

# BERKELEY HEIGHTS

UNION COUNTY

MONTHLY AREA REPORT

SEPTEMBER 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/>

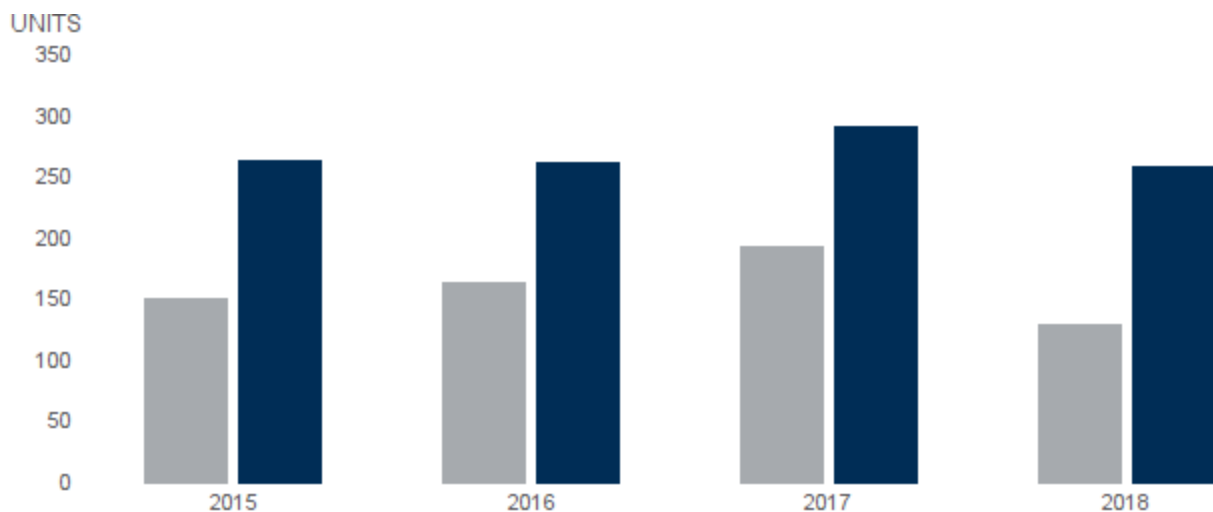
## MARKET SUMMARY

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

Market Summary	Month to Date			Year to Date		
	September 2018	September 2017	Percent Change	Year-To-Date 2018	Year-To-Date 2017	Percent Change
New Listings	32	25	28% <span style="color: blue;">▲</span>	255	251	1.59% <span style="color: blue;">▲</span>
Sold Listings	10	15	-33.33% <span style="color: darkblue;">▼</span>	129	146	-11.64% <span style="color: darkblue;">▼</span>
Median Listing Price	\$624,000	\$599,000	4.17% <span style="color: blue;">▲</span>	\$599,900	\$577,500	3.88% <span style="color: blue;">▲</span>
Median Selling Price	\$611,500	\$620,000	-1.37% <span style="color: darkblue;">▼</span>	\$599,000	\$570,000	5.09% <span style="color: blue;">▲</span>
Median Days on Market	62	31	100% <span style="color: blue;">▲</span>	24	28	-14.29% <span style="color: darkblue;">▼</span>
List/Sell Price Ratio	96.8%	98.9%	-2.15% <span style="color: darkblue;">▼</span>	98.3%	98.4%	-0.15% <span style="color: darkblue;">▼</span>
Average Listing Price	\$652,590	\$607,271	7.46% <span style="color: blue;">▲</span>	\$633,835	\$608,458	4.17% <span style="color: blue;">▲</span>
Average Selling Price	\$629,750	\$603,766	4.3% <span style="color: blue;">▲</span>	\$622,599	\$598,035	4.11% <span style="color: blue;">▲</span>
Average Days on Market	49	63	-22.22% <span style="color: darkblue;">▼</span>	48	55	-12.73% <span style="color: darkblue;">▼</span>

