

# Short Hills December 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	82 Meadowbrook Road	Tudor	3	1.1	41	\$668,000	\$629,000	\$610,000	96.98%	\$751,500	0.81
2	42 Exeter Road	Colonial	3	1.1	208	\$797,000	\$723,500	\$700,000	96.75%	\$920,700	0.76
3	136 Silver Spring Road	Ranch	3	2.1	14	\$825,000	\$825,000	\$780,000	94.55%	\$728,000	1.07
4	36 Glen Brook Crest Drive	CapeCod	3	2.1	10	\$940,000	\$940,000	\$940,000	100.00%	\$944,600	1.00
5	80 Oakview Terrace	Colonial	5	2.1	9	\$924,900	\$924,900	\$971,000	104.98%	\$907,300	1.07
6	239 Parsonage Hill Road	SplitLev	4	3.1	49	\$1,150,000	\$1,100,000	\$1,080,000	98.18%	\$1,135,900	0.95
7	5 Dryden Terrace	Ranch	4	3.0	33	\$1,189,000	\$1,149,000	\$1,140,000	99.22%	\$1,053,400	1.08
8	10 Wyndham Road	Tudor	4	4.2	9	\$1,148,000	\$1,148,000	\$1,170,000	101.92%	\$1,175,000	1.00
9	135 Parsonage Hill Road	Custom	4	3.1	104	\$1,295,000	\$1,245,000	\$1,192,500	95.78%	\$1,398,000	0.85
10	23 Meadowbrook Road	Colonial	4	2.1	16	\$1,299,000	\$1,275,000	\$1,200,000	94.12%	\$1,001,200	1.20
11	11 Wordsworth Road	RanchExp	6	4.0	45	\$1,285,000	\$1,285,000	\$1,260,000	98.05%	\$1,132,300	1.11
12	20 Falmouth Street	Colonial	3	3.1	21	\$1,395,000	\$1,395,000	\$1,355,000	97.13%	\$1,190,100	1.14
13	102 Mohawk Road	Ranch	4	4.0	25	\$1,600,000	\$1,600,000	\$1,450,000	90.63%	\$1,373,600	1.06
14	52 Hillside Avenue	Colonial	5	3.2	12	\$1,448,000	\$1,448,000	\$1,510,000	104.28%	\$1,355,000	1.11
15	6 Forest Drive	Colonial	5	3.1	15	\$1,395,000	\$1,395,000	\$1,550,000	111.11%	\$1,385,400	1.12
16	6 Stewart Road	Custom	3	2.1	15	\$1,678,000	\$1,678,000	\$1,580,000	94.16%	\$1,632,600	0.97
17	50 Richard Drive	RanchExp	6	8.1	191	\$1,799,000	\$1,799,000	\$1,625,000	90.33%	\$1,807,400	0.90
18	34 Seminole Way	SplitLev	5	4.2	53	\$1,699,000	\$1,699,000	\$1,635,000	96.23%	\$1,573,900	1.04
19	46 Slayton Drive	Colonial	6	4.1	72	\$1,750,000	\$1,750,000	\$1,654,000	94.51%	\$1,532,500	1.08
20	15 Coleridge Road	Colonial	5	4.0	9	\$1,595,000	\$1,595,000	\$1,661,000	104.14%	\$1,232,400	1.35

**COMPASS**

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21	11 Chapel Hill Road	Contemp	6	6.1	17	\$1,699,000	\$1,699,000	\$1,690,000	99.47%	\$1,612,500	1.05
22	75 Mohawk Road	SplitLev	5	4.1	7	\$1,629,000	\$1,629,000	\$1,691,500	103.84%	\$1,406,600	1.20
23	34 Lawrence Drive	Custom	5	5.1	7	\$1,695,000	\$1,695,000	\$1,695,000	100.00%	\$1,475,000	1.15
24	115 Farley Road	RanchExp	6	3.1	0	\$1,750,000	\$1,750,000	\$1,750,000	100.00%	\$1,488,700	1.18
25	6 Lenape Road	Contemp	6	6.1	69	\$1,895,000	\$1,795,000	\$1,775,000	98.89%	\$1,651,600	1.07
26	79 Troy Drive	Custom	5	3.1	10	\$1,750,000	\$1,750,000	\$1,850,000	105.71%	\$1,651,600	1.12
27	55 Highland Avenue	Victrian	7	5.2	145	\$1,995,000	\$1,995,000	\$1,900,000	95.24%	\$2,637,200	0.72
28	90 Western Drive	Colonial	5	4.1	241	\$2,045,000	\$2,100,000	\$2,100,000	100.00%	\$2,116,500	0.99
29	24 Jefferson Avenue	Colonial	5	3.2	10	\$2,195,000	\$2,195,000	\$2,300,000	104.78%	\$1,735,000	1.33
AVERAGE					50	\$1,466,652	\$1,455,566	\$1,441,897	99.00%		1.05

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

Number of Units: 41  
 Average List Price: \$2,730,073  
 Average Days on Market: 104

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

Number of Units: 37  
 Average List Price: \$1,634,538  
 Average Days on Market: 51

