

SHORT HILLS

May 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	428 Hobart Avenue	CapeCod	4	2.0	129	\$899,000	\$868,000	\$832,000	95.85%	\$793,400	1.05
2	11 Elmwood Place	Colonial	3	2.1	9	\$899,000	\$899,000	\$950,000	105.67%	\$814,000	1.17
3	36 Glen Brook Crest Drive	Custom	3	2.1	178	\$1,100,000	\$998,000	\$960,000	96.19%	\$737,800	1.30
4	116 Wellington Avenue	Colonial	3	2.1	13	\$899,000	\$899,000	\$975,000	108.45%	\$761,000	1.28
5	3 Brantwood Terrace	CapeCod	3	2.1	11	\$959,000	\$959,000	\$979,000	102.09%	\$760,600	1.29
6	9 Ridge Terrace	Colonial	3	2.1	8	\$949,000	\$949,000	\$990,000	104.32%	\$806,200	1.23
7	100 Short Hills Avenue	Colonial	5	3.1	21	\$880,000	\$880,000	\$990,350	112.54%	\$733,500	1.35
8	15 Woodland Road	Colonial	4	2.1	15	\$949,000	\$949,000	\$999,000	105.27%	\$704,900	1.42
9	222 Parsonage Hill Road	Colonial	4	2.1	47	\$1,050,000	\$1,050,000	\$1,020,000	97.14%	\$845,500	1.21
10	95 Browning Road	Ranch	3	3.0	17	\$996,000	\$996,000	\$1,126,000	113.05%	\$877,200	1.28
11	30 Colonial Way	Colonial	4	3.1	15	\$1,299,000	\$1,299,000	\$1,225,000	94.30%	\$1,070,000	1.14
12	8 Pinewood Court	Colonial	4	3.1	21	\$1,599,000	\$1,499,000	\$1,450,000	96.73%	\$1,543,600	0.94
13	25 Hawthorne Road	Tudor	4	3.2	16	\$1,448,000	\$1,448,000	\$1,455,000	100.48%	\$1,087,000	1.34
14	39 Westview Road	RanchExp	5	3.1	15	\$1,400,000	\$1,400,000	\$1,456,000	104.00%	\$1,347,500	1.08
15	17 Farmstead Road	Colonial	5	4.1	49	\$1,650,000	\$1,550,000	\$1,500,000	96.77%	\$1,938,600	0.77
16	209 Parsonage Hill Road	Colonial	6	5.1	9	\$1,695,000	\$1,695,000	\$1,665,000	98.23%		
17	155 Tennyson Drive	Custom	6	4.1	160	\$1,995,000	\$1,750,000	\$1,690,000	96.57%	\$1,251,800	1.35
18	44 Martindale Road	Colonial	4	4.1	38	\$1,695,000	\$1,695,000	\$1,705,000	100.59%	\$1,350,400	1.26
19	48 Holly Drive	Colonial	4	3.1	26	\$1,895,000	\$1,895,000	\$1,840,000	97.10%	\$1,195,000	1.54
20	47 Cayuga Way	Custom	5	4.1	15	\$1,848,000	\$1,848,000	\$1,884,000	101.95%	\$1,475,000	1.28
21	431 White Oak Ridge Road	Colonial	7	5.1	12	\$2,188,000	\$2,188,000	\$2,190,000	100.09%	\$1,658,900	1.32
22	36 Holly Drive	Colonial	7	6.1	25	\$3,399,000	\$3,399,000	\$3,300,000	97.09%		
23	62 Lake Road	Custom	6	6.2	201	\$4,795,000	\$4,495,000	\$4,100,000	91.21%		
AVERAGE					46	\$1,586,348	\$1,548,174	\$1,533,972	100.68%		1.23

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units:	106
Average List Price:	\$2,318,425
Average Days on Market:	79

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units:	58
Average List Price:	\$1,787,531
Average Days on Market:	50

