

# SHORT HILLS

## June 2016 Market Snapshot

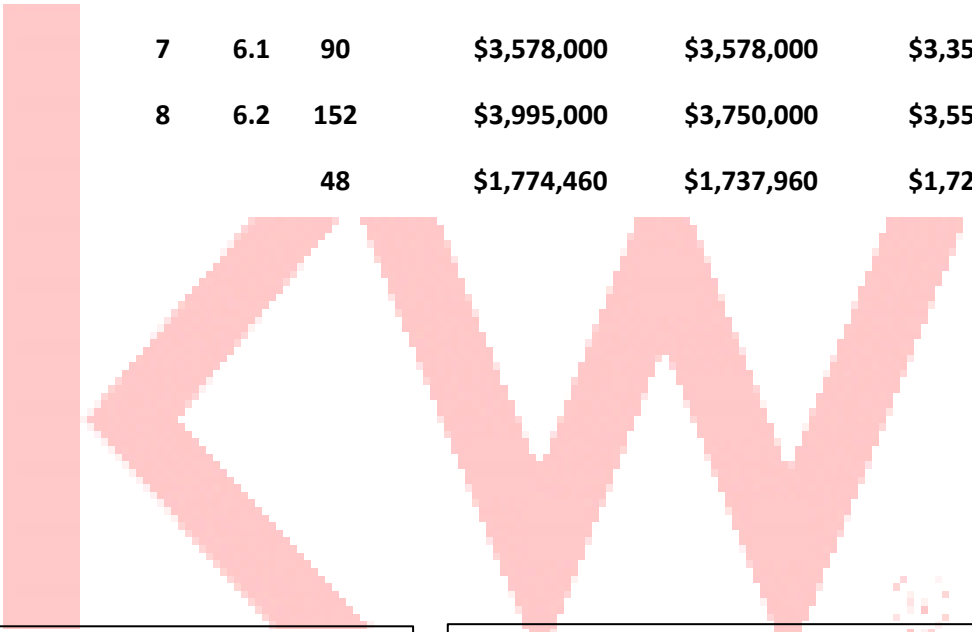
Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	21 Andover Drive	SplitLev	3	2.0	47	\$769,000	\$750,000	\$720,000	96.00%	\$765,100	0.94
2	18 South Terrace	CapeCod	3	2.0	65	\$850,000	\$850,000	\$797,500	93.82%	\$693,500	1.15
3	32 Exeter Road	Colonial	3	2.1	15	\$939,900	\$939,900	\$935,000	99.48%	\$795,800	1.17
4	16 Fenton Drive	Colonial	3	2.1	72	\$1,250,000	\$995,000	\$975,000	97.99%	\$965,500	1.01
5	48 Hawthorne Road	Tudor	4	2.1	7	\$889,000	\$889,000	\$999,000	112.37%	\$865,400	1.15
6	10 Great Hills Road	Colonial	4	3.0	11	\$1,095,000	\$1,095,000	\$1,136,500	103.79%	\$784,700	1.45
7	41 Colonial Way	Colonial	5	4.1	20	\$1,139,000	\$1,139,000	\$1,157,000	101.58%	\$1,013,900	1.14
8	51 Joanna Way	RanchExp	5	4.0	16	\$1,200,000	\$1,200,000	\$1,251,000	104.25%	\$997,600	1.25
9	69 Tennyson Drive	SplitLev	4	3.1	0	\$1,300,000	\$1,300,000	\$1,310,000	100.77%	\$1,150,400	1.14
10	20 Whitney Road	Colonial	4	3.1	16	\$1,225,000	\$1,225,000	\$1,323,000	108.00%	\$1,094,200	1.21
11	110 Farley Road	Colonial	4	3.0	6	\$1,398,000	\$1,398,000	\$1,350,000	96.57%	\$1,139,500	1.18
12	290 Long Hill Drive	SplitLev	6	4.1	0	\$1,550,000	\$1,550,000	\$1,365,000	88.06%	\$1,087,200	1.26
13	63 Woodland Road	Colonial	4	2.1	9	\$1,348,000	\$1,348,000	\$1,370,000	101.63%	\$1,102,400	1.24
14	163 Tennyson Drive	SplitLev	4	3.1	24	\$1,488,000	\$1,488,000	\$1,425,000	95.77%	\$1,092,500	1.30
15	314 Glen Avenue	Tudor	5	4.1	11	\$1,250,000	\$1,250,000	\$1,456,250	116.50%	\$831,400	1.75
16	91 Whitney Road	Colonial	6	4.1	15	\$1,398,888	\$1,398,888	\$1,458,000	104.23%	\$1,077,900	1.35
17	285 Old Short Hills Road	Colonial	7	5.1	311	\$1,995,000	\$1,719,000	\$1,550,000	90.17%	\$1,918,900	0.81
18	15 Troy Lane	Colonial	5	3.1	50	\$1,658,000	\$1,658,000	\$1,570,000	94.69%	\$1,573,800	1.00
19	12 Byron Road	Custom	5	4.0	0	\$1,529,000	\$1,529,000	\$1,630,000	106.61%	\$1,123,200	1.45
20	21 Wordsworth Road	SplitLev	4	4.0	12	\$1,695,000	\$1,695,000	\$1,705,000	100.59%	\$1,100,000	1.55
21	41 Great Hills Terrace	Colonial	5	3.2	9	\$1,570,000	\$1,570,000	\$1,727,500	110.03%	\$1,525,000	1.13
22	36 Haddonfield Road	Colonial	5	4.1	16	\$1,695,000	\$1,695,000	\$1,737,000	102.48%	\$1,408,600	1.23
23	30 Hemlock Road	Colonial	5	4.1	70	\$1,895,000	\$1,895,000	\$1,895,000	100.00%	\$1,787,300	1.06
24	139 Stewart Road	Colonial	6	6.0	29	\$1,995,000	\$1,995,000	\$1,967,500	98.62%	\$1,740,300	1.13
25	70 Browning Road	Colonial	5	5.0	31	\$2,350,000	\$2,350,000	\$2,225,000	94.68%	\$1,707,100	1.30