## SOLD AND NEW PROPERTIES (UNITS)

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



<span style="color: grey;">■</span> Sold Properties	151	163	193	129
<span style="color: darkblue;">■</span> New Properties	263	261	291	258
Sold Volume	\$88.93M	\$99.69M	\$112.86M	\$80.32M
Listing Volume	\$163.08M	\$166.43M	\$188.02M	\$169.65M
Median Sale Price	\$573K	\$560K	\$567K	\$599K

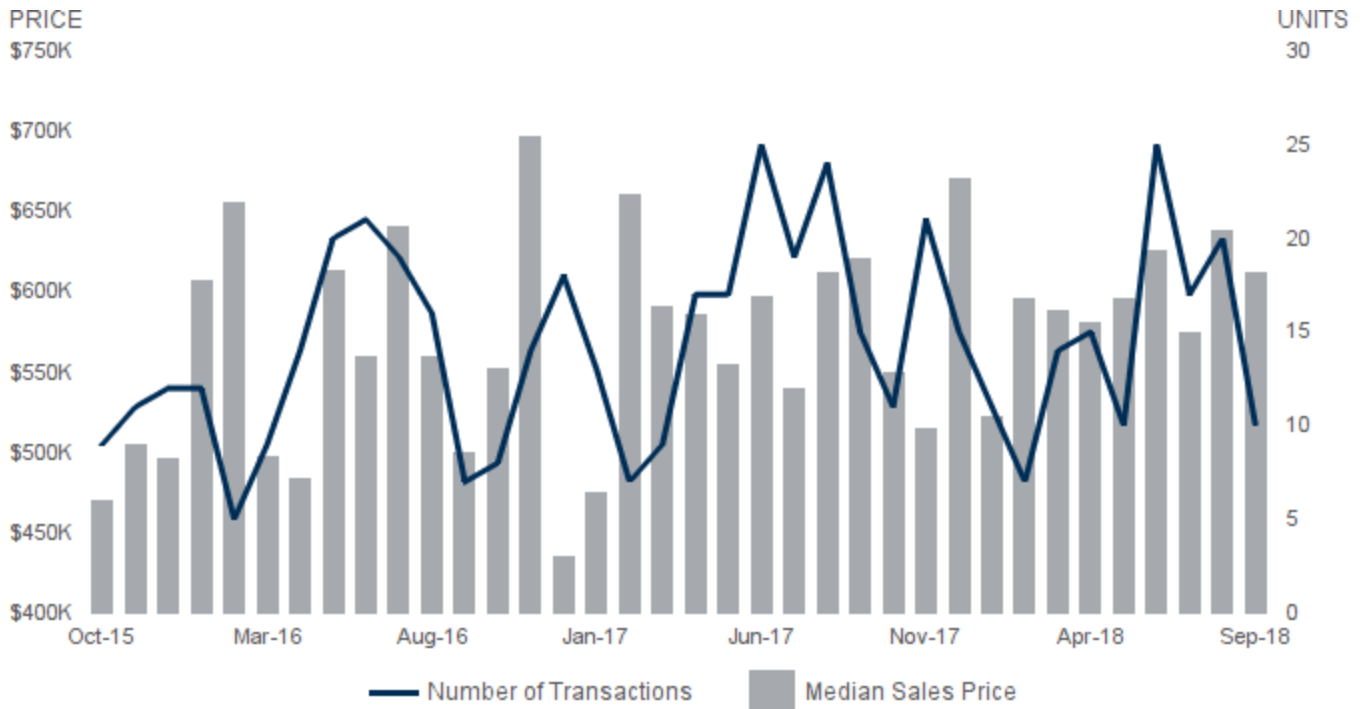
**Sold Properties** | Number of properties sold during the year

