

Bernardsville

March 2024 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 5 Conkling Avenue | Colonial | 3 | 1.0 | 68 | \$465,000 | \$465,000 | \$475,000 | 102.15% | \$435,300 | 1.09 |
| 2 | 29 Garibaldi Street | SplitLev | 3 | 2.0 | 20 | \$650,000 | \$650,000 | \$663,000 | 102.00% | \$438,900 | 1.51 |
| 3 | 5 Sunnybrook Road | CapeCod | 3 | 3.0 | 12 | \$625,000 | \$625,000 | \$702,000 | 112.32% | \$458,600 | 1.53 |
| 4 | 2 Lindabury Avenue | SplitLev | 3 | 1.1 | 8 | \$669,000 | \$669,000 | \$720,000 | 107.62% | \$483,800 | 1.49 |
| 5 | 20 Pheasant Hill Drive | Ranch | 3 | 2.0 | 10 | \$829,000 | \$829,000 | \$865,000 | 104.34% | \$591,500 | 1.46 |
| 6 | 34 Highview Avenue | Colonial | 4 | 2.0 | 11 | \$879,000 | \$879,000 | \$967,000 | 110.01% | \$593,600 | 1.63 |
| 7 | 154-3 Mountainview Lane | Colonial | 4 | 4.2 | 145 | \$1,790,000 | \$1,725,000 | \$1,612,500 | 93.48% | \$1,414,300 | 1.14 |
| AVERAGE | | | | | 39 | \$843,857 | \$834,571 | \$857,786 | 104.56% | | 1.41 |

"Active" Listings in Bernardsville

Number of Units: 17
 Average List Price: \$2,964,928
 Average Days on Market: 87

"Under Contract" Listings in Bernardsville

Number of Units: 14
 Average List Price: \$994,064
 Average Days on Market: 35

Bernardsville 2024 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-------------|-------------|-----------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 56 | 68 | 39 | | | | | | | | | | 51 |
| List Price | \$1,149,667 | \$1,872,375 | \$834,571 | | | | | | | | | | \$1,198,607 |
| Sales Price | \$1,128,333 | \$1,792,250 | \$857,786 | | | | | | | | | | \$1,182,750 |
| SP:LP% | 101.27% | 99.81% | 104.56% | | | | | | | | | | 102.50% |
| SP to AV | 1.24 | 1.31 | 1.41 | | | | | | | | | | 1.34 |
| # Units Sold | 3 | 4 | 7 | | | | | | | | | | 14 |
| 3 Mo Rate of Ab | 3.38 | 3.85 | 3.85 | | | | | | | | | | 3.69 |
| Active Listings | 14 | 16 | 17 | | | | | | | | | | 16 |
| Under Contracts | 12 | 14 | 14 | | | | | | | | | | 13 |

Flashback! YTD 2023 vs YTD 2024

| YTD | 2023 | 2024 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 62 | 51 | -17.39% |
| Sales Price | \$1,110,470 | \$1,182,750 | 6.51% |
| LP:SP | 96.56% | 102.50% | 6.15% |
| SP:AV | 1.239 | 1.345 | 8.56% |

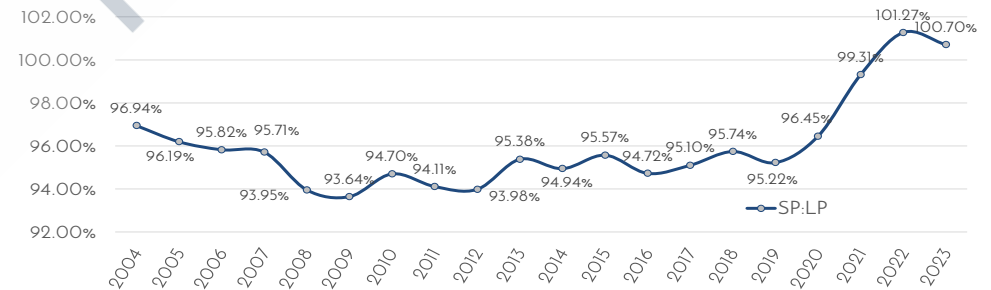
Prominent Properties
Sotheby's
INTERNATIONAL REALTY

| YTD | 2023 | 2024 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 22 | 14 | -36.36% |
| Rate of Ab 3 Mo | 2.54 | 3.69 | 45.60% |
| Actives | 19 | 16 | -17.54% |
| Under Contracts | 12 | 13 | 8.11% |

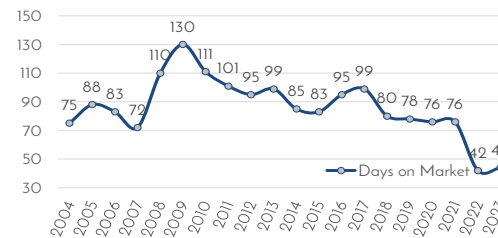
Bernardsville Yearly Market Trends



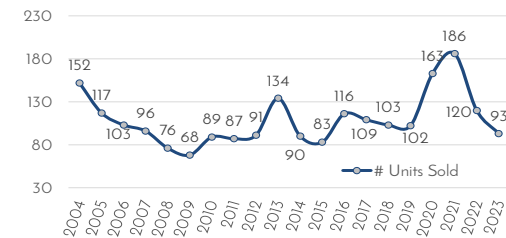
Bernardsville Yearly Market Trends Sales Price to List Price Ratios



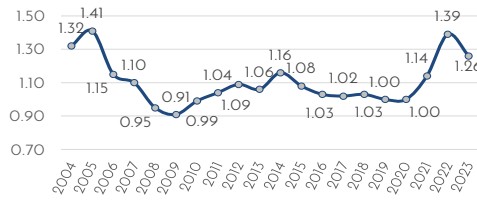
Average Days on Market



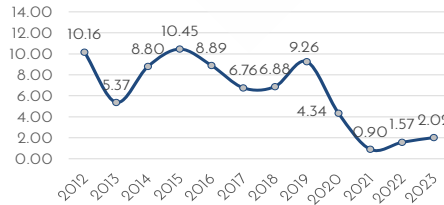
Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Data only available until 2012