

S H O R T H I L L S

J u n e 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	20 Claremont Drive	Colonial	3	2.1	13	\$899,000	\$899,000	\$948,000	105.45%	\$783,400	1.21
2	998 S Orange Avenue	Colonial	4	3.0	31	\$1,098,000	\$1,099,800	\$959,000	87.20%	\$622,300	1.54
3	77 Stony Lane	Colonial	3	2.1	12	\$889,000	\$889,000	\$985,470	110.85%	\$664,300	1.48
4	328 Taylor Road South	Colonial	3	2.0	7	\$928,000	\$928,000	\$1,082,000	116.59%	\$765,400	1.41
5	14 Shelley Road	Colonial	4	2.1	12	\$1,188,000	\$1,188,000	\$1,200,000	101.01%	\$977,500	1.23
6	283 Forest Drive South	Colonial	4	3.1	9	\$1,085,000	\$1,085,000	\$1,220,000	112.44%	\$943,800	1.29
7	15 Chaucer Road	SplitLev	4	3.1	17	\$1,199,999	\$1,199,999	\$1,220,000	101.67%	\$1,003,600	1.22
8	301 Forest Drive S	CapeCod	4	2.0	11	\$1,195,000	\$1,195,000	\$1,220,000	102.09%	\$834,900	1.46
9	6 Bruce Circle	Ranch	4	3.1	54	\$1,249,000	\$1,249,000	\$1,240,000	99.28%	\$984,400	1.26
10	52 Colonial Way	Colonial	4	2.2	14	\$1,279,000	\$1,279,000	\$1,279,000	100.00%	\$998,000	1.28
11	29 Great Hills Road	Colonial	5	3.1	12	\$1,388,000	\$1,388,000	\$1,350,000	97.26%	\$1,020,000	1.32
12	38 Westview Road	SplitLev	3	2.1	19	\$1,297,000	\$1,297,000	\$1,370,000	105.63%	\$1,209,700	1.13
13	21 Troy Drive	Colonial	4	2.2	19	\$1,455,000	\$1,455,000	\$1,375,000	94.50%	\$1,081,400	1.27
14	7 Overlook Terrace	Colonial	5	3.2	8	\$1,395,000	\$1,395,000	\$1,400,000	100.36%	\$871,200	1.61
15	9 Morningside Court	Ranch	6	3.3	18	\$1,395,000	\$1,395,000	\$1,446,000	103.66%	\$1,358,500	1.06
16	11 Edwards Place	Colonial	5	3.1	55	\$1,548,000	\$1,498,000	\$1,450,000	96.80%	\$1,113,700	1.30
17	2 Roland Drive	Colonial	4	2.2	40	\$1,528,000	\$1,528,000	\$1,465,000	95.88%	\$1,241,300	1.18
18	104 South Terrace	Colonial	6	3.2	46	\$1,495,000	\$1,495,000	\$1,550,000	103.68%	\$1,576,400	0.98
19	20 Knollwood Road	Colonial	4	3.2	11	\$1,550,000	\$1,550,000	\$1,550,888	100.06%	\$1,400,000	1.11
20	8 Crescent Place	Colonial	4	3.1	50	\$1,678,000	\$1,678,000	\$1,600,000	95.35%	\$1,285,800	1.24

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21	25 Barnsdale Road	Colonial	5	3.1	18	\$1,695,000	\$1,695,000	\$1,620,000	95.58%	\$1,144,900	1.41
22	55 Slope Drive	Colonial	4	2.2	14	\$1,649,000	\$1,649,000	\$1,640,000	99.45%	\$1,455,200	1.13
23	65 Browning Road	Colonial	4	4.2	49	\$1,699,000	\$1,650,000	\$1,650,000	100.00%	\$1,128,400	1.46
24	33 Merrywood Lane	Custom	5	3.1	8	\$1,595,000	\$1,595,000	\$1,675,000	105.02%	\$1,340,300	1.25
25	16 Seminole Way	Custom	4	3.2	53	\$1,849,000	\$1,849,000	\$1,760,000	95.19%	\$1,330,000	1.32
26	11 Denman Court	Colonial	6	4.2	13	\$1,895,000	\$1,895,000	\$1,845,000	97.36%	\$1,795,900	1.03
27	14 Dorset Lane	Colonial	6	4.2	76	\$2,095,000	\$1,999,000	\$1,900,000	95.05%	\$1,760,400	1.08
28	50 Crescent Place	Colonial	4	2.1	5	\$1,895,000	\$1,895,000	\$1,910,000	100.79%	\$1,196,000	1.60
29	23 Inverness Court	Custom	5	4.1	8	\$1,995,000	\$1,995,000	\$2,155,000	108.02%	\$1,183,100	1.82
30	192 Western Drive	Colonial	6	6.1	46	\$2,358,000	\$2,250,000	\$2,162,000	96.09%	\$1,534,000	1.41
31	11 Fairfield Terrace	Colonial	7	6.1	101	\$2,475,000	\$2,475,000	\$2,285,000	92.32%		
32	474 Long Hill Drive	Colonial	8	7.1	34	\$3,199,000	\$3,199,000	\$3,100,000	96.91%	\$2,413,900	1.28
33	54 Western Drive	Colonial	7	5.2	33	\$3,395,000	\$3,395,000	\$3,250,000	95.73%	\$3,233,000	1.01
34	16 Woodcrest Avenue	Colonial	7	6.1	36	\$3,288,000	\$3,288,000	\$3,251,000	98.87%	\$2,821,900	1.15
35	275 Hartshorn Drive	Colonial	7	7.1	93	\$3,995,000	\$3,750,000	\$3,500,000	93.33%	\$4,407,200	0.79
AVERAGE					30	\$1,737,600	\$1,721,994	\$1,703,239	99.98%		1.28

