

# BERKELEY HEIGHTS

UNION COUNTY

MONTHLY AREA REPORT

AUGUST 2018

ALL PROPERTY TYPES (SFH & CONDOS/TOWNHOMES)



Debra Woerner  
Direct: (973) 500-3032 | Cell: (973) 500-3032  
Debbie.Woerner@coldwellbankermoves.com  
<http://www.debbiewoerner.com/>

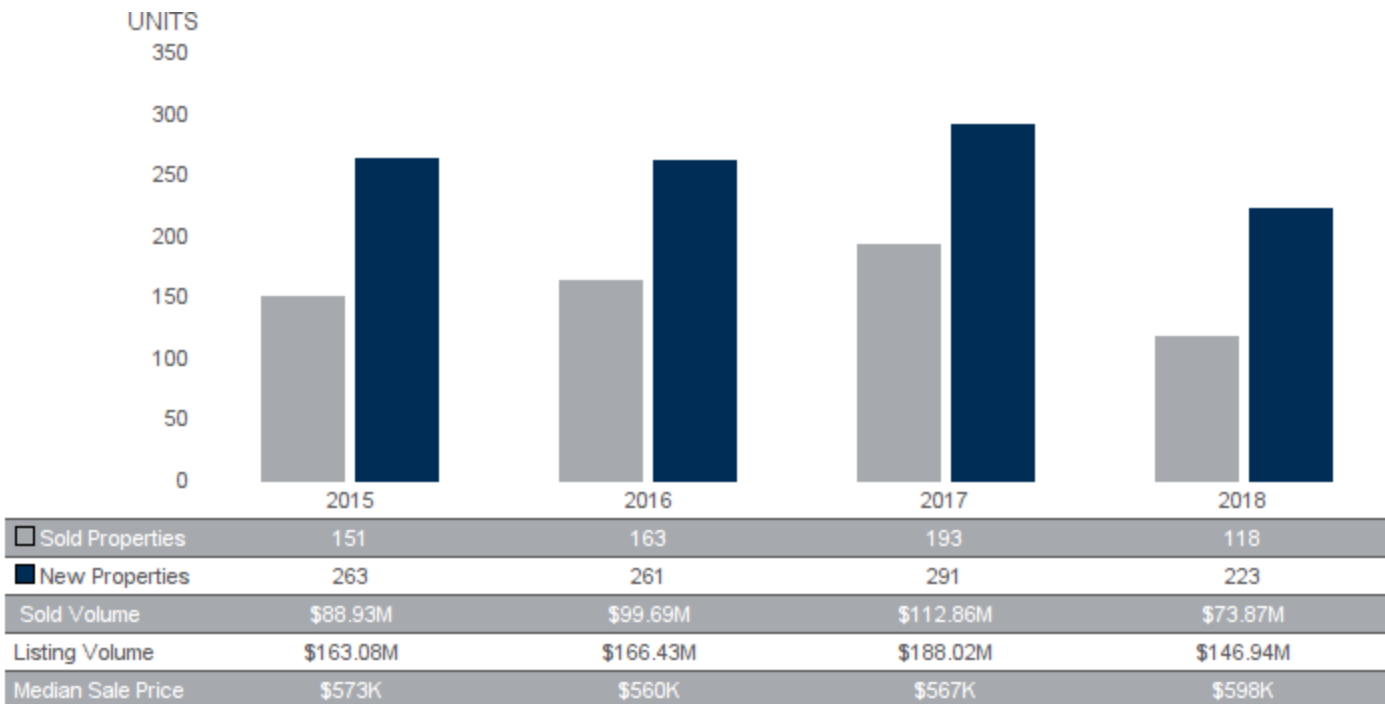
## MARKET SUMMARY

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)

