

# SHORT HILLS

## August 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	80 Meadowbrook Road	Colonial	3	1.1	9	\$599,000	\$599,000	\$659,000	110.02%	\$506,300	1.30
2	288 Glen Avenue	RanchExp	5	3.1	15	\$699,000	\$699,000	\$700,000	100.14%	\$723,700	0.97
3	19 Elmwood Place	SplitLev	3	2.0	8	\$789,000	\$789,000	\$780,000	98.86%	\$787,300	0.99
4	10 Birchwood Drive	Bi-Level	4	3.0	22	\$889,000	\$889,000	\$940,000	105.74%	\$764,600	1.23
5	32 Exeter Road	Colonial	3	2.1	0	\$889,000	\$889,000	\$915,000	102.92%	\$795,800	1.15
6	1 Whitney Road	Colonial	4	3.1	9	\$890,000	\$890,000	\$1,050,000	117.98%	\$850,700	1.23
7	77 Addison Drive	RanchExp	4	2.1	14	\$900,000	\$900,000	\$902,600	100.29%	\$881,500	1.02
8	22 Deerfield Road	Colonial	4	2.1	23	\$905,000	\$905,000	\$885,000	97.79%	\$870,200	1.02
9	19 Ferncliff Terrace	Colonial	4	2.1	27	\$1,095,000	\$950,000	\$955,000	100.53%	\$828,600	1.15
10	243 Parsonage Hill Road	SplitLev	4	2.1	6	\$950,000	\$950,000	\$950,000	100.00%	\$766,300	1.24
11	38 South Terrace	Colonial	4	2.2	7	\$995,000	\$995,000	\$999,750	100.48%	\$768,600	1.30
12	13 Bruce Path	Colonial	5	3.1	42	\$1,175,000	\$999,000	\$1,025,000	102.60%	\$1,036,200	0.99
13	33 Exeter Road	Colonial	4	2.1	39	\$1,079,000	\$1,079,000	\$1,050,000	97.31%	\$941,500	1.12
14	23 Park Circle	Colonial	4	2.1	39	\$1,150,000	\$1,099,000	\$1,100,000	100.09%	\$936,700	1.17
15	39 Tall Pine Lane	Colonial	4	3.1	17	\$1,135,000	\$1,135,000	\$1,075,000	94.71%	\$888,400	1.21
16	38 Addison Drive	Ranch	3	3.0	48	\$1,249,000	\$1,249,000	\$1,250,000	100.08%	\$985,200	1.27
17	394 Hartshorn Drive	Ranch	3	2.1	12	\$1,250,000	\$1,250,000	\$1,225,000	98.00%	\$1,048,900	1.17
18	15 Gap View Road	Colonial	4	3.1	111	\$1,495,000	\$1,299,000	\$1,275,000	98.15%	\$1,453,200	0.88
19	41 Farmstead Road	Custom	6	3.1	39	\$1,495,000	\$1,495,000	\$1,440,000	96.32%	\$1,190,000	1.21
20	55 Talbot Court	Ranch	5	3.2	29	\$1,695,000	\$1,495,000	\$1,400,000	93.65%	\$1,428,000	0.98
21	26 Sparta Road	RanchExp	7	5.1	50	\$1,688,000	\$1,523,000	\$1,490,000	97.83%	\$1,409,900	1.06
22	2 The Crescent	Colonial	5	2.2	29	\$1,675,000	\$1,595,000	\$1,575,000	98.75%	\$1,172,300	1.34
23	49 Forest Drive	Colonial	5	4.1	15	\$1,599,000	\$1,599,000	\$1,660,000	103.81%	\$1,626,500	1.02
24	12 Chapel Hill Road	Contemp	7	7.1	0	\$1,725,000	\$1,725,000	\$1,688,000	97.86%	\$1,587,700	1.06
25	75 Troy Drive	Colonial	6	5.1	53	\$1,795,000	\$1,729,000	\$1,685,000	97.46%	\$1,441,400	1.17

