

# SHORT HILLS

## APRIL 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	71 WOODFIELD DR	Custom	\$4,500,000	\$4,115,000	\$3,699,600	4/6/2011	15	91.44%	1.11
2	516 OLD SHORT HILLS RD	Colonial/Cust	\$999,000	\$985,000	\$1,125,000	4/13/2011	138	98.60%	0.88
3	35 SINCLAIR TER	Custom	\$4,995,000	\$4,572,000	\$616,800	4/14/2011	77	91.53%	
4	31 CANTERBURY LN	Colonial	\$675,000	\$710,100	\$637,800	4/15/2011	20	105.20%	1.11
5	31 FARBROOK DR	Colonial	\$2,850,000	\$2,535,000	\$1,678,800	4/15/2011	119	88.95%	1.51
6	28 GREAT HILLS ROAD	Colonial	\$749,000	\$756,999	\$830,900	4/26/2011	1	101.07%	0.91
7	61 TENNYSON DR	SplitLev	\$1,195,000	\$1,265,000	\$1,253,700	4/29/2011	8	105.86%	1.01
AVERAGE			\$2,280,429	\$2,134,157			54	97.52%	1.09

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

AS OF MAY 13, 2011

NUMBER OF UNITS: 91

AVERAGE LIST PRICE: \$2,075,569

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.16

AVERAGE DAYS ON MARKET: 80

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

AS OF MAY 13, 2011

NUMBER OF UNITS: 56

AVERAGE LIST PRICE: \$ 1,380,232

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.07

AVERAGE DAYS ON MARKET: 45

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Not intended to solicit a property already listed.

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

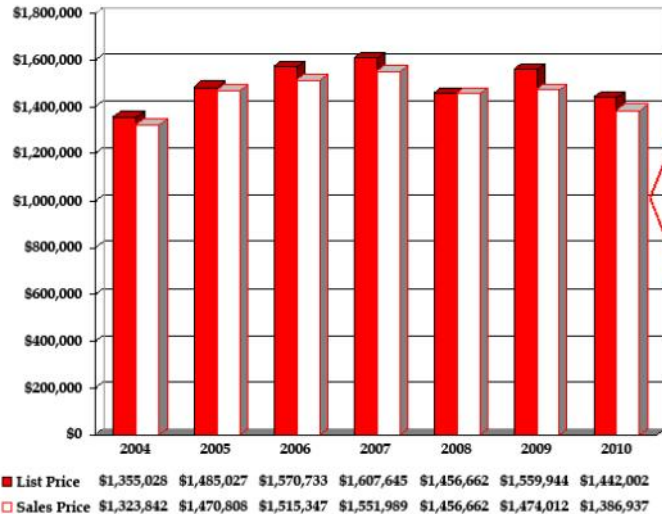
**FLASHBACK!!!!**  
**APRIL 2010 YTD:**  
**AVG YTD Sales Price: \$1,496,861**  
**DOM: 62**  
**#Units YTD: 43**  
**SP:AV 1.04**

**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									\$1,641,053
Average Sales Price	\$1,286,474	\$1,780,925	\$1,276,843	\$2,134,157									\$1,575,356
Days on Market	71	64	48	54									61
% of List Price to Sales Price	97.75%	98.15%	95.79%	97.52%									97.39%
Sales Price to Assessed Value	0.97	1.02	0.99	1.09									1.01
# Units Sold	12	8	7	7									34

**SHORT HILLS**

**Average List Price and Sales Price**



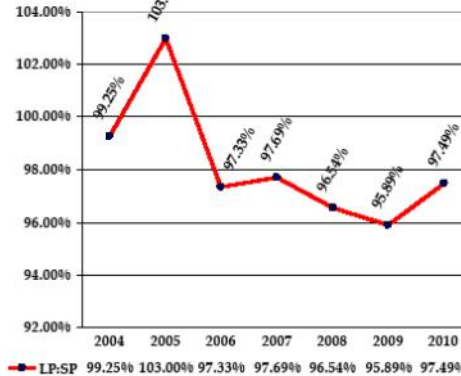
**SALES PRICE TO ASSESSED VALUE RATIOS:**

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

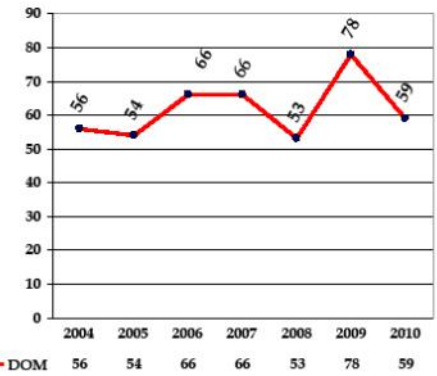
\* 2007 Millburn/Short Hills Re-Evaluation.

**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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