

Short Hills

December 2024 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	25 Baltusrol Way	Colonial	3	2.1	51	\$1,180,000	\$1,050,000	\$1,015,000	96.67%	\$904,400	1.12
2	111 Short Hills Avenue	Colonial	4	3.1	9	\$1,249,000	\$1,249,000	\$1,460,101	116.90%	\$861,600	1.69
3	2 E Hartshorn Drive	Custom	4	4.1	11	\$1,879,000	\$1,879,000	\$1,890,000	100.59%	Renovated	
4	20 Byron Road	Colonial	4	3.1	7	\$1,950,000	\$1,950,000	\$1,950,000	100.00%	\$1,165,400	1.67
5	25 Woodland Road	Colonial	4	3.2	8	\$1,800,000	\$1,800,000	\$1,950,000	108.33%	\$995,800	1.96
6	7 Falmouth Street	RanchExp	4	3.1	13	\$1,950,000	\$1,950,000	\$2,310,000	118.46%	\$1,273,700	1.81
7	333 Oxford Drive	RanchExp	5	4.1	4	\$2,400,000	\$2,400,000	\$2,410,000	100.42%	\$1,850,600	1.30
8	25 Sinclair Terrace	Ranch	4	4.1	12	\$2,188,000	\$2,188,000	\$2,510,000	114.72%	\$1,350,000	1.86
9	58 Minnisink Road	Colonial	6	7.2	43	\$3,650,000	\$3,650,000	\$3,330,000	91.23%	\$2,709,300	1.23
10	23 Great Hills Terrace	Colonial	7	6.1	99	\$4,179,000	\$3,890,000	\$3,550,000	91.26%	New	
11	15 Hillside Avenue	Colonial	7	8.2	14	\$7,925,000	\$7,925,000	\$8,250,000	104.10%	\$4,121,500	2.00
AVERAGE					25	\$2,759,091	\$2,721,000	\$2,784,100	103.88%		1.63

"Active" Listings in Short Hills

Number of Units: 8
 Average List Price: \$3,910,875
 Average Days on Market: 134

"Under Contract" Listings in Short Hills

Number of Units: 14
 Average List Price: \$2,613,000
 Average Days on Market: 39

Short Hills 2024 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	12	29	19	21	26	18	25	18	19	46	53	25	25
List Price	\$3,816,000	\$2,733,250	\$1,911,200	\$2,165,346	\$1,849,491	\$1,920,176	\$2,473,192	\$2,127,143	\$2,649,400	\$4,090,429	\$2,986,667	\$2,721,000	\$2,406,861
Sales Price	\$3,800,000	\$2,802,025	\$1,902,929	\$2,292,280	\$1,921,750	\$2,046,353	\$2,527,212	\$2,237,980	\$2,670,300	\$4,110,571	\$3,014,250	\$2,784,100	\$2,474,318
SP:LP%	99.33%	102.88%	100.69%	109.34%	105.28%	108.14%	104.81%	107.40%	104.69%	101.66%	101.76%	103.88%	105.08%
SP to AV	1.34	1.51	1.32	1.48	1.42	1.58	1.49	1.51	1.53	1.61	1.44	1.63	1.49
# Units Sold	3	4	14	17	12	17	26	21	10	7	12	11	154
3 Mo Rate of Ab	1.43	1.89	1.89	2.28	1.64	1.71	1.30	0.61	1.54	1.28	1.19	0.81	1.46
Active Listings	16	19	17	26	31	20	21	13	23	16	12	8	19
Under Contracts	18	23	30	31	35	35	26	15	17	22	20	14	24

Flashback! YTD 2023 vs YTD 2024

YTD	2023	2024	% Change
DOM	21	25	16.08%
Sales Price	\$2,216,895	\$2,474,318	11.61%
LP:SP	105.99%	105.08%	-0.86%
SP:AV	1.37	1.49	9.07%

Prominent Properties

Sotheby's
INTERNATIONAL REALTY

YTD	2023	2024	% Change
# Units Sold	153	154	0.65%
Rate of Ab 3 Mo	1.75	1.46	-16.45%
Actives	22	19	-13.95%
Under Contracts	22	24	7.52%

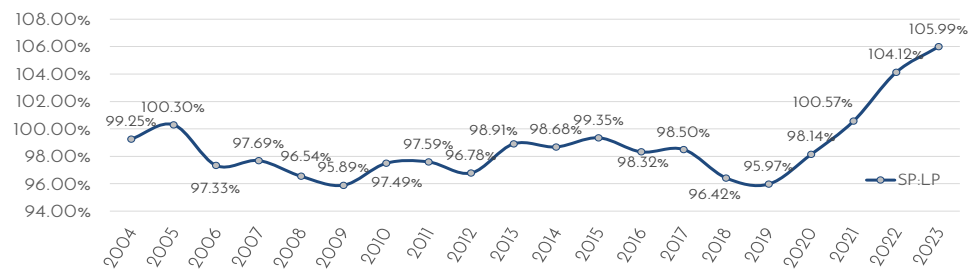
Short Hills Yearly Market Trends

Average List Price vs. Sales Price

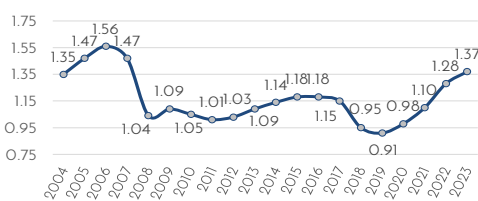


Short Hills Yearly Market Trends

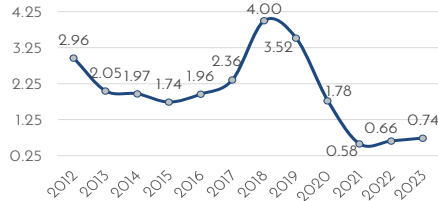
Sales Price to List Price Ratios



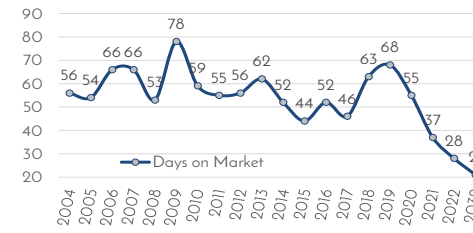
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

