

# SHORT HILLS

## November 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	21 Alan Drive	Custom	5	6.1	252	\$2,295,000	\$2,088,000	\$2,000,000	95.79%	\$1,698,500	1.18
2	15 Overlook Terrace	Colonial	5	4.1	58	\$2,195,000	\$2,195,000	\$2,050,000	93.39%		
3	17 Woodstone Circle	TwndEndUn	3	3.1	50	\$1,146,995	\$1,146,995	\$1,140,121	99.40%	\$1,547,500	0.74
4	9 Winthrop Road	Ranch	5	4.2	146	\$1,495,000	\$1,395,000	\$1,312,500	94.09%	\$1,210,000	1.08
5	71 Troy Dive	RanchExp	5	6.1	174	\$1,998,000	\$1,625,000	\$1,538,000	94.65%	\$1,278,300	1.20
6	66 Oakview Terrace	Colonial	3	2.1	56	\$879,000	\$879,000	\$881,500	100.28%	\$750,000	1.18
7	9 Edwards Place	RanchExp	5	3.0	107	\$1,350,000	\$1,295,000	\$1,280,000	98.84%	\$1,076,700	1.19
8	84 Canoe Brook Road	Colonial	3	3.1	16	\$980,000	\$980,000	\$990,000	101.02%	\$938,900	1.05
9	16 Byron Road	Colonial	6	3.2	47	\$1,100,000	\$1,100,000	\$999,000	90.82%	\$1,042,700	0.96
10	28 Marion Avenue	Tudor	4	4.0	29	\$1,249,000	\$1,249,000	\$1,234,500	98.84%	\$970,000	1.27
11	27 Joanna Way	RanchExp	3	3.1	45	\$1,625,000	\$1,625,000	\$1,600,000	98.46%	\$1,081,300	1.48
12	25 Dryden Terrace	Colonial	4	2.2	25	\$1,395,000	\$1,395,000	\$1,300,000	93.19%	\$1,031,100	1.26
13	53 Baltusrol Way	Colonial	5	3.2	12	\$995,000	\$995,000	\$975,000	97.99%	\$931,700	1.05
14	25 Seminole Way	RanchExp	4	4.1	31	\$1,795,000	\$1,795,000	\$1,700,000	94.71%	\$1,296,500	1.31
15	1 Exeter Road	Colonial	4	3.1	54	\$1,079,000	\$1,049,000	\$1,040,000	99.14%		
16	32 Fairfield Terrace	Colonial	7	6.2	29	\$3,095,000	\$3,095,000	\$3,100,000	100.16%	\$3,028,700	1.02
17	33 West Road	Colonial	5	3.1	12	\$929,000	\$929,000	\$929,000	100.00%	\$1,114,000	0.83
18	315 Long Hill Drive	Colonial	7	5.1	1	\$2,500,000	\$2,500,000	\$2,500,000	100.00%		
19	175 Long Hill Drive	Ranch	4	2.1	4	\$1,275,000	\$1,275,000	\$1,275,000	100.00%	\$1,130,500	1.13
20	83 Troy Drive	Colonial	7	5.1	1	\$2,512,500	\$2,512,500	\$2,512,500	100.00%		
AVERAGE					57	\$1,594,425	\$1,556,175	\$1,517,856	97.54%		1.12

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

Number of Units: 49  
 Average List Price: \$2,888,029  
 Average Days on Market: 122

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

Number of Units: 27  
 Average List Price: \$1,485,181  
 Average Days on Market: 63

# Short Hills 2014 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	34	57	89	68	47	68	36	38	33	75	57		51
List Price	\$1,512,800	\$1,824,817	\$1,575,499	\$1,755,583	\$1,508,615	\$1,746,632	\$1,621,500	\$1,685,956	\$1,676,375	\$1,149,699	\$1,556,175		\$1,628,185
Sales Price	\$1,469,029	\$1,743,750	\$1,513,500	\$1,680,405	\$1,525,981	\$1,697,376	\$1,604,868	\$1,655,236	\$1,637,225	\$1,142,619	\$1,517,856		\$1,593,331
Sales Price as a % of List Price	98.01%	95.39%	96.81%	96.22%	102.04%	98.86%	99.76%	99.30%	99.81%	99.32%	97.54%		98.85%
Sales Price to	1.19	1.00	1.11	1.04	1.20	1.15	1.16	1.10	1.19	1.21	1.12		1.14
# Units Sold	10	6	12	12	12	31	37	44	16	10	20		210
Active Listings	59	66	93	116	100	97	82	89	76	68	49		81
Under Contracts	23	35	39	53	82	69	62	25	38	31	27		44

