

SHORT HILLS

March 2013 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	491 Old Short Hills Road	SeeRem	0	0	141	\$650,000	\$625,000	96.15%	141	\$650,000	96.15%	\$633,700	0.99
2	66 South Terrace	Colonial	3	2	110	\$899,000	\$925,000	102.89%	110	\$1,095,000	84.47%	\$884,900	1.05
3	20 Midhurst Road	Tudor	4	3	9	\$1,095,000	\$1,137,000	103.84%	9	\$1,095,000	103.84%	\$940,400	1.21
4	9 Coniston Road	Colonial	4	3	8	\$1,295,000	\$1,380,000	106.56%	8	\$1,295,000	106.56%	\$1,295,700	1.07
5	25 West Road	Colonial	5	4	99	\$1,299,000	\$1,250,000	96.23%	99	\$1,399,000	89.35%	\$1,386,600	0.90
6	10 Watchung Road	Colonial	6	7	743	\$1,599,999	\$1,400,000	87.50%	1180	\$1,900,000	73.68%	\$1,571,200	0.89
7	24 Kilmer Drive	Colonial	5	4	202	\$1,748,000	\$1,690,000	96.68%	296	\$1,995,000	84.71%	New Construction	
8	3 Barnsdale Road	Tudor	5	3	19	\$1,749,000	\$1,700,000	97.20%	48	\$1,725,000	98.55%	\$1,626,600	1.05
9	45 Joanna Way	RanchExp	5	3	55	\$1,795,000	\$1,750,000	97.49%	55	\$1,795,000	97.49%	\$1,267,700	1.38
10	44 Grosvenor Road	Tudor	6	4	563	\$1,975,000	\$1,914,000	96.91%	563	\$2,900,000	66.00%	\$2,244,400	0.85
11	25 Kenilworth Drive	Colonial	5	3	78	\$1,995,000	\$1,835,000	91.98%	86	\$2,395,000	76.62%	\$2,054,100	0.89
12	15 Fox Hill Lane	Colonial	7	6	1	\$2,000,000	\$2,000,000	100.00%	1	\$2,000,000	100.00%	New Construction	
13	9 Athens Road	Colonial	6	5	51	\$2,495,000	\$2,400,000	96.19%	288	\$2,699,000	88.92%	New Construction	
14	44 Dorison Drive	Colonial	7	7	26	\$2,649,000	\$2,475,000	93.43%	128	\$2,695,000	91.84%	\$2,700,000	0.92
AVERAGE					150	\$1,660,286	\$1,605,786	97.36%	215	\$1,831,286	89.87%		1.02

CURRENT *"ACTIVE"* LISTINGS IN SHORT HILLS

Number of Units: 82
 Average List Price: \$2,461,872
 Average List Price to Assessed Value Ratio: 1.16
 Average Days on Market: 80

CURRENT *"UNDER CONTRACT"* LISTINGS IN SHORT HILLS

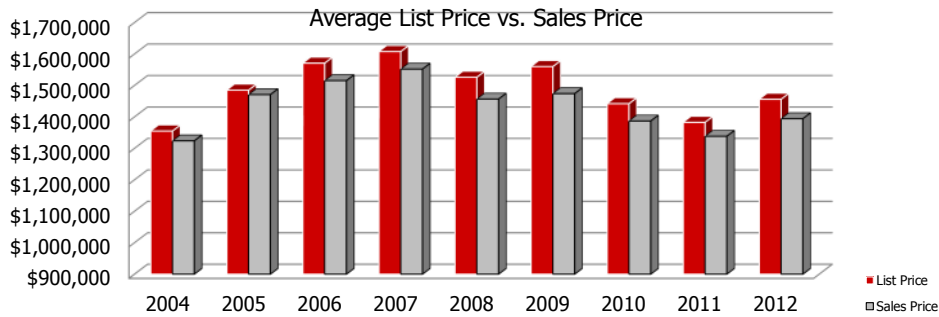
Number of Units: 62
 Average List Price: \$1,457,738
 Average List Price to Assessed Value Ratio: 1.13
 Average Days on Market: 57

Short Hills 2013 Year to Date Market Trends

March 2012 YTD
AVG YTD Sales Price: \$1,410,774
DOM: 54
#Units YTD: 25
SP:AV 1.03

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	50	101	150										110
Final List Price	\$1,810,222	\$1,738,000	\$1,660,286										\$1,721,154
Sales Price	\$1,680,444	\$1,655,833	\$1,605,786										\$1,637,404
Sales Price as a % of FLP	96.20%	96.18%	97.36%										96.82%
Actual DOM	152	101	215										180
Original List Price	\$1,984,000	\$1,898,000	\$1,831,286										\$1,891,846
Sales Price as a % of OLP	87.80%	87.77%	89.87%										88.91%
Sales Price to As-	0.97	0.97	1.02										0.99
# Units Sold	9	3	14										26

Short Hills 2004-2012

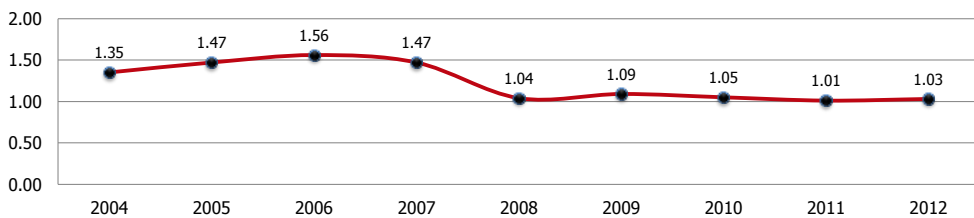


Short Hills 2004-2012

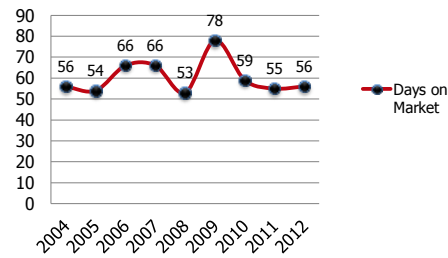


	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$1,355,028	\$1,485,027	\$1,570,733	\$1,607,645	\$1,525,852	\$1,559,944	\$1,442,002	\$1,382,708	\$1,456,009
SP	\$1,323,842	\$1,470,808	\$1,515,347	\$1,551,989	\$1,456,662	\$1,474,012	\$1,386,937	\$1,338,423	\$1,394,326

Sales Price to Assessed Value Ratio



2004-2012 Average Days on Market



2004-2012 Number of Units Sold

