

Short Hills

July 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	131 White Oak Ridge Road	Split Level	4	3.1	55	\$959,000	\$899,900	\$808,500	89.84%	\$1,039,800	0.78
2	96 Meadowbrook Road	Colonial	4	2.2	9	\$849,000	\$849,000	\$860,000	101.30%	\$781,600	1.10
3	76 Spenser Drive	Split Level	4	2.1	55	\$1,150,000	\$998,000	\$925,000	92.69%	\$1,151,200	0.80
4	1 Clive Hills Road	Split Level	4	2.1	68	\$998,000	\$998,000	\$980,000	98.20%	\$1,064,600	0.92
5	50 Elmwood Place	Colonial	4	2.1	21	\$995,000	\$995,000	\$980,000	98.49%	\$976,500	1.00
6	165 Lohg Hill Drive	Split Level	6	3.1	35	\$1,288,000	\$1,050,000	\$999,000	95.14%	\$1,330,600	0.75
7	2 Alexander Lane	Split Level	5	2.1	23	\$1,170,000	\$1,095,000	\$1,080,000	98.63%	\$1,115,700	0.97
8	96 Old Hollow Road	Colonial	5	3.1	10	\$1,125,000	\$1,125,000	\$1,130,000	100.44%	\$1,388,900	0.81
9	17 Great Oak Drive	Colonial	4	2.2	141	\$1,425,000	\$1,295,000	\$1,237,500	95.56%	\$1,237,500	1.00
10	266 Forest Drive South	Contemp	5	3.0	20	\$1,185,000	\$1,185,000	\$1,260,013	106.33%	\$1,294,800	0.97
11	20 Hemlock Road	Colonial	4	4.1	130	\$1,648,000	\$1,249,000	\$1,327,000	106.24%	\$1,530,000	0.87
12	2 Roland Drive	Colonial	4	2.2	66	\$1,465,000	\$1,345,000	\$1,340,000	99.63%	\$1,369,700	0.98
13	60 Twin Oak Road	Colonial	5	4.1	35	\$1,498,000	\$1,475,000	\$1,390,000	94.24%	\$1,770,100	0.79
14	28 Ferncliff Terrace	Colonial	5	4.2	93	\$1,575,000	\$1,479,000	\$1,437,500	97.19%	\$1,245,500	1.15
15	11 Quaker Road	RanchExp	4	4.2	15	\$1,548,000	\$1,548,000	\$1,520,000	98.19%	\$1,364,900	1.11
16	311 Forest Drive South	Colonial	5	3.1	22	\$1,665,000	\$1,665,000	\$1,605,000	96.40%	\$1,125,800	1.43
17	37 Hillside Avenue	Custom	6	4.1	68	\$1,699,000	\$1,699,000	\$1,620,000	95.35%	\$1,599,500	1.01
18	33 Hobart Avenue	Colonial	5	3.1	101	\$1,798,000	\$1,798,000	\$1,700,000	94.55%	\$1,798,700	0.95
19	38 Barnsdale Road	Colonial	6	3.1	54	\$1,888,000	\$1,745,000	\$1,700,000	97.42%	\$1,399,500	1.21
20	77 Old Hollow Road	Colonial	5	6.1	140	\$1,895,000	\$1,895,000	\$1,750,000	92.35%	\$1,900,000	0.92

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21	10 Elsway Road	Colonial	5	3.1	179	\$1,998,888	\$1,808,000	\$1,760,000	97.35%	\$1,969,200	0.89
22	22 Troy Drive	Colonial	6	6.1	56	\$1,929,000	\$1,929,000	\$1,800,000	93.31%	\$1,819,500	0.99
23	29 Fairfield Terrace	Colonial	5	4.2	15	\$1,735,000	\$1,735,000	\$1,805,000	104.03%	\$2,002,500	0.90
24	8 Puritan Road	Colonial	6	5.1	17	\$1,925,000	\$1,925,000	\$1,861,000	96.68%	\$1,733,200	1.07
25	2 E Beechcroft Road	Custom	5	4.2	196	\$2,488,000	\$2,195,000	\$2,000,000	91.12%	\$2,232,500	0.90
26	50 Woodfield Drive	Colonial	7	4.1	13	\$2,538,000	\$2,538,000	\$2,450,000	96.53%	\$2,400,000	1.02
27	5 Sylvan Way	Colonial	6	5.2	29	\$2,895,000	\$2,499,000	\$2,490,000	99.64%	\$2,853,400	0.87
28	3 Cora Way	Colonial	6	6.2	434	\$2,999,999	\$2,699,999	\$2,500,000	92.59%		
29	346 Hartshorn Drive	Colonial	7	6.1	172	\$3,595,000	\$3,595,000	\$3,125,000	86.93%	\$3,310,400	0.94
30	258 Long Hill Drive	Colonial	7	6.1	154	\$3,600,000	\$3,450,000	\$3,250,000	94.20%	\$2,674,900	1.21
31	36 Stewart Road	Colonial	7	7.2	90	\$4,995,000	\$4,675,000	\$4,400,000	94.12%	\$4,838,400	0.91
AVERAGE					81	\$1,887,803	\$1,788,287	\$1,712,597	96.60%		0.97

