

Short Hills

May 2019 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|--------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 14 Mt Ararat Road | CapeCod | 4 | 1.0 | 45 | \$529,000 | \$499,000 | \$490,000 | 98.20% | \$549,500 | 0.89 |
| 2 | 240 White Oak Ridge Road | Split Level | 4 | 2.0 | 132 | \$819,000 | \$799,000 | \$765,000 | 95.74% | \$971,200 | 0.79 |
| 3 | 1 Woodland Road | Colonial | 3 | 2.1 | 15 | \$985,000 | \$985,000 | \$952,000 | 96.65% | \$931,400 | 1.02 |
| 4 | 132 Silver Spring Road | Split Level | 3 | 2.2 | 19 | \$995,000 | \$995,000 | \$995,000 | 100.00% | \$871,100 | 1.14 |
| 5 | 218 Parsonage Hill Road | Colonial | 4 | 3.1 | 105 | \$1,250,000 | \$1,150,000 | \$999,000 | 86.87% | \$1,316,300 | 0.76 |
| 6 | 23 Hardwell Road | Custom | 6 | 5.1 | 13 | \$1,095,000 | \$1,095,000 | \$1,095,000 | 100.00% | \$1,586,500 | 0.69 |
| 7 | 20 Meadowbrook Road | Colonial | 5 | 2.1 | 14 | \$1,299,000 | \$1,299,000 | \$1,138,000 | 87.61% | \$926,500 | 1.23 |
| 8 | 54 Baltusrol Way | Tudor | 4 | 3.0 | 25 | \$1,195,000 | \$1,195,000 | \$1,150,000 | 96.23% | \$1,067,600 | 1.08 |
| 9 | 22 Keats Road | Split Level | 4 | 3.1 | 36 | \$1,195,000 | \$1,195,000 | \$1,150,000 | 96.23% | \$1,197,100 | 0.96 |
| 10 | 18 S Beechcroft Road | Colonial | 4 | 3.1 | 60 | \$1,529,000 | \$1,475,000 | \$1,450,000 | 98.31% | \$1,632,500 | 0.89 |
| 11 | 9 W Beechcroft Road | Colonial | 6 | 6.1 | 37 | \$1,700,000 | \$1,700,000 | \$1,565,000 | 92.06% | \$1,995,000 | 0.78 |
| 12 | 102 Fairfield Drive | Colonial | 5 | 3.1 | 14 | \$1,595,000 | \$1,595,000 | \$1,570,000 | 98.43% | \$1,653,600 | 0.95 |
| 13 | 401 Long Hill Drive | Colonial | 6 | 3.1 | 11 | \$1,450,000 | \$1,450,000 | \$1,600,000 | 110.34% | \$1,732,000 | 0.92 |
| 14 | 88 Westview Road | Colonial | 6 | 5.1 | 28 | \$2,295,000 | \$2,295,000 | \$2,120,000 | 92.37% | \$2,278,400 | 0.93 |
| 15 | 175 Hartshorn Drive | Colonial | 6 | 6.1 | 61 | \$2,649,000 | \$2,574,000 | \$2,465,000 | 95.77% | \$2,816,100 | 0.88 |
| 16 | 44 Mohawk Road | Colonial | 8 | 7.1 | 7 | \$2,699,000 | \$2,699,000 | \$2,675,000 | 99.11% | \$2,804,600 | 0.95 |
| AVERAGE | | | | | 39 | \$1,454,938 | \$1,437,500 | \$1,386,188 | 96.50% | | 0.93 |

"Active" Listings in Short Hills

Number of Units: 149
 Average List Price: \$1,919,352
 Average Days on Market: 75

