

## Short Hills **November 2010** Market Activity

| Units           | Address                | Style    | List Price       | Sales Price      | Total Assess | Close Date | DOM       | LP:SP         | SP:AV       |
|-----------------|------------------------|----------|------------------|------------------|--------------|------------|-----------|---------------|-------------|
| 1               | 168 OLD SHORT HILLS RD | SplitLev | \$759,000        | \$760,000        | \$872,800    | 11/1/2010  | 15        | 100.13%       | 0.87        |
| 2               | 115 SLOPE DR           | RanchExp | \$1,450,000      | \$1,500,000      | \$1,441,400  | 11/12/2010 | 26        | 103.45%       | 1.04        |
| 3               | 10 BYRON RD            | SplitLev | \$975,000        | \$930,000        | \$964,300    | 11/19/2010 | 2         | 95.38%        | 0.96        |
| 4               | 93 MEADOWBROOK RD      | Colonial | \$600,000        | \$520,000        | \$703,500    | 11/22/2010 | 180       | 86.67%        | 0.74        |
| 5               | 2 Bruce Path           | Colonial | \$850,000        | \$878,000        | \$728,200    | 11/29/2010 | 10        | 103.29%       | 1.21        |
| <b>AVERAGES</b> |                        |          | <b>\$926,800</b> | <b>\$917,600</b> |              |            | <b>47</b> | <b>97.79%</b> | <b>0.96</b> |

|  |                  |
|--|------------------|
| <b>Average Days on Market</b>              | <b>47</b>        |
| <b>Average List Price</b>                  | <b>\$926,800</b> |
| <b>Average Sales Price</b>                 | <b>\$917,600</b> |
| <b>% of List Price to Sales Price</b>      | <b>97.79%</b>    |
| <b>Sales Price to Assessed Value Ratio</b> | <b>.96</b>       |
| <b># of Units for the Month</b>            | <b>5</b>         |

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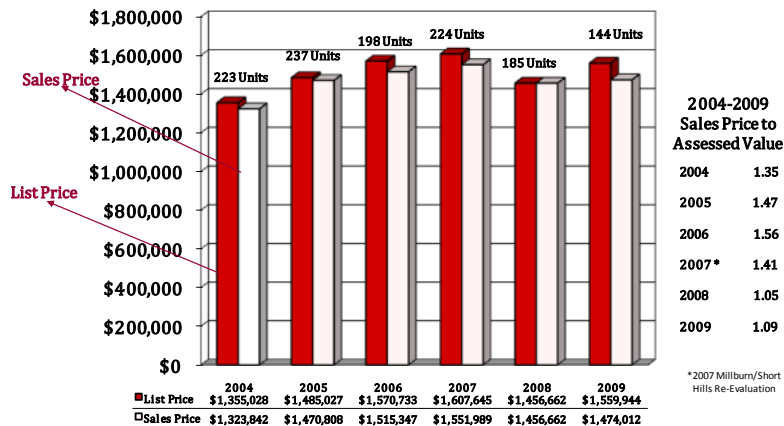
**FLASHBACK!!!!**  
**November 2009 YTD:**  
**AVG YTD Sales Price: \$1,458,295**  
**DOM: 78**  
**#Units YTD: 131**  
**SP:AV 1.09**

**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 |          | \$1,441,537 |
| 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 |          | \$1,387,476 |
| Days on Mar-                   | 59          | 62          | 82          | 43          | 52          | 61          | 41          | 60          | 57          | 53        | 47        |          | 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%      | 96.56%    | 97.79%    |          | 97.53%      |
| 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      |          | 1.05        |
| # Units Sold                   | 9           | 8           | 13          | 13          | 12          | 31          | 20          | 22          | 12          | 10        | 5         |          | 155         |

**Short Hills Market Averages 2004-2009**

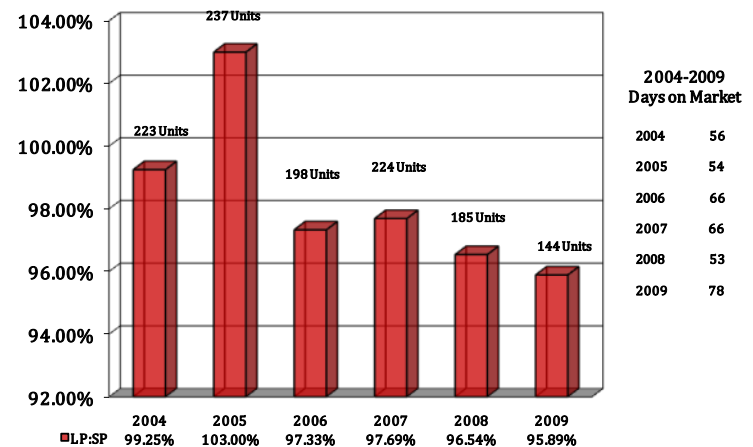
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



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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