

# SHORT HILLS

## April 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	39 Baltusrol Way	Colonial	6	3.2	21	\$1,098,000	\$1,098,000	\$1,088,000	99.09%	\$844,700	1.29
2	14 Hawthorne Road	Colonial	4	3.1	12	\$1,178,000	\$1,178,000	\$1,140,000	96.77%	\$958,100	1.19
3	301 Forest Drive South	CapeCod	4	2.0	17	\$1,195,000	\$1,195,000	\$1,220,000	102.09%	\$834,900	1.46
4	39 W Beechcroft Road	Colonial	5	4.2	37	\$1,395,000	\$1,395,000	\$1,400,000	100.36%	\$1,127,700	1.24
5	251 Parsonage Hill Road	Custom	6	5.1	10	\$1,548,000	\$1,548,000	\$1,548,000	100.00%	\$1,178,800	1.31
6	34 Fairfield Drive	Colonial	5	5.1	5	\$1,795,000	\$1,795,000	\$1,750,000	97.49%	\$2,003,700	0.87
7	15 Watchung Road	Contemp	7	6.2	49	\$2,088,000	\$2,088,000	\$1,930,000	92.43%	\$1,900,000	1.02
8	84 Canoe Brook Road	Colonial	5	5.1	104	\$2,188,000	\$2,098,000	\$1,974,000	94.09%		
9	50 Grosvenor Road	Colonial,	6	4.2	6	\$1,999,000	\$1,999,000	\$2,250,000	112.56%	\$1,735,000	1.30
10	8 Wordsworth Road	Colonial	6	6.1	9	\$2,500,000	\$2,500,000	\$2,435,500	97.42%		
11	272 Old Short Hills Road	Custom	6	4.1	21	\$2,895,000	\$2,895,000	\$2,800,000	96.72%	\$2,700,000	1.04
12	175 Long Hill Drive	Colonial	7	6.1	51	\$2,999,000	\$2,999,000	\$2,940,000	98.03%		
AVERAGE					29	\$1,906,500	\$1,899,000	\$1,872,958	98.92%		1.19

### ***"ACTIVE"*** LISTINGS IN SHORT HILLS

**Number of Units:** 100  
**Average List Price:** \$2,471,212  
**Average Days on Market:** 80

### ***"UNDER CONTRACT"*** LISTINGS IN SHORT HILLS

**Number of Units:** 60  
**Average List Price:** \$1,631,913  
**Average Days on Market:** 49

# Short Hills 2016 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	65	65	34	29									46
List Price	\$1,207,983	\$1,623,727	\$1,859,250	\$1,899,000									\$1,696,511
Sales Price	\$1,174,800	\$1,612,982	\$1,820,330	\$1,872,958									\$1,671,074
Sales Price as a % of List Price	97.39%	99.64%	100.43%	98.92%									99.21%
Sales Price to Assessed Value	1.23	1.14	1.20	1.19									1.18
# Units Sold	6	11	8	12									37
Active Listings	54	74	101	100									82
Under Contracts	29	39	48	60									44

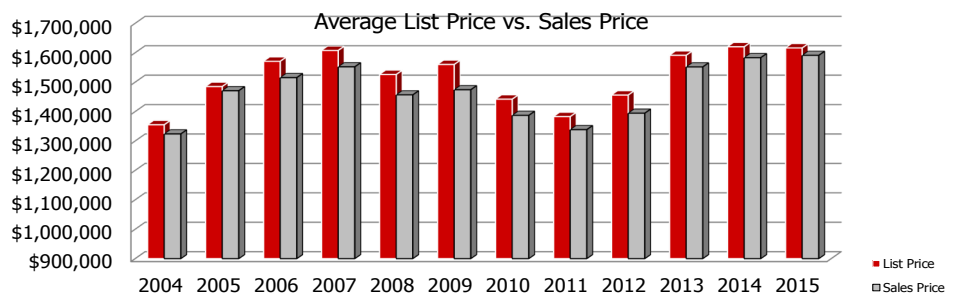
## Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	50	46	-6.97%
Sales Price	\$1,618,242	\$1,671,074	3.26%
Assessed Value to Sales Price	1.20	1.18	-1.36%



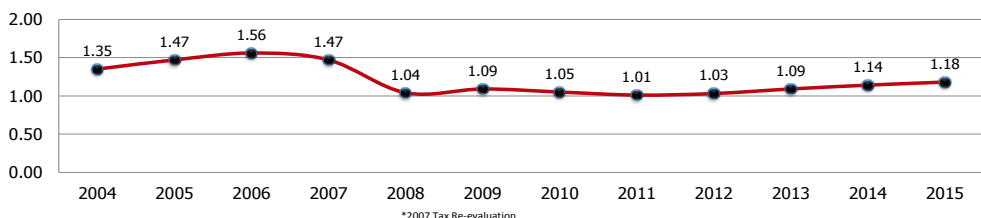
	2015	2016	% Change
# Units Sold	41	37	-9.76%
Active Listings	107	100	-6.54%
Under Contracts	64	60	-6.25%

## Short Hills Yearly Market Trends



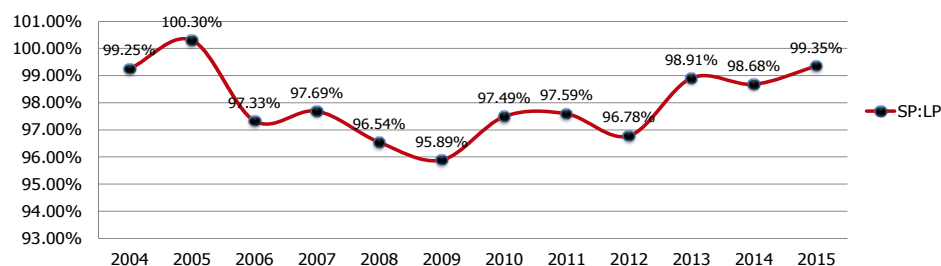
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326	\$1,551,637	\$1,583,110	\$1,590,913

### Sales Price to Assessed Value Ratio

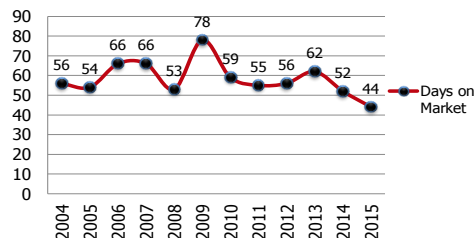


## Short Hills Yearly Market Trends

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

