

## Short Hills **September 2010** Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	28 DRYDEN TER	SplitLev	\$1,475,000	\$1,410,000	\$1,037,900	9/1/2010	22	95.59%	1.36
2	7 OVERLOOK TERRACE	Colonial	\$899,000	\$931,000	\$781,500	9/3/2010	10	103.56%	1.19
3	11 MARION AVE	Colonial	\$1,350,000	\$1,268,000	\$1,436,200	9/8/2010	20	93.93%	0.88
4	43 LEE TER	RanchExp	\$1,449,000	\$1,377,650	\$1,377,400	9/13/2010	79	95.08%	1.00
5	6 LEE TER	RanchExp	\$1,395,000	\$1,390,000	\$1,258,700	9/15/2010	91	99.64%	1.10
6	77 WELLINGTON AVE	Tudor	\$699,900	\$700,000	\$726,800	9/16/2010	127	100.01%	0.96
7	50 CANOE BROOK RD	Colonial	\$1,999,000	\$1,999,000	\$971,700	9/16/2010	101	100.00%	
8	21 WOODLAND RD	Colonial	\$1,089,000	\$1,089,000	\$961,000	9/21/2010	41	100.00%	1.13
9	24 JEFFERSON AVE	Colonial	\$2,325,000	\$2,230,000	\$2,398,700	9/21/2010	49	95.91%	0.93
10	29 DRYDEN TER	SplitLev	\$1,145,000	\$1,135,000	\$971,500	9/22/2010	9	99.13%	1.17
11	30 SILVER SPRING RD	SplitLev	\$849,000	\$809,000	\$727,900	9/30/2010	120	95.29%	1.11
12	161 LONG HILL DR	Bi-Level	\$1,050,000	\$1,100,000	\$951,200	9/30/2010	13	104.76%	1.16
<b>AVERAGES</b>			<b>\$1,310,408</b>	<b>\$1,286,554</b>			<b>57</b>	<b>98.58%</b>	<b>1.09</b>

Average Days on Market	57
Average List Price	\$1,310,408
Average Sales Price	\$1,286,554
% of List Price to Sales Price	98.58%
Sales Price to Assessed Value Ratio	1.09
# of Units for the Month	12



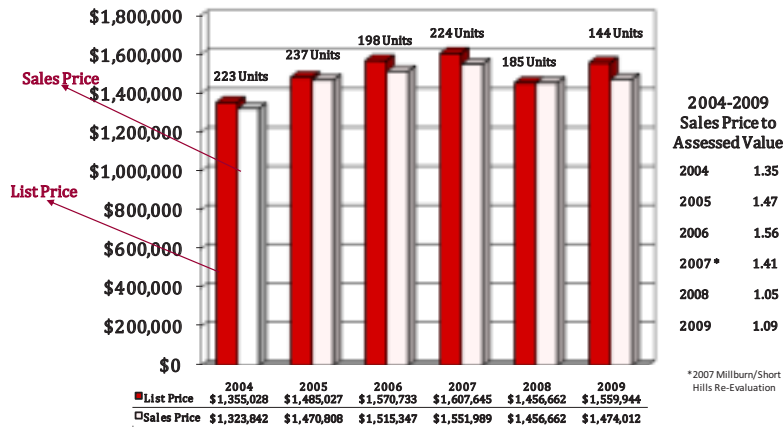
**FLASHBACK!!!!**  
**September 2009 YTD:**  
**AVG YTD Sales Price: \$1,441,274**  
**DOM: 73**  
**#Units YTD: 114**  
**SP:AV 1.06**

### 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				\$1,491,866
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				\$1,435,372
Days on Market	59	62	82	43	52	61	41	60	57				57
% of List Price to Sales Price	96.51%	93.77%	93.77%	99.01%	99.56%	97.43%	97.59%	99.43%	98.58%				97.59%
Sales Price to Assessed Value	1.05	0.94	1.01	1.11	1.11	1.02	1.11	1.06	1.09				1.06
# Units Sold	9	8	13	13	12	31	20	22	12				140

### Short Hills Market Averages 2004-2009

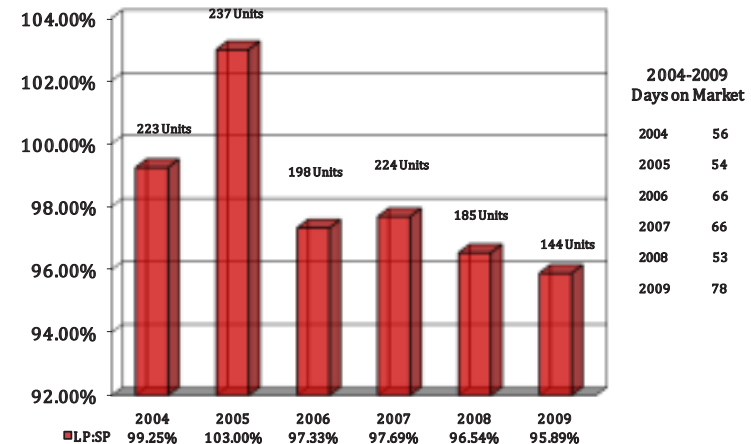
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



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



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

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