



h | THE
SARITTE HAREL
TEAM BRINGING PEOPLE HOME

YEAR OVER YEAR
REPORT
2013 - 2023

kw PREMIER
PROPERTIES
KELLERWILLIAMS®

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THE SARITTE HAREL TEAM

THE SARITTE HAREL TEAM: YEAR OVER YEAR REPORT

The Saritte Harel Team stands out in the local market with over 110 years of combined experience, providing invaluable guidance throughout the home transaction process. With a remarkable 75% or more of our business coming from repeat clients, our enduring relationships reflect our commitment to loyalty and integrity.

Finding homes for buyers and selling homes for clients isn't just my vocation, it's my passion. After 20 years, I still get excited about every transaction as if it were my first, and clients get the benefit of my experience.

Today, I lead a top performing team at Keller Williams Premier Properties in Short Hills. When it comes to the home buying and selling process, that means anticipating issues, removing obstacles, and negotiating vigorously on their behalf. Our goal is to make the process less stressful and more successful for clients. Based on our consecutive growth, we know our approach is working for clients. In the local real estate market, experience and reputation make all the difference.

Our clients expect the highest quality service and we deliver. Whether it is marketing a home for sale, outlining a bid strategy, or negotiating inspection issues, my team and I are with clients every step of the way. I am very proud that clients rely on us, a responsibility we take seriously.

I am passionate about bringing people home. If you are considering buying a home or selling a residence, know that my team and I will work tirelessly to get the deal done.

- Licensed New Jersey real estate sales associate for 20 Years
- New Jersey Realtors® Circle of Excellence 2007 - 2023 - Platinum Award past 11 years highest level awarded
- Ranked Top 1% of all NJ Realtors
- Top 5 Real Estate Brokers in NJ out of 25,000+ agents per GSMLS 2023
- Real Trends "America's Best Real Estate Agent" Awarded by Zillow and Trulia for 2014 - 2022
- BS degree from the Cornell University School of Hotel Administration

- Saritte Harel, Team Lead



Our Team

Our team is ranked in the top 5 NJ Realtors out of more than 25,000 agents* and in the top 1.5% of Agents nationwide**! We have achieved the NJ REALTORS® Circle of Excellence Sales Award for 14 years with 2023 being the 11th consecutive year reaching the Platinum Level, the highest level awarded*



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**SOUMYA
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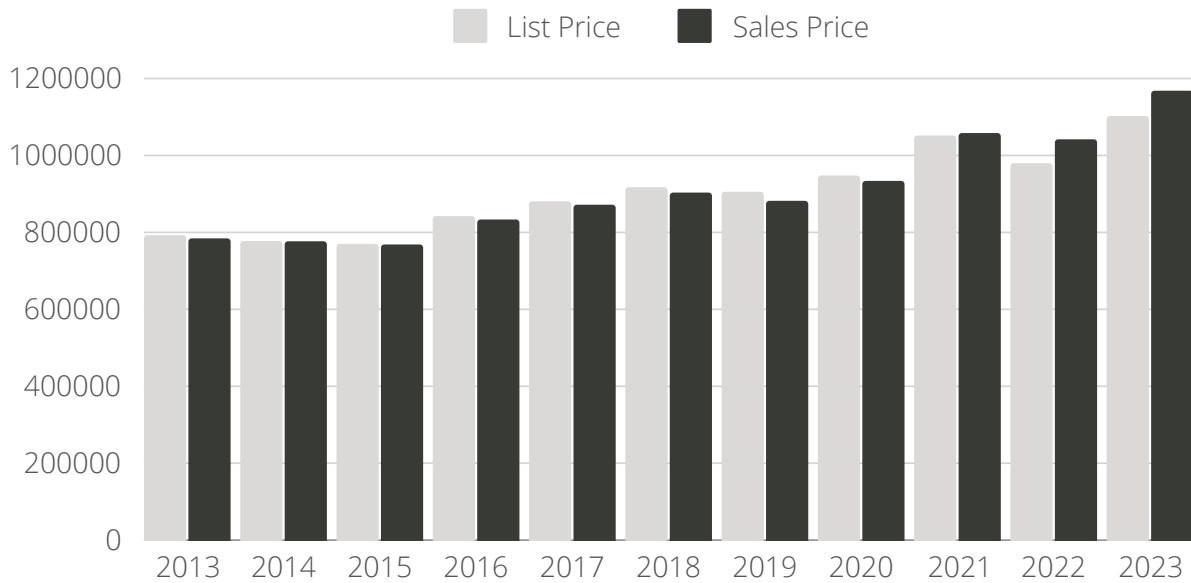
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**TERRY
VOIGT**

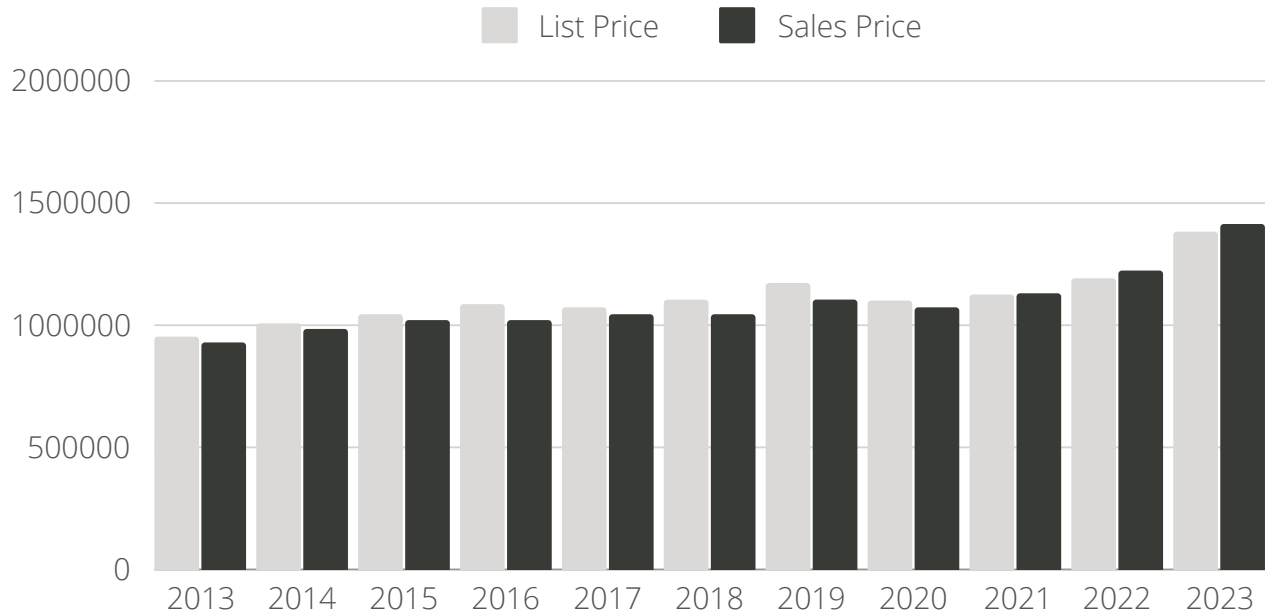
Realtor/Sales Associate
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917.861.9733