Market Summary	Month to Date			Year to Date		
	August 2018	August 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	30	13	130.77% <span style="color: blue;">▲</span>	223	226	-1.33% <span style="color: blue;">▼</span>
Sold Listings	19	24	-20.83% <span style="color: blue;">▼</span>	118	131	-9.92% <span style="color: blue;">▼</span>
Median Listing Price	\$649,000	\$624,500	3.92% <span style="color: blue;">▲</span>	\$599,450	\$575,000	4.25% <span style="color: blue;">▲</span>
Median Selling Price	\$652,800	\$611,400	6.77% <span style="color: blue;">▲</span>	\$598,450	\$570,000	4.99% <span style="color: blue;">▲</span>
Median Days on Market	50	34	47.06% <span style="color: blue;">▲</span>	23	28	-17.86% <span style="color: blue;">▼</span>
List/Sell Price Ratio	97.7%	98.2%	-0.44% <span style="color: blue;">▼</span>	98.4%	98.4%	0.09% <span style="color: blue;">▲</span>
Average Listing Price	\$669,973	\$611,866	9.5% <span style="color: blue;">▲</span>	\$636,219	\$608,594	4.54% <span style="color: blue;">▲</span>
Average Selling Price	\$654,742	\$602,042	8.75% <span style="color: blue;">▲</span>	\$625,998	\$597,379	4.79% <span style="color: blue;">▲</span>
Average Days on Market	71	56	26.79% <span style="color: blue;">▲</span>	48	54	-11.11% <span style="color: blue;">▼</span>

## SOLD AND NEW PROPERTIES (UNITS)

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)

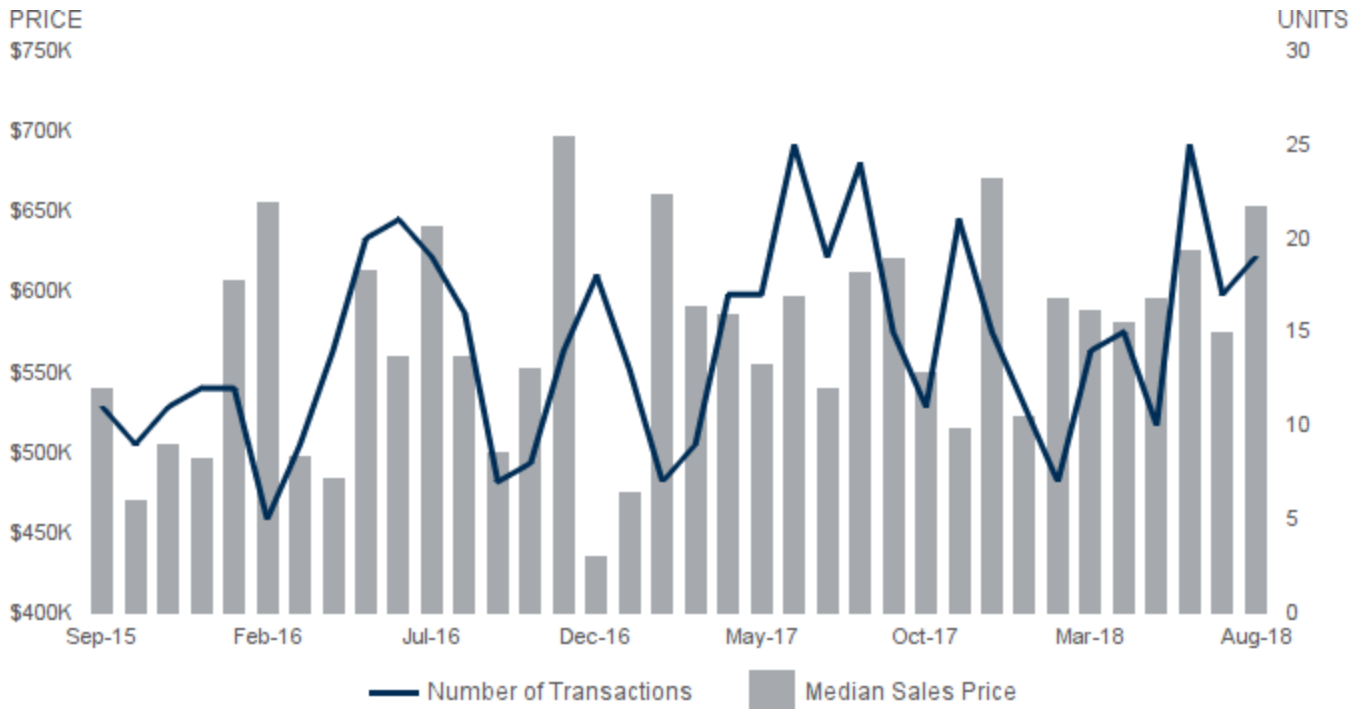


**Sold Properties** | Number of properties sold during the year  
**New Properties** | Number of properties listed during the year.