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
26	21 Twin Oak Road	Colonial	5	3.2	50	\$1,795,000	\$1,745,000	\$1,750,000	100.29%	\$1,475,000	1.19
27	62 Lake Road	Colonial	3	2.1	39	\$1,750,000	\$1,750,000	\$1,910,000	109.14%	\$1,601,600	1.19
28	49 Lakeview Avenue	Colonial	4	3.1	18	\$1,795,000	\$1,795,000	\$1,785,000	99.44%	\$1,427,700	1.25
29	26 Randall Drive	RanchExp	7	5.3	42	\$1,880,000	\$1,798,000	\$1,727,000	96.05%	\$1,950,000	0.89
30	7 Lenape Road	Custom	5	6.1	125	\$1,800,000	\$1,800,000	\$1,710,000	95.00%	\$1,775,000	0.96
31	15 Elsway Road	Colonial	5	3.1	12	\$1,845,000	\$1,845,000	\$1,850,000	100.27%	\$1,898,300	0.97
32	47 Barnsdale Road	Colonial	4	3.2	56	\$1,850,000	\$1,850,000	\$1,820,000	98.38%	\$1,762,200	1.03
33	5 Cambridge Drive	Colonial	4	3.2	13	\$1,895,000	\$1,895,000	\$1,910,000	100.79%	\$1,607,300	1.19
34	139 Fairfield Drive	Colonial	7	5.1	180	\$2,095,000	\$1,925,000	\$1,750,000	90.91%	\$2,493,100	0.70
35	326 White Oak Ridge Road	Colonial	5	4.1	43	\$2,050,000	\$2,050,000	\$1,950,000	95.12%	\$2,000,000	0.98
36	2 Denman Court	Colonial	5	4.1	52	\$2,200,000	\$2,095,000	\$1,940,000	92.60%	\$1,516,000	1.28
37	11 Woodfield Drive	RanchExp	6	7.2	36	\$2,695,000	\$2,349,000	\$2,325,000	98.98%	\$2,793,100	0.83
38	91 Minnisink Road	Colonial	5	4.2	15	\$2,495,000	\$2,495,000	\$3,100,000	124.25%	\$2,600,000	1.19
39	17 Northern Drive	Colonial	6	4.2	0	\$2,600,000	\$2,600,000	\$2,420,000	93.08%	\$2,751,500	0.88
40	175 Hartshorn Drive	Colonial	7	6.1	86	\$2,995,000	\$2,850,000	\$2,675,000	93.86%	\$2,225,100	1.20
41	45 Northern Drive	Colonial	7	5.3	126	\$3,995,000	\$2,985,000	\$2,400,000	80.40%	\$2,825,000	0.85
42	105 Fairfield Drive	Colonial	8	7.1	9	\$3,295,000	\$3,295,000	\$3,295,000	100.00%	\$2,562,900	1.29
43	74 Stewart Road	Colonial	6	5.2	0	\$3,739,050	\$3,739,050	\$3,739,050	100.00%		
44	10 Sinclair Terrace	Colonial	6	6.2	92	\$4,595,000	\$4,595,000	\$4,100,000	89.23%	\$3,041,600	1.35
AVERAGE					38	\$1,753,842	\$1,685,956	\$1,655,236	99.30%		1.10

### CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 89  
 Average List Price: \$2,515,017  
 Average Days on Market: 86

### CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 25  
 Average List Price: \$2,460,724  
 Average Days on Market: 91

# 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	36	38					50
List Price	\$1,512,800	\$1,824,817	\$1,575,499	\$1,755,583	\$1,508,615	\$1,746,632	\$1,621,500	\$1,685,956					\$1,661,442
Sales Price	\$1,469,029	\$1,743,750	\$1,513,500	\$1,680,405	\$1,525,981	\$1,697,376	\$1,604,868	\$1,655,236					\$1,625,735
Sales Price as a % of List Price	98.01%	95.39%	96.81%	96.22%	102.04%	98.86%	99.76%	99.30%					98.89%
Sales Price to Assessed Value	1.19	1.00	1.11	1.04	1.20	1.15	1.16	1.10					1.13
# Units Sold	10	6	12	12	12	31	37	44					164
Active Listings	59	66	93	116	100	97	82	89					88
Under Contracts	23	35	39	53	82	69	62	25					49