"Under Contract" Listings in Short Hills

Number of Units: 52
 Average List Price: \$1,902,731
 Average Days on Market: 71

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 | 39 | | | | | | | | 67 |
| List Price | \$1,223,333 | \$1,096,000 | \$1,508,993 | \$1,529,440 | \$1,437,500 | | | | | | | | \$1,436,984 |
| Sales Price | \$1,145,833 | \$1,033,833 | \$1,411,714 | \$1,478,330 | \$1,386,188 | | | | | | | | \$1,372,825 |
| SP:LP% | 94.99% | 94.45% | 93.57% | 96.87% | 96.50% | | | | | | | | 95.70% |
| SP to AV | 0.83 | 0.84 | 0.84 | 0.94 | 0.93 | | | | | | | | 0.90 |
| # Units Sold | 6 | 6 | 14 | 25 | 16 | | | | | | | | 67 |
| 3 Mo Rate of Ab | 6.29 | 8.81 | 10.12 | 9.60 | 7.38 | | | | | | | | 8.44 |
| Active Listings | 101 | 124 | 132 | 150 | 149 | | | | | | | | 131 |
| Under Contracts | 28 | 38 | 55 | 41 | 52 | | | | | | | | 43 |

Flashback! YTD 2018 vs YTD 2019

| YTD | 2018 | 2019 | % Change |
|-------------|-------------|-------------|----------|
| DOM | 61 | 67 | 9.35% |
| Sales Price | \$1,684,986 | \$1,372,825 | -18.53% |
| LP:SP | 96.73% | 95.70% | -1.06% |
| SP:AV | 0.97 | 0.90 | -7.33% |

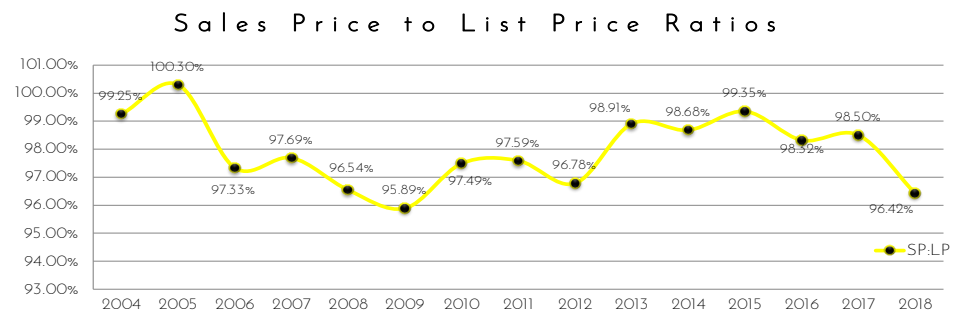


| YTD | 2018 | 2019 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 68 | 67 | -1.47% |
| Rate of Ab 3 Mo | 8.02 | 7.38 | -7.98% |
| Actives | 142 | 149 | 4.93% |
| Under Contracts | 46 | 52 | 13.04% |

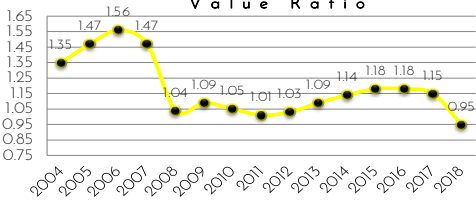
Short Hills Yearly Market Trends



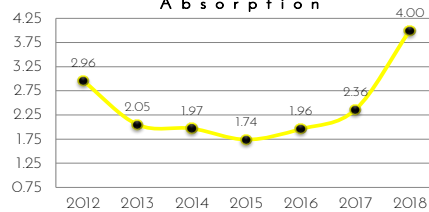
Short Hills Yearly Market Trends



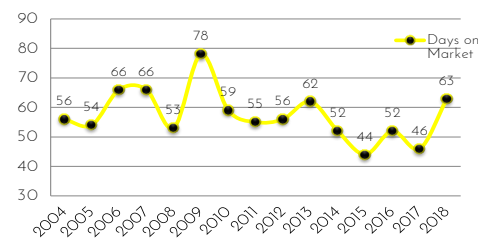
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

