

SHORT HILLS

December 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	35 Campbell Road	Colonial	5	4.0	21	\$995,000	\$995,000	\$995,000	100.00%	\$833,500	1.19
2	27 Taylor Road	Colonial	4	4.0	72	\$1,599,000	\$1,299,000	\$1,026,000	78.98%	\$1,604,800	0.64
3	82 West Road	Tudor	6	3.1	21	\$1,360,000	\$1,360,000	\$1,242,500	91.36%	\$1,100,000	1.13
4	88 Falmouth Street	Ranch	4	4.0	53	\$1,449,000	\$1,449,000	\$1,250,000	86.27%	\$1,273,900	0.98
5	23 Wellington Avenue	Custom	4	3.0	20	\$1,195,000	\$1,195,000	\$1,261,700	105.58%	\$944,700	1.34
6	70 Troy Drive	RanchExp	5	3.3	14	\$1,275,000	\$1,275,000	\$1,335,000	104.71%	\$1,186,300	1.13
7	186 Western Drive	RanchExp	4	3.1	51	\$1,449,000	\$1,449,000	\$1,420,000	98.00%	\$1,006,300	1.41
8	43 Byron Road	Colonial	5	2.1	59	\$1,650,000	\$1,579,000	\$1,537,500	97.37%	\$1,038,000	1.48
9	44 Watchung Road	RanchExp	6	4.2	69	\$1,950,000	\$1,690,000	\$1,690,000	100.00%	\$1,576,000	1.07
10	180 Hartshorn Drive	CapeCod	4	3.1	8	\$1,395,000	\$1,395,000	\$1,715,000	122.94%	\$1,106,200	1.55
11	378 Hartshorn Drive	Colonial	6	5.1	40	\$2,250,000	\$2,099,000	\$2,057,000	98.00%	\$1,744,100	1.18
12	45 Troy Drive	Colonial	7	6.1	64	\$2,488,000	\$2,288,000	\$2,145,000	93.75%		
13	47 Highland Avenue	Victrian	7	5.1	65	\$2,695,000	\$2,695,000	\$2,625,000	97.40%	\$2,145,000	1.22
14	240 Long Hill Drive	Colonial	7	5.1	77	\$2,750,000	\$2,750,000	\$2,640,000	96.00%	\$2,041,200	1.29
15	140 Hartshorn Drive	Custom	6	8.1	126	\$3,895,000	\$3,495,000	\$3,450,000	98.71%	\$3,400,000	1.01
AVERAGE					51	\$1,893,000	\$1,800,867	\$1,759,313	97.94%		1.19

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 43
 Average List Price: \$2,966,207
 Average Days on Market: 100

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 26
 Average List Price: \$1,749,265
 Average Days on Market: 68

Short Hills 2015 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	56	89	27	36	41	35	40	46	58	56	51	44
List Price	\$1,784,182	\$1,621,150	\$1,413,125	\$1,687,250	\$1,660,593	\$1,805,923	\$1,447,115	\$1,512,043	\$1,629,614	\$1,406,786	\$1,659,889	\$1,800,867	\$1,616,165
Sales Price	\$1,698,320	\$1,558,333	\$1,422,625	\$1,683,463	\$1,670,889	\$1,770,606	\$1,466,569	\$1,496,136	\$1,576,495	\$1,312,607	\$1,621,056	\$1,759,313	\$1,590,913
Sales Price as a % of List Price	96.87%	97.34%	101.14%	100.97%	100.85%	99.66%	102.63%	99.39%	97.00%	95.20%	98.56%	97.94%	99.35%
Sales Price to Assessed Value	1.19	1.10	1.13	1.28	1.16	1.29	1.15	1.15	1.16	1.19	1.02	1.19	1.18
# Units Sold	11	6	8	16	27	26	26	35	21	14	9	15	214
Active Listings	56	65	67	107	110	91	91	77	71	61	56	43	75
Under Contracts	22	34	60	64	68	63	57	33	31	29	26	26	43

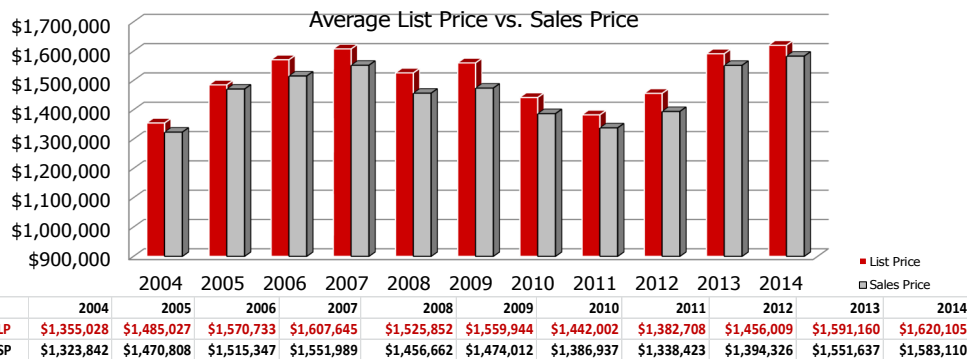
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	52	44	-15.15%
Sales Price	\$1,583,110	\$1,590,913	0.49%
Sales Price as a % of List Price	98.68%	99.35%	0.69%

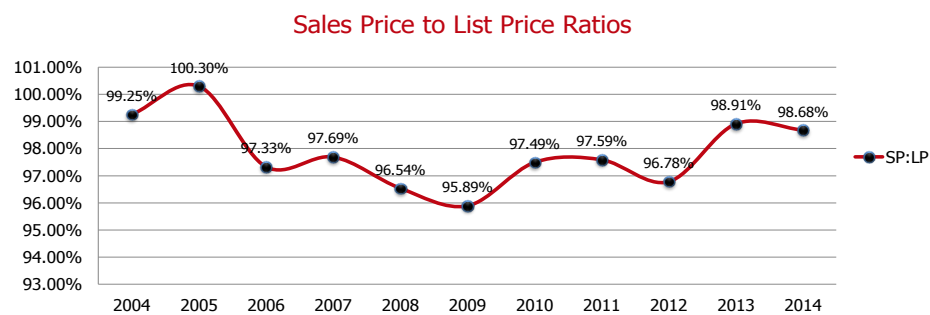


	2014	2015	% Change
# Units Sold	226	214	-5.31%
Active Listings	43	43	0.00%
Under Contracts	19	26	36.84%

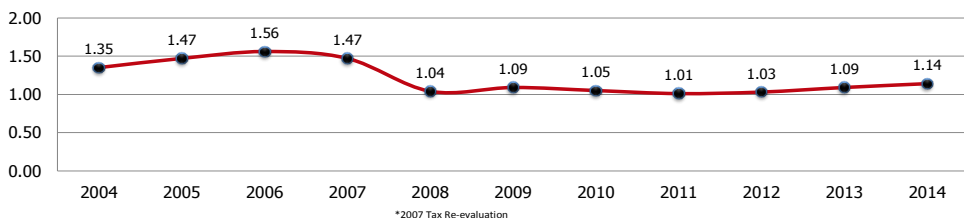
Short Hills Yearly Market Trends



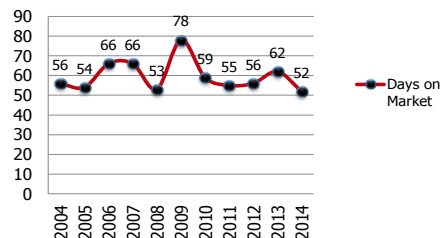
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

