SHORT HILLS

September 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-ment	SP:AV
1	32 Great Hills Road	Ranch	3	1.1	45	$785,000	$785,000	$500,000	63.69%	$616,000	0.81
2	76 Meadowbrook Road	Colonial	3	1.1	22	$625,000	$625,000	$620,000	99.20%	$478,100	1.30
3	16 Meadowbrook Road	Colonial	3	2.1	12	$769,000	$769,000	$811,250	105.49%	$676,100	1.20
4	34 Whitney Road	Colonial	3	2.2	87	$925,000	$868,000	$825,000	95.05%	$825,300	1.00
5	105 Browning Road	Ranch	4	2.1	56	$929,000	$899,900	$875,000	97.23%	$774,700	1.13
6	15 Ridge Terrace	Colonial	4	3.1	17	$1,098,000	$1,098,000	$1,066,638	97.14%	$980,000	1.09
7	62 Seminole Way	SplitLev	4	3.1	78	$1,100,000	$1,180,000	$1,125,000	95.34%	$1,036,000	1.09
8	60 Hemlock Road	Contemp	3	2.0	58	$1,345,000	$1,195,000	$1,195,000	100.00%	$1,075,000	1.11
9	59 Whitney Road	Colonial	4	2.1	16	$1,195,000	$1,195,000	$1,215,000	101.67%	$904,900	1.34
10	93 Slope Drive	RanchExp	5	4.1	12	$1,200,000	$1,200,000	$1,252,000	104.33%	$1,200,000	1.04
11	8 Richard Drive	Ranch	4	3.1	7	$1,180,000	$1,180,000	$1,310,000	111.02%	$1,001,600	1.31
12	49 Woodcrest Avenue	Tudor	3	3.1	0	$1,375,000	$1,375,000	$1,375,000	100.00%	$1,183,200	1.16
13	22 Oswego Lane	Colonial	4	2.1	39	$1,625,000	$1,559,000	$1,525,000	97.82%	$1,189,700	1.28
14	7 Wyndham Road	Tudor	4	3.2	26	$1,650,000	$1,650,000	$1,580,000	95.76%	$1,000,000	1.58
15	9 Arden Place	Ranch	5	4.1	51	$1,795,000	$1,695,000	$1,695,000	100.00%	$1,504,100	1.13
16	2 Hickory Road	Custom	5	5.1	64	$2,185,000	$1,995,000	$1,850,000	92.73%	$1,448,200	1.28
17	26 Spenser Drive	Colonial	6	5.1	56	$2,465,000	$2,465,000	$2,407,500	97.67%		
18	365 Long Hill Drive	Colonial	7	7.1	56	$2,699,000	$2,699,000	$2,699,000	100.00%		
19	20 Bishops Lane	Colonial	6	6.1	177	$2,988,000	$2,799,000	$2,760,000	98.61%		
20	27 Woodcrest Avenue	Colonial	7	6.2	57	$3,295,000	$3,295,000	$3,200,000	97.12%		
21	283 Hartshorn Drive	Colonial	6	6.1	27	$3,695,000	$3,695,000	$3,220,000	87.14%	$3,718,000	0.87
	AVERAGE				46	$1,663,000	$1,629,614	$1,576,495	97.00%		1.16

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units:	71
Average List Price:	$2,518,532
Average Days on Market:	100

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units:	31
Average List Price:	$1,623,129
Average Days on Market:	62

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Short Hills 2015 Year to Date Market Trends

