



KELLERWILLIAMS.

Short Hills

November 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	344 Old Short Hills Road	Ranch	4	3.0	267	\$798,000	\$748,000	\$700,000	93.58%	\$805,300	0.87
2	15 Martindale Road	Colonial	4	3.1	60	\$995,000	\$995,000	\$900,000	90.45%	\$1,142,400	0.79
3	7 Jefferson Avenue	Colonial	4	3.1	1	\$999,000	\$999,000	\$999,000	100.00%	\$1,495,000	0.67
4	29 Haddonfield Road	Colonial	4	2.1	91	\$1,168,000	\$1,098,000	\$1,093,000	99.54%	\$1,117,700	0.98
5	83 Wellington Avenue	Tudor	4	2.1	10	\$1,045,000	\$1,045,000	\$1,150,000	110.05%	\$930,100	1.24
6	132 Silver Springs Road	SplitLev	3	2.2	10	\$1,099,000	\$1,099,000	\$1,190,000	108.28%	\$871,100	1.37
7	11 Vincent Lane	Ranch	4	3.1	9	\$1,298,000	\$1,298,000	\$1,362,000	104.93%	\$1,370,500	0.99
8	32 Great Hill Road	Colonial	5	4.1	70	\$1,498,000	\$1,498,000	\$1,420,000	94.79%	\$1,551,500	0.92
9	25 Hawthorne Road	Tudor	4	3.2	13	\$1,495,000	\$1,495,000	\$1,480,000	99.00%	\$1,292,300	1.15
10	18 Nottingham Road	Tudor	7	4.1	35	\$1,500,000	\$1,448,000	\$1,505,000	103.94%	\$1,590,600	0.95
11	402 White Oak Ridge Road	Colonial	7	5.1	53	\$1,680,000	\$1,630,000	\$1,620,000	99.39%	\$1,581,900	1.02
12	24 Cambridge Drive	Colonial	4	2.2	62	\$1,699,000	\$1,699,000	\$1,680,000	98.88%	\$2,318,000	0.72
13	36 Haddonfield Road	Colonial	5	4.1	9	\$1,695,000	\$1,695,000	\$1,812,000	106.90%	\$1,656,800	1.09
14	7 Park Circle	Colonial	5	4.1	42	\$1,799,000	\$1,799,000	\$1,845,000	102.56%	\$1,644,400	1.12
15	41 Spenser Drive	Colonial	7	7.1	124	\$2,275,000	\$2,135,000	\$2,140,000	100.23%		
16	10 Joanna Way	SeeRem	5	6.1	101	\$2,499,000	\$2,499,000	\$2,250,000	90.04%	\$2,291,600	0.98
17	20 Coleridge Road	Colonial	6	6.1	4	\$2,275,000	\$2,275,000	\$2,275,000	100.00%		
18	7 Saratoga Way	Colonial	6	6.1	37	\$2,725,000	\$2,725,000	\$2,670,000	97.98%		
19	296 Hartshorn Drive	Colonial	5	6.1	140	\$3,200,000	\$3,200,000	\$2,950,000	92.19%	\$3,588,100	0.82
20	165 Long Hill Drive	Colonial	6	5.1	95	\$3,299,000	\$2,995,000	\$2,960,000	98.83%		
21	46 Great Hills Terrace	Colonial	7	7.1	333	\$3,450,000	\$3,288,000	\$3,028,000	92.09%	\$3,099,000	0.98
AVERAGE					75	\$1,832,905	\$1,793,476	\$1,763,286	99.22%		0.98

"Active" Listings in Short Hills

Number of Units: 54
Average List Price: \$2,521,294
Average Days on Market: 87

"Under Contract" Listings in Short Hills

Number of Units: 42
Average List Price: \$1,545,248
Average Days on Market: 54

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	75		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	\$1,587,169	\$1,793,476		\$1,646,095
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	\$1,763,286		\$1,605,746
SP:LP%	93.63%	97.07%	101.77%	96.82%	98.18%	96.98%	96.91%	99.28%	99.19%	97.65%	99.22%		98.03%
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		0.98
# Units Sold	12	9	11	13	16	22	33	42	22	26	21		227
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	2.13		4.23
Active Listings	103	117	83	76	91	85	93	75	71	61	54		83
Under Contracts	21	30	37	27	44	60	59	48	45	50	42		42