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

# UNION COUNTY | BERKELEY HEIGHTS

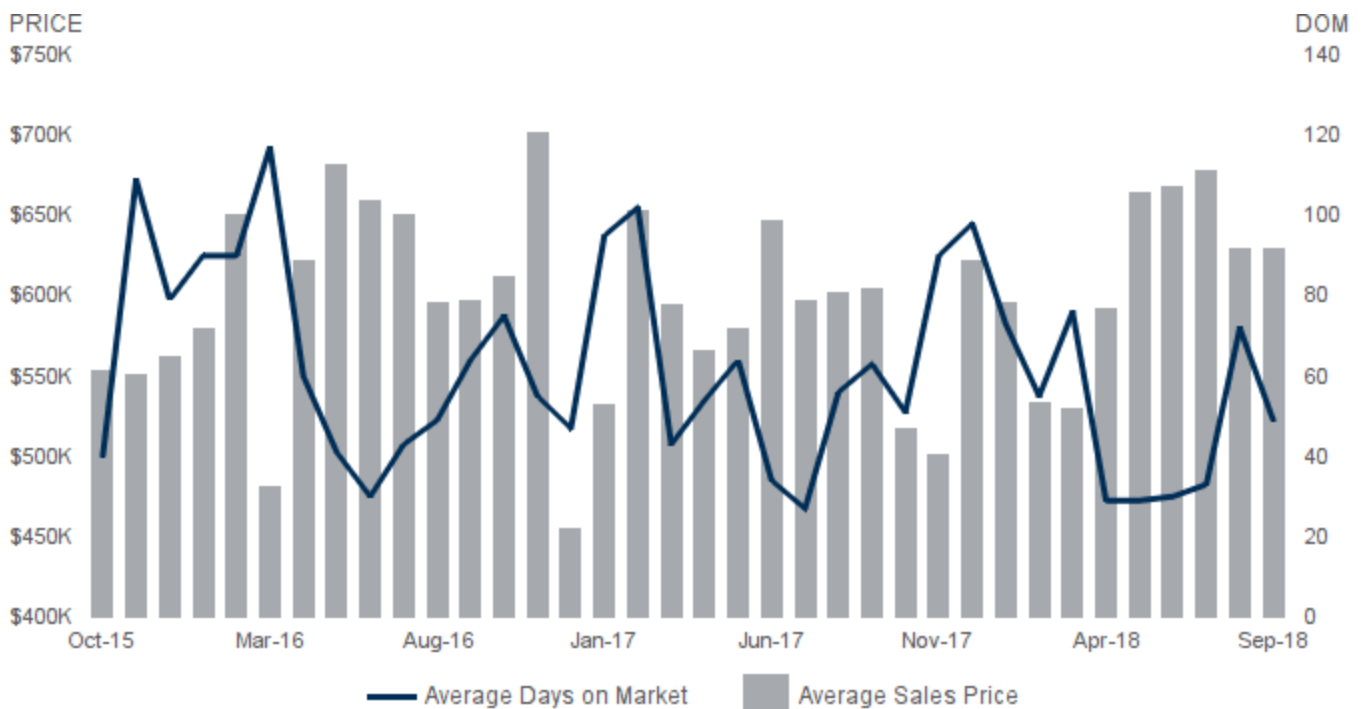
## MEDIAN SALES PRICE AND NUMBER OF SALES

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



## AVERAGE SALES PRICE AND AVERAGE DAYS ON MARKET

September 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.

