

SHORT HILLS

February 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	16 Mount Ararat Road	CapeCod	4	3.0	18	\$749,000	\$749,000	\$765,000	102.14%	\$569,400	1.34
2	59 Lakeview Avenue	Colonial	6	4.1	95	\$1,525,000	\$1,450,000	\$1,378,000	95.03%	\$1,567,500	0.88
3	7 Park Circle	Colonial	5	4.1	89	\$1,948,000	\$1,948,000	\$1,780,000	91.38%	\$1,425,800	1.25
4	16 Chapel Hill Road	Custom	6	4.2	97	\$1,900,000	\$1,865,000	\$1,807,500	96.92%	\$1,675,000	1.08
5	5 E Hartshorn Drive	Colonial	7	6.1	196	\$2,499,000	\$2,499,000	\$2,200,000	88.04%		
6	43 Briarwood Drive	Colonial	6	6.1	0	\$2,649,000	\$2,649,000	\$2,500,000	94.38%	\$2,550,000	0.98
7	21 Taft Drive	Custom	7	6.2	240	\$4,495,000	\$4,495,000	\$4,000,000	88.99%		
AVERAGE					105	\$2,252,143	\$2,236,429	\$2,061,500	93.84%		1.11

"ACTIVE" Listings in Short Hills

Number of Units: 88
Average List Price: \$2,508,100
Average Days on Market: 58

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 33
Average List Price: \$1,590,627
Average Days on Market: 43

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											91
List Price	\$1,741,000	\$2,236,429											\$1,988,714
Sales Price	\$1,625,714	\$2,061,500											\$1,843,607
Sales Price as a % of List Price	94.22%	93.84%											94.03%
Sales Price to Assessed Value	1.11	1.11											1.11
# Units Sold	7	7											14
Active Listings	60	88											74
Under Contracts	23	33											28

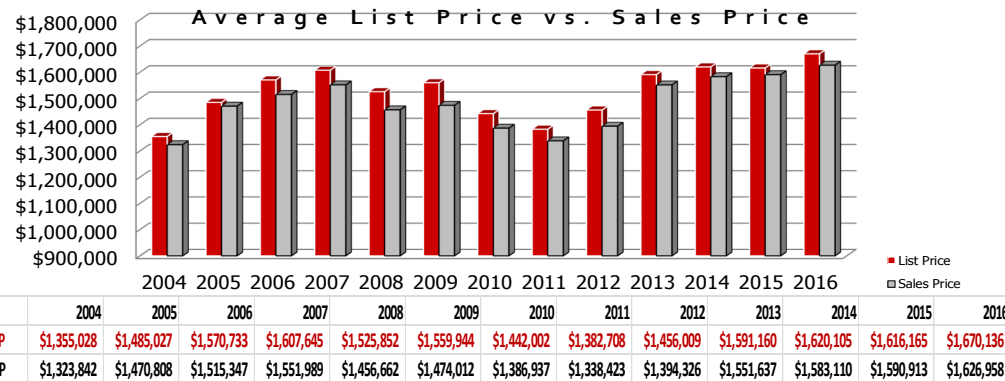
Flashback! YTD 2016 vs YTD 2017

	2016	2017	% Change
Days on Market	65	91	39.86%
Sales Price	\$1,458,329	\$1,843,607	26.42%
Assessed Value to Sales Price	1.17	1.11	-5.57%

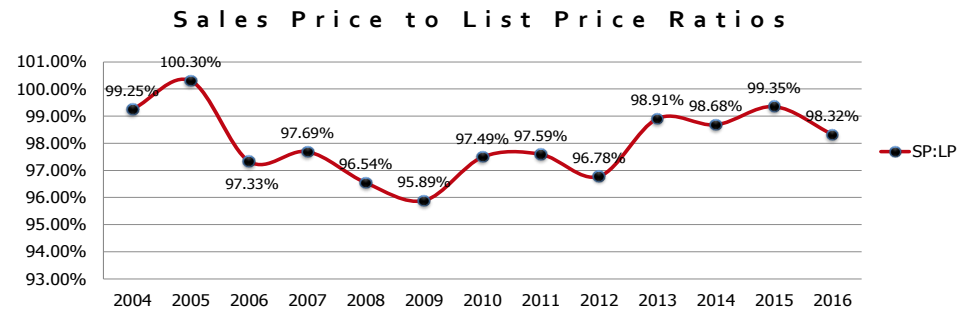


	2016	2017	% Change
# Units Sold	17	14	-17.65%
Active Listings	74	88	18.92%
Under Contracts	39	33	-15.38%

Short Hills Yearly Market Trends



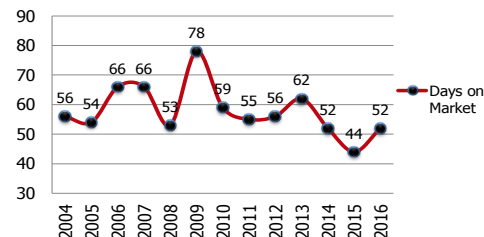
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

