

SHORT HILLS

Market Snapshot

SOLD in May 2018

UNITS	ADDRESS	STYLE	BEDRMS	BATHS	DOM	ORIG. LIST PRICE	LIST PRICE	SALES PRICE	SP:LP	TOTAL ASSESSMENT
1	110 Farley Road	Colonial	6	6.1	6	\$2,995,000	\$2,995,000	\$2,850,000	95.16%	\$816,400
2	20 Forest Drive	Colonial	7	4.1	171	\$2,495,000	\$2,495,000	\$2,300,000	92.18%	\$2,600,000
3	7 Chestnut Place	Tudor	7	5.1	245	\$2,275,000	\$2,100,000	\$2,000,000	95.24%	\$2,331,400
4	28 Farbrook Drive	Colonial	6	5.1	47	\$2,238,000	\$2,238,000	\$2,199,000	98.26%	\$2,290,500
5	14 Union Way	Colonial	5	5.1	35	\$2,095,000	\$2,095,000	\$2,050,000	97.85%	\$1,814,600
6	265 Brookhaven Way	Colonial	5	4.1	27	\$2,050,000	\$2,050,000	\$1,920,000	93.66%	\$1,606,100
7	14 Jefferson Avenue	Colonial	6	4.1	48	\$1,895,000	\$1,749,000	\$1,610,000	92.05%	\$2,253,600
8	38 Crescent Place	Colonial	5	4.1	15	\$1,798,000	\$1,798,000	\$1,855,000	103.17%	\$2,020,300
9	12 Tulip Lane	Colonial	5	5.1	40	\$1,788,000	\$1,788,000	\$1,730,000	96.76%	\$1,626,500
10	8 Cross Gates	Colonial	6	3.2	57	\$1,650,000	\$1,549,000	\$1,525,000	98.45%	\$1,568,600
11	9 E. Beechcroft Road	Colonial	5	3.1	47	\$1,649,000	\$1,595,000	\$1,595,000	100.00%	\$1,713,200
12	56 Twin Oak Road	Colonial	5	4.2	27	\$1,648,000	\$1,648,000	\$1,675,000	101.64%	\$1,669,700
13	274 Forest Drive South	Colonial	6	3.1	37	\$1,628,000	\$1,548,000	\$1,628,000	105.17%	\$1,407,100
14	51 Slayton Drive	Colonial	5	2.2	21	\$1,495,000	\$1,495,000	\$1,375,000	91.97%	\$1,408,400
15	22 Hawthorne Road	Colonial	6	3.1	60	\$1,429,000	\$1,429,000	\$1,370,000	95.87%	\$1,286,000
16	21 Canoe Brook Road	Ranch	3	2	51	\$1,350,000	\$1,350,000	\$1,275,000	94.44%	\$1,076,800
17	85 Falmouth Street	Colonial	4	2.2	81	\$1,295,000	\$1,229,900	\$1,180,000	95.94%	\$1,329,900
18	149 Tennyson Drive	SplitLev	4	3	20	\$1,195,000	\$1,095,000	\$1,095,000	100.00%	\$1,056,000
19	49 West Road	Colonial	6	3.1	66	\$1,150,000	\$1,048,000	\$995,000	94.94%	\$1,067,700
20	29 Ferncliff Terrace	Colonial	6	3.1	17	\$1,125,000	\$1,125,000	\$1,200,000	106.67%	\$1,017,200
21	69 Stony Lane	Colonial	3	2.1	19	\$1,095,000	\$1,095,000	\$1,150,000	105.02%	\$959,400
22	70 South Terrace	Colonial	6	2.1	67	\$1,000,000	\$950,000	\$897,075	94.43%	\$1,090,800
23	21 Hobart Avenue	Ranch	3	4	10	\$999,999	\$999,999	\$1,148,000	114.80%	\$1,202,400

"ACTIVE" Listings in Short Hills

as of 05/31/2018

Number of Units: 127
 Average List Price: \$2,197,990
 Average Days on Market: 89

"UNDER CONTRACT" Listings in Short Hills

as of 05/31/2018

Number of Units: 37
 Average List Price: \$1,747,240
 Average Days on Market: 62

Short Hills 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD Avg
# Units Sold	10	7	14	15	23								14
Active Listings	23	39	57	104	44								53
Avg List Price	\$3,043,217	\$2,673,512	\$2,508,877	\$2,339,211	\$1,711,858								\$2,455,335
Avg Sales Price	\$1,816,150	\$1,997,642	\$1,994,357	\$1,270,733	\$1,592,264								\$1,734,229
Days on Market	99	83	62	34	52								66
Sales Price as % of List Price	59.68%	74.72%	79.49%	54.32%	93.01%								72%
Under Contract	1	2	20	4	37								13

1 YEAR FLASHBACK

01/01/2017-05/31/2017 vs 01/01/2018-05/31/2018

	2017	2018	% Change
# Units Sold	63	69	9.52%
Avg. Days on Market	53	60	13.21%
Avg. Sales Price	\$1,592,358	\$1,677,522	5.35%



Short Hills Yearly Market Trends

2014 to 2017

	2014	2015	2016	2017
LP	\$1,611,034	\$1,623,920	\$1,670,522	\$1,634,940
SP	\$1,576,419	\$1,597,466	\$1,627,408	\$1,589,505
LP to SP Ratio	97.85%	98.37%	97.42%	97.22%

