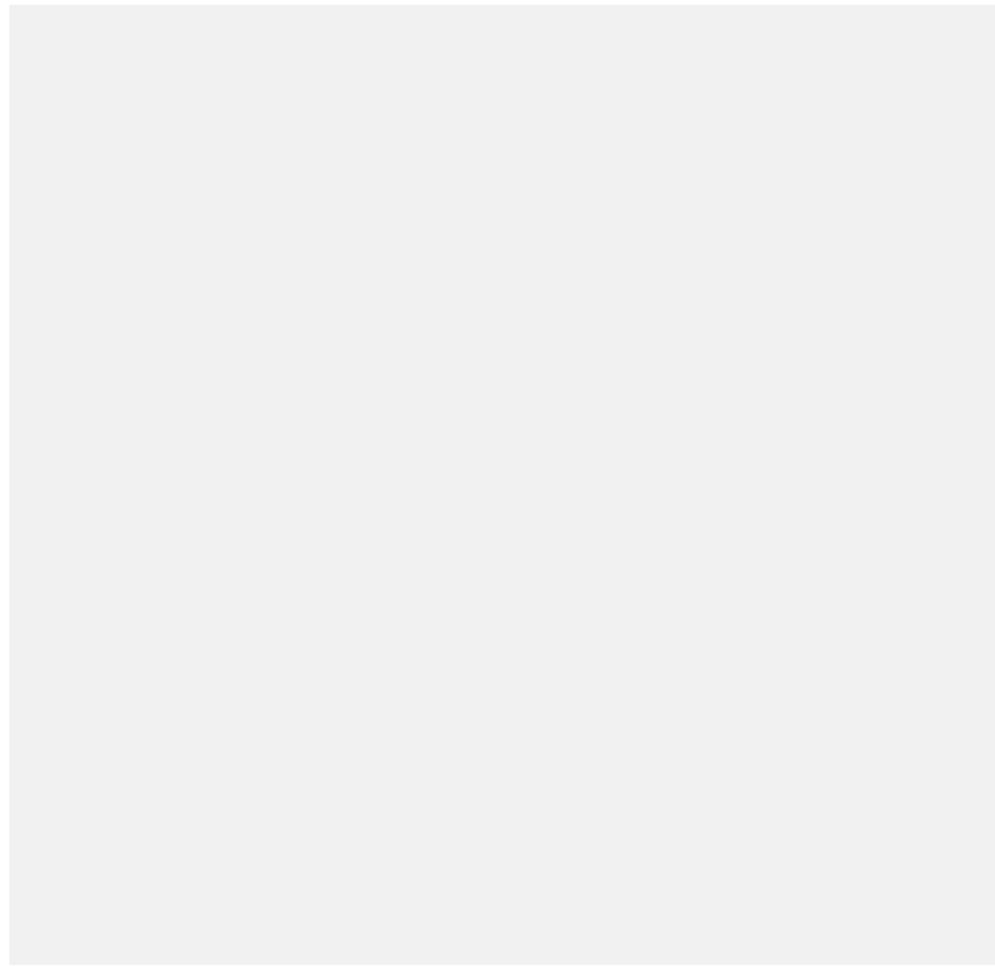




ARLENE GONNELLA
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LIKE THE GONNELLA TEAM



MARKET
UPDATE
2019

MILLBURN SHORT HILLS

Presented By The #1 Team In Millburn/Short Hills for 13 Years Including 2018!

WHAT OUR CLIENTS ARE SAYING...

"Arlene is unquestionably the best Real Estate Professional that I have ever dealt with. She has been amazingly supportive from the moment that I purchased the property through her over 15 years ago, stayed involved over my entire ownership of the residence and finally when it came time to sell, Arlene and her team worked incredibly hard and professionally to help find a buyer in a challenging market. Would strongly recommend her to anyone, full stop." — Seller of 7 Chestnut Place

"Arlene was very professional from start to finish. She really cares about her clients and was a true partner during the entire process from listing to selling our home. She respected our opinions and provided us with market facts and figures to help us make the best possible decisions. I truly appreciated the help of her stager, who was able to maintain all the charm of the house but make changes that were important to the millennial buyer. Arlene is a gem!" — Seller of 59 Mountain Avenue

