

# Short Hills

## July 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	60 Pine Terrace E	Colonial	3	2.1	21	\$875,000	\$875,000	\$840,000	96.00%	\$624,500	1.35
2	600 White Oak Ridge Road	Custom	3	2.1	52	\$1,118,000	\$998,000	\$998,000	100.00%	\$832,700	1.20
3	1060 Morris Turnpike	Colonial	4	2.1	13	\$1,058,000	\$1,058,000	\$1,100,000	103.97%	\$892,300	1.23
4	26 Whitney Road	Colonial	3	3.0	16	\$1,250,000	\$1,199,000	\$1,150,000	95.91%	\$1,000,000	1.15
5	48 Hobart Gap Road	Tudor	4	3.1	8	\$998,000	\$998,000	\$1,150,000	115.23%	\$956,400	1.20
6	53 Colonial Way	Colonial	4	2.1	22	\$1,395,000	\$1,299,000	\$1,270,000	97.77%	\$1,075,000	1.18
7	94 White Oak Ridge Road	Colonial	4	2.1	9	\$1,210,000	\$1,210,000	\$1,300,000	107.44%	\$975,000	1.33
8	18 Oak Hill Road	Colonial	3	2.1	8	\$1,125,000	\$1,125,000	\$1,325,000	117.78%	\$931,500	1.42
9	31 Haddonfield Road	Colonial	4	3.1	15	\$1,199,000	\$1,199,000	\$1,355,000	113.01%	\$1,035,000	1.31
10	2 Park Road	Colonial	5	3.2	20	\$1,395,000	\$1,395,000	\$1,379,500	98.89%	\$997,600	1.38
11	48 Glen Brook Crest Drive	Ranch	4	3.0	16	\$1,398,000	\$1,398,000	\$1,400,000	100.14%	\$896,100	1.56
12	24 Woodcrest Avenue	Colonial	4	4.1	13	\$1,400,000	\$1,400,000	\$1,500,000	107.14%	\$1,199,600	1.25
13	17 Joanna Way	Colonial	5	4.0	13	\$1,399,000	\$1,399,000	\$1,527,000	109.15%	\$1,567,500	0.97
14	30 Harvey Drive	Split Level	4	3.1	0	\$1,550,000	\$1,550,000	\$1,550,000	100.00%	\$1,125,900	1.38
15	37 South Terrace	Colonial	3	2.1	16	\$1,495,000	\$1,495,000	\$1,558,000	104.21%	\$1,166,400	1.34
16	47 Wellington Avenue	Colonial	4	3.2	8	\$1,498,000	\$1,498,000	\$1,631,800	108.93%	\$1,150,100	1.42
17	216 White Oak Ridge Road	Custom	4	4.0	19	\$1,649,000	\$1,599,000	\$1,680,000	105.07%	\$1,087,700	1.54
18	45 Winthrop Road	Ranch	5	3.0	14	\$1,495,000	\$1,495,000	\$1,750,000	117.06%	\$1,053,500	1.66
19	43 Woodland Road	Colonial	5	4.1	15	\$1,575,000	\$1,575,000	\$1,975,000	125.40%	\$1,143,400	1.73
20	60 Farley Road	Colonial	5	4.2	11	\$1,995,000	\$1,995,000	\$2,050,000	102.76%	\$1,621,200	1.26

# Short Hills

## July 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	9 Deer Path	Colonial	5	4.1	9	\$1,850,000	\$1,850,000	\$2,100,000	113.51%	\$1,561,400	1.34
22	115 Slope Drive	RanchExp	6	5.2	15	\$2,195,000	\$2,195,000	\$2,147,500	97.84%	\$1,888,400	1.14
23	60 Slope Drive	Colonial	6	6.2	14	\$2,195,000	\$2,195,000	\$2,195,000	100.00%	\$1,964,800	1.12
24	38 Browning Road	Custom	5	4.2	23	\$1,978,000	\$1,978,000	\$2,316,000	117.09%	\$1,450,000	1.60
25	72 Whitney Road	Colonial	5	4.1	53	\$2,499,000	\$2,450,000	\$2,350,000	95.92%	\$1,747,100	1.35
26	7 Lee Terrace	Colonial	5	4.2	12	\$2,595,000	\$2,595,000	\$2,850,000	109.83%	\$1,871,500	1.52
27	55 Minnisink Road	Contemp	5	4.2	421	\$5,900,000	\$3,088,000	\$2,900,000	93.91%	\$1,192,000	2.43
28	82 Stewart Road	Colonial	7	5.1	82	\$3,495,000	\$3,195,000	\$2,915,000	91.24%	\$2,533,100	1.15
29	18 Roland Drive	Colonial	7	6.1	10	\$2,850,000	\$2,850,000	\$2,915,000	102.28%	\$2,312,800	1.26
30	81 Tennyson Drive	Colonial	7	5.1	18	\$2,795,000	\$2,795,000	\$3,130,000	111.99%	\$2,501,800	1.25
31	68 Old Short Hills Road	Contemp	7	6.1	105	\$3,890,000	\$3,890,000	\$3,300,000	84.83%		
32	2 Fairfield Terrace	Custom	6	5.2	30	\$3,695,000	\$3,695,000	\$3,590,000	97.16%	\$2,500,000	1.44
33	85 Hemlock Road	Colonial	8	8.3	166	\$4,988,000	\$4,888,000	\$4,718,000	96.52%	\$4,388,000	1.08
34	286 Hartshorn Drive	Contemp	7	7.1	123	\$6,295,000	\$5,995,000	\$5,800,000	96.75%		
AVERAGE					41	\$2,185,206	\$2,071,147	\$2,109,288	103.96%		1.36

