

SHORT HILLS

December 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	94 Meadowbrook Road	Colonial	4	2.1	38	\$795,000	\$750,000	\$740,000	98.67%	\$634,100	1.17
2	873 South Orange Avenue	Ranch	3	2.1	11	\$799,000	\$799,000	\$861,000	107.76%	\$761,600	1.13
3	38 Silver Spring Road	SplitLev	4	3.0	82	\$929,000	\$909,000	\$895,000	98.46%	\$854,800	1.05
4	24 Andover Drive	SplitLev	5	3.0	48	\$1,150,000	\$1,085,000	\$1,050,000	96.77%	\$815,000	1.29
5	25 Park Circle	Colonial	5	3.1	48	\$1,198,000	\$1,138,000	\$1,108,000	97.36%	\$1,092,700	1.01
6	96 Old Short Hills Road	Victrian	5	2.2	117	\$1,250,000	\$1,250,000	\$1,150,000	92.00%	\$908,700	1.27
7	11 Shelley Road	Colonial	3	2.1	85	\$1,100,000	\$1,100,000	\$1,157,000	105.18%	\$979,600	1.18
8	10 Oswego Lane	RanchExp	4	4.0	140	\$1,520,000	\$1,300,000	\$1,200,000	92.31%	\$1,271,800	0.94
9	10 Saratoga Way	Colonial	5	3.1	16	\$1,335,000	\$1,335,000	\$1,313,000	98.35%	\$1,216,800	1.08
10	26 Park Road	Colonial	5	3.1	9	\$1,295,000	\$1,295,000	\$1,336,000	103.17%	\$989,300	1.35
11	16 Dominick Court	RanchExp	5	4.1	24	\$1,488,000	\$1,488,000	\$1,445,000	97.11%	\$1,038,000	1.39
12	419 Long Hill Drive	Ranch	4	3.1	32	\$1,695,000	\$1,695,000	\$1,710,000	100.88%	\$1,271,300	1.35
13	73 Highland Avenue	Colonial	6	4.1	140	\$1,949,000	\$1,949,000	\$1,750,000	89.79%	\$1,962,800	0.89
14	7 Farmstead Road	Custom	9	7.3	159	\$2,325,000	\$2,325,000	\$2,000,000	86.02%	\$3,543,400	0.56
15	330 White Oak Ridge Road	Colonial	6	5.2	53	\$2,295,000	\$2,095,000	\$2,015,000	96.18%	\$1,875,000	1.07
16	25 Lawrence Drive	Colonial	5	5.2	165	\$2,695,000	\$2,395,000	\$2,095,000	87.47%		
17	17 Troy Drive	Colonial	7	5.1	42	\$2,495,000	\$2,425,000	\$2,350,000	96.91%	\$2,000,000	1.18
18	32 Lake Shore Drive	Colonial	7	6.1	171	\$3,195,000	\$2,695,000	\$2,536,000	94.10%	\$3,216,700	0.79
19	39 Woodcrest Avenue	Colonial	6	7.1	152	\$2,895,000	\$2,695,000	\$2,590,000	96.10%		
20	35 Tall Pine Lane	Colonial	8	6.1	51	\$3,575,000	\$3,575,000	\$3,305,000	92.45%	\$3,150,000	1.05
AVERAGE					79	\$1,798,900	\$1,714,900	\$1,630,300	96.35%		1.10

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 54
 Average List Price: \$2,656,755
 Average Days on Market: 94

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 24
 Average List Price: \$1,691,917
 Average Days on Market: 77

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	58	67	54	79	52
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	\$1,700,789	\$1,623,833	\$1,637,867	\$1,714,900	\$1,670,136
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	\$1,622,000	\$1,543,833	\$1,607,033	\$1,630,300	\$1,626,958
Sales Price as a % of List Price	97.39%	99.64%	100.43%	98.92%	100.68%	100.03%	97.41%	98.33%	95.40%	94.92%	99.19%	96.35%	98.32%
Sales Price to	1.23	1.14	1.20	1.19	1.23	1.19	1.22	1.22	1.12	1.12	1.16	1.10	1.18
# Units Sold	6	11	8	12	23	30	19	43	19	12	15	20	218
Active Listings	54	74	101	100	106	87	78	66	61	62	54	40	74
Under Contracts	29	39	48	60	58	58	56	30	36	32	24	13	40

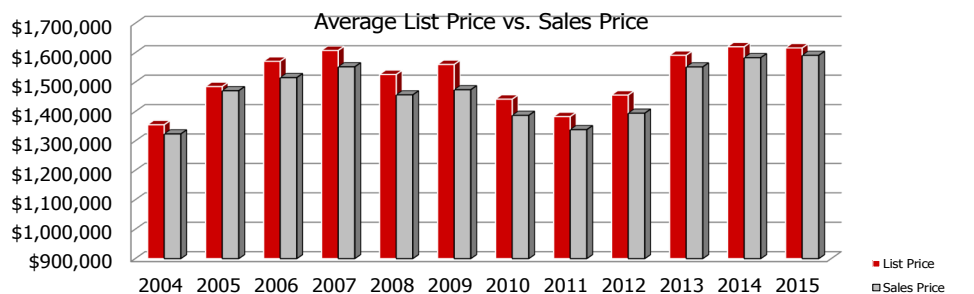
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	44	52	17.15%
Sales Price	\$1,590,913	\$1,626,958	2.27%
Assessed Value to Sales Price	1.18	1.18	-0.12%



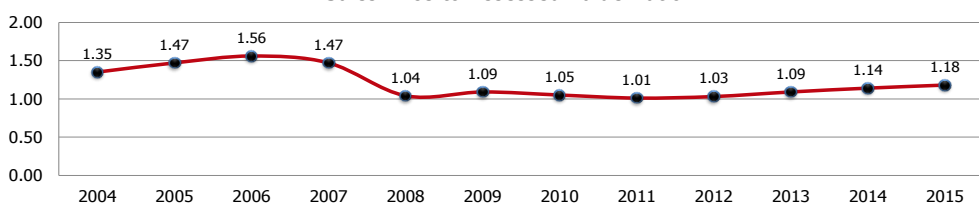
	2015	2016	% Change
# Units Sold	214	218	1.87%
Active Listings	43	40	-6.98%
Under Contracts	26	13	-50.00%

Short Hills Yearly Market Trends



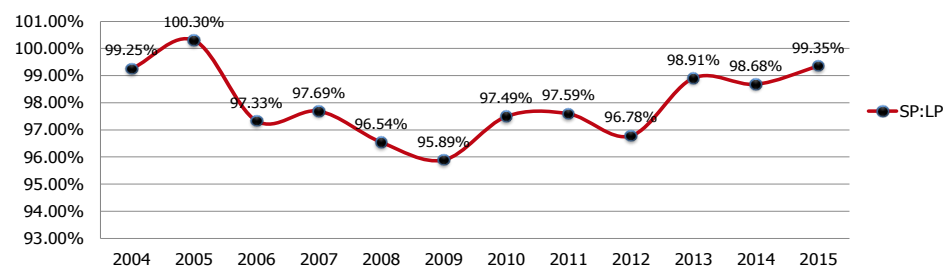
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

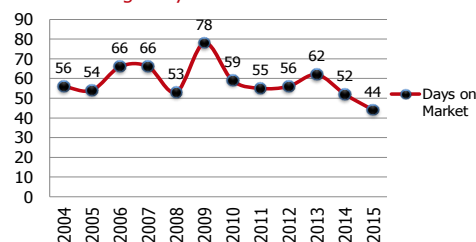


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

