

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	19 S Beechcroft Road	Custom	4	2.1	53	\$899,000	\$899,000	\$810,000	90.10%	\$1,385,400	0.58
2	466 White Oak Ridge Road	SplitLev	4	2.1	30	\$925,000	\$925,000	\$940,000	101.62%	\$945,300	0.99
3	30 South Terrace	Colonial	4	2.1	31	\$998,000	\$998,000	\$960,000	96.19%	\$832,600	1.15
4	272 Forest Drive South	Ranch	4	3.1	9	\$929,000	\$929,000	\$1,100,000	118.41%	\$1,279,600	0.86
5	27 Sparta Road	Tudor	5	3.3	13	\$1,295,000	\$1,295,000	\$1,277,500	98.65%	\$1,645,600	0.78
6	407 Hobart Avenue	Colonial	6	3.1	70	\$1,445,000	\$1,398,000	\$1,300,000	92.99%	\$1,956,500	0.66
7	14 Pine Terrace West	Colonial	5	3.1	38	\$1,395,000	\$1,369,000	\$1,332,500	97.33%	\$1,134,600	1.17
8	16 Dominick Court	RanchExp	5	4.1	45	\$1,548,000	\$1,399,000	\$1,385,000	99.00%	\$1,523,200	0.91
9	484 Long Hill Drive	SplitLev	6	5.0	10	\$1,495,000	\$1,495,000	\$1,400,000	93.65%	\$1,396,300	1.00
10	19 Randall Drive	Colonial	9	5.3	25	\$1,800,000	\$1,800,000	\$1,425,000	79.17%	\$2,083,500	0.68
11	88 Mohawk Road	Ranch	4	3.1	9	\$1,425,000	\$1,425,000	\$1,430,000	100.35%	\$1,329,600	1.08
12	20 Great Hills Terrace	Colonial	4	4.2	7	\$1,448,000	\$1,448,000	\$1,533,000	105.87%	\$1,142,200	1.34
13	1 Sheridan Drive	SplitLev	5	4.1	24	\$1,600,000	\$1,600,000	\$1,610,100	100.63%	\$1,290,400	1.25
14	7 Parsonage Hill Road	Colonial	5	3.1	63	\$1,699,000	\$1,699,000	\$1,665,000	98.00%	\$1,846,800	0.90
15	44 Haddonfield Road	Colonial	5	4.1	22	\$1,749,000	\$1,749,000	\$1,725,000	98.63%	\$1,327,800	1.30
16	1 Washington Avenue	Colonial	6	4.2	10	\$1,699,000	\$1,699,000	\$1,751,000	103.06%	\$1,568,000	1.12
17	45 Crescent Place	Victrian	7	3.1	80	\$1,895,000	\$1,895,000	\$1,760,000	92.88%	\$2,146,700	0.82
18	22 Cambridge Drive	Colonial	5	3.1	9	\$1,675,000	\$1,675,000	\$1,780,000	106.27%	\$1,707,100	1.04
19	121 Slope Drive	RanchExp	5	5.1	7	\$1,665,000	\$1,665,000	\$1,900,000	114.11%	\$1,830,600	1.04
20	60 Lakeview Avenue	Custom	6	6.2	17	\$1,995,000	\$1,995,000	\$1,998,000	100.15%	\$1,900,000	1.05
21	347 Long Hill Drive	Colonial	6	5.1	59	\$2,195,000	\$2,195,000	\$2,090,000	95.22%	\$1,978,600	1.06
22	492 White Oak Ridge Road	Colonial	5	5.1	9	\$2,095,000	\$2,095,000	\$2,095,000	100.00%	\$2,385,200	0.88
AVERAGE					29	\$1,539,500	\$1,529,409	\$1,512,141	99.19%		0.99

