

Short Hills

March 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	868 Morris Turnpike	Ranch	3	3.0	52	\$698,000	\$698,000	\$698,000	100.00%	\$575,000	1.21
2	301 Glen Avenue	Tudor	3	2.0	15	\$825,000	\$825,000	\$850,000	103.03%	\$1,055,800	0.81
3	69 Whitney Road	Colonial	4	2.1	122	\$995,000	\$939,900	\$925,000	98.41%	\$1,136,800	0.81
4	116 Wellington Avenue	Colonial	3	2.1	135	\$925,000	\$939,000	\$925,000	98.51%	\$926,200	1.00
5	1 Alexander Lane	SplitLev	4	2.1	152	\$1,067,000	\$1,047,000	\$990,500	94.60%	\$916,400	1.08
6	6 Keats Road	SplitLev	4	2.0	13	\$995,000	\$995,000	\$1,035,000	104.02%	\$934,700	1.11
7	100 Whitney Road	Tudor	3	2.1	9	\$950,000	\$950,000	\$1,050,000	110.53%	\$1,060,000	0.99
8	28 Canterbury Lane	Colonial	4	2.1	8	\$1,070,000	\$1,070,000	\$1,070,000	100.00%	\$906,300	1.18
9	261 Dale Drive	Ranch	3	2.1	14	\$1,250,000	\$1,250,000	\$1,175,000	94.00%	\$1,201,100	0.98
10	72 Oakview Terrace	Colonial	4	2.1	17	\$1,248,888	\$1,248,888	\$1,180,000	94.48%	\$935,400	1.26
11	24 Ridge Terrace	Colonial	4	3.1	8	\$1,150,000	\$1,150,000	\$1,225,000	106.52%	\$927,900	1.32
12	76 Seminole Way	SplitLev	5	3.1	30	\$1,399,000	\$1,399,000	\$1,360,000	97.21%	\$1,299,800	1.05
13	33 Kean Road	Ranch	4	3.2	58	\$1,448,000	\$1,398,000	\$1,375,000	98.35%	\$1,200,000	1.15
14	264 Long Hill Drive	Custom	5	2.1	56	\$1,450,000	\$1,450,000	\$1,407,000	97.03%	\$1,307,300	1.08
15	56 Woodcrest Avenue	Tudor	4	2.1	193	\$1,650,000	\$1,470,000	\$1,465,000	99.66%	\$1,501,800	0.98
16	8 Kean Road	Colonial	6	4.1	3	\$1,575,000	\$1,575,000	\$1,573,250	99.89%	\$1,504,700	1.05
17	65 Coniston Road	Colonial	4	4.1	11	\$1,550,000	\$1,550,000	\$1,668,000	107.61%	\$1,830,000	0.91
18	47 Barnsdale Road	Colonial	5	4.1	7	\$1,985,000	\$1,985,000	\$1,995,000	100.50%	\$1,827,400	1.09
19	210 Highland Avenue	Colonial	6	3.2	27	\$2,195,000	\$2,195,000	\$2,295,000	104.56%	\$2,213,900	1.04
20	284 Hobart Avenue	Colonial	7	6.1	196	\$2,399,000	\$2,348,000	\$2,320,000	98.81%		

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21	50 Hilltop Road	Colonial	6	7.1	159	\$2,895,000	\$2,795,000	\$2,620,000	93.74%	\$2,850,000	0.92
22	35 Lakeview Avenue	Colonial	5	5.2	146	\$2,875,000	\$2,750,000	\$2,660,000	96.73%	\$2,886,900	0.92
23	118 N Forest Drive	Custom	8	5.2	161	\$3,150,000	\$2,795,000	\$2,800,000	100.18%	\$3,506,800	0.80
24	18 Joanna Way	Colonial	6	6.1	1	\$3,400,000	\$3,400,000	\$3,400,000	100.00%	\$2,806,400	1.21
AVERAGE					66	\$1,631,037	\$1,592,616	\$1,585,906	99.93%		1.04

Active Listings in Short Hills

Number of Units: 46
 Average List Price: \$2,490,196
 Average Days on Market: 54

Under Contract Listings in Short Hills

Number of Units: 55
 Average List Price: \$1,861,142
 Average Days on Market: 39

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	66										53
List Price	\$1,548,043	\$1,900,143	\$1,592,616										\$ 1,613,496
Sales Price	\$1,533,793	\$1,767,571	\$1,585,906										\$ 1,587,259
SP:LP%	99.28%	94.80%	99.93%										98.99%
SP to AV	1.05	0.91	1.04										1.03
# Units Sold	23	7	24										54
3 Mo Rate of Ab	1.37	1.69	2.62										1.89
Active Listings	35	38	46										40
Under Contracts	25	36	55										39

Flashback! YTD 2020 vs YTD 2021

YTD	2020	2021	% Change
DOM	83	53	-36.30%
Sales Price	\$1,513,203	\$1,587,259	4.89%
LP:SP	97.40%	98.99%	1.64%
SP:AV	0.864	1.027	18.84%



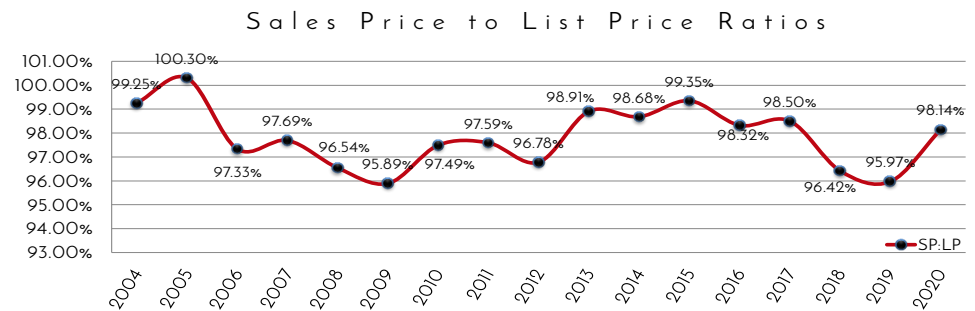
YTD	2020	2021	% Change
# Units Sold	32	54	68.75%
Rate of Ab 3 Mo	5.66	2.62	-53.71%
Actives	83	46	-44.58%
Under Contracts	37	55	48.65%

Short Hills Yearly Market Trends

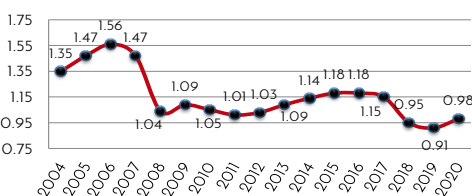


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,892	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,507	\$1,624,512	
SP	\$1,323,842	\$1,470,808	\$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	\$1,488,105	\$1,587,185

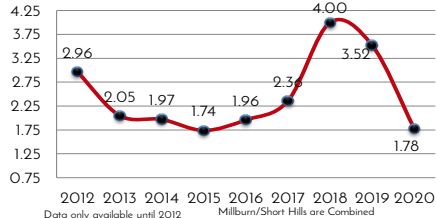
Short Hills Yearly Market Trends



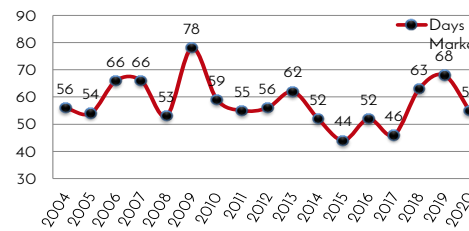
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