"Active" Listings in Short Hills

Number of Units: 114
 Average List Price: \$1,883,126
 Average Days on Market: 86

"Under Contract" Listings in Short Hills

Number of Units: 49
 Average List Price: \$1,587,908
 Average Days on Market: 60

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	81						70
List Price	\$1,223,333	\$1,096,000	\$1,508,993	\$1,529,440	\$1,437,500	\$1,722,429	\$1,788,287						\$ 1,578,872
Sales Price	\$1,145,833	\$1,033,833	\$1,411,714	\$1,478,330	\$1,386,188	\$1,637,186	\$1,712,597						\$ 1,507,989
SP:LP%	94.99%	94.45%	93.57%	96.87%	96.50%	95.36%	96.60%						95.88%
SP to AV	0.83	0.84	0.84	0.94	0.93	0.91	0.97						0.92
# Units Sold	6	6	14	25	16	21	31						119
3 Mo Rate of Ab	6.29	8.81	10.12	9.60	7.38	5.82	4.78						7.54
Active Listings	101	124	132	150	149	132	114						129
Under Contracts	28	38	55	41	52	56	49						46

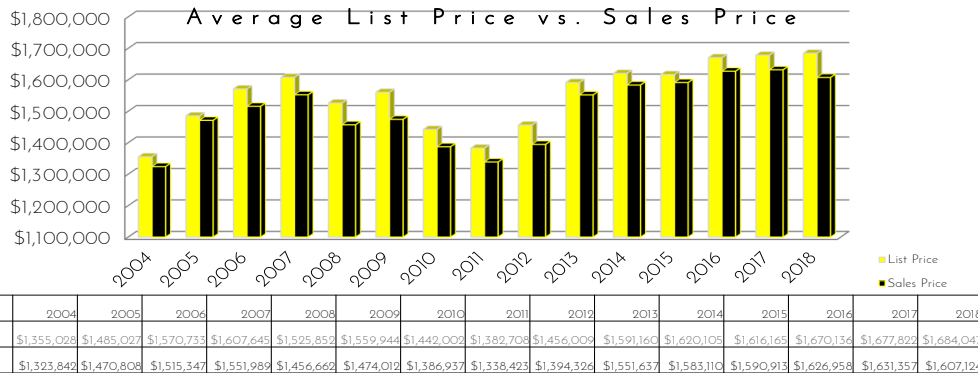
Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	65	70	8.21%
Sales Price	\$1,638,894	\$1,507,989	-7.99%
LP:SP	96.99%	95.88%	-1.15%
SP:AV	0.97	0.92	-4.92%

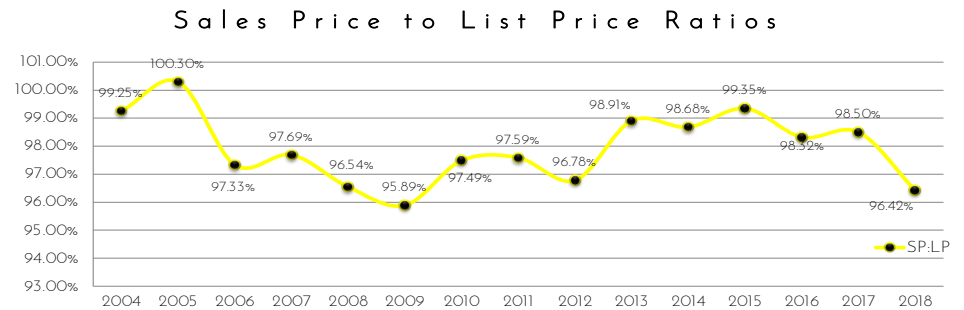


YTD	2018	2019	% Change
# Units Sold	117	119	1.71%
Rate of Ab 3 Mo	4.50	4.78	6.22%
Actives	106	114	7.55%
Under Contracts	36	49	36.11%

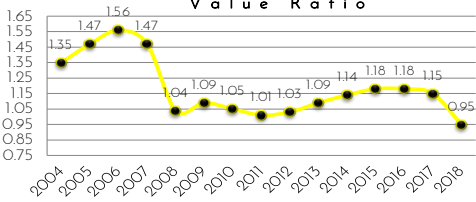
Short Hills Yearly Market Trends



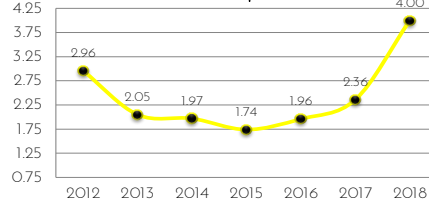
Short Hills Yearly Market Trends



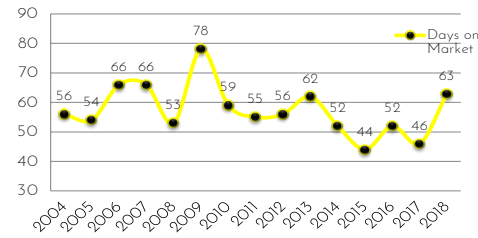
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

