

# Short Hills

## July 2024 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	9 Meadowbrook Road	Colonial	3	2.0	19	\$1,095,000	\$1,095,000	\$1,181,000	107.85%	\$904,900	1.31
2	24 Campbell Road	Colonial	4	2.1	48	\$1,688,000	\$1,580,000	\$1,500,000	94.94%	\$813,100	1.84
3	460 White Oak Ridge Road	Bi-Level	4	3.0	10	\$1,250,000	\$1,250,000	\$1,525,000	122.00%	\$930,400	1.64
4	203 White Oak Ridge Road	SplitLev	5	4.0	15	\$1,575,000	\$1,575,000	\$1,575,000	100.00%	\$1,125,600	1.40
5	104 Wellington Avenue	Colonial	4	3.1	6	\$1,425,000	\$1,425,000	\$1,625,000	114.04%	\$864,300	1.88
6	49 Martindale Road	Colonial	3	3.0	16	\$1,500,000	\$1,500,000	\$1,635,000	109.00%	\$950,000	1.72
7	12 Coniston Road	SeeRem	5	3.0	8	\$1,500,000	\$1,500,000	\$1,720,000	114.67%	\$1,391,200	1.24
8	50 Baltusrol Way	Colonial	4	3.1	15	\$1,650,000	\$1,650,000	\$1,800,000	109.09%	\$1,014,400	1.77
9	37 Richard Drive	SplitLev	3	3.1	1	\$1,988,000	\$1,988,000	\$1,988,000	100.00%	\$1,250,700	1.59
10	91 Troy Drive	Contemp	5	3.1	9	\$1,850,000	\$1,850,000	\$2,105,000	113.78%	\$1,465,900	1.44
11	16 Sherwood Road	Custom	6	4.1	8	\$1,795,000	\$1,795,000	\$2,165,000	120.61%	\$1,828,200	1.18
12	36 Sherwood Road	Tudor	4	4.2	13	\$2,095,000	\$2,095,000	\$2,188,000	104.44%	\$1,721,400	1.27
13	307 Long Hill Drive	Colonial	5	5.1	1	\$2,150,000	\$2,150,000	\$2,230,000	103.72%	\$2,120,200	1.05
14	28 Martindale Road	Colonial	4	4.2	7	\$2,188,000	\$2,188,000	\$2,400,000	109.69%	\$1,625,000	1.48
15	17 Deer Path	Colonial	4	4.0	1	\$2,200,000	\$2,200,000	\$2,450,000	111.36%	\$1,509,800	1.62
16	18 Colonial Way	Colonial	5	4.1	7	\$2,388,000	\$2,388,000	\$2,505,000	104.90%	\$1,276,800	1.96
17	24 Inverness Court	Custom	6	4.1	8	\$2,298,000	\$2,298,000	\$2,560,000	111.40%	\$1,742,700	1.47
18	18 Chestnut Place	Colonial	5	4.1	29	\$2,980,000	\$2,680,000	\$2,598,000	96.94%	\$1,750,000	1.48
19	37 Slayton Drive	Colonial	6	6.1	15	\$2,695,000	\$2,695,000	\$2,655,000	98.52%	\$1,925,000	1.38
20	25 Twin Oak Road	Colonial	6	4.2	12	\$2,795,000	\$2,795,000	\$2,900,000	103.76%	\$1,555,000	1.86

# Short Hills

## July 2024 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	77 Knollwood Road	Colonial	5	4.2	70	\$3,499,000	\$2,988,000	\$2,925,000	97.89%	\$2,500,000	1.17
22	65 Troy Drive	Colonial	6	5.1	1	\$3,435,000	\$3,435,000	\$3,435,000	100.00%	New	
23	39 Fairfield Terrace	Colonial	7	6.1	25	\$3,695,000	\$3,695,000	\$3,580,000	96.89%	\$2,647,600	1.35
24	7 Taylor Road	Colonial	7	5.1	73	\$4,598,000	\$4,198,000	\$3,812,500	90.82%	\$2,594,600	1.47
25	43 Jefferson Avenue	Colonial	7	6.1	13	\$5,495,000	\$5,495,000	\$5,250,000	95.54%	\$3,700,000	1.42
26	2 Jefferson Avenue	Colonial	7	6.3	217	\$5,795,000	\$5,795,000	\$5,400,000	93.18%	\$4,000,000	1.35
<b>AVERAGE</b>					25	\$2,523,923	\$2,473,192	\$2,527,212	104.81%		1.49

### "Active" Listings in Short Hills

Number of Units: 21  
 Average List Price: \$3,864,048  
 Average Days on Market: 53

