

Short Hills

September 2022 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	12 Deerfield Road	Colonial	3	1.1	29	\$935,000	\$885,000	\$885,000	100.00%	\$875,000	1.01
2	39 Rippling Brook Drive	Ranch	4	3.0	21	\$898,000	\$898,000	\$1,200,000	133.63%	\$1,107,400	1.08
3	39 Richard Drive	Custom	4	4.0	2	\$1,440,000	\$1,440,000	\$1,470,000	102.08%	\$1,100,000	1.34
4	520 White Oak Ridge Road	Colonial	5	2.2	22	\$1,688,000	\$1,588,000	\$1,560,000	98.24%	\$1,038,700	1.50
5	47 Addison Drive	Custom	5	4.0	14	\$1,525,000	\$1,525,000	\$1,575,000	103.28%	\$1,234,600	1.28
6	41 Hickory Road	Custom	4	3.1	14	\$1,500,000	\$1,500,000	\$1,615,000	107.67%	\$1,286,400	1.26
7	10 Shelley Road	SplitLev	4	4.1	16	\$1,895,000	\$1,895,000	\$1,895,000	100.00%	\$1,371,000	1.38
8	50 Stewart Road	RanchExp	6	4.2	144	\$2,425,000	\$2,325,000	\$1,950,000	83.87%	\$2,356,800	0.83
9	99 Great Hills Road	Colonial	5	3.2	11	\$1,950,000	\$1,950,000	\$1,965,000	100.77%	\$1,791,500	1.10
10	32 Dryden Terrace	SplitLev	5	3.2	12	\$1,895,000	\$1,895,000	\$2,160,000	113.98%	\$1,334,300	1.62
11	40 Lake Road	Colonial	5	4.2	12	\$2,395,000	\$2,395,000	\$2,395,000	100.00%	\$2,160,100	1.11
12	51 Twin Oak Road	Tudor	7	4.2	38	\$2,450,000	\$2,450,000	\$2,400,000	97.96%	\$1,885,000	1.27
13	236 Long Hill Drive	Colonial	7	6.1	8	\$2,298,000	\$2,298,000	\$2,550,000	110.97%	\$2,400,000	1.06
14	121 Slope Drive	Custom	6	6.1	8	\$3,149,000	\$3,149,000	\$3,300,000	104.80%		
15	4 Farley Road	Colonial	6	5.3	1	\$3,800,000	\$3,800,000	\$3,700,000	97.37%	\$2,900,000	1.28
16	25 Sylvan Way	Colonial	5	5.1	27	\$4,195,000	\$4,195,000	\$4,050,000	96.54%	\$2,644,600	1.53
AVERAGE					24	\$2,152,375	\$2,136,750	\$2,166,875	103.20%		1.24

"Active" Listings in Short Hills

Number of Units: 21
 Average List Price: \$3,296,413
 Average Days on Market: 71

"Under Contract" Listings in Short Hills

Number of Units: 18
 Average List Price: \$2,181,778
 Average Days on Market: 43

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				27
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				\$1,982,702
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				\$2,035,676
SP:LP%	102.16%	101.32%	99.91%	104.38%	108.83%	107.91%	103.96%	101.66%	103.20%				104.30%
SP to AV	1.23	1.21	1.26	1.33	1.26	1.28	1.36	1.21	1.24				1.28
# Units Sold	15	6	9	19	19	29	34	28	16				175
3 Mo Rate of Ab	0.73	1.45	1.93	2.53	1.86	1.70	1.46	0.86	1.03				1.51
Active Listings	17	25	28	35	37	33	30	25	21				28
Under Contracts	16	27	37	43	66	56	36	23	18				36

Flashback! YTD 2021 vs YTD 2022

YTD	2021	2022	% Change
DOM	37	27	-26.73%
Sales Price	\$1,806,377	\$2,035,676	12.69%
LP:SP	100.56%	104.30%	3.71%
SP:AV	1.10	1.28	15.97%

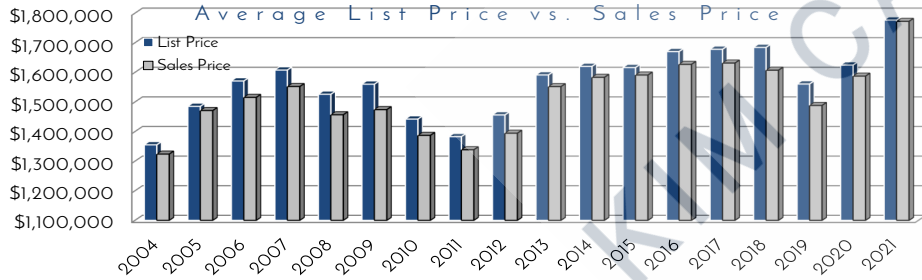
Prominent Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2021	2022	% Change
# Units Sold	224	175	-21.88%
Rate of Ab 3 Mo	1.22	1.03	-15.57%
Actives	36	21	-41.67%
Under Contracts	28	18	-35.71%

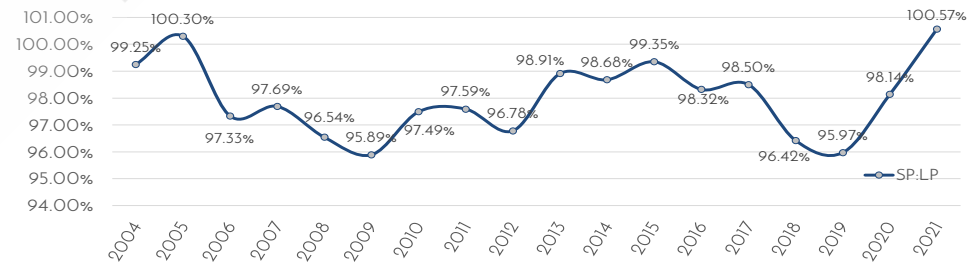
Short Hills Yearly Market Trends

Average List Price vs. Sales Price

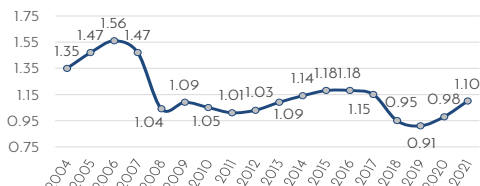


Short Hills Yearly Market Trends

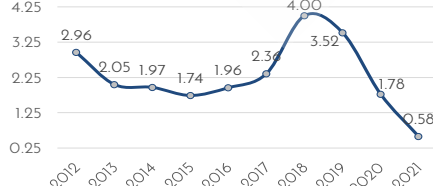
Sales Price to List Price Ratios



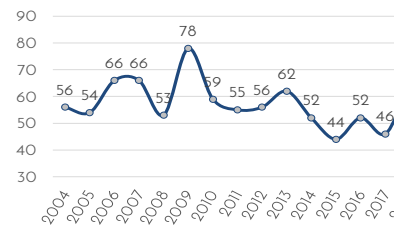
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

