

S H O R T H I L L S

A p r i l 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	920 S Orange Avenue	Custom	4	3.0	17	\$624,900	\$624,900	\$612,000	97.94%	\$405,300	1.51
2	20 Mount Ararat Road	Cottage	2	1.0	140	\$675,000	\$649,000	\$620,000	95.53%	\$451,900	1.37
3	14 Exeter Road	Colonial	3	1.1	128	\$895,000	\$799,000	\$739,000	92.49%	\$707,100	1.05
4	16 The Crescent	Colonial	3	2.1	150	\$999,000	\$999,000	\$914,500	91.54%	\$880,700	1.04
5	225 Parsonage Hill Road	SplitLev	4	3.1	20	\$1,195,000	\$1,075,000	\$1,075,000	100.00%	\$809,400	1.33
6	26 Kean Road	Ranch	4	3.1	11	\$1,099,000	\$1,099,000	\$1,160,000	105.55%	\$1,072,500	1.08
7	80 Whitney Road	Tudor	5	2.1	22	\$1,248,888	\$1,248,888	\$1,225,500	98.13%	\$991,000	1.24
8	10 Pilgrim Road	SplitLev	5	3.2	171	\$1,588,000	\$1,490,000	\$1,420,000	95.30%	\$1,300,100	1.09
9	11 Farbrook Drive	Contemp	5	4.2	43	\$1,750,000	\$1,699,000	\$1,670,000	98.29%	\$1,590,000	1.05
10	19 Western Drive	Custom	6	4.2	5	\$1,995,000	\$1,995,000	\$1,795,000	89.97%	\$2,301,900	0.78
11	44 Grosvenor Road	Tudor	5	5.1	16	\$2,295,000	\$2,295,000	\$2,450,000	106.75%	\$2,513,600	0.97
AVERAGE					66	\$1,305,890	\$1,270,344	\$1,243,727	97.41%		1.14

"ACTIVE" Listings in Short Hills

Number of Units: 114
Average List Price: \$2,418,076
Average Days on Market: 62

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 59
Average List Price: \$1,692,083
Average Days on Market: 30

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									65
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344									\$1,535,411
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727									\$1,476,597
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%									97.37%
Sales Price to Assessed Value	1.11	1.11	1.26	1.14									1.17
# Units Sold	7	7	11	11									36
Active Listings	60	88	113	114									94
Under Contracts	23	33	47	59									41

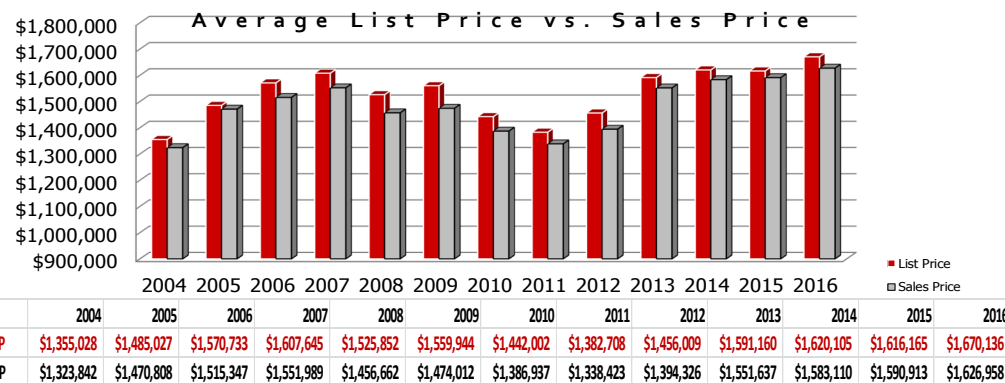
Flashback! YTD 2016 vs YTD 2017

	2016	2017	% Change
Days on Market	46	65	41.46%
Sales Price	\$1,671,074	\$1,476,597	-11.64%
Assessed Value to Sales Price	1.18	1.17	-1.33%

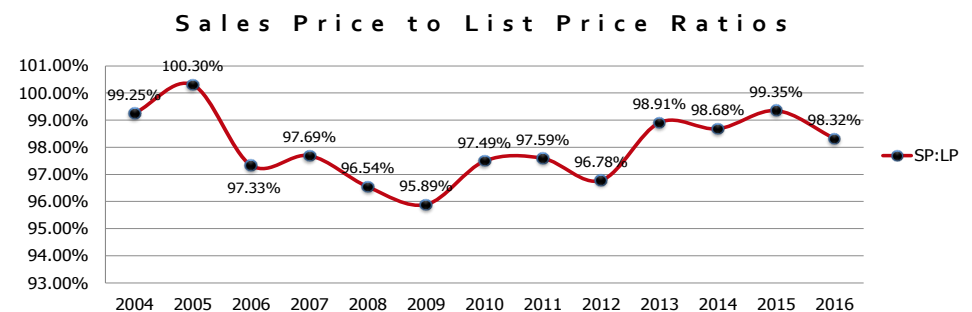


	2016	2017	% Change
# Units Sold	37	36	-2.70%
Active Listings	100	114	14.00%
Under Contracts	60	59	-1.67%

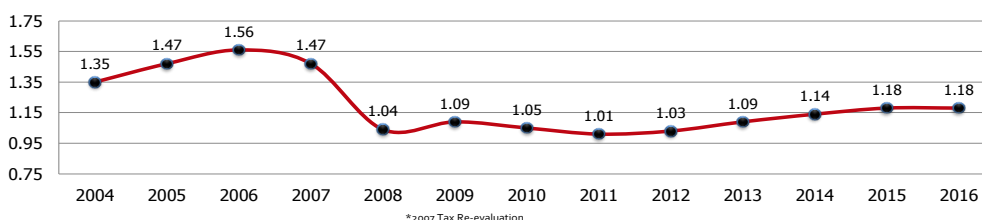
Short Hills Yearly Market Trends



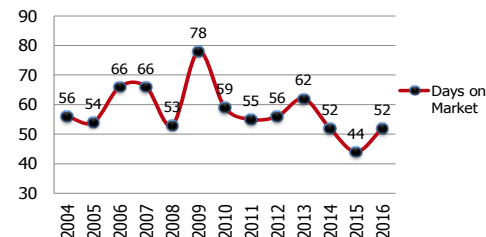
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

