

Bernards Township December 2017 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|-------|-----------------------|-----------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 101 Alexandria Way* | OneFloor | 1 | 1.0 | 31 | \$182,800 | \$182,800 | \$179,000 | 97.92% | \$196,700 | 0.91 |
| 2 | 93 Potomac Drive | OneFloor | 1 | 1.0 | 15 | \$210,000 | \$210,000 | \$205,000 | 97.62% | \$199,900 | 1.03 |
| 3 | 178 Alexandria Way | OneFloor | 1 | 1.0 | 56 | \$239,900 | \$219,900 | \$216,000 | 98.23% | \$230,300 | 0.94 |
| 4 | 116 Smithfield Court | TwlnIntUn | 2 | 2.0 | 84 | \$244,000 | \$244,000 | \$235,000 | 96.31% | \$257,200 | 0.91 |
| 5 | 64 Countryside Drive | TwlnEndUn | 1 | 1.0 | 101 | \$259,900 | \$259,900 | \$245,000 | 94.27% | \$207,800 | 1.18 |
| 6 | 137 Irving Place | OneFloor | 2 | 2.0 | 27 | \$259,900 | \$259,900 | \$256,000 | 98.50% | \$232,900 | 1.10 |
| 7 | 220 English Place | TwlnEndUn | 2 | 2.0 | 27 | \$269,900 | \$269,900 | \$269,900 | 100.00% | \$245,300 | 1.10 |
| 8 | 39 Commonwealth Drive | OneFloor | 2 | 1.0 | 6 | \$268,000 | \$268,000 | \$270,000 | 100.75% | \$232,500 | 1.16 |
| 9 | 49 Baldwin Court | OneFloor | 2 | 2.0 | 27 | \$279,900 | \$279,900 | \$279,900 | 100.00% | \$241,500 | 1.16 |
| 10 | 2303 Privet Way | MultiFlr | 1 | 1.1 | 139 | \$299,900 | \$295,000 | \$285,000 | 96.61% | \$273,000 | 1.04 |
| 11 | 278 Alexandria Way | HalfDupl | 3 | 2.1 | 52 | \$429,900 | \$389,900 | \$289,900 | 74.35% | \$450,100 | 0.64 |
| 12 | 67 Aspen Drive | TwlnEndUn | 2 | 2.0 | 102 | \$369,900 | \$359,000 | \$355,000 | 98.89% | \$332,500 | 1.07 |
| 13 | 52 Aspen Drive | TwlnEndUn | 2 | 2.0 | 56 | \$375,000 | \$375,000 | \$369,000 | 98.40% | \$335,500 | 1.10 |
| 14 | 127 Woodward Lane | TwlnEndUn | 3 | 2.1 | 27 | \$372,000 | \$372,000 | \$370,000 | 99.46% | \$337,600 | 1.10 |
| 15 | 127 Tulip Lane | TwlnIntUn | 2 | 2.1 | 59 | \$385,000 | \$385,000 | \$382,500 | 99.35% | \$363,000 | 1.05 |
| 16 | 45 Spencer Road | RanchExp | 3 | 1.0 | 10 | \$389,000 | \$389,000 | \$401,000 | 103.08% | \$369,000 | 1.09 |
| 17 | 7 Fairbanks Lane | TwlnEndUn | 2 | 2.1 | 77 | \$499,900 | \$499,900 | \$470,000 | 94.02% | \$426,600 | 1.10 |
| 18 | 5 Arbor Circle | Duplex | 3 | 2.1 | 52 | \$514,900 | \$499,000 | \$488,000 | 97.80% | \$466,800 | 1.05 |
| 19 | 45 Canter Drive | Ranch | 3 | 2.0 | 27 | \$525,000 | \$525,000 | \$505,000 | 96.19% | \$499,900 | 1.01 |
| 20 | 3 Clark Court | TwlnIntUn | 3 | 2.1 | 62 | \$527,000 | \$519,000 | \$515,000 | 99.23% | \$461,900 | 1.11 |
| 21 | 61 Fairview Drive E | Splitlev | 4 | 2.1 | 42 | \$525,000 | \$525,000 | \$525,000 | 100.00% | \$544,200 | 0.96 |
| 22 | 97 Lyons Place | Splitlev | 4 | 2.1 | 58 | \$595,300 | \$595,300 | \$590,000 | 99.11% | \$595,300 | 0.99 |
| 23 | 15 Orchard Place | Colonial | 4 | 2.1 | 164 | \$675,000 | \$624,900 | \$605,000 | 96.82% | \$588,600 | 1.03 |
| 24 | 41 Archgate Road | Ranch | 5 | 3.0 | 77 | \$700,000 | \$665,000 | \$615,000 | 92.48% | \$690,500 | 0.89 |
| 25 | 66 Dyckman Place | Colonial | 4 | 2.1 | 9 | \$675,000 | \$675,000 | \$675,000 | 100.00% | \$703,700 | 0.96 |



Bernards Twp.