CHATHAM BOROUGH



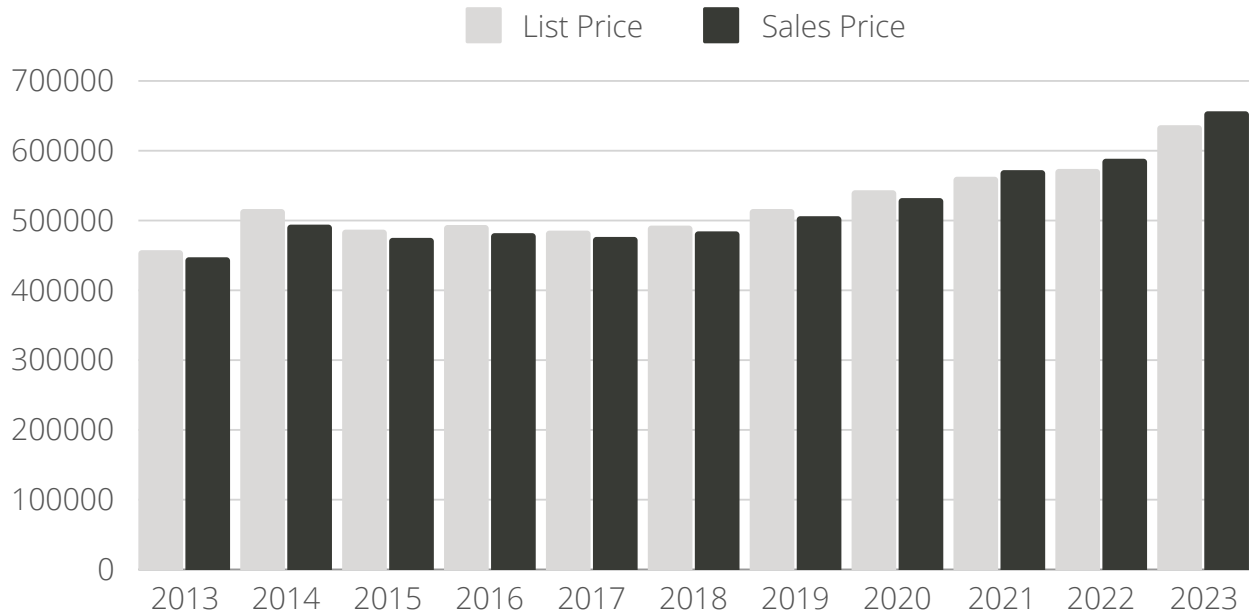
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$784,375	144	98.89%	42
2014	\$776,872	98	98.29%	40
2015	\$768,532	115	99.68%	48
2016	\$833,489	132	99.30%	47
2017	\$871,895	134	99.19%	41
2018	\$903,470	126	98.93%	43
2019	\$882,057	115	97.54%	52
2020	\$933,838	133	98.49%	48
2021	\$1,058,226	173	101.00%	35
2022	\$1,041,944	105	106.33%	29
2023	\$1,168,257	92	106.86%	19

CHATHAM TOWNSHIP



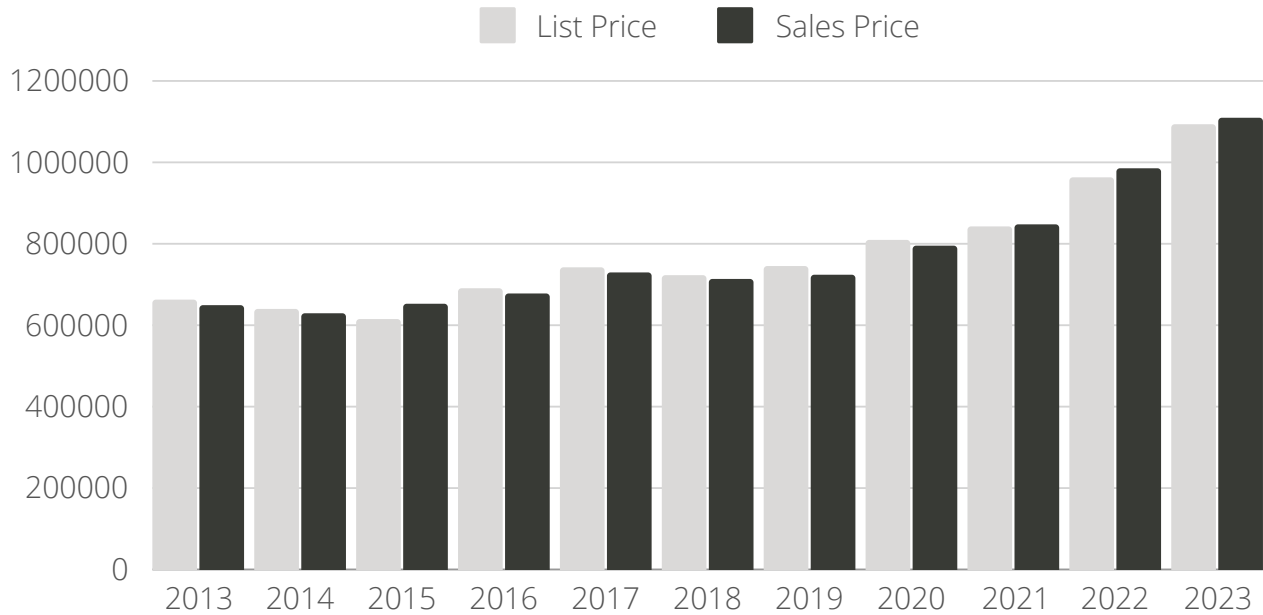
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$929,478	175	104.00%	68
2014	\$984,759	188	102.84%	52
2015	\$1,020,952	207	100.71%	51
2016	\$1,020,952	159	98.07%	50
2017	\$1,044,964	180	97.13%	56
2018	\$1,044,964	175	98.52%	45
2019	\$1,104,968	168	97.82%	58
2020	\$1,073,201	199	97.96%	56
2021	\$1,130,684	213	98.12%	32
2022	\$1,223,738	178	98.08%	33
2023	\$1,414,341	159	97.66%	29

