

SHORT HILLS

AUGUST 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	516 OLD SHORT HILLS RD	Colonial	\$899,900	\$850,000	\$1,125,000	8/1/2011	45	94.45%	0.76
2	62 WHITNEY RD	Colonial	\$1,395,000	\$1,397,000	\$1,102,800	8/1/2011	79	100.14%	1.27
3	21 CONISTON RD	Colonial	\$1,575,000	\$1,530,000	\$1,287,200	8/1/2011	9	97.14%	1.19
4	69 LAWRENCE DR	Colonial	\$1,995,000	\$1,890,000	\$1,500,000	8/1/2011	29	94.74%	1.26
5	9 ATHENS RD	SplitLev	\$999,000	\$1,065,000	\$977,900	8/3/2011	29	106.61%	1.09
6	290 FOREST DR SOUTH	Ranch	\$695,000	\$800,000	\$739,900	8/4/2011	21	115.11%	1.08
7	30 COLONIAL WAY	Colonial	\$1,075,000	\$1,070,000	\$1,094,300	8/4/2011	69	99.53%	0.98
8	15 WINDING WAY	Colonial	\$849,000	\$851,000	\$809,400	8/5/2011	33	100.24%	1.05
9	65 SEMINOLE WAY	SplitLev	\$1,250,000	\$1,250,000	\$1,155,500	8/8/2011	12	100.00%	1.08
10	314 LUPINE WAY	CapeCod	\$1,050,000	\$1,053,000	\$943,200	8/9/2011	14	100.29%	1.12
11	492 WHITE OAK RIDGE RD	Colonial	\$1,999,999	\$1,785,000	\$2,100,000	8/11/2011	0	89.25%	0.85
12	92 LAWRENCE DR	Colonial	\$999,000	\$1,062,500	\$1,238,700	8/15/2011	19	106.36%	0.86
13	5 DRYDEN TER	Ranch	\$999,000	\$985,000	\$898,900	8/15/2011	24	98.60%	1.10
14	99 MEADOWBROOK RD	Colonial	\$599,000	\$575,000	\$674,500	8/16/2011	127	95.99%	0.85
15	27 EXETER RD	Ranch	\$1,095,000	\$1,095,000	\$999,200	8/17/2011	9	100.00%	1.10
16	372 LONG HILL DR	Colonial	\$1,359,000	\$1,349,500	\$1,257,200	8/17/2011	16	99.30%	1.07
17	446 MILLBURN AVE	Colonial	\$750,000	\$700,000	\$631,100	8/18/2011	58	93.33%	1.11
18	312 S TAYLOR RD	CapeCod	\$748,000	\$745,000	\$862,000	8/22/2011	138	99.60%	0.86
19	435 WHITE OAK RIDGE RD	Colonial	\$1,518,000	\$1,500,000	\$1,261,900	8/22/2011	53	98.81%	1.19
20	36 HADDONFIELD RD	Colonial	\$865,000	\$865,000	\$854,200	8/23/2011	1	100.00%	1.01
21	113 SHORT HILLS AVE	Colonial	\$619,000	\$605,000	\$639,000	8/25/2011	29	97.74%	0.95
22	100 CANOE BROOK RD	SplitLev	\$875,000	\$857,500	\$768,300	8/26/2011	131	98.00%	1.12
23	36 SHERWOOD RD	Tudor	\$1,549,000	\$1,500,000	\$1,629,100	8/26/2011	164	96.84%	0.92
24	2 COUNTRY DAY DR	Custom	\$1,895,000	\$1,900,000	\$2,290,000	8/26/2011	9	100.26%	0.83
25	76 BROWNING RD	Colonial	\$1,350,000	\$1,320,000	\$1,395,000	8/29/2011	6	97.78%	0.95

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...Continued From Previous Page

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
26	275 HOBART AVE	Colonial	\$3,195,000	\$2,550,000	\$2,835,600	8/29/2011	113	79.81%	0.90
27	56 TWIN OAK RD	Colonial	\$1,800,000	\$1,746,000	\$1,697,900	8/30/2011	18	97.00%	1.03
28	48 MEADOWBROOK ROAD	Colonial	\$839,000	\$840,000	\$851,500	8/31/2011	14	100.12%	0.99
29	24 DELWICK LN	Tudor	\$1,295,000	\$1,235,000	\$1,589,100	8/31/2011	41	95.37%	0.78
AVERAGE			\$1,245,928	\$1,205,914			45	98.36%	1.01

