

Short Hills

August 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	332 Lupine Way	Colonial	4	2.0	16	\$775,000	\$775,000	\$750,000	96.77%	\$1,101,400	0.68
2	1 Ridge Terrace	Tudor	3	1.2	43	\$995,000	\$848,000	\$885,000	104.36%	\$888,400	1.00
3	15 Inwood Road	Colonial	3	3.1	37	\$988,000	\$950,000	\$955,000	100.53%	\$903,000	1.06
4	63 Silver Spring Road	SplitLev	3	2.1	18	\$965,000	\$965,000	\$995,000	103.11%	\$891,600	1.12
5	205 Hobart Avenue	RanchExp	5	4.1	45	\$1,295,000	\$1,090,000	\$1,037,500	95.18%	\$1,593,800	0.65
6	38 South Terrace	Colonial	4	2.2	30	\$1,095,000	\$1,095,000	\$1,120,000	102.28%	\$951,600	1.18
7	17 Dryden Terrace	SplitLev	4	2.1	69	\$1,299,000	\$1,199,000	\$1,135,000	94.66%	\$1,173,200	0.97
8	18 E Hartshorn Drive	SplitLev	4	3.0	27	\$1,298,000	\$1,298,000	\$1,298,000	100.00%	\$1,319,500	0.98
9	395 Hartshorn Drive	Custom	5	3.1	49	\$1,488,000	\$1,399,000	\$1,330,000	95.07%	\$1,433,600	0.93
10	70 Kean Road	Colonial	5	4.1	42	\$1,499,000	\$1,499,000	\$1,380,551	92.10%	\$1,402,800	0.98
11	24 Lee Terrace	RanchExp	5	5.1	7	\$1,495,000	\$1,495,000	\$1,500,000	100.33%	\$1,562,900	0.96
12	443 Long Hill Drive	Colonial	4	3.1	11	\$1,750,000	\$1,750,000	\$1,625,000	92.86%	\$1,385,000	1.17
13	74 Old Short Hills Road	Colonial	5	4.1	38	\$1,750,000	\$1,690,000	\$1,670,000	98.82%	\$1,635,500	1.02
14	67 Hobart Avenue	Colonial	6	4.1	42	\$1,925,000	\$1,845,000	\$1,750,000	94.85%	\$1,842,700	0.95
15	10 Pine Terrace E	Colonial	7	4.2	29	\$2,049,000	\$1,895,000	\$1,865,000	98.42%	\$1,319,400	1.41
16	52 Winthrop Road	Colonial	6	5.1	14	\$2,079,000	\$2,079,000	\$1,979,000	95.19%	\$1,610,500	1.23
17	31 Knollwood Road	Colonial	5	4.0	14	\$1,950,000	\$1,950,000	\$1,995,000	102.31%	\$2,067,800	0.96
18	2 Browning Road	Colonial	6	5.1	56	\$1,999,000	\$1,999,000	\$1,999,000	100.00%		
19	93 Slope Drive	Colonial	7	7.1	85	\$2,688,000	\$2,488,000	\$2,398,000	96.38%		
20	74 Taylor Road	Colonial	5	4.2	35	\$2,595,000	\$2,595,000	\$2,400,000	92.49%	\$2,816,800	0.85
21	20 Adams Avenue	Colonial	5	4.3	150	\$2,788,000	\$2,650,000	\$2,450,000	92.45%	\$3,351,400	0.73
22	21 Coleridge Road	Colonial	6	6.1	134	\$2,695,000	\$2,599,000	\$2,450,000	94.27%		
23	14 Shelley Road	Colonial	6	6.1	37	\$2,575,000	\$2,575,000	\$2,500,000	97.09%		
24	1 Cora Way	Colonial	6	6.3	77	\$2,999,999	\$2,999,999	\$3,000,000	100.00%		
AVERAGE					46	\$1,793,125	\$1,738,667	\$1,686,127	97.48%		0.99

"ACTIVE" Listings in Short Hills

Number of Units: 106
Average List Price: \$2,178,746
Average Days on Market: 89

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 22
Average List Price: \$1,803,091
Average Days on Market: 73