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								46
List Price	\$1,207,983	\$1,623,727	\$1,859,250	\$1,899,000	\$1,548,174								\$1,639,648
Sales Price	\$1,174,800	\$1,612,982	\$1,820,330	\$1,872,958	\$1,533,972								\$1,618,518
Sales Price as a % of List Price	97.39%	99.64%	100.43%	98.92%	100.68%								99.78%
Sales Price to Assessed Value	1.23	1.14	1.20	1.19	1.23								1.20
# Units Sold	6	11	8	12	23								60
Active Listings	54	74	101	100	106								87
Under Contracts	29	39	48	60	58								47

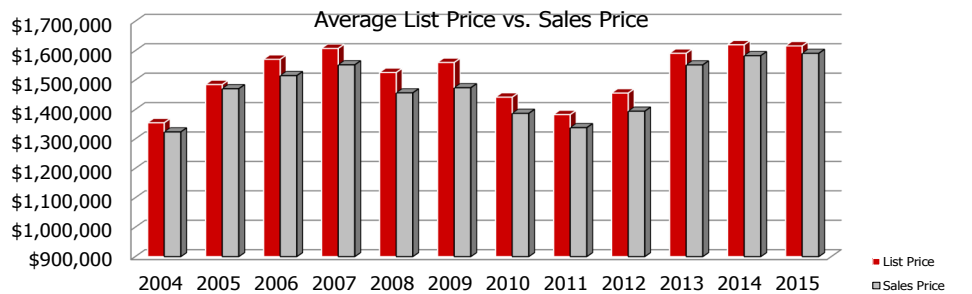
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	44	46	3.75%
Sales Price	\$1,639,146	\$1,618,518	-1.26%
Assessed Value to Sales Price	1.19	1.20	1.46%



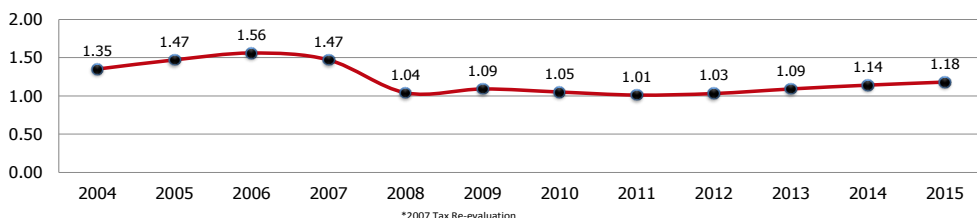
	2015	2016	% Change
# Units Sold	68	60	-11.76%
Active Listings	110	106	-3.64%
Under Contracts	68	58	-14.71%

Short Hills Yearly Market Trends



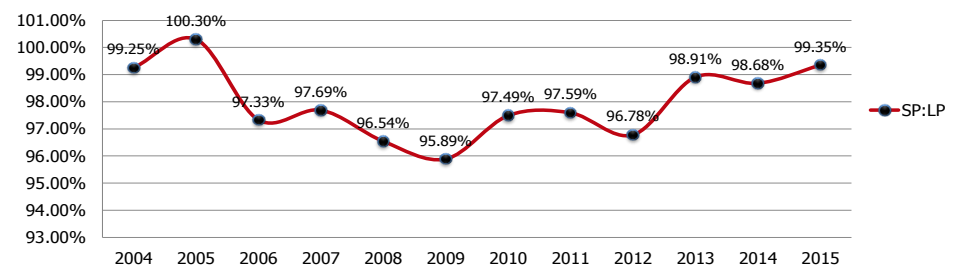
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

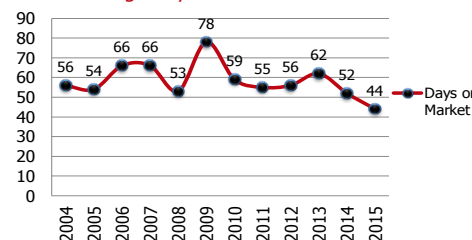


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

