

Short Hills

July 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	74 Meadowbrook Rdoad	Colonial	3	3.1	35	\$829,000	\$829,000	\$820,000	98.91%	\$786,300	1.04
2	10 Glenwood Drive	Colonial	4	1.1	9	\$850,000	\$850,000	\$825,000	97.06%	\$821,100	1.00
3	105 White Oak Ridge Road	Split Level	4	3.0	10	\$925,000	\$925,000	\$900,000	97.30%	\$1,036,800	0.87
4	30 Baltusrol Way	Ranch	3	2.1	15	\$850,000	\$850,000	\$900,911	105.99%	\$882,300	1.02
5	101 Old Hollow Road	Ranch	3	2.1	7	\$899,500	\$899,500	\$940,000	104.50%	\$899,000	1.05
6	99 Meadowbrook Road	Colonial	4	2.2	8	\$958,000	\$958,000	\$999,900	104.37%	\$807,700	1.24
7	16 Birchwood Drive	Custom	4	2.0	28	\$1,098,000	\$1,098,000	\$1,055,000	96.08%	\$897,700	1.18
8	304 Forest Drive S	Colonial	5	3.1	70	\$1,348,000	\$1,245,000	\$1,150,000	92.37%	\$1,363,000	0.84
9	49 Elmwood Place	Colonial	4	2.1	16	\$1,075,000	\$1,075,000	\$1,175,000	109.30%	\$967,300	1.21
10	59 Whitney Road	Colonial	4	2.2	11	\$1,298,000	\$1,298,000	\$1,375,000	105.93%	\$1,156,500	1.19
11	11 E Hartshorn Drive	Ranch	4	4.0	22	\$1,449,000	\$1,449,000	\$1,449,000	100.00%	\$1,167,700	1.24
12	61 Spenser Drive	Colonial	4	3.2	25	\$1,450,000	\$1,450,000	\$1,455,000	100.34%	\$1,234,600	1.18
13	19 Park Circle	Colonial	4	4.1	5	\$1,398,000	\$1,398,000	\$1,518,000	108.58%	\$1,269,400	1.20
14	100 Westview Road	Custom	4	2.1	6	\$1,449,000	\$1,449,000	\$1,570,000	108.35%	\$1,155,500	1.36
15	42 Western Drive	Colonial	7	5.1	25	\$1,750,000	\$1,750,000	\$1,700,000	97.14%	\$2,237,300	0.76
16	12 Taylor Road	Colonial	4	3.1	10	\$1,475,000	\$1,475,000	\$1,705,000	115.59%	\$1,316,800	1.29
17	28 Tioga Pass	Split Level	4	3.2	10	\$1,575,000	\$1,575,000	\$1,725,000	109.52%	\$1,567,000	1.10
18	28 Cayuga Way	Split Level	5	3.1	8	\$1,595,000	\$1,595,000	\$1,775,000	111.29%	\$1,534,300	1.16
19	30 Delwick Lane	Tudor	5	3.2	80	\$1,999,999	\$1,999,999	\$1,860,000	93.00%	\$1,775,700	1.05
20	280 Forest Drive South	Colonial	5	5.0	9	\$1,588,000	\$1,588,000	\$1,880,000	118.39%	\$1,437,300	1.31
21	75 Woodfield Drive	RanchExp	4	5.1	10	\$1,849,000	\$1,849,000	\$1,935,589	104.68%	\$1,837,400	1.05
22	10 Pond View Court	Custom	5	3.3	1	\$2,050,000	\$2,050,000	\$2,050,000	100.00%	\$1,764,000	1.16
23	374 White Oak Ridge Road	Colonial	5	5.1	32	\$2,150,000	\$2,150,000	\$2,128,000	98.98%	\$1,862,600	1.14
24	110 Hartshorn Drive	Custom	5	4.2	74	\$2,488,000	\$2,325,000	\$2,265,000	97.42%	\$1,859,900	1.22
25	204 Long Hill Drive	Custom	6	4.1	4	\$2,350,000	\$2,350,000	\$2,425,000	103.19%		

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26	50 Montview Avenue	Custom	5	4.1	9	\$2,295,000	\$2,295,000	\$2,500,000	108.93%	\$1,725,000	1.45
27	24 Adams Avenue	Colonial	5	4.1	8	\$2,295,000	\$2,295,000	\$2,505,000	109.15%	\$2,489,700	1.01
28	40 Twin Oak Road	Custom	6	4.2	85	\$3,195,000	\$3,195,000	\$2,600,000	81.38%	\$2,707,900	0.96
29	21 Slope Drive	Colonial	5	4.1	32	\$2,500,000	\$2,500,000	\$2,610,000	104.40%	\$2,200,000	1.19
30	75 Hemlock Road	Colonial	6	5.1	9	\$2,395,000	\$2,395,000	\$2,610,000	108.98%	\$2,242,800	1.16
31	38 Slope Drive	Colonial	6	6.2	21	\$2,750,000	\$2,650,000	\$2,750,000	103.77%	\$2,700,000	1.02
32	168 Highland Avenue	Colonial	7	5.3	15	\$2,875,000	\$2,875,000	\$2,875,000	100.00%	\$2,524,800	1.14
33	65 Lake Road	Colonial	5	5.1	20	\$2,850,000	\$2,850,000	\$2,900,000	101.75%	\$2,499,200	1.16
34	20 Inverness Court	Colonial	6	5.1	31	\$2,989,000	\$2,989,000	\$2,989,000	100.00%	\$2,395,000	1.25
35	105 South Terrace	Colonial	6	5.2	43	\$3,495,000	\$3,495,000	\$3,150,000	90.13%	\$4,045,100	0.78
36	276 Hobart Avenue	Tudor	6	5.3	58	\$3,475,000	\$3,475,000	\$3,200,000	92.09%	\$2,000,000	1.60
37	6 Delwick Lane	Colonial	7	7.2	12	\$3,195,000	\$3,195,000	\$3,250,000	101.72%	\$2,850,000	1.14
38	72 Seminole Way	Colonial	7	6.1	1	\$3,800,000	\$3,800,000	\$3,800,000	100.00%	\$3,174,900	1.20
39	33 Brooklawn Drive	Colonial	7	7.3	1	\$5,200,000	\$5,200,000	\$5,200,000	100.00%	\$4,010,300	1.30
AVERAGE					22	\$2,052,705	\$2,043,320	\$2,064,626	102.07%		1.14

