



# Short Hills

## August 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	261 White Oak Ridge Road	Colonial	4	2.1	22	\$729,000	\$729,000	\$661,500	90.74%	\$713,400	0.93
2	21 Wayside	Cottage	3	2.1	61	\$699,000	\$699,000	\$681,907	97.55%	\$848,600	0.80
3	355 Old Short Hills Road	Ranch	3	2.1	34	\$879,000	\$849,000	\$825,000	97.17%	\$1,036,700	0.80
4	27 Glenwood Drive	Colonial	3	2.1	8	\$899,000	\$899,000	\$900,000	100.11%	\$998,600	0.90
5	26 Campbell Road	Colonial	4	2.1	22	\$979,000	\$945,000	\$930,000	98.41%	\$903,900	1.03
6	10 Brantwood Terrace	Custom	4	3.2	42	\$1,100,000	\$1,100,000	\$978,700	88.97%	\$1,412,000	0.69
7	117 Hobart Avenue	Colonial	5	2.2	254	\$1,125,000	\$1,075,000	\$1,040,000	96.74%	\$1,169,500	0.89
8	38 Richard Drive	Colonial	4	3.1	102	\$1,198,000	\$1,095,000	\$1,045,000	95.43%	\$1,283,900	0.81
9	18 Timber Acres Road	Colonial	5	5.1	60	\$1,150,000	\$1,150,000	\$1,070,000	93.04%	\$1,333,900	0.80
10	45 Woodcrest Avenue	Colonial	4	2.2	15	\$1,250,000	\$1,250,000	\$1,184,800	94.78%	\$1,228,700	0.96
11	1 Woodcrest Avenue	Colonial	5	3.0	129	\$1,298,000	\$1,250,000	\$1,200,000	96.00%	\$1,292,000	0.93
12	15 The Crescent	Colonial	5	3.1	106	\$1,398,000	\$1,299,000	\$1,200,000	92.38%	\$1,492,000	0.80
13	444 Old Short Hills Road	RanchExp	7	7.1	37	\$1,325,000	\$1,325,000	\$1,215,000	91.70%	\$1,969,800	0.62
14	102 Mohawk Road	Ranch	3	3.1	11	\$1,162,500	\$1,162,500	\$1,258,000	108.22%	\$1,373,600	0.92
15	45 North Road	Colonial	5	3.2	65	\$1,388,000	\$1,388,000	\$1,270,000	91.50%	\$1,456,100	0.87
16	326 Lupine Way	CapeCod	5	3.0	26	\$1,345,000	\$1,345,000	\$1,275,000	94.80%	\$1,307,200	0.98
17	31 Talbot Court	Colonial	5	4.1	14	\$1,265,000	\$1,265,000	\$1,285,000	101.58%	\$1,643,100	0.78
18	384 Long Hill Drive	Colonial	5	4.1	97	\$1,599,000	\$1,349,000	\$1,337,000	99.11%	\$2,169,300	0.62
19	24 Sherwood Road	Colonial	4	2.1	22	\$1,418,000	\$1,418,000	\$1,357,500	95.73%	\$1,615,400	0.84
20	95 Fairfield Drive	Colonial	5	3.1	64	\$1,488,000	\$1,428,000	\$1,375,000	96.29%	\$1,349,700	1.02
21	11 Fairfield Drive	Colonial	6	4.2	31	\$1,450,000	\$1,450,000	\$1,425,000	98.28%	\$1,591,400	0.90
22	17 Clive Hills Road	Colonial	5	3.2	85	\$1,688,000	\$1,499,000	\$1,465,000	97.73%	\$1,708,400	0.86
23	55 Cambridge Drive	Colonial	4	4.2	14	\$1,525,000	\$1,525,000	\$1,470,000	96.39%	\$1,638,200	0.90
24	167 Tennyson Drive	Split Level	5	3.1	15	\$1,479,000	\$1,479,000	\$1,476,000	99.80%	\$1,294,100	1.14
25	42 Jefferson Avenue	Colonial	6	3.1	183	\$1,698,000	\$1,595,000	\$1,487,500	93.26%	\$1,630,800	0.91

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26	20 Ferndale Road	Colonial	5	4.1	75	\$1,669,000	\$1,575,000	\$1,520,000	96.51%	\$1,795,900	0.85
27	260 Hartshorn Drive	Colonial	6	6.2	131	\$2,145,000	\$1,965,000	\$1,595,000	81.17%	\$2,359,800	0.68
28	21 Hampshire Road	Colonial	5	4.1	71	\$1,795,000	\$1,735,000	\$1,612,000	92.91%	\$1,792,300	0.90
29	26 Woodcrest Avenue	Colonial	5	4.2	91	\$1,988,000	\$1,698,000	\$1,621,500	95.49%	\$1,763,500	0.92
30	15 Marion Avenue	Colonial	5	3.1	135	\$1,779,000	\$1,779,000	\$1,645,000	92.47%	\$1,640,700	1.00
31	11 Lake Road	Colonial	5	5.0	63	\$1,975,000	\$1,875,000	\$1,810,000	96.53%	\$2,628,100	0.69
32	125 Farley Road	Colonial	6	5.1	22	\$1,999,000	\$1,999,000	\$1,900,000	95.05%	\$2,044,000	0.93
33	375 White Oak Ridge Road	Colonial	6	5.1	7	\$2,050,000	\$2,050,000	\$2,025,000	98.78%		
34	11 Washington Avenue	Colonial	6	5.2	195	\$2,595,000	\$2,100,000	\$2,100,000	100.00%	\$2,000,000	1.05
35	79 Minnisink Road	Colonial	7	7.2	40	\$3,698,000	\$3,698,000	\$3,375,000	91.27%	\$3,299,600	1.02
36	150 Hartshorn Drive	Colonial	7	8.1	52	\$3,888,000	\$3,888,000	\$3,400,000	87.45%	\$4,000,000	0.85
37	180 Highland Avenue	Colonial	6	7.1	30	\$4,800,000	\$4,800,000	\$4,350,000	90.63%	\$3,606,000	1.21
AVERAGE					66	\$1,673,392	\$1,614,338	\$1,523,416	95.24%		0.88

