

# SHORT HILLS

## JANUARY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	54 WELLINGTON AVE	Colonial	\$839,000	\$816,000	\$932,700	1/3/2011	30	97.26%	0.87
2	35 ROBERT DR	RanchRas	\$875,000	\$899,000	\$1,195,200	1/7/2011	2	102.74%	0.75
3	10 GARDEN CT	Custom	\$1,850,000	\$1,737,500	\$1,875,700	1/10/2011	243	93.92%	0.93
4	58 ELMWOOD PL	Colonial	\$789,900	\$781,100	\$833,600	1/12/2011	58	98.89%	0.94
5	1 NORTH BROOK DR	CapeCod	\$649,900	\$636,000	\$765,900	1/14/2011	37	97.86%	0.83
6	9 WINDING WAY	Colonial	\$810,000	\$853,091	\$829,500	1/14/2011	16	105.32%	1.03
7	406 HOBART AVE	Colonial/Cust	\$1,195,000	\$1,150,000	\$1,122,300	1/14/2011	253	96.23%	1.02
8	5 N POND DR	RanchExp	\$1,800,000	\$1,634,000	\$2,400,000	1/19/2011	75	90.78%	0.68
9	110 HOBART AVE	CapeCod	\$725,000	\$736,000	\$622,400	1/20/2011	21	101.52%	1.18
10	77 SLOPE DR	RanchExp	\$1,495,000	\$1,250,000	\$1,468,100	1/25/2011	11	83.61%	0.85
11	29 WINTHROP RD	Cust/RanchExp	\$1,595,000	\$1,595,000	\$1,412,100	1/28/2011	91	100.00%	1.13
12	10 ROBBINS LN	Colonial	\$3,195,000	\$3,350,000	\$2,383,600	1/31/2011	13	104.85%	1.41
AVERAGES			\$1,318,233	\$1,286,474			71	97.75%	0.97

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

(AS OF FEBRUARY 10, 2010)

NUMBER OF UNITS: 59

AVERAGE LIST PRICE: \$2,342,164

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.24

AVERAGE DAYS ON MARKET: 114

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

(AS OF FEBRUARY 10, 2010)

NUMBER OF UNITS: 15

AVERAGE LIST PRICE: \$ 1,498,133

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.03

AVERAGE DAYS ON MARKET: 72

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

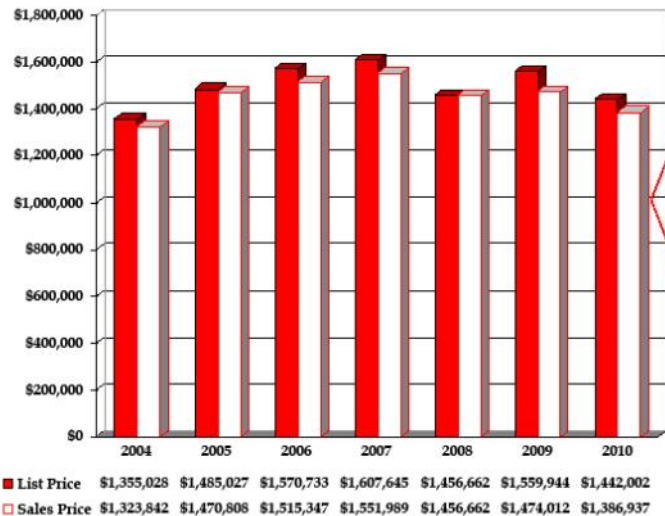
**FLASHBACK!!!!**  
**JANUARY 2010 YTD:**  
**AVG YTD Sales Price: \$1,594,344**  
**DOM: 59**  
**#Units YTD: 9**  
**SP:AV 1.05**

**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												\$1,318,233
Average Sales Price	\$1,286,474												\$1,286,474
Days on Market	71												71
% of List Price to Sales Price	97.75%												97.75%
Sales Price to Assessed Value	0.97												0.97
# Units Sold	12												12

**SHORT HILLS**

**Average List Price and Sales Price**



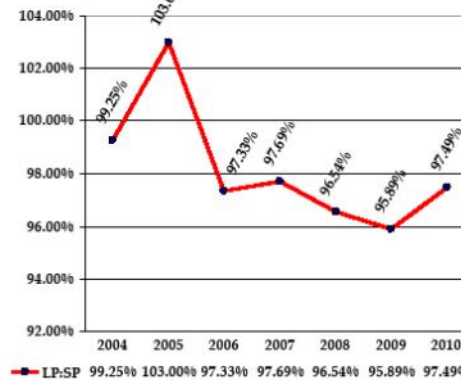
**SALES PRICE TO ASSESSED VALUE RATIOS:**

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

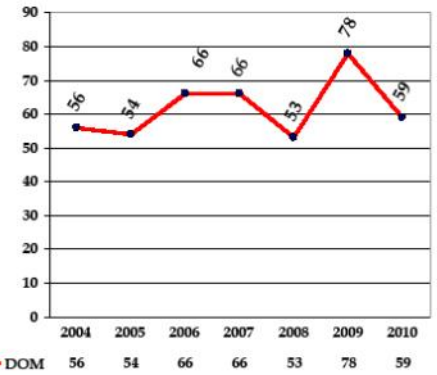
\* 2007 Millburn/Short Hills Re-Evaluation.

**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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