

S H O R T H I L L S

D e c e m b e r 2 0 1 7 M a r k e t S n a p s h o t

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	74	\$849,000	\$849,000	\$840,000	98.94%	\$785,900	1.07
2	16 Campbell Road	Colonial	4	2.0	27	\$899,900	\$899,900	\$840,000	93.34%	\$759,800	1.11
3	14 Inwood Road	Colonial	3	2.1	14	\$850,000	\$850,000	\$933,000	109.76%	\$948,700	0.98
4	84 Wellington Avenue	Tudor	5	4.0	14	\$929,000	\$929,000	\$990,000	106.57%	\$986,600	1.00
5	18 Hobart Avenue	Colonial	4	3.2	135	\$1,250,000	\$999,999	\$999,999	100.00%	\$1,051,500	0.95
6	7 Canterbury Lane	Custom	4	3.0	9	\$1,095,000	\$1,095,000	\$1,075,000	98.17%	\$918,100	1.17
7	19 Woodstone Circle	TwndEndUn	3	3.1	67	\$1,258,000	\$1,258,000	\$1,125,000	89.43%	\$1,267,700	0.89
8	18 Great Hills Road	Colonial	6	4.1	41	\$1,228,000	\$1,189,000	\$1,150,000	96.72%	\$1,029,200	1.12
9	18 Meadowbrook Road	Colonial	4	3.1	6	\$1,095,000	\$1,095,000	\$1,166,000	106.48%	\$930,300	1.25
10	373 Hartshorn Drive	RanchExp	5	3.0	12	\$1,249,000	\$1,249,000	\$1,260,000	100.88%	\$1,240,200	1.02
11	64 Great Hills Road	RanchExp	5	4.1	61	\$1,449,000	\$1,299,000	\$1,351,000	104.00%	\$1,847,200	0.73
12	47 Great Oak Drive	Colonial	4	2.1	195	\$1,495,000	\$1,425,000	\$1,355,000	95.09%	\$1,390,200	0.97
13	28 Parsonage Hill Road	Colonial	5	5.2	85	\$1,399,000	\$1,399,000	\$1,390,000	99.36%	\$1,650,000	0.84
14	85 Fairfield Drive	Colonial	6	3.2	27	\$1,675,000	\$1,675,000	\$1,645,000	98.21%	\$1,460,400	1.13
15	60 Lakeview Avenue	Custom	6	5.2	32	\$1,649,000	\$1,649,000	\$1,650,000	100.06%	\$1,900,000	0.87
16	56 Westview Road	Custom	6	3.1	9	\$1,850,000	\$1,850,000	\$1,805,000	97.57%	\$1,577,900	1.14
17	10 Stewart Road	Custom	7	6.4	135	\$2,100,000	\$2,100,000	\$1,832,000	87.24%	\$2,350,000	0.78
18	82 Knollwood Road	Colonial	5	4.2	129	\$2,195,000	\$1,999,000	\$1,910,000	95.55%	\$1,965,900	0.97
19	20 Bishops Lane	Colonial	6	6.1	61	\$3,450,000	\$3,450,000	\$3,225,000	93.48%	\$2,786,800	1.16
AVERAGE					60	\$1,471,837	\$1,434,732	\$1,396,947	98.47%		1.01

"ACTIVE" Listings in Short Hills

Number of Units: 75
 Average List Price: \$2,411,895
 Average Days on Market: 104

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 27
 Average List Price: \$1,647,255
 Average Days on Market: 79

Short Hills 2017 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	76	105	33	66	37	30	55	53	45	17	21	60	46
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344	\$1,806,462	\$1,721,994	\$1,942,647	\$1,815,973	\$1,599,818	\$1,982,571	\$1,321,313	\$1,434,732	\$1,677,822
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727	\$1,760,810	\$1,703,239	\$1,853,542	\$1,767,618	\$1,562,223	\$1,868,571	\$1,300,313	\$1,396,947	\$1,631,357
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%	99.98%	98.00%	97.90%	98.51%	96.56%	98.94%	98.47%	98.50%
Sales Price to Assessed Value	1.11	1.11	1.26	1.14	1.24	1.28	1.15	1.14	1.10	0.97	1.03	1.01	1.15
# Units Sold	7	7	11	11	26	35	17	38	17	7	16	19	211
Active Listings	60	88	113	114	116	104	88	91	94	91	75	61	91
Under Contracts	23	33	47	59	54	46	54	20	21	28	27	15	36

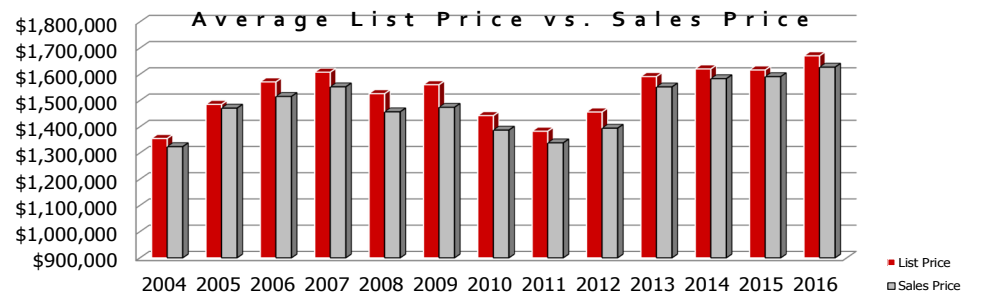
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	52	46	-11.17%
Sales Price	\$1,626,958	\$1,631,357	0.27%
Sales Price to Assessed Value	1.18	1.15	-2.68%

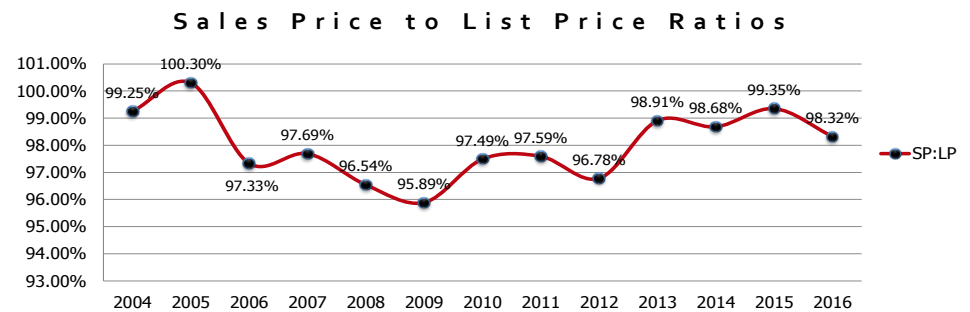


	2016	2017	% Change
# Units Sold	218	211	-3.21%
Active Listings	40	61	52.50%
Under Contracts	13	15	15.38%

Short Hills Yearly Market Trends



Short Hills Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
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	\$1,670,136
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	\$1,626,958

