

Short Hills

February 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	590 White Oak Ridge Road	SplitLev	3	2.1	61	\$949,000	\$899,000	\$860,000	95.66%	\$954,500	0.90
2	10 Great Hills Terrace	CapeCod	5	3.0	53	\$908,250	\$908,250	\$978,500	107.73%	\$1,116,500	0.88
3	25 Great Oak Drive	Custom	3	3.0	12	\$995,000	\$995,000	\$995,000	100.00%	\$1,163,800	0.85
4	30 North Road	Colonial	4	4.1	79	\$2,200,000	\$2,195,000	\$1,950,000	88.84%	\$2,394,900	0.81
5	11 Eliot Place	Colonial	6	6.1	105	\$2,695,000	\$2,695,000	\$2,500,000	92.76%		
6	181 Long Hill Drive	Colonial	7	6.1	149	\$3,100,000	\$2,995,000	\$2,850,000	95.16%	\$3,168,300	0.90
7	12 Ferndale Road	Contemp	7	7.2	127	\$3,995,000	\$3,995,000	\$3,850,000	96.37%	\$3,564,400	1.08
AVERAGE					84	\$2,120,321	\$2,097,464	\$1,997,643	96.65%		0.90

"ACTIVE" Listings in Short Hills

Number of Units: 105
Average List Price: \$2,285,731
Average Days on Market: 76

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 30
Average List Price: \$1,777,263
Average Days on Market: 62

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	84											98
List Price	\$2,047,000	\$2,097,464											\$2,069,078
Sales Price	\$1,887,944	\$1,997,643											\$1,935,938
Sales Price as a % of List Price	94.59%	96.65%											95.49%
Sales Price to	0.92	0.90											0.91
# Units Sold	9	7											16
Active Listings	90	105											98
Under Contracts	18	30											24

Flashback! YTD 2017 vs YTD 2018

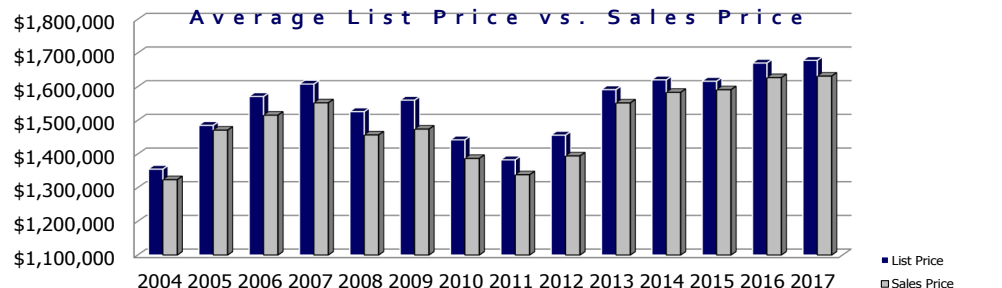
YTD	2017	2018	% Change
Days on Market	91	98	8.29%
Sales Price	\$1,843,607	\$1,935,938	5.01%
Sales Price to Assessed Value	1.11	0.91	-17.68%



YTD	2017	2018	% Change
# Units Sold	14	16	14.29%
Active Listings	88	105	19.32%
Under Contracts	33	30	-9.09%

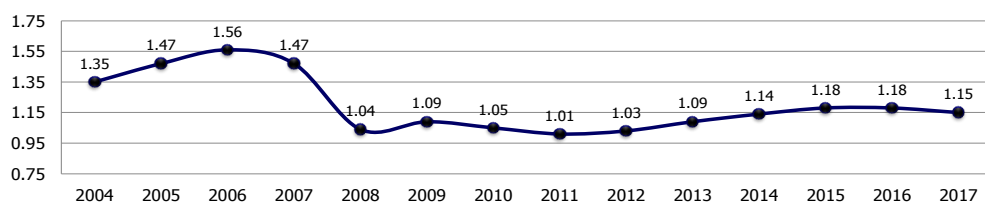
Short Hills Yearly Market Trends

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

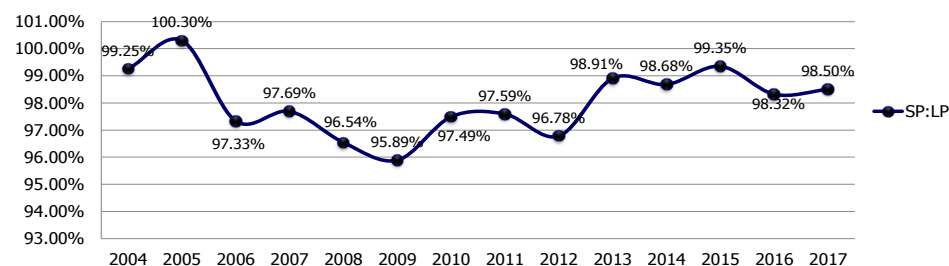
Sales Price to Assessed Value Ratio



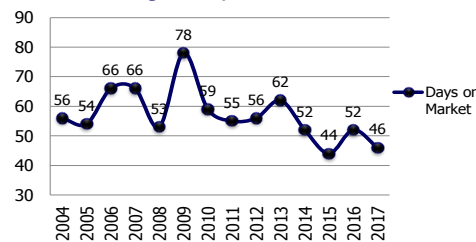
*2007 Tax Re-evaluation

Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

