

SHORT HILLS

November 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	285 Taylor Road S	Ranch	3	2.0	9	\$829,000	\$829,000	\$876,000	105.67%	\$780,300	1.12
2	51 Wellington Avenue	Colonial	4	4.1	14	\$985,000	\$985,000	\$999,999	101.52%	\$844,400	1.18
3	60 N Forest Drive	Colonial	8	4.1	15	\$1,149,000	\$1,149,000	\$1,100,000	95.74%	\$1,666,200	0.66
4	33 Woodland Road	Colonial	4	2.1	12	\$1,050,000	\$1,050,000	\$1,150,000	109.52%	\$879,800	1.31
5	10 Thackeray Drive	SplitLev	5	4.0	9	\$1,175,000	\$1,175,000	\$1,200,000	102.13%	\$1,082,600	1.11
6	77 Farbrook Drive	Ranch	4	3.1	90	\$1,475,000	\$1,399,000	\$1,237,000	88.42%	\$1,200,000	1.03
7	21 Woodland Road	Colonial	5	4.1	0	\$1,329,000	\$1,329,000	\$1,300,000	97.82%	\$961,000	1.35
8	25 Sylvan Way	Ranch	3	2.1	20	\$1,300,000	\$1,300,000	\$1,300,000	100.00%	\$940,100	1.38
9	53 Tennyson Drive	SplitLev	4	3.1	8	\$1,250,000	\$1,250,000	\$1,330,000	106.40%	\$1,145,900	1.16
10	425 Long Hill Drive	Custom	6	4.1	64	\$1,588,000	\$1,518,000	\$1,500,000	98.81%	\$1,188,300	1.26
11	27 Slayton Drive	RanchRas	5	4.1	22	\$1,849,000	\$1,849,000	\$1,800,000	97.35%	\$1,375,000	1.31
12	63 Coniston Road	Colonial	5	4.1	14	\$2,295,000	\$2,295,000	\$2,250,000	98.04%	\$1,875,000	1.20
13	62 Seminole Way	Colonial	7	7.1	86	\$2,750,000	\$2,595,000	\$2,450,000	94.41%		
14	20 Park Place	Victrian	7	5.1	205	\$2,850,000	\$2,850,000	\$2,725,000	95.61%	\$2,475,000	1.10
15	47 Delwick Lane	Colonial	7	6.1	236	\$3,395,000	\$2,995,000	\$2,887,500	96.41%	\$2,850,000	1.01
AVERAGE					54	\$1,684,600	\$1,637,867	\$1,607,033	99.19%		1.16

"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		49
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		\$1,665,614
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		\$1,626,620
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%		98.52%
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		1.19
# Units Sold	6	11	8	12	23	30	19	43	19	12	15		198
Active Listings	54	74	101	100	106	87	78	66	61	62	54		77
Under Contracts	29	39	48	60	58	58	56	30	36	32	24		43

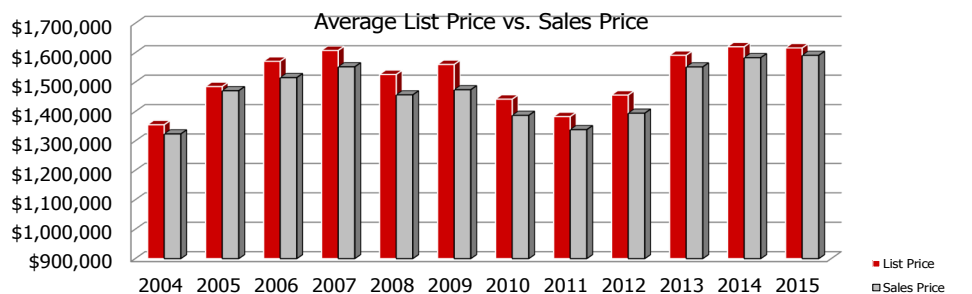
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	44	49	12.10%
Sales Price	\$1,578,219	\$1,626,620	3.07%
Assessed Value to Sales Price	1.18	1.19	0.63%



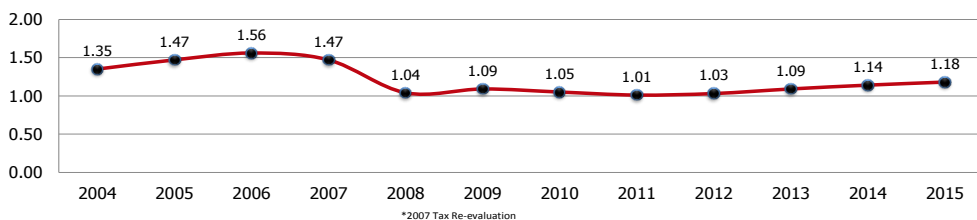
	2015	2016	% Change
# Units Sold	199	198	-0.50%
Active Listings	56	54	-3.57%
Under Contracts	26	24	-7.69%

Short Hills Yearly Market Trends



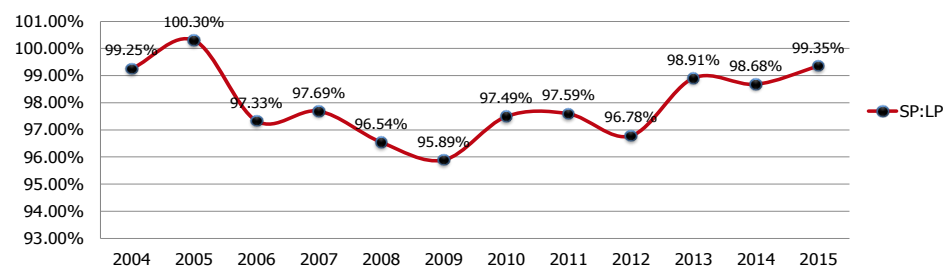
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

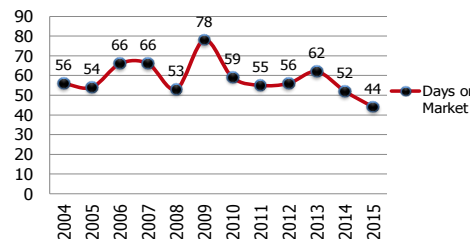


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

