

# SHORT HILLS

## October 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	12 Campbell Road	Colonial	2	1.1	23	\$625,000	\$585,000	\$580,000	99.15%	\$525,000	1.10
2	113 Short Hills Avenue	Colonial	4	2.0	17	\$749,000	\$749,000	\$740,000	98.80%	\$605,000	1.22
3	42 Whitney Road	Tudor	4	3.1	103	\$909,000	\$869,000	\$814,000	93.67%	\$850,000	0.96
4	50 South Terrace	Colonial	4	3.1	113	\$995,000	\$995,000	\$945,000	94.97%	\$690,200	1.37
5	160 Mohawk Road	Ranch	3	2.0	0	\$949,000	\$949,000	\$975,000	102.74%	\$663,300	1.47
6	4 Winthrop Road	Ranch	4	3.0	84	\$1,099,000	\$1,099,000	\$981,000	89.26%	\$649,200	1.51
7	3 Troy Drive	Ranch	4	2.1	15	\$1,120,000	\$1,120,000	\$1,181,000	105.45%	\$1,162,500	1.02
8	83 Hemlock Road	RanchExp	3	2.0	113	\$1,495,000	\$1,495,000	\$1,255,000	83.95%	\$1,004,200	1.25
9	6 Fielding Road	Colonial	4	3.1	21	\$1,395,000	\$1,395,000	\$1,495,000	107.17%	\$1,047,200	1.43
10	52 Cayuga Way	Ranch	4	3.1	85	\$1,549,000	\$1,499,000	\$1,505,000	100.40%	\$1,210,000	1.24
11	17 Deer Path	Colonial	4	4.0	19	\$1,695,000	\$1,695,000	\$1,662,500	98.08%	\$1,293,600	1.29
12	1 Moraine Place	Colonial	9	4.2	70	\$2,500,000	\$2,500,000	\$1,713,000	68.52%	\$3,400,000	0.50
13	30 Slope Drive	Colonial	5	5.1	114	\$2,295,000	\$1,995,000	\$1,880,000	94.24%	\$1,650,000	1.14
14	19 Hillside Avenue	Colonial	6	5.2	29	\$2,750,000	\$2,750,000	\$2,650,000	96.36%	\$2,364,000	1.12
AVERAGE					58	\$1,437,500	\$1,406,786	\$1,312,607	95.20%		1.19

### "ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 61  
 Average List Price: \$2,510,864  
 Average Days on Market: 97

### "UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 329  
 Average List Price: \$1,658,207  
 Average Days on Market: 63

# 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			43
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			\$1,599,512
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			\$1,576,190
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%			99.50%
Sales Price to	1.19	1.10	1.13	1.28	1.16	1.29	1.15	1.15	1.16	1.19			1.19
# Units Sold	11	6	8	16	27	26	26	35	21	14			190
Active Listings	56	65	67	107	110	91	91	77	71	61			80
Under Contracts	22	34	60	64	68	63	57	33	31	29			46

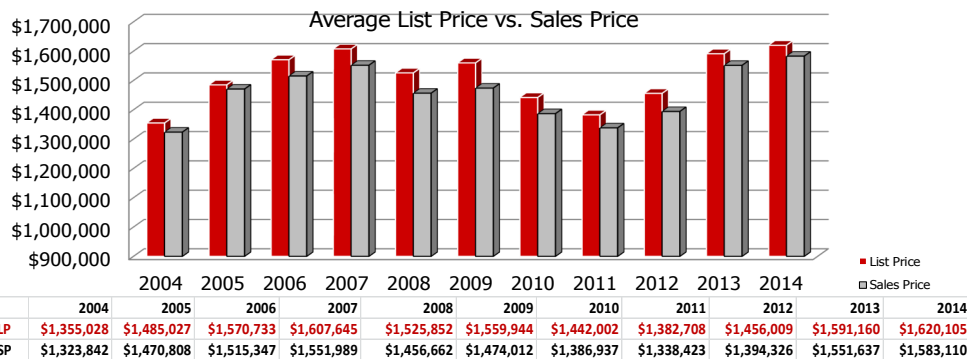
## Flashback! YTD 2014 vs YTD 2015



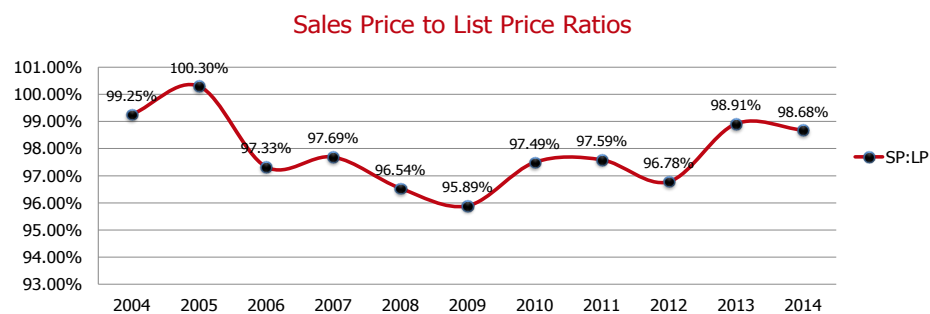
	2014	2015	% Change
Days on Market	50	43	-13.99%
Sales Price	\$1,601,276	\$1,576,190	-1.57%
Sales Price as a % of List Price	98.99%	99.50%	0.51%

	2014	2015	% Change
# Units Sold	190	190	0.00%
Active Listings	68	61	-10.29%
Under Contracts	31	29	-6.45%

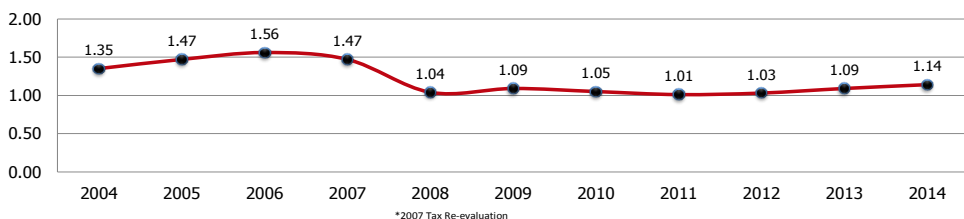
## Short Hills Yearly Market Trends



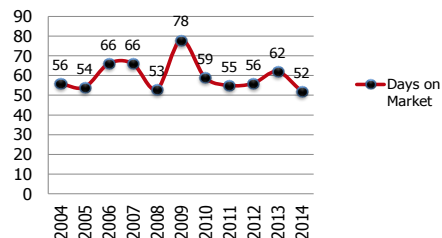
## Short Hills Yearly Market Trends



## Sales Price to Assessed Value Ratio



## Average Days on Market



## Number of Units Sold

