Short Hills December 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	21 Audubon Court	Custom	4	3.2	13	\$1,595,000	\$1,595,000	\$1,650,000	103.45%	\$1,271,800	1.30
2	19 Martindale Road	Colonial	4	3.0	19	\$1,688,000	\$1,688,000	\$1,650,000	97.75%	\$852,100	1.94
3	37 Farmstead Road	Colonial	5	3.1	6	\$1,500,000	\$1,500,000	\$1,755,000	117.00%	\$1,424,500	1.23
4	18 Richard Drive	Ranch	4	3.1	8	\$1,488,000	\$1,488,000	\$1,800,000	120.97%	\$1,275,900	1.41
5	37 Barnsdale Road	Tudor	4	3.1	1	\$1,850,000	\$1,850,000	\$1,850,000	100.00%	\$1,261,300	1.47
6	415 Long Hill Drive	Ranch	5	3.1	34	\$1,895,000	\$1,895,000	\$2,010,000	106.07%	\$1,561,500	1.29
7	59 Harvey Drive	Colonial	5	4.2	38	\$2,395,000	\$2,395,000	\$2,395,000	100.00%	\$1,701,400	1.41
8	267 Dale Drive	Colonial	4	4.2	1	\$2,450,000	\$2,450,000	\$2,450,000	100.00%	\$1,688,000	1.45
9	103 Forest Drive	Custom	6	4.1	1	\$2,575,000	\$2,575,000	\$2,575,000	100.00%	\$2,265,400	1.14
10	41 Lake Road	Colonial	5	5.1	242	\$3,750,000	\$3,750,000	\$4,050,000	108.00%	\$2,831,500	1.43
11	85 Stewart Road	Colonial	7	6.3	184	\$6,950,000	\$6,688,000	\$6,037,000	90.27%	\$4,150,300	1.45
	AVERAGE				50	\$2,557,818	\$2,534,000	\$2,565,636	103.95%		1.41

"Active" Listings in Short Hills

Number of Units: 10

Average List Price: \$3,605,900

Average Days on Market: 71

"Under Contract" Listings in Short Hills

Number of Units:

