

Short Hills

July 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	2 Midhurst Road	Tudor	4	2.2	32	\$1,088,000	\$1,048,000	\$1,035,000	98.76%	\$850,000	1.22
2	27 Audubon Court	Colonial	6	3.1	63	\$1,295,000	\$1,095,000	\$1,075,000	98.17%	\$1,050,200	1.02
3	40 Martindale Road	Colonial	5	4.2	19	\$1,099,000	\$1,099,000	\$1,125,000	102.37%	\$1,226,300	0.92
4	20 Winding Way	Colonial	5	2.1	9	\$998,000	\$998,000	\$1,151,818	115.41%	\$785,600	1.47
5	47 Colonial Way	Colonial	3	2.2	9	\$1,149,000	\$1,149,000	\$1,160,000	100.96%	\$913,500	1.27
6	41 Elmwood Place	Colonial	4	3.1	12	\$1,095,000	\$1,095,000	\$1,170,000	106.85%	\$887,200	1.32
7	76 Old Hollow Road	Colonial	5	4.3	77	\$1,499,000	\$1,395,000	\$1,297,000	92.97%	\$1,539,600	0.84
8	60 Meadowbrook Road	Colonial	5	3.1	9	\$1,398,000	\$1,398,000	\$1,475,000	105.51%		
9	19 Seminole Way	Colonial	5	5.2	80	\$1,595,000	\$1,595,000	\$1,525,000	95.61%	\$1,503,100	1.01
10	25 Farmstead Road	Custom	5	4.2	14	\$1,695,000	\$1,695,000	\$1,668,400	98.43%	\$1,250,000	1.33
11	22 Saratoga Way	Colonial	4	2.1	11	\$1,649,000	\$1,649,000	\$1,680,000	101.88%	\$1,472,500	1.14
12	487 Long Hill Drive	Colonial	5	4.1	93	\$2,650,000	\$2,485,000	\$2,300,000	92.56%	\$1,900,000	1.21
13	89 Tennyson Drive	Colonial	6	5.2	126	\$2,525,000	\$2,499,000	\$2,323,000	92.96%	\$2,293,500	1.01
14	69 Tennyson Drive	Colonial	7	8.0	87	\$2,995,000	\$2,880,000	\$2,700,000	93.75%		
15	89 Stewart Road	Colonial	6	6.1	88	\$3,250,000	\$3,250,000	\$3,000,000	92.31%		
16	285 Hartshorn Drive	Colonial	7	6.0	79	\$3,900,000	\$3,900,000	\$3,200,000	82.05%	\$2,825,000	1.13
17	22 Harvey Drive	Colonial	7	6.1	124	\$3,995,000	\$3,795,000	\$3,625,000	95.52%		
AVERAGE					55	\$1,992,647	\$1,942,647	\$1,853,542	98.00%		1.15

"ACTIVE" Listings in Short Hills

Number of Units: 88
Average List Price: \$2,461,757
Average Days on Market: 74

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 54
Average List Price: \$1,766,479
Average Days on Market: 54

Short Hills 2017 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	76	105	33	66	37	30	55						46
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344	\$1,806,462	\$1,721,994	\$1,942,647						\$1,715,242
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727	\$1,760,810	\$1,703,239	\$1,853,542						\$1,667,212
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%	99.98%	98.00%						98.76%
Sales Price to	1.11	1.11	1.26	1.14	1.24	1.28	1.15						1.22
# Units Sold	7	7	11	11	26	35	17						114
Active Listings	60	88	113	114	116	104	88						98
Under Contracts	23	33	47	59	54	46	54						45

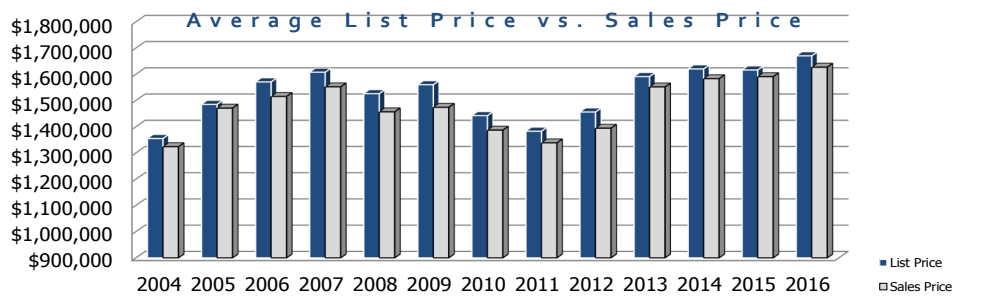
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	46	46	0.40%
Sales Price	\$1,669,659	\$1,667,212	-0.15%
Sales Price to Assessed Value	1.20	1.22	1.22%



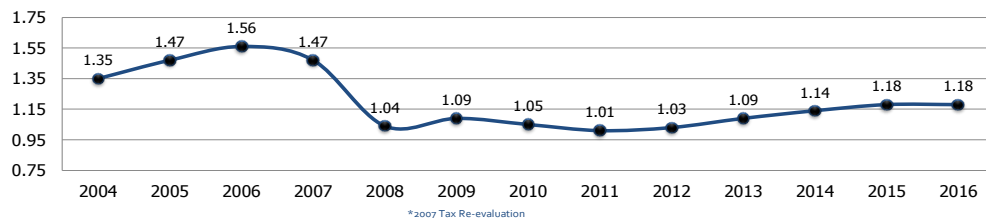
	2016	2017	% Change
# Units Sold	109	114	4.59%
Active Listings	78	88	12.82%
Under Contracts	56	54	-3.57%

Short Hills Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
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
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

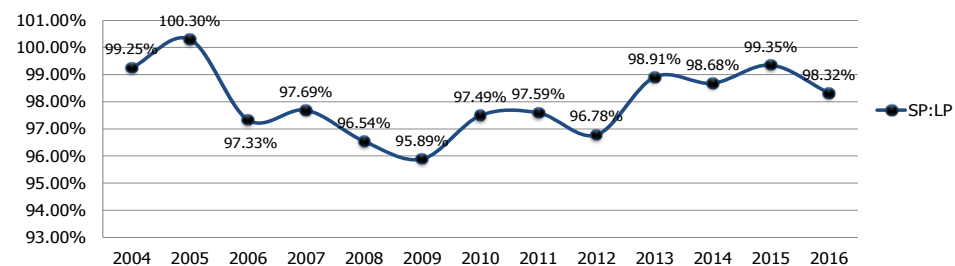
Sales Price to Assessed Value Ratio



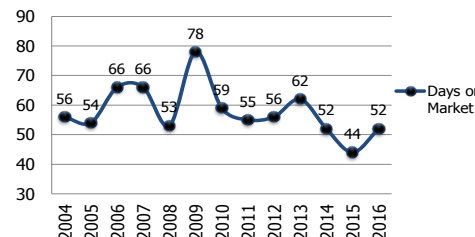
*2007 Tax Re-evaluation

Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

