

Short Hills

March 2023 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|----------------|---------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 19 Canterbury Lane | RanchExp | 4 | 3.0 | 11 | \$988,000 | \$988,000 | \$999,900 | 101.20% | \$859,900 | 1.16 |
| 2 | 346 Hobart Avenue | Ranch | 3 | 3.1 | 12 | \$1,200,000 | \$1,200,000 | \$1,260,000 | 105.00% | \$1,058,500 | 1.19 |
| 3 | 3 Edwards Place | Colonial | 5 | 3.1 | 8 | \$1,420,000 | \$1,420,000 | \$1,600,000 | 112.68% | \$1,197,200 | 1.34 |
| 4 | 10 Park Place | Colonial | 5 | 4.1 | 8 | \$1,950,000 | \$1,950,000 | \$2,112,000 | 108.31% | \$2,039,700 | 1.04 |
| 5 | 45 Forest Drive | Colonial | 4 | 2.2 | 1 | \$2,190,000 | \$2,190,000 | \$2,190,000 | 100.00% | \$1,489,300 | 1.47 |
| 6 | 32 Lakeview Avenue | Colonial | 4 | 4.3 | 9 | \$2,495,000 | \$2,495,000 | \$2,550,000 | 102.20% | \$2,200,300 | 1.16 |
| 7 | 10 Clive Hills Road | Colonial | 5 | 4.1 | 28 | \$2,995,000 | \$2,995,000 | \$2,995,000 | 100.00% | | |
| 8 | 90 Hemlock Road | Custom | 7 | 5.1 | 27 | \$3,548,888 | \$3,548,888 | \$3,300,000 | 92.99% | \$2,180,400 | 1.51 |
| 9 | 33 Quaker Road | Colonial | 6 | 5.1 | 3 | \$3,588,000 | \$3,588,000 | \$3,550,000 | 98.94% | | |
| AVERAGE | | | | | 12 | \$2,263,876 | \$2,263,876 | \$2,284,100 | 102.37% | \$1,575,043 | 1.27 |

"Active" Listings in Short Hills

Number of Units: 33
 Average List Price: \$3,138,388
 Average Days on Market: 51

"Under Contract" Listings in Short Hills

Number of Units: 35
 Average List Price: \$2,013,657
 Average Days on Market: 15

Short Hills 2023 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-------------|-------------|-------------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market | 13 | 58 | 12 | | | | | | | | | | 15 |
| List Price | \$1,634,200 | \$4,200,000 | \$2,263,876 | | | | | | | | | | \$2,183,059 |
| Sales Price | \$1,699,200 | \$4,285,000 | \$2,284,100 | | | | | | | | | | \$2,222,527 |
| SP:LP% | 104.82% | 102.02% | 102.37% | | | | | | | | | | 103.16% |
| SP to AV | 1.22 | 0.00 | 1.27 | | | | | | | | | | 1.25 |
| # Units Sold | 5 | 1 | 9 | | | | | | | | | | 15 |
| 3 Mo Rate of Ab | 1.76 | 2.53 | 3.83 | | | | | | | | | | 2.71 |
| Active Listings | 17 | 28 | 33 | | | | | | | | | | 26 |
| Under Contracts | 7 | 22 | 35 | | | | | | | | | | 21 |

Flashback! YTD 2022 vs YTD 2023

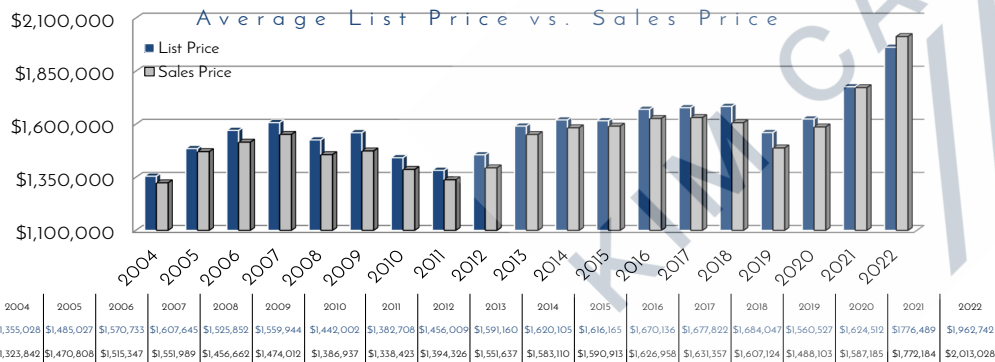
| YTD | 2022 | 2023 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 46 | 15 | -66.47% |
| Sales Price | \$1,783,500 | \$2,222,527 | 24.62% |
| LP:SP | 101.32% | 103.16% | 1.82% |
| SP:AV | 1.235 | 1.247 | 0.95% |

Prominent Properties

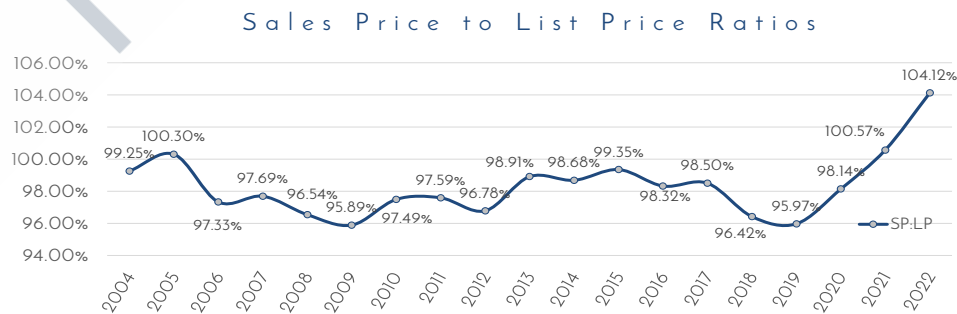
Sotheby's
INTERNATIONAL REALTY

| YTD | 2022 | 2023 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 30 | 15 | -50.00% |
| Rate of Ab 3 Mo | 1.37 | 2.71 | 97.57% |
| Actives | 23 | 26 | 11.43% |
| Under Contracts | 27 | 21 | -20.00% |

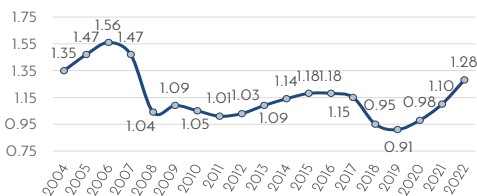
Short Hills Yearly Market Trends



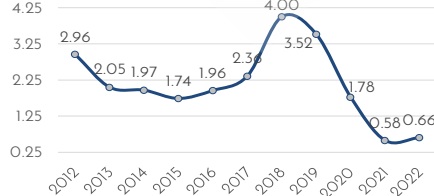
Short Hills Yearly Market Trends



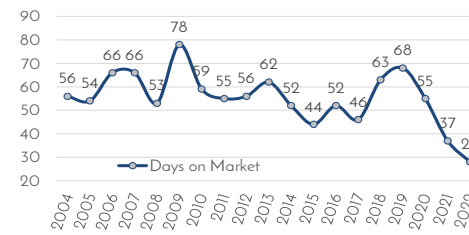
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

