

# Short Hills

## November 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	12 Midhurst Road	Colonial	4	2.1	113	\$1,149,000	\$1,095,000	\$950,000	86.76%	\$1,131,500	0.84
2	16 Great Oak Drive	Custom	4	2.2	93	\$1,299,999	\$1,099,999	\$1,100,000	100.00%	\$1,436,700	0.77
3	31 Timber Acres Road	Custom	4	4.1	29	\$1,295,000	\$1,199,000	\$1,199,000	100.00%	\$1,244,000	0.96
4	5 Chestnut Place	Colonial	4	3.1	16	\$1,275,000	\$1,275,000	\$1,217,500	95.49%	\$1,470,000	0.83
5	22 Bruce Path	Colonial	5	3.1	38	\$1,298,000	\$1,298,000	\$1,222,500	94.18%	\$1,411,500	0.87
6	27 Brooklawn Drive	Colonial	5	6.0	142	\$1,750,000	\$1,495,000	\$1,475,000	98.66%	\$1,813,800	0.81
7	51 Falmouth Street	RanchExp	6	5.1	286	\$2,100,000	\$1,599,000	\$1,480,000	92.56%	\$2,208,800	0.67
8	153 Highland Avenue	Colonial	4	3.0	32	\$1,795,000	\$1,795,000	\$1,825,000	101.67%	\$1,579,000	1.16
9	161 Western Drive	Colonial	5	4.2	1	\$2,175,000	\$2,175,000	\$1,950,000	89.66%	\$2,131,100	0.92
10	39 Briarwood Road	Colonial	5	5.1	50	\$2,400,000	\$2,150,000	\$2,075,000	96.51%	\$2,629,900	0.79
11	22 Wordsworth Road	Colonial	6	6.1	66	\$2,495,000	\$2,395,000	\$2,160,000	90.19%	\$2,305,800	0.94
AVERAGE					79	\$1,730,182	\$1,597,818	\$1,514,000	95.06%		0.87

### "ACTIVE" Listings in Short Hills

**Number of Units:** 106  
**Average List Price:** \$2,005,249  
**Average Days on Market:** 98

### "UNDER CONTRACT" Listings in Short Hills

**Number of Units:** 19  
**Average List Price:** \$1,617,463  
**Average Days on Market:** 78

# 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	79		64
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	\$1,597,818		\$1,711,511
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	\$1,514,000		\$1,634,114
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%	95.06%		96.50%
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	0.87		0.96
# Units Sold	9	7	14	15	23	23	26	24	12	8	11		172
Active Listings	90	105	107	128	142	132	106	106	121	118	106		115
Under Contracts	18	30	43	50	46	47	36	22	20	22	19		32

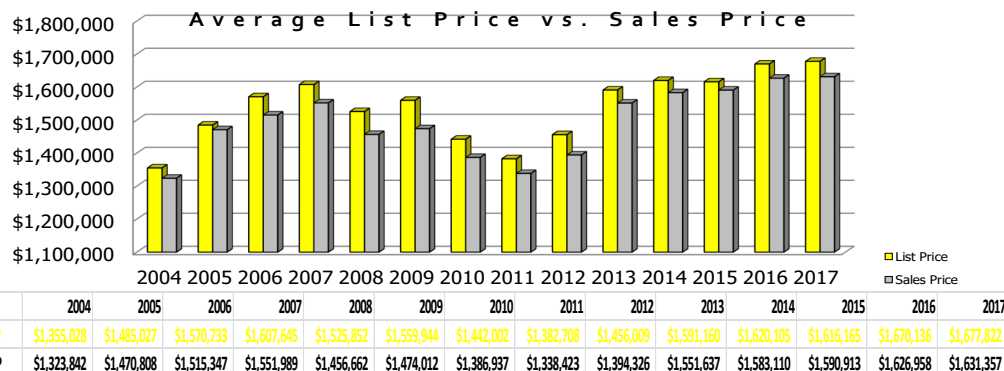
## Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	44	64	43.85%
Sales Price	\$1,654,554	\$1,634,114	-1.24%
Sales Price to Assessed Value	1.16	0.96	-17.87%

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YTD	2017	2018	% Change
# Units Sold	192	172	-10.42%
Active Listings	75	106	41.33%
Under Contracts	27	19	-29.63%

### Short Hills Yearly Market Trends



### Short Hills Yearly Market Trends

