

SHORT HILLS

November 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	52 Hobart Avenue	Colonial	3	2.1	18	\$748,000	\$748,000	\$798,000	106.68%	\$669,400	1.19
2	6 Forest Drive	Colonial	4	3.1	16	\$1,299,000	\$1,299,000	\$1,351,500	104.04%	\$1,110,600	1.22
3	87 Old Short Hills Road	Contemp	4	2.1	0	\$1,399,000	\$1,399,000	\$1,357,500	97.03%	\$1,285,700	1.06
4	20 Highland Avenue	Victorian	7	5.1	114	\$1,875,000	\$1,749,000	\$1,702,500	97.34%	\$1,792,300	0.95
5	53 Farbrook Drive	Colonial	5	4.1	88	\$1,750,000	\$1,750,000	\$1,705,000	97.43%	\$1,800,000	0.95
6	22 Tioga Pass	Colonial	6	4.1	55	\$1,850,000	\$1,800,000	\$1,750,000	97.22%	\$1,577,900	1.11
7	120 Highland Avenue	Colonial	8	6.2	21	\$1,800,000	\$1,800,000	\$1,800,000	100.00%	\$2,600,000	0.69
8	142 Western Drive	Colonial	5	3.2	20	\$1,999,000	\$1,999,000	\$1,825,000	91.30%	\$1,771,200	1.03
9	88 Westview Road	Colonial	6	5.1	168	\$2,520,000	\$2,395,000	\$2,300,000	96.03%		
AVERAGE					56	\$1,693,333	\$1,659,889	\$1,621,056	98.56%		1.02

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 56
Average List Price: \$2,833,891
Average Days on Market: 88

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 26
Average List Price: \$1,625,881
Average Days on Market: 55

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		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		\$1,602,243
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		\$1,578,219
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%		99.46%
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		1.18
# Units Sold	11	6	8	16	27	26	26	35	21	14	9		199
Active Listings	56	65	67	107	110	91	91	77	71	61	56		77
Under Contracts	22	34	60	64	68	63	57	33	31	29	26		44

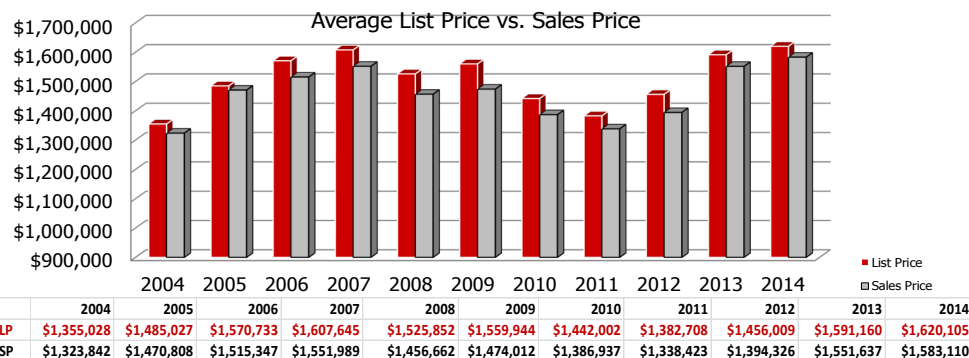
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	51	44	-14.07%
Sales Price	\$1,593,331	\$1,578,219	-0.95%
Sales Price as a % of List Price	98.85%	99.46%	0.61%

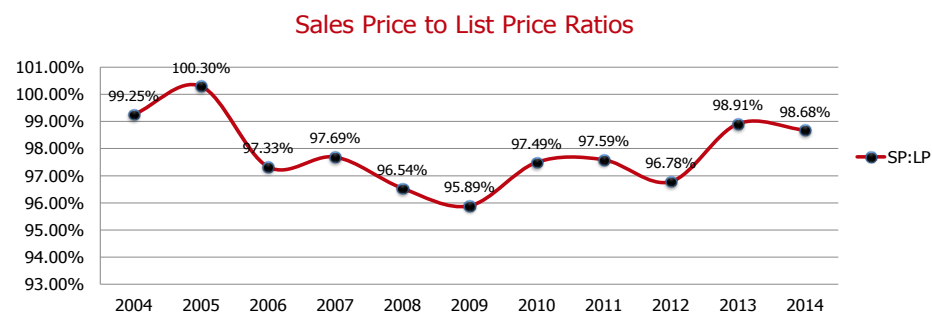


	2014	2015	% Change
# Units Sold	210	199	-5.24%
Active Listings	49	56	14.29%
Under Contracts	27	26	-3.70%

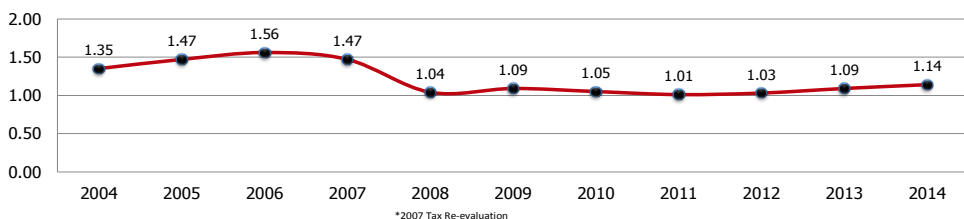
Short Hills Yearly Market Trends



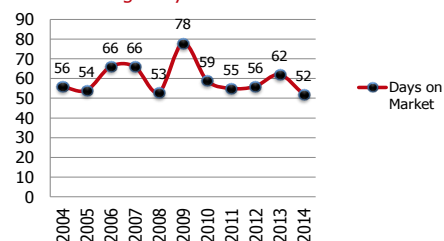
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

