

SHORT HILLS

JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	100 OLD SHORT HILLS RD	Colonial	\$1,185,000	\$1,201,000	\$1,117,500	6/1/2011	179	101.35%	1.07
2	66 BROWNING RD	Colonial	\$2,200,000	\$2,200,000	\$0	6/1/2011	3	100.00%	
3	179 WESTERN DR	Colonial	\$2,395,000	\$2,540,000	\$1,929,600	6/1/2011	12	106.05%	1.32
4	60 ADDISON DR	Colon/SplitLev	\$1,075,000	\$1,075,000	\$1,049,200	6/2/2011	21	100.00%	1.02
5	2 W BEEHCROFT RD	Colonial	\$1,295,000	\$1,345,000	\$1,286,700	6/2/2011	8	103.86%	1.05
6	95 FALMOUTH ST	Colonial	\$1,595,000	\$1,525,000	\$1,369,700	6/3/2011	21	95.61%	1.11
7	10 E HARTSHORN DR	Colonial	\$2,390,000	\$2,350,000	\$967,000	6/7/2011	57	98.33%	
8	27 TIMBER ACRES RD	Colonial	\$999,000	\$960,000	\$917,900	6/8/2011	65	96.10%	1.05
9	87 ADDISON DR	SplitLev	\$1,360,000	\$1,360,000	\$1,127,200	6/8/2011	0	100.00%	1.21
10	96 OAKVIEW TER	Colonial	\$939,000	\$921,250	\$925,500	6/14/2011	16	98.11%	1.00
11	150 Forest Drive	Colonial/Cust	\$1,550,000	\$1,495,000	\$1,328,300	6/14/2011	22	96.45%	1.13
12	33 MERRYWOOD LN	RanchExp	\$1,525,000	\$1,471,000	\$1,325,000	6/15/2011	23	96.46%	1.11
13	7 WOODLAND RD	Colonial	\$620,000	\$585,699	\$811,200	6/16/2011	77	94.47%	0.72
14	18 WOODLAND RD	Colonial	\$839,000	\$830,000	\$805,600	6/16/2011	31	98.93%	1.03
15	21 BURNSIDE DR	RanchExp	\$1,080,000	\$1,070,000	\$1,119,500	6/16/2011	13	99.07%	0.96
16	454 LONG HILL DR	Colonial	\$2,395,000	\$2,350,000	\$0	6/17/2011	9	98.12%	
17	296 HARTSHORN DR	Colonial	\$3,250,000	\$3,350,000	\$4,229,200	6/17/2011	7	103.08%	0.79
18	2 WOODLAND RD	Colonial	\$989,000	\$989,000	\$887,000	6/22/2011	14	100.00%	1.11
19	40 HAWTHORNE RD	Tudor	\$1,100,000	\$1,100,000	\$1,065,500	6/24/2011	68	100.00%	1.03
20	42 NOTTINGHAM RD	Tudor	\$1,100,000	\$950,000	\$1,427,400	6/24/2011	40	86.36%	0.67

Continued on Next Page...

vanessa pol lock.
real estate. simply better.

© 2004-2011 Copyright Protected. All Rights Reserved



Not intended to solicit a property already listed.

vanessa@vanessapollock.com (917) 723-4006

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

SHORT HILLS

JUNE 2011 MARKET SNAPSHOT

...Continued From Previous Page

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
21	49 ADAMS AVE	Colonial	\$2,795,000	\$2,500,000	\$2,656,500	6/24/2011	54	89.45%	0.94
22	100 STEWART RD	Custom	\$3,495,000	\$3,315,000	\$1,895,500	6/24/2011	2	94.85%	1.75
23	61 WHITNEY RD	Colonial	\$765,000	\$775,000	\$840,100	6/27/2011	8	101.31%	0.92
24	6 MIDHURST RD	Custom	\$995,000	\$965,000	\$926,300	6/27/2011	38	96.98%	1.04
25	41 Windermere Terrace	Colonial	\$1,295,000	\$1,250,000	\$1,331,700	6/27/2011	92	96.53%	0.94
26	37 Hawthorne Road	Colonial	\$1,575,000	\$1,678,000	\$1,410,100	6/27/2011	14	106.54%	1.19
27	2 S BEECHCROFT RD	RanchExp	\$1,699,000	\$1,588,500	\$1,501,800	6/27/2011	41	93.50%	1.06
28	25 ROBERT DR	RanchExp	\$1,350,000	\$1,288,000	\$1,316,800	6/28/2011	14	95.41%	0.98
29	56 ELMWOOD PL	Colonial	\$829,000	\$820,000	\$760,500	6/29/2011	22	98.91%	1.08
30	47 WHITNEY RD	Colonial	\$899,000	\$899,000	\$938,300	6/29/2011	42	100.00%	0.96
31	45 HILLTOP RD	Colonial/Cust	\$1,525,000	\$1,625,000	\$1,339,700	6/29/2011	11	106.56%	1.21
32	26 MEADOWBROOK RD	Colonial	\$550,000	\$631,100	\$745,900	6/30/2011	12	114.75%	0.85
33	15 KEAN RD	Ranch	\$999,000	\$950,000	\$1,033,400	6/30/2011	15	95.10%	0.92
34	10 GREAT OAK DR	Colonial	\$1,475,000	\$1,475,000	\$1,178,700	6/30/2011	8	100.00%	1.25
AVERAGE			\$1,474,324	\$1,453,751			31	98.89%	1.05

CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

AS OF JULY 11, 2011

NUMBER OF UNITS: 92

AVERAGE LIST PRICE: \$2,053,391

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.20

AVERAGE DAYS ON MARKET: 83

CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

AS OF JULY 11, 2011

NUMBER OF UNITS: 42

AVERAGE LIST PRICE: \$ 1,293,833

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.01

AVERAGE DAYS ON MARKET: 54

vanessa pol lock.
real estate. simply better.

© 2004-2011 Copyright Protected. All Rights Reserved



Not intended to solicit a property already listed.

vanessa@vanessapollock.com (917) 723-4006

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

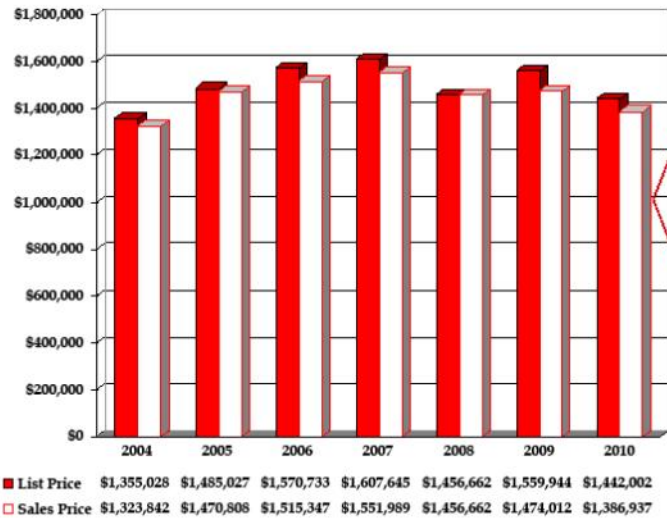
FLASHBACK!!!!
JUNE 2010 YTD:
AVG YTD Sales Price: \$1,456,811
DOM: 60
#Units YTD: 86
SP:AV 1.04

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	\$1,153,778	\$1,474,324							\$1,510,478
Average Sales Price	\$1,286,474	\$1,780,925	\$1,276,843	\$2,134,157	\$1,111,433	\$1,453,751							\$1,467,436
Days on Market	71	64	48	54	64	31							48
% of List Price to Sales Price	97.75%	98.15%	95.79%	97.52%	96.48%	98.89%							97.95%
Sales Price to Assessed Value	0.97	1.02	0.99	1.09	1.05	1.05							1.03
# Units Sold	12	8	7	7	9	34							77

SHORT HILLS

Average List Price and Sales Price



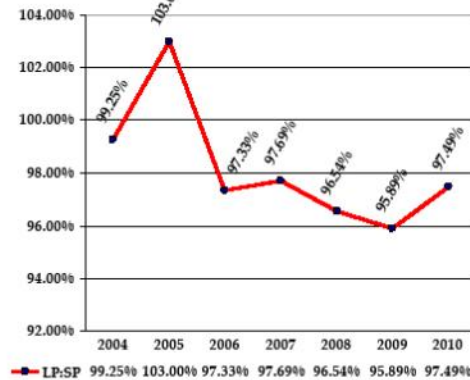
SALES PRICE TO ASSESSED VALUE RATIOS:

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

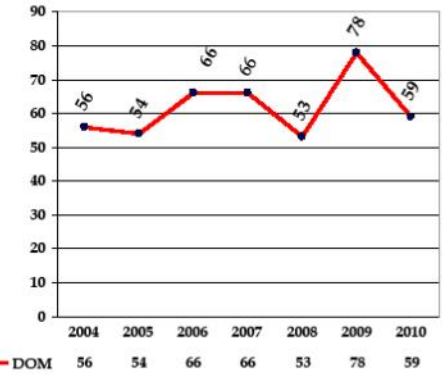
* 2007 Millburn/Short Hills Re-Evaluation.

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.