HANOVER TOWNSHIP



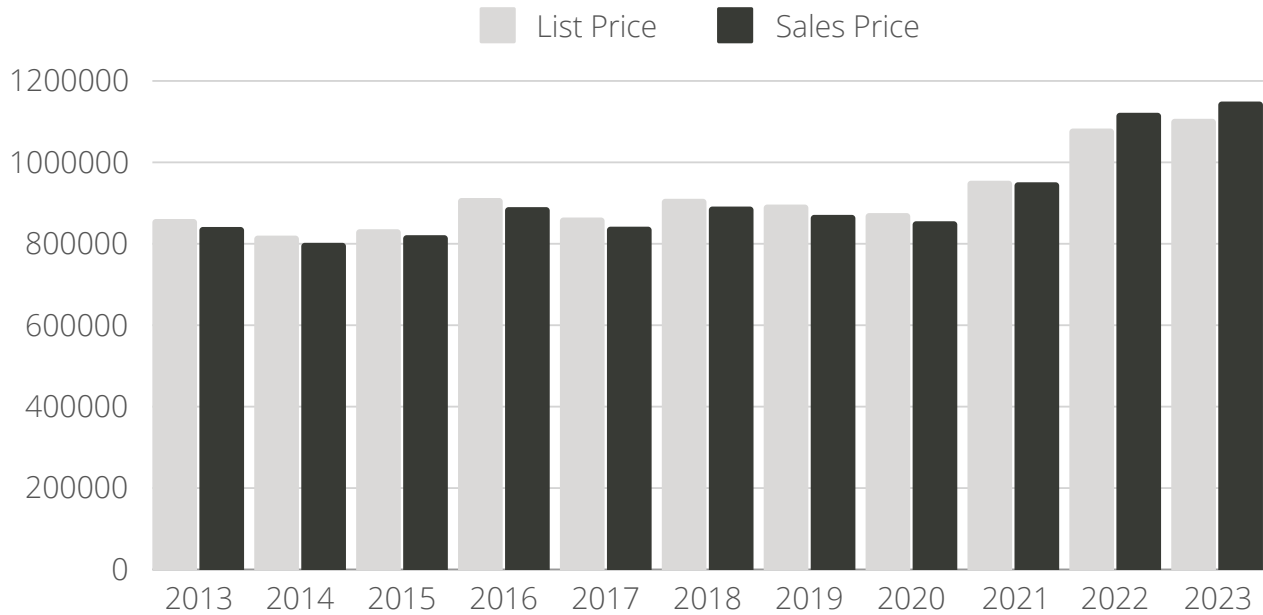
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$447,346	132	97.61%	72
2014	\$494,127	146	97.47%	59
2015	\$475,137	144	97.46%	54
2016	\$481,900	150	97.58%	59
2017	\$476,492	130	97.98%	59
2018	\$484,482	136	98.39%	54
2019	\$506,190	144	98.16%	46
2020	\$534,152	160	98.53%	42
2021	\$572,196	165	101.57%	49
2022	\$588,532	152	102.51%	23
2023	\$656,535	95	103.36%	28

LIVINGSTON



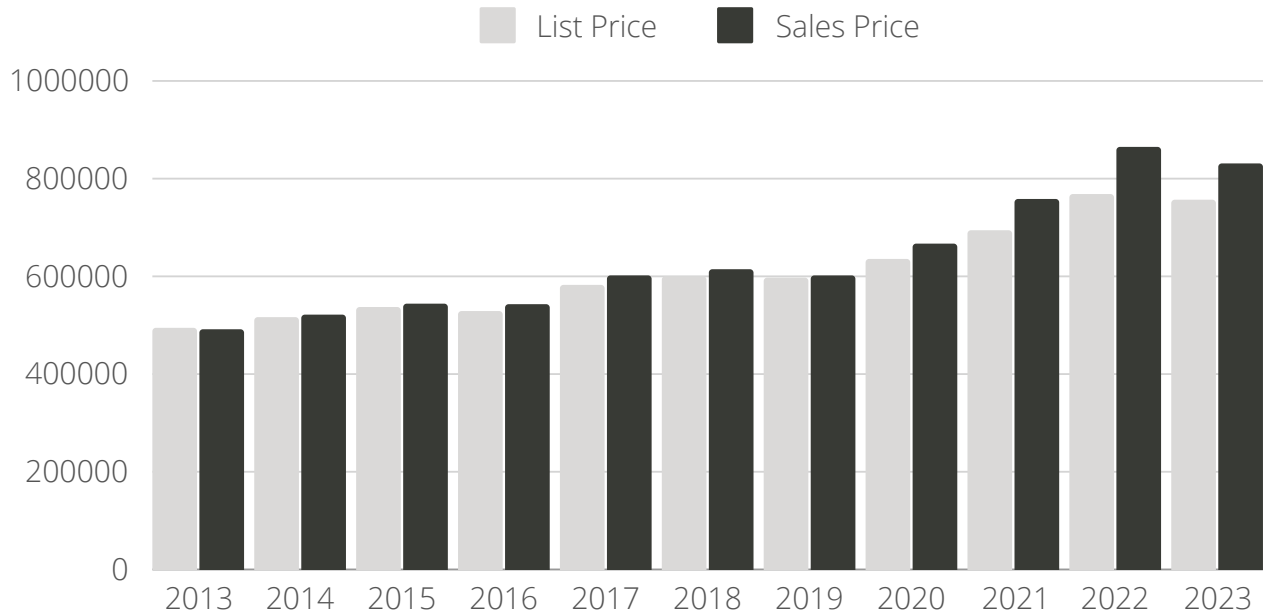
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$649,260	401	98.53%	54
2014	\$629,350	371	98.60%	47
2015	\$652,729	401	97.82%	56
2016	\$677,959	402	99.09%	51
2017	\$729,648	417	99.07%	45
2018	\$713,672	385	99.37%	38
2019	\$724,006	372	97.88%	48
2020	\$795,418	461	99.11%	41
2021	\$847,751	481	101.46%	34
2022	\$985,475	409	102.95%	28
2023	\$1,109,596	327	102.85%	34

MADISON



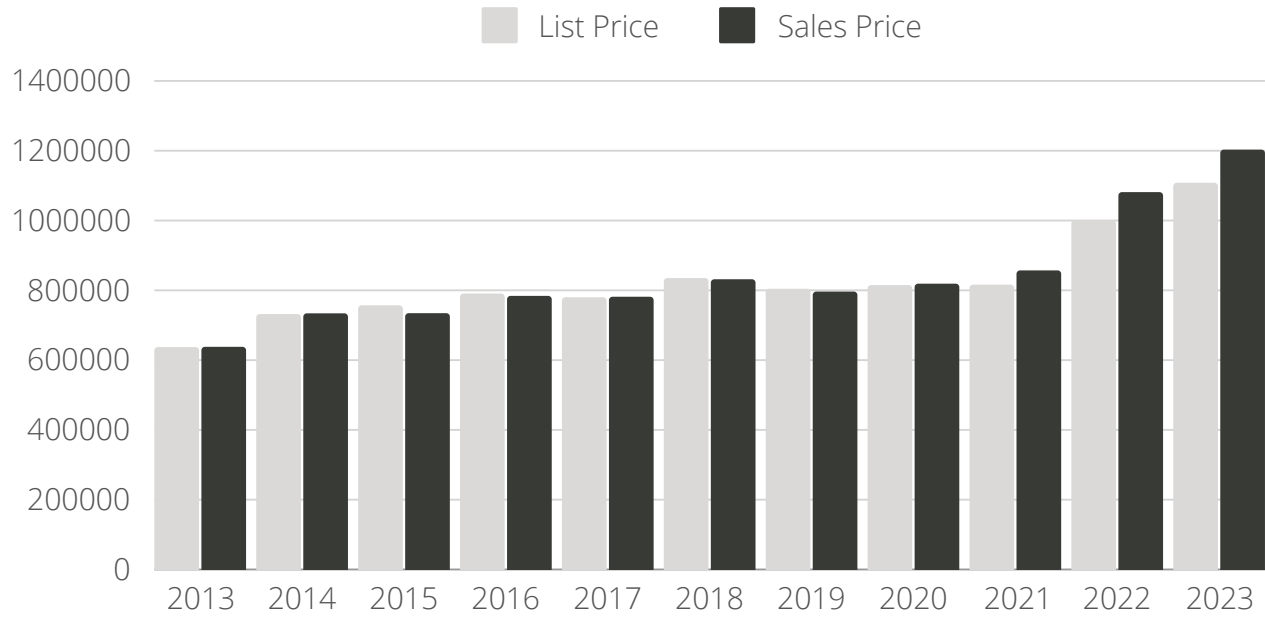
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$841,302	176	98.70%	20
2014	\$802,362	163	98.07%	20
2015	\$821,132	176	98.25%	32
2016	\$890,034	191	98.01%	47
2017	\$842,027	146	97.95%	66
2018	\$891,465	195	98.42%	43
2019	\$871,010	159	97.62%	51
2020	\$855,355	200	98.36%	53
2021	\$951,100	195	99.96%	47
2022	\$1,121,801	158	103.60%	49
2023	\$1,149,429	144	104.83%	58

