

# SHORT HILLS

## January 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	349 Old Short Hills Road	Carriage	3	2.0	33	\$649,000	\$649,000	\$645,000	99.38%	\$557,500	1.16
2	11 Dameo Place	Colonial	4	3.1	103	\$749,000	\$749,000	\$732,500	97.80%	\$564,900	1.30
3	20 Andover Drive	Split Level	4	3.0	21	\$984,900	\$984,900	\$956,300	97.10%	\$881,000	1.09
4	15 East Beechcroft Road	Colonial,	3	2.1	123	\$1,549,000	\$1,395,000	\$1,320,000	94.62%	\$1,132,700	1.17
5	4 Brantwood Terrace	Colonial	5	3.0	67	\$1,750,000	\$1,575,000	\$1,520,000	96.51%	\$1,034,400	1.47
6	250 Dale Drive	Custom	5	5.1	43	\$1,895,000	\$1,895,000	\$1,875,000	98.94%	\$1,074,900	1.74
AVERAGE					65	\$1,262,817	\$1,207,983	\$1,174,800	97.39%		1.32

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

**Number of Units:** 54  
**Average List Price:** \$2,630,498  
**Average Days on Market:** 95

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

**Number of Units:** 29  
**Average List Price:** \$2,029,621  
**Average Days on Market:** 56

# 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
List Price	\$1,207,983												\$1,207,983
Sales Price	\$1,174,800												\$1,174,800
Sales Price as a % of List Price	97.39%												97.39%
Sales Price to Assessed Value	1.32												1.32
# Units Sold	6												6
Active Listings	54												54
Under Contracts	29												29

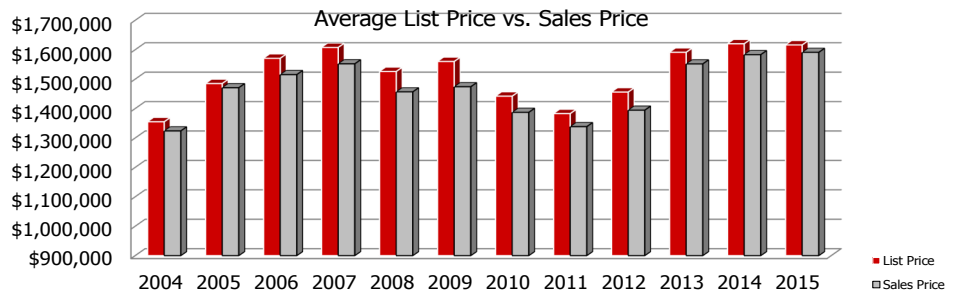
## Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	51	65	27.00%
Sales Price	\$1,698,320	\$1,174,800	-30.83%
Assessed Value to Sales Price	1.19	1.32	11.13%



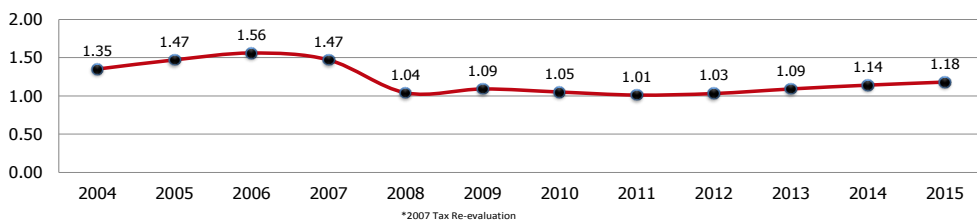
	2015	2016	% Change
# Units Sold	11	6	-45.45%
Active Listings	56	54	-3.57%
Under Contracts	22	29	31.82%

## Short Hills Yearly Market Trends



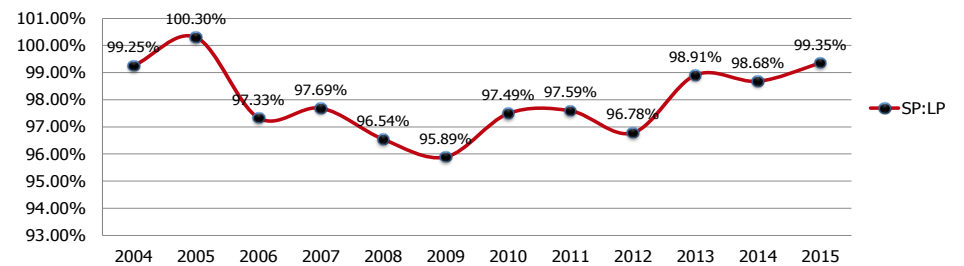
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326	\$1,551,637	\$1,583,110	\$1,590,913

### Sales Price to Assessed Value Ratio

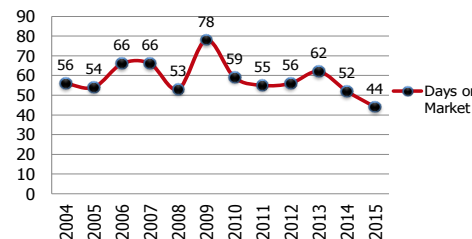


## Short Hills Yearly Market Trends

### Sales Price to List Price Ratios



### Average Days on Market



### Number of Units Sold

