

# SHORT HILLS

## FEBRUARY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	75 FARLEY RD	Colonial	\$1,495,000	\$1,430,000	\$1,373,000	2/1/2011	43	95.65%	1.04
2	33 BIRCH LN	Contemp	\$2,250,000	\$2,501,000	\$2,091,600	2/11/2011	7	111.16%	1.20
3	66 SLOPE DR	Colonial	\$1,629,000	\$1,525,000	\$1,977,900	2/14/2011	16	93.62%	0.77
4	14 BIRCH LN	Colonial	\$2,995,000	\$2,625,000	\$2,842,900	2/14/2011	291	87.65%	0.92
5	108 SLOPE DR	RanchExp	\$1,395,000	\$1,390,000	\$1,501,900	2/15/2011	8	99.64%	0.93
6	71 KEAN RD	Custom	\$1,795,000	\$1,750,000	\$1,545,100	2/16/2011	1	97.49%	1.13
7	245 DALE DR	Cust/RanchExp	\$1,750,000	\$1,596,400	\$1,826,200	2/22/2011	31	91.22%	0.87
8	25 HAWTHORNE RD	Tudor	\$1,315,000	\$1,430,000	\$1,087,000	2/28/2011	115	108.75%	1.32
AVERAGE			\$1,828,000	\$1,780,925			64	98.15%	1.02

### CURRENT **ACTIVE** LISTINGS IN SHORT HILLS

AS OF MARCH 14, 2011

NUMBER OF UNITS: 76

AVERAGE LIST PRICE: \$2,059,787

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.21

AVERAGE DAYS ON MARKET: 94

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

AS OF MARCH 14, 2011

NUMBER OF UNITS: 25

AVERAGE LIST PRICE: \$ 1,292,960

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.17

AVERAGE DAYS ON MARKET: 64

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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

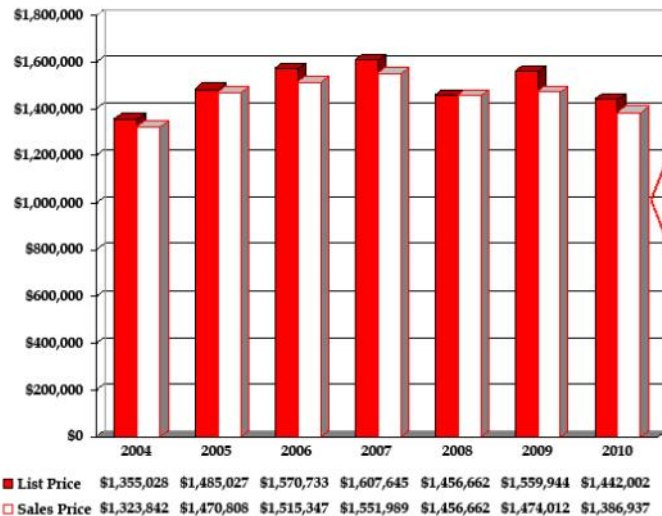
**FLASHBACK!!!!**  
**FEBRUARY 2010 YTD:**  
**AVG YTD Sales Price: \$1,505,712**  
**DOM: 61**  
**#Units YTD: 17**  
**SP:AV 1.00**

## Short Hills 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$1,318,233	\$1,828,000											\$1,522,140
Average Sales Price	\$1,286,474	\$1,780,925											\$1,484,255
Days on Market	71	64											68
% of List Price to Sales Price	97.75%	98.15%											97.91%
Sales Price to Assessed Value	0.97	1.02											0.99
# Units Sold	12	8											20

### SHORT HILLS

Average List Price and Sales Price



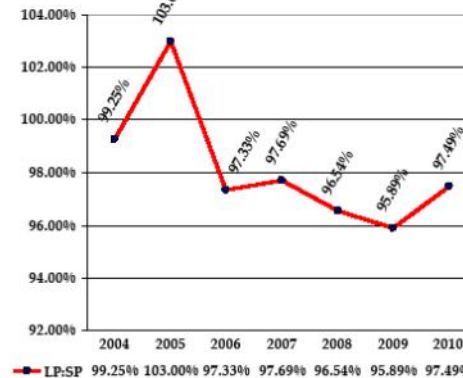
**SALES PRICE TO ASSESSED VALUE RATIOS:**

2004	1.35
2005	1.47
2006	1.56
2007*	1.41
2008	1.05
2009	1.09
2010	1.05

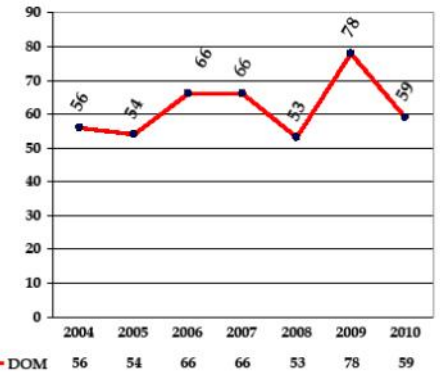
\* 2007 Millburn/Short Hills Re-Evaluation.

### SHORT HILLS

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	223
2005	237
2006	198
2007	224
2008	185
2009	144
2010	172

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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