MAPLEWOOD



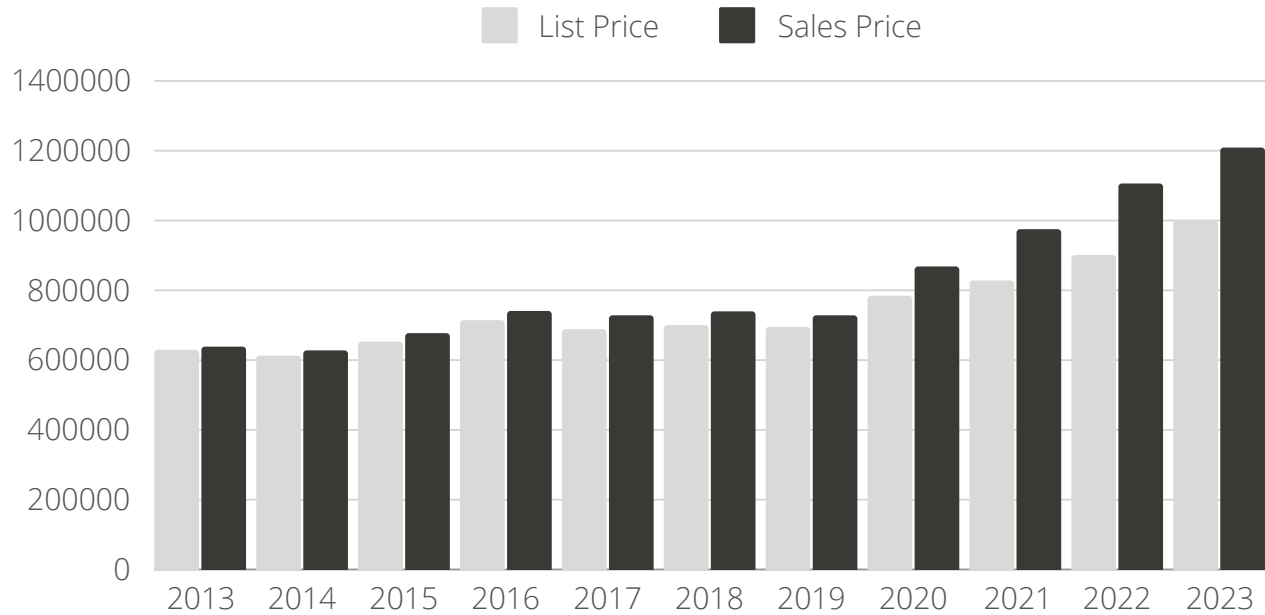
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$491,717	316	98.72%	54
2014	\$521,666	295	100.43%	44
2015	\$544,125	316	100.76%	37
2016	\$543,053	344	102.20%	37
2017	\$601,993	348	103.10%	37
2018	\$614,630	346	102.45%	31
2019	\$601,933	384	100.82%	37
2020	\$667,026	345	104.66%	26
2021	\$758,426	376	108.41%	22
2022	\$865,014	276	111.29%	21
2023	\$831,183	232	109.10%	23

MILLBURN



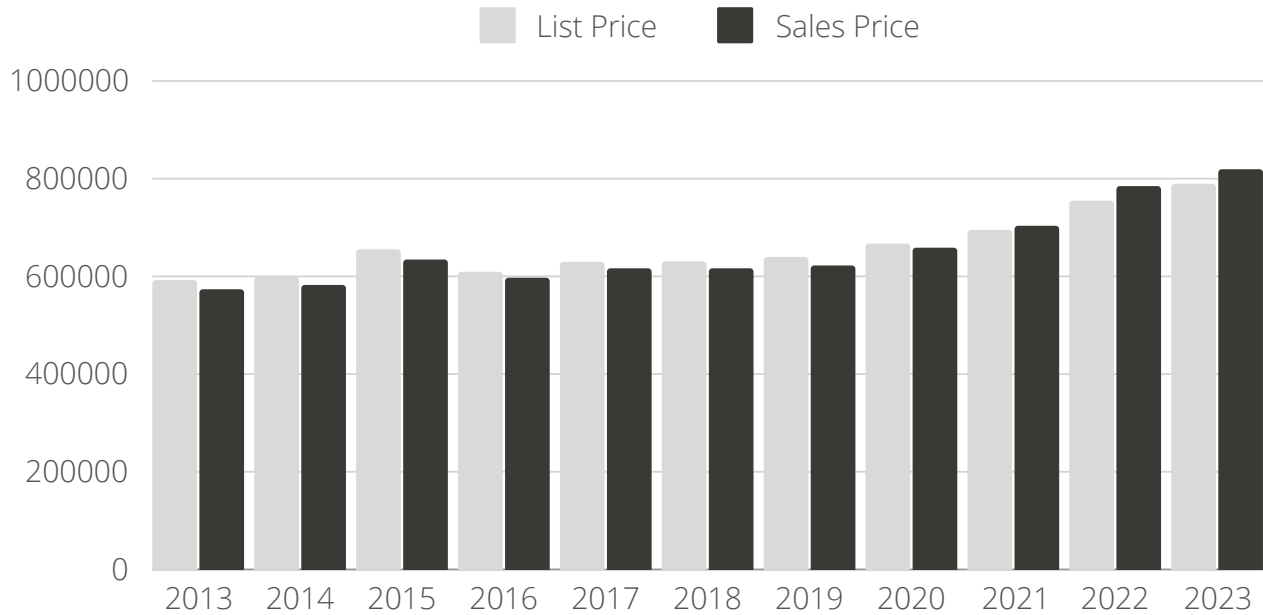
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$638,079	89	99.95%	35
2014	\$734,040	94	100.10%	38
2015	\$734,490	91	99.45%	44
2016	\$784,069	77	99.13%	35
2017	\$781,605	101	100.70%	47
2018	\$831,725	77	100.03%	31
2019	\$796,411	82	98.84%	34
2020	\$819,046	102	100.64%	38
2021	\$857,058	111	104.36%	23
2022	\$1,081,407	114	107.63%	21
2023	\$1,203,233	70	107.85%	25

