

Short Hills

January 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	21 Woodstone Circle	TwnIntUn	3	3.1	99	\$1,200,000	\$999,999	\$950,000	95.00%	\$1,303,600	0.73
2	15 Seminole Way	RanchExp	6	3.1	167	\$1,498,000	\$1,195,000	\$999,000	83.60%	\$1,434,700	0.70
3	14 Lakeview Avenue	Colonial	4	3.1	6	\$1,050,000	\$1,050,000	\$1,070,000	101.90%	\$953,200	1.12
4	67 Baltusrol Way	Tudor	4	3.1	14	\$1,099,000	\$1,099,000	\$1,150,000	104.64%	\$964,800	1.19
5	80 Hillside Avenue	Colonial	5	4.1	56	\$1,595,000	\$1,495,000	\$1,335,000	89.30%	\$1,666,400	0.80
6	407 Long Hill Drive	Contemp	4	3.1	144	\$1,548,000	\$1,395,000	\$1,375,000	98.57%	\$1,225,000	1.12
7	62 Nottingham Road	Tudor	5	4.2	28	\$1,594,000	\$1,594,000	\$1,512,500	94.89%	\$1,930,000	0.78
8	33 Clive Hills Road	Colonial	7	6.1	43	\$2,695,000	\$2,695,000	\$2,600,000	96.47%	\$2,571,300	1.01
9	40 Montview Avenue	Colonial	7	7.6	425	\$9,900,000	\$6,900,000	\$6,000,000	86.96%	\$7,585,300	0.79
AVERAGE					109	\$2,464,333	\$2,047,000	\$1,887,944	94.59%		0.92

"ACTIVE" Listings in Short Hills

Number of Units: 90
Average List Price: \$2,280,533
Average Days on Market: 84

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 18
Average List Price: \$2,068,674
Average Days on Market: 69

Short Hills 2018 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	109												109
List Price	\$2,047,000												\$2,047,000
Sales Price	\$1,887,944												\$1,887,944
Sales Price as a % of List Price	94.59%												94.59%
Sales Price to Assessed Value	0.92												0.92
# Units Sold	9												9
Active Listings	90												90
Under Contracts	18												18

Flashback! YTD 2017 vs YTD 2018

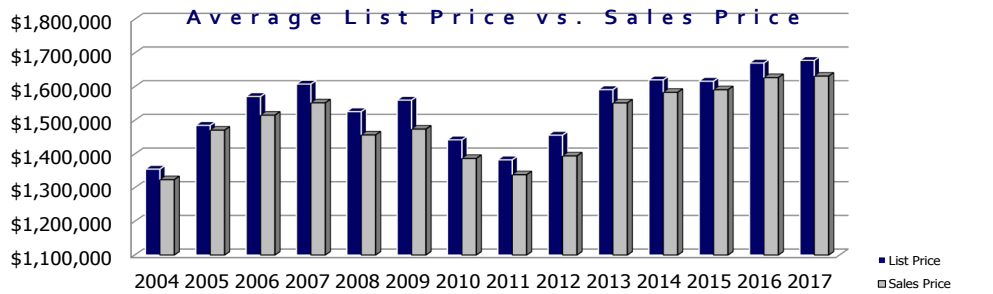
YTD	2017	2018	% Change
Days on Market	76	109	43.57%
Sales Price	\$1,625,714	\$1,887,944	16.13%
Sales Price to Assessed Value	1.11	0.92	-17.35%



YTD	2017	2018	% Change
# Units Sold	7	9	28.57%
Active Listings	60	90	50.00%
Under Contracts	23	18	-21.74%

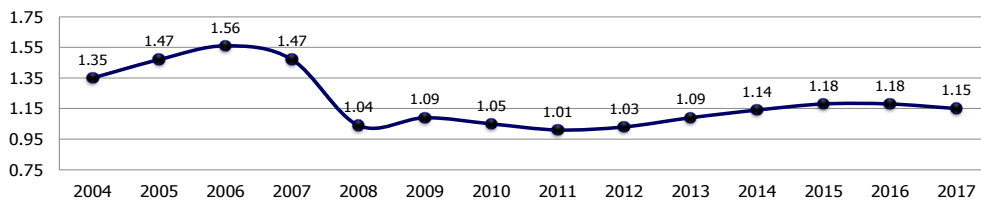
Short Hills Yearly Market Trends

Average List Price vs. Sales Price



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
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
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

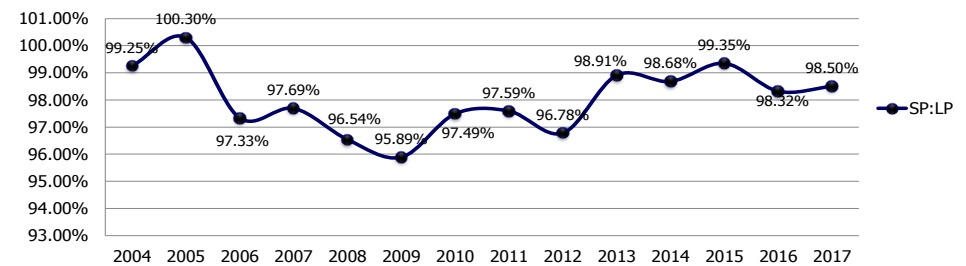
Sales Price to Assessed Value Ratio



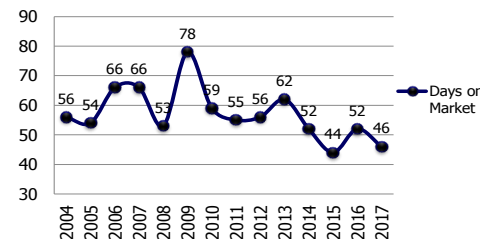
*2007 Tax Re-evaluation

Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