### "Under Contract" Listings in Short Hills

Number of Units: 26  
 Average List Price: \$2,318,000  
 Average Days on Market: 23

# Short Hills 2024 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	12	29	19	21	26	18	25						22
List Price	\$3,816,000	\$2,733,250	\$1,911,200	\$2,165,346	\$1,849,491	\$1,920,176	\$2,473,192						\$2,205,254
Sales Price	\$3,800,000	\$2,802,025	\$1,902,929	\$2,292,280	\$1,921,750	\$2,046,353	\$2,527,212						\$2,277,144
SP:LP%	99.33%	102.88%	100.69%	109.34%	105.28%	108.14%	104.81%						105.43%
SP to AV	1.34	1.51	1.32	1.48	1.42	1.58	1.49						1.47
# Units Sold	3	4	14	17	12	17	26						93
3 Mo Rate of Ab	1.43	1.89	1.89	2.28	1.64	1.71	1.30						1.73
Active Listings	16	19	17	26	31	20	21						21
Under Contracts	18	23	30	31	35	35	26						28

## Flashback! YTD 2023 vs YTD 2024

YTD	2023	2024	% Change
DOM	19	22	17.92%
Sales Price	\$2,194,589	\$2,277,144	3.76%
LP:SP	107.27%	105.43%	-1.72%
SP:AV	1.36	1.47	8.12%

Prominent  
Properties

**Sotheby's**  
INTERNATIONAL REALTY

YTD	2023	2024	% Change
# Units Sold	94	93	-1.06%
Rate of Ab 3 Mo	2.24	1.73	-22.53%
Actives	26	21	-17.58%
Under Contracts	28	28	-0.50%

## Short Hills Yearly Market Trends

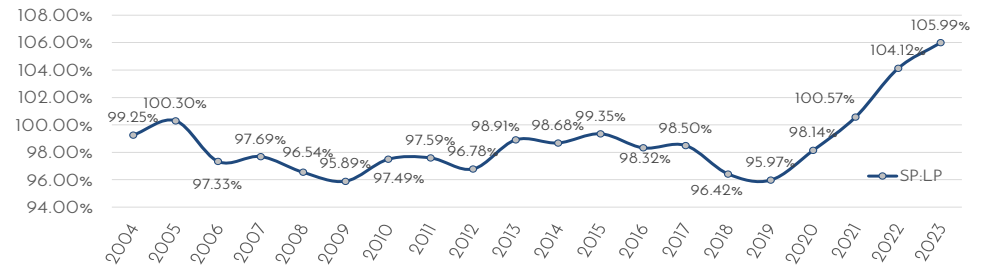
Average List Price vs. Sales Price



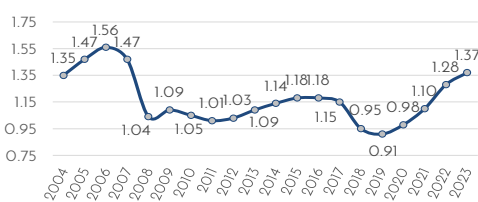
Year	LP	SP
2004	\$1,355,028	\$1,323,842
2005	\$1,485,027	\$1,470,808
2006	\$1,570,733	\$1,515,347
2007	\$1,607,645	\$1,551,989
2008	\$1,525,852	\$1,456,662
2009	\$1,559,944	\$1,474,012
2010	\$1,442,002	\$1,386,937
2011	\$1,382,708	\$1,338,423
2012	\$1,456,009	\$1,394,326
2013	\$1,591,160	\$1,551,637
2014	\$1,620,105	\$1,583,110
2015	\$1,616,165	\$1,590,913
2016	\$1,670,134	\$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	\$1,776,489	\$1,772,184
2022	\$1,962,742	\$2,013,028
2023	\$2,117,854	\$2,216,895

## Short Hills Yearly Market Trends

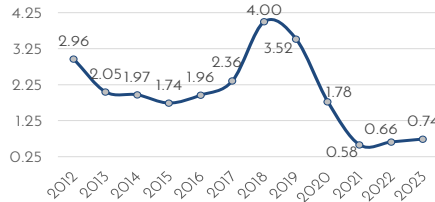
Sales Price to List Price Ratios



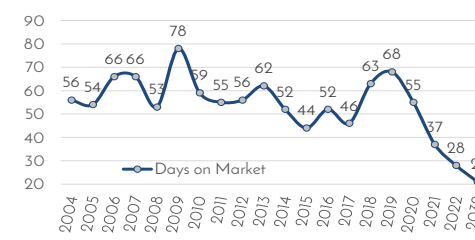
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