Flashback! YTD 2019 vs YTD 2020

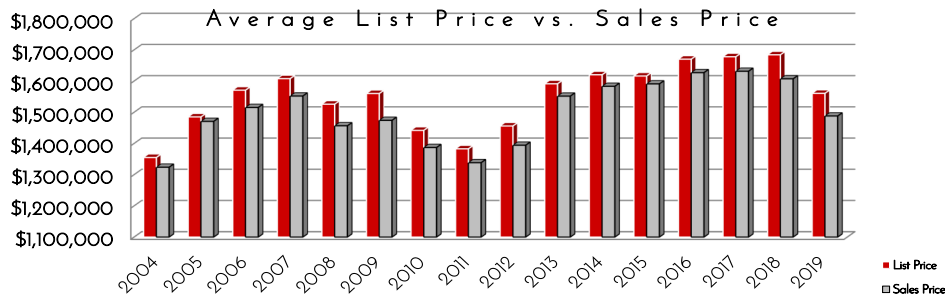
YTD	2019	2020	% Change
DOM	67	56	-17.30%
Sales Price	\$1,487,207	\$1,605,746	7.97%
LP:SP	95.90%	98.03%	2.22%
SP:AV	0.913	0.976	6.81%



YTD	2019	2020	% Change
# Units Sold	195	227	16.41%
Rate of Ab 3 Mo	5.49	2.13	-61.20%
Actives	78	54	-30.77%
Under Contracts	19	42	121.05%

Short Hills Yearly Market Trends

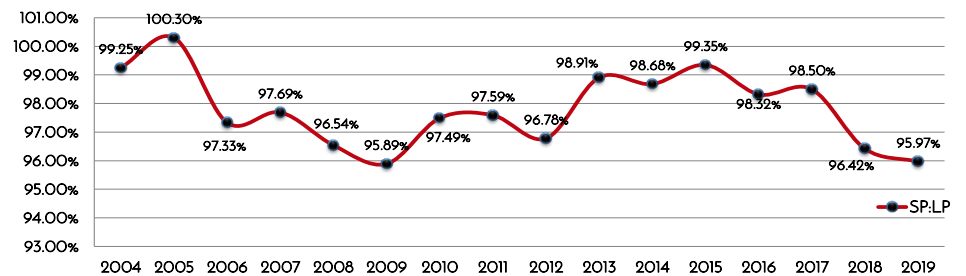
Average List Price vs. Sales Price



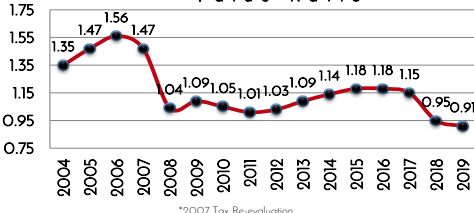
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,643	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,103	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527
SP	\$1,323,842	\$1,470,808	\$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

Short Hills Yearly Market Trends

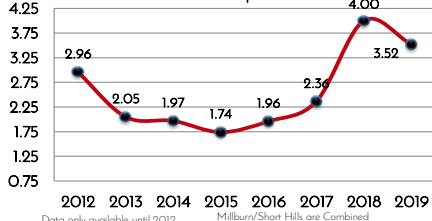
Sales Price to List Price Ratios



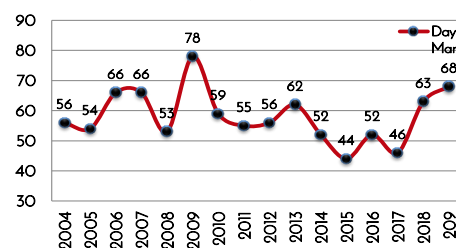
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