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

Number of Units: 105  
 Average List Price: \$1,780,830  
 Average Days on Market: 87

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

Number of Units: 24  
 Average List Price: \$1,624,288  
 Average Days on Market: 63

# 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					69
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					\$1,587,284
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					\$1,511,648
SP:LP%	94.99%	94.45%	93.57%	96.87%	96.50%	95.36%	96.60%	95.24%					95.73%
SP to AV	0.83	0.84	0.84	0.94	0.93	0.91	0.97	0.88					0.91
# Units Sold	6	6	14	25	16	21	31	37					156
3 Mo Rate of Ab	6.29	8.81	10.12	9.60	7.38	5.82	4.78	3.10					6.99
Active Listings	101	124	132	150	149	132	114	105					126
Under Contracts	28	38	55	41	52	56	49	24					43

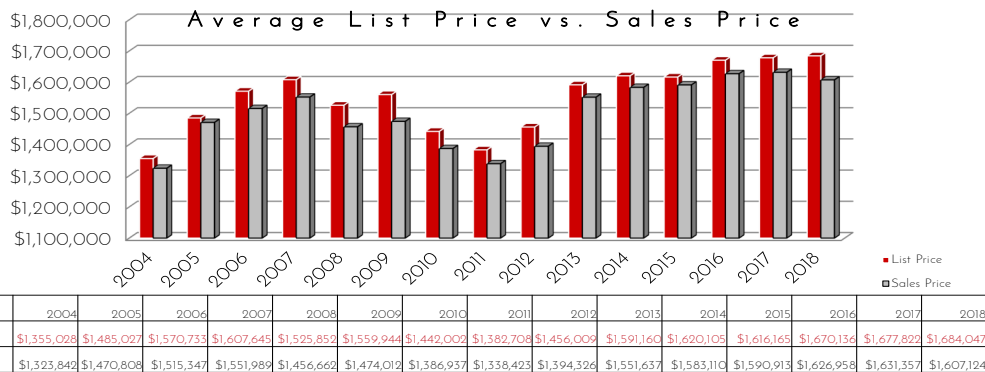
## Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	61	69	12.16%
Sales Price	\$1,646,934	\$1,511,648	-8.21%
LP:SP	97.08%	95.73%	-1.39%
SP:AV	0.97	0.91	-6.18%

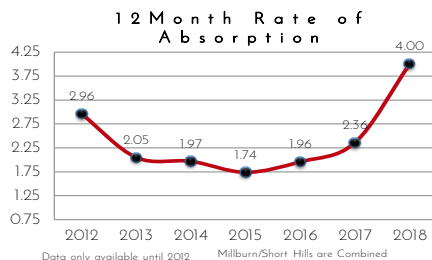
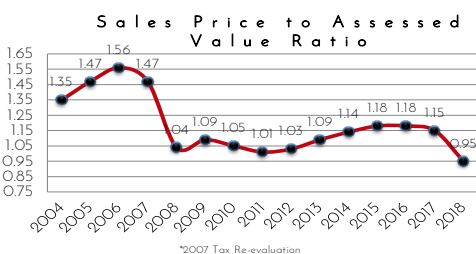
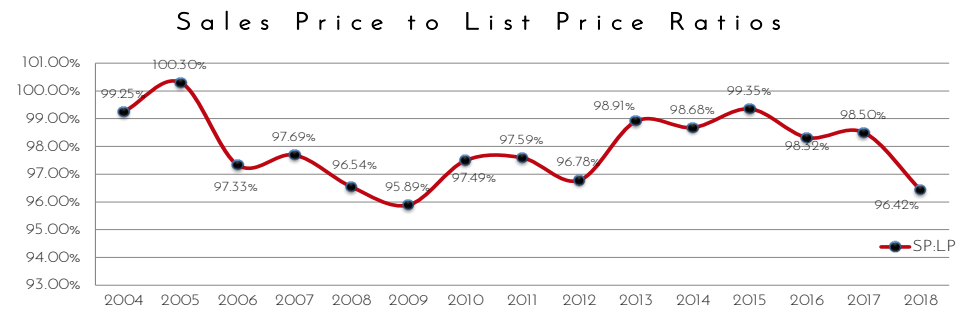


YTD	2018	2019	% Change
# Units Sold	141	156	10.64%
Rate of Ab 3 Mo	3.52	3.10	-11.93%
Actives	106	105	-0.94%
Under Contracts	22	24	9.09%

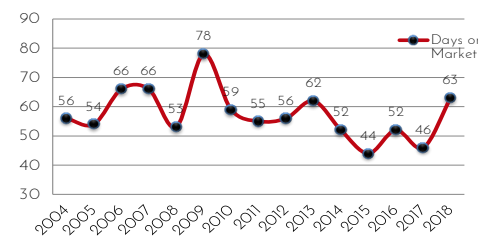
## Short Hills Yearly Market Trends



## Short Hills Yearly Market Trends



## Average Days on Market



## Number of Units Sold

