

# SHORT HILLS

## February 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	866 Morris Turnpike	CapeCod	4	2.1	75	\$649,000	\$649,000	\$625,000	96.30%	\$600,600	1.04
2	187 Hobart Avenue	Colonial	3	2.1	85	\$798,000	\$758,000	\$725,000	95.65%	\$957,900	0.76
3	70 Woodland Road	Ranch	3	2.1	15	\$775,000	\$775,000	\$826,000	106.58%	\$679,200	1.22
4	22 Andover Drive	SplitLev	5	3.0	36	\$998,000	\$998,000	\$985,000	98.70%	\$869,600	1.13
5	47 Baltusrol Way	Colonial	4	3.1	25	\$1,098,000	\$1,098,000	\$1,150,000	104.74%	\$859,800	1.34
6	41 Tennyson Drive	SplitLev	4	4.0	100	\$1,375,000	\$1,349,000	\$1,325,000	98.22%	\$1,138,300	1.16
7	61 Troy Drive	Ranch	5	3.1	12	\$1,500,000	\$1,500,000	\$1,540,000	102.67%	\$1,190,100	1.29
8	10 Elsway Road	Colonial	5	3.1	117	\$2,195,000	\$2,195,000	\$2,087,000	95.08%	\$1,742,700	1.20
9	16 Byron Road	Colonial	7	6.1	130	\$2,499,000	\$2,499,000	\$2,509,800	100.43%		
10	40 Spenser Drive	Colonial	7	8.1	115	\$2,890,000	\$2,890,000	\$2,870,000	99.31%		
11	17 Forest Drive	Colonial	6	4.1	1	\$3,150,000	\$3,150,000	\$3,100,000	98.41%	\$2,800,000	1.11
AVERAGE					65	\$1,629,727	\$1,623,727	\$1,612,982	99.64%		1.14

### ***"ACTIVE"*** LISTINGS IN SHORT HILLS

Number of Units: 74  
 Average List Price: \$2,420,635  
 Average Days on Market: 83

### ***"UNDER CONTRACT"*** LISTINGS IN SHORT HILLS

Number of Units: 39  
 Average List Price: \$1,889,430  
 Average Days on Market: 41

# Short Hills 2016 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	65	65											65
List Price	\$1,207,983	\$1,623,727											\$1,476,994
Sales Price	\$1,174,800	\$1,612,982											\$1,458,329
Sales Price as a % of List Price	97.39%	99.64%											98.85%
Sales Price to Assessed Value	1.23	1.14											1.17
# Units Sold	6	11											17
Active Listings	54	74											64
Under Contracts	29	39											34

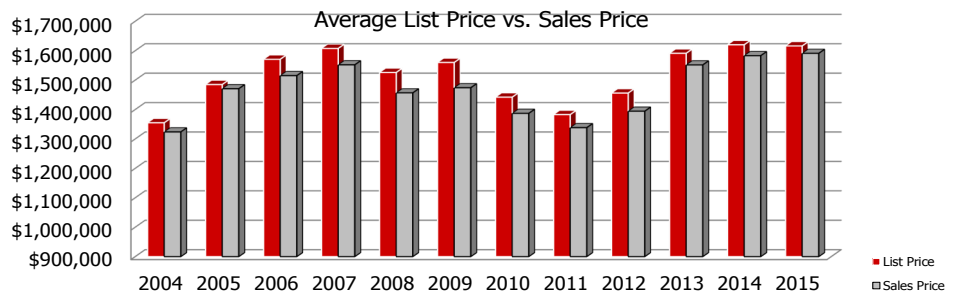
## Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	53	65	22.22%
Sales Price	\$1,648,913	\$1,458,329	-11.56%
Assessed Value to Sales Price	1.16	1.17	1.25%



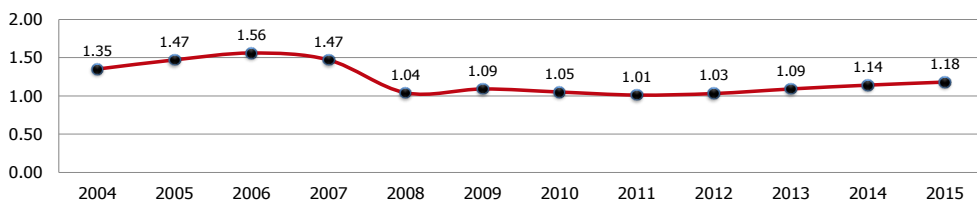
	2015	2016	% Change
# Units Sold	17	17	0.00%
Active Listings	65	74	13.85%
Under Contracts	34	39	14.71%

## Short Hills Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
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	\$1,616,165
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	\$1,590,913

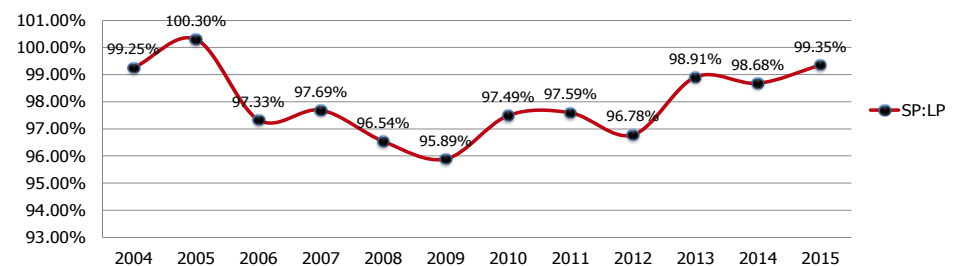
### Sales Price to Assessed Value Ratio



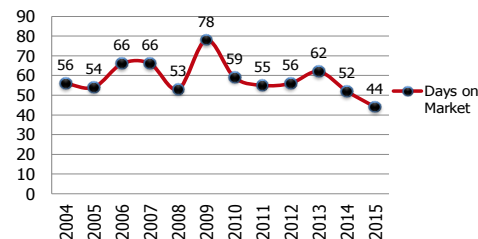
\*2007 Tax Re-evaluation

## Short Hills Yearly Market Trends

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