MONTCLAIR



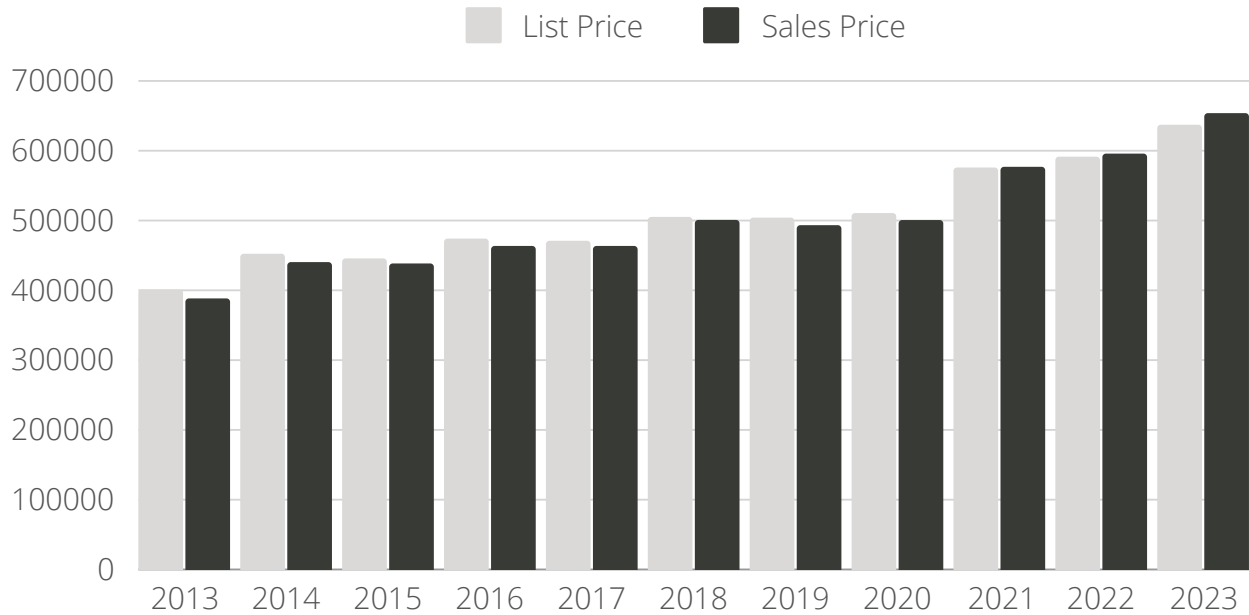
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$638,565	406	101.35%	56
2014	\$627,858	414	102.21%	50
2015	\$677,279	449	103.57%	41
2016	\$740,875	408	104.67%	42
2017	\$740,875	496	106.90%	36
2018	\$739,692	482	105.67%	36
2019	\$728,374	489	105.21%	36
2020	\$868,389	492	110.73%	30
2021	\$975,184	477	116.98%	24
2022	\$1,106,164	369	122.21%	24
2023	\$1,209,128	294	121.61%	24

MORRIS TOWNSHIP



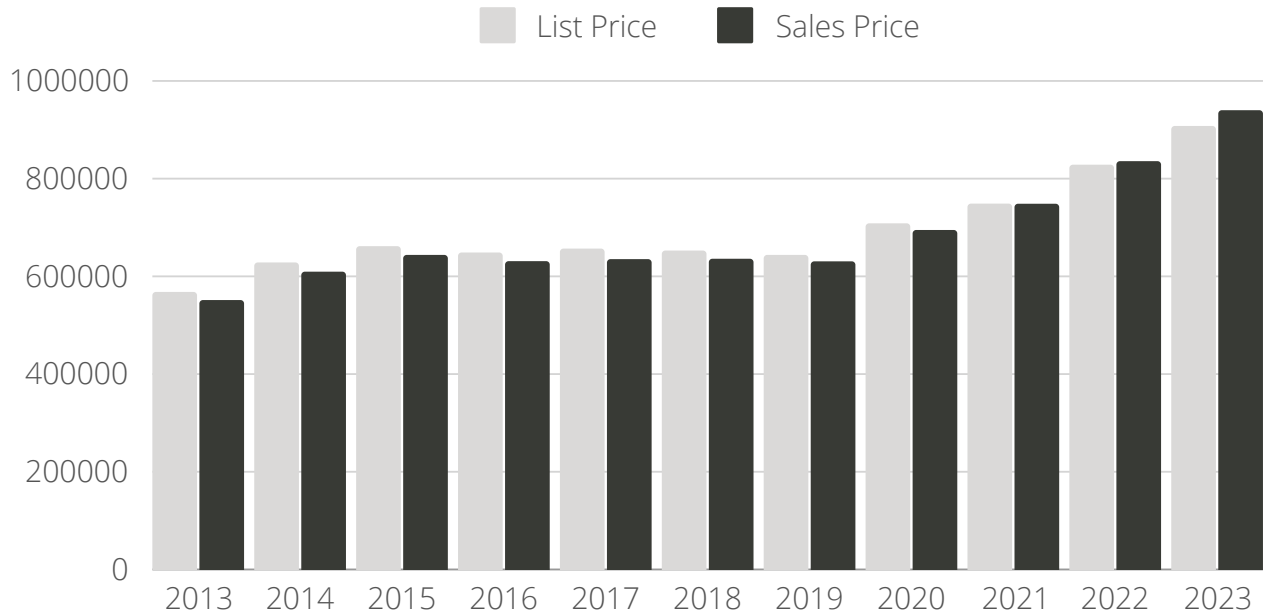
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$573,586	316	97.02%	73
2014	\$582,477	341	97.40%	53
2015	\$634,473	329	97.07%	64
2016	\$597,236	364	98.13%	54
2017	\$616,508	347	98.13%	49
2018	\$616,508	340	97.86%	56
2019	\$622,259	380	97.78%	53
2020	\$658,674	338	98.83%	42
2021	\$703,568	416	101.40%	30
2022	\$784,810	350	104.09%	26
2023	\$819,297	251	104.34%	24