"Arlene is one of the most experienced, trustworthy, hardworking people in the industry. To say you are in good hands with her is understatement. For most people in the industry, this is a side-gig or a source of extra revenue. For Arlene this is a passion. There is a reason she is #1 in the state of NJ and one Weichert's top professionals in the entire United States. You will not go wrong with choosing her as your broker." — Seller of 443 Long Hill Drive

"Arlene is the go to broker in Short Hills, she is all-in all the time, never stops until it is done and with a network to match. I am really happy we had Arlene help us with both our sale and purchase of a new house, I am convinced that she had a positive impact on the bottom line." — Seller of 20 Bishops Lane

"Arlene was my realtor for selling my house in Short Hills. I have worked with a dozen realtors in my lifetime and no one comes close to her expertise and negotiation skills. Her recommendations on timing and pricing were exceptional and right on the mark. She and her team made the process worry free. Arlene's marketing efforts (online, brochures, advertising, etc) sets her apart from the competitors." — Seller of 129 Silver Spring Road



#1 Agent in Millburn/Short Hills for 13 years, including 2018! || #1 Agent in Essex County for 9 years, including 2018!

#1 Agent Nationally at Weichert, Realtors for 13 years, including 2018!

Weichert Short Hills
REALTORS

505 MILLBURN AVENUE ■ SHORT HILLS, NJ 07078 ■ 973.376.4545 ■ WEICHERT.COM



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Weichert Short Hills
REALTORS

2019 MARKET UPDATE

In 2018, the overall sales volume in the Millburn/Short Hills market was down 16.5% from 2017. The SALT deduction cap that was introduced in 2018 put a cap of \$10,000 on the deductions taxpayers could take from their state and local taxes against their federal taxable income. The cap materially affected the real estate market throughout the country, particularly states with higher property taxes such as New Jersey, New York, Connecticut, and California. Although the average sales price in 2018 was up 1.6% from 2017, the overall sales volume was the lowest it has been since the tail end of the financial crisis in 2012.

Despite the challenging market, and through a commitment to marketing for our clients, experience in helping differentiate homes in a tough market, and our terrific team of agents, we were able to achieve great results for our clients in 2018.

In a tough environment, it's even more imperative to work with agents that get you results. As one of our clients said after their sale in 2018: **"In this difficult NJ real estate market, with all the headwinds facing sellers, a seller needs to be well-informed and nimble. Arlene created that dynamic and we could not be happier with the outcome."** The Gonnella Team sold \$111m of real estate last year in Millburn/Short Hills, more than double the 2nd highest agents' 2018 sales of \$43m. We also helped more buyers move into Millburn/Short Hills than any other agents, representing buyers in \$53m in sales in 2018, compared to the 2nd highest agents' \$17m of sales. Our excellent team of agents work tirelessly for their clients and know the Short Hills/Millburn market extremely well. As the #1 Agents in Millburn/Short Hills for 13 years now, including in 2018, we are thrilled to be your trusted resource for your real estate needs in town!

For more information on listings, check out www.gonnellateam.com!



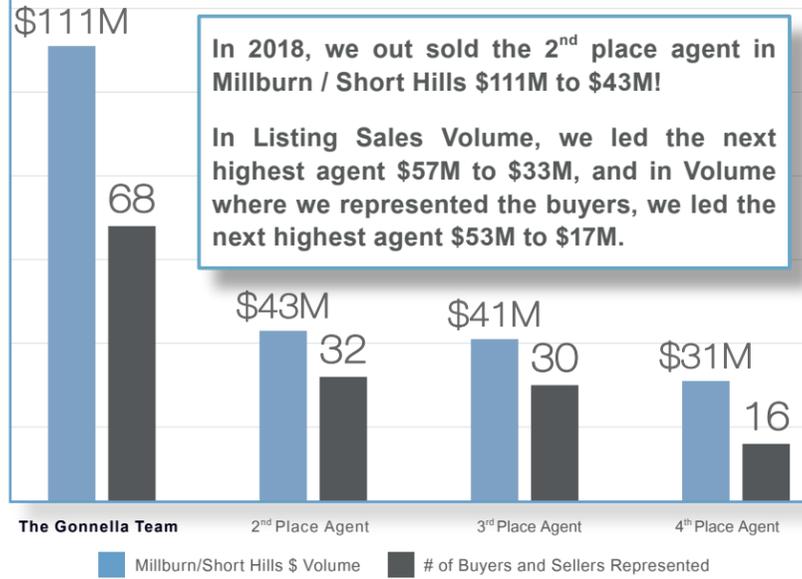
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MEET THE TEAM