Short Hills 2018 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	109	84	63	34	53	68	26	46					61
List Price	\$2,047,000	\$2,097,464	\$2,158,349	\$1,313,467	\$1,628,909	\$1,672,430	\$1,605,192	\$1,738,667					\$1,719,276
Sales Price	\$1,887,944	\$1,997,643	\$1,994,357	\$1,270,733	\$1,592,264	\$1,602,478	\$1,550,558	\$1,686,127					\$1,646,934
Sales Price as a % of List Price	94.59%	96.65%	94.87%	97.18%	98.42%	96.09%	98.49%	97.48%					97.08%
Sales Price to Assessed Value	0.92	0.90	0.96	1.00	1.00	0.98	0.96	0.99					0.97
# Units Sold	9	7	14	15	23	23	26	24					141
Active Listings	90	105	107	128	142	132	106	106					115
Under Contracts	18	30	43	50	46	47	36	22					37

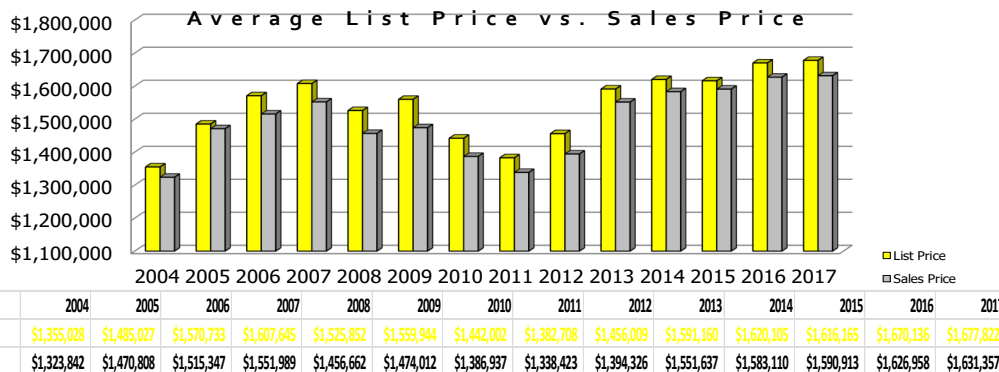
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	48	61	27.43%
Sales Price	\$1,692,313	\$1,646,934	-2.68%
Sales Price to Assessed Value	1.20	0.97	-18.81%

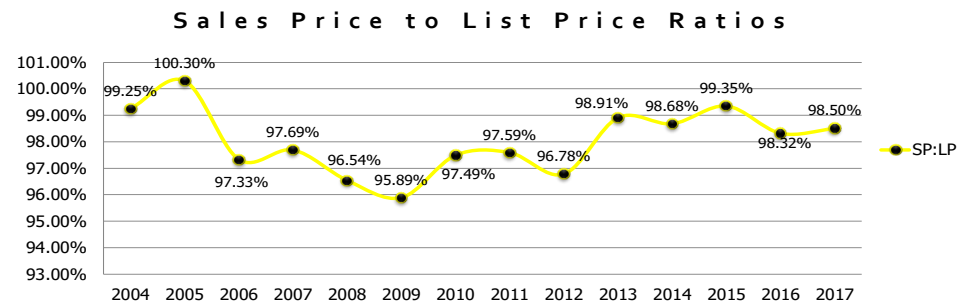
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YTD	2017	2018	% Change
# Units Sold	152	141	-7.24%
Active Listings	91	106	16.48%
Under Contracts	20	22	10.00%

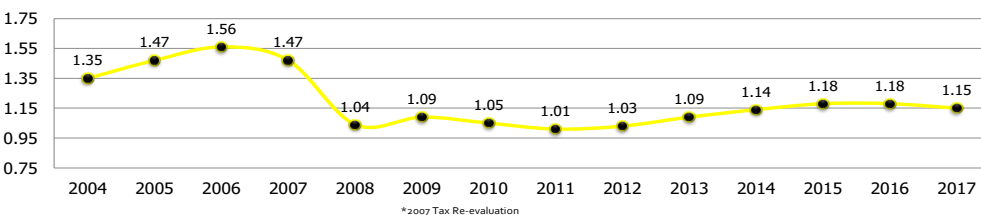
Short Hills Yearly Market Trends



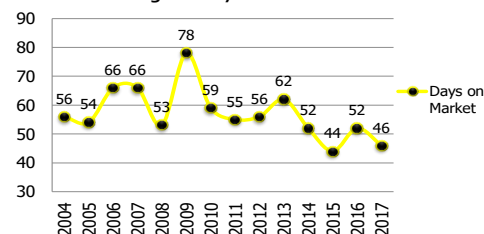
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

