

Short Hills

October 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	14 South Terrace	Colonial	4	2.2	53	\$1,321,000	\$1,274,000	\$1,260,000	98.90%	\$850,000	1.48
2	25 Woodstone Circle	TwnEndUn	4	4.1	142	\$1,648,000	\$1,495,000	\$1,475,000	98.66%	\$1,397,600	1.06
3	1 Bruce Path	Colonial	4	3.1	54	\$1,588,000	\$1,538,000	\$1,530,000	99.48%	\$1,195,200	1.28
4	82 Mohawk Road	Ranch	4	3.1	16	\$1,788,000	\$1,788,000	\$1,970,000	110.18%	\$1,364,700	1.44
5	443 Long Hill Drive	Colonial	4	3.1	8	\$1,948,000	\$1,948,000	\$2,250,000	115.50%		
6	8 Hickory Road	Colonial	6	5.1	11	\$2,375,000	\$2,375,000	\$2,500,000	105.26%	\$1,957,600	1.28
7	72 Hillside Avenue	Colonial	5	4.1	66	\$3,195,000	\$3,195,000	\$2,900,000	90.77%		
8	32 Spenser Drive	Colonial	7	7.1	78	\$3,500,000	\$3,395,000	\$3,247,500	95.66%	\$2,040,600	1.59
AVERAGE					54	\$2,170,375	\$2,126,000	\$2,141,563	101.80%		1.35

"Active" Listings in Short Hills

Number of Units: 20
 Average List Price: \$3,551,634
 Average Days on Market: 82

"Under Contract" Listings in Short Hills

Number of Units: 21
 Average List Price: \$2,002,804
 Average Days on Market: 29

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	19	24	54			28
List Price	\$1,795,467	\$1,827,167	\$1,748,000	\$2,112,363	\$1,677,211	\$2,047,000	\$2,071,147	\$2,049,071	\$2,136,750	\$2,126,000			\$1,988,967
Sales Price	\$1,787,533	\$1,845,833	\$1,735,223	\$2,188,010	\$1,794,095	\$2,153,676	\$2,109,288	\$2,079,850	\$2,166,875	\$2,141,563			\$2,040,304
SP:LP%	102.16%	101.32%	99.91%	104.38%	108.83%	107.91%	103.96%	101.66%	103.20%	101.80%			104.19%
SP to AV	1.23	1.21	1.26	1.33	1.26	1.28	1.36	1.21	1.24	1.35			1.28
# Units Sold	15	6	9	19	19	29	34	28	16	8			183
3 Mo Rate of Ab	0.73	1.45	1.93	2.53	1.86	1.70	1.46	0.86	1.03	1.11			1.47
Active Listings	17	25	28	35	37	33	30	25	21	20			27
Under Contracts	16	27	37	43	66	56	36	23	18	21			34

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	37	28	-23.46%
Sales Price	\$1,793,430	\$2,040,304	13.77%
LP:SP	100.44%	104.19%	3.73%
SP:AV	1.10	1.28	16.39%

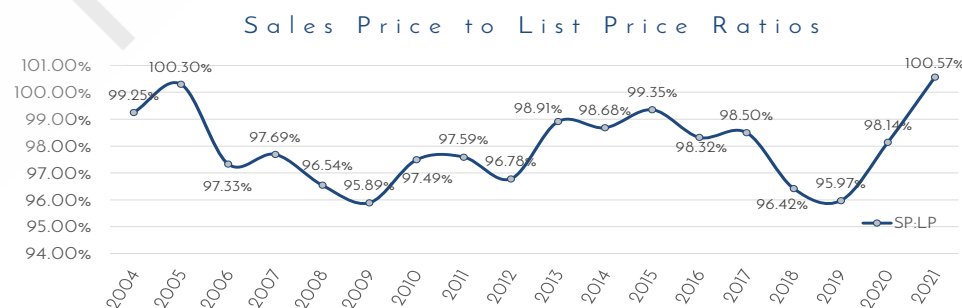
Prominent Properties
Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	239	183	-23.43%
Rate of Ab 3 Mo	0.99	1.11	12.12%
Actives	23	20	-13.04%
Under Contracts	26	21	-19.23%

Short Hills Yearly Market Trends

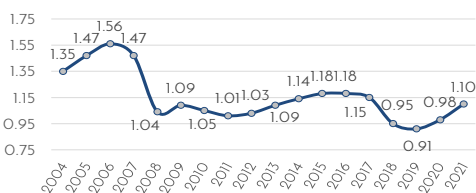


Short Hills Yearly Market Trends

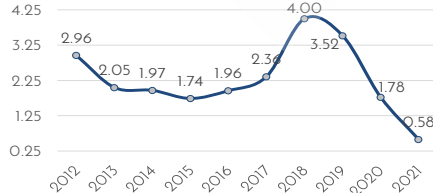


Year	LP	SP
2004	\$1,355,028	\$1,323,842
2005	\$1,485,027	\$1,470,808
2006	\$1,570,733	\$1,515,347
2007	\$1,607,645	\$1,551,989
2008	\$1,525,852	\$1,456,662
2009	\$1,559,944	\$1,474,012
2010	\$1,442,002	\$1,386,937
2011	\$1,382,708	\$1,338,423
2012	\$1,456,009	\$1,394,326
2013	\$1,591,160	\$1,551,637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

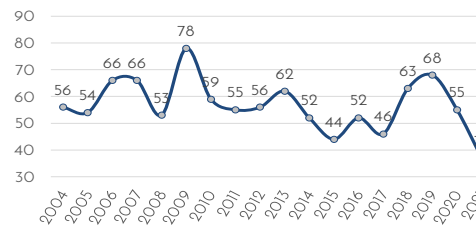
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

