

Short Hills

June 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	24 Campbell Road	Colonial	3	1.0	9	\$849,000	\$849,000	\$964,000	113.55%	\$813,100	1.19
2	113 Short Hills Avenue	CapeCod	4	2.0	8	\$899,000	\$899,000	\$999,999	111.23%	\$817,100	1.22
3	8 Winding Way	Colonial	3	1.1	13	\$875,000	\$875,000	\$1,055,000	120.57%	\$837,000	1.26
4	90 Hobart Avenue	Colonial	4	2.1	37	\$1,188,000	\$1,188,000	\$1,200,000	101.01%	\$840,000	1.43
5	94 Oakview Terrace	CapeCod	3	2.1	7	\$995,000	\$995,000	\$1,225,000	123.12%	\$940,600	1.30
6	320 Lupine Way	Colonial	4	2.1	28	\$1,350,000	\$1,350,000	\$1,335,000	98.89%	\$1,161,600	1.15
7	77 Baltusrol Way	Colonial	4	2.1	16	\$1,498,000	\$1,498,000	\$1,498,000	100.00%	\$977,900	1.53
8	10 Hobart Avenue	Colonial	5	3.2	18	\$1,495,000	\$1,495,000	\$1,500,000	100.33%	\$1,287,500	1.17
9	60 Farbrook Drive	Ranch	4	4.1	16	\$1,688,000	\$1,688,000	\$1,710,000	101.30%	\$1,414,500	1.21
10	37 Park Road	Colonial	4	2.3	9	\$1,388,000	\$1,388,000	\$1,725,000	124.28%	\$1,220,700	1.41
11	47 Joanna Way	RanchExp	5	4.0	49	\$2,088,000	\$1,788,000	\$1,750,000	97.87%	\$1,515,500	1.15
12	24 Thackeray Drive	Custom	5	4.0	10	\$1,788,000	\$1,788,000	\$1,788,000	100.00%	\$1,380,600	1.30
13	6 Bruce Circle	Ranch	4	3.1	7	\$1,750,000	\$1,750,000	\$1,795,000	102.57%	\$1,241,800	1.45
14	12 Chestnut Place	Colonial	4	3.0	13	\$1,499,000	\$1,499,000	\$1,850,000	123.42%	\$1,522,200	1.22
15	21 Great Oak Drive	Colonial	4	3.1	13	\$1,525,000	\$1,525,000	\$1,853,500	121.54%	\$1,362,400	1.36
16	34 Wildwood Drive	Ranch	5	3.1	8	\$1,395,000	\$1,395,000	\$2,050,000	146.95%	\$1,454,300	1.41
17	36 Forest Drive North	Colonial	7	5.1	40	\$2,395,000	\$2,275,000	\$2,225,000	97.80%	\$2,300,000	0.97
18	31 Knollwood Road	Colonial	5	4.0	76	\$2,295,000	\$2,295,000	\$2,295,000	100.00%	\$1,900,000	1.21
19	104 Browning Road	Colonial	6	5.1	32	\$2,049,999	\$2,049,999	\$2,300,000	112.20%	\$1,841,400	1.25
20	112 Fairfield Drive	Colonial	5	4.1	8	\$2,195,000	\$2,195,000	\$2,600,000	118.45%	\$2,968,600	0.88

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21	9 Highview Road	Custom	8	6.1	9	\$2,445,000	\$2,445,000	\$2,601,000	106.38%	\$1,745,600	1.49
22	7 Joanna Way	Custom	5	5.1	9	\$2,495,000	\$2,495,000	\$2,625,000	105.21%	\$1,516,800	1.73
23	201 Hartshorn Drive	Custom	5	5.1	7	\$2,195,000	\$2,195,000	\$2,625,000	119.59%	\$1,992,200	1.32
24	11 Park Place	Victrian	6	3.3	75	\$3,050,000	\$2,950,000	\$2,727,115	92.44%	\$3,211,900	0.85
25	3 Denman Court	Colonial	5	5.1	31	\$2,800,000	\$2,800,000	\$2,750,000	98.21%	\$2,075,000	1.33
26	58 Minnisink Road	Colonial	5	7.2	8	\$2,998,000	\$2,998,000	\$3,050,000	101.73%	\$2,709,300	1.13
27	38 Deer Path	Colonial	6	5.2	1	\$3,295,000	\$3,295,000	\$3,200,000	97.12%	\$2,132,600	1.50
28	101 Old Short Hills Road	Colonial	8	9.2	70	\$3,995,000	\$3,750,000	\$3,500,000	93.33%	\$4,300,000	0.81
29	10 E Beechcroft Road	Custom	6	6.2	32	\$5,650,000	\$5,650,000	\$5,660,000	100.18%	\$3,000,000	1.89
AVERAGE					23	\$2,073,379	\$2,047,000	\$2,153,676	107.91%		1.28

