

# SHORT HILLS

## January 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	62 Meadowbrook Road	Colonial	4	1.1	17	\$895,000	\$895,000	\$902,500	100.84%	\$722,000	1.25
2	26 Spenser Drive	Ranch	3	2.0	7	\$1,050,000	\$1,050,000	\$1,101,287	104.88%	\$897,800	1.23
3	327 Lupine Way	Colonial	3	3.1	0	\$1,075,000	\$1,075,000	\$1,160,000	107.91%	\$881,800	1.32
4	45 Hemlock Road	Colonial	5	3.3	66	\$1,275,000	\$1,275,000	\$1,122,500	88.04%	\$780,300	1.44
5	11 E Hartshorn Drive	Ranch	4	4.0	19	\$1,300,000	\$1,300,000	\$1,300,000	100.00%	\$1,055,700	1.23
6	17 Great Oak Drive	Colonial	4	2.2	21	\$1,380,000	\$1,380,000	\$1,340,000	97.10%	\$1,211,000	1.11
7	59 Fairfield Drive	Colonial	4	4.2	89	\$1,949,000	\$1,795,000	\$1,705,000	94.99%	\$2,067,600	0.82
8	7 Byron Road	Colonial	5	4.0	11	\$1,895,000	\$1,895,000	\$1,859,000	98.10%	\$1,424,500	1.31
9	17 Fairfield Drive	Colonial	5	3.2	38	\$1,988,000	\$1,988,000	\$1,875,000	94.32%	\$2,088,000	0.90
10	71 Jefferson Avenue	Colonial	5	6.3	71	\$2,595,000	\$2,475,000	\$2,325,000	93.94%	\$1,792,500	1.30
AVERAGE					34	\$1,540,200	\$1,512,800	\$1,469,029	98.01%		1.19

### CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

Number of Units: 52  
 Average List Price: \$2,571,998  
 Average Days on Market: 123

### CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

Number of Units: 23  
 Average List Price: \$1,596,777  
 Average Days on Market: 53

# Short Hills 2014 Year to Date Market Trends

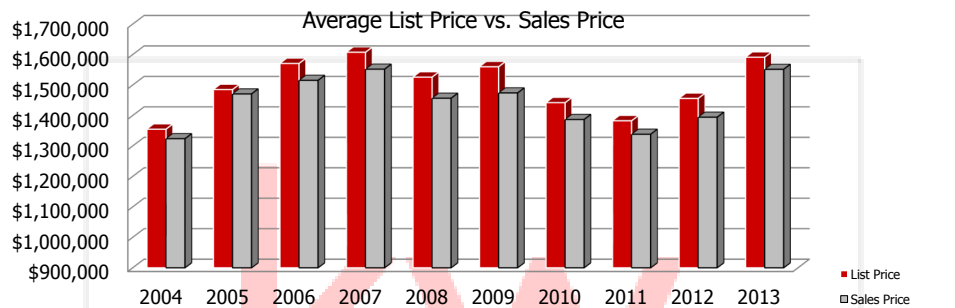
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	34												34
List Price	\$1,512,800												\$1,512,800
Sales Price	\$1,469,029												\$1,469,029
Sales Price as a % of List Price	98.01%												98.01%
Sales Price to Assessed Value	1.19												1.19
# Units Sold	10												10
Active Listings	59												59
Under Contracts	23												23

## Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	50	34	-31.90%
Sales Price	\$1,680,444	\$1,469,029	-12.58%
Sales Price as a % of List Price	96.20%	98.01%	1.88%

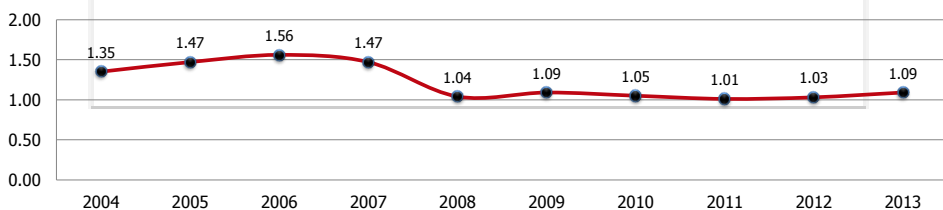
	2013	2014	% Change
# Units Sold	9	10	11.11%
Active Listings	73	59	-19.18%
Under Contracts	26	23	-11.54%

## Short Hills 2004-2013



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
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
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

## Sales Price to Assessed Value Ratio

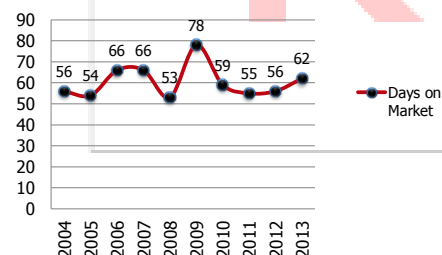


\*2007 Tax Re-evaluation

## Short Hills 2004-2013



## 2004-2013 Average Days on Market



## 2004-2013 Number of Units Sold

