

S H O R T H I L L S

S e p t 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 | 14 Canterbury Lane | Ranch | 3 | 1.0 | 5 | \$859,000 | \$859,000 | \$845,000 | 98.37% | \$817,500 | 1.03 |
| 2 | 197 White Oak Ridge Road | SplitLev | 4 | 3.0 | 173 | \$1,088,000 | \$948,000 | \$882,500 | 93.09% | \$616,800 | 1.43 |
| 3 | 25 Wellington Avenue | Colonial | 4 | 2.1 | 15 | \$699,000 | \$699,000 | \$900,000 | 128.76% | \$958,900 | 0.94 |
| 4 | 39 Great Oak Drive | CapeCod | 4 | 2.0 | 35 | \$1,075,000 | \$1,075,000 | \$1,030,000 | 95.81% | \$884,200 | 1.16 |
| 5 | 31 Haddonfield Road | Colonial | 4 | 3.1 | 34 | \$1,088,000 | \$1,088,000 | \$1,035,000 | 95.13% | \$1,145,500 | 0.90 |
| 6 | 19 Sherwood Road | RanchExp | 4 | 3.1 | 15 | \$1,250,000 | \$1,250,000 | \$1,200,000 | 96.00% | \$1,025,000 | 1.17 |
| 7 | 8 Andover Drive | SplitLev | 5 | 4.1 | 64 | \$1,415,000 | \$1,399,000 | \$1,339,406 | 95.74% | \$845,300 | 1.58 |
| 8 | 201 Parsonage Hill Road | Colonial | 6 | 4.1 | 13 | \$1,295,000 | \$1,295,000 | \$1,360,000 | 105.02% | \$1,329,200 | 1.02 |
| 9 | 55 South Terrace | Colonial | 6 | 3.2 | 38 | \$1,450,000 | \$1,450,000 | \$1,400,000 | 96.55% | \$1,250,000 | 1.12 |
| 10 | 186 Highland Avenue | Custom | 4 | 4.1 | 17 | \$1,595,000 | \$1,595,000 | \$1,500,000 | 94.04% | \$1,698,100 | 0.88 |
| 11 | 37 Woodstone Circle | TwnEndUn | 3 | 4.1 | 28 | \$1,668,000 | \$1,668,000 | \$1,600,000 | 95.92% | \$1,487,500 | 1.08 |
| 12 | 286 Dale Drive | Ranch | 3 | 3.1 | 21 | \$1,695,000 | \$1,695,000 | \$1,650,000 | 97.35% | \$1,534,400 | 1.08 |
| 13 | 357 Oxford Drive | Colonial | 5 | 3.1 | 91 | \$1,945,000 | \$1,898,000 | \$1,780,000 | 93.78% | \$1,459,400 | 1.22 |
| 14 | 16 Coniston Road | Colonial | 6 | 4.2 | 24 | \$2,185,000 | \$1,999,900 | \$1,920,888 | 96.05% | \$2,371,700 | 0.81 |
| 15 | 42 Woodfield Drive | Custom | 7 | 5.1 | 93 | \$2,588,000 | \$2,588,000 | \$2,410,000 | 93.12% | \$1,883,400 | 1.28 |
| 16 | 20 Sylvan Way | Colonial | 7 | 6.2 | 84 | \$2,849,000 | \$2,695,000 | \$2,555,000 | 94.81% | | |
| 17 | 20 Hardwell Road | Colonial | 7 | 7.3 | 15 | \$2,995,000 | \$2,995,000 | \$3,150,000 | 105.18% | \$3,757,500 | 0.84 |
| AVERAGE | | | | | 45 | \$1,631,706 | \$1,599,818 | \$1,562,223 | 98.51% | | 1.10 |

"ACTIVE" Listings in Short Hills

Number of Units: **94**
 Average List Price: **\$2,403,754**
 Average Days on Market: **75**

