

Short Hills

August 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	401 Hobart Avenue	Ranch	3	3.0	32	\$995,000	\$995,000	\$987,000	99.20%	\$749,100	1.32
2	393 White Oak Ridge Road	Custom	4	3.2	71	\$1,200,000	\$1,100,000	\$990,000	90.00%	\$949,500	1.04
3	297 Forest Drive S	Colonial	3	2.1	97	\$1,068,000	\$999,088	\$999,000	99.99%	\$806,000	1.24
4	30 Deer Path	RanchExp	4	2.1	63	\$1,298,000	\$1,198,000	\$1,100,000	91.82%	\$1,055,800	1.04
5	50 Colonial Way	Colonial	4	4.1	32	\$1,295,000	\$1,295,000	\$1,215,000	93.82%	\$1,028,300	1.18
6	64 Whitney Road	Tudor	4	3.1	64	\$1,298,000	\$1,238,000	\$1,240,000	100.16%	\$1,250,500	0.99
7	55 Minnisink Road	Contemp	3	2.0	182	\$1,495,000	\$1,348,000	\$1,250,000	92.73%	\$937,500	1.33
8	135 Great Hills Road	RanchRas	4	3.1	23	\$1,275,000	\$1,275,000	\$1,255,000	98.43%	\$1,216,700	1.03
9	25 Coleridge Road	Colonial	5	2.1	22	\$1,218,000	\$1,218,000	\$1,260,000	103.45%	\$931,600	1.35
10	45 Forest Drive	Colonial	5	3.2	26	\$1,235,000	\$1,250,000	\$1,267,000	101.36%	\$1,335,400	0.95
11	104 Chatham Road	Colonial	4	3.1	15	\$1,298,000	\$1,298,000	\$1,290,000	99.38%	\$1,054,100	1.22
12	60 Great Oak Drive	Colonial	5	4.1	9	\$1,299,000	\$1,299,000	\$1,330,000	102.39%	\$1,006,500	1.32
13	38 Browning Road	SplitLev	4	2.1	30	\$1,385,000	\$1,385,000	\$1,395,000	100.72%	\$888,400	1.57
14	62 Tennyson Drive	RanchExp	6	4.1	12	\$1,298,000	\$1,298,000	\$1,400,088	107.87%	\$1,205,300	1.16
15	37 Seminole Way	Custom	4	2.2	37	\$1,495,000	\$1,495,000	\$1,430,000	95.65%	\$1,163,800	1.23
16	147 Tennyson Drive	SplitLev	4	3.2	21	\$1,489,000	\$1,489,000	\$1,570,000	105.44%	\$959,700	1.64
17	16 Marion Avenue	Colonial	4	3.0	15	\$1,585,000	\$1,585,000	\$1,585,000	100.00%	\$1,144,400	1.39
18	41 Wordsworth Road	Custom	4	3.1	9	\$1,559,000	\$1,559,000	\$1,605,000	102.95%	\$1,145,200	1.40
19	36 Dorset Lane	Custom	5	4.2	117	\$1,800,000	\$1,718,000	\$1,690,000	98.37%	\$1,370,600	1.23
20	24 West Road	Tudor	4	3.3	54	\$1,795,000	\$1,719,000	\$1,698,888	98.83%	\$1,757,500	0.97
21	24 Jefferson Avenue	Colonial	5	3.2	9	\$1,749,000	\$1,749,000	\$1,735,000	99.20%	\$2,000,000	0.87
22	17 Puritan Road	Custom	6	5.1	47	\$1,899,000	\$1,899,000	\$1,775,000	93.47%	\$1,171,600	1.52
23	3 Laurel Court	Colonial	5	4.1	23	\$1,950,000	\$1,795,000	\$1,795,000	100.00%	\$2,178,400	0.82
24	11 Washington Avenue	Colonial	6	5.2	103	\$2,395,000	\$1,995,000	\$1,810,000	90.73%	\$2,495,000	0.73
25	55 Grosvenor Road	Custom	5	4.1	23	\$1,928,888	\$1,928,888	\$1,825,000	94.61%	\$1,680,000	1.09

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26	2 Country Day Drive	Custom	5	3.2	111	\$2,100,000	\$1,999,000	\$1,850,000	92.55%	\$1,900,000	0.97
27	48 Browning Road	SplitLev	5	5.1	35	\$1,999,000	\$1,950,000	\$1,900,000	97.44%	\$1,483,400	1.28
28	60 Crescent Place	Colonial	6	5.2	9	\$1,895,000	\$1,895,000	\$2,025,000	106.86%	\$2,324,800	0.87
29	21 Fielding Road	Custom	5	5.2	87	\$2,568,000	\$2,200,000	\$2,200,000	100.00%	\$1,735,500	1.27
30	3 Brantwood Terrace	Colonial	6	5.1	42	\$2,275,000	\$2,275,000	\$2,200,000	96.70%		
31	50 Woodfield Drive	Colonial	7	4.1	127	\$2,695,000	\$2,298,000	\$2,250,000	97.91%	\$2,400,000	0.94
32	274 Long Hill Drive	Colonial	7	5.1	136	\$2,540,000	\$2,375,000	\$2,300,000	96.84%	\$2,028,200	1.13
33	95 Browning Road	Colonial	5	4.1	29	\$2,595,000	\$2,595,000	\$2,467,500	95.09%		
34	364 Hartshorn Drive	Colonial	5	5.3	126	\$2,995,000	\$2,495,000	\$2,500,000	100.20%	\$3,430,500	0.73
35	22 Spenser Drive	Colonial	7	6.1	6	\$2,575,000	\$2,575,000	\$2,500,000	97.09%	\$2,322,000	1.08
36	40 Spenser Drive	Colonial	7	7.1	29	\$2,797,000	\$2,797,000	\$2,680,000	95.82%		
37	36 Hemlock Road	Custom	8	6.2	63	\$3,450,000	\$3,450,000	\$3,200,000	92.75%	\$3,167,100	1.01
38	95 Minnisink Road	Colonial	7	7.1	96	\$4,375,000	\$3,975,000	\$3,600,000	90.57%	\$4,000,000	0.90
AVERAGE					53	\$1,898,971	\$1,815,973	\$1,767,618	97.90%		1.14

