

## Berkeley Heights Q4 Home Sales

Year-over-Year (Y-o-Y) Comparison

	Q4 2008	Q4 2009	Y-o-Y
<b>All Units</b>			
Number of Units	27	34	25.9%
Avg Days on Market (DOM)	77	93	20.8%
Avg Listing Price (LP)	\$ 523,669	\$ 580,314	10.8%
Avg Selling Price (SP)	\$ 499,046	\$ 562,146	12.6%
Ratio of SP/LP	95.3%	96.9%	1.6%
<b>&lt;\$500K Units</b>			
Number of Units	13	14	7.7%
Avg Days on Market (DOM)	69	74	7.2%
Avg Listing Price (LP)	\$ 426,184	\$ 418,412	-1.8%
Avg Selling Price (SP)	\$ 402,692	\$ 404,562	0.5%
Ratio of SP/LP	94.5%	96.7%	2.3%
<b>\$500K - \$750K Units</b>			
Number of Units	12	12	0.0%
Avg Days on Market (DOM)	88	78	-11.4%
Avg Listing Price (LP)	\$ 570,889	\$ 604,824	5.9%
Avg Selling Price (SP)	\$ 546,187	\$ 591,091	8.2%
Ratio of SP/LP	95.7%	97.7%	2.1%
<b>&gt;\$750K Units</b>			
Number of Units	2	8	300.0%
Avg Days on Market (DOM)	68	150	120.6%
Avg Listing Price (LP)	\$ 874,000	\$ 826,825	-5.4%
Avg Selling Price (SP)	\$ 842,500	\$ 794,500	-5.7%
Ratio of SP/LP	96.4%	96.1%	-0.3%