

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	70 Great Oak Drive	Colonial	3	2.1	128	\$798,000	\$760,000	\$760,000	100.00%	\$908,100	0.84
2	15 Wayside	Colonial	4	3.1	29	\$885,000	\$885,000	\$860,000	97.18%	\$1,107,800	0.78
3	305 Lupine Way	Colonial	4	2.1	21	\$1,118,000	\$1,118,000	\$1,050,000	93.92%	\$1,165,400	0.90
4	44 Exeter Road	Colonial	4	3.1	48	\$1,448,000	\$1,348,000	\$1,288,000	95.55%	\$1,080,600	1.19
5	72 Farley Road	Colonial	4	3.2	97	\$1,345,000	\$1,345,000	\$1,300,000	96.65%	\$1,692,400	0.77
6	7 W Beechcroft Road	Colonial	7	6.1	82	\$3,350,000	\$3,350,000	\$2,900,000	86.57%	\$3,013,800	0.96
7	356 Hartshorn Drive	Custom	7	6.2	18	\$4,495,000	\$4,495,000	\$4,215,000	93.77%		
AVERAGE					60	\$1,919,857	\$1,900,143	\$1,767,571	94.80%		0.91

"Active" Listings in Short Hills

Number of Units: 38
 Average List Price: \$2,589,021
 Average Days on Market: 77

"Under Contract" Listings in Short Hills

Number of Units: 36
 Average List Price: \$1,855,858
 Average Days on Market: 64

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	60											42
List Price	\$1,548,043	\$1,900,143											\$1,630,200
Sales Price	\$1,533,793	\$1,767,571											\$1,588,342
SP:LP%	99.28%	94.80%											98.24%
SP to AV	1.05	0.91											1.02
# Units Sold	23	7											30
3 Mo Rate of Ab	1.37	1.69											1.53
Active Listings	35	38											37
Under Contracts	25	36											31

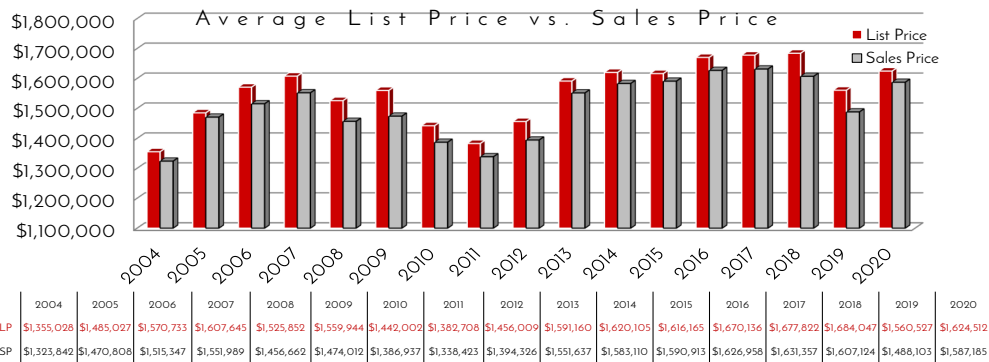
Flashback! YTD 2020 vs YTD 2021

YTD	2020	2021	% Change
DOM	82	42	-49.05%
Sales Price	\$1,449,524	\$1,588,342	9.58%
LP:SP	95.11%	98.24%	3.29%
SP:AV	0.859	1.017	18.39%

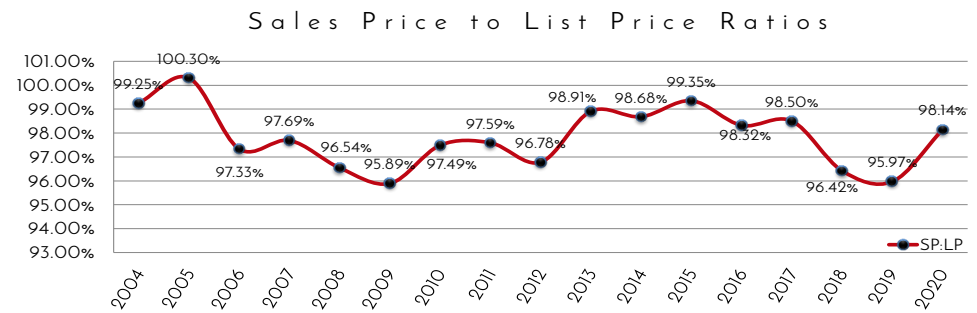


YTD	2020	2021	% Change
# Units Sold	21	30	42.86%
Rate of Ab 3 Mo	8.55	1.69	-80.23%
Actives	117	38	-67.52%
Under Contracts	30	36	20.00%

Short Hills Yearly Market Trends



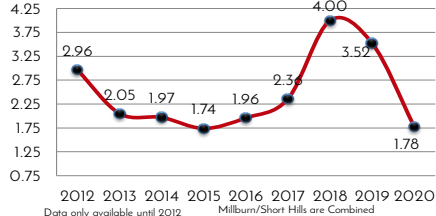
Short Hills Yearly Market Trends



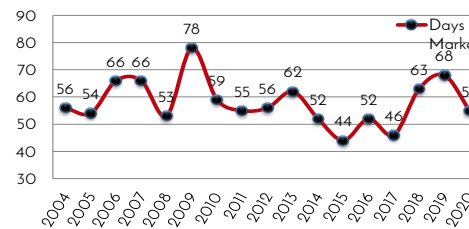
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

