

# SHORT HILLS

## August 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	20 Campbell Road	Colonial	3	2.1	7	\$799,000	\$799,000	\$790,000	98.87%	\$577,000	1.37
2	27 Great Hills Terrace	Custom	4	4.0	292	\$999,000	\$925,000	\$866,000	93.62%	\$812,800	1.07
3	22 Canterbury Lane	Ranch	3	2.0	33	\$889,000	\$889,000	\$920,000	103.49%	\$632,600	1.45
4	16 Exeter Road	Colonial	3	1.1	24	\$950,000	\$950,000	\$950,000	100.00%	\$747,300	1.27
5	87 Great Hills Road	CapeCod	4	3.1	12	\$950,000	\$950,000	\$951,516	100.16%	\$753,900	1.26
6	47 Meadowbrook Road	Colonial	4	2.1	15	\$949,000	\$949,000	\$995,000	104.85%	\$767,600	1.30
7	9 Great Hills Terrace	SplitLev	4	3.1	9	\$998,000	\$998,000	\$999,999	100.20%	\$776,700	1.29
8	14 Lakeview Avenue	Colonial	3	3.1	24	\$1,050,000	\$1,050,000	\$1,050,000	100.00%	\$801,000	1.31
9	21 Coleridge Road	SplitLev	5	3.1	13	\$1,200,000	\$1,200,000	\$1,100,050	91.67%	\$999,600	1.10
10	488 Old Short Hills Road	Contemp	4	3.1	43	\$1,250,000	\$1,250,000	\$1,125,000	90.00%	\$920,400	1.22
11	136 Hobart Avenue	Tudor	4	3.0	49	\$1,195,000	\$1,195,000	\$1,137,000	95.15%	\$1,010,200	1.13
12	25 Pine Ter W	Colonial	4	2.1	51	\$1,175,000	\$1,175,000	\$1,140,000	97.02%	\$907,000	1.26
13	132 Hobart Avenue	Colonial	4	3.1	12	\$1,088,000	\$1,088,000	\$1,150,000	105.70%	\$845,800	1.36
14	75 Oakview Terrace	Colonial	4	3.2	18	\$1,098,000	\$1,098,000	\$1,201,000	109.38%	\$808,200	1.49
15	23 West Road	Custom	4	2.2	49	\$1,299,000	\$1,250,000	\$1,210,000	96.80%	\$1,224,600	0.99
16	47 Wellington Avenue	Colonial	4	3.2	48	\$1,250,000	\$1,198,000	\$1,215,000	101.42%	\$996,700	1.22
17	294 Taylor Road S	Colonial	4	2.1	25	\$1,200,000	\$1,200,000	\$1,250,000	104.17%	\$1,080,600	1.16
18	15 Harvey Drive	SplitLev	4	3.0	9	\$1,295,000	\$1,295,000	\$1,270,000	98.07%	\$1,006,700	1.26
19	1 Sheridan Drive	SplitLev	4	4.1	20	\$1,299,000	\$1,299,000	\$1,275,000	98.15%	\$1,047,000	1.22
20	5 Dogwood Drive	Colonial	4	2.1	14	\$1,299,000	\$1,299,000	\$1,325,000	102.00%	\$1,002,000	1.32
21	304 Lupine Way	SplitLev	4	3.1	0	\$1,350,000	\$1,350,000	\$1,350,000	100.00%	\$824,600	1.64
22	26 Haddonfield Road	Colonial	5	4.1	9	\$1,395,000	\$1,395,000	\$1,380,000	98.92%	\$1,045,600	1.32
23	39 Nottingham Road	Tudor	4	3.1	62	\$1,495,000	\$1,495,000	\$1,400,000	93.65%	\$1,100,000	1.27
24	15 Canterbury Lane	Colonial	4	3.1	9	\$1,395,000	\$1,395,000	\$1,475,000	105.73%		
25	90 Troy Drive	RanchExp	4	5.1	127	\$1,550,000	\$1,500,000	\$1,500,000	100.00%	\$1,322,900	1.13

