

SHORT HILLS

May 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	3 Elmwood Pl	Colonial	3	2	10	\$799,000	\$795,000	99.50%	10	\$799,000	99.50%	\$825,500	0.96
2	20 Great Oak Dr	CapeCod	3	2	16	\$799,000	\$800,000	100.13%	16	\$799,000	100.13%	\$858,400	0.93
3	82 Oakview Ter	Colonial	5	2	21	\$955,000	\$925,000	96.86%	21	\$955,000	96.86%	\$953,300	0.97
4	25 Falmouth St	Cust/SplitL	4	3	7	\$915,000	\$935,000	102.19%	121	\$945,000	98.94%	\$889,800	1.05
5	8 Inverness Ct	SplitLev	4	3	20	\$999,000	\$999,000	100.00%	20	\$999,000	100.00%	\$805,200	1.24
6	72 Westview Rd	Split/Colo	4	3	20	\$1,099,000	\$1,040,000	94.63%	221	\$1,250,000	83.20%	\$1,161,000	0.90
7	51 Farmstead Rd	Ranch	4	3	3	\$1,195,000	\$1,125,000	94.14%	3	\$1,195,000	94.14%	\$1,086,900	1.04
8	18 Far Brook Dr	Contemp	4	3	49	\$1,249,000	\$1,170,000	93.67%	224	\$1,395,000	83.87%	\$1,253,900	0.93
9	60 Nottingham Rd	Tudor	3	3	95	\$1,399,000	\$1,237,485	88.45%	95	\$1,399,000	88.45%	\$1,604,700	0.77
10	25 Pine Terr East	Colonial	6	3	11	\$1,295,000	\$1,257,500	97.10%	11	\$1,295,000	97.10%	\$1,001,600	1.26
11	150 Parsonage Hill Rd	Colonial	6	5	38	\$1,350,000	\$1,300,000	96.30%	38	\$1,350,000	96.30%	\$1,458,900	0.89
12	26 Hawthorne Rd	Colonial	4	3	12	\$1,295,000	\$1,325,000	102.32%	56	\$1,395,000	94.98%	\$1,429,300	0.93
13	45 Martindale Rd	Colonial	5	4	9	\$1,295,000	\$1,451,000	112.05%	215	\$1,699,000	85.40%	\$1,253,700	1.16
14	15 Wells Ln	Colonial	4	3	42	\$1,700,000	\$1,725,000	101.47%	226	\$1,995,000	86.47%	\$2,072,200	0.83
15	9 Montview Ave	Colonial	5	4	177	\$1,850,000	\$1,750,000	94.59%	177	\$2,150,000	81.40%	\$2,071,500	0.84
16	10 Byron Rd	Colonial	6	5	32	\$2,295,000	\$2,200,000	95.86%	32	\$2,295,000	95.86%	\$0	
17	35 Robert Dr	Colonial	6	5	164	\$2,295,000	\$2,275,000	99.13%	164	\$2,395,000	94.99%	\$498,400	
18	85 -81 Farley Rd	Colonial	4	2	50	\$2,675,000	\$2,300,000	85.98%	50	\$2,675,000	85.98%	\$1,654,500	1.39
AVERAGE					43	\$1,414,389	\$1,367,221	97.47%	94	\$1,499,167	92.42%	\$1,159,933	1.01

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

AS OF MAY 11, 2012

Number of Units: 108

Average List Price: \$2,197,241

Average List Price to Assessed Value Ratio: 1.19

Average Days on Market: 75

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

AS OF MAY 11, 2012

Number of Units: 55

Average List Price: \$1,411,431

Average List Price to Assessed Value Ratio: 1.06

Average Days on Market: 55

* 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.

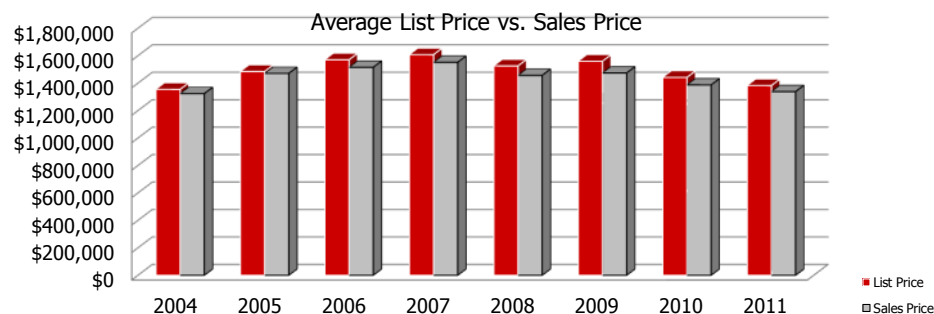
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Short Hills 2012 Year to Date Market Trends

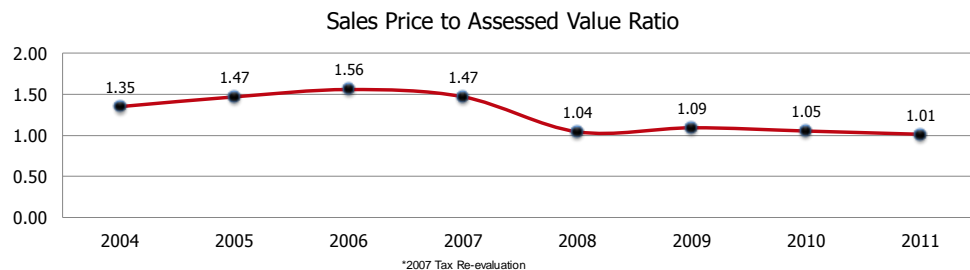
May 2011 YTD:
AVG YTD Sales Price: \$1,478,256
DOM: 62
#Units YTD: 43
SP:AV 1.02

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	42	47	63	89	43								61
Final List Price	\$1,501,667	\$1,468,667	\$1,454,000	\$1,183,235	\$1,414,389								\$1,371,633
Sales Price	\$1,458,898	\$1,379,283	\$1,403,096	\$1,124,249	\$1,367,221								\$1,316,526
Sales Price as a % of FLP	96.97%	96.54%	97.39%	96.80%	97.47%								97.12%
Actual DOM	83	47	163	148	94								119
Original List Price	\$1,599,333	\$1,535,333	\$1,632,955	\$1,313,000	\$1,499,167								\$1,489,040
Sales Price as a % of OLP	92.79%	94.48%	89.41%	87.87%	92.42%								90.72%
Sales Price to Assessed Value	1.17	1.00	0.98	0.97	1.01								1.01
# Units Sold	6	6	13	17	18								60

SHORT HILLS 2004 - 2011



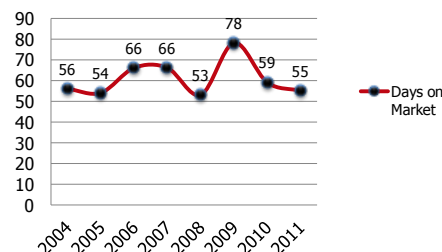
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423



SHORT HILLS 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

