Short Hills

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-ment	SP:AV
1	1 Nottingham Road	Cottage	2	1.1	124	$699,000	$699,000	$575,000	82.26%	$699,000	0.82
2	110 Old Short Hills Road	Colonial	4	2.1	64	$950,000	$950,000	$870,000	91.58%	$970,000	0.90
3	19 Woodstone Circle	TwnEndUn	3	3.1	39	$1,125,000	$998,000	$970,000	97.19%	$1,267,700	0.77
4	30 Campbell Road	Colonial	5	2.1	59	$1,188,000	$1,138,000	$990,000	86.99%	$926,200	1.07
5	258 Brookhaven Way	SplitLev	3	2.1	54	$1,150,000	$1,085,000	$993,000	91.52%	$1,182,200	0.84
6	64 Browning Road	Custom	4	3.0	45	$1,550,000	$1,475,000	$1,418,000	96.14%	$1,277,400	1.11
7	22 W Beechcroft Road	Colonial	4	3.1	33	$1,545,000	$1,545,000	$1,422,500	92.07%	$1,866,800	0.76
8	17 Lee Terrace	RanchExp	4	4.0	63	$1,695,000	$1,695,000	$1,600,000	94.40%	$1,475,200	1.08
9	47 Lake Road	Colonial	5	4.1	83	$1,950,000	$1,595,000	$1,620,000	101.57%	$1,966,200	0.82
10	194 Long Hill Drive	Colonial	6	6.1	172	$2,195,000	$2,095,000	$2,000,000	95.47%	$2,339,500	0.85
11	50 Farley Road	Colonial	7	6.3	125	$3,488,000	$3,250,000	$3,175,000	97.69%	$3,401,700	0.93
12	44 Montview Avenue	Custom	6	6.3	1	$5,500,000	$5,500,000	$5,000,000	90.91%	$6,000,000	0.83
	AVERAGE				72	$1,919,583	$1,835,417	$1,719,458	93.15%		0.90

"ACTIVE" Listings in Short Hills

Number of Units:	121
Average List Price:	$2,083,578
Average Days on Market:	80

"UNDER CONTRACT" Listings in Short Hills

Number of Units:	20
Average List Price:	$1,735,700
Average Days on Market:	79

Short Hills 2018 Year to Date Market Trends

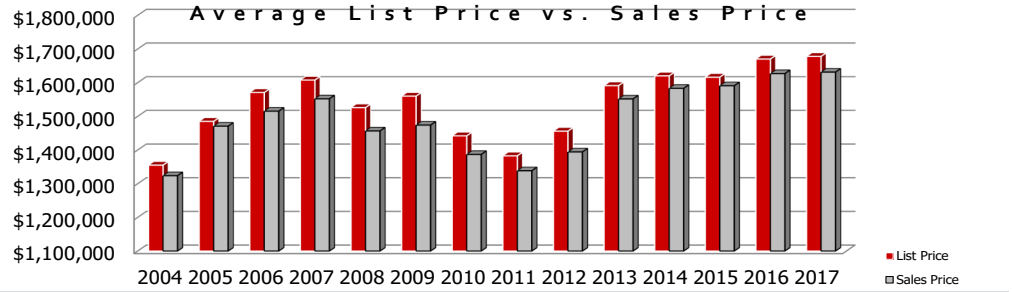
YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	109	84	63	34	53	68	26	46	72				62
List Price	$2,047,000	$2,097,464	$2,158,349	$1,313,467	$1,628,909	$1,672,430	$1,605,192	$1,738,667	$1,835,417				$1,728,385
Sales Price	$1,887,944	$1,997,643	$1,994,357	$1,270,733	$1,592,264	$1,602,478	$1,550,558	$1,686,127	$1,719,458				$1,652,622
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%				96.77%
Sales Price to Assessed Value	0.92	0.90	0.96	1.00	1.00	0.98	0.96	0.99	0.90				0.97
# Units Sold	9	7	14	15	23	23	26	24	12				153
Active Listings	90	105	107	128	142	132	106	106	121				115
Under Contracts	18	30	43	50	46	47	36	22	20				35

Flashback! YTD 2017 vs YTD 2018

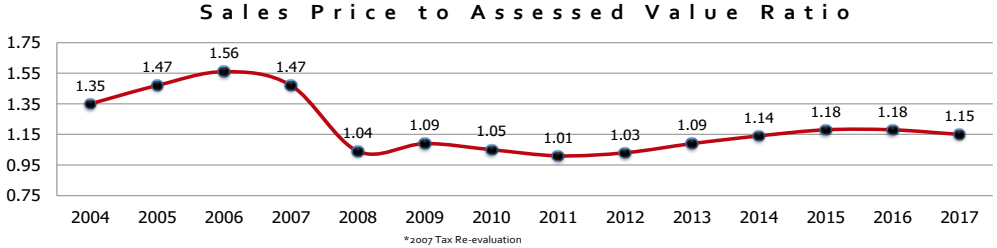
YTD	2017	2018	% Change
Days on Market	48	62	29.99%
Sales Price	$1,679,227	$1,652,622	-1.58%
Sales Price to Assessed Value	1.19	0.97	-18.62%

YTD	2017	2018	% Change
# Units Sold	169	153	-9.47%
Active Listings	94	121	28.72%
Under Contracts	21	20	-4.76%

Short Hills Yearly Market Trends



	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



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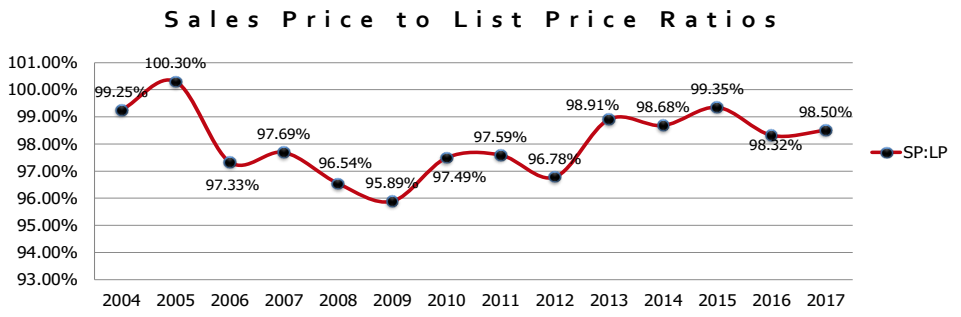

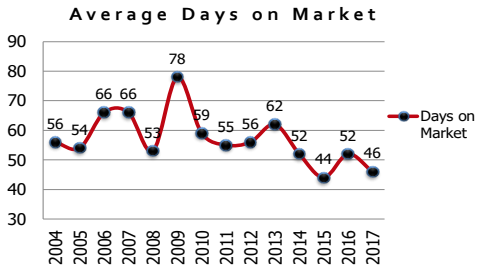

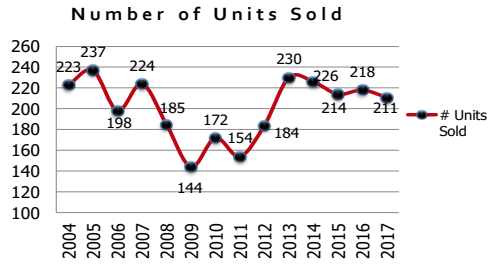

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