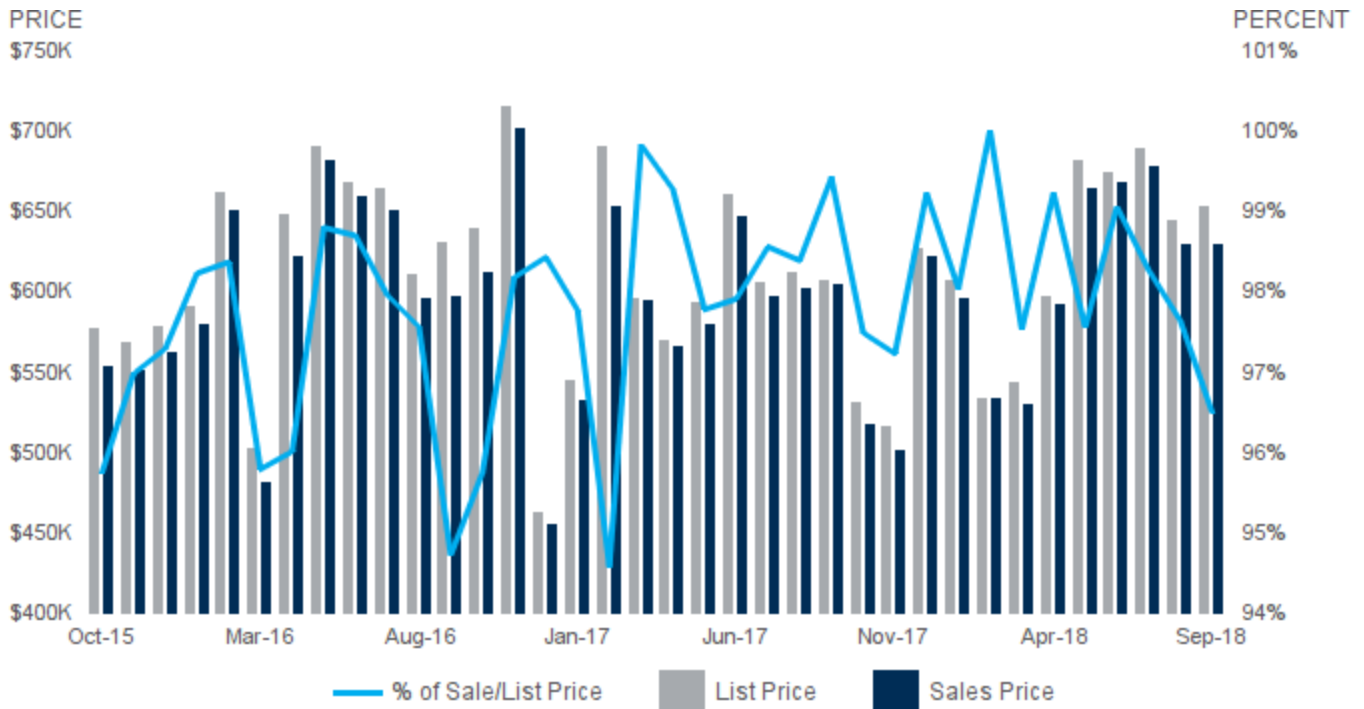
**Average Sales Price** | Average sales price for all properties sold.

