



KELLERWILLIAMS.

Short Hills

September 2023 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	17 Highland Avenue	Colonial	4	3.1	11	\$1,295,000	\$1,295,000	\$1,550,000	119.69%	\$1,113,500	1.39
2	14 Kean Road	Ranch	4	3.1	14	\$1,618,000	\$1,618,000	\$1,598,000	98.76%	\$1,137,400	1.40
3	30 Sylvan Way	Colonial	5	3.1	65	\$1,518,000	\$1,600,000	\$1,600,000	100.00%	\$1,096,200	1.46
4	40 Elmwood Place	Colonial	4	2.1	14	\$1,600,000	\$1,600,000	\$1,750,000	109.38%	\$1,060,800	1.65
5	16 Tulip Lane	Colonial	5	4.1	8	\$2,325,000	\$2,325,000	\$2,380,000	102.37%	\$1,750,000	1.36
6	26 Knollwood Road	Colonial	5	5.2	7	\$2,595,000	\$2,595,000	\$2,875,000	110.79%	\$2,029,200	1.42
7	27 Canoe Brook Road	Custom	6	6.1	9	\$2,799,000	\$2,799,000	\$2,925,000	104.50%	\$2,330,700	1.25
AVERAGE					18	\$1,964,286	\$1,976,000	\$2,096,857	106.50%		1.42

"Active" Listings in Short Hills

Number of Units: 21
Average List Price: \$3,309,124
Average Days on Market: 83

"Under Contract" Listings in Short Hills

Number of Units: 14
Average List Price: \$2,440,643
Average Days on Market: 30

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				18
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				\$2,055,668
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				\$2,171,665
SP:LP%	104.82%	102.02%	102.37%	103.95%	112.57%	107.50%	107.57%	104.22%	106.50%				106.78%
SP to AV	1.22	0.00	1.27	1.04	1.45	1.37	1.39	1.39	1.42				1.37
# Units Sold	5	1	9	14	18	22	25	17	7				118
3 Mo Rate of Ab	1.76	2.53	3.83	3.08	1.86	1.50	1.11	0.66	1.38				1.97
Active Listings	17	28	33	30	28	22	24	16	21				24
Under Contracts	7	22	35	41	37	35	22	14	14				25

Flashback! YTD 2022 vs YTD 2023

YTD	2022	2023	% Change
DOM	27	18	-32.58%
Sales Price	\$2,035,676	\$2,171,665	6.68%
LP:SP	104.30%	106.78%	2.38%
SP:AV	1.277	1.366	6.95%



YTD	2022	2023	% Change
# Units Sold	175	118	-32.57%
Rate of Ab 3 Mo	1.51	1.97	30.70%
Actives	28	24	-12.75%
Under Contracts	36	25	-29.50%

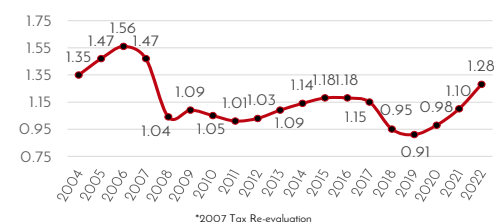
Short Hills Yearly Market Trends



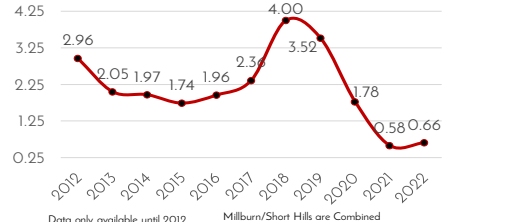
Short Hills Yearly Market Trends



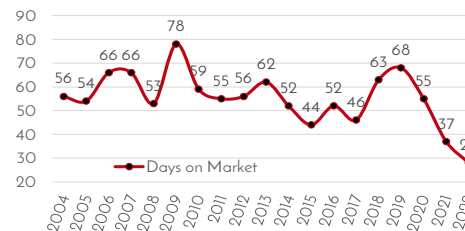
Sales Price to Assessed Value Ratio



12 Month Rate of Absorption



Average Days on Market



Number of Units Sold

