

SHORT HILLS

August 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	78 Meadowbrook Road	Colonial	3	1.0	84	\$678,000	\$599,000	\$599,000	100.00%	\$512,000	1.17
2	72 Meadowbrook Road	Colonial	3	2.1	58	\$649,000	\$635,000	\$635,000	100.00%	\$613,400	1.04
3	25 Glenwood Drive	Colonial	3	2.1	17	\$799,000	\$799,000	\$780,000	97.62%	\$742,600	1.05
4	16 Canterbury Lane	Colonial	3	2.1	11	\$799,000	\$799,000	\$811,775	101.60%	\$718,800	1.13
5	75 Short Hills Avenue	Colonial	6	2.1	13	\$825,000	\$825,000	\$850,000	103.03%	\$738,800	1.15
6	19 Exeter Road	Colonial	3	3.1	27	\$889,000	\$889,000	\$870,000	97.86%	\$880,000	0.99
7	82 Old Short Hills Road	CapeCod	4	3.1	17	\$818,000	\$818,000	\$911,000	111.37%	\$695,400	1.31
8	27 Rippling Brook Drive	Colonial	4	3.1	160	\$1,188,000	\$999,000	\$999,000	100.00%	\$1,086,700	0.92
9	397 Hobart Avenue	Colonial	6	4.2	69	\$1,150,000	\$1,150,000	\$1,100,000	95.65%	\$1,064,000	1.03
10	75 Great Hills Road	SplitLev	4	3.1	10	\$1,129,000	\$1,129,000	\$1,118,000	99.03%	\$970,000	1.15
11	66 Baltusrol Way	Colonial	5	4.1	13	\$1,175,000	\$1,175,000	\$1,175,000	100.00%	\$1,050,000	1.12
12	92 Whitney Road	Tudor	3	2.2	34	\$1,250,000	\$1,250,000	\$1,248,000	99.84%	\$1,025,000	1.22
13	209 Long Hill Drive	Ranch	3	2.1	37	\$1,395,000	\$1,295,000	\$1,260,000	97.30%	\$987,000	1.28
14	241 Long Hill Drive	RanchExp	5	3.1	23	\$1,295,000	\$1,295,000	\$1,270,000	98.07%	\$1,154,900	1.10
15	24 Coleridge Road	SplitLev	4	2.1	9	\$1,225,000	\$1,225,000	\$1,275,000	104.08%	\$987,000	1.29
16	15 Highview Road	Ranch	4	3.1	76	\$1,349,000	\$1,349,000	\$1,285,000	95.26%	\$1,108,300	1.16
17	153 Highland Avenue	Colonial	4	3.0	1	\$1,495,000	\$1,495,000	\$1,300,000	86.96%	\$1,953,700	0.67
18	91 Oakview Terrace	Colonial	5	4.1	7	\$1,195,000	\$1,195,000	\$1,304,000	109.12%	\$985,000	1.32
19	38 Browning Road	SplitLev	4	2.1	11	\$1,250,000	\$1,250,000	\$1,327,000	106.16%	\$888,400	1.49
20	55 South Terrace	Colonial	6	3.1	25	\$1,448,000	\$1,448,000	\$1,420,000	98.07%	\$1,250,000	1.14
21	114 Tennyson Drive	Colonial	4	2.1	15	\$1,495,000	\$1,495,000	\$1,480,000	99.00%	\$1,024,100	1.45
22	50 Barnsdale Road	Tudor	5	3.2	41	\$1,695,000	\$1,595,000	\$1,565,000	98.12%	\$1,384,100	1.13
23	8 Park Place	Colonial	5	4.2	103	\$1,895,000	\$1,795,000	\$1,670,000	93.04%	\$1,550,000	1.08
24	55 Grosvenor Road	Custom	5	4.1	78	\$1,999,000	\$1,750,000	\$1,680,000	96.00%	\$2,142,300	0.78
25	54 Forest Dr North	Colonial	5	3.2	23	\$1,780,000	\$1,780,000	\$1,682,500	94.52%	\$1,800,300	0.93

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

Not intended to solicit a property already listed.

