

Short Hills

April 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	241 Old Short Hills Road	Custom	5	3.1	1	\$1,249,000	\$1,249,000	\$1,249,000	100.00%	\$899,800	1.39
2	10 Glenwood Drive	Colonial	5	3.0	10	\$1,249,000	\$1,249,000	\$1,250,000	100.08%	\$821,100	1.52
3	21 Harvey Drive	Custom	3	2.1	1	\$1,300,000	\$1,300,000	\$1,300,000	100.00%	\$1,127,900	1.15
4	7 Homestead Court	SplitLev	5	3.0	15	\$1,318,888	\$1,318,888	\$1,338,888	101.52%	\$1,010,000	1.33
5	62 Old Short Hills Road	Colonial	6	3.0	3	\$1,375,000	\$1,375,000	\$1,375,000	100.00%	\$1,096,100	1.25
6	68 Westview Road	Colonial	5	3.2	1	\$1,999,000	\$1,999,000	\$1,915,000	95.80%	\$1,508,000	1.27
7	20 Pine Terrace East	Colonial	6	3.2	17	\$1,545,000	\$1,545,000	\$1,975,000	127.83%	\$1,162,500	1.70
8	16 The Crescent	Colonial	6	5.1	12	\$2,080,000	\$2,080,000	\$2,040,000	98.08%		
9	138 Western Drive	Colonial	5	4.1	28	\$2,298,000	\$2,198,000	\$2,116,315	96.28%	\$1,656,400	1.28
10	48 Holly Drive	Colonial	4	3.1	11	\$1,999,000	\$1,999,000	\$2,220,000	111.06%	\$1,515,000	1.47
11	41 Great Hills Terrace	Colonial	5	3.2	11	\$1,899,000	\$1,899,000	\$2,310,000	121.64%	\$1,681,300	1.37
12	98 Minnisink Road	Custom	5	5.1	8	\$2,195,000	\$2,195,000	\$2,400,000	109.34%	\$2,474,500	0.97
13	2 Denman Court	Colonial	5	4.1	12	\$2,395,000	\$2,395,000	\$2,425,000	101.25%	\$1,824,200	1.33
14	14 Crescent Place	Colonial	5	4.1	15	\$2,148,000	\$2,148,000	\$2,600,000	121.04%	\$1,726,300	1.51
15	12 Wells Lane	Colonial	6	5.1	7	\$2,495,000	\$2,495,000	\$2,600,000	104.21%	\$2,090,900	1.24
16	186 Highland Avenue	Custom	6	5.1	8	\$2,500,000	\$2,500,000	\$2,605,000	104.20%	\$2,011,900	1.29
17	18 Slope Drive	Colonial	5	4.1	9	\$2,995,000	\$2,995,000	\$3,000,000	100.17%	\$2,050,000	1.46
18	16 Joanna Way	Colonial	3	3.3	1	\$3,400,000	\$3,400,000	\$3,302,990	97.15%	\$2,508,300	1.32
19	301 White Oak Ridge Road	Colonial	7	7.2	19	\$3,795,000	\$3,795,000	\$3,550,000	93.54%	\$3,060,600	1.16
AVERAGE					10	\$2,117,626	\$2,112,363	\$2,188,010	104.38%		1.33

"Active" Listings in Short Hills

Number of Units: 35
 Average List Price: \$3,033,400
 Average Days on Market: 64

"Under Contract" Listings in Short Hills

Number of Units: 43
 Average List Price: \$1,956,116
 Average Days on Market: 21

Short Hills 2022 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	29	55	67	10									32
List Price	\$1,795,467	\$1,827,167	\$1,748,000	\$2,112,363									\$1,913,508
Sales Price	\$1,787,533	\$1,845,833	\$1,735,223	\$2,188,010									\$1,940,351
SP:LP%	102.16%	101.32%	99.91%	104.38%									102.50%
SP to AV	1.23	1.21	1.26	1.33									1.27
# Units Sold	15	6	9	19									49
3 Mo Rate of Ab	0.73	1.45	1.93	2.53									1.66
Active Listings	17	25	28	35									26
Under Contracts	16	27	37	43									31

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	52	32	-38.06%
Sales Price	\$1,709,007	\$1,940,351	13.54%
LP:SP	99.08%	102.50%	3.46%
SP:AV	1.05	1.27	21.33%

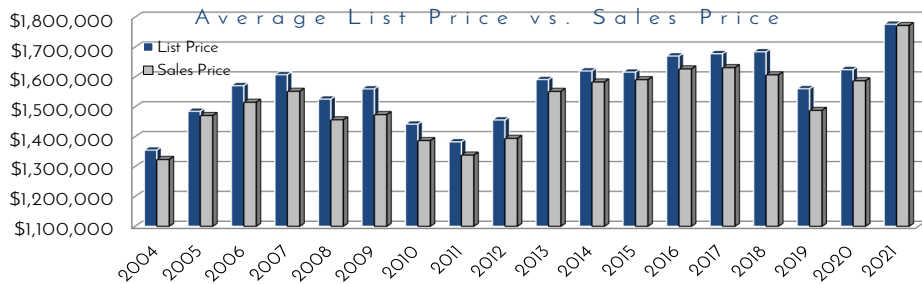
Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	75	49	-34.67%
Rate of Ab 3 Mo	2.86	2.53	-11.54%
Actives	58	35	-39.66%
Under Contracts	65	43	-33.85%

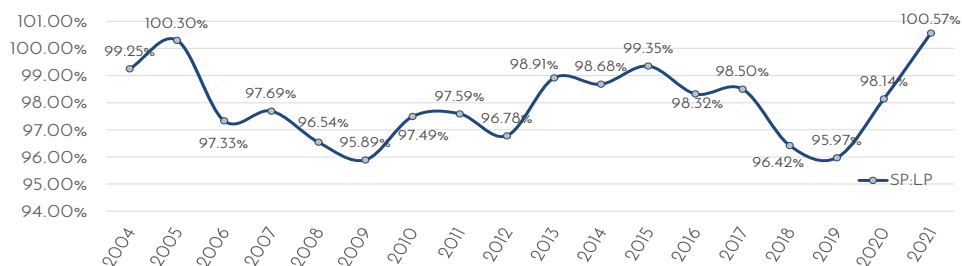
Short Hills Yearly Market Trends

Average List Price vs. Sales Price

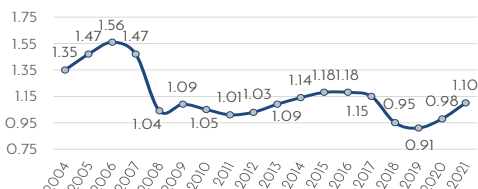


Short Hills Yearly Market Trends

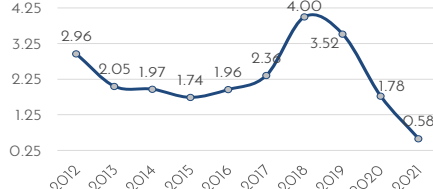
Sales Price to List Price Ratios



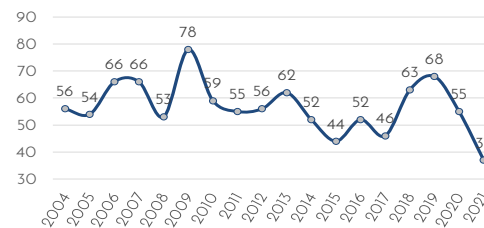
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

