

SHORT HILLS

October 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	57 Elmwood Place	Colonial	3	2.1	0	\$870,000	\$870,000	\$870,000	100.00%	\$805,600	1.08
2	17 Puritan Road	SplitLev	3	2.2	109	\$975,000	\$899,000	\$880,000	97.89%	\$1,000,000	0.88
3	82 Great Oak Drive	Colonial	3	2.0	118	\$939,000	\$939,000	\$885,000	94.25%	\$763,900	1.16
4	29 Wellington Avenue	Bi-Level	4	2.1	22	\$999,000	\$999,000	\$898,000	89.89%	\$773,300	1.16
5	22 Hobart Avenue	Colonial	4	3.1	50	\$988,000	\$988,000	\$960,000	97.17%	\$695,000	1.38
6	104 Canoe Brook Road	SplitLev	4	3.1	70	\$1,425,000	\$1,338,000	\$1,275,000	95.29%	\$811,400	1.57
7	171 Highland Avenue	Contemp	5	3.1	199	\$2,250,000	\$1,775,000	\$1,450,000	81.69%	\$1,550,000	0.94
8	356 Hartshorn Drive	Colonial	5	3.1	37	\$1,798,000	\$1,798,000	\$1,748,000	97.22%	\$1,798,000	0.97
9	17 Tulip Lane	Colonial	4	5.0	51	\$2,195,000	\$2,195,000	\$1,975,000	89.98%	\$1,650,000	1.20
10	128 Forest Drive North	Colonial	6	6.2	34	\$1,995,000	\$1,995,000	\$2,000,000	100.25%	\$2,215,000	0.90
11	45 Addison Drive	Colonial	5	4.1	113	\$2,295,000	\$2,295,000	\$2,190,000	95.42%		
12	49 Woodcrest Avenue	Colonial	6	7.2	0	\$3,395,000	\$3,395,000	\$3,395,000	100.00%		
AVERAGE					67	\$1,677,000	\$1,623,833	\$1,543,833	94.92%		1.12

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 62
 Average List Price: \$2,459,190
 Average Days on Market: 78

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 32
 Average List Price: \$1,643,750
 Average Days on Market: 62

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			48
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			\$1,667,888
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			\$1,628,226
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%			98.46%
Sales Price to Assessed Value	1.23	1.14	1.20	1.19	1.23	1.19	1.22	1.22	1.12	1.12			1.19
# Units Sold	6	11	8	12	23	30	19	43	19	12			183
Active Listings	54	74	101	100	106	87	78	66	61	62			79
Under Contracts	29	39	48	60	58	58	56	30	36	32			45

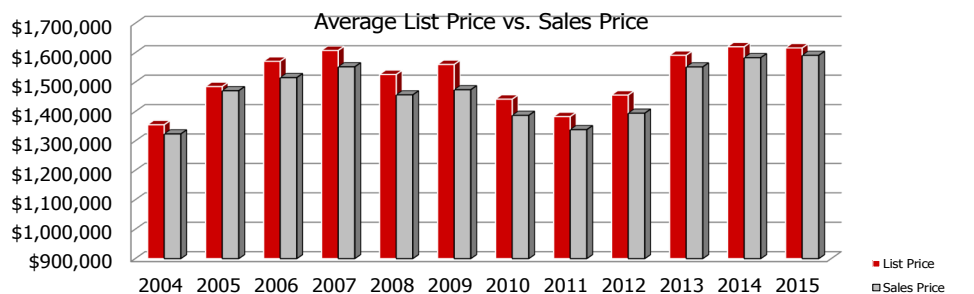
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	43	48	12.67%
Sales Price	\$1,576,190	\$1,628,226	3.30%
Assessed Value to Sales Price	1.19	1.19	0.25%



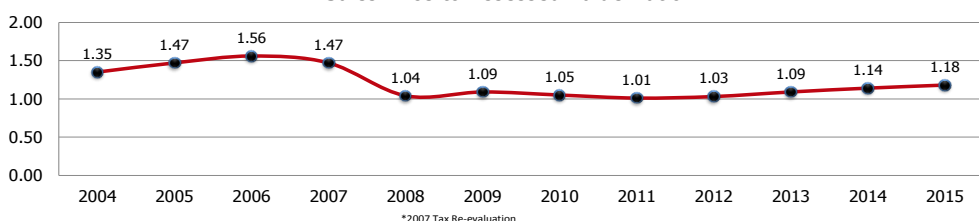
	2015	2016	% Change
# Units Sold	190	183	-3.68%
Active Listings	61	62	1.64%
Under Contracts	29	32	10.34%

Short Hills Yearly Market Trends



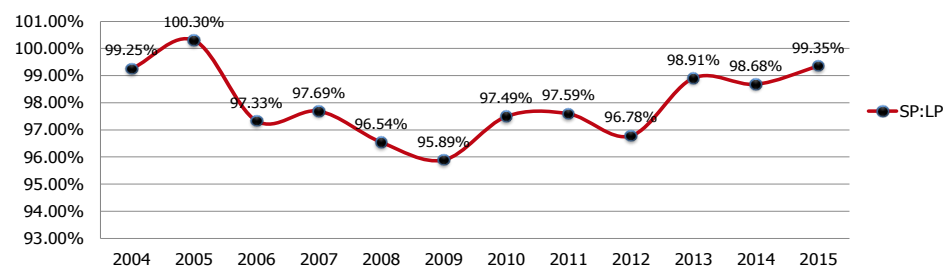
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

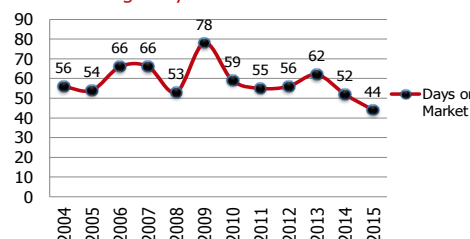


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