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| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assess-ment | SP:AV |
|---------|------------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|-------------------|-------|
| 26 | 39 Kensington Road | Colonial | 4 | 2.1 | 172 | \$869,000 | \$769,000 | \$733,812 | 95.42% | \$780,100 | 0.94 |
| 27 | 63 Dickinson Road | TwmlntUn | 3 | 3.1 | 37 | \$849,000 | \$849,000 | \$807,500 | 95.11% | \$768,000 | 1.05 |
| 28 | 14 Beacon Crest Drive | Colonial | 4 | 2.1 | 210 | \$999,000 | \$899,000 | \$840,000 | 93.44% | \$958,100 | 0.88 |
| 29 | 20 Galloping Hill Road | Colonial | 4 | 3.1 | 190 | \$999,999 | \$895,000 | \$885,000 | 98.88% | \$760,800 | 1.16 |
| 30 | 5 Runyon Drive | Colonial | 4 | 3.1 | 186 | \$1,179,000 | \$1,100,000 | \$1,025,000 | 93.18% | \$1,107,100 | 0.93 |
| 31 | 239 Mountain Road | Colonial | 4 | 4.1 | 67 | \$1,349,000 | \$1,239,000 | \$1,117,700 | 90.21% | \$1,256,700 | 0.89 |
| 32 | 98 Canterbury Way | Colonial | 5 | 4.1 | 67 | \$1,395,000 | \$1,395,000 | \$1,348,000 | 96.63% | \$1,363,100 | 0.99 |
| 33 | 236 Childs Road | Custom | 4 | 3.1 | 25 | \$1,595,000 | \$1,595,000 | \$1,595,000 | 100.00% | \$1,255,000 | 1.27 |
| AVERAGE | | | | | 71 | \$585,064 | \$564,494 | \$543,885 | 96.74% | | 1.02 |

"ACTIVE" Listings in Bernards Twp.

Number of Units: 91
 Average List Price: \$947,384
 Average Days on Market: 103

"UNDER CONTRACT" Listings in Bernards Twp.

Number of Units: 45
 Average List Price: \$777,813
 Average Days on Market: 92



Bernards Twp. 2017 Year to Date Market Trends

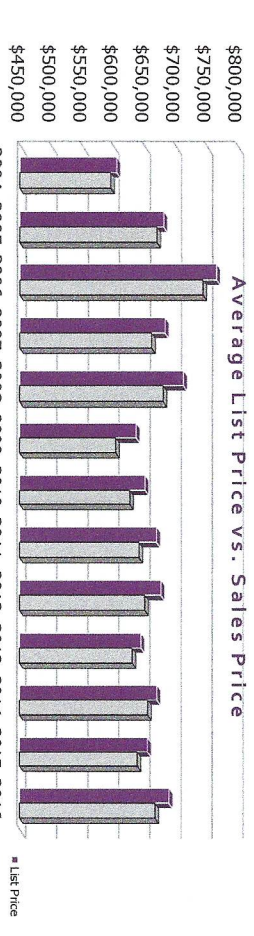
| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 66 | 79 | 78 | 41 | 33 | 60 | 54 | 43 | 61 | 62 | 64 | 71 | 58 |
| List Price | \$696,084 | \$691,309 | \$688,983 | \$639,857 | \$672,491 | \$726,877 | \$761,596 | \$621,593 | \$586,969 | \$638,043 | \$533,471 | \$564,494 | \$657,761 |
| Sales Price | \$675,145 | \$674,868 | \$671,611 | \$629,107 | \$653,570 | \$701,833 | \$727,986 | \$609,222 | \$574,843 | \$622,203 | \$511,094 | \$543,885 | \$638,122 |
| Sales Price as a % of List Price | 97.99% | 96.41% | 97.80% | 98.99% | 97.62% | 97.11% | 97.50% | 98.74% | 98.07% | 97.69% | 96.22% | 96.74% | 97.61% |
| Sales Price to Assessed Value | 1.05 | 0.98 | 1.07 | 1.07 | 1.08 | 1.05 | 1.06 | 1.02 | 1.05 | 1.04 | 1.04 | 1.02 | 1.05 |
| # Units Sold | 24 | 23 | 31 | 26 | 33 | 54 | 51 | 57 | 30 | 30 | 31 | 33 | 423 |
| Active Listings | 114 | 146 | 163 | 207 | 196 | 191 | 182 | 173 | 157 | 144 | 114 | 91 | 157 |
| Under Contracts | 39 | 56 | 67 | 64 | 94 | 94 | 72 | 65 | 65 | 67 | 51 | 45 | 65 |

