

Short Hills

January 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	18 Mount Ararat Road	Colonial	4	2.0	39	\$765,000	\$765,000	\$750,000	98.04%	\$743,900	1.01
2	6 Andover Road	Colonial	4	2.1	33	\$849,000	\$849,000	\$800,000	94.23%	\$969,700	0.82
3	54 South Terrace	Split Level	3	3.0	6	\$999,999	\$999,999	\$994,999	99.50%	\$885,000	1.12
4	80 Old Hollow Road	Ranch	3	3.0	10	\$925,000	\$925,000	\$999,000	108.00%	\$1,079,700	0.93
5	157 Long Hill Drive	Split Level	5	2.1	29	\$1,088,000	\$1,088,000	\$999,000	91.82%	\$1,084,800	0.92
6	20 Hobart Avenue	Tudor	4	3.1	16	\$1,199,999	\$1,050,000	\$1,050,000	100.00%	\$1,117,000	0.94
7	56 Silver Spring Road	Custom	4	3.1	40	\$1,149,000	\$1,099,000	\$1,125,000	102.37%	\$1,080,100	1.04
8	6 Chaucer Road	Split Level	4	2.1	12	\$1,175,000	\$1,175,000	\$1,230,000	104.68%	\$1,143,300	1.08
9	2 Brooklawn Drive	Tudor	4	3.0	18	\$1,295,000	\$1,295,000	\$1,265,000	97.68%	\$1,307,800	0.97
10	423 Hartshorn Drive	Colonial	4	4.1	64	\$1,599,000	\$1,488,000	\$1,418,000	95.30%	\$1,783,800	0.79
11	17 Thackery Drive	Colonial	3	2.2	5	\$1,395,000	\$1,395,000	\$1,450,000	103.94%	\$1,240,500	1.17
12	45 Lakeview Avenue	Colonial	7	5.2	31	\$1,650,000	\$1,650,000	\$1,600,000	96.97%	\$1,773,300	0.90
13	176 Old Short Hills Road	Colonial	5	5.1	95	\$1,750,000	\$1,750,000	\$1,630,000	93.14%	\$1,869,100	0.87
14	41 Wordsworth Road	Custom	4	3.1	7	\$1,595,000	\$1,595,000	\$1,640,000	102.82%	\$1,278,600	1.28
15	2 Briarwood Drive	Custom	6	3.2	22	\$1,888,000	\$1,748,000	\$1,700,000	97.25%	\$1,818,600	0.93
16	6 Delbarton Drive	Tudor	5	4.2	86	\$1,800,000	\$1,800,000	\$1,725,000	95.83%	\$1,816,900	0.95
17	73 Athens Road	Colonial	5	4.1	9	\$1,699,000	\$1,699,000	\$1,770,000	104.18%	\$1,337,100	1.32
18	121 Lawrence Drive	Colonial	7	5.1	21	\$2,099,000	\$2,099,000	\$1,960,000	93.38%	\$1,788,000	1.10
19	2 Joanna Way	Colonial	4	3.2	134	\$1,945,000	\$1,945,000	\$1,982,000	101.90%	\$1,714,200	1.16
20	9 Slope Drive	Colonial	5	2.1	15	\$2,100,000	\$2,100,000	\$2,234,250	106.39%	\$2,075,000	1.08
21	13 Tioga Pass	Custom	5	5.1	5	\$2,095,000	\$2,095,000	\$2,280,000	108.83%	\$1,844,800	1.24
22	20 Birch Lane	Colonial	6	3.1	55	\$2,795,000	\$2,495,000	\$2,325,000	93.19%	\$1,853,700	1.25
23	130 Fairfield Drive	Colonial	6	5.2	74	\$2,645,000	\$2,500,000	\$2,350,000	94.00%	\$2,000,000	1.18
AVERAGE					36	\$1,587,000	\$1,548,043	\$1,533,793	99.28%		1.05

"Active" Listings in Short Hills

Number of Units: 35
 Average List Price: \$2,695,851
 Average Days on Market: 97

"Under Contract" Listings in Short Hills

Number of Units: 25
 Average List Price: \$1,891,036
 Average Days on Market: 79

Short Hills 2021 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	36												36
List Price	\$1,548,043												\$1,548,043
Sales Price	\$1,533,793												\$1,533,793
SP:LP%	99.28%												99.28%
SP to AV	1.05												1.05
# Units Sold	23												23
3 Mo Rate of Ab	1.37												1.37
Active Listings	35												35
Under Contracts	25												25