# UNION COUNTY | BERKELEY HEIGHTS

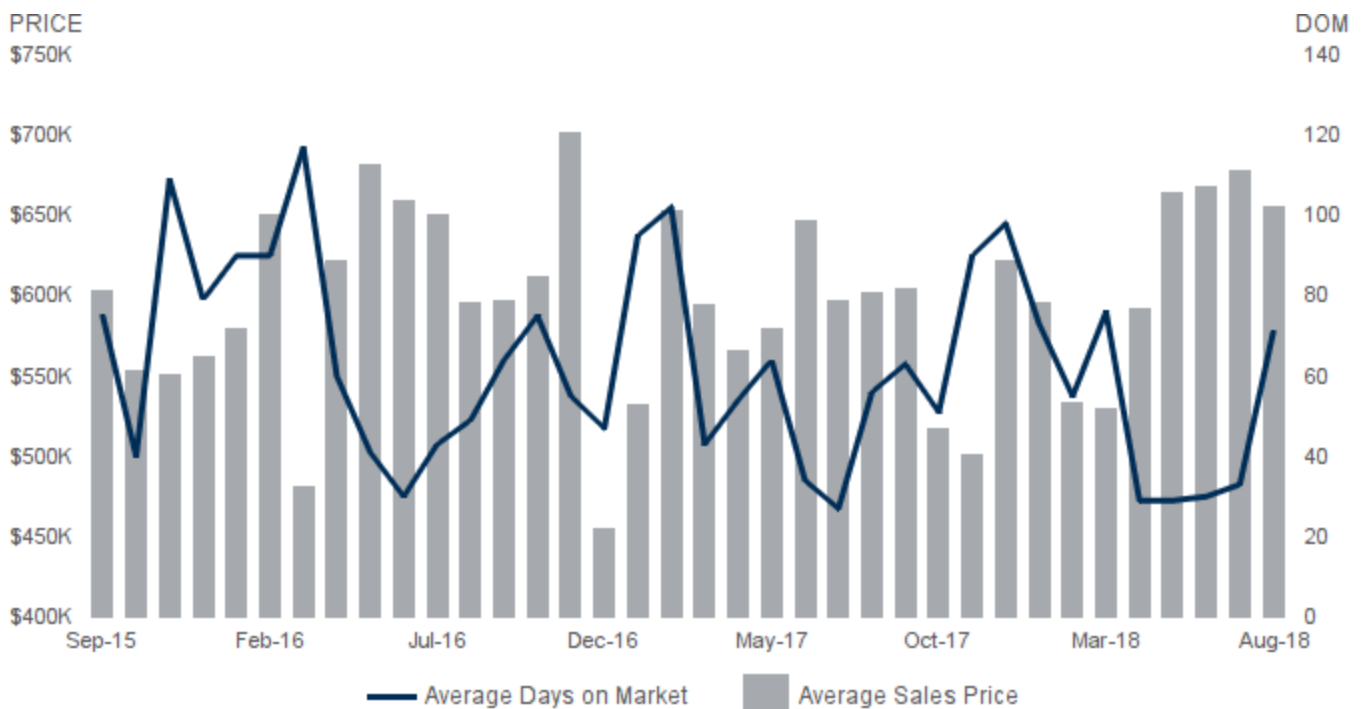
## MEDIAN SALES PRICE AND NUMBER OF SALES

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**Median Sales Price** | Price of the "middle" property sold -an equal number of sales were above and below this price.