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
26	66-68 Minnisink Road	Tudor	6	5.2	44	\$3,245,000	\$3,245,000	\$3,125,000	96.30%	\$3,300,000	0.95
27	101 Knollwood Road	Colonial	7	5.3	261	\$3,495,000	\$3,195,000	\$3,275,000	102.50%	\$3,026,400	1.08
28	27 Mohawk Road	Colonial	7	6.1	27	\$3,449,000	\$3,449,000	\$3,275,000	94.96%		
29	346 Hartshorn Drive	Colonial	7	6.1	90	\$3,578,000	\$3,578,000	\$3,358,000	93.85%	\$2,775,000	1.21
30	18 Madison Terrace	Colonial	8	6.2	152	\$3,995,000	\$3,750,000	\$3,550,000	94.67%	\$3,900,000	0.91
AVERAGE					48	\$1,774,460	\$1,737,960	\$1,720,608	100.03%		1.19



### ***“ACTIVE”*** LISTINGS IN SHORT HILLS

**Number of Units:** 87  
**Average List Price:** \$2,374,682  
**Average Days on Market:** 91

### ***“UNDER CONTRACT”*** LISTINGS IN SHORT HILLS

**Number of Units:** 58  
**Average List Price:** \$1,683,067  
**Average Days on Market:** 58

# 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							47
List Price	\$1,207,983	\$1,623,727	\$1,859,250	\$1,899,000	\$1,548,174	\$1,737,960							\$1,672,419
Sales Price	\$1,174,800	\$1,612,982	\$1,820,330	\$1,872,958	\$1,533,972	\$1,720,608							\$1,652,548
Sales Price as a % of List Price	97.39%	99.64%	100.43%	98.92%	100.68%	100.03%							99.86%
Sales Price to	1.23	1.14	1.20	1.19	1.23	1.19							1.20
# Units Sold	6	11	8	12	23	30							90
Active Listings	54	74	101	100	106	87							87
Under Contracts	29	39	48	60	58	58							49

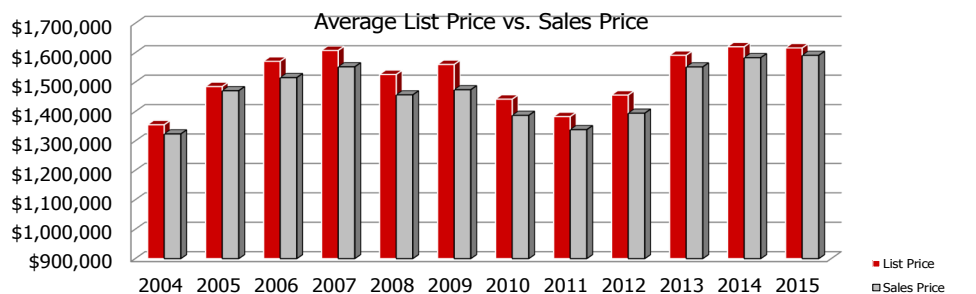
## Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	43	47	7.47%
Sales Price	\$1,675,507	\$1,652,548	-1.37%
Assessed Value to Sales Price	1.22	1.20	-1.49%



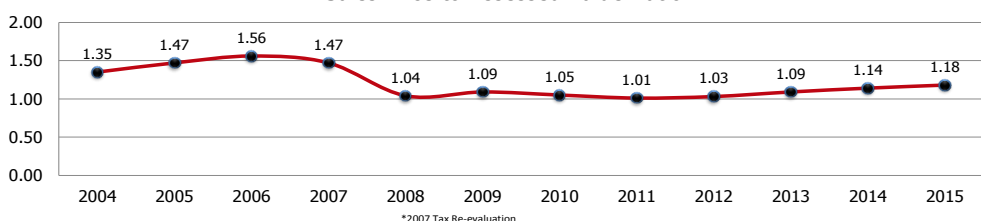
	2015	2016	% Change
# Units Sold	94	90	-4.26%
Active Listings	91	87	-4.40%
Under Contracts	63	58	-7.94%

## Short Hills Yearly Market Trends



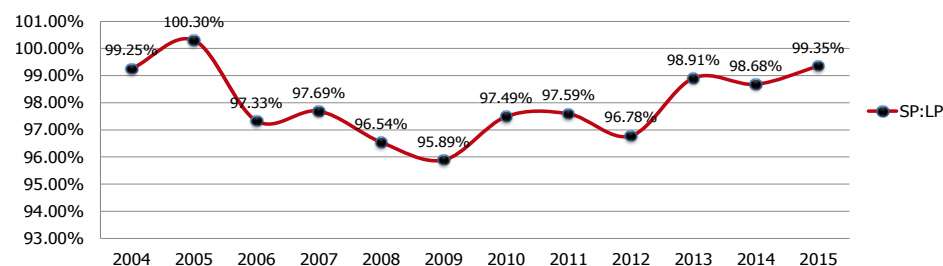
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

### Sales Price to Assessed Value Ratio

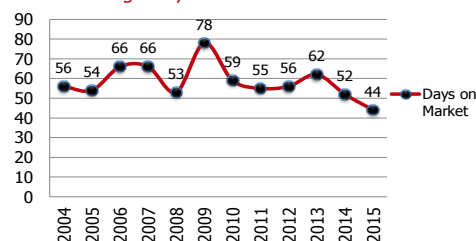


## Short Hills Yearly Market Trends

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