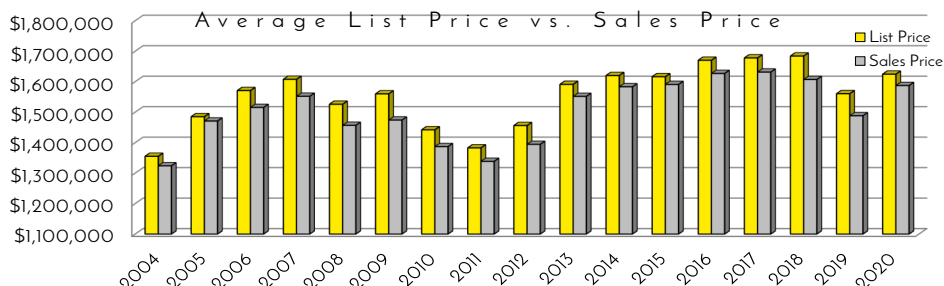
Flashback! YTD 2020 vs YTD 2021

YTD	2020	2021	% Change
DOM	97	36	-62.78%
Sales Price	\$1,137,250	\$1,533,793	34.87%
LP:SP	93.63%	99.28%	6.03%
SP:AV	0.828	1.046	26.32%



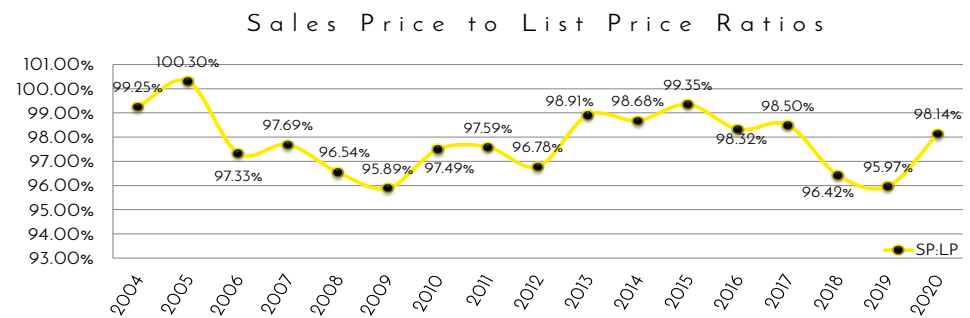
YTD	2020	2021	% Change
# Units Sold	12	23	91.67%
Rate of Ab 3 Mo	6.18	1.37	-77.83%
Actives	103	35	-66.02%
Under Contracts	21	25	19.05%

Short Hills Yearly Market Trends

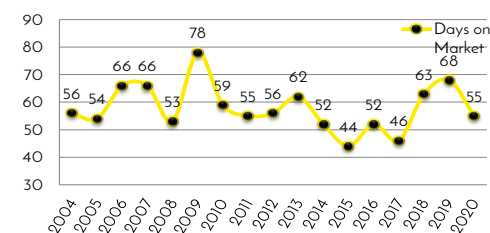


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512
SP	\$1,323,842	\$1,470,806	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326	\$1,551,637	\$1,583,110	\$1,590,913	\$1,626,958	\$1,631,357	\$1,607,124	\$1,488,103	\$1,587,185

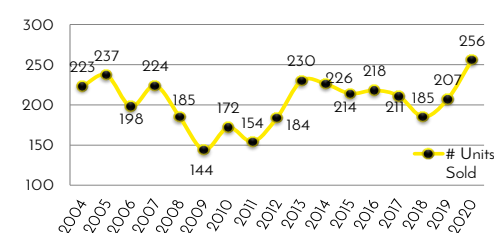
Short Hills Yearly Market Trends



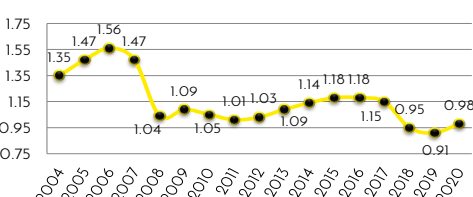
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