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

# UNION COUNTY | BERKELEY HEIGHTS

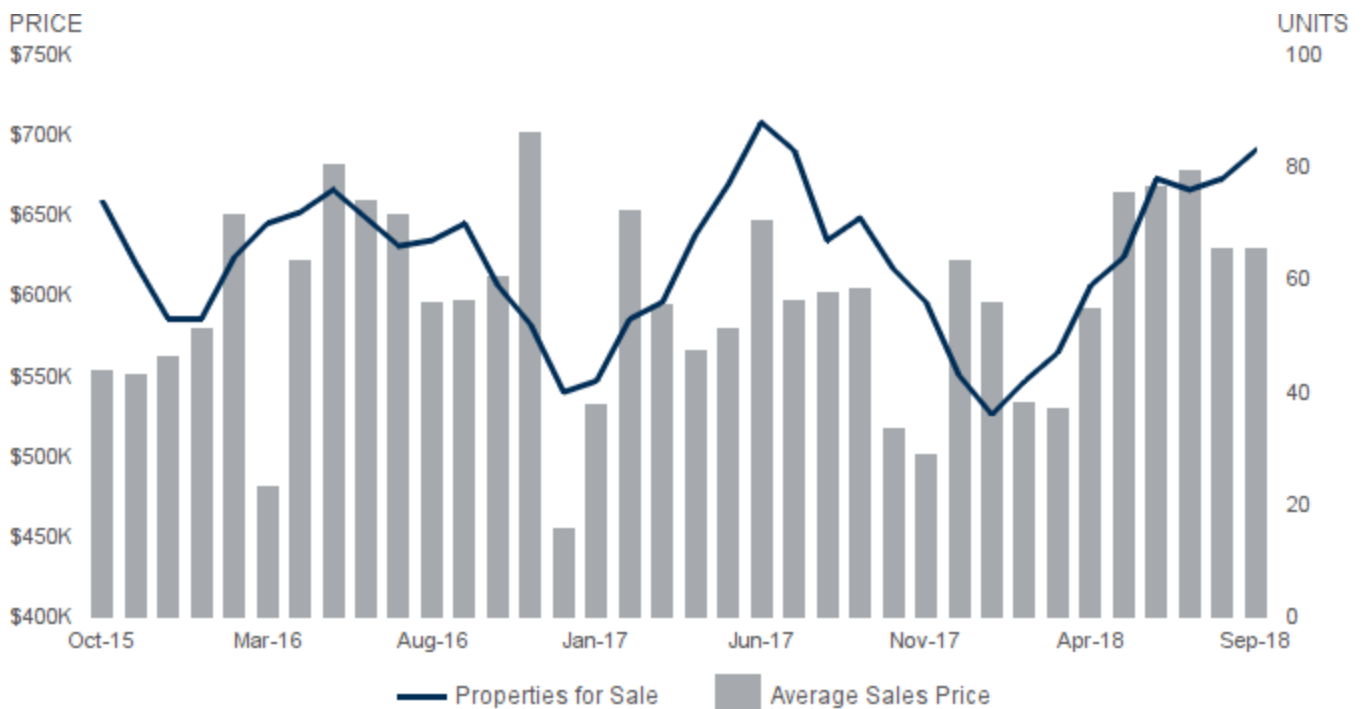
## SALES PRICE AS A PERCENTAGE OF ORIGINAL PRICE

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



## AVERAGE SALES PRICE AND NUMBER OF PROPERTIES FOR SALE

September 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.

