

Berkeley Heights

April 2024 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Assessment | SP:AV |
|---------|-----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------|-------|
| 1 | 99 Park Edge | OneFloor | 2 | 1.0 | 8 | \$268,000 | \$268,000 | \$295,000 | 110.07% | \$110,100 | 2.68 |
| 2 | 3 Starling Way | TwnIntUn | 2 | 2.1 | 48 | \$599,000 | \$525,000 | \$522,000 | 99.43% | \$219,400 | 2.38 |
| 3 | 37 Princeton Avenue | Ranch | 4 | 2.0 | 10 | \$529,000 | \$529,000 | \$530,000 | 100.19% | \$243,300 | 2.18 |
| 4 | 275 Grant Street | SplitLev | 3 | 1.1 | 12 | \$624,900 | \$624,900 | \$650,000 | 104.02% | \$273,900 | 2.37 |
| 5 | 78 Marion Avenue | SplitLev | 3 | 2.1 | 5 | \$705,000 | \$705,000 | \$791,000 | 112.20% | \$260,000 | 3.04 |
| 6 | 631 Snyder Avenue | Colonial | 4 | 2.1 | 8 | \$799,000 | \$799,000 | \$920,000 | 115.14% | \$345,400 | 2.66 |
| 7 | 122 Fairview Avenue | Colonial | 4 | 2.2 | 9 | \$915,000 | \$915,000 | \$1,050,000 | 114.75% | \$338,700 | 3.10 |
| 8 | 21 Spring Ridge Drive | SplitLev | 5 | 3.1 | 7 | \$899,900 | \$899,900 | \$1,056,000 | 117.35% | \$322,900 | 3.27 |
| 9 | 47 Sycamore Avenue | Custom | 4 | 3.1 | 9 | \$899,000 | \$899,000 | \$1,150,000 | 127.92% | \$365,400 | 3.15 |
| 10 | 221 Plainfield Avenue | Colonial | 4 | 2.1 | 10 | \$975,000 | \$975,000 | \$1,152,000 | 118.15% | \$432,200 | 2.67 |
| 11 | 14 Hawfinch Drive | TwnIntUn | 3 | 3.1 | 293 | \$1,274,672 | \$1,199,995 | \$1,196,995 | 99.75% | New | |
| 12 | 78 Woodwild Way | Colonial | 4 | 4.0 | 7 | \$1,150,000 | \$1,150,000 | \$1,301,000 | 113.13% | Renovated | |
| 13 | 91 Emerson Lane | Custom | 5 | 4.1 | 35 | \$1,399,000 | \$1,399,000 | \$1,330,000 | 95.07% | \$415,800 | 3.20 |
| 14 | 15 Shadow Lane | Custom | 4 | 4.0 | 13 | \$1,299,000 | \$1,299,000 | \$1,477,000 | 113.70% | Renovated | |
| 15 | 19 Cedar Green Lane | Colonial | 5 | 4.0 | 14 | \$1,350,000 | \$1,350,000 | \$1,520,000 | 112.59% | \$614,300 | 2.47 |
| AVERAGE | | | | | 33 | \$912,431 | \$902,520 | \$996,066 | 110.23% | \$328,450 | 2.76 |

"Active" Listings in Berkeley Heights

Number of Units: 11
 Average List Price: \$768,455
 Average Days on Market: 30

"Under Contract" Listings in Berkeley Heights

Number of Units: 15
 Average List Price: \$973,519
 Average Days on Market: 18

Berkeley Heights 2024 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 35 | 57 | 19 | 33 | | | | | | | | | 36 |
| List Price | \$931,224 | \$878,874 | \$855,143 | \$902,520 | | | | | | | | | \$890,579 |
| Sales Price | \$922,250 | \$891,624 | \$895,460 | \$996,066 | | | | | | | | | \$942,094 |
| SP:LP% | 100.57% | 100.87% | 105.67% | 110.23% | | | | | | | | | 105.95% |
| SP to AV | 2.59 | 2.50 | 2.84 | 2.76 | | | | | | | | | 2.70 |
| # Units Sold | 4 | 8 | 7 | 15 | | | | | | | | | 34 |
| 3 Mo Rate of Ab | 1.65 | 1.59 | 1.17 | 1.18 | | | | | | | | | 1.40 |
| Active Listings | 9 | 8 | 4 | 11 | | | | | | | | | 8 |
| Under Contracts | 11 | 18 | 21 | 15 | | | | | | | | | 16 |