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
26	7 Wyndham Road	Tudor	4	3.2	66	\$1,595,000	\$1,549,000	\$1,525,000	98.45%	\$1,000,000	1.53
27	115 Lake Road	Colonial	5	3.2	0	\$1,595,000	\$1,595,000	\$1,525,000	95.61%	\$1,475,000	1.03
28	20 Fox Hill Lane	Custom	4	4.1	8	\$1,495,000	\$1,495,000	\$1,561,000	104.41%	\$1,150,000	1.36
29	289 Lupine Way	Colonial	4	2.2	10	\$1,595,000	\$1,595,000	\$1,645,000	103.13%	\$1,083,800	1.52
30	71 Kean Road	Custom	4	4.1	2	\$1,750,000	\$1,750,000	\$1,660,000	94.86%	\$1,545,100	1.07
31	10 Barberry Lane	Custom	3	2.1	30	\$1,779,000	\$1,695,000	\$1,681,875	99.23%	\$1,642,900	1.02
32	25 Oswego Lane	Ranch	5	4.0	17	\$1,750,000	\$1,750,000	\$1,725,000	98.57%	\$1,177,000	1.47
33	5 Pinewood Court	Colonial	5	4.1	24	\$1,750,000	\$1,750,000	\$1,750,000	100.00%	\$1,198,100	1.46
34	316 Long Hill Drive	RanchExp	5	4.0	16	\$1,785,000	\$1,785,000	\$1,750,000	98.04%	\$1,326,800	1.32
35	105 Stewart Road	Colonial	5	3.2	119	\$2,188,000	\$1,999,000	\$1,950,000	97.55%	\$2,050,000	0.95
36	2 Lake Road	Colonial	5	4.2	65	\$2,495,000	\$2,250,000	\$1,950,000	86.67%	\$2,298,000	0.85
37	26 Spenser Drive	Colonial	6	5.1	157	\$2,595,000	\$2,450,000	\$2,350,000	95.92%	\$1,876,500	1.25
38	11 Mohawk Road	Colonial	6	5.2	83	\$2,995,000	\$2,495,000	\$2,430,000	97.39%	\$2,698,700	0.90
39	7 N Taylor Road	Colonial	6	4.1	70	\$2,695,000	\$2,695,000	\$2,550,000	94.62%	\$3,200,000	0.80
40	160 Highland Avenue	Colonial	6	4.1	102	\$3,000,000	\$3,000,000	\$2,800,000	93.33%	\$3,350,000	0.84
41	465 Long Hill Drive	Colonial	7	6.1	110	\$3,088,000	\$2,999,000	\$2,800,000	93.36%	\$2,350,000	1.19
42	144 Forest Drive	Custom	6	4.2	53	\$3,395,000	\$3,075,000	\$2,900,000	94.31%	\$2,711,300	1.07
43	24 Farbrook Drive	Colonial	6	5.1	13	\$3,250,000	\$3,250,000	\$3,050,000	93.85%	\$558,100	
AVERAGE					45	\$1,632,837	\$1,589,977	\$1,549,499	98.33%		1.22

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

Number of Units: **66**  
 Average List Price: **\$2,303,241**  
 Average Days on Market: **98**

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

Number of Units: **30**  
 Average List Price: **\$1,844,333**  
 Average Days on Market: **65**

# 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	48	44	45					46
List Price	\$1,207,983	\$1,623,727	\$1,859,250	\$1,899,000	\$1,548,174	\$1,737,960	\$1,817,679	\$1,589,977					\$1,667,254
Sales Price	\$1,174,800	\$1,612,982	\$1,820,330	\$1,872,958	\$1,533,972	\$1,720,608	\$1,750,711	\$1,549,499					\$1,635,666
Sales Price as a % of List Price	97.39%	99.64%	100.43%	98.92%	100.68%	100.03%	97.41%	98.33%					99.12%
Sales Price to	1.23	1.14	1.20	1.19	1.23	1.19	1.22	1.22					1.21
# Units Sold	6	11	8	12	23	30	19	43					152
Active Listings	54	74	101	100	106	87	78	66					83
Under Contracts	29	39	48	60	58	58	56	30					47