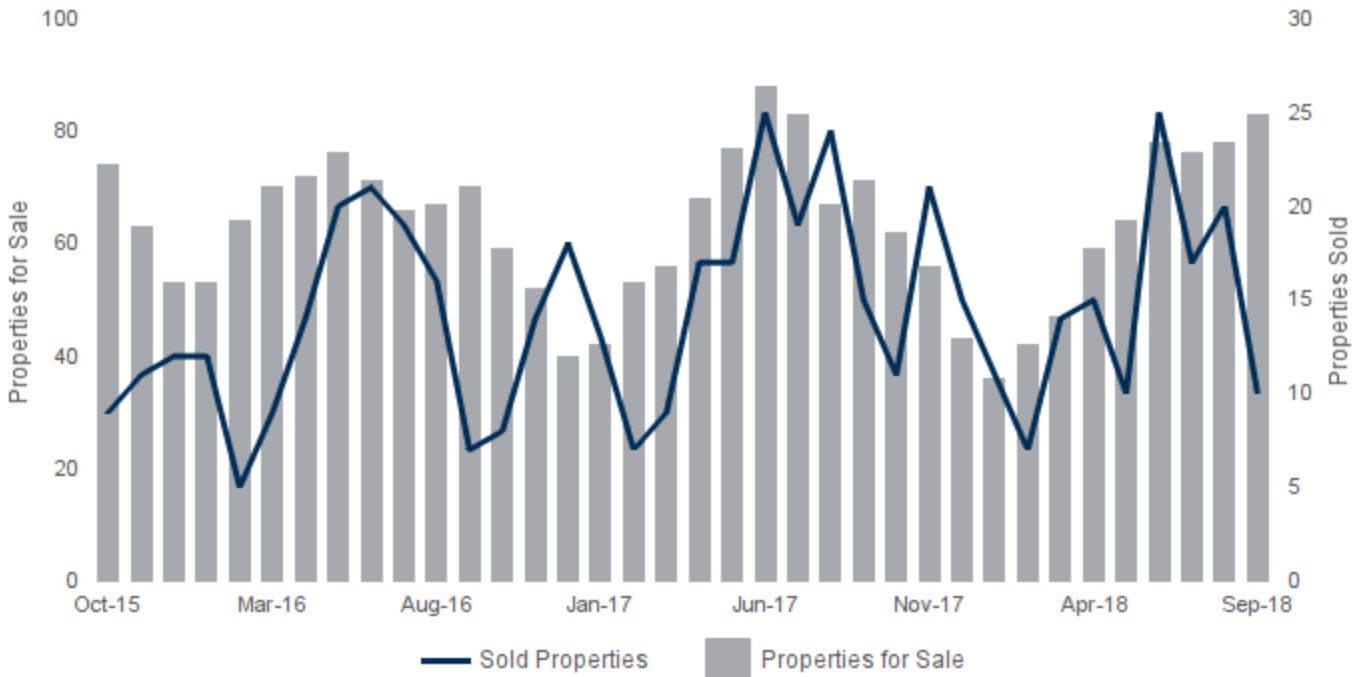
**Average Sales Price** | Average sales price for all properties sold.

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

# UNION COUNTY | BERKELEY HEIGHTS

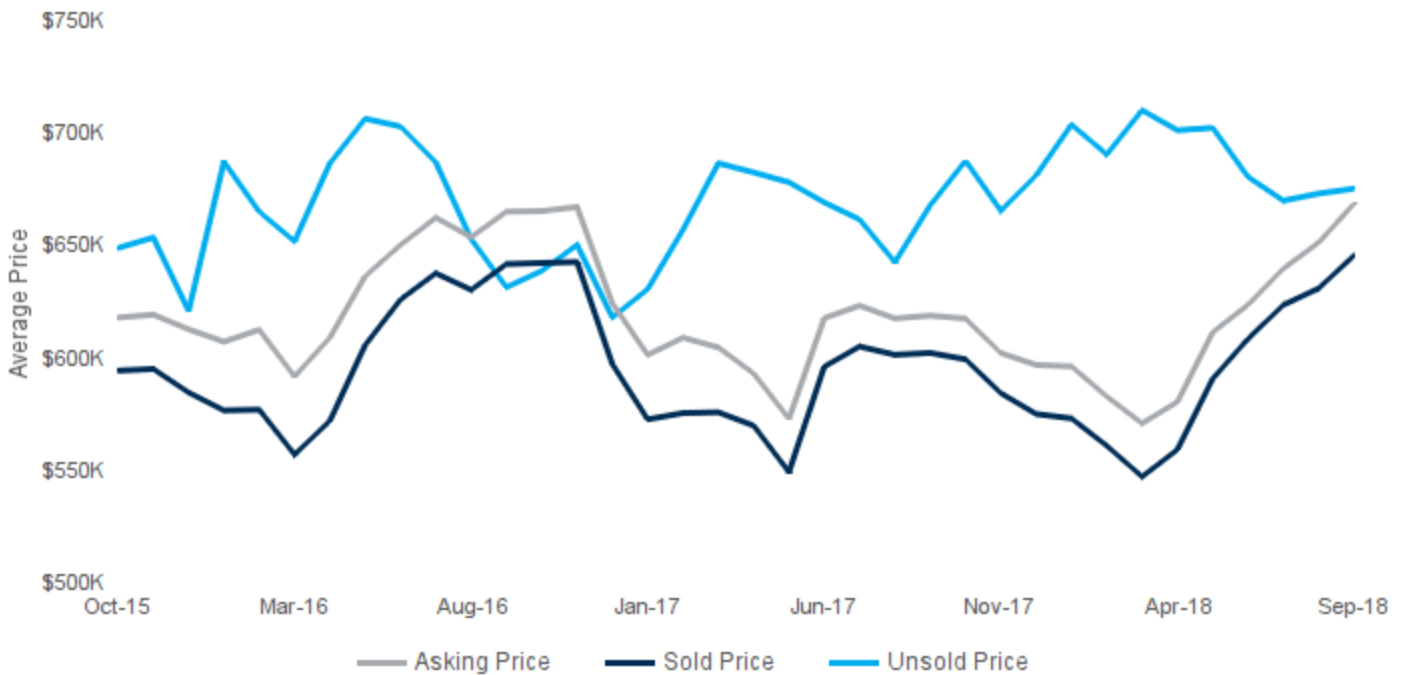
## PROPERTIES FOR SALE AND SOLD PROPERTIES

