

Berkeley Heights

March 2015 Market Snapshot

From the Desk of Susan Massa Broker CR SRES ABR Keller Williams Premier Properties 908-400-0778

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	15 Old Cannon Road	Colonial	4	2.1	159	\$749,900	\$749,900	\$735,000	98.01%	\$369,800	1.99
2	66 Whitney Drive	SplitLev	3	2.1	73	\$619,000	\$619,000	\$580,000	93.70%	\$320,300	1.81
3	34 Pine Grove Road	CapeCod	4	2.0	92	\$549,000	\$539,900	\$510,000	94.46%	\$259,200	1.97
4	53 Orion Road	Colonial	5	3.1	8	\$1,245,000	\$1,245,000	\$1,195,000	95.98%	\$551,700	2.17
5	245 Mountain Avenue	Colonial	4	2.2	42	\$619,900	\$619,900	\$595,500	96.06%	\$403,700	1.48
6	67 Balmoral Drive	RanchRas	4	3.0	39	\$639,000	\$639,000	\$619,000	96.87%	\$343,500	1.80
7	89 Countryside Drive	Colonial	3	2.1	2	\$765,000	\$765,000	\$740,000	96.73%	\$419,000	1.77
8	76 Sycamore Avenue	CapeCod	3	1.1	8	\$449,000	\$449,000	\$450,000	100.22%	\$272,700	1.65
9	68 Glenside Road	Colonial	4	2.1	14	\$649,000	\$649,000	\$630,000	97.07%	\$314,400	2.00
AVERAGE					49	\$698,311	\$697,300	\$672,722	96.57%		1.85

"ACTIVE" LISTINGS IN BERKELEY HEIGHTS

Number of Units: 56
 Average List Price: \$611,084
 Average Days on Market: 59

"UNDER CONTRACT" LISTINGS IN BERKELEY HEIGHTS

Number of Units: 25
 Average List Price: \$644,628
 Average Days on Market: 102

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Berkeley Heights 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	77	74	49										66
List Price	\$581,756	\$644,700	\$697,300										\$640,976
Sales Price	\$563,722	\$620,929	\$672,722										\$618,980
Sales Price as a % of List Price	96.06%	96.43%	96.57%										96.35%
Sales Price to Assessed Value	1.83	1.77	1.85										1.82
# Units Sold	9	7	9										25
Active Listings	38	40	56										45
Under Contracts	22	19	25										22

Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	55	66	18.90%
Sales Price	\$604,197	\$618,980	2.45%
Sales Price as a % of List Price	97.95%	96.35%	-1.63%

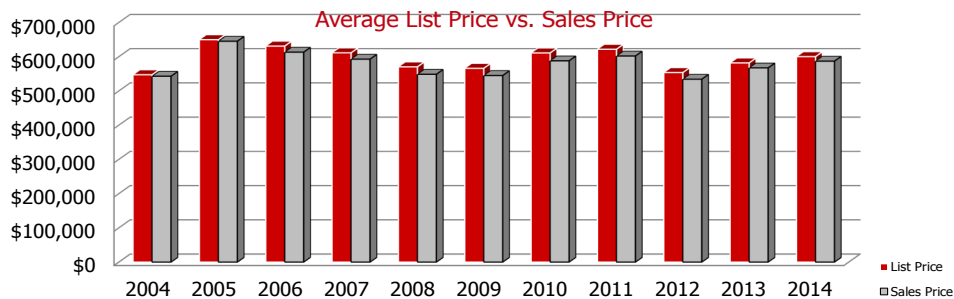
Susan Massa Broker



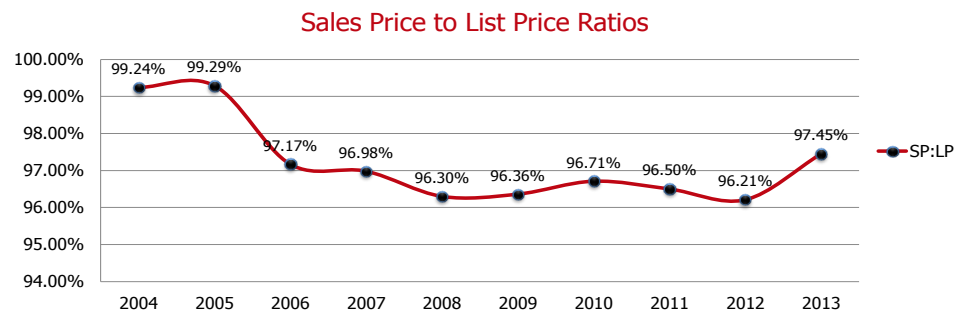
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	2014	2015	% Change
# Units Sold	33	25	-24.24%
Active Listings	48	56	16.67%
Under Contracts	27	25	-7.41%

Berkeley Heights Yearly Market Trends

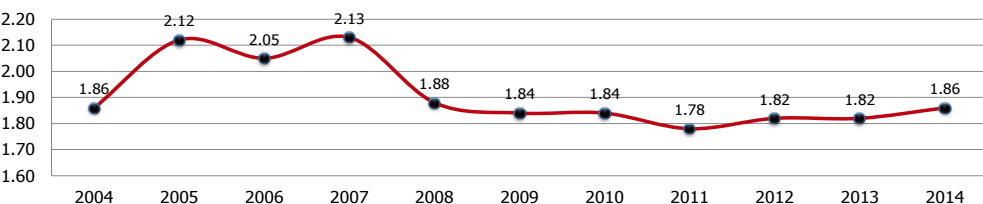


Berkeley Heights Yearly Market Trends

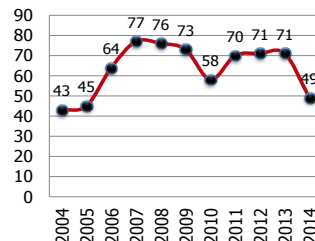


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
LP	\$547,175	\$649,598	\$630,909	\$611,203	\$570,257	\$565,975	\$610,860	\$621,659	\$553,521	\$581,727	\$600,101
SP	\$542,895	\$645,132	\$613,206	\$592,779	\$548,573	\$545,016	\$587,857	\$601,870	\$534,178	\$567,268	\$586,942

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

