

Short Hills

March 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	39 Hemlock Road	Colonial	5	3.1	239	\$1,399,000	\$1,295,000	\$1,288,008	99.46%	\$1,300,000	0.99
2	30 South Terrace	Colonial	4	2.1	11	\$1,318,000	\$1,318,000	\$1,320,000	100.15%	\$832,600	1.59
3	136 Old Short Hills Road	Tudor	3	3.2	38	\$1,420,000	\$1,420,000	\$1,410,000	99.30%	\$1,206,500	1.17
4	105 White Oak Ridge Road	Split Level	4	3.0	17	\$1,395,000	\$1,395,000	\$1,545,000	110.75%	\$1,036,800	1.49
5	41 Hilltop Road	Colonial	5	3.1	1	\$1,579,000	\$1,579,000	\$1,579,000	100.00%	\$1,017,900	1.55
6	186 Western Drive	RanchExp	4	3.1	7	\$1,550,000	\$1,550,000	\$1,625,000	104.84%	\$1,283,800	1.27
7	66 Dorison Drive	Ranch	4	6.1	156	\$2,188,000	\$2,080,000	\$1,800,000	86.54%	\$1,796,400	1.00
8	25 Knollwood Road	Colonial	5	4.2	97	\$2,200,000	\$2,200,000	\$2,175,000	98.86%	\$1,915,100	1.14
9	49 Cambridge Drive	Colonial	6	4.2	41	\$2,895,000	\$2,895,000	\$2,875,000	99.31%	\$2,525,000	1.14
AVERAGE					67	\$1,771,556	\$1,748,000	\$1,735,223	99.91%		1.26

"Active" Listings in Short Hills

Number of Units: 28
 Average List Price: \$3,270,679
 Average Days on Market: 64

"Under Contract" Listings in Short Hills

Number of Units: 37
 Average List Price: \$2,146,321
 Average Days on Market: 20

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										46
List Price	\$1,795,467	\$1,827,167	\$1,748,000										\$1,787,567
Sales Price	\$1,787,533	\$1,845,833	\$1,735,223										\$1,783,500
SP:LP%	102.16%	101.32%	99.91%										101.32%
SP to AV	1.23	1.21	1.26										1.24
# Units Sold	15	6	9										30
3 Mo Rate of Ab	0.73	1.45	1.93										1.37
Active Listings	17	25	28										23
Under Contracts	16	27	37										27

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	53	46	-12.72%
Sales Price	\$1,587,259	\$1,783,500	12.36%
LP:SP	98.99%	101.32%	2.35%
SP:AV	1.03	1.24	20.26%

Prominent Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	54	30	-44.44%
Rate of Ab 3 Mo	2.62	1.93	-26.34%
Actives	46	28	-39.13%
Under Contracts	55	37	-32.73%

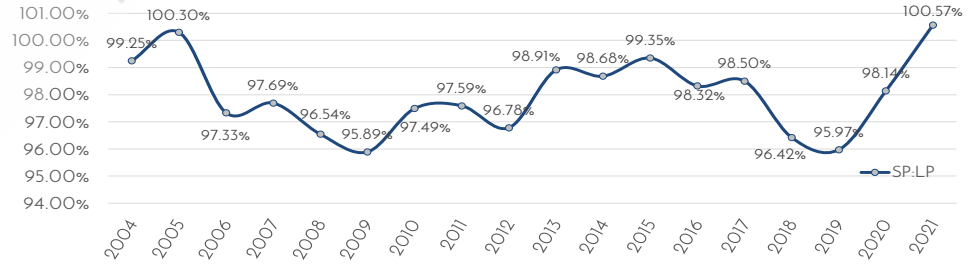
Short Hills Yearly Market Trends

Average List Price vs. Sales Price



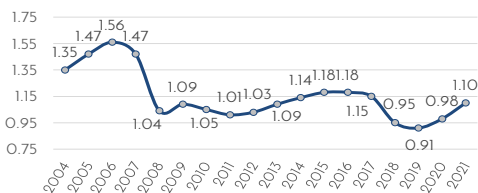
Short Hills Yearly Market Trends

Sales Price to List Price Ratios

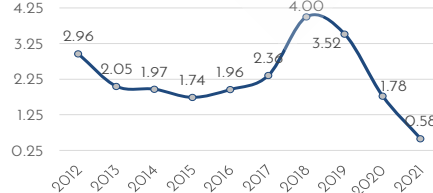


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512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

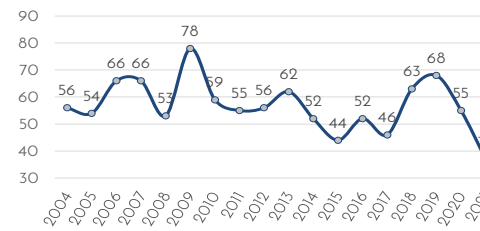
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

