

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	22 Dameo Place	Split Level	3	2.0	20	\$727,000	\$727,000	\$670,000	92.16%	\$621,100	1.08
2	2 N Brook Drive	Custom	3	2.1	68	\$823,000	\$799,000	\$804,600	100.70%	\$949,500	0.85
3	134 Great Hills Road	Colonial	3	2.2	13	\$949,900	\$949,900	\$840,000	88.43%	\$1,233,800	0.68
4	5 Woodcroft Place	Bi-Level	4	3.0	65	\$899,000	\$899,000	\$867,000	96.44%	\$1,068,900	0.81
5	68 Meadowbrook Road	Colonial	4	2.1	39	\$899,000	\$899,000	\$870,000	96.77%	\$844,500	1.03
6	3 Ridge Terrace	Colonial	3	2.1	16	\$895,000	\$895,000	\$925,000	103.35%	\$926,600	1.00
7	1 Homestead Court	Colonial	4	3.1	24	\$1,098,000	\$1,098,000	\$1,073,118	97.73%	\$1,152,500	0.93
8	21 Clive Hills Road	SplitLev	3	3.1	13	\$1,199,999	\$1,199,999	\$1,200,000	100.00%	\$1,189,200	1.01
9	24 Knollwood Road	Colonial	5	3.2	20	\$1,300,000	\$1,300,000	\$1,210,000	93.08%	\$1,537,200	0.79
10	10 Arden Place	Custom	4	3.1	60	\$1,500,000	\$1,475,000	\$1,250,000	84.75%	\$1,352,400	0.92
11	31 Audubon Court	Colonial	4	3.1	14	\$1,395,000	\$1,329,500	\$1,270,000	95.52%	\$1,321,700	0.96
12	16 Quaker Road	Colonial	4	3.1	16	\$1,220,000	\$1,220,000	\$1,300,000	106.56%	\$1,224,200	1.06
13	10 Andover Road	Colonial	5	4.1	22	\$1,339,000	\$1,339,000	\$1,350,000	100.82%	\$1,096,400	1.23
14	15 Robert Drive	RanchExp	4	4.0	31	\$1,350,000	\$1,350,000	\$1,380,000	102.22%	\$1,445,300	0.95
15	42 Hobart Avenue	Colonial	5	3.1	10	\$1,325,000	\$1,325,000	\$1,406,000	106.11%	\$1,219,000	1.15
16	74 Falmouth Street	RanchExp	5	3.2	2	\$1,399,000	\$1,399,000	\$1,475,000	105.43%	\$1,902,000	0.78
17	25 Sherwood Road	Custom	5	3.1	104	\$1,585,000	\$1,585,000	\$1,490,000	94.01%	\$1,536,700	0.97
18	390 Hartshorn Drive	Contemp	5	4.1	21	\$1,495,000	\$1,495,000	\$1,495,000	100.00%	\$1,237,800	1.21
19	48 Woodcrest Avenue	Colonial	4	3.1	8	\$1,649,000	\$1,649,000	\$1,665,000	100.97%	\$1,434,200	1.16
20	31 Seminole Way	Colonial	5	4.1	7	\$1,675,000	\$1,675,000	\$1,688,000	100.78%	\$1,555,900	1.08

Short Hills

October 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	61 Hemlock Road	Colonial	7	5.2	97	\$2,250,000	\$2,250,000	\$2,025,000	90.00%	\$2,652,000	0.76
22	34 E Hartshorn Drive	Colonial	6	5.2	11	\$2,399,000	\$2,399,000	\$2,285,000	95.25%	\$2,165,600	1.06
23	63 Addison Drive	Colonial	7	6.1	132	\$2,748,000	\$2,645,000	\$2,550,000	96.41%	\$2,483,800	1.03
24	141 Forest Drive	Colonial	5	4.1	15	\$2,875,000	\$2,875,000	\$2,800,000	97.39%	\$2,299,900	1.22
25	24 Delwick Lane	Colonial	7	7.1	118	\$3,188,000	\$2,990,000	\$2,925,000	97.83%	\$2,667,100	1.10
26	29 Delwick Lane	Colonial	7	7.1	130	\$3,499,000	\$3,499,000	\$3,365,000	96.17%		
AVERAGE					41	\$1,603,150	\$1,587,169	\$1,545,335	97.65%		0.99

Active Listings in Short Hills

Number of Units: 61
 Average List Price: \$2,375,933
 Average Days on Market: 67

Under Contract Listings in Short Hills

Number of Units: 50
 Average List Price: \$1,675,508
 Average Days on Market: 65

Short Hills 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	97	62	84	89	42	45	56	49	29	41			54
List Price	\$1,211,075	\$1,926,321	\$1,656,182	\$1,677,615	\$1,406,438	\$1,658,000	\$1,740,560	\$1,732,688	\$1,529,409	\$1,587,169			\$ 1,631,071
Sales Price	\$1,137,250	\$1,865,889	\$1,634,773	\$1,608,069	\$1,372,625	\$1,600,523	\$1,690,111	\$1,708,452	\$1,512,141	\$1,545,335			\$ 1,589,686
SP:LP%	93.63%	97.07%	101.77%	96.82%	98.18%	96.98%	96.91%	99.28%	99.19%	97.65%			97.91%
SP to AV	0.83	0.93	0.87	0.94	0.95	1.02	1.01	1.00	0.99	0.99			0.98
# Units Sold	12	9	11	13	16	22	33	42	22	26			206
3 Mo Rate of Ab	6.18	8.23	5.66	4.35	4.83	4.52	3.95	2.30	2.34	2.09			4.45
Active Listings	103	117	83	76	91	85	93	75	71	61			86
Under Contracts	21	30	37	27	44	60	59	48	45	50			42

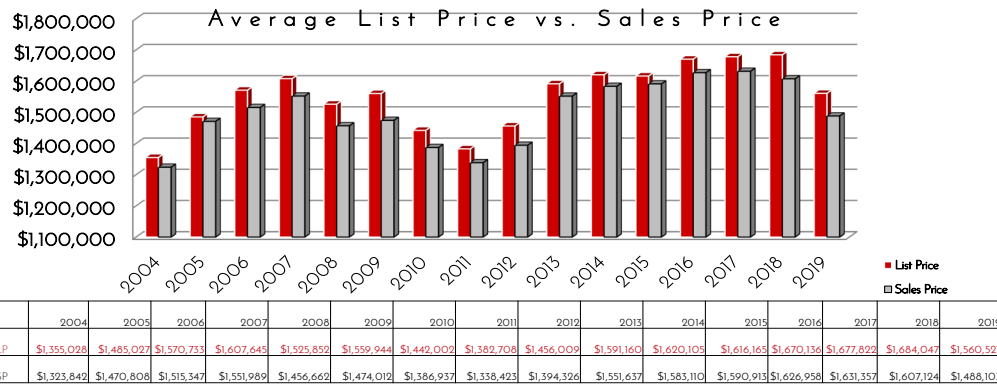
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	66	54	-18.98%
Sales Price	\$1,494,233	\$1,589,686	6.39%
LP:SP	95.98%	97.91%	2.00%
SP:AV	0.914	0.975	6.66%



YTD	2019	2020	% Change
# Units Sold	178	206	15.73%
Rate of Ab 3 Mo	4.27	2.09	-51.05%
Actives	94	61	-35.11%
Under Contracts	25	50	100.00%

Short Hills Yearly Market Trends



Short Hills Yearly Market Trends