**Number of Sales** | Number of properties sold.

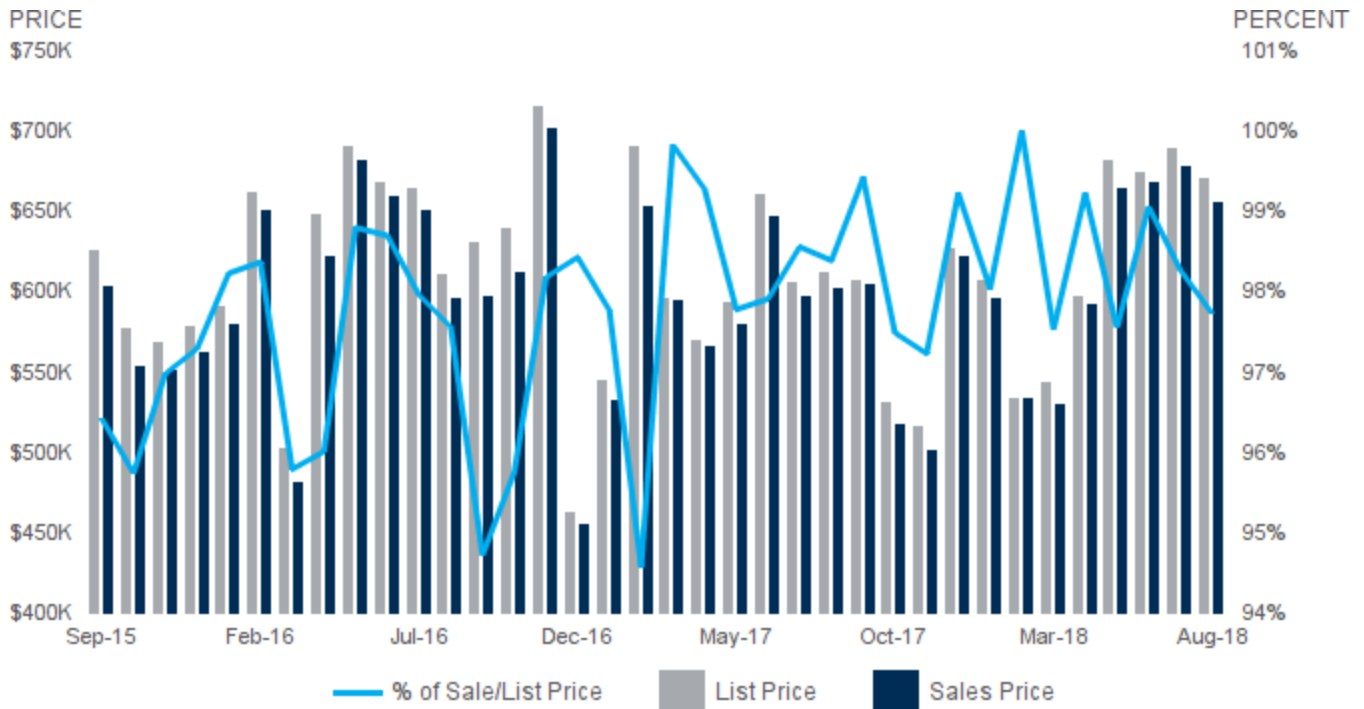
**Average Sales Price** | Average sales price for all properties sold.

