

## Short Hills **December 2010** Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	262 BROOKHAVEN WAY	Ranch	\$600,000	\$605,000	\$740,400	12/1/2010	162	100.83%	0.82
2	39 FAIRFIELD TER	Ranch	\$1,200,000	\$999,000	\$1,037,800	12/2/2010	161	83.25%	0.96
3	62 GREAT HILLS RD	Colonial	\$899,000	\$950,000	\$1,236,300	12/3/2010	68	105.67%	0.77
4	21 WELLS LANE	RanchExp	\$1,300,000	\$1,453,000	\$1,360,100	12/8/2010	16	111.77%	1.07
5	53 FARBROOK DR	Colonial	\$1,850,000	\$1,800,000	\$1,814,200	12/9/2010	21	97.30%	0.99
6	36 FOREST DRIVE N	Colonial	\$1,795,000	\$1,725,000	\$2,031,300	12/10/2010	45	96.10%	0.85
7	45 WEST RD	Colonial	\$1,250,000	\$1,207,500	\$1,402,800	12/13/2010	22	96.60%	0.86
8	62 SLAYTON DRIVE	Custom	\$2,595,000	\$2,000,000	\$1,956,300	12/15/2010	357	77.07%	1.02
9	43 MEADOWBROOK RD	Colonial	\$889,000	\$870,000	\$815,000	12/16/2010	19	97.86%	1.07
10	7 W BEEHCROFT RD	Colonial	\$3,195,000	\$3,100,000	\$0	12/16/2010	16	97.03%	
11	26 CAMPBELL RD	Colonial	\$850,000	\$880,000	\$764,000	12/17/2010	9	103.53%	1.15
12	36 HOBART AVE	Colonial	\$925,000	\$962,500	\$933,800	12/17/2010	10	104.05%	1.03
13	10 E BEEHCROFT RD	Colonial	\$1,495,000	\$1,465,000	\$1,383,900	12/23/2010	110	97.99%	1.06
14	7 WORDSWORTH RD	Colonial	\$2,399,000	\$2,250,000	\$1,074,400	12/28/2010	9	93.79%	2.09
15	52 WELLINGTON AVE	Tudor	\$749,000	\$710,000	\$820,300	12/29/2010	99	94.79%	0.87
16	21 HIGHLAND AVE	Victrian	\$1,200,000	\$1,190,000	\$1,646,700	12/29/2010		99.17%	0.72
17	19 GAP VIEW RD	RanchExp	\$1,395,000	\$1,327,500	\$1,212,200	12/29/2010	159	95.16%	1.10
<b>AVERAGES</b>			<b>\$1,446,235</b>	<b>\$1,382,029</b>			<b>80</b>	<b>97.17%</b>	<b>1.03</b>

Average Days on Market	80
Average List Price	\$1,446,235
Average Sales Price	\$1,382,029
% of List Price to Sales Price	97.17%
Sales Price to Assessed Value Ratio	1.03
# of Units for the Month	17

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

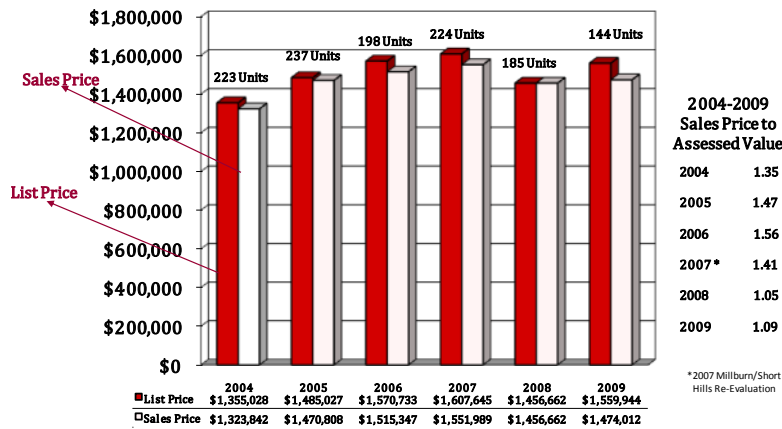
**FLASHBACK!!!!**  
**December 2009 YTD:**  
**AVG YTD Sales Price: \$1,474,102**  
**DOM: 78**  
**#Units YTD: 144**  
**SP:AV 1.09**

**Short Hills 2010 Year to Date Market Trends**

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$1,672,056	\$1,509,250	\$1,595,231	\$1,536,685	\$1,405,500	\$1,487,839	\$1,590,300	\$1,386,545	\$1,310,408	\$994,300	\$926,800	\$1,446,235	\$1,442,002
Average Sales Price	\$1,594,344	\$1,406,000	\$1,476,462	\$1,505,685	\$1,382,626	\$1,429,974	\$1,505,063	\$1,369,386	\$1,286,554	\$951,860	\$917,600	\$1,382,029	\$1,386,937
Days on Market	59	62	82	43	52	61	41	60	57	53	47	80	59
% of List Price to Sales Price	96.51%	93.77%	93.77%	99.01%	99.56%	97.43%	97.59%	99.43%	98.58%	96.56%	97.79%	97.17%	97.49%
Sales Price to Assessed Value	1.05	0.94	1.01	1.11	1.11	1.02	1.11	1.06	1.09	0.99	0.96	1.03	1.05
# Units Sold	9	8	13	13	12	31	20	22	12	10	5	17	172

**Short Hills Market Averages 2004-2009**

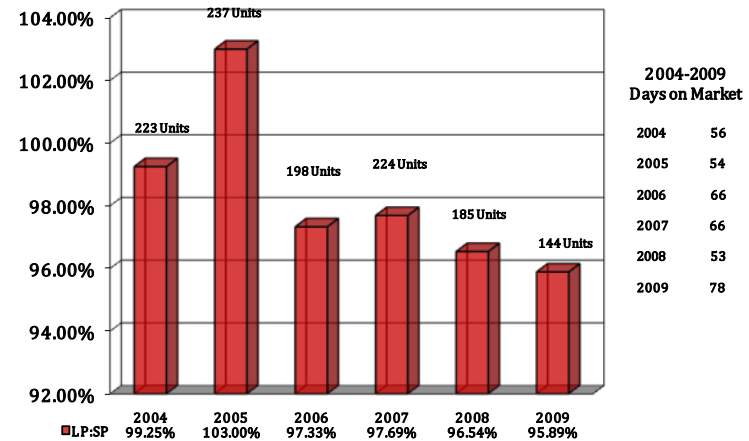
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



As reported by the Garden State Multiple Listing Service. Information deemed reliable but not guaranteed.

**Short Hills Market Averages 2004-2009**

PERCENT OF LIST PRICE TO SALES PRICE & DAYS ON MARKET



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