

Short Hills

October 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	23 Dorset Lane	Custom	5	3.1	95	\$1,339,000	\$1,195,000	\$925,000	77.41%	\$1,443,400	0.64
2	65 Westview Road	SplitLev	4	3.0	17	\$989,000	\$989,000	\$930,000	94.03%	\$1,179,000	0.79
3	80 Addison Drive	Colonial	4	3.1	67	\$1,275,000	\$1,185,000	\$1,100,000	92.83%	\$1,161,900	0.95
4	66 Canoe Brook Road	Custom	4	3.1	193	\$1,495,000	\$1,148,000	\$1,140,000	99.30%	\$1,237,700	0.92
5	12 Coleridge Road	Colonial	4	2.1	14	\$1,195,000	\$1,195,000	\$1,175,000	98.33%	\$1,126,600	1.04
6	6 Addison Drive	Ranch	4	3.1	16	\$1,250,000	\$1,250,000	\$1,202,500	96.20%	\$1,154,600	1.04
7	30 Wordsworth Road	Colonial	7	6.1	154	\$2,699,000	\$2,699,000	\$2,515,000	93.18%		
8	135 Stewart Road	Colonial	5	6.1	67	\$2,850,000	\$2,700,000	\$2,575,000	95.37%	\$2,501,700	1.03
AVERAGE					78	\$1,636,500	\$1,545,125	\$1,445,313	93.33%		0.92

"ACTIVE" Listings in Short Hills

Number of Units: 118
Average List Price: \$2,065,675
Average Days on Market: 88

"UNDER CONTRACT" Listings in Short Hills

Number of Units: 22
Average List Price: \$1,683,491
Average Days on Market: 84

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	72	78			63
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	\$1,835,417	\$1,545,125			\$1,719,279
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	\$1,719,458	\$1,445,313			\$1,642,321
Sales Price as a % of List Price	94.59%	96.65%	94.87%	97.18%	98.42%	96.09%	98.49%	97.48%	93.15%	93.33%			96.60%
Sales Price to Assessed Value	0.92	0.90	0.96	1.00	1.00	0.98	0.96	0.99	0.90	0.92			0.96
# Units Sold	9	7	14	15	23	23	26	24	12	8			161
Active Listings	90	105	107	128	142	132	106	106	121	118			116
Under Contracts	18	30	43	50	46	47	36	22	20	22			33

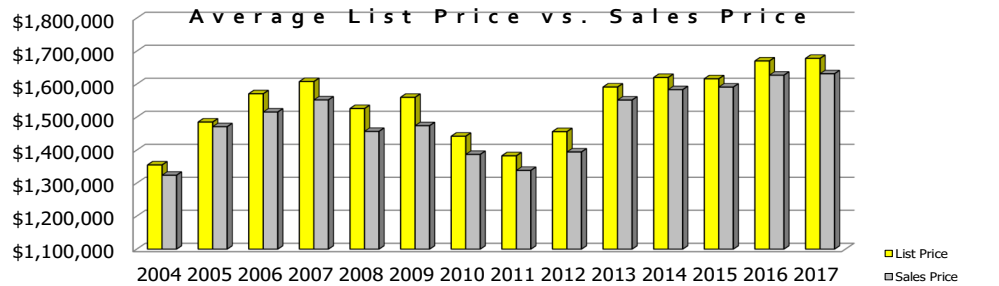
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	47	63	35.04%
Sales Price	\$1,686,758	\$1,642,321	-2.63%
Sales Price to Assessed Value	1.18	0.96	-18.26%

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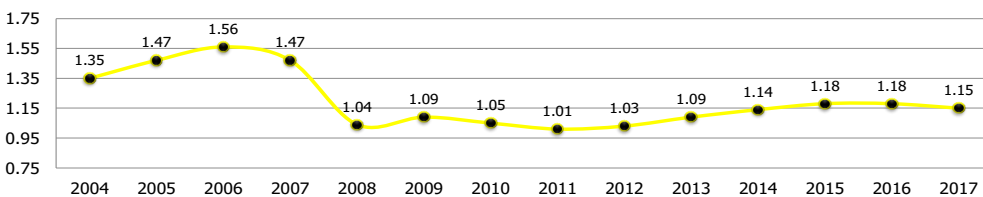
YTD	2017	2018	% Change
# Units Sold	176	161	-8.52%
Active Listings	91	118	29.67%
Under Contracts	28	22	-21.43%

Short Hills Yearly Market Trends



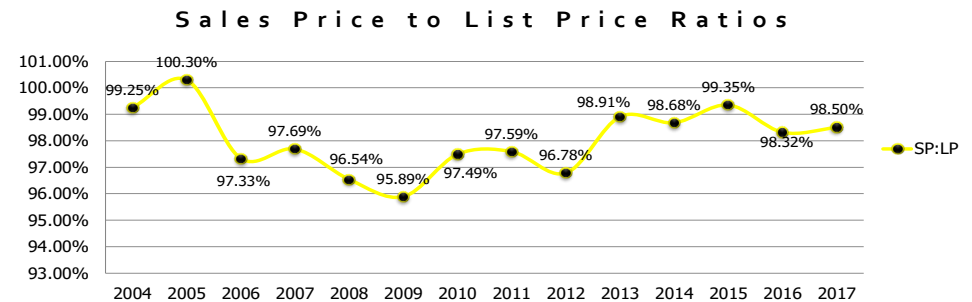
Year	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009	\$1,591,160	\$1,620,105	\$1,616,165	\$1,670,136	\$1,677,822
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326	\$1,551,637	\$1,583,110	\$1,590,913	\$1,626,958	\$1,631,357

Sales Price to Assessed Value Ratio

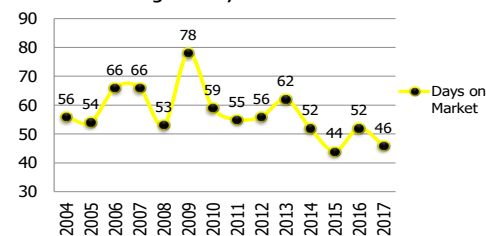


Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

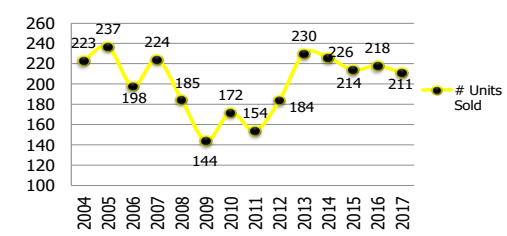
Short Hills Yearly Market Trends



Average Days on Market



Number of Units Sold



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Not intended to solicit a property already listed.