MORRISTOWN



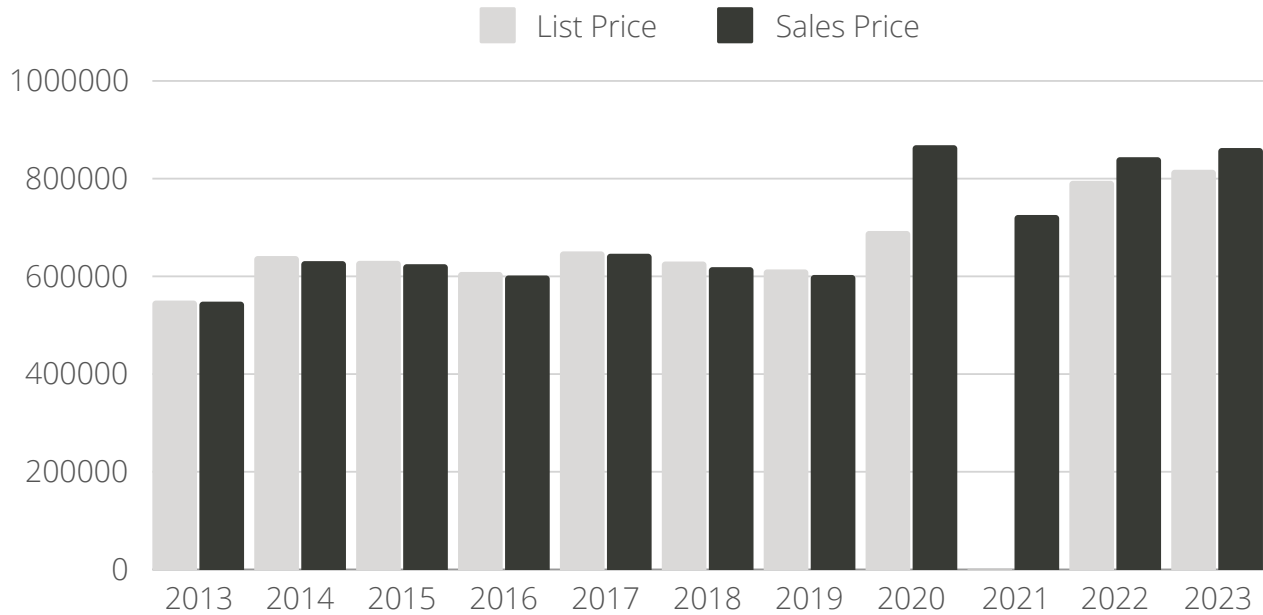
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$388,392	204	96.68%	78
2014	\$440,432	174	97.16%	57
2015	\$438,485	166	98.25%	44
2016	\$463,595	167	97.76%	56
2017	\$463,595	176	98.54%	48
2018	\$500,906	147	99.46%	40
2019	\$493,339	166	98.02%	52
2020	\$500,697	175	98.57%	42
2021	\$576,975	206	100.57%	38
2022	\$595,886	161	101.53%	32
2023	\$653,877	121	103.50%	35

MOUNTAINSIDE



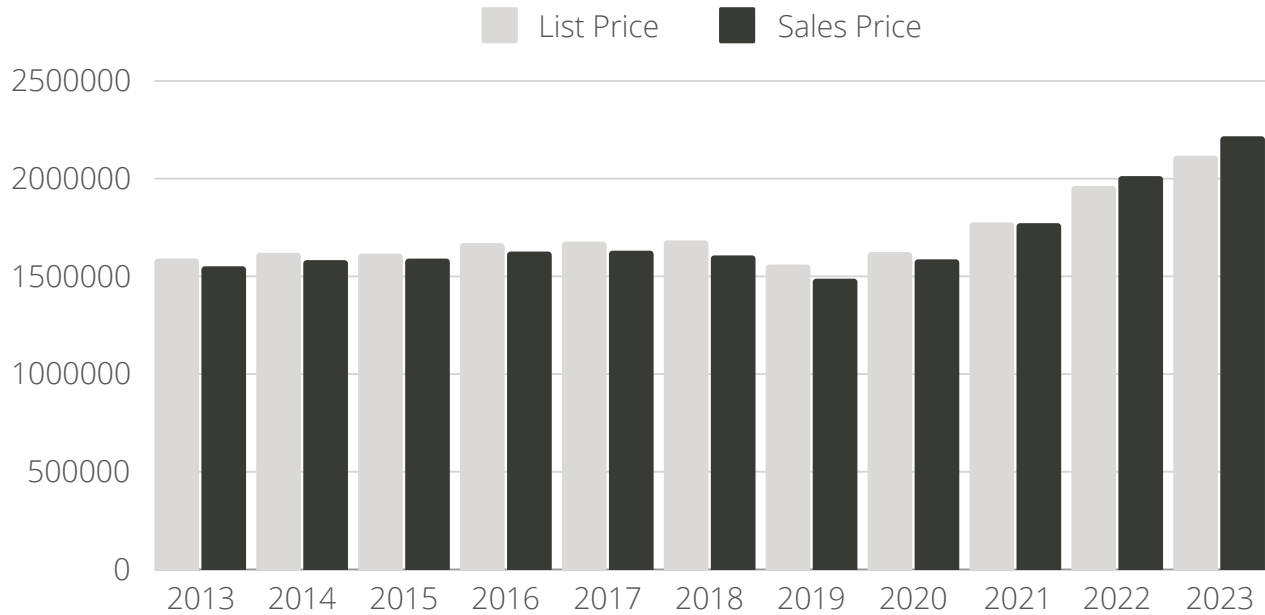
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$551,506	89	96.83%	56
2014	\$609,601	77	97.56%	65
2015	\$643,911	83	97.43%	49
2016	\$631,132	97	97.40%	51
2017	\$635,274	75	96.87%	49
2018	\$636,057	94	97.52%	52
2019	\$630,742	113	98.13%	48
2020	\$694,942	127	98.36%	49
2021	\$748,650	107	100.66%	33
2022	\$835,816	78	100.94%	28
2023	\$940,115	81	103.97%	30

NEW PROVIDENCE



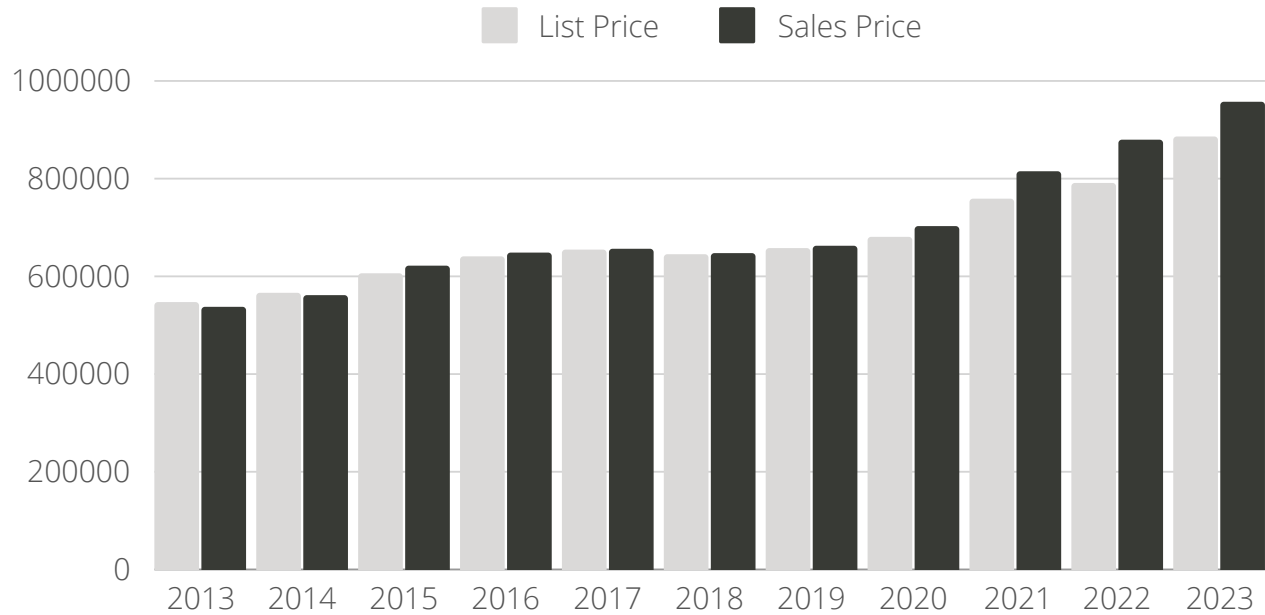
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$548,261	163	99.30%	46
2014	\$631,192	127	98.50%	50
2015	\$624,885	172	99.13%	56
2016	\$601,776	158	98.88%	44
2017	\$646,304	159	99.30%	47
2018	\$618,837	151	98.02%	45
2019	\$602,865	169	98.11%	46
2020	\$686,474	176	99.13%	43
2021	\$725,637	201	102.20%	26
2022	\$843,909	168	105.95%	23
2023	\$862,695	112	105.45%	27