"Active" Listings in Short Hills

Number of Units: 33
 Average List Price: \$2,837,939
 Average Days on Market: 47

"Under Contract" Listings in Short Hills

Number of Units: 56
 Average List Price: \$2,109,732
 Average Days on Market: 33

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							25
List Price	\$1,795,467	\$1,827,167	\$1,748,000	\$2,112,363	\$1,677,211	\$2,047,000							\$1,907,133
Sales Price	\$1,787,533	\$1,845,833	\$1,735,223	\$2,188,010	\$1,794,095	\$2,153,676							\$1,975,481
SP:LP%	102.16%	101.32%	99.91%	104.38%	108.83%	107.91%							105.36%
SP to AV	1.23	1.21	1.26	1.33	1.26	1.28							1.27
# Units Sold	15	6	9	19	19	29							97
3 Mo Rate of Ab	0.73	1.45	1.93	2.53	1.86	1.70							1.70
Active Listings	17	25	28	35	37	33							29
Under Contracts	16	27	37	43	66	56							41

Flashback! YTD 2021 vs YTD 2022

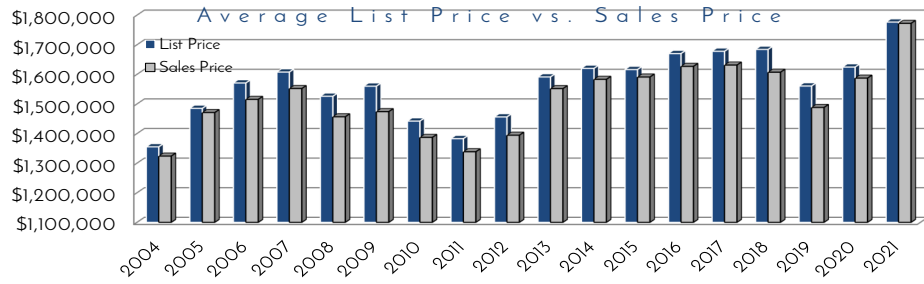
YTD	2021	2022	% Change
DOM	43	25	-40.93%
Sales Price	\$1,733,863	\$1,975,481	13.94%
LP:SP	100.13%	105.36%	5.22%
SP:AV	1.08	1.27	17.49%

Prominent Properties

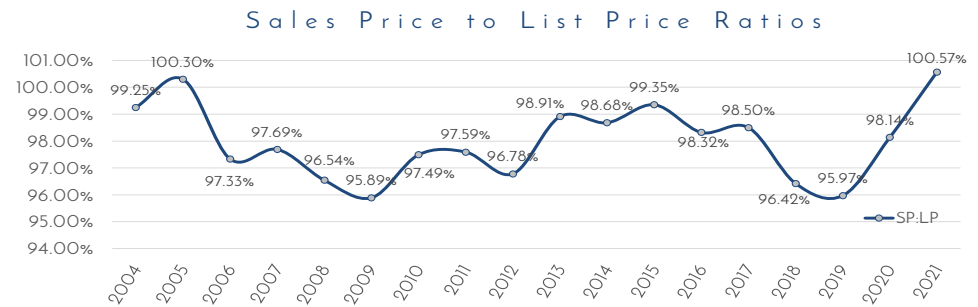
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INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	139	97	-30.22%
Rate of Ab 3 Mo	1.68	1.70	1.19%
Actives	50	33	-34.00%
Under Contracts	57	56	-1.75%

Short Hills Yearly Market Trends

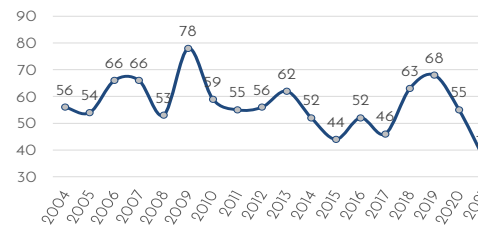


Short Hills Yearly Market Trends

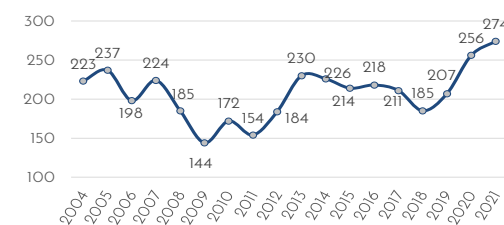


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512	\$1,776,489
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

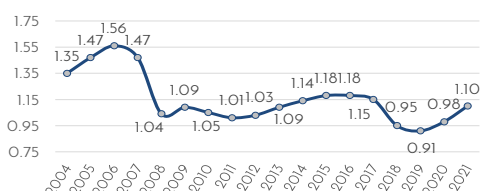
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

