

SHORT HILLS

June 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	46 South Terrace	Colonial	3	2.1	28	\$749,000	\$749,000	\$749,000	100.00%	\$635,400	1.18
2	404 White Oak Ridge Road	Colonial	5	3.0	77	\$899,000	\$849,000	\$830,000	97.76%	\$728,800	1.14
3	38 Exeter Road	Colonial	3	2.1	9	\$877,000	\$877,000	\$924,500	105.42%	\$787,900	1.17
4	100 Meadowbrook Road	Colonial	3	2.0	9	\$899,000	\$899,000	\$936,000	104.12%	\$781,000	1.20
5	243 Hobart Avenue	Colonial	4	3.1	69	\$1,099,000	\$979,000	\$950,000	97.04%	\$790,000	1.20
6	9 Hawthorne Road	Colonial	4	3.1	10	\$995,000	\$995,000	\$1,100,000	110.55%	\$889,800	1.24
7	250 Dale Drive	RanchExp	3	2.0	17	\$1,095,000	\$1,095,000	\$1,151,000	105.11%	\$1,074,900	1.07
8	62 Cambridge Drive	SplitLev	3	2.1	37	\$1,195,000	\$1,099,000	\$998,000	90.81%	\$1,017,500	0.98
9	10 Edwards Place	RanchExp	5	3.0	9	\$1,150,000	\$1,150,000	\$1,137,500	98.91%	\$1,000,000	1.14
10	45 Wordsworth Road	Colonial	3	4.1	2	\$1,275,613	\$1,275,613	\$1,260,000	98.78%	\$869,400	1.45
11	39 Hobart Avenue	Colonial	5	3.2	234	\$1,495,000	\$1,299,000	\$1,275,000	98.15%	\$1,337,000	0.95
12	1 Oaklawn Road	Colonial	4	4.0	224	\$1,495,000	\$1,350,000	\$1,370,000	101.48%	\$1,512,000	0.91
13	45 Woodstone Circle	TwnIntUn	3	3.1	254	\$1,357,995	\$1,357,995	\$1,472,845	108.46%		
14	35 Great Oak Drive	RanchExp	5	4.0	18	\$1,390,000	\$1,390,000	\$1,380,000	99.28%	\$1,103,600	1.25
15	43 Great Oak Drive	Colonial	4	2.1	8	\$1,395,000	\$1,395,000	\$1,450,000	103.94%	\$1,260,400	1.15
16	43 Woodstone Circle	TwnEndUn	3	4.1	149	\$1,494,995	\$1,494,995	\$1,477,820	98.85%		
17	9 Gap View Road	Colonial	5	2.1	11	\$1,495,000	\$1,495,000	\$1,571,000	105.08%	\$1,564,200	1.00
18	45 Woodfield Drive	RanchExp	5	3.2	10	\$1,525,000	\$1,525,000	\$1,410,000	92.46%	\$1,362,800	1.03
19	504 Long Hill Drive	SplitLev	4	3.1	0	\$1,675,000	\$1,675,000	\$1,675,000	100.00%	\$1,228,100	1.36
20	115 Farley Road	RanchExp	6	3.1	26	\$1,748,000	\$1,698,000	\$1,618,000	95.29%	\$1,237,000	1.31

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21	2 Woodstone Circle	TwnEndUn	3	3.1	159	\$1,734,995	\$1,734,995	\$1,650,000	95.10%		
22	62 Cayuga Way	Colonial	6	4.1	8	\$1,750,000	\$1,750,000	\$1,837,500	105.00%	\$1,531,800	1.20
23	51 Harvey Drive	Colonial	5	3.2	17	\$1,799,000	\$1,799,000	\$1,868,000	103.84%	\$1,500,300	1.25
24	434 Old Short Hills Road	Colonial	5	4.2	72	\$2,150,000	\$2,150,000	\$1,955,000	90.93%	\$1,988,200	0.98
25	378 Hartshorn Drive	Colonial	6	5.1	59	\$2,295,000	\$2,195,000	\$2,112,500	96.24%		
26	269 White Oak Ridge Road	Colonial	7	6.1	13	\$2,250,000	\$2,250,000	\$2,200,000	97.78%		
27	51 Browning Road	Colonial	6	5.1	19	\$2,275,000	\$2,275,000	\$2,105,000	92.53%		
28	157 Western Drive	Colonial	6	5.1	49	\$2,425,000	\$2,395,000	\$2,305,000	96.24%	\$1,752,500	1.32
29	474 Long Hill Drive	Colonial	7	6.1	27	\$3,250,000	\$3,250,000	\$3,000,000	92.31%	\$2,413,900	1.24
30	30 Montview Avenue	Colonial	5	7.2	46	\$3,700,000	\$3,700,000	\$3,450,000	93.24%	\$3,500,000	0.99
31	71 Hillside Avenue	Colonial	7	7.4	427	\$6,350,000	\$5,999,000	\$5,400,000	90.02%	\$5,565,000	0.97
AVERAGE					68	\$1,783,342	\$1,746,632	\$1,697,376	98.86%		1.15

