

SHORT HILLS

October 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	2 Browning Road	Split Level	4	2.1	13	\$939,000	\$939,000	\$875,000	93.18%	\$944,200	0.93
2	35 Baltusrol Way	Tudor	4	3.1	14	\$950,000	\$950,000	\$1,050,000	110.53%	\$936,200	1.12
3	18 Winding Way	Colonial	5	4.0	6	\$1,175,000	\$1,175,000	\$1,150,000	97.87%	\$1,027,100	1.12
4	17 Minnisink Road	CapeCod	4	3.2	8	\$1,525,000	\$1,525,000	\$1,515,000	99.34%	\$1,675,000	0.90
5	72 Fairfield Drive	Colonial	6	5.2	79	\$2,695,000	\$2,695,000	\$2,390,000	88.68%	\$2,775,000	0.86
6	19 Fox Hill Lane	Colonial	6	5.1	1	\$2,599,000	\$2,599,000	\$2,500,000	96.19%		
7	261 Hartshorn Drive	Contemp	6	8.3	1	\$3,995,000	\$3,995,000	\$3,600,000	90.11%	\$4,080,400	0.88
AVERAGE					17	\$1,982,571	\$1,982,571	\$1,868,571	96.56%		0.97

"ACTIVE" Listings in Short Hills

Number of Units: 91
Average List Price: \$2,406,343
Average Days on Market: 93

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 28
Average List Price: \$1,501,603
Average Days on Market: 48

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			47
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			\$1,736,474
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			\$1,686,758
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%			98.47%
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			1.18
# Units Sold	7	7	11	11	26	35	17	38	17	7			176
Active Listings	60	88	113	114	116	104	88	91	94	91			96
Under Contracts	23	33	47	59	54	46	54	20	21	28			39

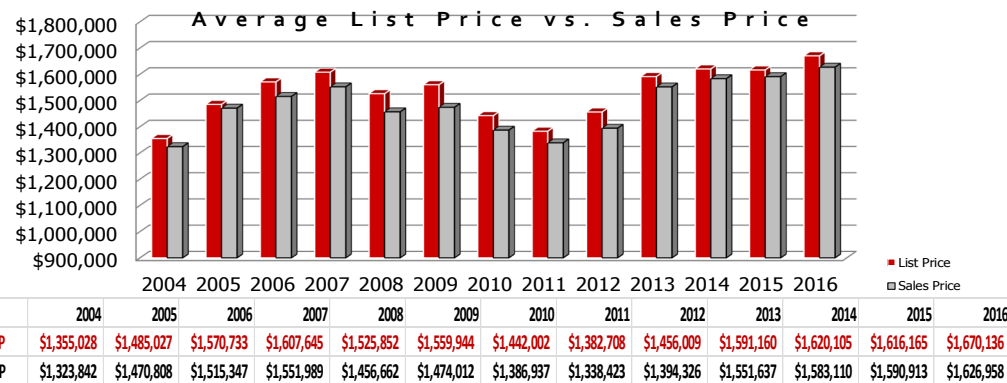
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	48	47	-3.72%
Sales Price	\$1,628,226	\$1,686,758	3.59%
Sales Price to Assessed Value	1.19	1.18	-1.19%

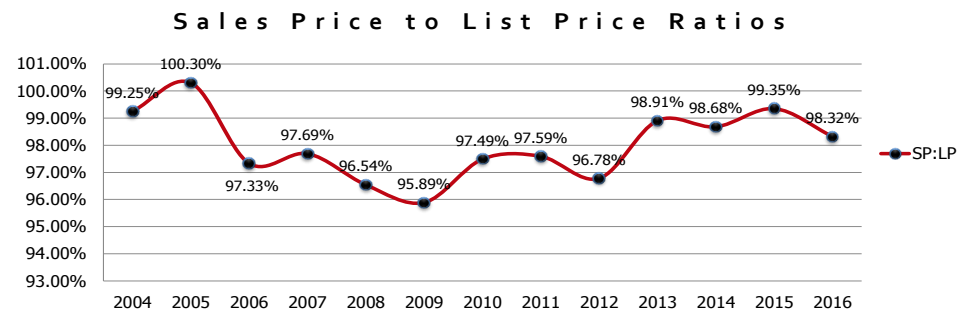


	2016	2017	% Change
# Units Sold	183	176	-3.83%
Active Listings	62	91	46.77%
Under Contracts	32	28	-12.50%

Short Hills Yearly Market Trends



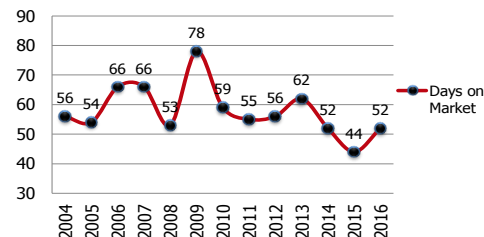
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

