

SHORT HILLS

May 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	15 Claremont Drive	Colonial	3	2.1	14	\$998,000	\$998,000	\$1,065,000	106.71%	\$765,000	1.39
2	21 Claremont Drive	Colonial	4	3.1	8	\$1,098,000	\$1,098,000	\$1,150,000	104.74%	\$836,200	1.38
3	110 Wellington Avenue	Colonial	4	2.2	12	\$999,000	\$999,000	\$1,150,000	115.12%	\$767,900	1.50
4	159 Hobart Avenue	Colonial	4	2.2	22	\$1,250,000	\$1,250,000	\$1,235,000	98.80%	\$955,100	1.29
5	73 Whitney Road	Colonial	4	4.1	42	\$1,348,000	\$1,348,000	\$1,268,000	94.07%	\$1,060,000	1.20
6	320 Lupine Way	Colonial	4	2.1	29	\$1,350,000	\$1,350,000	\$1,315,000	97.41%	\$860,000	1.53
7	30 Talbot Court	Colonial	4	3.1	14	\$1,280,000	\$1,280,000	\$1,325,000	103.52%	\$1,269,600	1.04
8	136 Lawrence Drive	Colonial	5	3.2	0	\$1,350,000	\$1,350,000	\$1,350,000	100.00%	\$1,250,000	1.08
9	306 Lupine Way	Colonial	4	2.1	14	\$1,325,000	\$1,325,000	\$1,350,000	101.89%	\$976,200	1.38
10	12 Ferncliff Terrace	Colonial	5	2.1	7	\$1,249,000	\$1,249,000	\$1,365,000	109.29%	\$969,300	1.41
11	15 Fielding Road	Ranch	4	3.1	28	\$1,350,000	\$1,350,000	\$1,377,000	102.00%	\$920,000	1.50
12	339 Oxford Drive	RanchExp	6	4.2	9	\$1,559,000	\$1,559,000	\$1,525,000	97.82%	\$1,623,900	0.94
13	83 Old Hollow Road	Colonial	6	4.2	110	\$1,999,000	\$1,698,000	\$1,555,000	91.58%	\$1,712,700	0.91
14	93 Addison Drive	SplitLev	4	3.1	13	\$1,495,000	\$1,495,000	\$1,556,000	104.08%	\$1,081,400	1.44
15	4 Hilltop Road	Colonial	6	4.1	50	\$1,650,000	\$1,650,000	\$1,580,000	95.76%	\$1,327,400	1.19
16	20 Troy Drive	Colonial	5	3.1	1	\$1,598,000	\$1,598,000	\$1,588,550	99.41%	\$1,288,400	1.23
17	38 Fairfield Terrace	Contemp	4	3.1	77	\$1,628,000	\$1,628,000	\$1,600,000	98.28%	\$1,287,000	1.24
18	21 Highview Road	Custom	4	3.3	37	\$1,775,000	\$1,775,000	\$1,660,000	93.52%	\$1,660,100	1.00
19	21 Hampshire Road	Colonial	5	4.1	12	\$1,795,000	\$1,795,000	\$1,745,000	97.21%	\$1,703,400	1.02
20	10 Pond View Court	Custom	5	3.3	107	\$1,989,000	\$1,895,000	\$1,800,000	94.99%	\$2,514,400	0.72

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21	81 Hillside Avenue	Custom	5	4.0	9	\$1,695,000	\$1,695,000	\$1,900,000	112.09%	\$1,151,200	1.65
22	108 Woodfield Drive	RanchExp	3	3.2	4	\$2,000,000	\$2,000,000	\$2,000,000	100.00%	\$1,616,800	1.24
23	89 Farbrook Drive	Colonial	6	5.1	41	\$3,100,000	\$3,100,000	\$3,025,000	97.58%		
24	60 Fairfield Drive	Colonial	5	4.1	62	\$3,150,000	\$3,150,000	\$3,050,000	96.83%	\$1,925,000	1.58
25	20 Elsway Road	Custom	5	5.4	52	\$3,338,000	\$3,338,000	\$3,071,500	92.02%	\$3,205,000	0.96
26	55 Stewart Road	Custom	7	6.2	182	\$4,995,000	\$4,995,000	\$4,175,000	83.58%	\$3,880,000	1.08
AVERAGE					37	\$1,821,654	\$1,806,462	\$1,760,810	99.55%		1.24

"ACTIVE" Listings in Short Hills

Number of Units: 116
Average List Price: \$2,319,933
Average Days on Market: 66

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 54
Average List Price: \$1,649,550
Average Days on Market: 36