**Average Days on Market** | Average days on market for all properties sold.

# UNION COUNTY | BERKELEY HEIGHTS

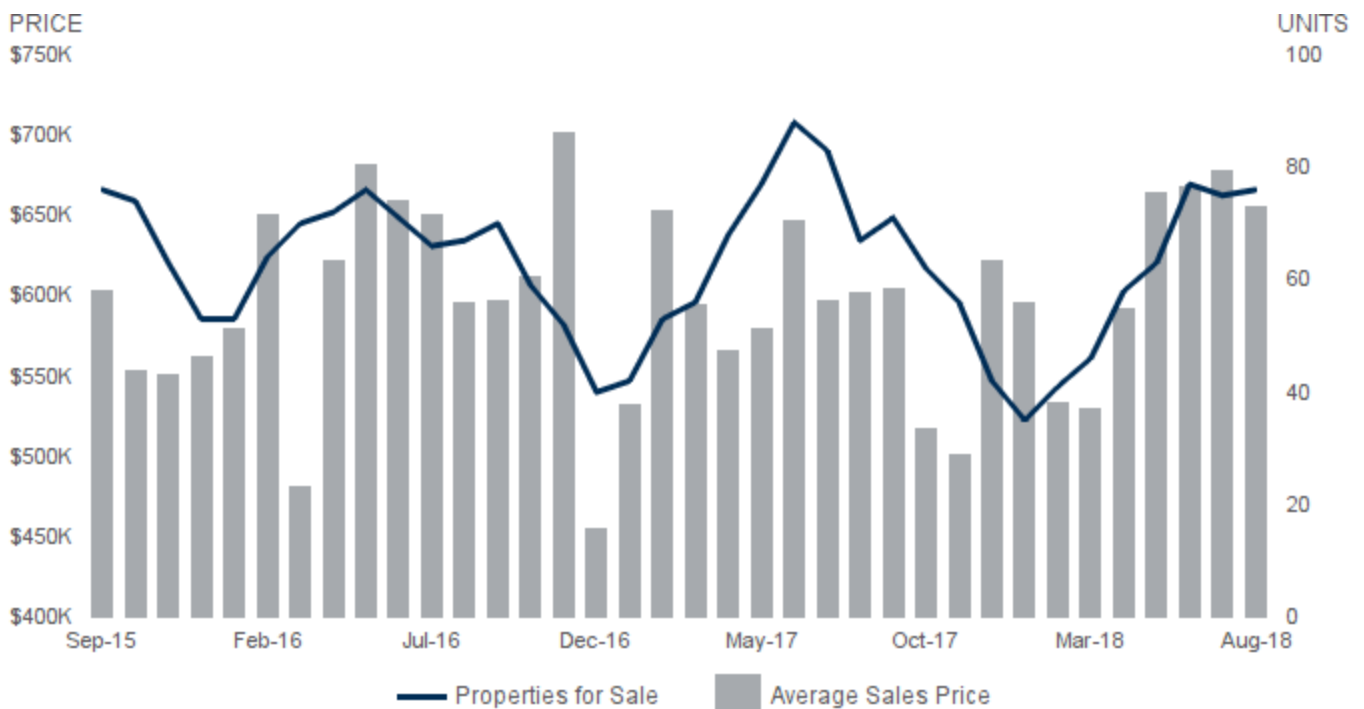
## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**Sale Price as a Percentage of Original Price** | Average sale price of property as percentage of final list price.

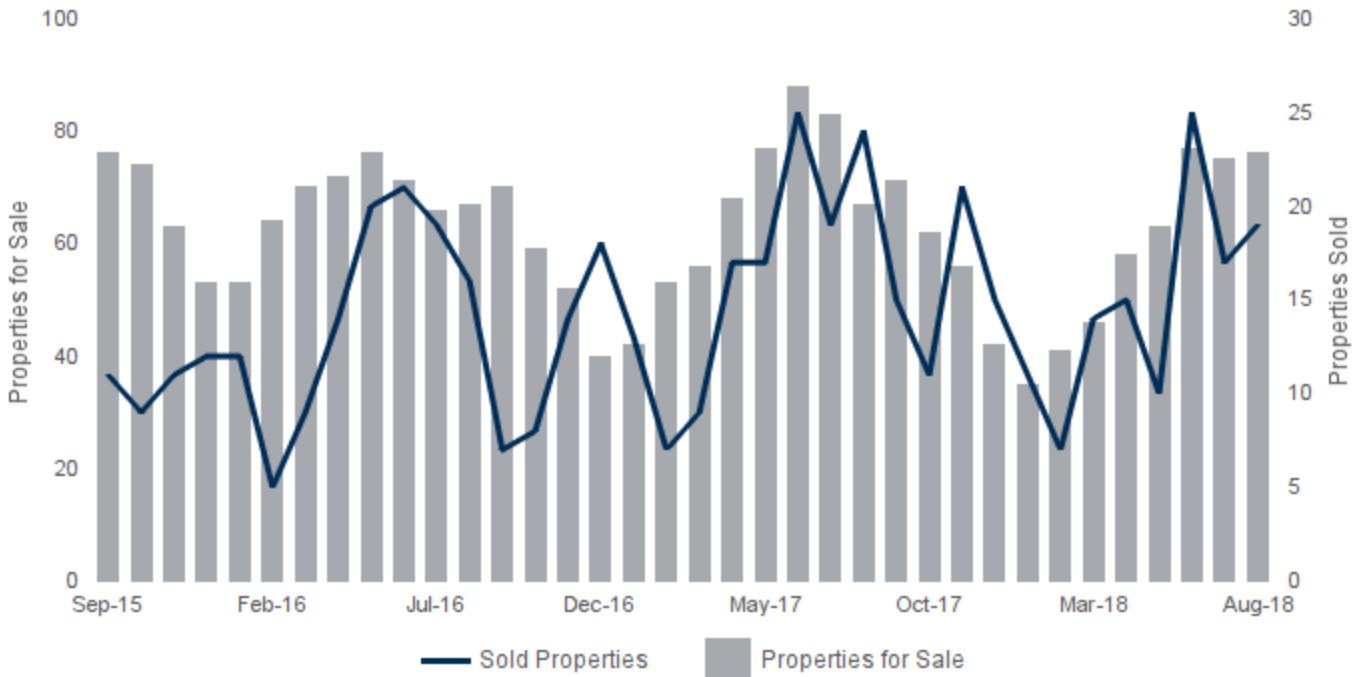
**Average Sales Price** | Average sales price for all properties sold.