"Active" Listings in Short Hills

Number of Units: 45
 Average List Price: \$2,732,598
 Average Days on Market: 64

"Under Contract" Listings in Short Hills

Number of Units: 36
 Average List Price: \$1,601,336
 Average Days on Market: 37

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	49	28	35	22						38
List Price	\$1,548,043	\$1,900,143	\$1,592,616	\$2,064,229	\$1,616,607	\$1,858,802	\$2,043,320						\$ 1,810,949
Sales Price	\$1,533,793	\$1,767,571	\$1,585,906	\$2,022,071	\$1,620,196	\$1,874,056	\$2,064,626						\$ 1,806,334
SP:LP%	99.28%	94.80%	99.93%	99.30%	101.38%	101.36%	102.07%						100.56%
SP to AV	1.05	0.91	1.04	1.12	1.13	1.12	1.14						1.10
# Units Sold	23	7	24	21	28	36	39						178
3 Mo Rate of Ab	1.37	1.69	2.62	2.86	2.09	1.68	1.34						1.95
Active Listings	35	38	46	58	52	50	45						46
Under Contracts	25	36	55	65	71	57	36						49

Flashback! YTD 2020 vs YTD 2021

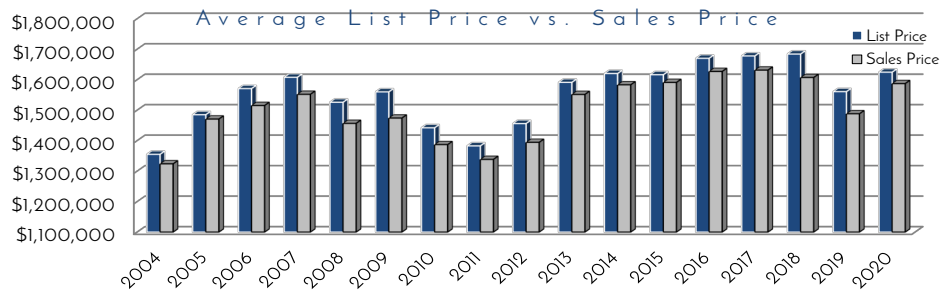
YTD	2020	2021	% Change
DOM	63	38	-39.42%
Sales Price	\$1,571,332	\$1,806,334	14.96%
LP:SP	97.22%	100.56%	3.43%
SP:AV	0.96	1.10	14.26%

Prominent Properties

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INTERNATIONAL REALTY

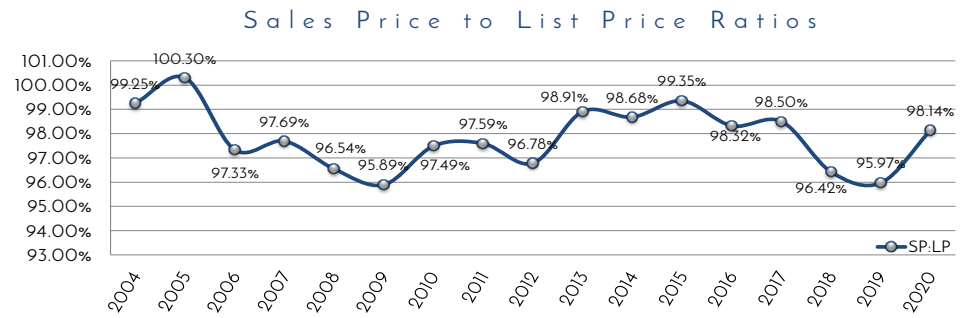
YTD	2020	2021	% Change
# Units Sold	116	178	53.45%
Rate of Ab 3 Mo	3.95	1.34	-66.08%
Actives	93	45	-51.61%
Under Contracts	59	36	-38.98%

Short Hills Yearly Market Trends

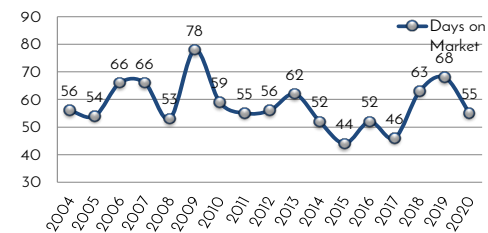


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
LP	\$1,355,028	\$1,485,027	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512	\$1,571,332
SP	\$1,323,842	\$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	\$1,587,185

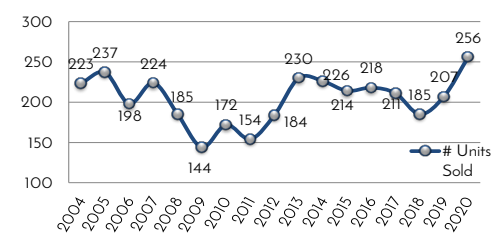
Short Hills Yearly Market Trends



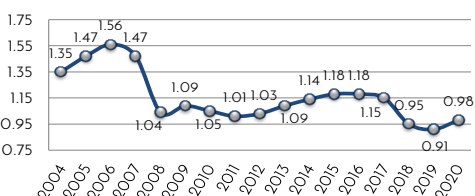
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

