

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	45 Pine Terrace East	Colonial	4	2.1	28	\$749,000	\$749,000	\$800,500	106.88%	\$841,900	0.95
2	67 Short Hills Avenue	Colonial	4	2.1	8	\$798,000	\$798,000	\$820,000	102.76%	\$867,900	0.94
3	59 Wellington Avenue	Colonial	4	2.1	55	\$998,888	\$849,999	\$830,000	97.65%	\$860,300	0.96
4	111 Short Hills Avenue	Colonial	4	3.1	1	\$950,000	\$950,000	\$950,000	100.00%	\$861,600	1.10
5	25 Haddonfield Road	Colonial	3	3.1	21	\$1,150,000	\$1,150,000	\$1,105,000	96.09%	\$1,126,500	0.98
6	12 Whitney Road	Colonial	5	3.1	8	\$1,150,000	\$1,150,000	\$1,134,000	98.61%	\$1,133,700	1.00
7	17 Woodstone Circle	MultiFlr	3	3.1	20	\$1,229,000	\$1,229,000	\$1,150,000	93.57%	\$1,215,100	0.95
8	6 Meadowbrook Road	Colonial	4	2.2	12	\$1,029,000	\$1,029,000	\$1,200,000	116.62%	\$864,700	1.39
9	20 Winding Way	Colonial	4	2.1	12	\$1,295,000	\$1,295,000	\$1,325,000	102.32%	\$982,800	1.35
10	6 Andover Drive	Colonial	4	2.1	11	\$1,299,000	\$1,299,000	\$1,338,000	103.00%	\$969,700	1.38
11	59 Old Short Hills Road	Colonial	5	3.1	11	\$1,480,000	\$1,480,000	\$1,450,000	97.97%	\$1,282,000	1.13
12	29 Pine Terrace East	Colonial	5	4.1	14	\$1,495,000	\$1,495,000	\$1,600,000	107.02%	\$1,350,000	1.19
13	75 Westview Road	Custom	5	4.2	20	\$1,699,100	\$1,699,100	\$1,650,000	97.11%	\$1,468,000	1.12
14	377 Hartshorn Drive	Custom	5	4.0	10	\$1,439,000	\$1,439,000	\$1,655,000	115.01%	\$1,312,600	1.26
15	17 Deer Path	Colonial	4	4.0	31	\$1,699,999	\$1,699,999	\$1,740,000	102.35%	\$1,509,800	1.15
16	23 Tall Pine Lane	Contemp	5	4.2	44	\$1,899,000	\$1,899,000	\$1,790,000	94.26%	\$1,999,000	0.90
17	9 Harvey Drive	Colonial	5	4.1	15	\$1,795,000	\$1,795,000	\$1,800,000	100.28%	\$1,499,000	1.20
18	54 Forest Drive North	Colonial	5	3.2	63	\$1,825,000	\$1,825,000	\$1,835,000	100.55%	\$1,664,300	1.10
19	50 Coniston Road	Colonial	5	4.1	268	\$2,500,000	\$2,088,000	\$1,886,000	90.33%	\$2,005,000	0.94
20	38 Hickory Road	Custom	5	5.1	54	\$2,188,000	\$2,088,000	\$2,055,002	98.42%	\$2,377,400	0.86

# Short Hills

## August 2021 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	36 Watchung Road	RanchExp	5	7.1	11	\$1,995,000	\$1,995,000	\$2,150,000	107.77%	\$1,700,000	1.26
22	39 Delwick Lane	Custom	5	5.1	11	\$2,495,000	\$2,295,000	\$2,265,000	98.69%	\$2,202,500	1.03
23	7 Delwick Lane	Colonial	5	4.1	9	\$2,225,000	\$2,225,000	\$2,365,000	106.29%	\$1,947,500	1.21
24	195 Highland Avenue	Colonial	6	4.2	13	\$2,650,000	\$2,650,000	\$2,500,000	94.34%	\$2,515,500	0.99
25	10 Byron Road	Colonial	6	5.1	8	\$2,549,000	\$2,549,000	\$2,559,000	100.39%	\$2,246,100	1.14
26	261 Hartshorn Drive	Contemp	6	8.3	90	\$3,688,000	\$3,688,000	\$3,365,000	91.24%	\$3,600,000	0.93
27	16 Beechcroft Road	Colonial	7	6.1	27	\$4,100,000	\$4,100,000	\$4,100,000	100.00%		
28	275 Hartshorn Drive	Colonial	7	7.1	36	\$4,488,000	\$4,488,000	\$4,350,000	96.93%	\$3,800,000	1.14
29	25 Wells Lane	Custom	6	8.2	57	\$5,395,000	\$5,395,000	\$5,200,000	96.39%	\$3,853,500	1.35
<b>AVERAGE</b>					33	\$2,008,724	\$1,979,038	\$1,964,397	100.44%		1.10