**Properties for Sale** | Number of properties listed for sale at the end of month.

# UNION COUNTY | BERKELEY HEIGHTS

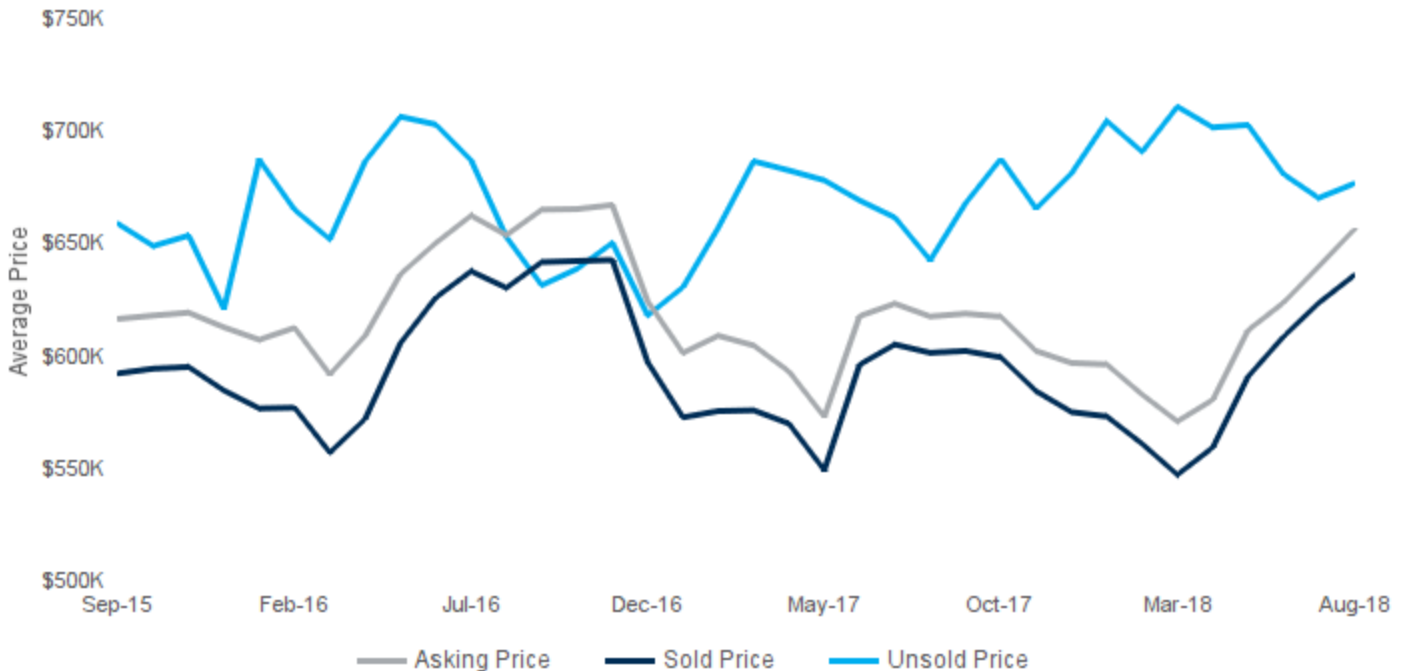
## PROPERTIES FOR SALE AND SOLD PROPERTIES

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## AVERAGE ASKING/SOLD/UNSOLD PRICE

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**Properties for Sale** | Number of properties listed for sale at the end of month.