Flashback! YTD 2023 vs YTD 2024

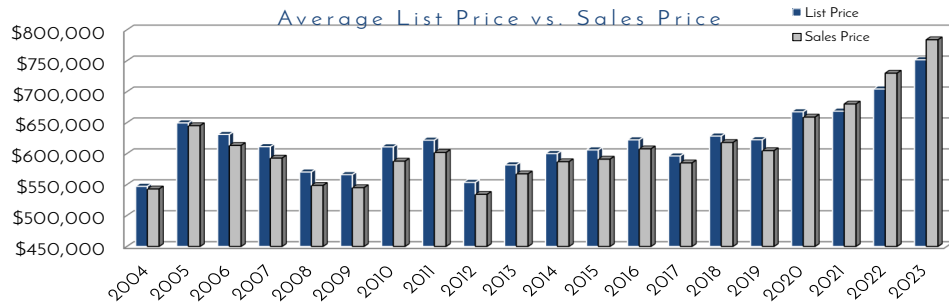
| YTD | 2023 | 2024 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 37 | 36 | -3.18% |
| Sales Price | \$728,181 | \$942,094 | 29.38% |
| LP:SP | 102.60% | 105.95% | 3.27% |
| SP:AV | 2.36 | 2.70 | 14.38% |

Prominent Properties
Sotheby's
 INTERNATIONAL REALTY

| YTD | 2023 | 2024 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 27 | 34 | 25.93% |
| Rate of Ab 3 Mo | 1.44 | 1.40 | -2.78% |
| Actives | 12 | 8 | -30.43% |
| Under Contracts | 17 | 16 | -5.80% |

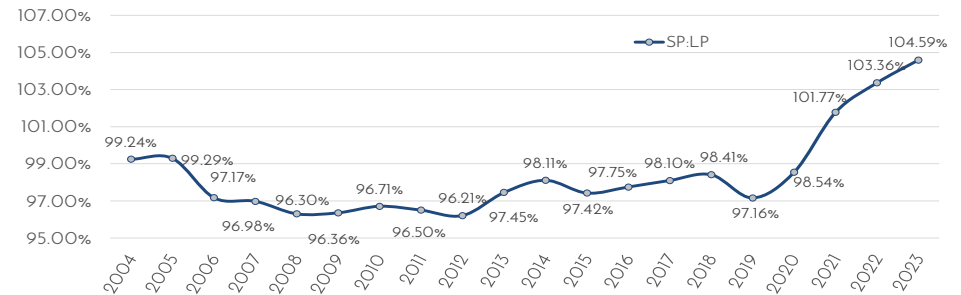
Berkeley Heights Yearly Market Trends

Average List Price vs. Sales Price



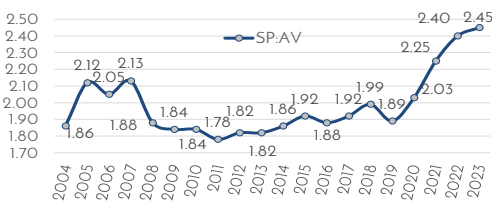
Berkeley Heights Yearly Market Trends

Sales Price to List Price Ratios

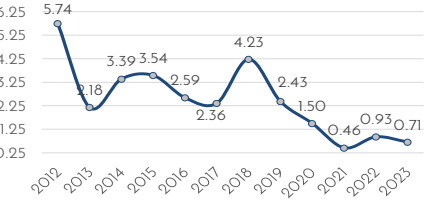


| Year | LP | SP |
|------|-----------|-----------|
| 2004 | \$547,175 | \$542,895 |
| 2005 | \$649,598 | \$645,132 |
| 2006 | \$630,909 | \$613,204 |
| 2007 | \$611,203 | \$592,779 |
| 2008 | \$570,257 | \$548,573 |
| 2009 | \$565,975 | \$545,016 |
| 2010 | \$610,860 | \$587,857 |
| 2011 | \$621,659 | \$601,870 |
| 2012 | \$553,521 | \$534,178 |
| 2013 | \$581,727 | \$567,268 |
| 2014 | \$600,101 | \$586,942 |
| 2015 | \$605,955 | \$591,058 |
| 2016 | \$622,208 | \$607,711 |
| 2017 | \$596,167 | \$584,960 |
| 2018 | \$628,361 | \$618,031 |
| 2019 | \$622,405 | \$604,799 |
| 2020 | \$667,547 | \$659,029 |
| 2021 | \$668,573 | \$680,158 |
| 2022 | \$704,377 | \$729,978 |
| 2023 | \$751,945 | \$783,954 |

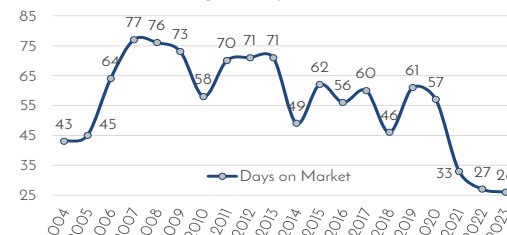
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