CURRENT **"ACTIVE"** LISTINGS IN SHORT HILLS

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 68

AVERAGE LIST PRICE: \$2,208,506

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.16

AVERAGE DAYS ON MARKET: 116

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

AS OF SEPTEMBER 9, 2011

NUMBER OF UNITS: 24

AVERAGE LIST PRICE: \$ 1,166,641

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.00

AVERAGE DAYS ON MARKET: 67

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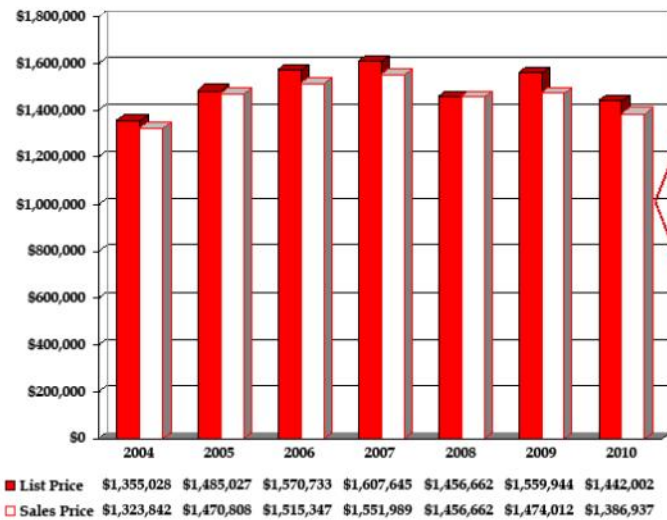
FLASHBACK!!!!
AUGUST 2010 YTD:
AVG YTD Sales Price: \$1,449,324
DOM: 57
#Units YTD: 128
SP:AV 1.06

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	\$1,341,429	\$2,280,429	\$1,153,778	\$1,474,324	\$1,455,688	\$1,245,928					\$1,440,407
Average Sales Price	\$1,286,474	\$1,780,925	\$1,276,843	\$2,134,157	\$1,111,433	\$1,453,751	\$1,398,069	\$1,205,914					\$1,396,173
Days on Market	71	64	48	54	64	31	67	45					50
% of List Price to Sales Price	97.75%	98.15%	95.79%	97.52%	96.48%	98.89%	96.54%	98.36%					97.86%
Sales Price to Assessed Value	0.97	1.02	0.99	1.09	1.05	1.05	0.96	1.01					1.02
# Units Sold	12	8	7	7	9	34	16	29					122

SHORT HILLS

Average List Price and Sales Price

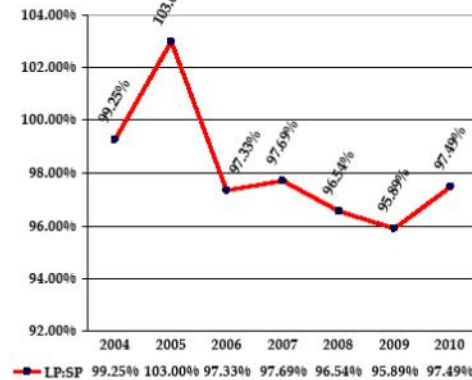


SALES PRICE TO ASSESSED VALUE RATIOS:	
2004	1.35
2005	1.47
2006	1.56
2007*	1.41
2008	1.05
2009	1.09
2010	1.05

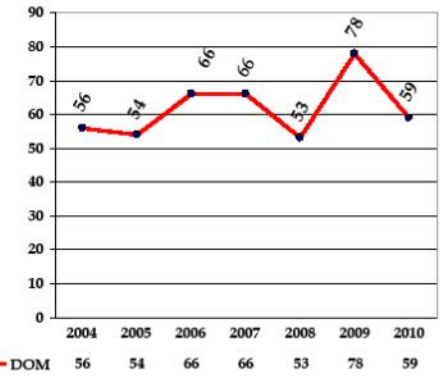
* 2007 Millburn/Short Hills Re-Evaluation.

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

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