

SHORT HILLS

July 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	34 Athens Road	Ranch	3	2	4	\$899,000	\$899,000	100.00%	4	\$899,000	100.00%	\$910,000	0.99
2	60 Crescent Place	Colonial	4	3	22	\$975,000	\$925,000	94.87%	22	\$975,000	94.87%	\$1,042,300	0.89
3	16 W Pine Terrace	Colonial	4	2	9	\$899,000	\$936,000	104.12%	9	\$899,000	104.12%	\$756,300	1.24
4	177 Hobart Avenue	Victrian	6	3	339	\$1,175,000	\$1,050,000	89.36%	339	\$1,499,000	70.05%	\$1,605,600	0.65
5	16 Hamilton Road	Ranch	4	3	103	\$1,248,000	\$1,165,620	93.40%	185	\$1,295,000	90.01%	\$1,135,400	1.03
6	6 Troy Drive	Colonial	4	3	44	\$1,248,000	\$1,175,000	94.15%	44	\$1,350,000	87.04%	\$1,118,800	1.05
7	63 Cambridge Drive	Colonial	5	3	29	\$1,240,000	\$1,210,000	97.58%	29	\$1,240,000	97.58%	\$1,215,000	1.00
8	72 Hillside Avenue	Victr/Custom	6	3	96	\$1,225,000	\$1,250,000	102.04%	96	\$1,250,000	100.00%	\$1,139,700	1.10
9	20 Martindale Road	Colonial	3	3	35	\$1,375,000	\$1,317,000	95.78%	35	\$1,575,000	83.62%	\$1,137,500	1.16
10	71 Cayuga Avenue	Colonial	5	4	92	\$1,395,000	\$1,350,000	96.77%	92	\$1,650,000	81.82%	\$1,776,300	0.76
11	5 Hillside Avenue	Victrian	6	4	52	\$1,450,000	\$1,418,000	97.79%	147	\$1,725,000	82.20%	\$1,550,000	0.91
12	11 Quaker Road	RanchExp	4	4	14	\$1,595,000	\$1,600,000	100.31%	14	\$1,595,000	100.31%	\$1,216,000	1.32
13	25 Clive Hills Road	Colon/Cust	7	5	76	\$2,395,000	\$2,225,000	92.90%	76	\$2,395,000	92.90%	\$1,175,900	1.89
14	43 Northern Drive	Colonial	6	4	1	\$2,385,000	\$2,400,000	100.63%	1	\$2,385,000	100.63%	\$2,025,400	1.18
15	39 Fairfield Terrace	Colonial	7	6	1	\$2,750,000	\$2,512,000	91.35%	1	\$2,750,000	91.35%	\$0	
16	44 Mohawk Road	Colonial	7	6	143	\$2,895,000	\$2,850,000	98.45%	143	\$2,895,000	98.45%	\$1,194,100	
17	105 Fairfield Drive	Colonial	7	6	1	\$2,985,000	\$2,985,000	100.00%	1	\$2,985,000	100.00%	\$9,999	
AVERAGE					62	\$1,654,941	\$1,603,978	97.03%	73	\$1,727,176	92.64%	\$1,118,135	1.08

CURRENT "ACTIVE" LISTINGS IN SHORT HILLS

AS OF AUGUST 13, 2012

Number of Units: 95

Average List Price: \$2,323,237

Average List Price to Assessed Value Ratio: 1.17

Average Days on Market: 106

CURRENT "UNDER CONTRACT" LISTINGS IN SHORT HILLS

AS OF AUGUST 13, 2012

Number of Units: 27

Average List Price: \$1,418,370

Average List Price to Assessed Value Ratio: 1.10

Average Days on Market: 36

* ACTUAL DOM includes previous expired and withdrawn dates.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.

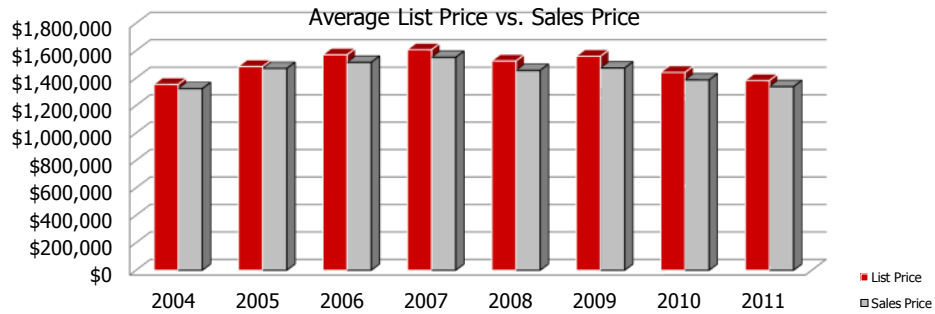
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Short Hills 2012 Year to Date Market Trends

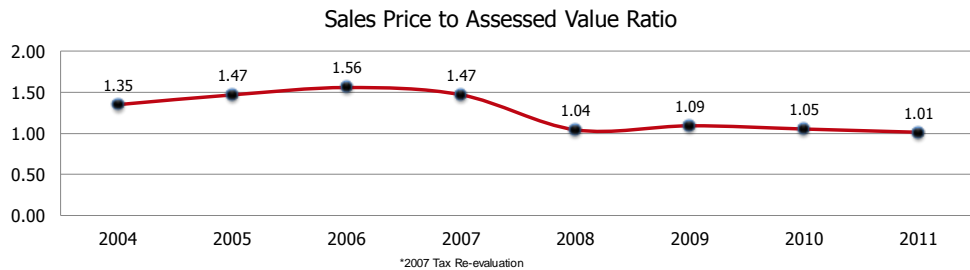
July 2011 YTD:
AVG YTD Sales Price: \$1,455,502
DOM: 52
#Units YTD: 93
SP:AV 1.02

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	42	47	63	89	43	52	62						58
Final List Price	\$1,501,667	\$1,468,667	\$1,454,000	\$1,183,235	\$1,414,389	\$1,324,191	\$1,654,941						\$1,399,810
Sales Price	\$1,458,898	\$1,379,283	\$1,403,096	\$1,124,249	\$1,367,221	\$1,280,740	\$1,603,978						\$1,348,974
Sales Price as a % of FLP	96.97%	96.54%	97.39%	96.80%	97.47%	97.77%	97.03%						97.31%
Actual DOM	83	47	163	148	94	117	73						111
Original List Price	\$1,599,333	\$1,535,333	\$1,632,955	\$1,313,000	\$1,499,167	\$1,401,908	\$1,727,176						\$1,497,957
Sales Price as a % of OLP	92.79%	94.48%	89.41%	87.87%	92.42%	93.18%	92.64%						91.78%
Sales Price to Assessed Value	1.17	1.00	0.98	0.97	1.01	1.05	1.08						1.03
# Units Sold	6	6	13	17	18	35	17						112

SHORT HILLS 2004 - 2011



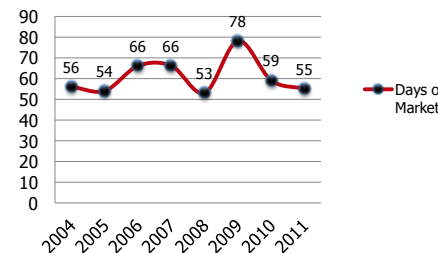
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423



SHORT HILLS 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