**Sold Properties** | Number of properties sold.

**Unsold Price** | the average active list price

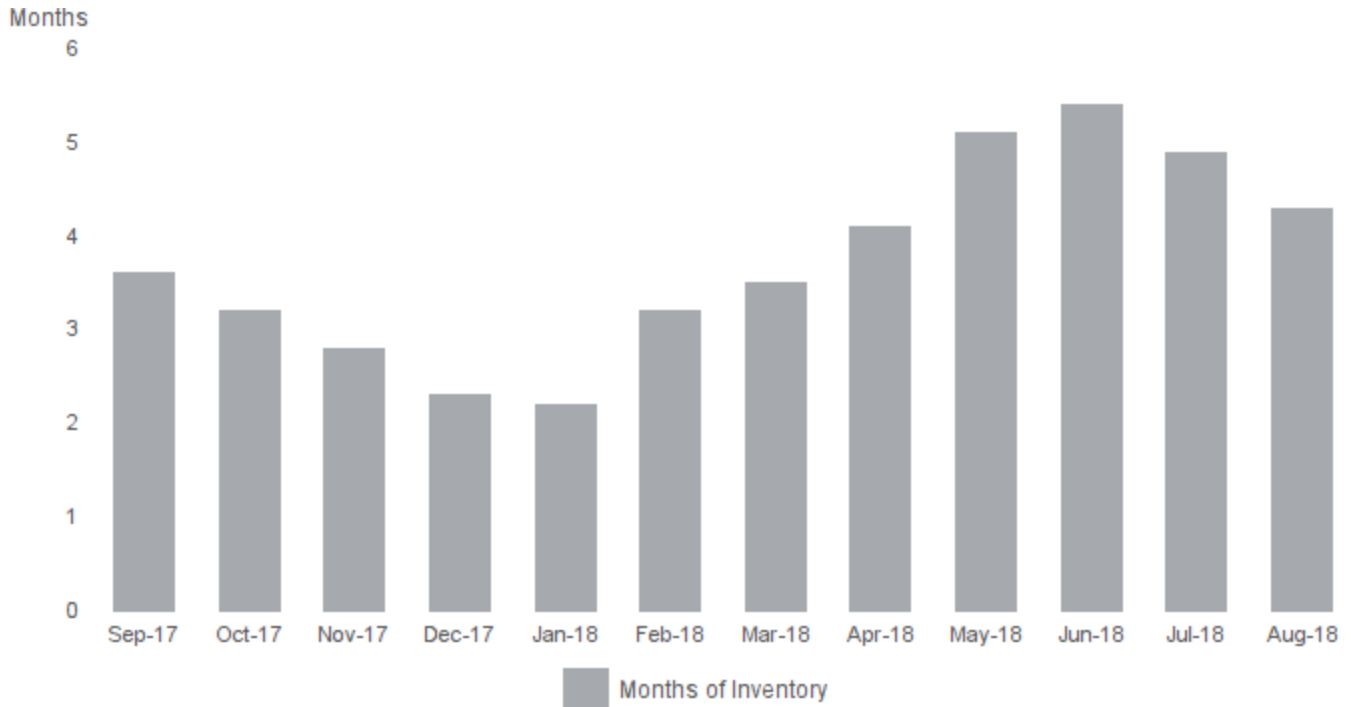
**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