"UNDER CONTRACT" Listings in Short Hills

Number of Units: **21**
 Average List Price: **\$1,476,714**
 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 | 33 | 66 | 37 | 30 | 55 | 53 | 45 | | | | 48 |
| 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 | | | | \$1,726,281 |
| 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 | | | | \$1,679,227 |
| 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% | | | | 98.55% |
| Sales Price to | 1.11 | 1.11 | 1.26 | 1.14 | 1.24 | 1.28 | 1.15 | 1.14 | 1.10 | | | | 1.19 |
| # Units Sold | 7 | 7 | 11 | 11 | 26 | 35 | 17 | 38 | 17 | | | | 169 |
| Active Listings | 60 | 88 | 113 | 114 | 116 | 104 | 88 | 91 | 94 | | | | 96 |
| Under Contracts | 23 | 33 | 47 | 59 | 54 | 46 | 54 | 20 | 21 | | | | 40 |

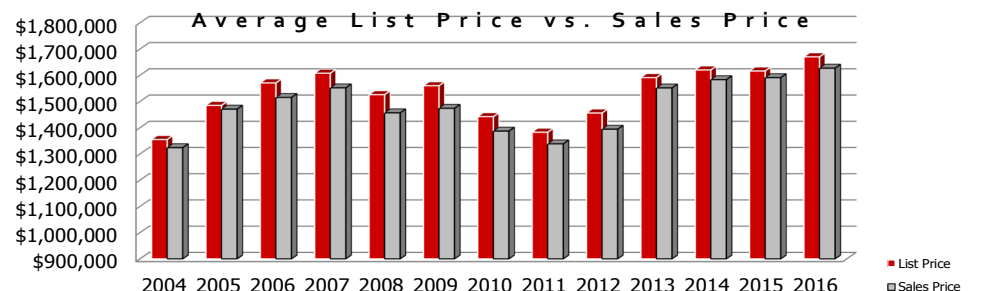
Flashback! YTD 2016 vs YTD 2017

| YTD | 2016 | 2017 | % Change |
|-------------------------------|-------------|-------------|----------|
| Days on Market | 47 | 48 | 1.50% |
| Sales Price | \$1,634,148 | \$1,679,227 | 2.76% |
| Sales Price to Assessed Value | 1.20 | 1.19 | -0.88% |

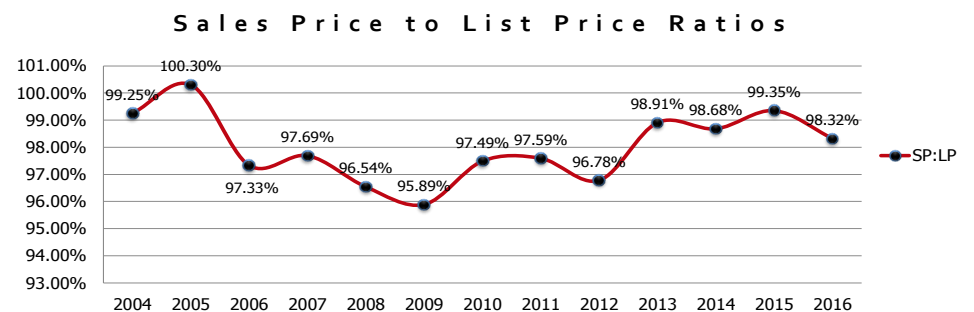


| | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 171 | 169 | -1.17% |
| Active Listings | 61 | 94 | 54.10% |
| Under Contracts | 36 | 21 | -41.67% |

Short Hills Yearly Market Trends



Short Hills Yearly Market Trends

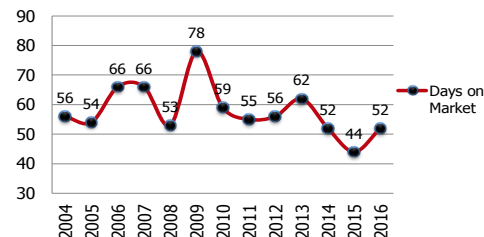


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| LP | \$1,355,028 | \$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 |

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

