

Short Hills

July 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	2 Winding Way	Colonial	4	2.0	10	\$599,000	\$599,000	\$751,000	125.38%	\$826,600	0.91
2	31 Elmwood Place	Colonial	4	2.1	17	\$788,000	\$788,000	\$861,000	109.26%	\$834,400	1.03
3	3 Canterbury Lane	SplitLev	4	2.2	88	\$899,000	\$948,000	\$930,000	98.10%	\$929,300	1.00
4	267 Long Hill Drive	Ranch	5	3.0	84	\$1,248,000	\$999,000	\$999,999	100.10%	\$1,270,800	0.79
5	2 Northern Drive	Colonial	3	2.1	32	\$1,195,000	\$1,088,000	\$1,050,000	96.51%	\$1,209,600	0.87
6	30 Sylvan Way	Colonial	4	3.1	63	\$1,250,000	\$1,150,000	\$1,090,000	94.78%	\$1,175,800	0.93
7	33 Woodland Road	Colonial	4	2.1	23	\$1,150,000	\$1,150,000	\$1,105,000	96.09%	\$926,900	1.19
8	20 Oak Hill Road	Colonial	4	3.2	40	\$1,250,000	\$1,199,999	\$1,160,000	96.67%	\$987,700	1.17
9	54 Woodland Road	Colonial	4	2.1	13	\$1,250,000	\$1,250,000	\$1,300,000	104.00%		
10	11 Sparta Road	Ranch	4	4.2	43	\$1,450,000	\$1,450,000	\$1,325,000	91.38%	\$1,733,400	0.76
11	21 Byron Road	Custom	4	3.1	98	\$1,575,000	\$1,425,000	\$1,355,000	95.09%	\$1,329,100	1.02
12	50 Addison Drive	SplitLev	5	4.1	58	\$1,449,000	\$1,399,000	\$1,370,000	97.93%	\$1,263,600	1.08
13	1 Seminole Way	Colonial	5	2.3	56	\$1,485,000	\$1,425,000	\$1,400,000	98.25%	\$1,484,800	0.94
14	62 Nottingham Road	Tudor	5	4.2	14	\$1,495,000	\$1,495,000	\$1,400,000	93.65%	\$1,930,000	0.73
15	53 Hillside Avenue	Tudor	5	5.0	38	\$1,489,000	\$1,489,000	\$1,445,000	97.04%	\$1,600,000	0.90
16	35 Cayuga Way	RanchExp	4	3.2	36	\$1,498,000	\$1,498,000	\$1,475,000	98.46%	\$1,516,900	0.97
17	285 Forest Drive S	Colonial	5	4.1	18	\$1,450,000	\$1,450,000	\$1,485,000	102.41%	\$1,290,900	1.15
18	95 Falmouth Street	Colonial	5	4.1	42	\$1,548,000	\$1,498,000	\$1,498,000	100.00%	\$1,567,500	0.96
19	51 Woodcrest Avenue	Custom	4	3.1	46	\$1,525,000	\$1,398,000	\$1,501,000	107.37%	\$1,612,700	0.93
20	4 Harvey Drive	Colonial	6	5.1	44	\$1,788,000	\$1,752,000	\$1,701,000	97.09%	\$1,956,000	0.87

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21	4 Fox Hill Lane	Colonial	6	6.1	16	\$1,895,000	\$1,895,000	\$1,780,000	93.93%	\$2,386,900	0.75
22	408 White Oak Ridge Road	Colonial	5	6.1	413	\$2,099,000	\$1,995,000	\$1,868,500	93.66%	\$2,099,000	0.89
23	6 Knollwood Road	Colonial	5	4.2	113	\$2,150,000	\$1,995,000	\$1,889,000	94.69%	\$2,111,800	0.89
24	60 Dorison Drive	Colonial	6	7.1	58	\$2,995,000	\$2,899,000	\$2,750,000	94.86%	\$3,310,700	0.83
25	100 Woodfield Drive	Tudor	7	5.2	24	\$2,950,000	\$2,950,000	\$2,850,000	96.61%	\$2,579,500	1.10
26	33 Brooklawn Drive	Custom	7	7.3	332	\$4,800,000	\$4,550,000	\$3,975,000	87.36%	\$3,211,900	1.24
AVERAGE					70	\$1,664,231	\$1,605,192	\$1,550,558	98.49%		0.96

"ACTIVE" Listings in Short Hills

Number of Units: 106
Average List Price: \$2,105,370
Average Days on Market: 87

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 36
Average List Price: \$1,767,583
Average Days on Market: 56

