,547	\$668,573	\$704,377
SP	\$542,895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



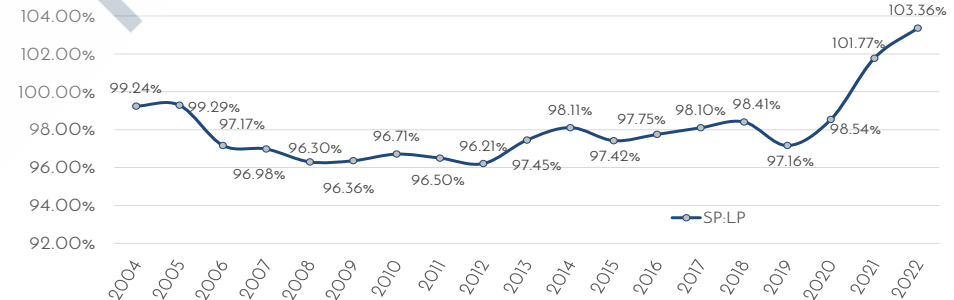
12 Month Rate of Absorption



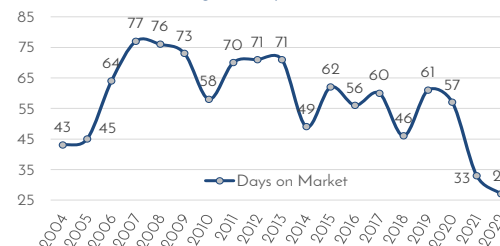
Data only available until 2012

Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

