

SHORT HILLS

June 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	98 Short Hills Avenue	Cottage	3	2.0	12	\$699,000	\$699,000	\$719,000	102.86%	\$475,000	1.51
2	32 Whitney Road	Tudor,	4	2.1	8	\$834,000	\$834,000	\$849,250	101.83%	\$650,000	1.31
3	1 Ridge Terrace	Tudor	3	1.2	11	\$895,000	\$895,000	\$922,000	103.02%	\$835,700	1.10
4	20 Winding Way	CapeCod	5	2.1	8	\$929,000	\$929,000	\$999,000	107.53%	\$785,600	1.27
5	36 Meadowbrook Road	Colonial	3	2.1	14	\$888,000	\$888,000	\$999,999	112.61%	\$733,600	1.36
6	39 Woodcrest Avenue	Tudor	4	2.0	81	\$1,248,000	\$1,248,000	\$1,110,000	88.94%	\$945,600	1.17
7	78 Old Short Hills Road	Colonial	5	4.1	40	\$1,238,000	\$1,195,000	\$1,150,000	96.23%	\$768,900	1.50
8	117 Silver Spring Road	SplitLev	5	3.1	26	\$1,295,000	\$1,295,000	\$1,237,500	95.56%	\$766,200	1.62
9	128 Old Short Hills Road	Colonial	6	4.1	14	\$1,195,000	\$1,195,000	\$1,260,000	105.44%	\$822,400	1.53
10	79 Highland Avenue	Colonial	7	3.2	225	\$1,600,000	\$1,295,000	\$1,295,000	100.00%	\$1,695,000	0.76
11	47 Haddonfield Road	Colonial	4	2.1	19	\$1,295,000	\$1,295,000	\$1,295,000	100.00%	\$1,084,800	1.19
12	10 Addison Drive	Colonial	3	3.0	7	\$1,249,000	\$1,249,000	\$1,352,500	108.29%	\$1,066,200	1.27
13	417 Old Short Hills Road	Colonial	5	3.2	15	\$1,450,000	\$1,450,000	\$1,415,000	97.59%	\$600,700	2.36
14	76 Mohawk Road	RanchExp	5	4.1	0	\$1,475,000	\$1,475,000	\$1,470,000	99.66%	\$1,333,300	1.10
15	12 Highview Road	Ranch	5	3.1	67	\$1,749,000	\$1,649,000	\$1,612,500	97.79%	\$1,519,200	1.06
16	25 Twin Oak Road	Colonial	6	4.2	60	\$1,795,000	\$1,695,000	\$1,665,000	98.23%	\$1,684,600	0.99
17	46 Slayton Drive	Custom	6	4.1	32	\$1,999,000	\$1,799,000	\$1,750,001	97.28%	\$1,218,100	1.44
18	35 Sparta Road	Custom	7	5.2	0	\$1,895,000	\$1,895,000	\$1,900,000	100.26%	\$1,202,400	1.58
19	25 Cambridge Drive	Colonial	4	4.1	9	\$1,895,000	\$1,895,000	\$2,084,000	109.97%	\$1,666,700	1.25
20	235 Hartshorn Drive	Colonial	5	5.1	127	\$2,495,000	\$2,445,000	\$2,200,000	89.98%	\$2,500,000	0.88

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21	37 Slayton Drive	Colonial	6	6.1	9	\$2,399,000	\$2,399,000	\$2,350,000	97.96%		
22	12 Fox Hill Lane	Colonial	7	5.1	82	\$2,495,000	\$2,495,000	\$2,475,000	99.20%		
23	31 Grosvenor Road	Colonial	7	7.2	9	\$3,150,000	\$3,150,000	\$3,125,000	99.21%	\$2,950,000	1.06
24	44 Hilltop Road	Colonial	6	5.1	10	\$3,095,000	\$3,095,000	\$3,150,000	101.78%	\$2,294,900	1.37
25	22 Robert Drive	Colonial	6	7.2	38	\$3,995,000	\$3,995,000	\$3,500,000	87.61%	\$3,450,000	1.01
26	27 Hillside Avenue	Colonial	6	6.2	140	\$5,699,000	\$4,500,000	\$4,150,000	92.22%	\$3,078,300	1.35
AVERAGE					41	\$1,882,731	\$1,805,923	\$1,770,606	99.66%		1.29

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 91
Average List Price: \$2,377,218
Average Days on Market: 73

