

Berkeley Heights

January 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	49 Baker Avenue	Custom	3	2.0	3	\$435,000	\$435,000	\$400,000	91.95%	\$240,800	1.66
2	55 Daria Lane	TwnIntUn	2	2.1	55	\$424,900	\$424,900	\$420,000	98.85%	\$218,400	1.92
3	29 Saw Mill Drive	Split Level	3	2.1	55	\$549,000	\$549,000	\$530,000	96.54%	\$271,000	1.96
4	117 River Bend Road	Split Level	4	3.0	9	\$549,900	\$549,900	\$560,000	101.84%	\$263,500	2.13
5	151 Lorraine Drive	Ranch	4	3.0	12	\$639,900	\$639,900	\$640,000	100.02%	\$363,300	1.76
6	207 Washington Street	Colonial	4	2.1	63	\$750,000	\$739,000	\$708,000	95.81%	\$360,800	1.96
7	36 Riceman Road	Split Level	5	2.1	14	\$789,000	\$789,000	\$760,000	96.32%	\$304,700	2.49
8	8 Sherbrook Drive	Colonial	4	2.1	44	\$849,000	\$815,000	\$782,500	96.01%	\$369,600	2.12
9	122 Fairview Avenue	Colonial	4	2.2	14	\$799,000	\$799,000	\$799,000	100.00%		
10	338 Washington Street	Colonial	4	3.1	55	\$899,000	\$899,000	\$860,000	95.66%	\$417,300	2.06
11	3 Raleigh Court	Colonial	5	4.1	51	\$950,000	\$925,000	\$912,500	98.65%	\$361,500	2.52
12	63 Pine Grove Road	Ranch	3	4.0	27	\$949,000	\$949,000	\$929,000	97.89%	\$350,000	2.65
13	46 Winchip Road	Colonial	4	4.0	133	\$1,075,000	\$998,500	\$1,026,000	102.75%	\$449,100	2.28
AVERAGE					41	\$742,977	\$731,708	\$717,462	97.87%		2.13

"Active" Listings in Berkeley Heights

Number of Units: 23
 Average List Price: \$635,231
 Average Days on Market: 44

"Under Contract" Listings in Berkeley Heights

Number of Units: 25
 Average List Price: \$662,220
 Average Days on Market: 61

Berkeley Heights 2021 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	41												41
List Price	\$731,708												\$731,708
Sales Price	\$717,462												\$717,462
SP:LP%	97.87%												97.87%
SP to AV	2.13												2.13
# Units Sold	13												13
3 Mo Rate of Ab	1.44												1.44
Active Listings	23												23
Under Contracts	25												25

Flashback! YTD 2020 vs YTD 2021

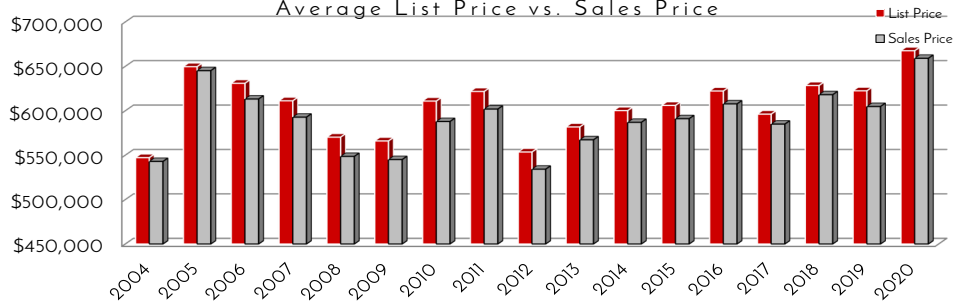
YTD	2020	2021	% Change
DOM	143	41	-71.22%
Sales Price	\$437,500	\$717,462	63.99%
LP:SP	95.51%	97.87%	2.47%
SP:AV	1.64	2.13	29.85%



YTD	2020	2021	% Change
# Units Sold	5	13	160.00%
Rate of Ab 3 Mo	4.08	1.44	-64.71%
Actives	44	23	-47.73%
Under Contracts	21	25	19.05%

Berkeley Heights Yearly Market Trends

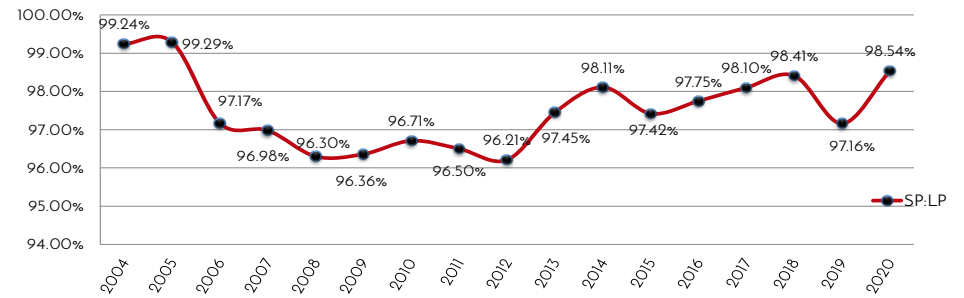
Average List Price vs. Sales Price



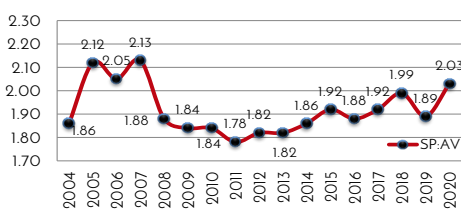
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$547,175	\$649,598	\$630,909	\$411,203	\$570,257	\$565,975	\$410,860	\$621,659	\$553,521	\$581,727	\$600,101	\$405,955	\$622,208	\$596,167	\$628,561	\$622,405	\$667,547
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$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

Berkeley Heights Yearly Market Trends

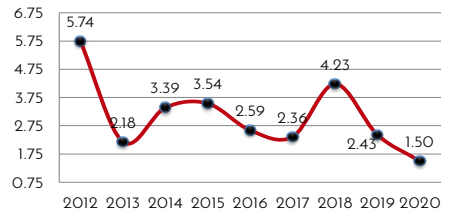
Sales Price to List Price Ratios



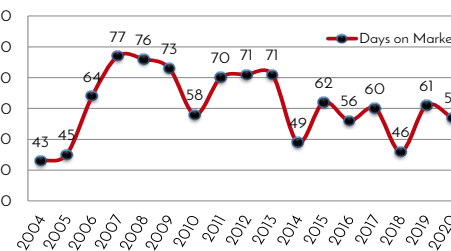
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

