

Short Hills

January 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	46 Winding Way	CapeCod	4	2.1	16	\$775,000	\$775,000	\$860,000	110.97%	\$839,400	1.02
2	80 Great Oak Drive	Colonial	3	1.1	20	\$875,000	\$875,000	\$925,000	105.71%	\$850,000	1.09
3	270 Brookhaven Way	SplitLev	4	2.0	13	\$995,000	\$995,000	\$1,037,000	104.22%	\$970,000	1.07
4	45 Elmwood Place	Colonial	4	2.1	8	\$995,000	\$995,000	\$1,100,000	110.55%	\$871,000	1.26
5	66 Baltusrol Way	Colonial	5	4.1	13	\$1,395,000	\$1,395,000	\$1,395,000	100.00%	\$1,019,100	1.37
6	84 Westview Road	SplitLev	4	2.1	22	\$1,449,000	\$1,449,000	\$1,480,000	102.14%	\$1,239,600	1.19
7	235 White Oak Ridge Road	SplitLev	5	3.1	56	\$1,699,000	\$1,599,000	\$1,590,000	99.44%	\$1,001,200	1.59
8	41 Woodland Road	Colonial	4	2.1	9	\$1,465,000	\$1,465,000	\$1,626,000	110.99%	\$1,089,900	1.49
9	94 Old Hollow Road	Colonial	5	4.1	30	\$1,775,000	\$1,775,000	\$1,735,000	97.75%	\$1,411,500	1.23
10	15 Saratoga Way	Colonial	4	3.1	4	\$1,799,000	\$1,799,000	\$1,850,000	102.83%	\$1,554,600	1.19
11	50 Farbrook Drive	Colonial	5	3.2	6	\$1,725,000	\$1,725,000	\$1,855,000	107.54%	\$1,605,800	1.16
12	19 Wyndham Road	Tudor	5	4.2	14	\$2,195,000	\$2,195,000	\$2,230,000	101.59%	\$1,505,200	1.48
13	10 Joanna Way	Colonial	6	6.1	16	\$2,595,000	\$2,595,000	\$2,520,000	97.11%	\$2,291,600	1.10
14	23 Woodfield Drive	Colonial	6	5.1	55	\$3,495,000	\$3,495,000	\$3,300,000	94.42%		
15	000 Hartshorn Drive	Ranch	6	6.1	160	\$4,400,000	\$3,800,000	\$3,310,000	87.11%	\$3,549,700	0.93
AVERAGE					29	\$1,842,133	\$1,795,467	\$1,787,533	102.16%		1.23

"Active" Listings in Short Hills

Number of Units: 17
 Average List Price: \$3,615,529
 Average Days on Market: 70

"Under Contract" Listings in Short Hills

Number of Units: 16
 Average List Price: \$2,211,625
 Average Days on Market: 76

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												29
List Price	\$1,795,467												\$1,795,467
Sales Price	\$1,787,533												\$1,787,533
SP:LP%	102.16%												102.16%
SP to AV	1.23												1.23
# Units Sold	15												15
3 Mo Rate of Ab	0.73												0.73
Active Listings	17												17
Under Contracts	16												16

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	36	29	-17.95%
Sales Price	\$1,533,793	\$1,787,533	16.54%
LP:SP	99.28%	102.16%	2.90%
SP:AV	1.05	1.23	17.32%

Prominent Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	23	15	-34.78%
Rate of Ab 3 Mo	1.37	0.73	-46.72%
Actives	35	17	-51.43%
Under Contracts	25	16	-36.00%

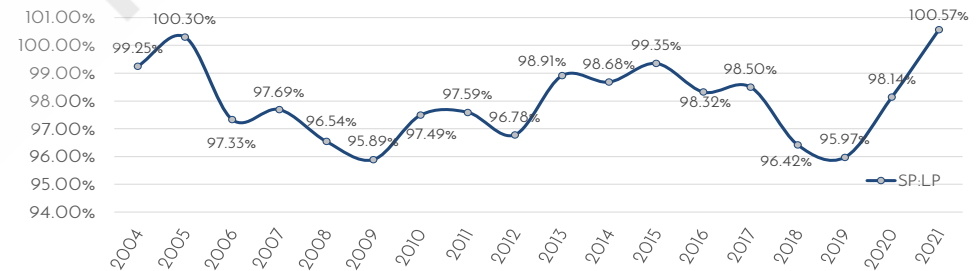
Short Hills Yearly Market Trends

Average List Price vs. Sales Price



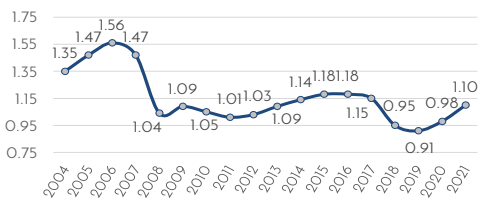
Short Hills Yearly Market Trends

Sales Price to List Price Ratios

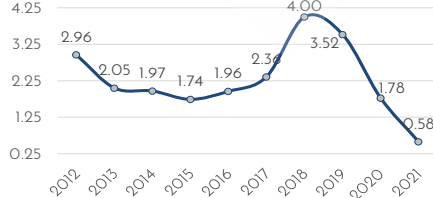


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512	\$1,776,489
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326	\$1,551,637	\$1,583,110	\$1,590,913	\$1,626,958	\$1,631,357	\$1,607,124	\$1,488,103	\$1,587,185	\$1,772,184

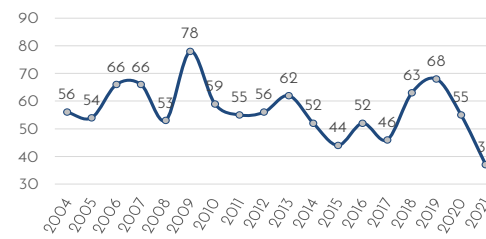
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

