

Short Hills

November 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	115 Short Hills Avenue	Tudor	3	2.0	9	\$788,000	\$788,000	\$788,000	100.00%	\$758,400	1.04
2	28 Whitney Road	Colonial	3	3.0	15	\$925,000	\$925,000	\$970,000	104.86%	\$1,064,800	0.91
3	42 Campbell Road	Colonial	3	1.1	1	\$899,000	\$899,000	\$999,000	111.12%	\$860,200	1.16
4	3 Spenser Drive	Ranch	3	2.0	7	\$1,050,000	\$1,050,000	\$1,050,000	100.00%	\$1,061,400	0.99
5	468 Long Hill Drive	Split Level	5	3.0	1	\$1,100,000	\$1,100,000	\$1,100,000	100.00%	\$1,036,400	1.06
6	151 Western Drive	RanchRas	3	2.1	30	\$1,175,000	\$1,175,000	\$1,100,000	93.62%	\$1,293,300	0.85
7	90 Baltusrol Way	Colonial	3	2.1	44	\$1,148,000	\$1,148,000	\$1,148,000	100.00%	\$854,700	1.34
8	30 Wordsworth Road	Split Level	4	3.1	28	\$1,188,000	\$1,188,000	\$1,150,000	96.80%	\$1,170,800	0.98
9	16 Claremont Drive	Colonial	4	2.1	15	\$1,250,000	\$1,250,000	\$1,250,000	100.00%	\$978,200	1.28
10	9 Midhurst Road	Colonial	4	3.1	29	\$1,450,000	\$1,395,000	\$1,375,000	98.57%	\$1,304,000	1.05
11	404 Old Short Hills Road	Colonial	6	5.1	27	\$1,488,000	\$1,488,000	\$1,400,000	94.09%	\$1,663,100	0.84
12	410 Old Short Hills Road	Colonial	5	4.1	67	\$1,575,000	\$1,575,000	\$1,500,000	95.24%	\$1,377,200	1.09
13	330 Hobart Avenue	Colonial	5	4.2	16	\$1,625,000	\$1,625,000	\$1,550,000	95.38%	\$1,633,800	0.95
14	101 Westview Road	Colonial	5	5.1	32	\$1,695,000	\$1,695,000	\$1,575,000	92.92%	\$2,328,400	0.68
15	443 Long Hill Drive	Colonial	4	3.1	1	\$1,850,000	\$1,850,000	\$1,850,000	100.00%	\$1,385,000	1.34
16	75 Hemlock Road	Colonial	6	5.1	10	\$1,990,000	\$1,990,000	\$2,000,000	100.50%	\$2,242,800	0.89
AVERAGE					21	\$1,324,750	\$1,321,313	\$1,300,313	98.94%		1.03

"ACTIVE" Listings in Short Hills

Number of Units: 75
Average List Price: \$2,411,895
Average Days on Market: 104

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 27
Average List Price: \$1,647,255
Average Days on Market: 79

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	45	17	21		44
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	\$1,599,818	\$1,982,571	\$1,321,313		\$1,701,877
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	\$1,562,223	\$1,868,571	\$1,300,313		\$1,654,554
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%	99.98%	98.00%	97.90%	98.51%	96.56%	98.94%		98.51%
Sales Price to Assessed Value	1.11	1.11	1.26	1.14	1.24	1.28	1.15	1.14	1.10	0.97	1.03		1.16
# Units Sold	7	7	11	11	26	35	17	38	17	7	16		192
Active Listings	60	88	113	114	116	104	88	91	94	91	75		94
Under Contracts	23	33	47	59	54	46	54	20	21	28	27		37

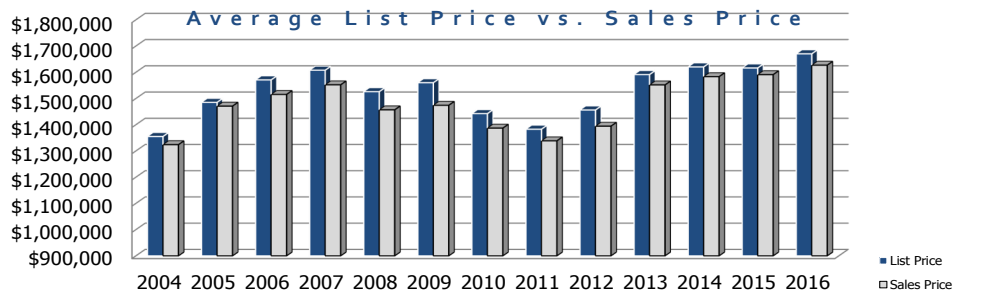
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	49	44	-8.91%
Sales Price	\$1,626,620	\$1,654,554	1.72%
Sales Price to Assessed Value	1.19	1.16	-2.09%



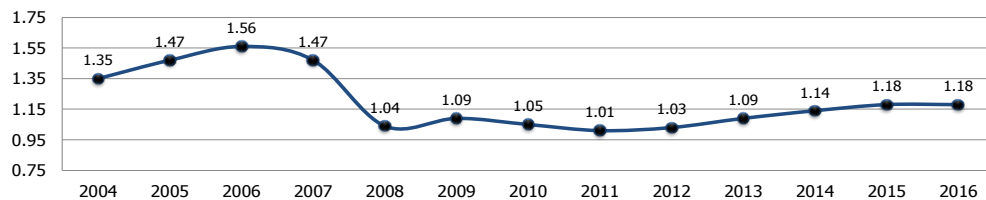
	2016	2017	% Change
# Units Sold	198	192	-3.03%
Active Listings	54	75	38.89%
Under Contracts	24	27	12.50%

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

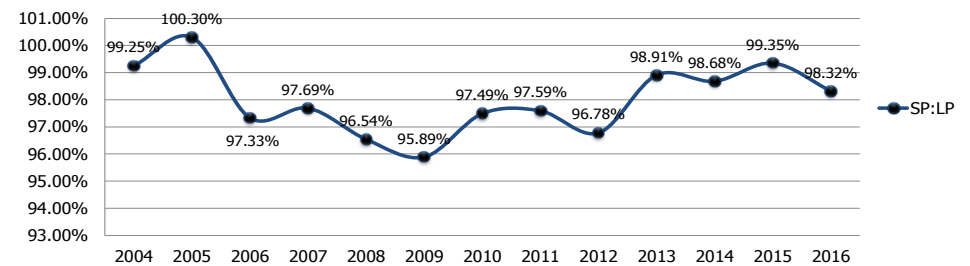
Sales Price to Assessed Value Ratio



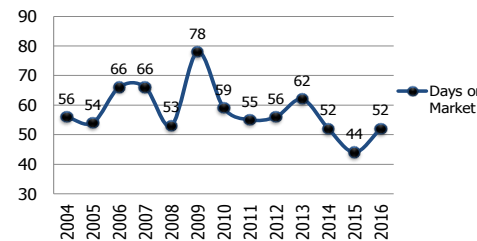
*2007 Tax Re-evaluation

Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