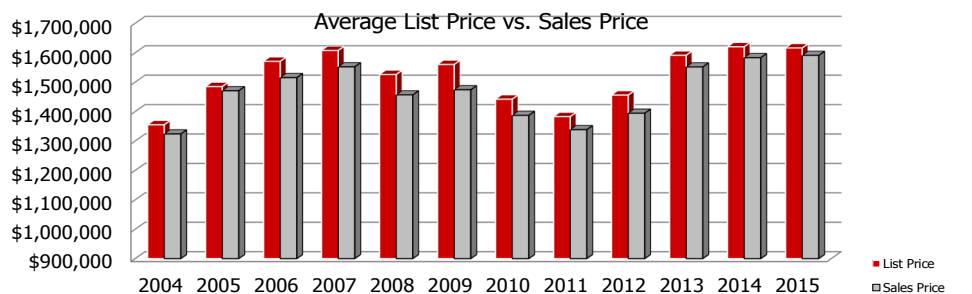
## Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	41	46	10.85%
Sales Price	\$1,599,957	\$1,635,666	2.23%
Assessed Value to Sales Price	1.19	1.21	1.18%



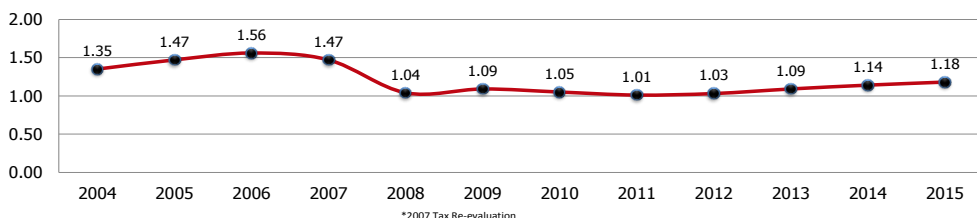
	2015	2016	% Change
# Units Sold	155	152	-1.94%
Active Listings	77	66	-14.29%
Under Contracts	33	30	-9.09%

## Short Hills Yearly Market Trends

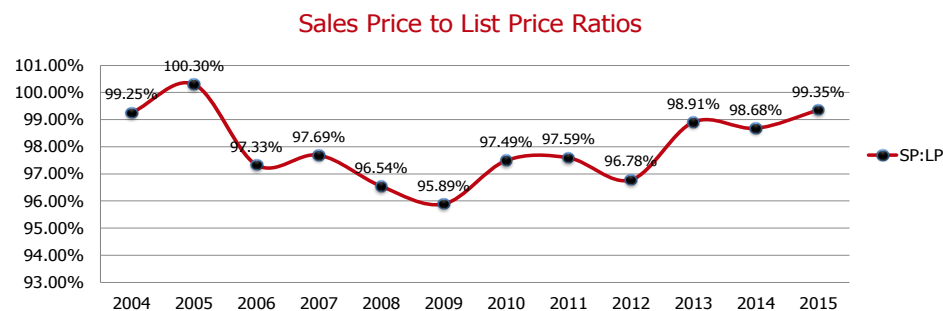


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

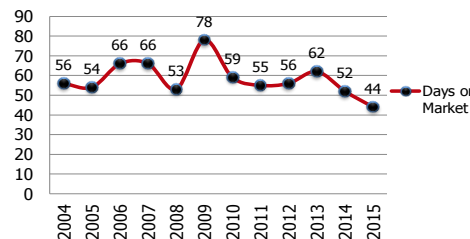
### Sales Price to Assessed Value Ratio



## Short Hills Yearly Market Trends



### Average Days on Market



### Number of Units Sold