# Short Hills 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	97	62	84	89	42	45	56	49	29	41	75	50	55
List Price	\$1,211,075	\$1,926,321	\$1,656,182	\$1,677,615	\$1,406,438	\$1,658,000	\$1,740,560	\$1,732,688	\$1,529,409	\$1,587,169	\$1,793,476	\$1,455,566	\$ 1,624,512
Sales Price	\$1,137,250	\$1,865,889	\$1,634,773	\$1,608,069	\$1,372,625	\$1,600,523	\$1,690,111	\$1,708,452	\$1,512,141	\$1,545,335	\$1,763,286	\$1,441,897	\$ 1,587,185
SP:LP%	93.63%	97.07%	101.77%	96.82%	98.18%	96.98%	96.91%	99.28%	99.19%	97.65%	99.22%	99.00%	98.14%
SP to AV	0.83	0.93	0.87	0.94	0.95	1.02	1.01	1.00	0.99	0.99	0.98	1.05	0.98
# Units Sold	12	9	11	13	16	22	33	42	22	26	21	29	256
3 Mo Rate of Ab	6.18	8.23	5.66	4.35	4.83	4.52	3.95	2.30	2.34	2.09	2.13	1.45	4.00
Active Listings	103	117	83	76	91	85	93	75	71	61	54	41	79
Under Contracts	21	30	37	27	44	60	59	48	45	50	42	37	42

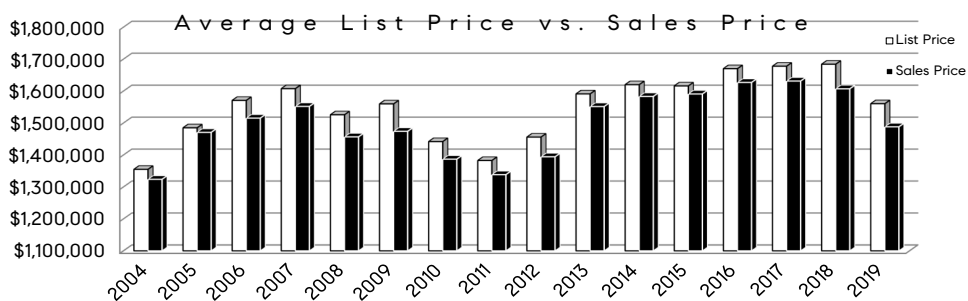
## Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	68	55	-18.79%
Sales Price	\$1,488,103	\$1,587,185	6.66%
LP:SP	95.97%	98.14%	2.26%
SP:AV	0.910	0.985	8.24%

**COMPASS**

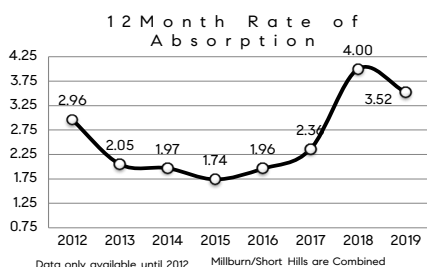
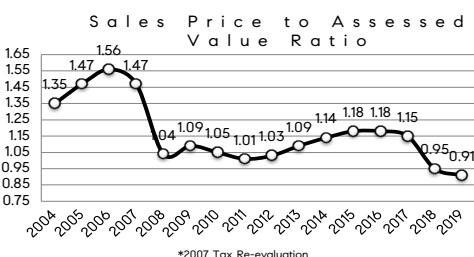
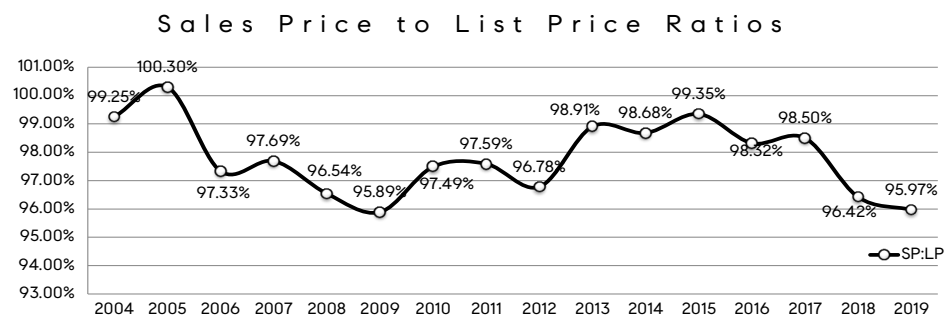
YTD	2019	2020	% Change
# Units Sold	207	256	23.67%
Rate of Ab 3 Mo	5.16	1.45	-71.90%
Actives	69	41	-40.58%
Under Contracts	16	37	131.25%

## Short Hills Yearly Market Trends

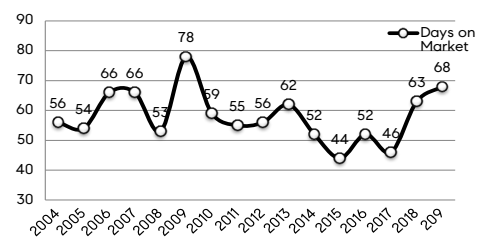


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822	\$1,684,047	\$1,560,527
SP	\$1,323,842	\$1,470,808	\$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

## Short Hills Yearly Market Trends



## Average Days on Market



## Number of Units Sold

