

SHORT HILLS

July 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	7 Kilmer Drive	FixrUppr	4	1.1	21	\$749,000	\$749,000	\$745,000	99.47%	\$778,800	0.96
2	8 Elmwood Place	Colonial	3	1.1	37	\$850,000	\$825,000	\$790,000	95.76%	\$744,800	1.06
3	14 Claremont Drive	Colonial	5	2.2	44	\$899,000	\$899,000	\$890,000	99.00%	\$805,500	1.10
4	28 Exeter Road	Colonial	4	2.1	21	\$915,000	\$915,000	\$910,000	99.45%	\$819,200	1.11
5	16 Oak Hill Road	Colonial	3	2.1	8	\$899,000	\$899,000	\$927,000	103.11%	\$745,000	1.24
6	34 Meadowbrook Road	Colonial	3	2.1	8	\$889,000	\$889,000	\$971,000	109.22%	\$833,000	1.17
7	23 Colonial Way	Ranch	4	2.2	7	\$969,000	\$969,000	\$1,010,000	104.23%	\$975,000	1.04
8	386 Old Short Hills Road	Ranch	4	3.1	14	\$949,000	\$949,000	\$1,026,000	108.11%	\$650,000	1.58
9	93 Oakview Terrace	Colonial	4	2.1	14	\$988,000	\$988,000	\$1,080,000	109.31%	\$848,500	1.27
10	19 Claremont Drive	SplitLev	4	3.0	8	\$950,000	\$950,000	\$1,083,695	114.07%	\$934,100	1.16
11	114 Great Hills Road	SplitLev	5	3.1	77	\$915,000	\$915,000	\$1,200,000	131.15%	\$1,200,000	1.00
12	12 Hickory Road	RanchRas	6	4.0	17	\$1,349,000	\$1,349,000	\$1,280,000	94.89%	\$1,106,800	1.16
13	17 Thackeray Drive	Colonial	3	2.2	224	\$1,350,000	\$1,350,000	\$1,300,000	96.30%	\$997,500	1.30
14	11 Pinewood Court	Colonial	4	3.1	37	\$1,359,000	\$1,290,000	\$1,301,000	100.85%	\$1,321,100	0.98
15	350 Long Hill Drive	Colonial	5	3.1	12	\$1,495,000	\$1,495,000	\$1,493,111	99.87%	\$1,125,100	1.33
16	15 Tulip Lane	Colonial	4	2.3	18	\$1,565,000	\$1,565,000	\$1,525,000	97.44%	\$1,328,100	1.15
17	14 Pine Ter East	Colonial	6	3.1	8	\$1,450,000	\$1,450,000	\$1,650,000	113.79%		
18	496 Long Hill Drive	Colonial	5	4.0	30	\$1,768,000	\$1,668,000	\$1,650,000	98.92%	\$1,297,100	1.27
19	21 N Taylor Road	Colonial	4	4.1	78	\$1,748,000	\$1,748,000	\$1,748,000	100.00%	\$1,751,900	1.00
20	32 Twin Oak Road	Colonial	7	5.2	69	\$2,395,000	\$1,995,000	\$1,860,000	93.23%	\$1,938,000	0.96

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21	269 Brookhaven Way	Colonial	6	5.1	35	\$1,879,000	\$1,879,000	\$1,879,000	100.00%		
22	265 Brookhaven Way	Colonial	6	4.1	8	\$1,899,000	\$1,899,000	\$1,917,000	100.95%		
23	10 Randall Drive	Ranch	4	4.1	0	\$1,895,000	\$1,895,000	\$2,000,000	105.54%	\$1,893,300	1.06
24	17 Oswego Lane	Colonial	6	5.1	62	\$2,595,000	\$2,495,000	\$2,400,000	96.19%	\$1,847,900	1.30
25	7 Ferndale Road	Colonial	5	4.1	28	\$2,350,000	\$2,350,000	\$2,415,000	102.77%	\$1,975,000	1.22
26	33 Hillside Avenue	Colonial	5	5.2	29	\$3,250,000	\$3,250,000	\$3,080,000	94.77%	\$2,850,000	1.08
AVERAGE					35	\$1,473,808	\$1,447,115	\$1,466,569	102.63%		1.15

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 91
Average List Price: \$2,377,129
Average Days on Market: 73

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 57
Average List Price: \$1,552,761
Average Days on Market: 44