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Stephanie Kotch Sales Associate (c) 908.477.1369
Peter Cuttone Sales Associate (c) 973.534.6336

#1 AGENTS IN MILLBURN/SHORT HILLS FOR A 13TH TIME IN 2018!



In 2018, we out **SOLD** the 2nd place agents in Millburn/Short Hills **\$111m to \$43m!**

“...Having bought and sold 3 homes in Short Hills over the 20+ years we resided and raised our family in the township, I can say with hand over heart, that Arlene is the most impressive real estate professional we have worked with in selling or buying a home. I can not recommend her and the Gonnella team strongly enough. — Seller of 120 Highland Avenue” ”

You want to work with agents who can bring the buyers! We represented 3x more buyers than the 2nd highest agent in 2018, \$53m to \$17m!

GONNELLA TEAM 2018 CLOSED SALES

ADDRESS	SALES PRICE	ADDRESS	SALES PRICE	ADDRESS	SALES PRICE
2 Jefferson Avenue	\$4,000,000	200 White Oak Ridge Road	\$1,700,000	29 Ferncliff Terrace	\$1,200,000
459 Long Hill Drive	\$3,175,000	26 Tall Pine Lane	\$1,675,000	50 Mountain Avenue	\$1,158,000
1 Cora Way	\$3,000,000	443 Long Hill Drive	\$1,625,000	24 Southern Slope Drive	\$1,050,000
104 Farley Road	\$2,878,000	47 Lake Road	\$1,620,000	267 Long Hill Drive	\$999,999
110 Farley Road	\$2,850,000	467 Old Short Hills Road	\$1,600,000	18A Rector Street	\$999,999
6 Delwick Lane	\$2,810,000	5 Grosvenor Road	\$1,535,000	18B Rector Street	\$999,999
135 Stewart Road	\$2,575,000	62 Nottingham Road	\$1,512,500	49 West Road	\$995,000
30 Wordsworth Road	\$2,515,000	64 Browning Road	\$1,418,000	30 Campbell Road	\$990,000
93 Slope Drive	\$2,398,000	1 Seminole Way	\$1,400,000	289 Taylor Road South	\$969,000
16 Exeter Road	\$2,100,000	407 Long Hill Drive	\$1,375,000	93 Mountain Avenue	\$960,000
14 Union Way	\$2,050,000	22 Hawthorne Road	\$1,370,000	14 Inwood Road	\$933,000
28 Holly Drive	\$2,035,000	129 Silver Spring Road	\$1,350,000	3 Canterbury Lane	\$930,000
2 Denman Court	\$2,000,000	17 Minnisink Road	\$1,337,200	115 Greenwood Drive	\$928,000
7 Chestnut Place	\$2,000,000	80 Hillside Avenue	\$1,335,000	55 Elm Street	\$899,000
2 Troy Drive	\$1,848,000	299 Long Hill Drive	\$1,330,000	78 Clinton Avenue	\$880,000
153 Highland Avenue	\$1,825,000	18 E Hartshorn Drive	\$1,298,000	20 Bailey Road	\$859,000
4 Fox Hill Lane	\$1,780,000	21 Canoe Brook Road	\$1,275,000	15 Berkeley Road	\$760,000
12 Tulip Lane	\$1,730,000	48 Park Place	\$1,260,000	16 Sunset Drive	\$668,000
4 Harvey Drive	\$1,701,000	155 Sagamore Road	\$1,201,000	353 Wyoming Avenue	\$500,000