"ACTIVE" Listings in Short Hills

Number of Units: **104**
 Average List Price: **\$2,345,366**
 Average Days on Market: **83**

"UNDER CONTRACT" Listings in Short Hills

Number of Units: **46**
 Average List Price: **\$1,767,867**
 Average Days on Market: **47**

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							45
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344	\$1,806,462	\$1,721,994							\$1,675,387
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727	\$1,760,810	\$1,703,239							\$1,634,556
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%	99.98%							98.90%
Sales Price to	1.11	1.11	1.26	1.14	1.24	1.28							1.23
# Units Sold	7	7	11	11	26	35							97
Active Listings	60	88	113	114	116	104							99
Under Contracts	23	33	47	59	54	46							44

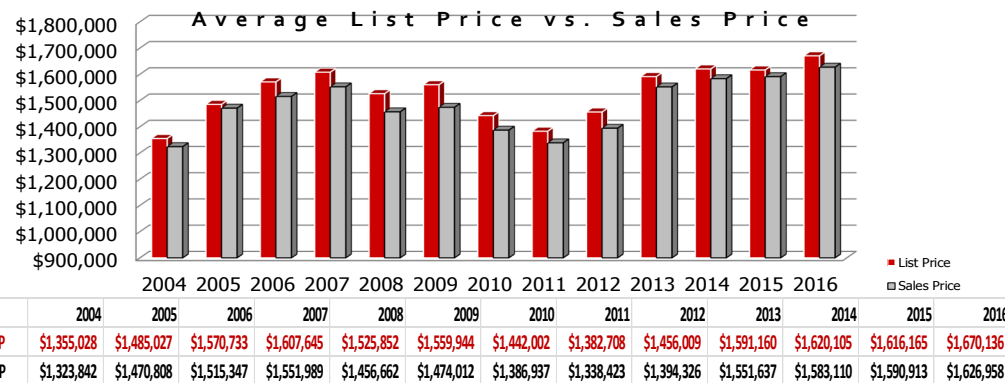
Flashback! YTD 2016 vs YTD 2017

	2016	2017	% Change
Days on Market	47	45	-3.70%
Sales Price	\$1,652,548	\$1,634,556	-1.09%
Assessed Value to Sales Price	1.20	1.23	2.37%

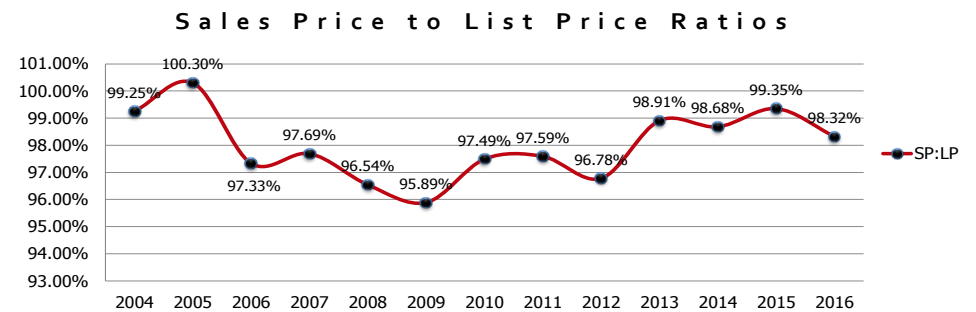


	2016	2017	% Change
# Units Sold	90	97	7.78%
Active Listings	87	104	19.54%
Under Contracts	58	46	-20.69%

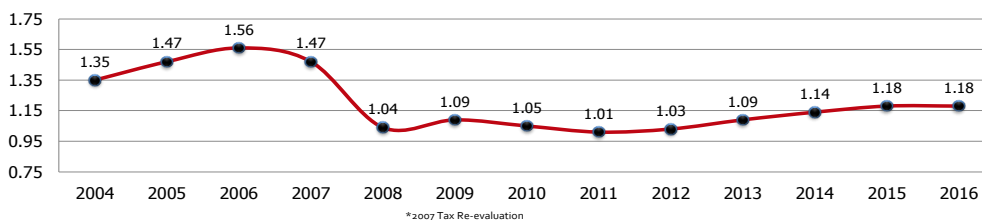
Short Hills Yearly Market Trends



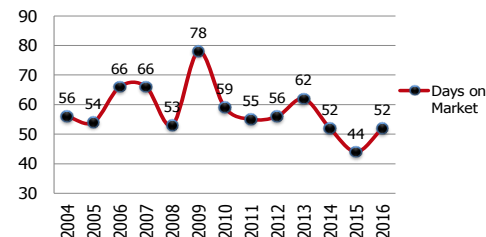
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