Average List Price: \$2,817,455

Average Days on Market: 42



Short Hills 2023 Year to Date Market Trends

January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
13	58	12	23	17	23	15	16	18	23	24	50	21
\$1,634,200	\$4,200,000	\$2,263,876	\$1,813,143	\$2,255,000	\$1,973,359	\$2,115,840	\$1,982,765	\$1,976,000	\$2,434,000	\$2,062,685	\$2,534,000	\$2,117,854
\$1,699,200	\$4,285,000	\$2,284,100	\$1,870,214	\$2,478,611	\$2,068,500	\$2,265,940	\$2,075,706	\$2,096,857	\$2,455,091	\$2,130,808	\$2,565,636	\$2,216,895
104.82%	102.02%	102.37%	103.95%	112.57%	107.50%	107.57%	104.22%	106.50%	101.13%	104.67%	103.95%	105.99%
1.22	0.00	1.27	1.04	1.45	1.37	1.39	1.39	1.42	1.34	1.37	1.41	1.37
5	1	9	14	18	22	25	17	7	11	13	11	153
1.76	2.53	3.83	3.08	1.86	1.50	1.11	0.66	1.38	1.42	1.02	0.88	1.75
17	28	33	30	28	22	24	16	21	18	11	10	22
7	22	35	41	37	35	22	14	14	17	11	11	22
	13 51,634,200 51,699,200 104.82% 1.22 5	13 58 51,634,200 \$4,200,000 51,699,200 \$4,285,000 104.82% 102.02% 1.22 0.00 5 1 1.76 2.53 17 28	13 58 12 51,634,200 \$4,200,000 \$2,263,876 51,699,200 \$4,285,000 \$2,284,100 104.82% 102.02% 102.37% 1.22 0.00 1.27 5 1 9 1.76 2.53 3.83 17 28 33	13 58 12 23 51,634,200 \$4,200,000 \$2,263,876 \$1,813,143 51,699,200 \$4,285,000 \$2,284,100 \$1,870,214 104.82% 102.02% 102.37% 103.95% 1.22 0.00 1.27 1.04 5 1 9 14 1.76 2.53 3.83 3.08 17 28 33 30	13 58 12 23 17 \$1,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$104.82% \$102.02% \$102.37% \$103.95% \$112.57% \$1.22 \$0.00 \$1.27 \$1.04 \$1.45 \$5 \$1 \$9 \$14 \$18 \$1.76 \$2.53 \$3.83 \$3.08 \$1.86 \$17 \$28 \$33 \$30 \$28	13 58 12 23 17 23 51,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 51,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 1.22 0.00 1.27 1.04 1.45 1.37 5 1 9 14 18 22 1.76 2.53 3.83 3.08 1.86 1.50 17 28 33 30 28 22	13 58 12 23 17 23 15 51,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 51,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 5 1 9 14 18 22 25 1.76 2.53 3.83 3.08 1.86 1.50 1.11 17 28 33 30 28 22 24	13 58 12 23 17 23 15 16 \$1,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$104.82% \$102.02% \$102.37% \$103.95% \$112.57% \$107.50% \$107.57% \$104.22% \$1.22 \$0.00 \$1.27 \$1.04 \$1.45 \$1.37 \$1.39 \$1.39 \$5 \$1 \$9 \$14 \$18 \$22 \$25 \$17 \$1.76 \$2.53 \$3.83 \$3.08 \$1.86 \$1.50 \$1.11 \$0.66 \$17 \$28 \$33 \$30 \$28 \$22 \$24 \$16	13 58 12 23 17 23 15 16 18 51,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,976,000 51,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$2,096,857 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 104.22% 106.50% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 1.39 1.42 5 1 9 14 18 22 25 17 7 1.76 2.53 3.83 3.08 1.86 1.50 1.11 0.66 1.38 17 28 33 30 28 22 24 16 21	13 58 12 23 17 23 15 16 18 23 51,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,976,000 \$2,434,000 51,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$2,096,857 \$2,455,091 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 104.22% 106.50% 101.13% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 1.39 1.42 1.34 5 1 9 14 18 22 25 17 7 11 1.76 2.53 3.83 3.08 1.86 1.50 1.11 0.66 1.38 1.42 17 28 33 30 28 22 24 16 21 18	13 58 12 23 17 23 15 16 18 23 24 61,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,976,000 \$2,434,000 \$2,062,685 61,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$2,096,857 \$2,455,091 \$2,130,808 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 104.22% 106.50% 101.13% 104.67% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 1.39 1.42 1.34 1.37 5 1 9 14 18 22 25 17 7 11 13 1.76 2.53 3.83 3.08 1.86 1.50 1.11 0.66 1.38 1.42 1.02 17 28 33 30 <td< td=""><td>13 58 12 23 17 23 15 16 18 23 24 50 61,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,976,000 \$2,434,000 \$2,062,685 \$2,534,000 61,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$2,096,857 \$2,455,091 \$2,130,808 \$2,565,636 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 104.22% 106.50% 101.13% 104.67% 103.95% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 1.39 1.42 1.34 1.37 1.41 5 1 9 14 18 22 25 17 7 11 13 11 1.76 2.53 3.83 3.08 1.86 1.50 1.11 0.66 1.38 <td< td=""></td<></td></td<>	13 58 12 23 17 23 15 16 18 23 24 50 61,634,200 \$4,200,000 \$2,263,876 \$1,813,143 \$2,255,000 \$1,973,359 \$2,115,840 \$1,982,765 \$1,976,000 \$2,434,000 \$2,062,685 \$2,534,000 61,699,200 \$4,285,000 \$2,284,100 \$1,870,214 \$2,478,611 \$2,068,500 \$2,265,940 \$2,075,706 \$2,096,857 \$2,455,091 \$2,130,808 \$2,565,636 104.82% 102.02% 102.37% 103.95% 112.57% 107.50% 107.57% 104.22% 106.50% 101.13% 104.67% 103.95% 1.22 0.00 1.27 1.04 1.45 1.37 1.39 1.39 1.42 1.34 1.37 1.41 5 1 9 14 18 22 25 17 7 11 13 11 1.76 2.53 3.83 3.08 1.86 1.50 1.11 0.66 1.38 <td< td=""></td<>

Flashback! YTD 2022 vs YTD 2023

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YTD	2022	2023	% Change
DOM	28	21	-23.10%
Sales Price	\$2,028,293	\$2,216,895	9.30%
LP:SP	104.37%	105.99%	1.55%
SP:AV	1.28	1.37	6.72%



<u>ID IOIS</u>								
YTD	2022	2023	% Change					
# Units Sold	190	153	-19.47%					
Rate of Ab 3 Mo	1.44	1.75	21.93%					
Actives	26	22	-17.02%					
Under Contracts	33	22	-32.08%					

Short Hills Yearly Market Trends







Short Hills Yearly Market Trends







