

SHORT HILLS

September 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	945 S Orange Avenue	Split Level	3	3.0	63	\$575,000	\$575,000	\$505,000	87.83%	\$551,600	0.92
2	19 Dameo Place	Colonial	3	1.1	20	\$649,000	\$649,000	\$657,000	101.23%	\$532,500	1.23
3	27 Glenwood Drive	Colonial	3	2.1	80	\$1,025,000	\$925,000	\$890,000	96.22%	\$779,200	1.14
4	67 Baltusrol Way	Tudor	4	3.1	16	\$1,050,000	\$1,050,000	\$1,030,000	98.10%	\$671,500	1.53
5	73 Knollwood Road	Colonial	5	3.1	84	\$1,519,000	\$1,399,000	\$1,330,000	95.07%	\$1,400,000	0.95
6	38 Sherwood Road	Tudor	5	3.2	72	\$1,500,000	\$1,425,000	\$1,350,000	94.74%	\$1,533,900	0.88
7	17 Farley Road	Colonial	4	3.1	76	\$1,498,000	\$1,398,000	\$1,350,000	96.57%	\$1,392,200	0.97
8	81 Great Oak Drive	Colonial	6	3.1	38	\$1,525,000	\$1,525,000	\$1,435,000	94.10%	\$1,400,000	1.03
9	25 Kean Road	Contemp	5	5.0	95	\$1,649,900	\$1,550,000	\$1,440,000	92.90%	\$1,661,200	0.87
10	11 Laurel Court	Custom	5	5.2	129	\$1,999,000	\$1,695,000	\$1,575,000	92.92%	\$1,900,000	0.83
11	36 Tennyson Drive	Split Level	4	4.0	19	\$1,595,000	\$1,595,000	\$1,595,000	100.00%	\$1,268,400	1.26
12	19 E Hartshorn Drive	Colonial	5	3.2	9	\$1,595,000	\$1,595,000	\$1,650,000	103.45%	\$1,164,900	1.42
13	49 Farley Road	Tudor	4	2.1	110	\$1,895,000	\$1,895,000	\$1,675,000	88.39%	\$1,630,000	1.03
14	25 Winthrop Road	Custom	6	4.2	44	\$1,899,000	\$1,899,000	\$1,751,000	92.21%	\$1,382,800	1.27
15	375 Hobart Avenue	Colonial	6	4.2	108	\$2,095,000	\$1,895,000	\$1,830,000	96.57%	\$1,448,900	1.26
16	173 Tennyson Drive	Colonial	5	5.1	50	\$2,695,000	\$2,695,000	\$2,455,000	91.09%	\$1,957,900	1.25
17	90 Old Hollow Road	Colonial	6	6.2	58	\$2,995,000	\$2,775,000	\$2,625,000	94.59%		
18	2 Minnisink Road	Colonial	4	5.1	18	\$2,950,000	\$2,950,000	\$2,775,000	94.07%	\$2,983,700	0.93
19	31 Briarwood Drive	Colonial	6	7.1	16	\$2,825,000	\$2,825,000	\$2,900,000	102.65%	\$2,153,600	1.35
AVERAGE					58	\$1,764,942	\$1,700,789	\$1,622,000	95.40%		1.12

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 61
 Average List Price: \$2,527,242
 Average Days on Market: 81

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 36
 Average List Price: \$1,624,167
 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				47
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				\$1,670,980
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				\$1,634,148
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%				98.71%
Sales Price to Assessed Value	1.23	1.14	1.20	1.19	1.23	1.19	1.22	1.22	1.12				1.20
# Units Sold	6	11	8	12	23	30	19	43	19				171
Active Listings	54	74	101	100	106	87	78	66	61				81
Under Contracts	29	39	48	60	58	58	56	30	36				46

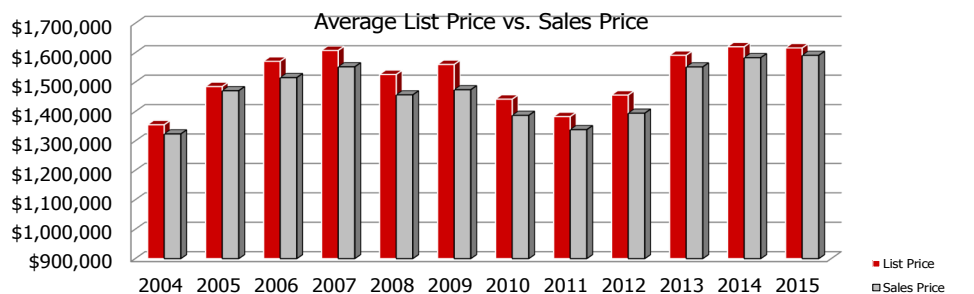
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	42	47	12.70%
Sales Price	\$1,597,157	\$1,634,148	2.32%
Assessed Value to Sales Price	1.19	1.20	0.60%



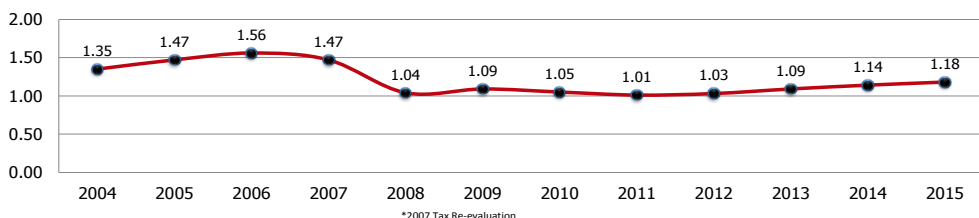
	2015	2016	% Change
# Units Sold	176	171	-2.84%
Active Listings	71	61	-14.08%
Under Contracts	31	36	16.13%

Short Hills Yearly Market Trends



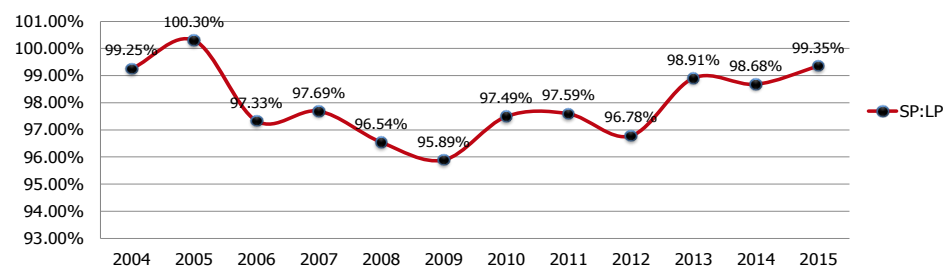
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423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

Sales Price to Assessed Value Ratio

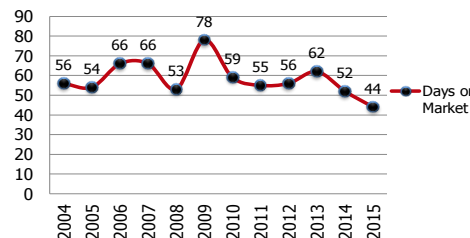


Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