# UNION COUNTY | BERKELEY HEIGHTS

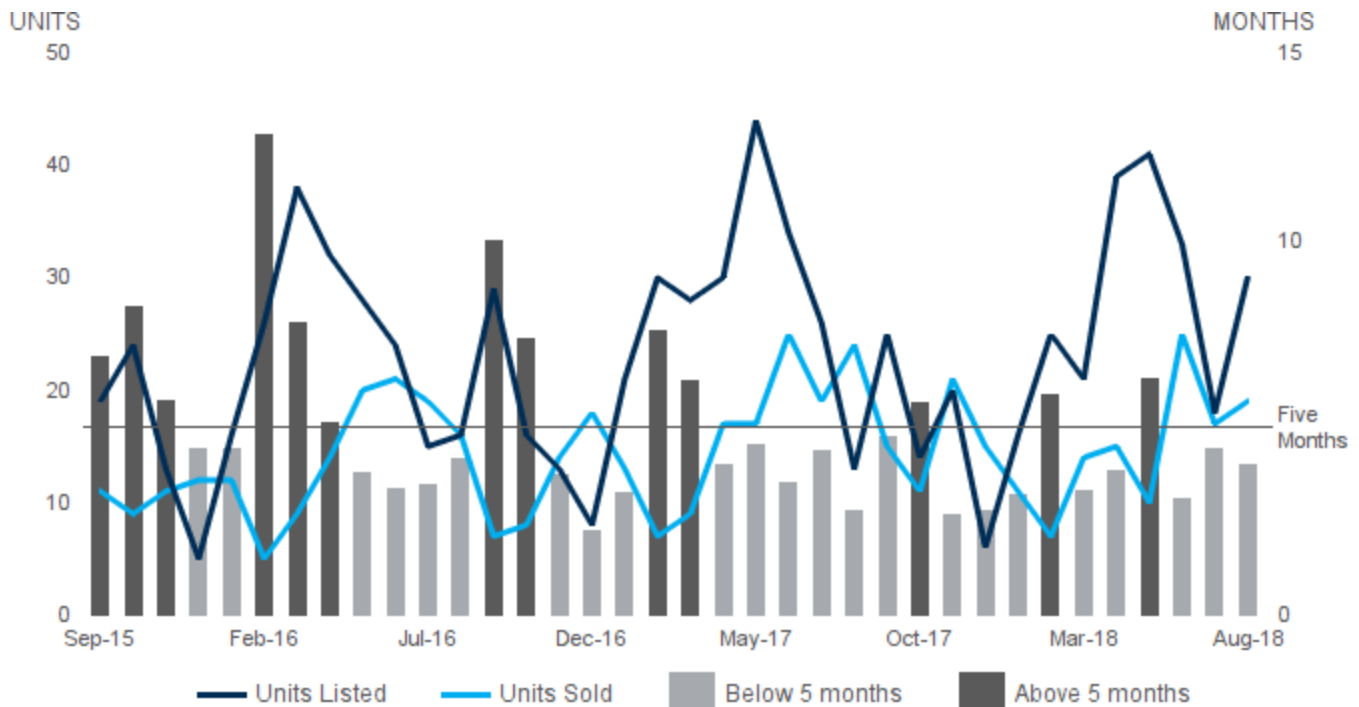
## ABSORPTION RATE

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



## MONTHS SUPPLY OF INVENTORY

August 2018 | All Property Types (SFH & Condos/Townhomes) [?](#)



**Absorption Rate** | Looks at the past year's monthly supply of inventory. In a normal market there should be a 6 month supply. The higher the rate above 6 the more aggressive a seller has to be with the competition; price and having a picture perfect property.

**Months Supply of Inventory** | Properties for sale divided by number of properties sold.

**Units Listed** | Number of properties listed for sale at the end of month.

**Units Sold** | Number of properties sold.



The statistics presented in the Area Report are compiled based on figures and data generated by IDC Global and may not be completely accurate. All information should be independently verified for accuracy. Properties may or may not be listed by the office/agent presenting the information. Not intended as a solicitation if your property is already listed by another broker. Real estate agents affiliated with Coldwell Banker Residential Brokerage are independent contractor agents and are not employees of the Company.

©2018 Coldwell Banker Residential Brokerage. All Rights Reserved. Coldwell Banker Residential Brokerage fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. Owned by a subsidiary of NRT LLC. Coldwell Banker and the Coldwell Banker Logo are registered service marks owned by Coldwell Banker Real Estate LLC.