### "Active" Listings in Short Hills

Number of Units: 30  
 Average List Price: \$3,065,196  
 Average Days on Market: 43

### "Under Contract" Listings in Short Hills

Number of Units: 36  
 Average List Price: \$2,110,917  
 Average Days on Market: 27

# 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	11	23	41						29
List Price	\$1,795,467	\$1,827,167	\$1,748,000	\$2,112,363	\$1,677,211	\$2,047,000	\$2,071,147						\$1,949,701
Sales Price	\$1,787,533	\$1,845,833	\$1,735,223	\$2,188,010	\$1,794,095	\$2,153,676	\$2,109,288						\$2,010,209
SP:LP%	102.16%	101.32%	99.91%	104.38%	108.83%	107.91%	103.96%						105.00%
SP to AV	1.23	1.21	1.26	1.33	1.26	1.28	1.36						1.30
# Units Sold	15	6	9	19	19	29	34						131
3 Mo Rate of Ab	0.73	1.45	1.93	2.53	1.86	1.70	1.46						1.67
Active Listings	17	25	28	35	37	33	30						29
Under Contracts	16	27	37	43	66	56	36						40

## Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	38	29	-23.40%
Sales Price	\$1,806,334	\$2,010,209	11.29%
LP:SP	100.56%	105.00%	4.42%
SP:AV	1.10	1.30	18.28%

Prominent Properties

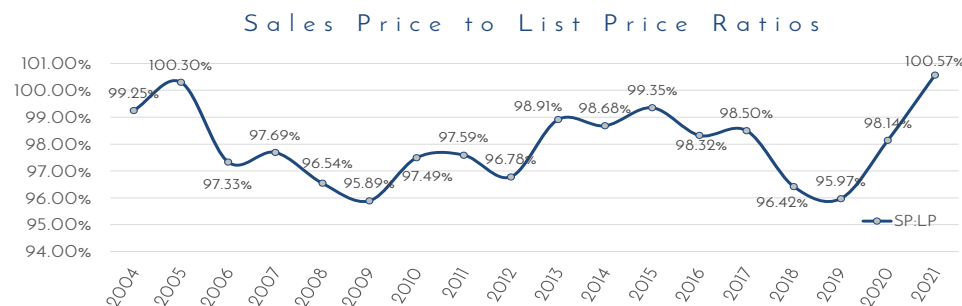
**Sotheby's**  
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	178	131	-26.40%
Rate of Ab 3 Mo	1.34	1.46	8.96%
Actives	45	30	-33.33%
Under Contracts	36	36	0.00%

## Short Hills Yearly Market Trends

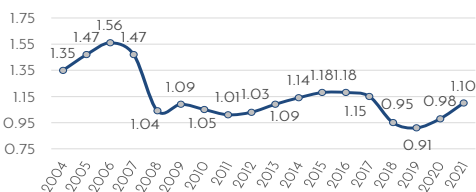


## Short Hills Yearly Market Trends

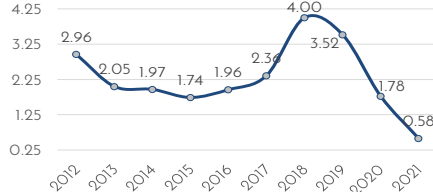


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512	\$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

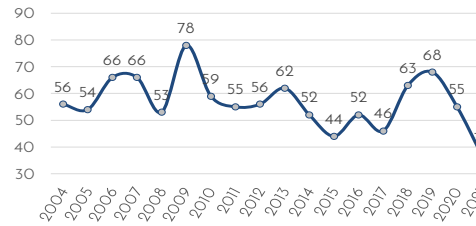
### Sales Price to Assessed Value Ratio



### 12 Month Rate of Absorption



### Average Days on Market



### Number of Units Sold