"Active" Listings in Short Hills

Number of Units: 71
 Average List Price: \$2,366,096
 Average Days on Market: 67

"Under Contract" Listings in Short Hills

Number of Units: 45
 Average List Price: \$1,708,920
 Average Days on Market: 64

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				56
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				\$ 1,637,412
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				\$ 1,596,093
SP:LP%	93.63%	97.07%	101.77%	96.82%	98.18%	96.98%	96.91%	99.28%	99.19%				97.94%
SP to AV	0.83	0.93	0.87	0.94	0.95	1.02	1.01	1.00	0.99				0.97
# Units Sold	12	9	11	13	16	22	33	42	22				180
3 Mo Rate of Ab	6.18	8.23	5.66	4.35	4.83	4.52	3.95	2.30	2.34				4.71
Active Listings	103	117	83	76	91	85	93	75	71				88
Under Contracts	21	30	37	27	44	60	59	48	45				41

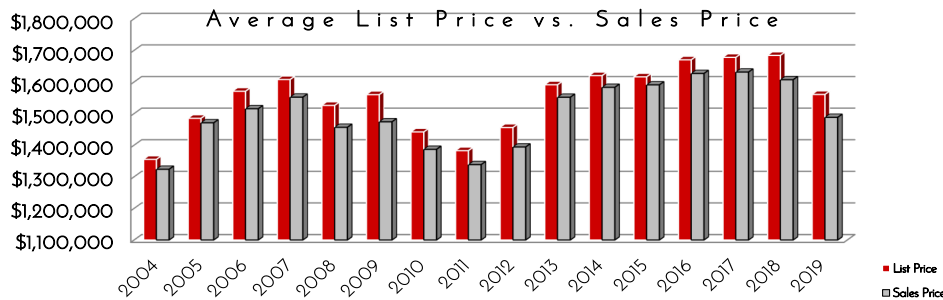
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	67	56	-17.16%
Sales Price	\$1,496,420	\$1,596,093	6.66%
LP:SP	95.89%	97.94%	2.15%
SP:AV	0.914	0.973	6.38%



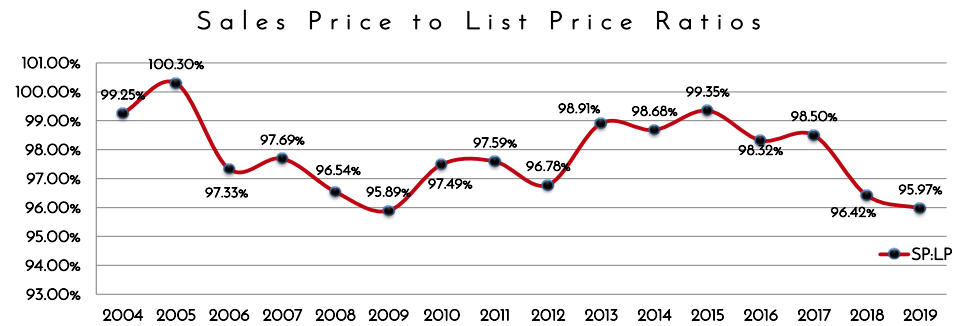
YTD	2019	2020	% Change
# Units Sold	168	180	7.14%
Rate of Ab 3 Mo	3.19	2.34	-26.65%
Actives	92	71	-22.83%
Under Contracts	32	45	40.63%

Short Hills Yearly Market Trends

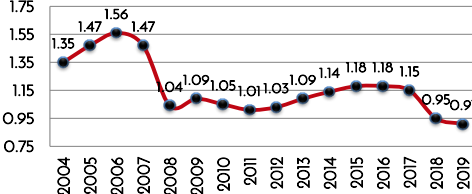


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,134	\$1,677,822	\$1,684,047	\$1,560,527
SP	\$1,323,849	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,669	\$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

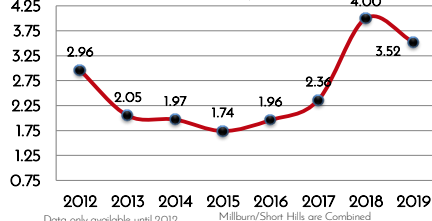
Short Hills Yearly Market Trends



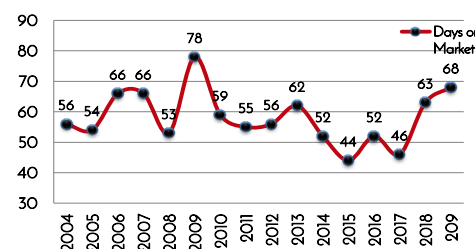
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