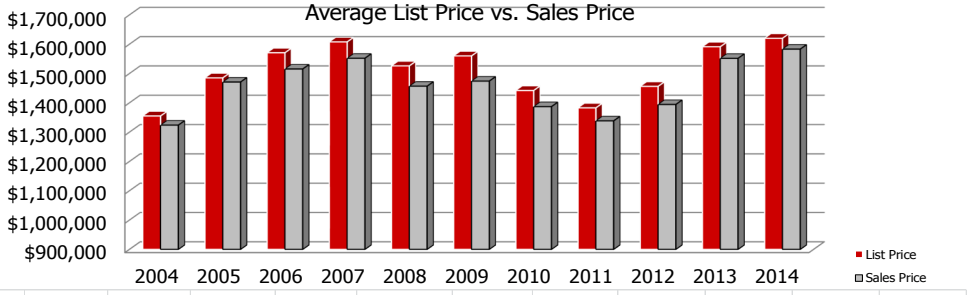
YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	56	89	27	36	41	35	40	46				42
List Price	$1,784,182	$1,621,150	$1,413,125	$1,687,250	$1,660,593	$1,805,923	$1,447,115	$1,512,043	$1,629,614				$1,616,417
Sales Price	$1,698,320	$1,558,333	$1,422,625	$1,683,463	$1,670,889	$1,770,606	$1,466,569	$1,496,136	$1,576,495				$1,594,955
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%				99.54%
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
# Units Sold	11	6	8	16	27	26	26	35	21				176
Active Listings	56	65	67	107	110	91	91	77	71				82
Under Contracts	22	34	60	64	68	63	57	33	31				48

Flashback! YTD 2014 vs YTD 2015

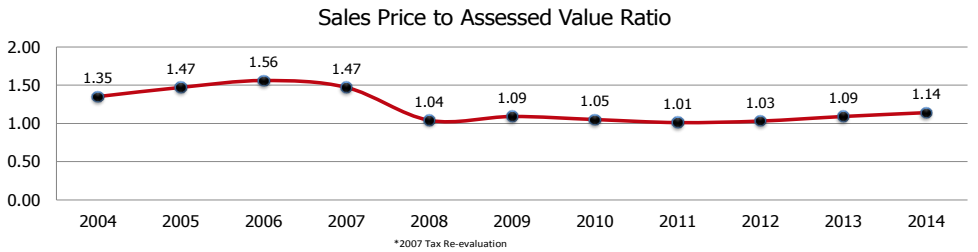
	2014	2015	% Change
Days on Market	49	42	-13.00%
Sales Price	$1,626,757	$1,594,955	-1.95%
Sales Price as a % of List Price	98.97%	99.54%	0.57%

	2014	2015	% Change
# Units Sold	180	197	9.44%
Active Listings	76	71	-6.58%
Under Contracts	38	31	-18.42%

Short Hills Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
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	$1,620,105
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	$1,583,110



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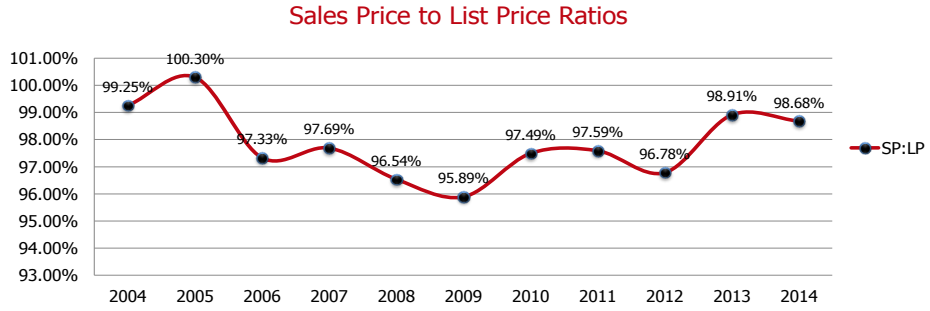

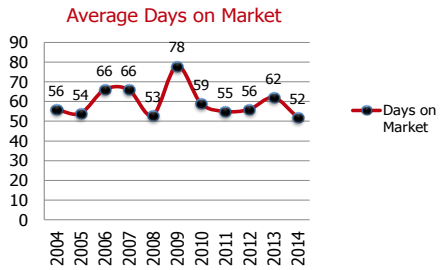

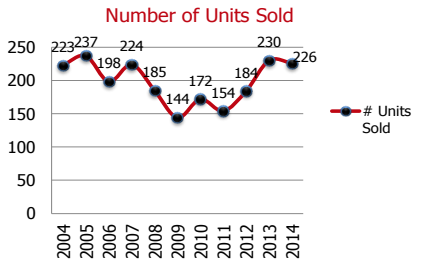

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