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



## AVERAGE ASKING/SOLD/UNSOLD PRICE

September 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

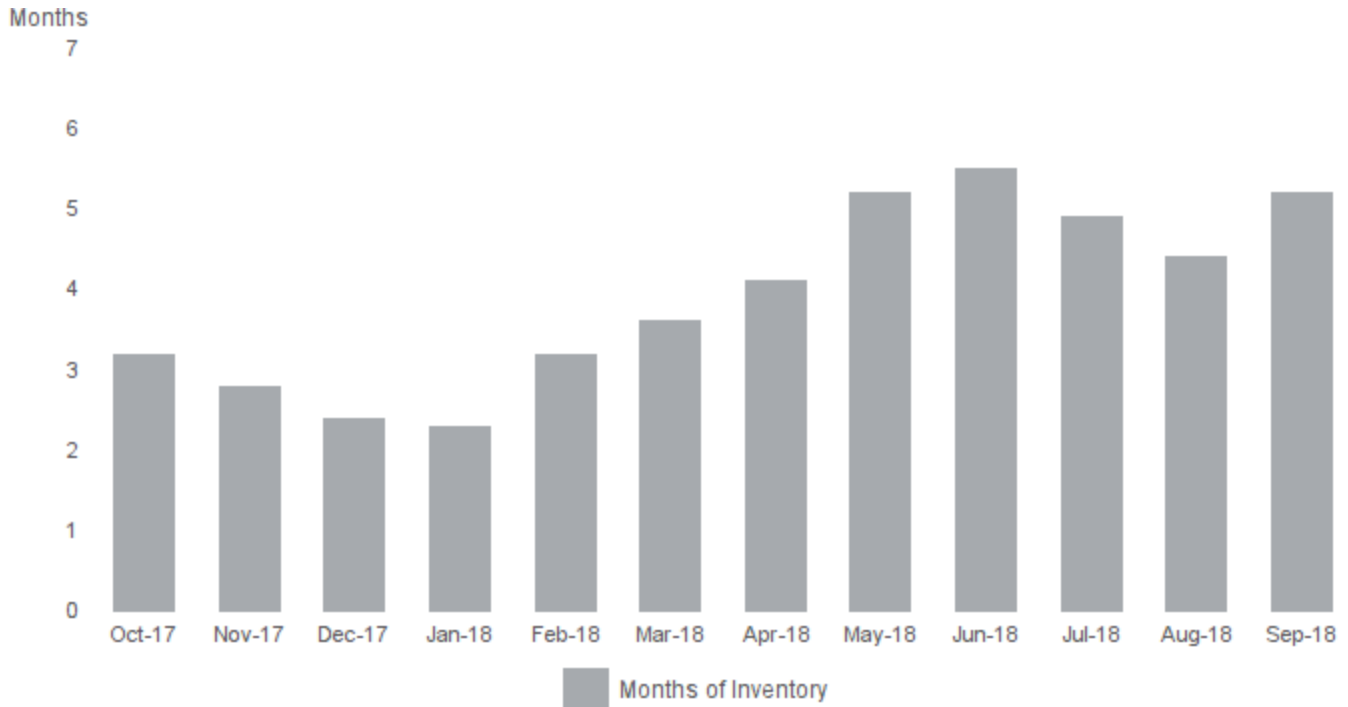
**Asking Price** | the average asking price of sold properties