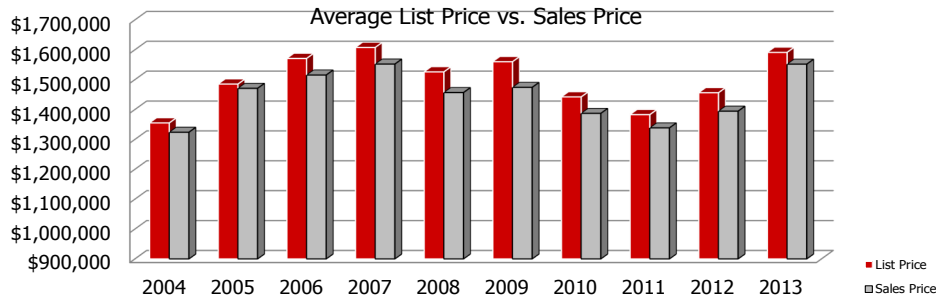
## Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	57	50	-12.63%
Sales Price	\$1,594,333	\$1,625,735	1.97%
Sales Price as a % of List Price	98.97%	98.89%	-0.07%



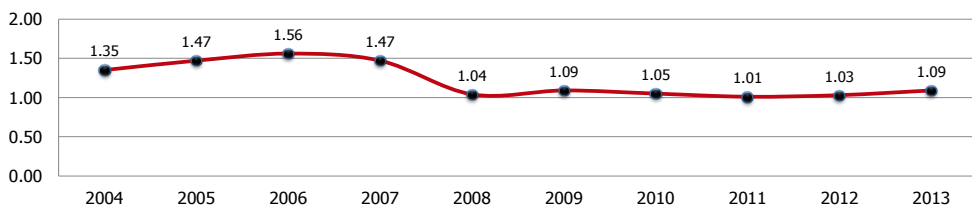
	2013	2014	% Change
# Units Sold	157	164	4.46%
Active Listings	55	89	61.82%
Under Contracts	40	25	-37.50%

## 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

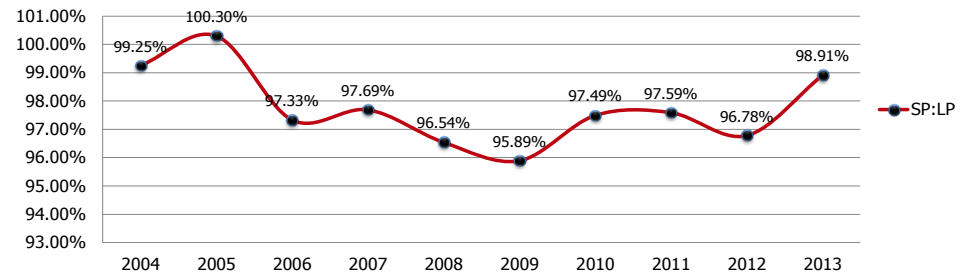
### Sales Price to Assessed Value Ratio



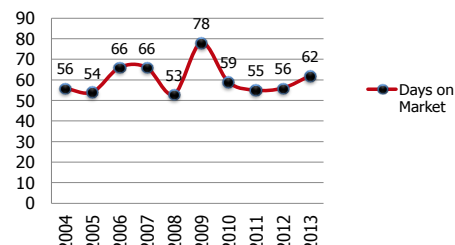
\*2007 Tax Re-evaluation

## Short Hills 2004-2013

### 2004-2013 Sales Price to List Price Ratios



### 2004-2013 Average Days on Market



### 2004-2013 Number of Units Sold