Flashback! YTD 2016 vs YTD 2017

| | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| YTD | | | |
| Days on Market | 60 | 58 | -3.60% |
| Sales Price | \$668,220 | \$638,122 | -4.50% |
| Sales Price to Assessed Value | 1.0487 | 1.0451 | -0.33% |
| YTD | | | |
| # Units Sold | 434 | 423 | -2.53% |
| Active Listings | 107 | 91 | -14.95% |
| Under Contracts | 51 | 45 | -11.76% |

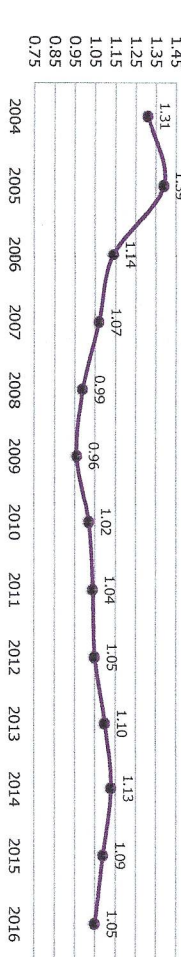


Bernards Township Yearly Market Trends

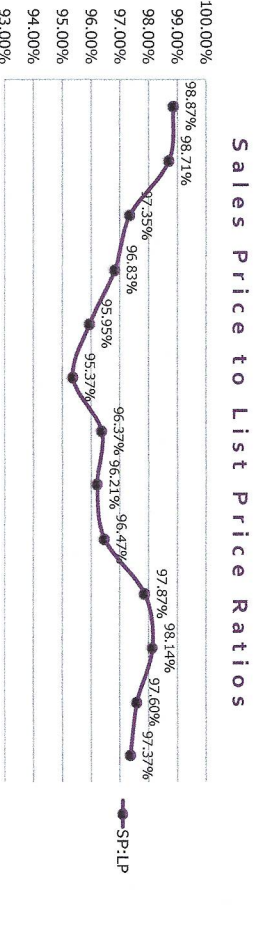


| Year | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$605,619 | \$681,163 | \$766,083 | \$683,388 | \$713,173 | \$687,374 | \$651,757 | \$670,020 | \$670,020 | \$645,259 | \$670,020 | \$651,718 | \$651,718 | \$651,718 |
| \$581,163 | \$766,083 | \$683,388 | \$713,173 | \$687,374 | \$651,757 | \$670,020 | \$670,020 | \$645,259 | \$670,020 | \$651,718 | \$651,718 | \$651,718 | \$651,718 |
| \$766,083 | \$683,388 | \$713,173 | \$687,374 | \$651,757 | \$670,020 | \$670,020 | \$645,259 | \$670,020 | \$651,718 | \$651,718 | \$651,718 | \$651,718 | \$651,718 |

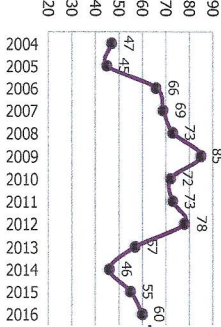
Sales Price to Assessed Value Ratio



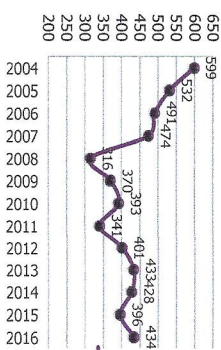
Bernards Township Yearly Market Trends



Average Days on Market



Number of Units Sold



Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

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Not intended to solicit a property already listed.