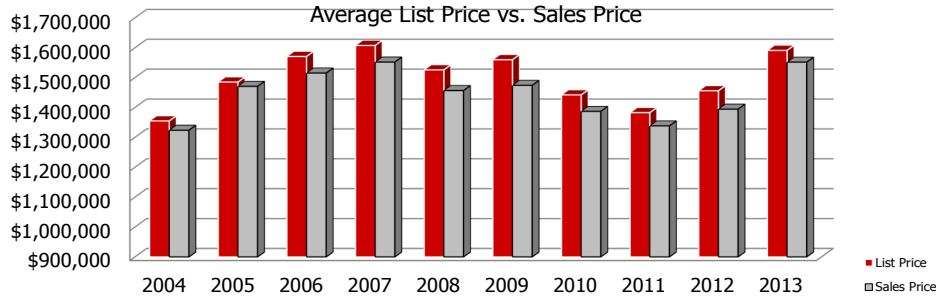
## Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	64	51	-20.99%
Sales Price	\$1,581,931	\$1,593,331	0.72%
Sales Price as a % of List Price	98.85%	98.85%	0.00%



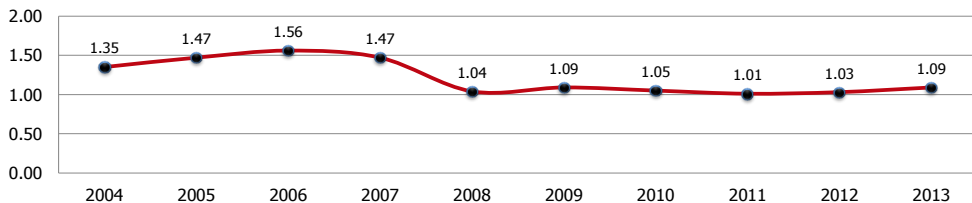
	2013	2014	% Change
# Units Sold	216	210	-2.78%
Active Listings	54	49	-9.26%
Under Contracts	25	27	8.00%

## Short Hills 2004-2013



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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
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

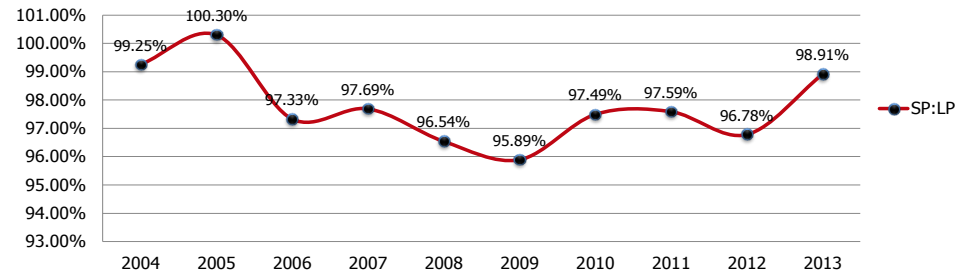
### Sales Price to Assessed Value Ratio



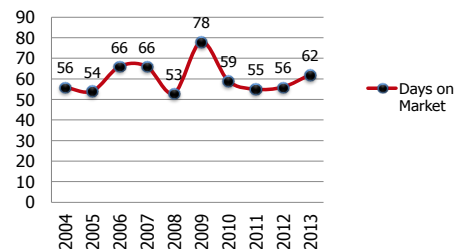
\*2007 Tax Re-evaluation

## Short Hills 2004-2013

### 2004-2013 Sales Price to List Price Ratios



### 2004-2013 Average Days on Market



### 2004-2013 Number of Units Sold