Short Hills 2015 Year to Date Market Trends

TD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	56	89	27	36	41	35						42
List Price	\$1,784,182	\$1,621,150	\$1,413,125	\$1,687,250	\$1,660,593	\$1,805,923	\$1,447,115						\$1,642,241
Sales Price	\$1,698,320	\$1,558,333	\$1,422,625	\$1,683,463	\$1,670,889	\$1,770,606	\$1,466,569						\$1,630,237
Sales Price as a % of List Price	96.87%	97.34%	101.14%	100.97%	100.85%	99.66%	102.63%						100.47%
Sales Price to Assessed Value	1.19	1.10	1.13	1.28	1.16	1.29	1.15						1.21
# Units Sold	11	6	8	16	27	26	26						120
Active Listings	56	65	67	107	110	91	91						84
Under Contracts	22	34	60	64	68	63	57						53

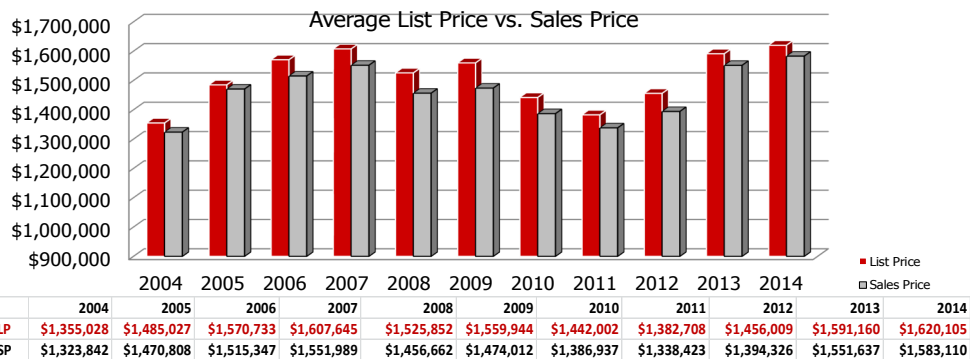
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	55	42	-23.83%
Sales Price	\$1,614,918	\$1,630,237	0.95%
Sales Price as a % of List Price	98.74%	100.47%	1.75%

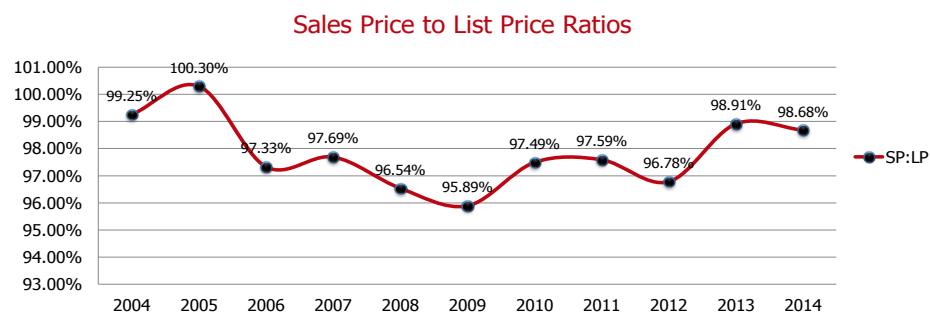


	2014	2015	% Change
# Units Sold	120	120	0.00%
Active Listings	82	91	10.98%
Under Contracts	62	57	-8.06%

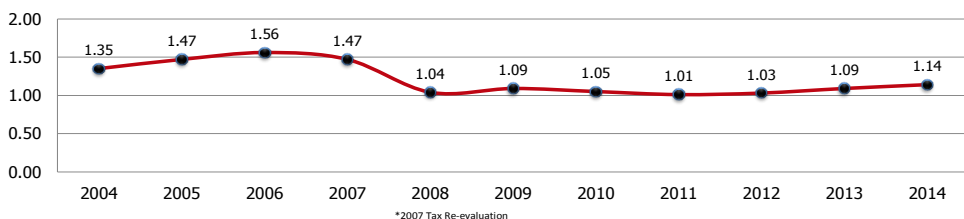
Short Hills Yearly Market Trends



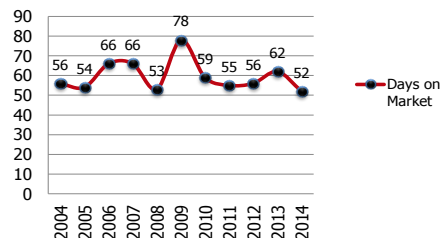
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

