

# Short Hills

March 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	5 Farley Road	Split Level	3	2.1	13	\$849,000	\$849,000	\$878,000	103.42%	\$1,035,300	0.85
2	247 Parsonage Hill Road	Split Level	4	2.1	14	\$965,000	\$965,000	\$940,000	97.41%	\$1,024,000	0.92
3	60 Kean Road	Colonial	5	3.1	36	\$1,460,000	\$1,460,000	\$1,310,000	89.73%	\$1,320,900	0.99
4	281 Hartshorn Drive	Land	0	0.0	70	\$1,585,000	\$1,585,000	\$1,400,000	88.33%	\$1,914,600	0.73
5	5 Grosvenor Road	Custom	4	5.1	112	\$1,788,000	\$1,650,000	\$1,535,000	93.03%	\$1,573,100	0.98
6	2 Hamilton Road	Custom	4	4.1	52	\$1,599,888	\$1,599,888	\$1,600,000	100.01%	\$1,561,700	1.02
7	77 Falmouth Street	Colonial	4	4.1	1	\$1,800,000	\$1,800,000	\$1,800,000	100.00%	\$1,527,500	1.18
8	55 Canoe Brook Road	Colonial	6	6.0	8	\$1,888,000	\$1,888,000	\$1,850,000	97.99%	\$2,468,900	0.75
9	49 Seminole Way	Custom	5	4.1	8	\$1,778,000	\$1,778,000	\$1,870,000	105.17%	\$1,419,000	1.32
10	273 White Oak Ridge Road	Colonial	7	6.1	183	\$2,299,000	\$1,999,000	\$1,875,000	93.80%		
11	6 Delwick Lane	Colonial	7	7.2	37	\$2,999,000	\$2,999,000	\$2,810,000	93.70%	\$2,935,300	0.96
12	104 Farley Road	Custom	7	6.1	70	\$2,999,000	\$2,999,000	\$2,878,000	95.97%		
13	459 Long Hill Drive	Colonial	7	7.1	22	\$3,395,000	\$3,395,000	\$3,175,000	93.52%	\$3,119,700	1.02
14	2 Jefferson Avenue	Colonial	7	6.3	252	\$5,250,000	\$5,250,000	\$4,000,000	76.19%	\$5,195,900	0.77
AVERAGE					63	\$2,189,635	\$2,158,349	\$1,994,357	94.87%		0.96

## "ACTIVE" Listings in Short Hills

**Number of Units: 107**  
**Average List Price: \$2,287,511**  
**Average Days on Market: 83**

## "UNDER CONTRACT" Listings in Short Hills

**Number of Units: 43**  
**Average List Price: \$1,672,837**  
**Average Days on Market: 53**

# 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	63										82
List Price	\$2,047,000	\$2,097,464	\$2,158,349										\$2,110,738
Sales Price	\$1,887,944	\$1,997,643	\$1,994,357										\$1,963,200
Sales Price as a % of List Price	94.59%	96.65%	94.87%										95.20%
Sales Price to Assessed Value	0.92	0.90	0.96										0.93
# Units Sold	9	7	14										30
Active Listings	90	105	107										101
Under Contracts	18	30	43										30

## Flashback! YTD 2017 vs YTD 2018

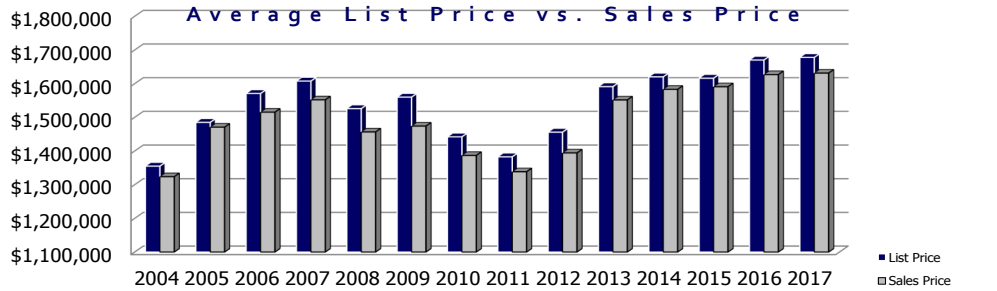
YTD	2017	2018	% Change
Days on Market	65	82	24.90%
Sales Price	\$1,579,060	\$1,963,200	24.33%
Sales Price to Assessed Value	1.19	0.93	-21.41%



YTD	2017	2018	% Change
# Units Sold	25	30	20.00%
Active Listings	113	107	-5.31%
Under Contracts	47	43	-8.51%

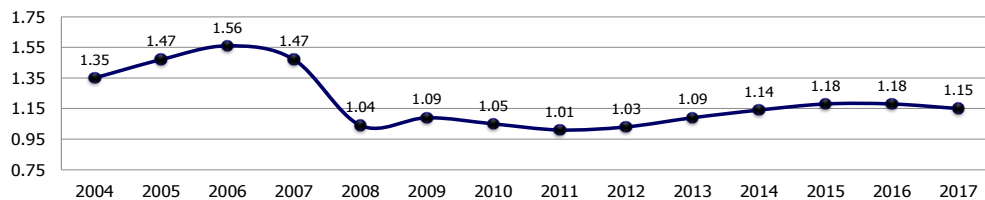
### Short Hills Yearly Market Trends

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

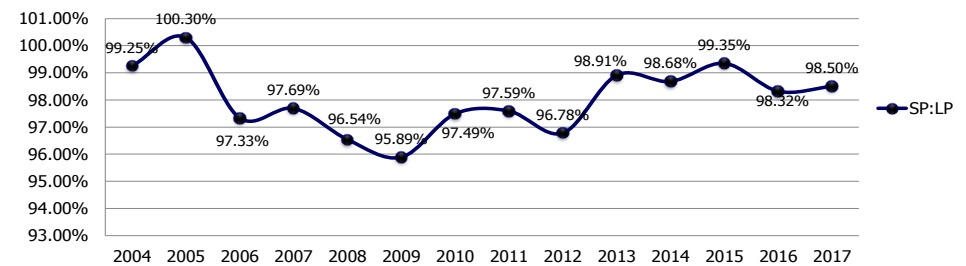
Sales Price to Assessed Value Ratio



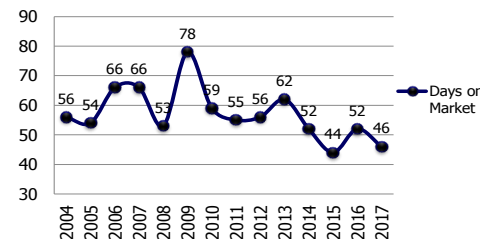
\*2007 Tax Re-evaluation

### Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

