



Berkeley Heights

July 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	266 Emerson Lane	Ranch	3	1.1	94	\$399,000	\$399,000	\$399,000	100.00%		
2	261 River Bend Road	Bi-Level	3	2.1	11	\$429,000	\$429,000	\$439,000	102.33%	\$269,400	1.63
3	657 Plainfield Avenue	Colonial	4	2.1	69	\$498,000	\$479,000	\$487,500	101.77%		
4	275 Grant Street	Bi-Level	3	1.1	35	\$539,000	\$539,000	\$525,000	97.40%	\$191,900	2.74
5	912 Mountain Avenue	CapeCod	4	2.0	6	\$519,000	\$519,000	\$545,000	105.01%	\$255,600	2.13
6	160 Diamond Hill Road	Custom	3	2.1	14	\$529,000	\$529,000	\$559,000	105.67%	\$195,000	2.87
7	5 Eaton Court	Ranch	3	2.0	28	\$629,000	\$629,000	\$629,000	100.00%	\$206,700	3.04
8	128 Chaucer Drive	Colonial	3	2.1	22	\$625,000	\$625,000	\$644,000	103.04%	\$263,000	2.45
9	22 Greenbriar Drive	Bi-Level	4	2.1	14	\$639,000	\$639,000	\$675,000	105.63%	\$255,000	2.65
10	24 Timber Drive	Custom	5	3.1	9	\$670,000	\$670,000	\$685,000	102.24%	\$336,200	2.04
11	350 Timber Drive	SplitLev	3	2.0	15	\$645,000	\$645,000	\$695,000	107.75%	\$292,700	2.37
12	6 Woglum Place	Colonial	3	2.1	22	\$690,000	\$690,000	\$700,000	101.45%	\$290,400	2.41
13	7 Valley Road	Colonial	5	3.0	54	\$759,000	\$735,000	\$730,000	99.32%	\$276,500	2.64
14	305 Mountain Avenue	Colonial	4	2.1	29	\$759,000	\$759,000	\$745,000	98.16%	\$378,900	1.97
15	5 Tip Top Way	Ranch	5	3.0	14	\$719,000	\$719,000	\$750,000	104.31%	\$345,700	2.17
16	30 Oak Ridge Road	Colonial	4	2.1	11	\$699,000	\$699,000	\$785,000	112.30%	\$334,600	2.35
17	125 Roland Road	Ranch	4	3.0	11	\$775,000	\$775,000	\$800,000	103.23%	\$396,600	2.02
18	37 Rogers Place	Colonial	4	3.0	7	\$749,000	\$749,000	\$801,500	107.01%	\$330,700	2.42
19	29 Cinnamon Tree Lane	Colonial	5	2.1	51	\$825,000	\$799,000	\$825,000	103.25%	\$442,000	1.87
20	515 Mountain Avenue	Colonial	5	3.1	7	\$849,000	\$849,000	\$849,000	100.00%	\$407,100	2.09



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21	90 Lincoln Street	Colonial	5	3.2	17	\$949,000	\$949,000	\$917,500	96.68%	\$451,500	2.03
22	270 Hamilton Avenue	Colonial	4	3.1	9	\$899,000	\$899,000	\$953,000	106.01%	\$418,100	2.28
23	191 Lorraine Drive	Custom	5	3.1	14	\$979,000	\$979,000	\$1,021,000	104.29%	\$437,100	2.34
24	300 Mountain Avenue	Colonial	5	3.0	11	\$1,079,000	\$1,079,000	\$1,100,000	101.95%	\$506,900	2.17
25	679 Plainfield Avenue	Colonial	5	3.1	67	\$1,199,999	\$1,199,999	\$1,110,000	92.50%	\$494,200	2.25
26	111 Winchip Road	Colonial	4	4.1	42	\$1,239,900	\$1,239,900	\$1,185,000	95.57%	\$722,400	1.64
27	39 Old Farm Road	Colonial	6	4.1	63	\$1,399,000	\$1,399,000	\$1,350,000	96.50%		
AVERAGE					28	\$766,293	\$763,737	\$774,241	101.98%		2.27

