

SHORT HILLS

March 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	16 Oak Hill Road	Colonial	3	2.1	27	\$899,000	\$899,000	\$940,000	104.56%	\$745,000	1.26
2	11 Canterbury Lane	Colonial	6	5.0	9	\$1,350,000	\$1,350,000	\$1,405,100	104.08%		
3	30 Jefferson Avenue	Colonial	8	3.1	0	\$1,390,000	\$1,390,000	\$1,410,000	101.44%	\$1,442,100	0.98
4	53 Fairfield Drive	Colonial	5	4.2	15	\$1,500,000	\$1,500,000	\$1,575,000	105.00%	\$1,200,000	1.31
5	368 Old Short Hills Road	Colonial	5	5.1	105	\$1,768,000	\$1,695,000	\$1,662,500	98.08%		
6	79 Troy Drive	Custom	5	3.1	17	\$1,695,000	\$1,695,000	\$1,811,000	106.84%	\$1,374,800	1.32
7	47 Knollwood Road	Colonial	6	4.1	30	\$2,495,000	\$2,495,000	\$2,400,000	96.19%	\$2,275,000	1.05
8	7 Noel Drive	Contemp	5	6.1	66	\$3,850,000	\$3,850,000	\$3,359,040	87.25%	\$2,600,000	1.29
AVERAGE					34	\$1,868,375	\$1,859,250	\$1,820,330	100.43%		1.20

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 101
Average List Price: \$2,378,186
Average Days on Market: 62

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 48
Average List Price: \$1,711,037
Average Days on Market: 42

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										55
List Price	\$1,207,983	\$1,623,727	\$1,859,250										\$1,599,316
Sales Price	\$1,174,800	\$1,612,982	\$1,820,330										\$1,574,170
Sales Price as a % of List Price	97.39%	99.64%	100.43%										99.36%
Sales Price to Assessed Value	1.23	1.14	1.20										1.18
# Units Sold	6	11	8										25
Active Listings	54	74	101										76
Under Contracts	29	39	48										39

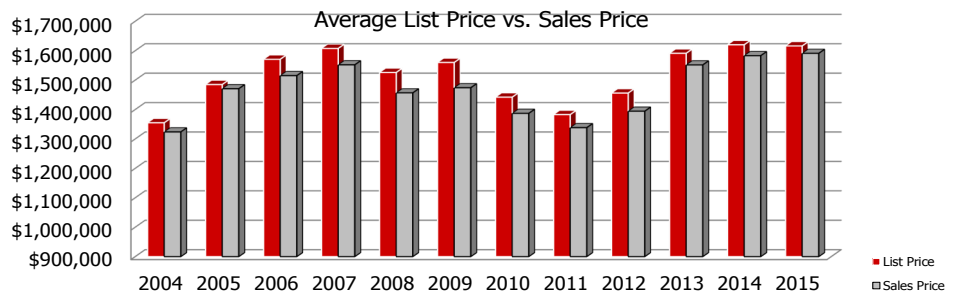
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	64	55	-14.92%
Sales Price	\$1,576,501	\$1,574,170	-0.15%
Assessed Value to Sales Price	1.15	1.18	2.64%



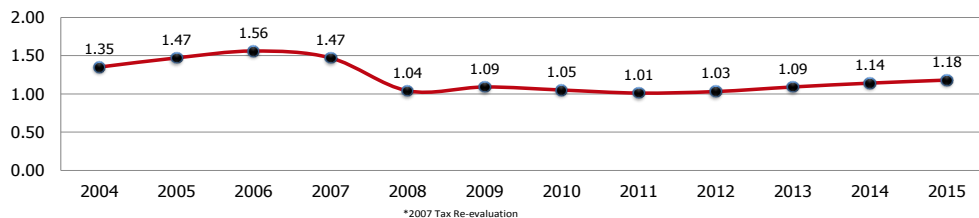
	2015	2016	% Change
# Units Sold	25	25	0.00%
Active Listings	67	101	50.75%
Under Contracts	60	48	-20.00%

Short Hills Yearly Market Trends



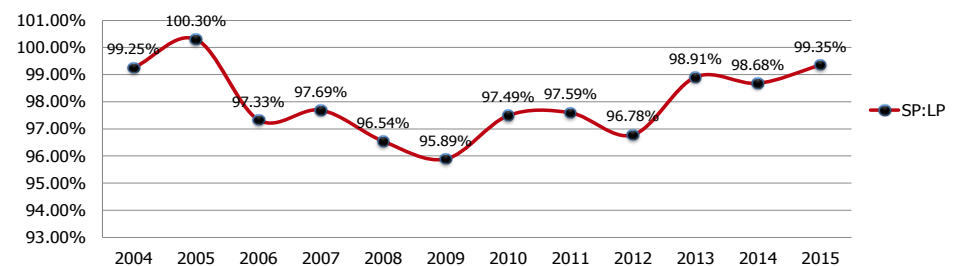
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

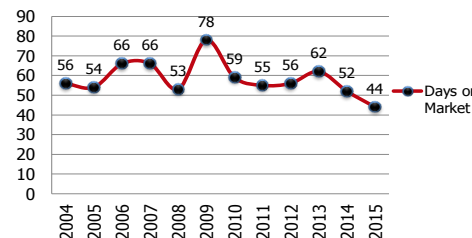


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

