



# Berkeley Heights

## September 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	61 Edge Park	OneFloor	2	1.0	31	\$215,000	\$215,000	\$215,000	100.00%	\$115,200	1.87
2	23 Baker Avenue	Bi-Level	5	2.0	359	\$449,900	\$389,900	\$381,000	97.72%	\$289,800	1.31
3	80 Springholm Drive	TwnEndUn	3	2.1	53	\$400,000	\$395,000	\$383,000	96.96%	\$190,100	2.01
4	5 Starling Way	TwnIntUn	2	2.1	10	\$425,000	\$425,000	\$420,000	98.82%	\$218,000	1.93
5	625 Plainfield Avenue	Split Level	3	2.1	30	\$549,900	\$549,900	\$535,000	97.29%	\$250,600	2.13
6	124 Berkshire Drive	Split Level	4	2.1	18	\$599,000	\$599,000	\$565,000	94.32%	\$339,900	1.66
7	88 Dogwood Lane	CapeCod	4	2.0	50	\$595,000	\$595,000	\$575,000	96.64%	\$274,300	2.10
8	196 Rutgers Avenue	Split Level	3	2.0	5	\$552,700	\$552,700	\$575,000	104.03%	\$255,200	2.25
9	74 Springfield Avenue	Colonial	4	2.1	100	\$625,000	\$592,500	\$595,000	100.42%	\$276,600	2.15
10	249 Timber Drive	Split Level	3	2.0	15	\$599,000	\$599,000	\$600,000	100.17%	\$288,900	2.08
11	141 Lawrence Drive	Bi-Level	4	2.1	36	\$625,000	\$610,000	\$600,000	98.36%	\$292,100	2.05
12	35 Beech Avenue	CapeCod	4	2.0	11	\$610,000	\$610,000	\$610,000	100.00%	\$248,300	2.46
13	64 Balmoral Drive	Colonial	4	2.1	37	\$639,000	\$629,000	\$620,000	98.57%	\$320,600	1.93
14	438 Emerson Lane	Colonial	4	2.1	52	\$715,000	\$699,000	\$685,000	98.00%	\$280,100	2.45
15	56 Summit Road	Split Level	5	2.1	28	\$730,000	\$730,000	\$710,000	97.26%	\$367,600	1.93
16	112 Oakland Street	Bi-Level	4	2.1	8	\$650,000	\$650,000	\$710,000	109.23%	\$315,000	2.25
17	88 Deep Dale Drive	Custom	3	3.0	62	\$698,000	\$698,000	\$720,000	103.15%	\$341,800	2.11
18	62 Robbins Avenue	Split Level	5	2.1	17	\$739,000	\$739,000	\$730,000	98.78%	\$334,200	2.18
19	170 Lenape Lane	Ranch	4	4.0	11	\$824,000	\$824,000	\$800,000	97.09%	\$411,200	1.95
20	139 Dogwood Lane	Ranch	4	3.0	7	\$799,000	\$799,000	\$810,000	101.38%	\$292,200	2.77



# Berkeley Heights

## September 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	40 Cinnamon Tree Lane	Colonial	4	3.1	91	\$879,000	\$847,500	\$827,950	97.69%	\$463,800	1.79
22	235 Killarney Drive	Colonial	5	3.0	149	\$835,000	\$835,000	\$830,000	99.40%	\$440,000	1.89
23	28 Spring Ridge Drive	Split Level	4	3.0	8	\$850,000	\$850,000	\$850,000	100.00%	\$326,900	2.60
24	47 Winchip Road	Ranch	3	3.0	35	\$1,050,000	\$975,000	\$1,025,000	105.13%	\$522,800	1.96
25	588 Mountain Avenue	Colonial	5	6.0	79	\$1,267,900	\$1,259,900	\$1,220,000	96.83%	\$511,500	2.39
26	679 Mountain Avenue	Colonial	6	5.0	19	\$1,250,000	\$1,250,000	\$1,225,000	98.00%	\$585,700	2.09
27	215 Dogwood Lane	Custom	5	4.1	238	\$1,249,900	\$1,249,900	\$1,275,000	102.01%		
28	27 Wardle Avenue	Colonial	5	4.1	1	\$1,295,000	\$1,295,000	\$1,295,000	100.00%		
AVERAGE					56	\$739,868	\$730,832	\$728,105	99.54%		2.09

### *"Active"* Listings in Berkeley Heights

Number of Units: 45  
Average List Price: \$767,984  
Average Days on Market: 62

### *"Under Contract"* Listings in Berkeley Heights

Number of Units: 37  
Average List Price: \$684,695  
Average Days on Market: 31

# Berkeley Heights 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	143	65	77	77	59	50	59	65	56				65
List Price	\$452,980	\$586,583	\$578,750	\$636,829	\$606,463	\$588,843	\$666,529	\$729,895	\$730,832				\$651,726
Sales Price	\$437,500	\$565,375	\$564,984	\$632,000	\$597,750	\$579,857	\$659,583	\$715,652	\$728,105				\$641,944
SP:LP%	95.51%	96.34%	97.80%	99.52%	98.75%	97.82%	98.90%	98.05%	99.54%				98.38%
SP to AV	1.64	2.00	2.06	1.79	2.02	1.91	1.99	2.05	2.09				2.01
# Units Sold	5	12	16	7	16	7	24	21	28				136
3 Mo Rate of Ab	4.08	4.70	4.80	3.97	4.18	5.81	3.47	3.18	1.84				4.00
Active Listings	44	46	44	48	55	58	52	50	45				49
Under Contracts	21	26	21	14	23	43	45	44	37				30

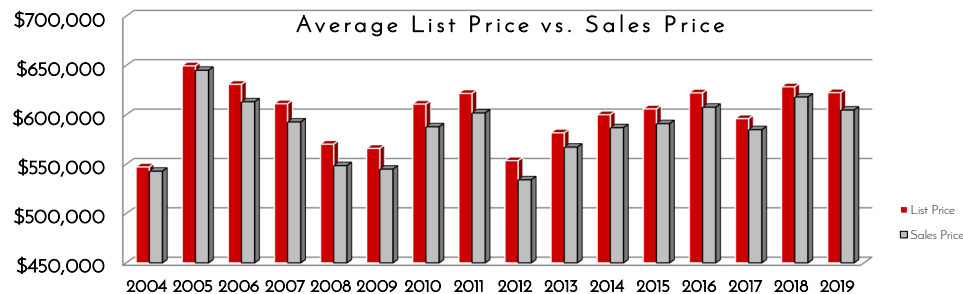
## Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	60	65	9.02%
Sales Price	\$612,452	\$641,944	4.82%
LP:SP	97.48%	98.38%	0.92%
SP:AV	1.90	2.01	5.66%



YTD	2019	2020	% Change
# Units Sold	139	136	-2.16%
Rate of Ab 3 Mo	4.06	1.84	-54.68%
Actives	74	45	-39.19%
Under Contracts	25	37	48.00%

## Berkeley Heights Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
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
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,373	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942	\$591,058	\$607,711	\$584,960	\$618,031	\$604,799

## Berkeley Heights Yearly Market Trends

