

# Short Hills

## December 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	44 Great Oak Drive	SplitLev	3	1.1	21	\$749,000	\$749,000	\$715,000	95.46%	\$949,200	0.75
2	65 Whitney Road	Colonial	3	1.1	120	\$1,028,000	\$927,000	\$850,000	91.69%	\$1,029,800	0.83
3	70 Wellington Avenue	Colonial	3	2.1	7	\$849,900	\$849,900	\$852,000	100.25%	\$856,000	1.00
4	9 Fielding Road	SplitLev	4	2.2	87	\$1,000,000	\$925,000	\$870,000	94.05%	\$1,189,500	0.73
5	2 Birchwood Drive	Bi-Level	4	3.0	1	\$875,000	\$875,000	\$899,000	102.74%	\$914,300	0.98
6	19 Haddonfield Road	Colonial	3	3.1	12	\$1,095,000	\$1,095,000	\$1,118,000	102.10%	\$1,231,400	0.91
7	42 Spenser Drive	Colonial	4	3.1	50	\$1,395,000	\$1,290,000	\$1,245,000	96.51%	\$1,337,700	0.93
8	11 Fenton Drive	Colonial	4	4.1	23	\$1,439,000	\$1,439,000	\$1,326,100	92.15%	\$1,534,200	0.86
9	17 Minnisink Road	Custom	4	3.2	188	\$1,650,000	\$1,395,000	\$1,337,200	95.86%	\$1,675,000	0.80
10	57 Westview Road	Colonial	5	5.0	99	\$1,699,000	\$1,599,000	\$1,450,000	90.68%	\$1,455,600	1.00
11	10 Sparta Road	Custom	5	4.2	72	\$1,775,000	\$1,775,000	\$1,705,000	96.06%	\$1,955,500	0.87
12	2 Troy Drive	Colonial	7	6.1	51	\$1,999,900	\$1,999,900	\$1,848,000	92.40%		
13	28 Holly Drive	Colonial	5	5.1	1	\$2,249,995	\$2,249,995	\$2,035,000	90.44%	\$2,393,500	0.85
AVERAGE					56	\$1,369,600	\$1,320,677	\$1,250,023	95.42%		0.88

### "ACTIVE" Listings in Short Hills

**Number of Units:** 79  
**Average List Price:** \$2,043,833  
**Average Days on Market:** 112

### "UNDER CONTRACT" Listings in Short Hills

**Number of Units:** 16  
**Average List Price:** \$1,441,625  
**Average Days on Market:** 93

# 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	56	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	\$1,597,818	\$1,320,677	\$1,684,047
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	\$1,250,023	\$1,607,124
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%	95.42%	96.42%
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	0.88	0.95
# Units Sold	9	7	14	15	23	23	26	24	12	8	11	13	185
Active Listings	90	105	107	128	142	132	106	106	121	118	106	79	112
Under Contracts	18	30	43	50	46	47	36	22	20	22	19	16	31

## Flashback! YTD 2017 vs YTD 2018

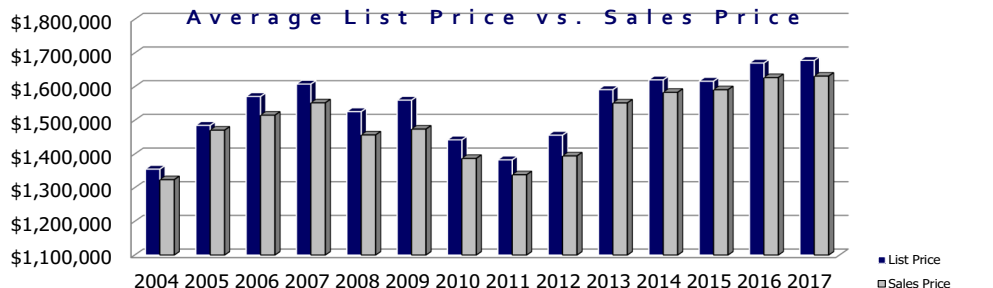
YTD	2017	2018	% Change
Days on Market	46	63	38.39%
Sales Price	\$1,631,357	\$1,607,124	-1.49%
Sales Price to Assessed Value	1.15	0.95	-17.28%



YTD	2017	2018	% Change
# Units Sold	211	185	-12.32%
Active Listings	61	79	29.51%
Under Contracts	15	16	6.67%

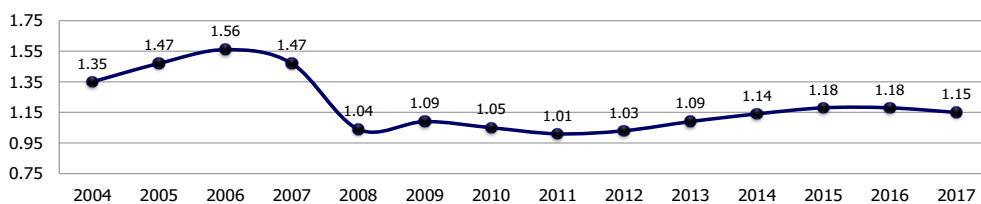
### Short Hills Yearly Market Trends

Average List Price vs. Sales Price



	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

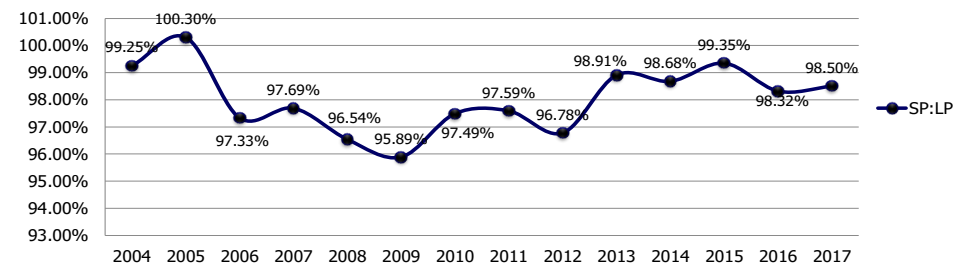
Sales Price to Assessed Value Ratio



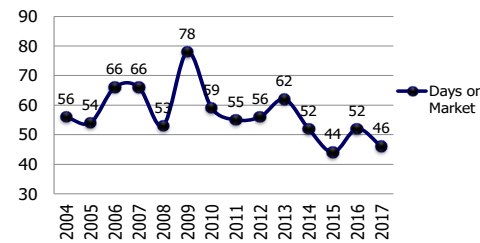
\*2007 Tax Re-evaluation

### Short Hills Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

