

SHORT HILLS

July 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	21 Mt Ararat Road	Colonial	3	2.1	9	\$549,000	\$549,000	\$610,000	111.11%	\$496,400	1.23
2	11 Elmwood Place	Colonial	3	2.1	23	\$839,000	\$839,000	\$880,000	104.89%	\$814,000	1.08
3	17 Deerfield Road	Colonial	3	4.0	12	\$849,000	\$849,000	\$888,000	104.59%	\$728,600	1.22
4	72 Wellington Avenue	Tudor	4	3.1	15	\$899,000	\$899,000	\$1,040,400	115.73%	\$855,500	1.22
5	22 Inwood Road	Colonial	4	2.1	14	\$935,000	\$935,000	\$970,000	103.74%	\$791,900	1.22
6	2 Meadowbrook Road	Colonial	5	2.2	7	\$965,000	\$965,000	\$934,800	96.87%	\$738,900	1.27
7	45 Troy Drive	Ranch	3	2.0	74	\$1,150,000	\$990,000	\$955,000	96.46%	\$901,200	1.06
8	73 Whitney Road	Colonial	4	4.1	105	\$1,240,000	\$995,000	\$1,060,000	106.53%	\$1,148,900	0.92
9	21 Glenwood Drive	Tudor	4	2.1	15	\$995,000	\$995,000	\$1,155,000	116.08%	\$804,300	1.44
10	2 Nottingham Road	RanchExp	4	4.0	25	\$999,000	\$999,000	\$1,050,000	105.11%	\$943,600	1.11
11	9 Highview Road	Contemp	5	4.1	16	\$999,000	\$999,000	\$1,050,000	105.11%	\$1,448,700	0.72
12	303 Old Short Hills Road	RanchExp	4	3.1	12	\$1,095,000	\$1,095,000	\$1,095,000	100.00%	\$1,067,400	1.03
13	36 Park Road	Colonial	3	2.1	9	\$1,145,000	\$1,145,000	\$1,150,000	100.44%	\$894,800	1.29
14	66 Mohawk Road	Ranch	2	3.0	23	\$1,150,000	\$1,150,000	\$999,000	86.87%	\$973,300	1.03
15	56 Highland Avenue	Colonial	5	3.1	10	\$1,179,000	\$1,179,000	\$999,900	84.81%	\$1,340,500	0.75
16	304 Forest Drive S	Colonial	5	3.1	28	\$1,250,000	\$1,250,000	\$1,175,000	94.00%	\$924,200	1.27
17	44 Canoe Brook Road	SplitLev	5	3.1	27	\$1,279,000	\$1,279,000	\$1,310,000	102.42%	\$986,600	1.33
18	520 White Oak Ridge Road	Colonial	5	2.2	71	\$1,295,000	\$1,295,000	\$1,250,000	96.53%	\$980,100	1.28
19	2 Lancer Drive	RanchRas	5	3.0	59	\$1,295,000	\$1,295,000	\$1,200,000	92.66%	\$1,112,400	1.08
20	1 Fairfield Drive	Colonial	5	3.2	12	\$1,299,500	\$1,299,500	\$1,275,000	98.11%	\$874,200	1.46
21	68 Westview Road	Colonial	5	3.2	36	\$1,399,000	\$1,325,000	\$1,325,000	100.00%	\$1,006,600	1.32
22	65 Knollwood Road	Victrian	4	2.1	225	\$1,595,000	\$1,350,000	\$1,275,000	94.44%	\$1,500,000	0.85
23	5 Forest Drive	Colonial	5	2.2	17	\$1,495,000	\$1,495,000	\$1,493,000	99.87%	\$1,150,000	1.30
24	37 Tennyson Drive	Colonial	4	3.1	19	\$1,495,000	\$1,495,000	\$1,525,000	102.01%	\$1,189,700	1.28
25	60 Nottingham Road	Tudor	3	4.2	34	\$1,499,000	\$1,499,000	\$1,450,000	96.73%	\$1,237,500	1.17

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26	57 Slope Drive	RanchExp	4	3.2	13	\$1,595,000	\$1,595,000	\$1,550,000	97.18%	\$1,300,000	1.19
27	12 Benson Court	Custom	4	3.1	21	\$1,675,000	\$1,675,000	\$1,662,500	99.25%	\$1,403,800	1.18
28	66 Slope Drive	Colonial	6	5.1	52	\$2,275,000	\$2,198,000	\$2,200,000	100.09%	\$2,274,600	0.97
29	80 Slope Drive	Colonial	6	5.2	39	\$2,499,000	\$2,199,000	\$2,155,000	98.00%	\$1,965,400	1.10
30	32 Lakeview Avenue	Colonial	4	3.3	7	\$2,200,000	\$2,200,000	\$2,092,500	95.11%	\$1,597,000	1.31
31	10 Troy Lane	Colonial	5	4.1	36	\$2,795,000	\$2,249,000	\$2,200,000	97.82%	\$2,193,200	1.00
32	1 Ironwood Road	Colonial	7	6.1	78	\$2,395,000	\$2,395,000	\$2,260,000	94.36%	\$1,946,200	1.16
33	10 Alexander Lane	Colonial	5	5.1	54	\$2,599,000	\$2,530,000	\$2,500,000	98.81%	\$1,983,400	1.26
34	21 Lake Road	Colonial	5	5.2	46	\$3,249,000	\$3,249,000	\$3,000,000	92.34%	\$2,700,000	1.11
35	250 Hartshorn Drive	Colonial	9	6.2	17	\$3,750,000	\$3,750,000	\$4,000,000	106.67%	\$3,700,000	1.08
36	11 Barberry Lane	Colonial	7	6.2	6	\$3,795,000	\$3,795,000	\$3,795,000	100.00%	\$3,233,700	1.17
37	49 Woodfield Drive	Colonial	6	7.1	65	\$3,995,000	\$3,995,000	\$3,850,000	96.37%	\$2,778,400	1.39
AVERAGE					36	\$1,667,878	\$1,621,500	\$1,604,868	99.76%		1.16

CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 82
 Average List Price: \$2,515,017
 Average Days on Market: 86

CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 62
 Average List Price: \$1,578,435
 Average Days on Market: 48

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						55
List Price	\$1,512,800	\$1,824,817	\$1,575,499	\$1,755,583	\$1,508,615	\$1,746,632	\$1,621,500						\$1,652,453
Sales Price	\$1,469,029	\$1,743,750	\$1,513,500	\$1,680,405	\$1,525,981	\$1,697,376	\$1,604,868						\$1,614,918
Sales Price as a % of List Price	98.01%	95.39%	96.81%	96.22%	102.04%	98.86%	99.76%						98.74%
Sales Price to Assessed Value	1.19	1.00	1.11	1.04	1.20	1.15	1.16						1.14
# Units Sold	10	6	12	12	12	31	37						120
Active Listings	59	66	93	116	100	97	82						88
Under Contracts	23	35	39	53	82	69	62						52

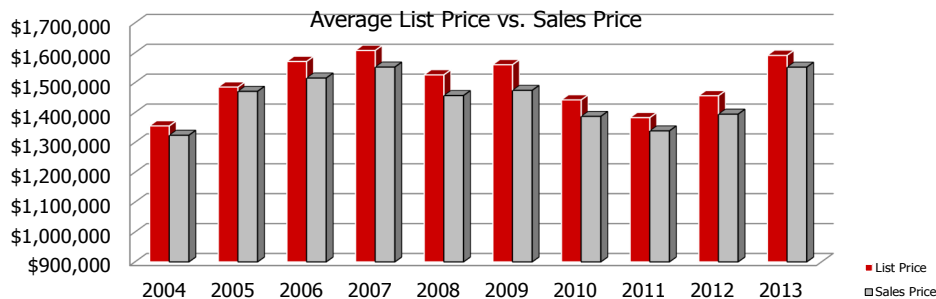
Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	66	55	-16.78%
Sales Price	\$1,552,009	\$1,614,918	4.05%
Sales Price as a % of List Price	98.92%	98.74%	-0.18%



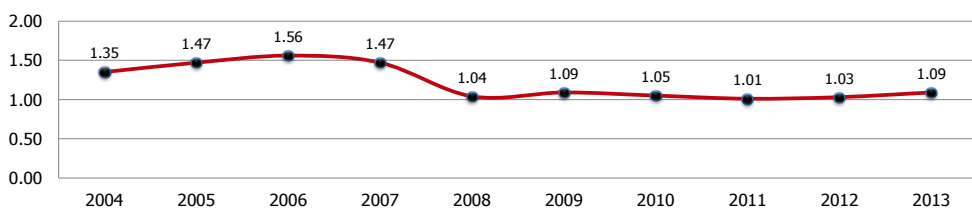
	2013	2014	% Change
# Units Sold	124	120	-3.23%
Active Listings	69	82	18.84%
Under Contracts	48	62	29.17%

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

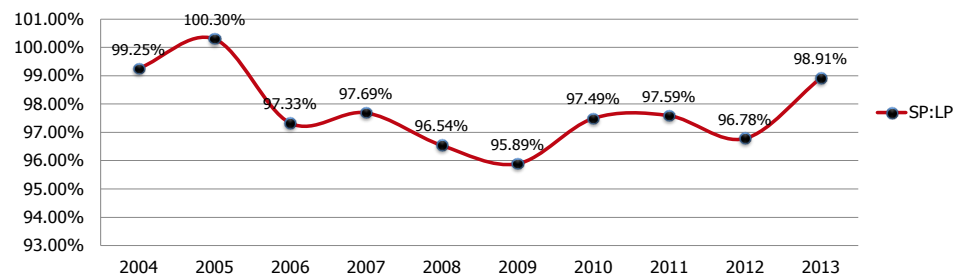
Sales Price to Assessed Value Ratio



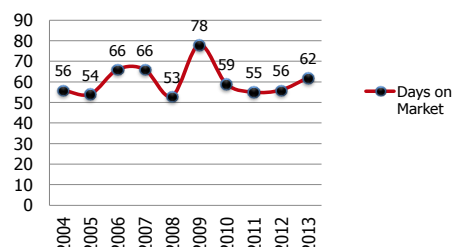
*2007 Tax Re-evaluation

Short Hills 2004-2013

2004-2013 Sales Price to List Price Ratios



2004-2013 Average Days on Market



2004-2013 Number of Units Sold

