

Short Hills

April 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	366 Old Short Hills Road	Ranch	3	1.1	1	\$600,000	\$600,000	\$509,250	84.88%	\$727,300	0.70
2	56 Great Oak Drive	Colonial	3	1.1	31	\$800,000	\$800,000	\$795,000	99.38%	\$916,100	0.87
3	118 Hobart Avenue	Colonial	3	2.0	51	\$875,000	\$849,000	\$849,000	100.00%	\$921,800	0.92
4	12 Barry Lane	Ranch	4	2.1	22	\$929,000	\$929,000	\$849,000	91.39%	\$1,115,200	0.76
5	68 Old Short Hills Road	Colonial	4	2.1	10	\$999,000	\$999,000	\$900,000	90.09%	\$1,098,600	0.82
6	60 Wellington Avenue	Colonial	4	2.1	9	\$995,000	\$995,000	\$990,000	99.50%	\$892,700	1.11
7	18 Exeter Road	Colonial	5	3.1	167	\$1,195,000	\$1,100,000	\$1,040,000	94.55%	\$1,098,700	0.95
8	23 Slayton Drive	Ranch	4	2.1	33	\$1,195,000	\$1,150,000	\$1,080,000	93.91%	\$1,309,900	0.82
9	70 Slope Drive	RanchExp	5	3.2	27	\$995,000	\$995,000	\$1,100,000	110.55%	\$1,540,000	0.71
10	17 Oak Hill Road	Colonial	5	2.1	10	\$1,100,000	\$1,100,000	\$1,115,000	101.36%	\$961,900	1.16
11	30 Kilmer Drive	Colonial	4	3.1	8	\$1,249,000	\$1,249,000	\$1,220,000	97.68%	\$1,062,000	1.15
12	15 Barnsdale Road	Tudor	5	3.1	114	\$1,495,000	\$1,295,000	\$1,280,000	98.84%	\$1,353,700	0.95
13	18 Tennyson Drive	Colonial	5	3.1	11	\$1,295,000	\$1,295,000	\$1,355,000	104.63%	\$1,193,300	1.14
14	10 Dominick Court	Colonial	5	3.1	70	\$1,570,000	\$1,570,000	\$1,460,000	92.99%	\$1,707,500	0.86
15	44 Slope Drive	RanchExp	4	3.1	342	\$1,848,000	\$1,548,000	\$1,490,000	96.25%	\$1,594,800	0.93
16	15 Gap View Road	Colonial	4	3.1	20	\$1,525,000	\$1,525,000	\$1,495,000	98.03%	\$1,492,200	1.00
17	50 Falmouth Street	Colonial	6	3.1	283	\$1,750,000	\$1,625,000	\$1,555,000	95.69%	\$1,490,900	1.04
18	25 Stewart Road	Colonial	10	6.1	13	\$1,749,000	\$1,749,000	\$1,580,000	90.34%	\$2,200,000	0.72
19	25 Joanna Way	Colonial	5	4.1	57	\$1,698,000	\$1,698,000	\$1,650,000	97.17%	\$1,710,900	0.96
20	27 Hickory Road	RanchExp	5	5.1	11	\$1,599,999	\$1,599,999	\$1,660,000	103.75%	\$1,410,200	1.18
21	110 Westview Road	RanchExp	5	5.1	116	\$1,888,000	\$1,775,000	\$1,780,000	100.28%	\$2,064,700	0.86
22	39 Knollwood Road	Victrian	6	5.1	76	\$2,975,000	\$2,975,000	\$2,650,000	89.08%	\$2,518,900	1.05
23	88 Birch Lane	Colonial	7	5.2	123	\$3,200,000	\$2,995,000	\$2,836,000	94.69%	\$2,995,000	0.95
24	60 Athens Road	Colonial	7	6.1	28	\$2,845,000	\$2,845,000	\$2,845,000	100.00%	\$2,646,200	1.08
25	111 Farley Road	Colonial	7	5.1	139	\$3,095,000	\$2,975,000	\$2,875,000	96.64%	\$3,320,900	0.87
AVERAGE					71	\$1,578,600	\$1,529,440	\$1,478,330	96.87%		0.94

"Active" Listings in Short Hills

Number of Units: 150
 Average List Price: \$1,924,277
 Average Days on Market: 66