"ACTIVE" Listings in Short Hills

Number of Units: 91
Average List Price: \$2,413,405
Average Days on Market: 75

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 20
Average List Price: \$1,431,695
Average Days on Market: 51

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	53					48
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344	\$1,806,462	\$1,721,994	\$1,942,647	\$1,815,973					\$1,740,425
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727	\$1,760,810	\$1,703,239	\$1,853,542	\$1,767,618					\$1,692,313
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%	99.98%	98.00%	97.90%					98.55%
Sales Price to Assessed Value	1.11	1.11	1.26	1.14	1.24	1.28	1.15	1.14					1.20
# Units Sold	7	7	11	11	26	35	17	38					152
Active Listings	60	88	113	114	116	104	88	91					97
Under Contracts	23	33	47	59	54	46	54	20					42

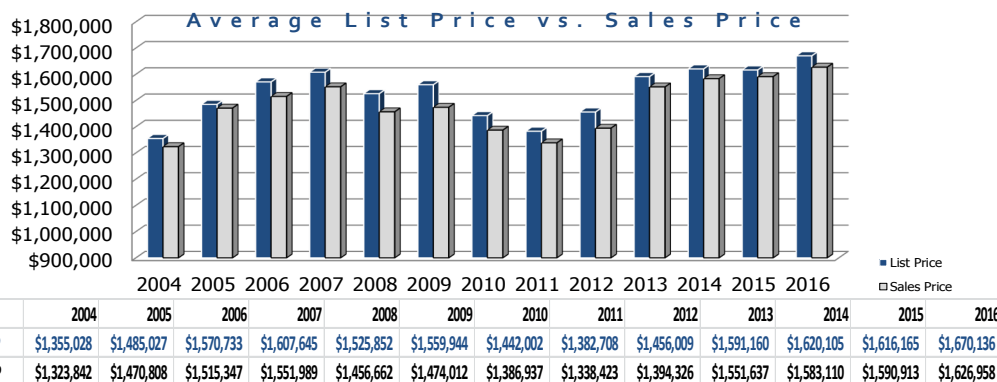
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	46	48	5.25%
Sales Price	\$1,635,666	\$1,692,313	3.46%
Sales Price to Assessed Value	1.21	1.20	-0.88%

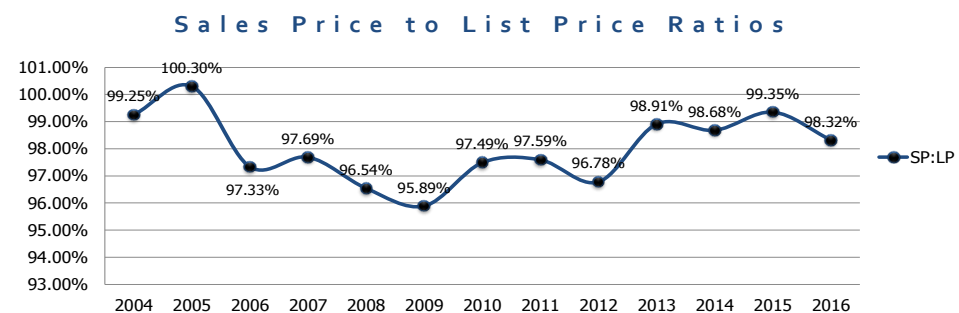


	2016	2017	% Change
# Units Sold	152	152	0.00%
Active Listings	66	91	37.88%
Under Contracts	30	20	-33.33%

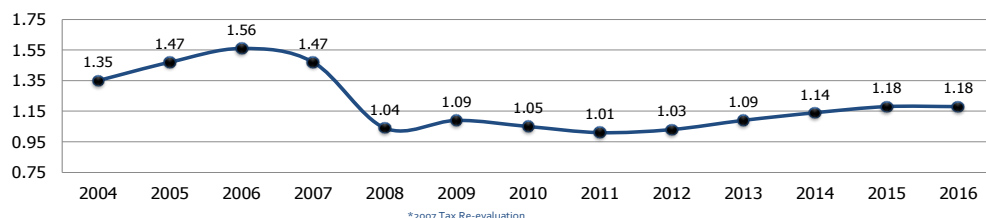
Short Hills Yearly Market Trends



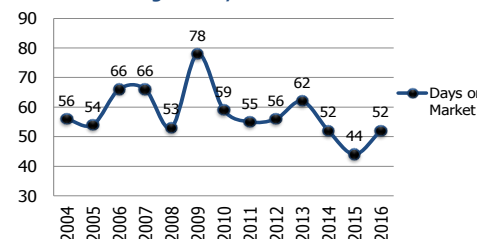
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