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	34	53	68	26						65
List Price	\$2,047,000	\$2,097,464	\$2,158,349	\$1,313,467	\$1,628,909	\$1,672,430	\$1,605,192						\$1,715,299
Sales Price	\$1,887,944	\$1,997,643	\$1,994,357	\$1,270,733	\$1,592,264	\$1,602,478	\$1,550,558						\$1,638,894
Sales Price as a % of List Price	94.59%	96.65%	94.87%	97.18%	98.42%	96.09%	98.49%						96.99%
Sales Price to	0.92	0.90	0.96	1.00	1.00	0.98	0.96						0.97
# Units Sold	9	7	14	15	23	23	26						117
Active Listings	90	105	107	128	142	132	106						116
Under Contracts	18	30	43	50	46	47	36						39

Flashback! YTD 2017 vs YTD 2018

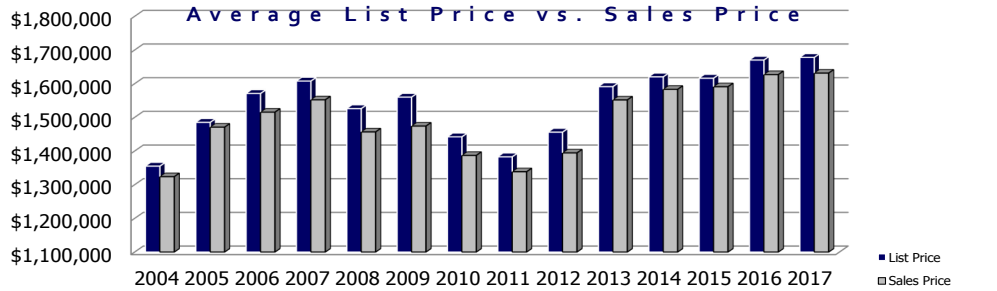
YTD	2017	2018	% Change
Days on Market	46	65	39.08%
Sales Price	\$1,667,212	\$1,638,894	-1.70%
Sales Price to Assessed Value	0.98	0.97	-0.73%



YTD	2017	2018	% Change
# Units Sold	114	117	2.63%
Active Listings	88	106	20.45%
Under Contracts	54	36	-33.33%

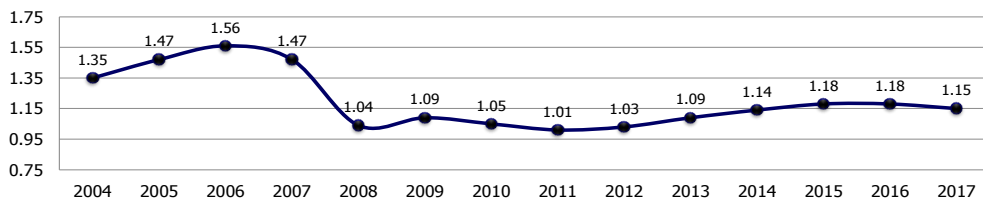
Short Hills Yearly Market Trends

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

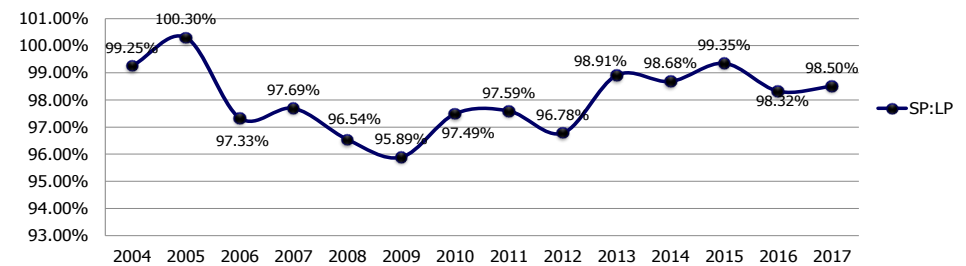
Sales Price to Assessed Value Ratio



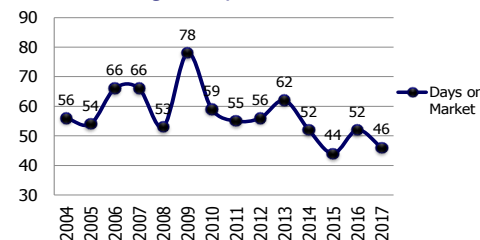
*2007 Tax Re-evaluation

Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