### *"Active"* Listings in Short Hills

Number of Units: 38  
 Average List Price: \$2,842,974  
 Average Days on Market: 81

### *"Under Contract"* Listings in Short Hills

Number of Units: 34  
 Average List Price: \$1,429,791  
 Average Days on Market: 44

# 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	33					37
List Price	\$1,548,043	\$1,900,143	\$1,592,616	\$2,064,229	\$1,616,607	\$1,858,802	\$2,043,320	\$1,979,038					\$1,834,498
Sales Price	\$1,533,793	\$1,767,571	\$1,585,906	\$2,022,071	\$1,620,196	\$1,874,056	\$2,064,626	\$1,964,397					\$1,828,478
SP:LP%	99.28%	94.80%	99.93%	99.30%	101.38%	101.36%	102.07%	100.44%					100.54%
SP to AV	1.05	0.91	1.04	1.12	1.13	1.12	1.14	1.10					1.10
# Units Sold	23	7	24	21	28	36	39	29					207
3 Mo Rate of Ab	1.37	1.69	2.62	2.86	2.09	1.68	1.34	1.15					1.85
Active Listings	35	38	46	58	52	50	45	38					45
Under Contracts	25	36	55	65	71	57	36	34					47

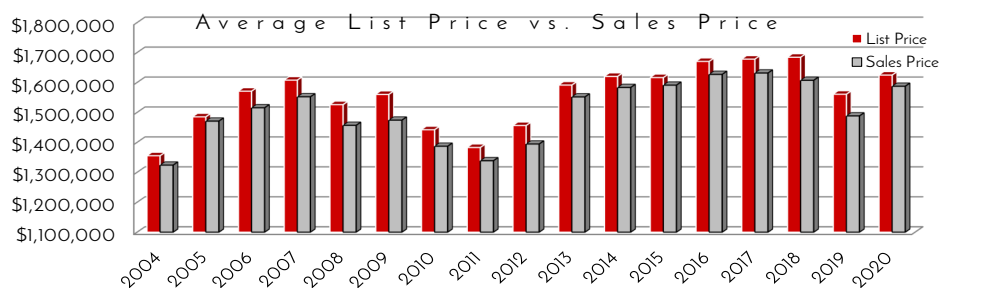
## Flashback! YTD 2020 vs YTD 2021

YTD	2020	2021	% Change
DOM	59	37	-36.84%
Sales Price	\$1,607,782	\$1,828,478	13.73%
LP:SP	97.77%	100.54%	2.83%
SP:AV	0.97	1.10	13.02%



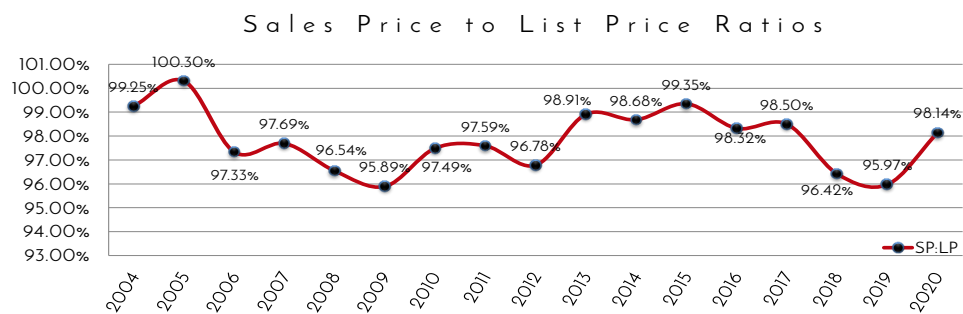
YTD	2020	2021	% Change
# Units Sold	158	207	31.01%
Rate of Ab 3 Mo	2.30	1.15	-50.00%
Actives	75	38	-49.33%
Under Contracts	48	34	-29.17%

## 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	\$1,570,733	\$1,607,645	\$1,525,892	\$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
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

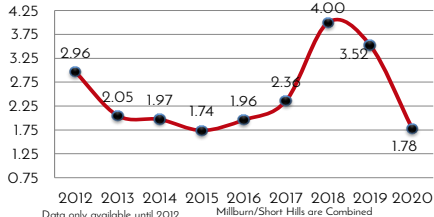
## Short Hills Yearly Market Trends



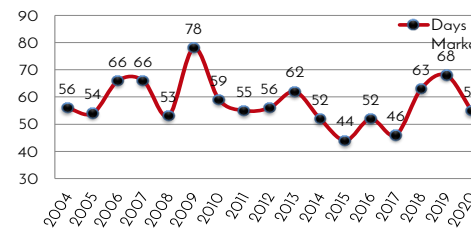
### Sales Price to Assessed Value Ratio



### 12 Month Rate of Absorption



### Average Days on Market



### Number of Units Sold