CURRENT *"ACTIVE"* LISTINGS IN SHORT HILLS

Number of Units: 97
 Average List Price: \$2,419,954
 Average Days on Market: 79

CURRENT *"UNDER CONTRACT"* LISTINGS IN SHORT HILLS

Number of Units: 69
 Average List Price: \$1,696,087
 Average Days on Market: 32

Short Hills 2014 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	34	57	89	68	47	68							63
List Price	\$1,512,800	\$1,824,817	\$1,575,499	\$1,755,583	\$1,508,615	\$1,746,632							\$1,666,251
Sales Price	\$1,469,029	\$1,743,750	\$1,513,500	\$1,680,405	\$1,525,981	\$1,697,376							\$1,619,399
Sales Price as a % of List Price	98.01%	95.39%	96.81%	96.22%	102.04%	98.86%							98.29%
Sales Price to Assessed Value	1.19	1.00	1.11	1.04	1.20	1.15							1.13
# Units Sold	10	6	12	12	12	31							83
Active Listings	59	66	93	116	100	97							89
Under Contracts	23	35	39	53	82	69							50

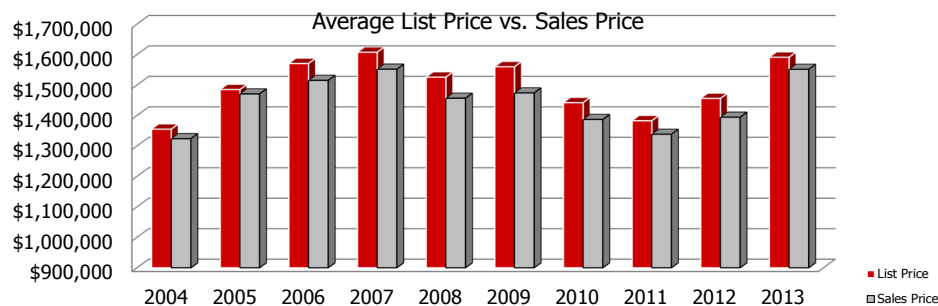
Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	73	63	-13.53%
Sales Price	\$1,567,526	\$1,619,399	3.31%
Sales Price as a % of List Price	98.69%	98.29%	-0.40%



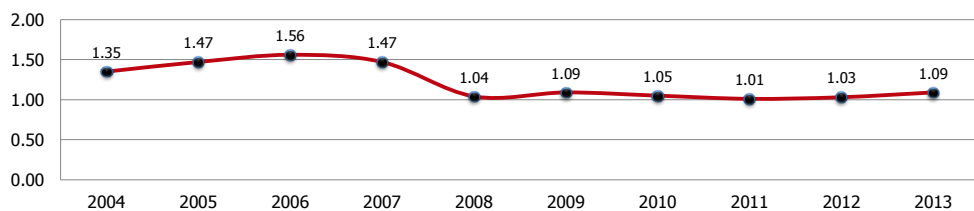
	2013	2014	% Change
# Units Sold	95	83	-12.63%
Active Listings	78	97	24.36%
Under Contracts	58	69	18.97%

Short Hills 2004-2013



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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
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

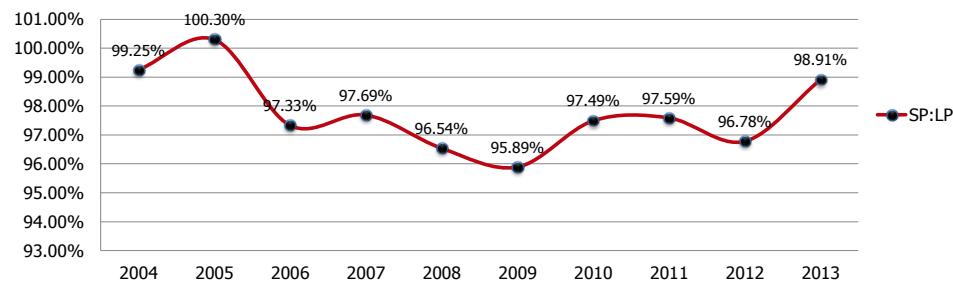
Sales Price to Assessed Value Ratio



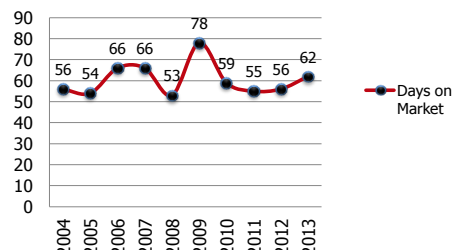
*2007 Tax Re-evaluation

Short Hills 2004-2013

2004-2013 Sales Price to List Price Ratios



2004-2013 Average Days on Market



2004-2013 Number of Units Sold

