

## Short Hills November 2008 Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	25 Twin Oak Rd	Colonial	\$1,825,000	\$1,675,000	\$1,684,600	11/5/2008	118	91.78%	0.99
2	168 Western Dr	RanchExp	\$1,399,000	\$1,360,000	\$1,195,300	11/7/2008	66	97.21%	1.14
3	270 White Oak Ridge Rd	RanchRas	\$799,000	\$769,000	\$700,000	11/14/2008	20	96.25%	1.10
4	172 Old Short Hills Road	Coloni/Tudor	\$1,195,000	\$1,180,000	\$958,400	11/26/2008	42	98.74%	1.23
<b>AVERAGES</b>			<b>\$1,304,500</b>	<b>\$1,246,000</b>			<b>62</b>	<b>96.00%</b>	<b>1.12</b>

**Average Days on Market** 62  
**Average List Price** \$1,304,500  
**Average Sales Price** \$1,246,00  
**% of List Price to Sales Price** 96.00%  
**Sales Price to Assessed Value** 1.12  
**# of Units for the Month** 4

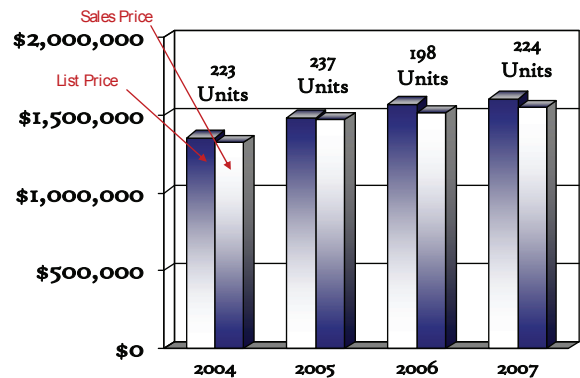
**FLASHBACK!!!!**  
**November 2007 YTD:**  
**AVG YTD Sales Price: \$1,559,512 -5.6%**  
**DOM: 66 -21.2%**  
**#Units YTD: 214 -16.9%**

## Short Hills 2008 Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$1,480,165	\$1,768,613	\$1,651,750	\$2,009,878	\$1,631,059	\$1,196,281	\$1,666,039	\$1,528,416	\$1,424,091	\$1,580,536	\$1,304,500		\$1,543,673
Average Sales Price	\$1,407,235	\$1,707,813	\$1,589,792	\$1,887,444	\$1,535,794	\$1,178,539	\$1,582,916	\$1,448,690	\$1,371,614	\$1,514,014	\$1,246,000		\$1,473,548
Days on Mar-	54	71	50	81	40	41	41	53	57	66	62		52
% of List Price to Sales Price	95.71%	94.02%	96.39%	96.77%	96.28%	98.51%	95.82%	96.52%	98.21%	95.92%	96.00%		96.53%
Sales Price to Assessed Value	1.10	1.10	1.00	1.16	1.00	1.06	1.06	1.06	0.93	1.10	1.12		1.06
# Units Sold	17	8	12	9	17	23	23	43	11	11	4		178

### Short Hills Market **Averages** 2004-2007

List Price & Sales Price and Sales Price to Assessed Value Ratio

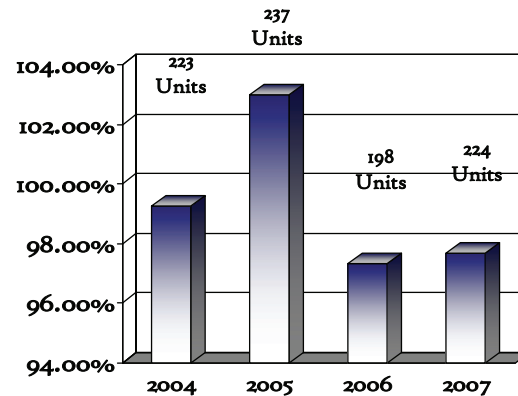


■ List Price \$1,355,028 \$1,485,027 \$1,570,733 \$1,607,645  
 ■ Sales Price \$1,323,842 \$1,470,808 \$1,515,347 \$1,551,989

Sales Price to Assessed Value	
2004	1.35
2005	1.47
2006	1.56
2007	1.41

### Short Hills Market **Average** 2004-2007

Percentage of List Price to Sales Price & Days on Market



■ % of LP:SP 99.25% 103.00% 97.33% 97.69%

Average Days on Market	
2004	56
2005	54
2006	66
2007	66

As reported by the Garden State Multiple Listing Service Information deemed reliable but not guaranteed.

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