SHORT HILLS



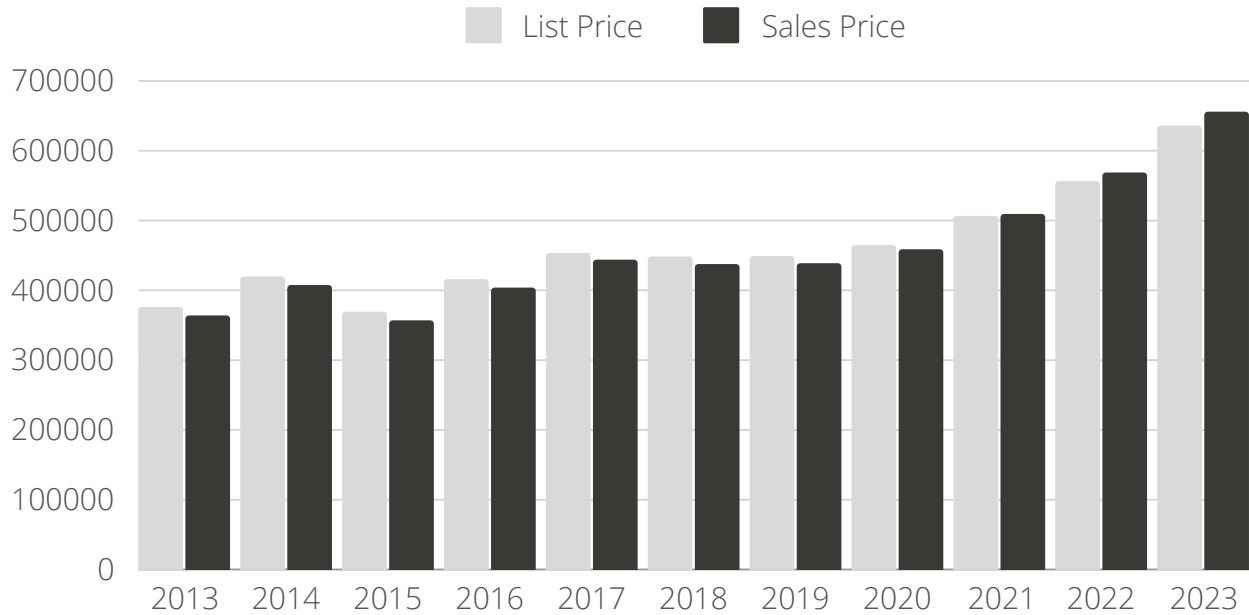
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$1,551,637	230	98.91%	62
2014	\$1,583,110	226	96.68%	52
2015	\$1,583,110	214	99.35%	44
2016	\$1,626,958	218	98.32%	52
2017	\$1,631,357	211	98.50%	46
2018	\$1,607,124	185	96.42%	63
2019	\$1,488,103	207	95.97%	68
2020	\$1,587,185	256	98.14%	55
2021	\$1,772,184	274	100.57%	37
2022	\$2,013,028	198	104.12%	28
2023	\$2,216,895	158	105.99%	21

SOUTH ORANGE



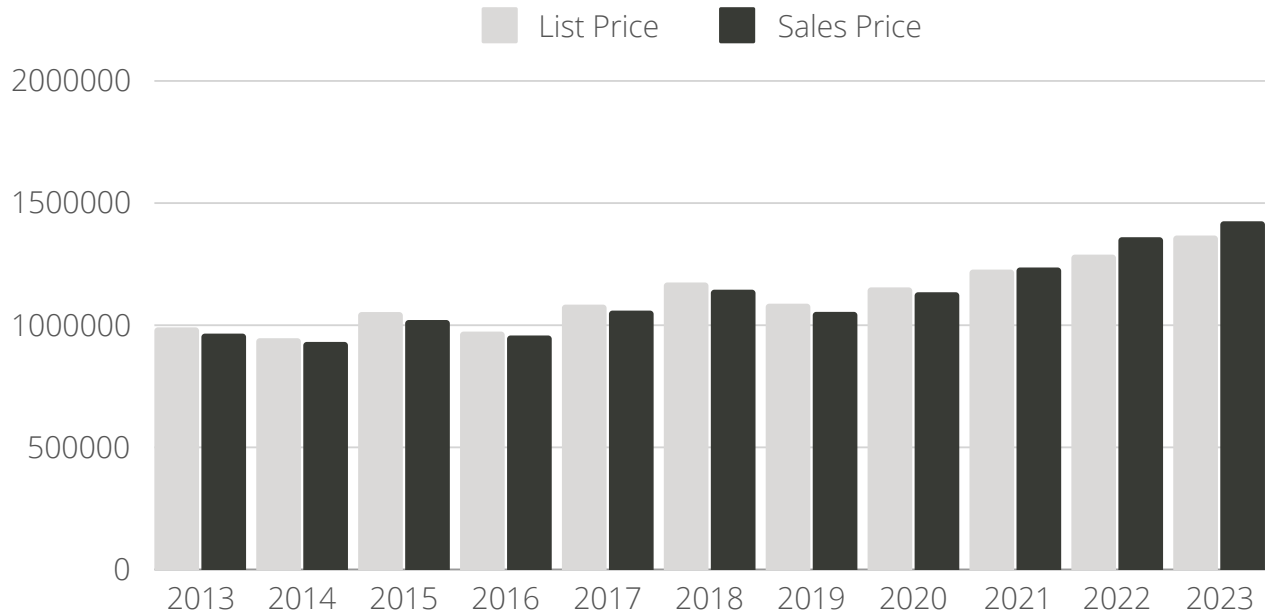
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$537,641	217	97.95%	62
2014	\$561,563	252	99.18%	49
2015	\$621,912	268	103.84%	42
2016	\$648,659	236	101.40%	39
2017	\$656,486	236	100.50%	45
2018	\$647,569	237	100.16%	43
2019	\$662,663	263	100.78%	33
2020	\$702,884	286	102.97%	37
2021	\$815,150	274	107.21%	24
2022	\$879,774	181	110.58%	23
2023	\$957,398	155	108.33%	25