**Sold Price** | the average selling price

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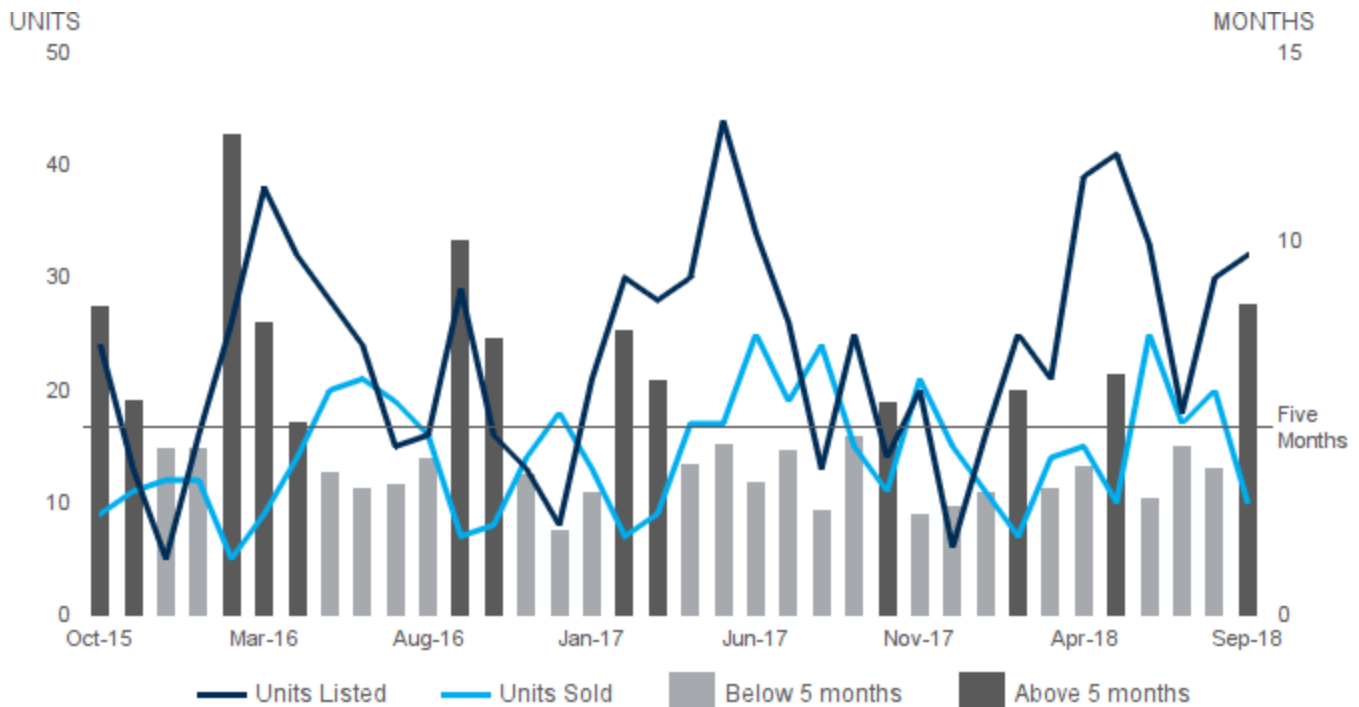
## ABSORPTION RATE

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



## MONTHS SUPPLY OF INVENTORY

September 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.



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