

## MILLBURN - SHORT HILLS September 2006 Home Sales Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Short Hills or Millburn, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

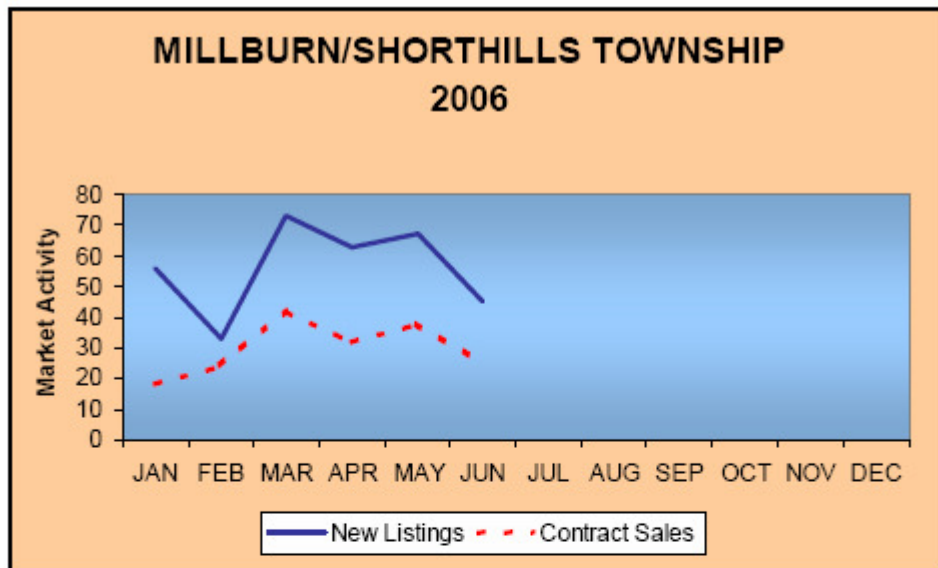
Address	List Price	Sale Price	DOM	BR	TBTH	Style
23 Norwood Terr.	\$469,000	\$465,000	17	3	1.2	Colonial
11 Oakdale Ave.	\$480,000	\$465,000	62	3	2.1	Colonial
104 Sagamore Rd.	\$689,900	\$656,910	108	2	2.1	Ranch
160 Myrtle Ave.	\$724,900	\$710,000	100	3	1.1	Colonial
24 Bailey Rd.	\$729,900	\$720,000	34	4	2.1	Tudor
20 Great Hills Terr.	\$849,000	\$772,000	133	3	3.1	Tudor
210 White Oak Ridge Rd.	\$859,000	\$835,000	24	4	2.1	Colonial
106 Short Hills Ave.	\$1,045,000	\$1,045,000	74	5	3.1	Colonial
38 Deer Path	\$1,050,000	\$1,045,000	136	4	2.1	Raised Ranch
64 Crescent Pl.	\$1,185,000	\$1,162,500	59	4	3.1	Colonial
10 Robert Dr.	\$1,595,000	\$1,580,000	79	5	5.1	Expanded Ranch
32 Windermere Terr.	\$1,895,000	\$1,895,000	9	5	3.2	Tudor
148 Western Dr.	\$1,925,000	\$1,925,000	4	5	3.2	Colonial
115 Forest Dr.	\$1,995,000	\$1,975,000	28	4	3.2	Colonial
204 Long Hill Dr.	\$2,655,000	\$2,400,000	98	5	4.1	Custom Home
253 long Hill Dr.	\$2,895,000	\$2,610,000	150	6	6.1	Colonial
104 Minnisink Rd.	\$3,695,000	\$3,470,000	212	7	8.2	Colonial

AVERAGE DAYS ON MARKET: 78  
 AVERAGE LISTING PRICE: \$1,720,872  
 AVERAGE SALE PRICE: \$1,395,377  
 % SALE PRICE / LIST PRICE: 96%

## MILLBURN-SHORT HILLS HOMESALE TRENDS September 2005 – September 2006

	Sept. 05	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$1,363,806	\$1,719,345	\$1,893,780	\$2,058,891	\$1,885,714	\$1,895,744	\$1,906,932
Average Sale Price	\$1,337,492	\$1,184,467	\$1,035,571	\$1,137,768	\$1,538,861	\$896,100	\$1,174,250
%Sale Price to List Price Ratio	91.67%	100.04%	100%	97%	94%	97%	96%
Days on Market	54	41	58	72	71	55	88
# of Active Listings	149	149	132	112	141	147	187

	Apr.	May	Jun.	Jul.	Aug.	Sept. 06
Average Listing Price	\$1,840,508	\$1,731,245	\$1,717,574	\$1,721,062	\$1,739,468	\$1,720,872
Average Sale Price	\$1,075,000	\$1,215,293	\$1,645,143	\$1,290,998	\$1,369,909	\$1,395,377
%Sale Price to List Price Ratio	95%	96%	98%	98%	97%	96%
Days On Market	69	69	55	41	45	78
# of Active Listings	187	211	209	202	173	182



#### MILLBURN/SHORTHILLS TOWNSHIP 2nd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	34.0	52.3	62.3	65.7	58.3
<i>Average # Of Sales/Monthly</i>	28.0	44.3	39.3	39.3	31.7
<i>Supply &amp; Demand Ratio</i>	82%	85%	63%	60%	54%
<i>Unsold Inventory</i>	70	103	110	115	162
<i>Projected Absorption (Months)</i>	3	2	3	3	5

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Cellular: (973) 464-9129  
 Office: (973) 376-0033 ext 101  
 Fax: (908) 273-2996  
 Certified Luxury Home Marketing Specialist (CLHMS)

  
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488 Springfield Avenue, Summit, NJ 07901