SPRINGFIELD



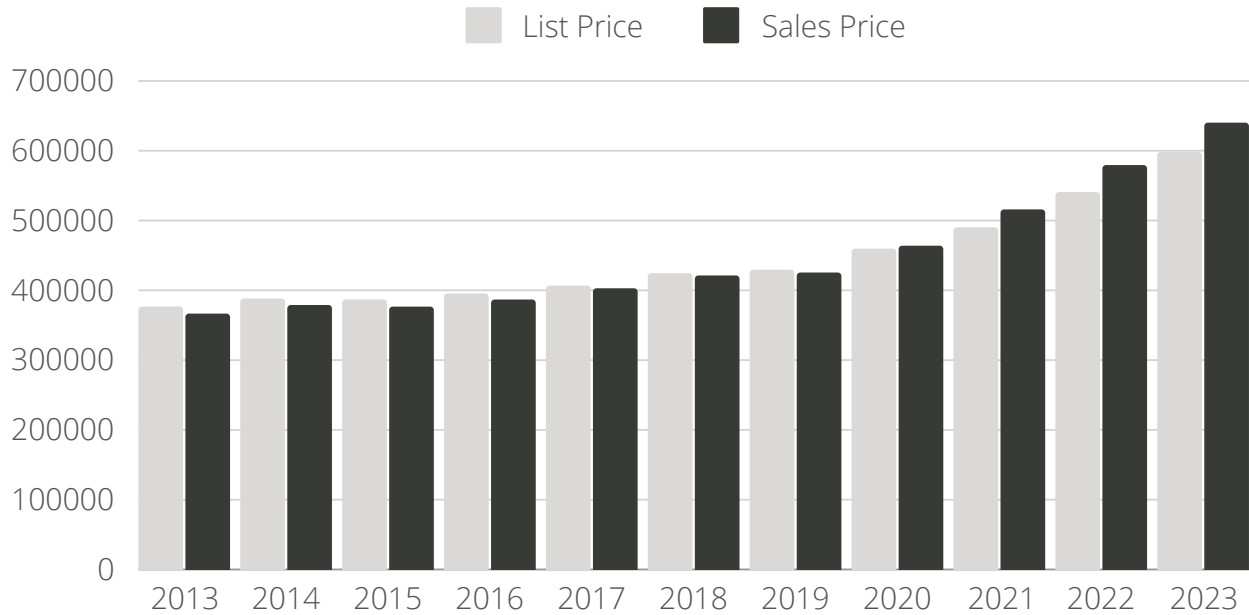
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$364,018	141	97.61%	72
2014	\$407,579	142	96.53%	59
2015	\$356,985	166	96.99%	73
2016	\$403,903	186	97.97%	62
2017	\$443,920	156	99.30%	50
2018	\$437,628	191	97.51%	49
2019	\$438,868	201	97.65%	63
2020	\$458,864	208	98.79%	46
2021	\$509,476	189	100.67%	33
2022	\$568,804	230	102.15%	28
2023	\$655,964	188	103.52%	27

SUMMIT



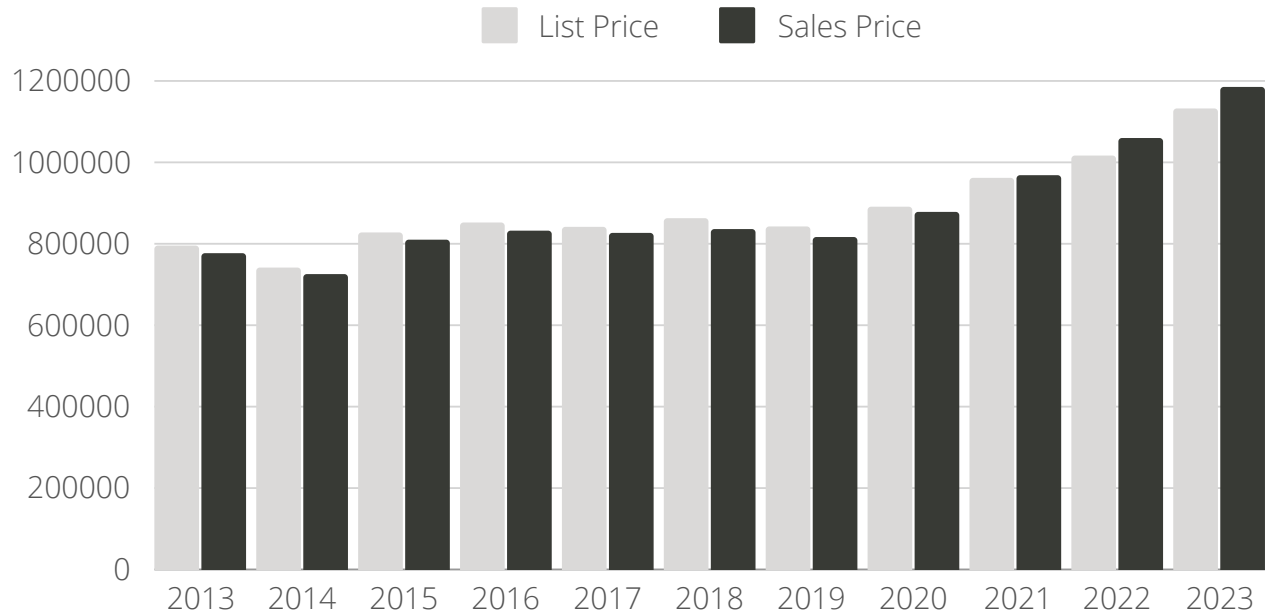
YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$965,630	281	97.85%	52
2014	\$931,577	259	98.86%	41
2015	\$1,021,296	282	98.03%	46
2016	\$957,949	311	98.79%	45
2017	\$1,059,822	291	98.51%	44
2018	\$1,145,449	279	98.23%	46
2019	\$1,054,615	249	97.47%	48
2020	\$1,134,965	358	98.64%	46
2021	\$1,236,324	397	101.26%	33
2022	\$1,360,244	301	1105.11%	24
2023	\$1,425,540	242	105.30%	27

WEST ORANGE



YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$366,635	517	97.53%	81
2014	\$378,978	517	95.58%	67
2015	\$376,639	606	97.35%	70
2016	\$386,821	662	98.13%	70
2017	\$402,913	669	98.52%	55
2018	\$421,286	717	99.60%	50
2019	\$425,506	656	99.42%	58
2020	\$463,929	709	101.22%	43
2021	\$515,934	743	105.46%	29
2022	\$579,476	599	107.79%	30
2023	\$640,223	471	107.11%	28

WESTFIELD



YEAR	AVERAGE SALE PRICE	NUMBER OF HOMES SOLD	LIST PRICE VS SALES PRICE (AVERAGE)	DAYS ON MARKET (AVERAGE)
2013	\$776,943	354	98.01%	54
2014	\$725,557	356	97.71%	50
2015	\$810,097	409	97.97%	57
2016	\$832,272	392	97.87%	55
2017	\$826,774	402	98.54%	48
2018	\$836,175	360	97.50%	52
2019	\$816,626	419	97.28%	54
2020	\$878,347	511	99.00%	50
2021	\$968,521	498	100.93%	32
2022	\$1,059,824	369	104.12%	26
2023	\$1,185,316	296	105.04%	23

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