

SHORT HILLS

February 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	5 Fenton Drive	RanchExp	5	2	32	\$789,000	\$745,000	94.42%	32	\$789,000	94.42%	\$736,700	1.01
4	63 Silver Spring Road	SplitLev	3	2	18	\$829,000	\$855,500	103.20%	18	\$829,000	103.20%	\$756,100	1.13
2	51 Athens Road	RanchExp	4	4	1	\$999,000	\$975,200	97.62%	1	\$999,000	97.62%	\$1,095,700	0.89
3	27 Delwick Lane	RanchExp	4	3	2	\$1,100,000	\$1,150,000	104.55%	2	\$1,100,000	104.55%	\$1,266,000	0.91
5	57 Mohawk Road	Custom	6	5	144	\$1,595,000	\$1,450,000	90.91%	144	\$1,695,000	85.55%	\$1,235,300	1.17
6	27 Lake Road	Colonial	6	5	84	\$3,500,000	\$3,100,000	88.57%	84	\$3,800,000	81.58%	\$3,594,000	0.86
AVERAGE					47	\$1,468,667	\$1,379,283	96.54%	47	\$1,535,333	94.48%		1.00

CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

AS OF MARCH 12, 2012

Number of Units: 84

Average List Price: \$2,211,475

Average List Price to Assessed Value Ratio: 1.20

Average Days on Market: 92

CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

AS OF MARCH 12, 2012

Number of Units: 38

Average List Price: \$1,336,076

Average List Price to Assessed Value Ratio: 1.06

Average Days on Market: 62

* ACTUAL DOM includes previous expired and withdrawn dates. OLP reflects the original asking price that a house entered the market for sale.

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Not intended to solicit a property already listed.

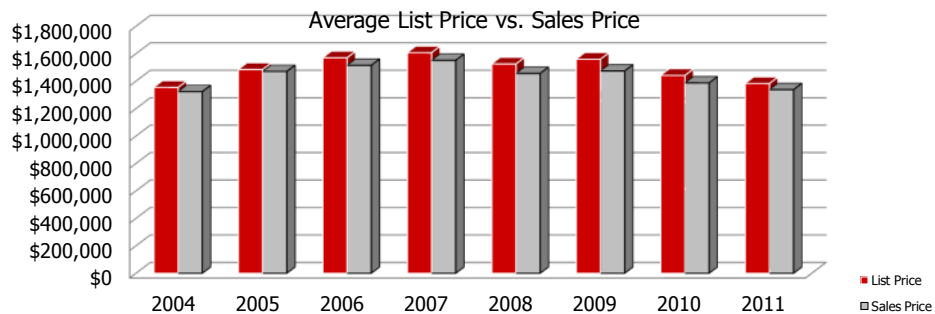
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Short Hills 2012 Year to Date Market Trends

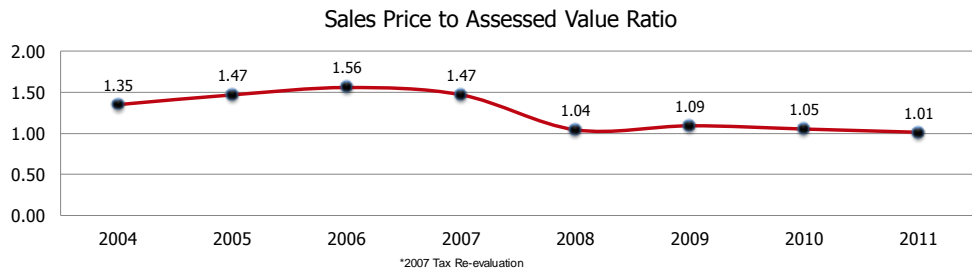
February 2011 YTD:
AVG YTD Sales Price: \$1,484,255
DOM: 68
#Units YTD: 20
SP:AV 0.99

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	42	47											45
Final List Price	\$1,501,667	\$1,468,667											\$1,485,167
Sales Price	\$1,458,898	\$1,379,283											\$1,419,091
Sales Price as a % of FLP	96.97%	96.54%											96.76%
Actual DOM	83	47											65
Original List Price	\$1,599,333	\$1,535,333											\$1,567,333
Sales Price as a % of OLP	92.79%	94.48%											93.64%
Sales Price to As-	1.17	1.00											1.07
# Units Sold	6	6											12

SHORT HILLS 2004 - 2011



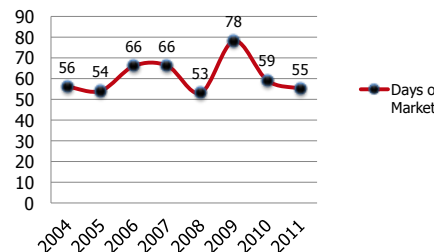
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423



SHORT HILLS 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

