

# SHORT HILLS

## MAY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	76 SOUTH TERR	Colonial	\$1,150,000	\$1,110,000	\$892,100	5/6/2011	26	96.52%	1.24
2	80 KEAN RD	Ranch	\$1,195,000	\$1,070,000	\$1,077,600	5/9/2011	70	89.54%	0.99
3	120 OLD SHORT HILLS RD	Custom/RanchExp	\$725,000	\$710,000	\$591,600	5/13/2011	98	97.93%	1.20
4	2 BRIARWOOD DR	Custom	\$1,625,000	\$1,560,000	\$1,505,700	5/16/2011	126	96.00%	1.04
5	10 HAMILTON RD	Ranch	\$1,295,000	\$1,235,000	\$1,117,000	5/19/2011	44	95.37%	1.11
6	31 CLAREMONT DR	Colonial	\$675,000	\$673,900	\$787,900	5/23/2011	38	99.84%	0.86
7	7 SILVER SPRING RD	Ranch	\$1,019,000	\$999,000	\$892,500	5/28/2011	92	98.04%	1.12
8	15 VINCENT LN	RanchExp	\$1,125,000	\$1,070,000	\$1,183,600	5/31/2011	66	95.11%	0.90
9	80 JEFFERSON AVENUE	Colonial	\$1,575,000	\$1,575,000	\$1,567,800	5/31/2011	20	100.00%	1.00
AVERAGE			\$1,153,778	\$1,111,433			64	96.48%	1.05

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

AS OF JUNE 11, 2011

NUMBER OF UNITS: 96

AVERAGE LIST PRICE: \$1,930,792

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.18

AVERAGE DAYS ON MARKET: 81

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

AS OF JUNE 11, 2011

NUMBER OF UNITS: 63

AVERAGE LIST PRICE: \$ 1,365,111

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 1.03

AVERAGE DAYS ON MARKET: 41

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

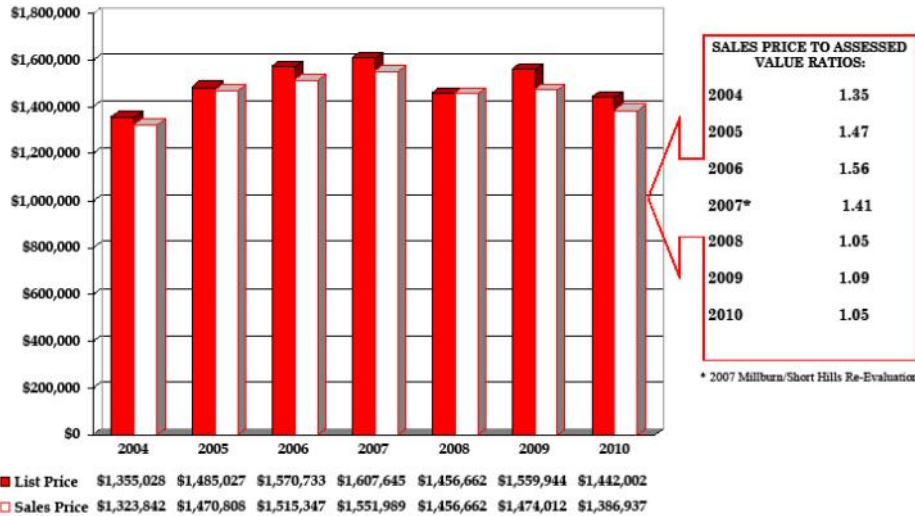
**FLASHBACK!!!!**  
**MAY 2010 YTD:**  
**AVG YTD Sales Price: \$1,471,937**  
**DOM: 60**  
**#Units YTD: 55**  
**SP:AV 1.05**

**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	\$1,828,000	\$1,341,429	\$2,280,429	\$1,153,778								\$1,539,065
Average Sales Price	\$1,286,474	\$1,780,925	\$1,276,843	\$2,134,157	\$1,111,433								\$1,478,256
Days on Market	71	64	48	54	64								62
% of List Price to Sales Price	97.75%	98.15%	95.79%	97.52%	96.48%								97.20%
Sales Price to Assessed Value	0.97	1.02	0.99	1.09	1.05								1.02
# Units Sold	12	8	7	7	9								43

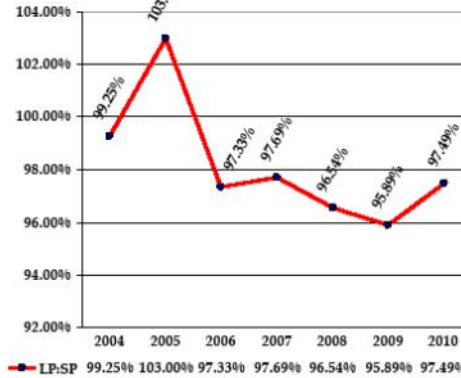
**SHORT HILLS**

**Average List Price and Sales Price**

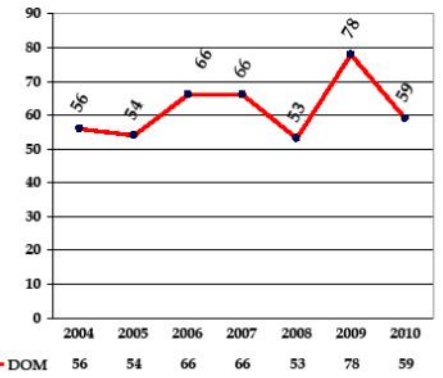


**SHORT HILLS**

**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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