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 63
Average List Price: \$1,593,579
Average Days on Market: 38

Short Hills 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	56	89	27	36	41							43
List Price	\$1,784,182	\$1,621,150	\$1,413,125	\$1,687,250	\$1,660,593	\$1,805,923							\$1,696,212
Sales Price	\$1,698,320	\$1,558,333	\$1,422,625	\$1,683,463	\$1,670,889	\$1,770,606							\$1,675,507
Sales Price as a % of List Price	96.87%	97.34%	101.14%	100.97%	100.85%	99.66%							99.88%
Sales Price to	1.19	1.10	1.13	1.28	1.16	1.29							1.22
# Units Sold	11	6	8	16	27	26							94
Active Listings	56	65	67	107	110	91							83
Under Contracts	22	34	60	64	68	63							52

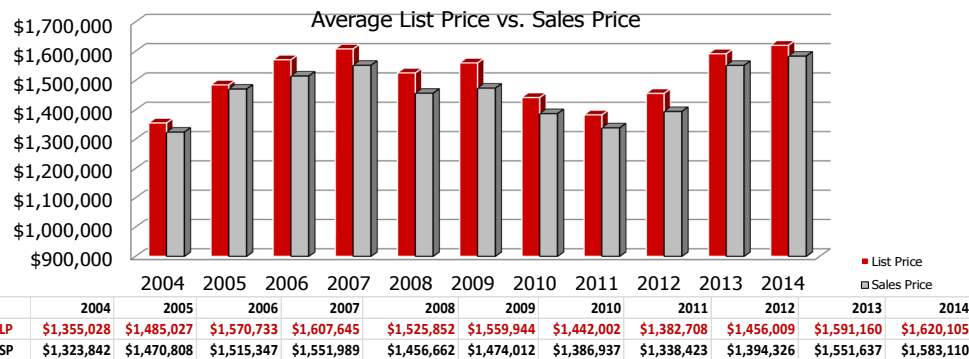
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	63	43	-31.06%
Sales Price	\$1,619,399	\$1,675,507	3.46%
Sales Price as a % of List Price	98.29%	99.88%	1.61%

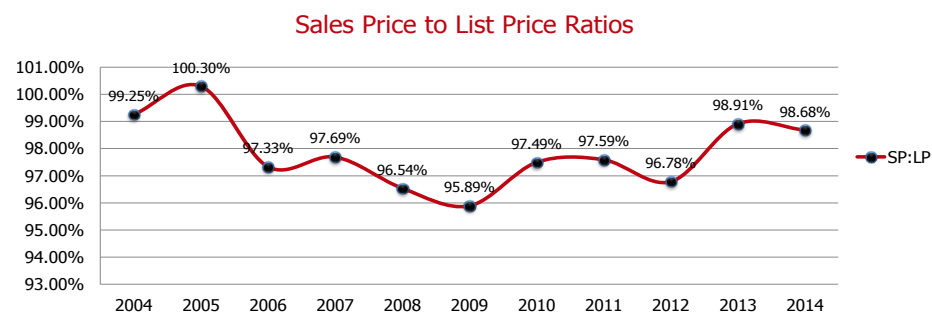


	2014	2015	% Change
# Units Sold	83	94	13.25%
Active Listings	97	91	-6.19%
Under Contracts	69	63	-8.70%

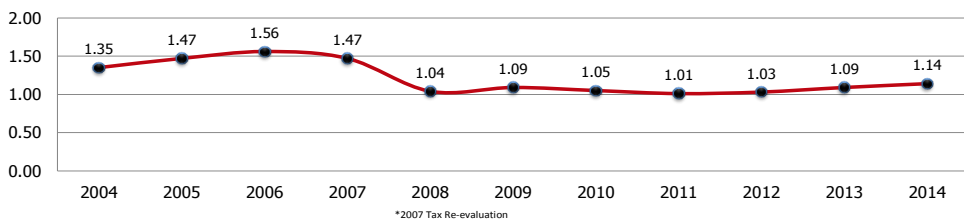
Short Hills Yearly Market Trends



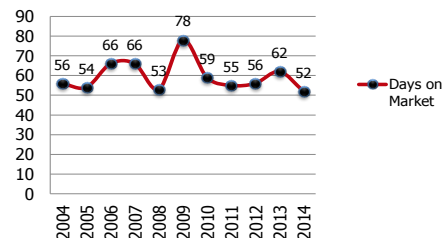
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