Short Hills 2017 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	76	105	33	66	37								53
List Price	\$1,741,000	\$2,236,429	\$1,223,545	\$1,270,344	\$1,806,462								\$1,649,077
Sales Price	\$1,625,714	\$2,061,500	\$1,242,364	\$1,243,727	\$1,760,810								\$1,595,783
Sales Price as a % of List Price	94.22%	93.84%	101.58%	97.41%	99.55%								98.28%
Sales Price to Assessed Value	1.11	1.11	1.26	1.14	1.24								1.20
# Units Sold	7	7	11	11	26								62
Active Listings	60	88	113	114	116								98
Under Contracts	23	33	47	59	54								43

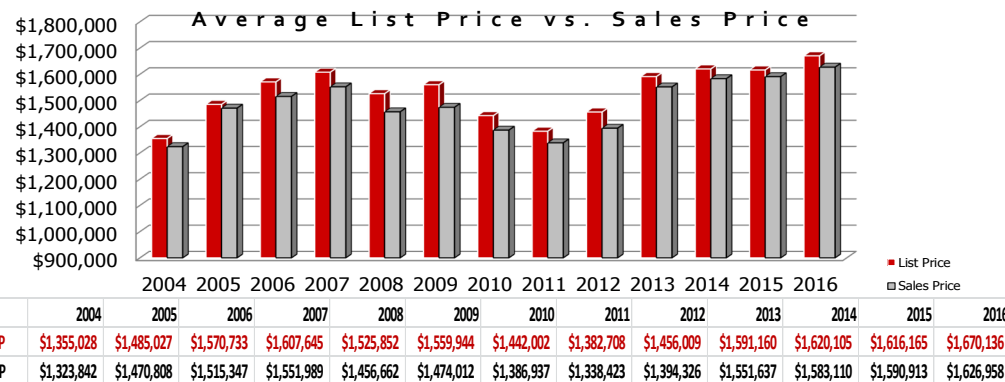
Flashback! YTD 2016 vs YTD 2017

	2016	2017	% Change
Days on Market	46	53	16.05%
Sales Price	\$1,618,518	\$1,595,783	-1.40%
Assessed Value to Sales Price	1.20	1.20	-0.41%

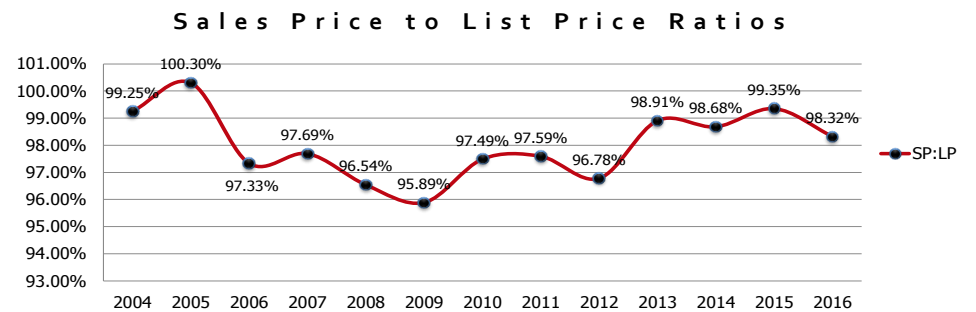


	2016	2017	% Change
# Units Sold	60	62	3.33%
Active Listings	106	116	9.43%
Under Contracts	58	54	-6.90%

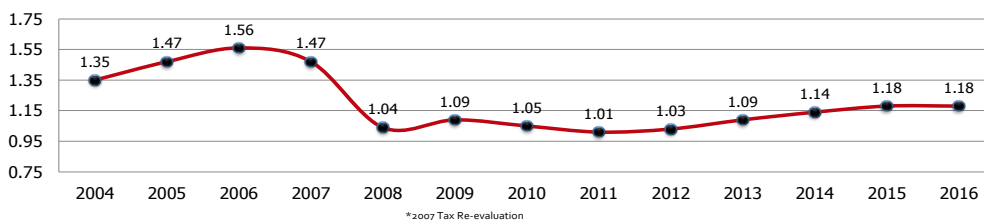
Short Hills Yearly Market Trends



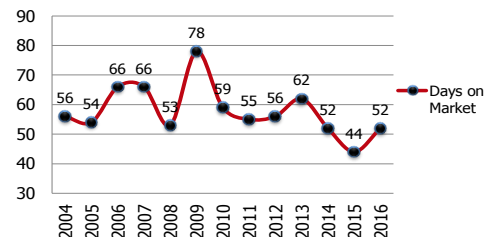
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

