

Short Hills

June 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	14 Birchwood Drive	Bi-Level	4	2.1	14	\$890,000	\$899,000	\$880,000	97.89%	\$906,200	0.97
2	29 Great Hills Terrace	Colonial	4	3.1	37	\$959,000	\$914,000	\$905,000	99.02%	\$1,015,900	0.89
3	62 Colonial Way	Tudor	4	3.1	113	\$1,000,000	\$975,000	\$950,000	97.44%	\$1,228,400	0.77
4	83 Whitney Road	Colonial	4	2.1	70	\$1,150,000	\$1,150,000	\$1,000,000	86.96%	\$1,146,200	0.87
5	100 Old Hollow Road	RanchExp	3	3.1	88	\$1,185,000	\$1,099,000	\$1,009,100	91.82%	\$1,192,700	0.85
6	38 West Road	Colonial	4	2.2	53	\$1,220,000	\$1,148,000	\$1,100,000	95.82%	\$1,230,100	0.89
7	91 Oakview Terrace	Colonial	5	4.1	16	\$1,199,000	\$1,199,000	\$1,200,000	100.08%	\$1,171,800	1.02
8	346 Long Hill Drive	Colonial	4	2.2	176	\$1,325,000	\$1,250,000	\$1,225,000	98.00%	\$1,481,000	0.83
9	82 Whitney Road	Colonial	4	3.1	11	\$1,279,000	\$1,279,000	\$1,238,000	96.79%	\$1,231,300	1.01
10	88 White Oak Ridge Road	Colonial	5	3.1	40	\$1,349,000	\$1,349,000	\$1,312,000	97.26%	\$1,348,500	0.97
11	41 West Road	Colonial	6	3.2	7	\$1,348,000	\$1,348,000	\$1,325,000	98.29%	\$1,434,300	0.92
12	27 Briarwood Road	Custom	5	3.1	63	\$1,499,000	\$1,399,000	\$1,330,000	95.07%	\$1,445,700	0.92
13	18 Chestnut Place	Colonial	5	3.1	78	\$1,998,000	\$1,599,000	\$1,500,000	93.81%	\$2,375,200	0.63
14	419 Long Hill Drive	Custom	4	3.1	44	\$1,625,000	\$1,625,000	\$1,580,000	97.23%	\$1,541,200	1.03
15	71 Taylor Road	Tudor	6	5.1	28	\$1,850,000	\$1,850,000	\$1,650,000	89.19%	\$2,273,600	0.73
16	45 Joanna Way	RanchExp	6	4.2	9	\$1,849,000	\$1,849,000	\$1,700,000	91.94%	\$1,685,000	1.01
17	16 Fairfield Terrace	Colonial	6	6.1	29	\$2,275,000	\$2,275,000	\$2,251,800	98.98%	\$2,190,300	1.03
18	16 Beechcroft Road	Colonial	7	6.1	167	\$3,295,000	\$2,999,000	\$2,800,000	93.36%		
19	15 Addison Drive	Colonial	7	6.2	56	\$2,995,000	\$2,995,000	\$2,850,000	95.16%	\$3,051,000	0.93
20	100 Stewart Road	Colonial	7	7.1	23	\$3,175,000	\$3,175,000	\$2,950,000	92.91%	\$2,967,500	0.99
21	191 Hartshorn Drive	Colonial	7	6.1	174	\$3,795,000	\$3,795,000	\$3,625,000	95.52%		
AVERAGE					62	\$1,774,286	\$1,722,429	\$1,637,186	95.36%		0.91

"Active" Listings in Short Hills

Number of Units: 132
 Average List Price: \$1,852,486
 Average Days on Market: 72

"Under Contract" Listings in Short Hills

Number of Units: 56
 Average List Price: \$1,794,159
 Average Days on Market: 77

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	62							66
List Price	\$1,223,333	\$1,096,000	\$1,508,993	\$1,529,440	\$1,437,500	\$1,722,429							\$ 1,505,101
Sales Price	\$1,145,833	\$1,033,833	\$1,411,714	\$1,478,330	\$1,386,188	\$1,637,186							\$ 1,435,911
SP:LP%	94.99%	94.45%	93.57%	96.87%	96.50%	95.36%							95.62%
SP to AV	0.83	0.84	0.84	0.94	0.93	0.91							0.90
# Units Sold	6	6	14	25	16	21							88
3 Mo Rate of Ab	6.29	8.81	10.12	9.60	7.38	5.82							8.00
Active Listings	101	124	132	150	149	132							131
Under Contracts	28	38	55	41	52	56							45

Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	63	66	4.53%
Sales Price	\$1,664,133	\$1,435,911	-13.71%
LP:SP	96.57%	95.62%	-0.98%
SP:AV	0.97	0.90	-7.23%

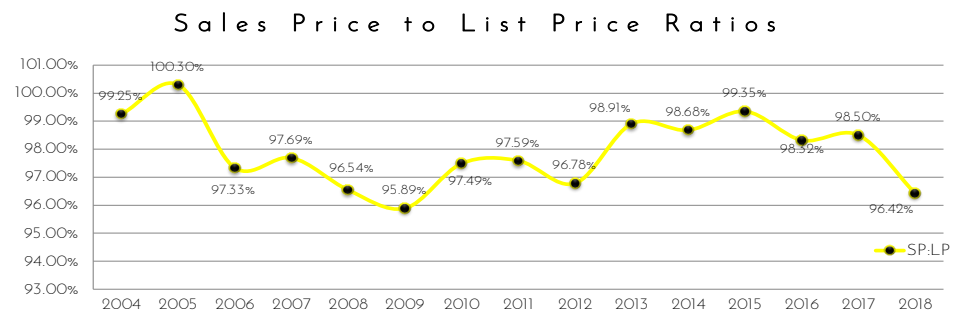


YTD	2018	2019	% Change
# Units Sold	91	88	-3.30%
Rate of Ab 3 Mo	5.78	5.82	0.69%
Actives	132	132	0.00%
Under Contracts	47	56	19.15%

Short Hills Yearly Market Trends

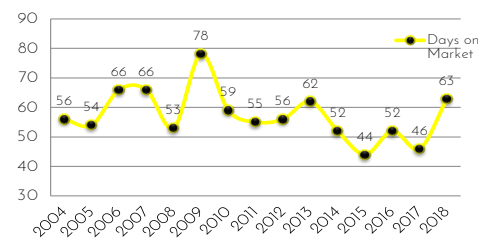


Short Hills Yearly Market Trends

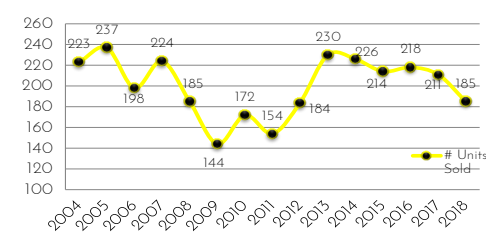


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,324	\$1,551,637	\$1,583,110	\$1,590,913	\$1,626,958	\$1,631,357	\$1,607,124

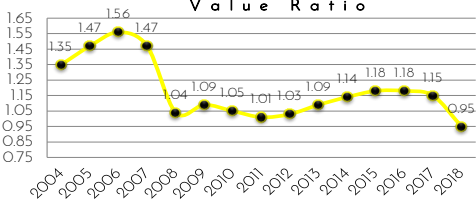
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