"Under Contract" Listings in Short Hills

Number of Units: 41
 Average List Price: \$1,894,488
 Average Days on Market: 65

Short Hills 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	90	81	77	71									76
List Price	\$1,223,333	\$1,096,000	\$1,508,993	\$1,529,440									\$1,436,822
Sales Price	\$1,145,833	\$1,033,833	\$1,411,714	\$1,478,330									\$1,368,632
SP:LP%	94.99%	94.45%	93.57%	96.87%									95.46%
SP to AV	0.83	0.84	0.84	0.94									0.89
# Units Sold	6	6	14	25									51
3 Mo Rate of Ab	6.29	8.81	10.12	9.60									8.71
Active Listings	101	124	132	150									127
Under Contracts	28	38	55	41									41

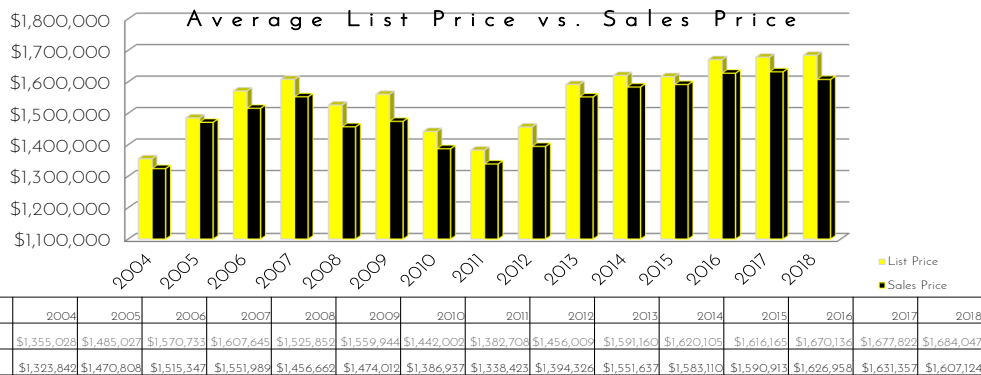
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	66	76	15.53%
Sales Price	\$1,732,378	\$1,368,632	-21.00%
LP:SP	95.86%	95.46%	-0.42%
SP:AV	0.95	0.89	-6.77%

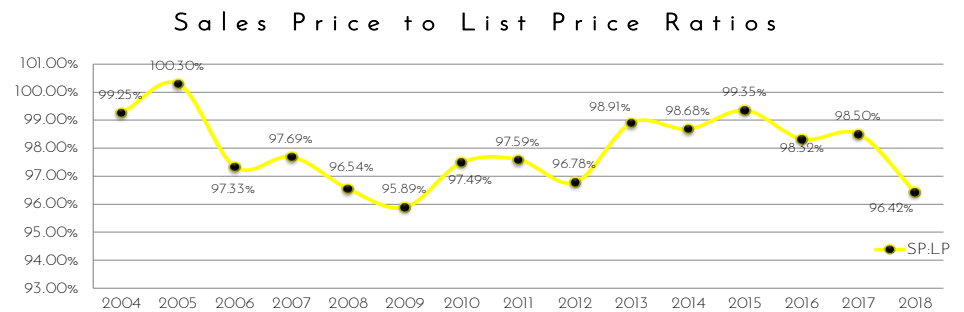


YTD	2018	2019	% Change
# Units Sold	45	51	13.33%
Rate of Ab 3 Mo	8.63	9.60	11.24%
Actives	128	150	17.19%
Under Contracts	50	41	-18.00%

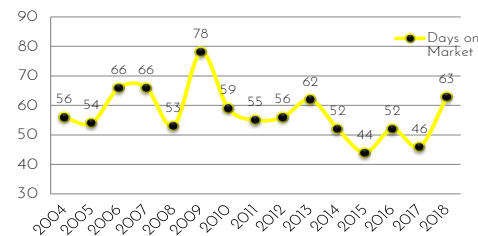
Short Hills Yearly Market Trends



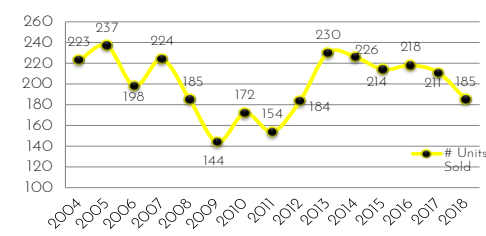
Short Hills Yearly Market Trends



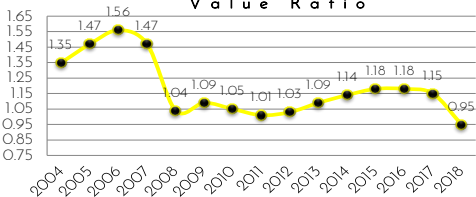
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