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26	40 W Beechcroft Road	Colonial	4	5.1	29	\$1,695,000	\$1,695,000	\$1,695,000	100.00%	\$1,462,100	1.16
27	50 Falmouth Street	Colonial	5	3.1	37	\$1,749,000	\$1,749,000	\$1,705,000	97.48%	\$1,526,700	1.12
28	121 Lawrence Drive	Colonial	6	5.1	63	\$2,095,000	\$1,900,000	\$1,900,000	100.00%	\$1,708,800	1.11
29	15 Kenilworth Drive	Colonial	6	4.1	145	\$2,475,000	\$2,000,000	\$2,010,000	100.50%	\$2,050,000	0.98
30	9 Montview Avenue	Custom	4	4.1	9	\$1,950,000	\$1,950,000	\$2,150,000	110.26%	\$1,666,000	1.29
31	11 Hamilton Road	Colonial	7	5.3	33	\$2,500,000	\$2,500,000	\$2,400,000	96.00%	\$1,698,000	1.41
32	101 Farbrook Drive	Colonial	7	6.1	28	\$2,499,500	\$2,499,500	\$2,499,500	100.00%		
33	1 Sinclair Terrace	Colonial	6	5.2	69	\$2,750,000	\$2,750,000	\$2,650,000	96.36%	\$2,243,000	1.18
34	91 Fairfield Drive	Colonial	7	5.1	24	\$2,849,000	\$2,849,000	\$2,795,000	98.10%	\$2,455,900	1.14
35	25 Clive Hills Road	Colonial	7	5.1	6	\$2,995,000	\$2,995,000	\$2,945,000	98.33%	\$2,029,400	1.45
AVERAGE					40	\$1,554,929	\$1,512,043	\$1,496,136	99.39%		1.15

"ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 77
 Average List Price: \$2,336,256
 Average Days on Market: 95

"UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 33
 Average List Price: \$1,565,694
 Average Days on Market: 56

Short Hills 2015 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	56	89	27	36	41	35	40					41
List Price	\$1,784,182	\$1,621,150	\$1,413,125	\$1,687,250	\$1,660,593	\$1,805,923	\$1,447,115	\$1,512,043					\$1,612,841
Sales Price	\$1,698,320	\$1,558,333	\$1,422,625	\$1,683,463	\$1,670,889	\$1,770,606	\$1,466,569	\$1,496,136					\$1,599,957
Sales Price as a % of List Price	96.87%	97.34%	101.14%	100.97%	100.85%	99.66%	102.63%	99.39%					100.23%
Sales Price to Assessed Value	1.19	1.10	1.13	1.28	1.16	1.29	1.15	1.15					1.19
# Units Sold	11	6	8	16	27	26	26	35					155
Active Listings	56	65	67	107	110	91	91	77					83
Under Contracts	22	34	60	64	68	63	57	33					50

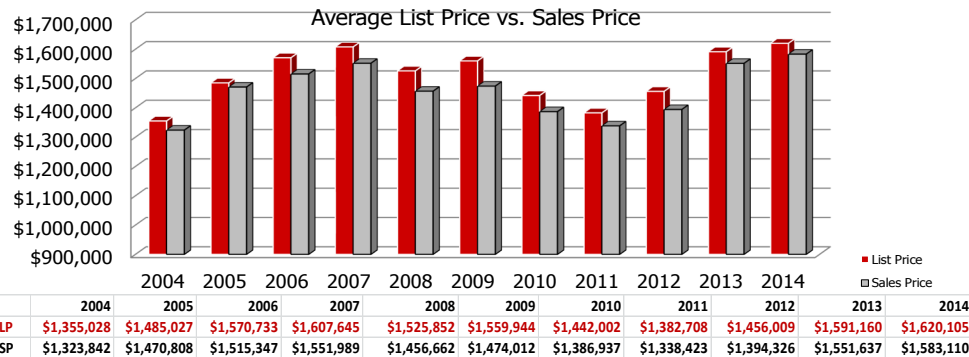
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	50	41	-17.57%
Sales Price	\$1,625,735	\$1,599,957	-1.59%
Sales Price as a % of List Price	98.89%	100.23%	1.35%



	2014	2015	% Change
# Units Sold	164	155	-5.49%
Active Listings	89	77	-13.48%
Under Contracts	25	33	32.00%

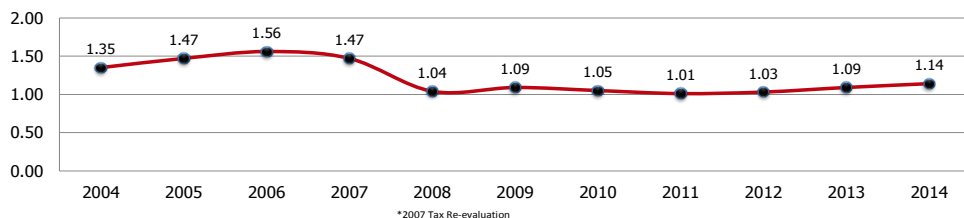
Short Hills Yearly Market Trends



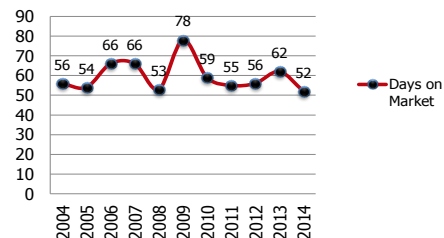
Short Hills Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

