



KELLERWILLIAMS.

# Short Hills

## November 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	46 Pine Terrace E	Colonial	4	2.0	8	\$1,098,000	\$1,098,000	\$1,230,000	112.02%	\$878,700	1.40
2	235 Old Short Hills Road	Colonial	3	2.1	12	\$1,395,000	\$1,395,000	\$1,440,000	103.23%	\$1,172,200	1.23
3	474 White Oak Ridge Road	Bi-Level	4	2.1	81	\$1,499,900	\$1,499,900	\$1,450,000	96.67%	\$942,500	1.54
4	145 Parsonage Hill Road	Custom	4	2.0	6	\$1,390,000	\$1,390,000	\$1,475,000	106.12%	\$980,000	1.51
5	22 Athens Road	Custom	4	2.1	6	\$1,388,000	\$1,388,000	\$1,595,000	114.91%	\$1,124,400	1.42
6	93 Highland Avenue	Colonial	5	4.1	25	\$1,998,000	\$1,998,000	\$1,800,000	90.09%	\$1,362,500	1.32
7	14 Morningside Court	Colonial	4	3.1	9	\$1,500,000	\$1,500,000	\$1,875,000	125.00%	\$1,485,400	1.26
8	36 Park Place	Colonial	4	3.2	28	\$2,088,000	\$1,888,000	\$1,900,000	100.64%	\$1,490,400	1.27
9	27 Brooklawn Drive	Custom	5	6.0	9	\$1,895,000	\$1,895,000	\$2,105,000	111.08%	\$1,486,600	1.42
10	332 Lupine Way	Colonial	5	4.1	74	\$2,380,000	\$2,380,000	\$2,148,000	90.25%		
11	54 Falmouth Street	Colonial	6	5.2	8	\$2,900,000	\$2,900,000	\$3,250,000	112.07%	\$2,392,200	1.36
12	6 Great Oak Drive	Colonial	7	7.2	23	\$3,588,000	\$3,588,000	\$3,537,500	98.59%		
13	39 Richard Drive	Colonial	7	7.1	27	\$3,895,000	\$3,895,000	\$3,895,000	100.00%		
AVERAGE					24	\$2,078,069	\$2,062,685	\$2,130,808	104.67%		1.37

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

Number of Units: 11  
Average List Price: \$3,309,718  
Average Days on Market: 64

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

Number of Units: 11  
Average List Price: \$3,030,182  
Average Days on Market: 58

# Short Hills 2023 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	13	58	12	23	17	23	15	16	18	23	24		19
List Price	\$1,634,200	\$4,200,000	\$2,263,876	\$1,813,143	\$2,255,000	\$1,973,359	\$2,115,840	\$1,982,765	\$1,976,000	\$2,434,000	\$2,062,685		\$2,085,617
Sales Price	\$1,699,200	\$4,285,000	\$2,284,100	\$1,870,214	\$2,478,611	\$2,068,500	\$2,265,940	\$2,075,706	\$2,096,857	\$2,455,091	\$2,130,808		\$2,189,880
SP:LP%	104.82%	102.02%	102.37%	103.95%	112.57%	107.50%	107.57%	104.22%	106.50%	101.13%	104.67%		106.15%
SP to AV	1.22	0.00	1.27	1.04	1.45	1.37	1.39	1.39	1.42	1.34	1.37		1.37
# Units Sold	5	1	9	14	18	22	25	17	7	11	13		142
3 Mo Rate of Ab	1.76	2.53	3.83	3.08	1.86	1.50	1.11	0.66	1.38	1.42	1.02		1.83
Active Listings	17	28	33	30	28	22	24	16	21	18	11		23
Under Contracts	7	22	35	41	37	35	22	14	14	17	11		23

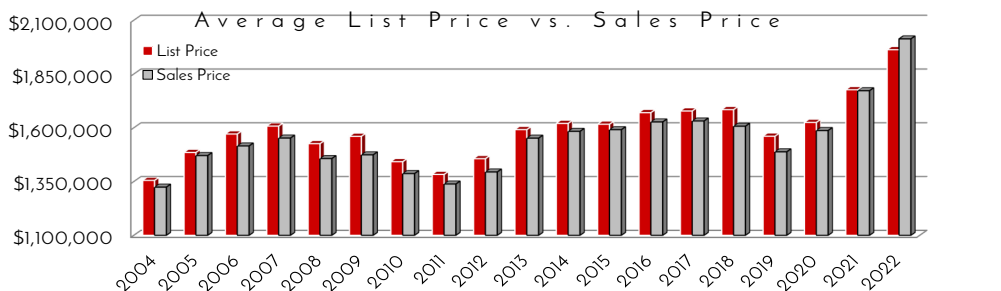
## Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	28	19	-31.02%
Sales Price	\$2,028,293	\$2,189,880	7.97%
LP:SP	104.37%	106.15%	1.71%
SP:AV	1.28	1.37	6.44%



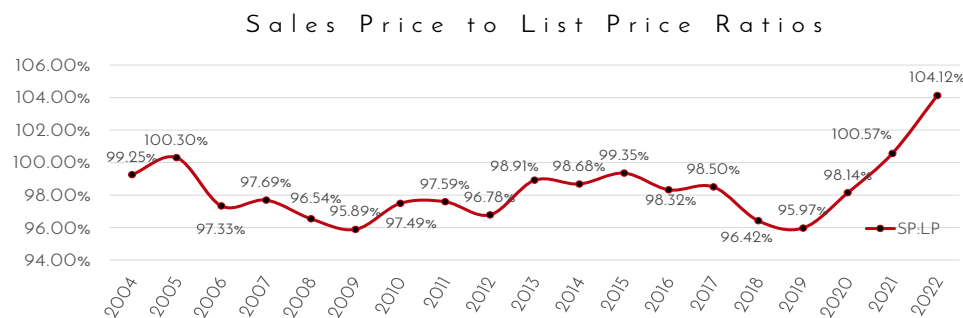
YTD	2022	2023	% Change
# Units Sold	190	142	-25.26%
Rate of Ab 3 Mo	1.44	1.83	27.45%
Actives	26	23	-12.98%
Under Contracts	33	23	-28.97%

## Short Hills Yearly Market Trends

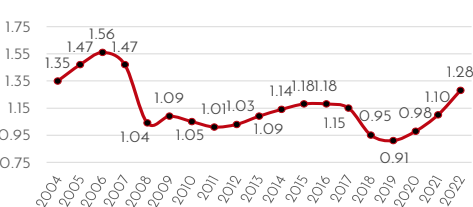


Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,850	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527	\$1,624,512	\$1,776,489	\$1,962,742
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	\$1,772,184	\$2,013,028

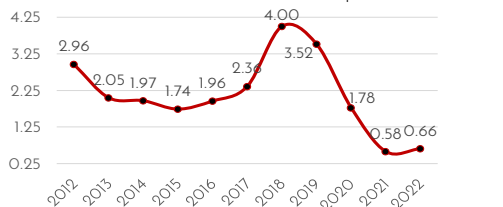
## Short Hills Yearly Market Trends



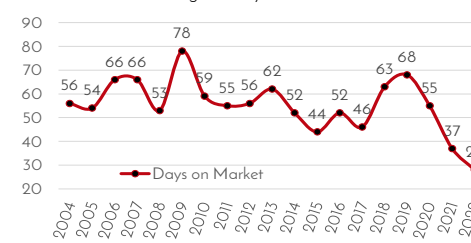
### Sales Price to Assessed Value Ratio



### 12 Month Rate of Absorption



### Average Days on Market



### Number of Units Sold

