

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	341 Old Short Hills Road	CapeCod	3	2.0	52	\$865,000	\$865,000	\$830,000	95.95%	\$918,100	0.90
2	72 Great Hills Road	Custom	3	2.1	47	\$959,000	\$899,000	\$882,500	98.16%	\$1,039,200	0.85
3	73 Stony Lane	Colonial	3	2.1	13	\$975,000	\$975,000	\$955,000	97.95%	\$912,000	1.05
4	49 Whitney Road	Colonial	4	2.1	114	\$1,075,000	\$998,000	\$965,000	96.69%	\$1,125,000	0.86
5	8 Great Hills Terrace	Colonial	5	4.0	37	\$1,100,000	\$988,000	\$988,000	100.00%	\$1,252,100	0.79
6	9 Ferncliff Terrace	Colonial	5	3.2	30	\$1,149,000	\$1,149,000	\$1,075,000	93.56%	\$1,188,500	0.90
7	12 Marion Avenue	Colonial	4	2.1	15	\$1,199,000	\$1,199,000	\$1,300,000	108.42%	\$1,075,200	1.21
8	17 Hillside Way	Colonial	5	3.1	14	\$1,295,000	\$1,295,000	\$1,406,000	108.57%	\$1,615,400	0.87
9	358 Oxford Drive	Colonial	5	3.1	14	\$1,550,000	\$1,550,000	\$1,450,000	93.55%	\$1,616,100	0.90
10	34 Marion Avenue	Colonial	6	6.1	137	\$1,750,000	\$1,599,000	\$1,500,000	93.81%	\$1,286,300	1.17
11	44 E Hartshorn Drive	Colonial	7	6.1	77	\$2,250,000	\$2,190,000	\$2,080,000	94.98%	\$2,203,200	0.94
12	316 White Oak Ridge Road	Custom	6	6.1	1	\$2,295,000	\$2,295,000	\$2,150,000	93.68%		
<b>AVERAGE</b>					46	\$1,371,833	\$1,333,500	\$1,298,458	97.94%		0.95

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

Number of Units: 92  
 Average List Price: \$1,974,962  
 Average Days on Market: 83

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

Number of Units: 32  
 Average List Price: \$1,531,497  
 Average Days on Market: 77

# Short Hills 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	90	81	77	71	39	62	81	66	46				67
List Price	\$1,223,333	\$1,096,000	\$1,508,993	\$1,529,440	\$1,437,500	\$1,722,429	\$1,788,287	\$1,614,338	\$1,333,500				\$ 1,569,157
Sales Price	\$1,145,833	\$1,033,833	\$1,411,714	\$1,478,330	\$1,386,188	\$1,637,186	\$1,712,597	\$1,523,416	\$1,298,458				\$ 1,496,420
SP:LP%	94.99%	94.45%	93.57%	96.87%	96.50%	95.36%	96.60%	95.24%	97.94%				95.89%
SP to AV	0.83	0.84	0.84	0.94	0.93	0.91	0.97	0.88	0.95				0.91
# Units Sold	6	6	14	25	16	21	31	37	12				168
3 Mo Rate of Ab	6.29	8.81	10.12	9.60	7.38	5.82	4.78	3.10	3.19				6.57
Active Listings	101	124	132	150	149	132	114	105	92				122
Under Contracts	28	38	55	41	52	56	49	24	32				42

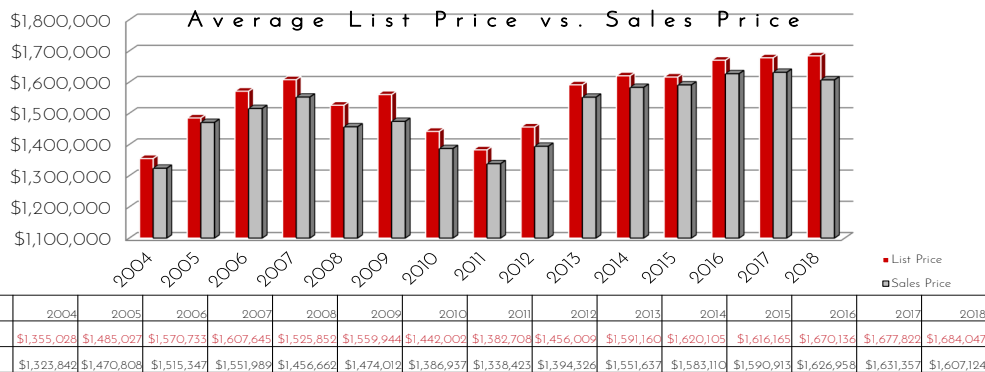
## Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	62	67	8.05%
Sales Price	\$1,652,622	\$1,496,420	-9.45%
LP:SP	96.77%	95.89%	-0.91%
SP:AV	0.97	0.91	-5.32%



YTD	2018	2019	% Change
# Units Sold	153	168	9.80%
Rate of Ab 3 Mo	5.06	3.19	-36.96%
Actives	121	92	-23.97%
Under Contracts	20	32	60.00%

## Short Hills Yearly Market Trends



## Short Hills Yearly Market Trends