"Active" Listings in Berkeley Heights

Number of Units: 31
Average List Price: \$606,787
Average Days on Market: 47

"Under Contract" Listings in Berkeley Heights

Number of Units: 39
Average List Price: \$728,215
Average Days on Market: 21

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	62	43	45	37	22	28						34
List Price	\$731,708	\$680,380	\$544,850	\$690,548	\$686,942	\$673,667	\$763,737						\$680,556
Sales Price	\$717,462	\$681,500	\$548,409	\$699,765	\$698,959	\$692,738	\$774,241						\$689,855
SP:LP%	97.87%	99.67%	100.05%	100.91%	101.89%	103.28%	101.98%						101.43%
SP to AV	2.13	2.12	2.01	2.23	2.18	2.26	2.27						2.19
# Units Sold	13	5	22	23	19	40	27						149
3 Mo Rate of Ab	1.44	2.42	2.76	1.84	1.22	1.10	1.19						1.71
Active Listings	23	27	31	28	27	31	31						28
Under Contracts	25	37	44	54	63	43	39						44

Flashback! YTD 2020 vs YTD 2021

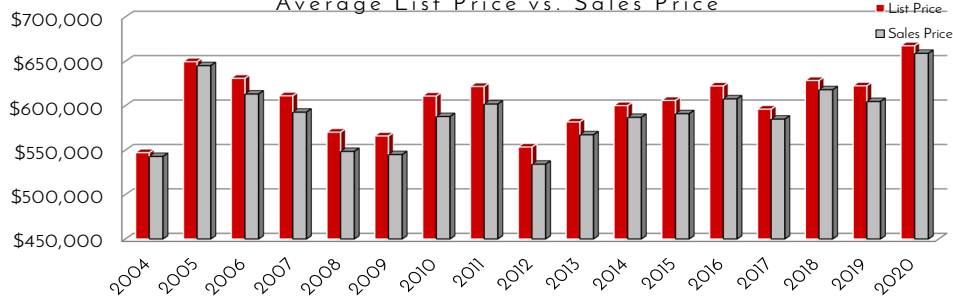
YTD	2020	2021	% Change
DOM	69	34	-49.78%
Sales Price	\$596,422	\$689,855	15.67%
LP:SP	98.08%	101.43%	3.41%
SP:AV	1.97	2.19	11.21%



YTD	2020	2021	% Change
# Units Sold	87	149	71.26%
Rate of Ab 3 Mo	3.47	1.19	-65.71%
Actives	52	31	-40.38%
Under Contracts	45	39	-13.33%

Berkeley Heights Yearly Market Trends

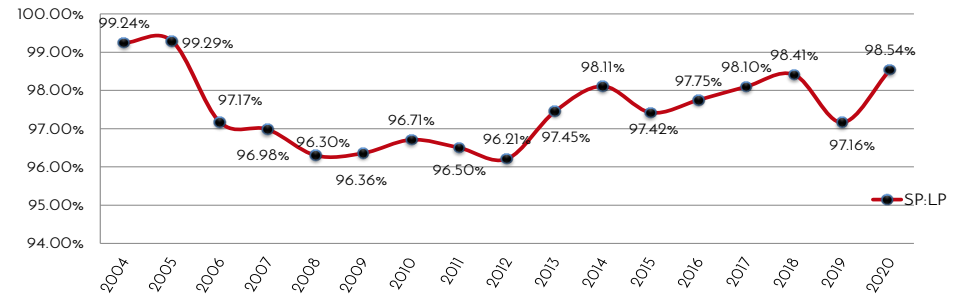
Average List Price vs. Sales Price



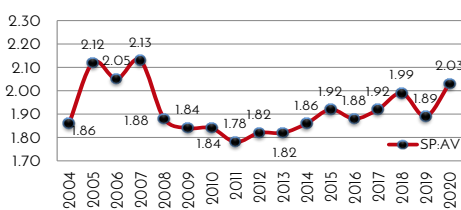
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$547,175	\$649,598	\$630,909	\$411,203	\$570,257	\$565,975	\$410,860	\$621,659	\$553,521	\$581,727	\$600,101	\$605,955	\$622,208	\$596,167	\$628,561	\$622,405	\$667,547
SP	\$542,695	\$645,132	\$613,206	\$592,779	\$546,573	\$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

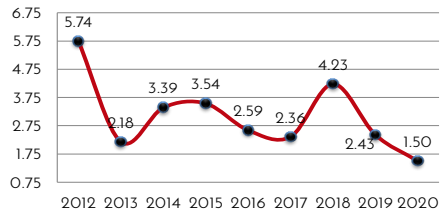
Sales Price to List Price Ratios



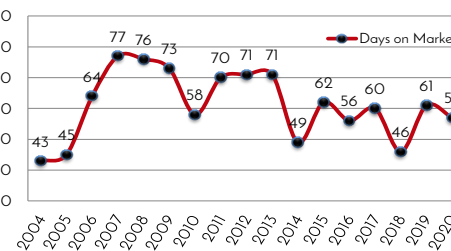
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

