

## MILLBURN - SHORT HILLS August 2007 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.

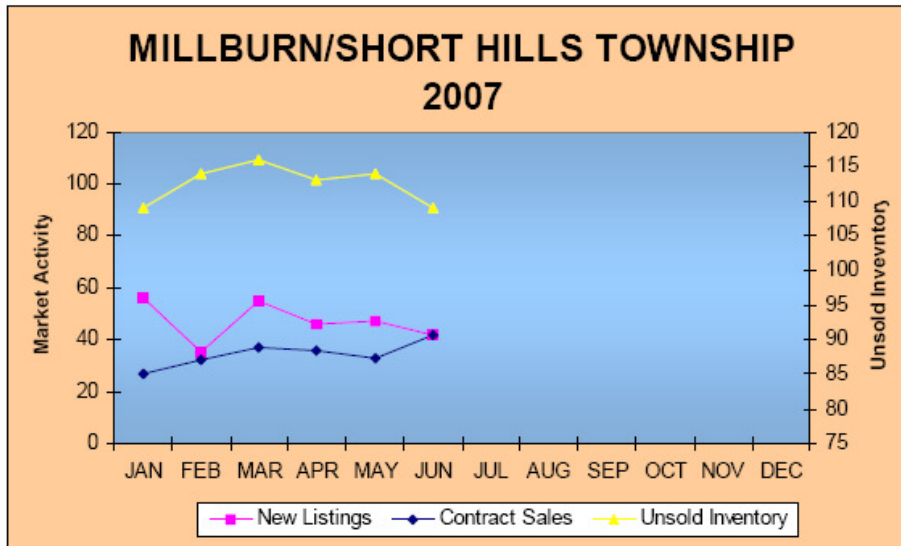
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
60A Lakeside Dr.	\$285,000	\$276,000	\$260,000	73	1	1	1 <sup>st</sup> Fl. Unit
66 Milton St.	\$425,000	\$425,000	\$415,000	40	3	1.1	Colonial
18 Norwood Terr.	\$449,900	\$449,900	\$425,000	21	4	2	Cape Cod
52 Chestnut St.	\$574,000	\$549,000	\$540,000	59	3	3	Cape Cod
862 Morris Tpke.	\$559,000	\$559,000	\$547,000	64	3	1.1	Colonial
13 S. Mountain Rd.	\$640,000	\$640,000	\$640,000	7	3	1.1	Colonial
29 S. Mountain Rd.	\$669,000	\$635,000	\$625,000	51	3	1.1	Colonial
16 Undercliff Rd.	\$675,000	\$675,000	\$658,000	22	3	1.1	Colonial
931 Ridgewood Rd.	\$689,000	\$679,000	\$651,200	81	3	1.1	Colonial
22 Bailey Rd.	\$689,000	\$689,000	\$685,000	17	4	2	Colonial
20 Parkview Dr.	\$695,000	\$695,000	\$695,000	33	3	2	Tudor
58 Meadowbrook Rd.	\$739,000	\$739,000	\$735,000	18	3	2.1	Colonial
15 Winding Way	\$788,888	\$788,888	\$772,250	17	3	2.1	Colonial
28 Great Hills Rd.	\$799,000	\$799,000	\$799,000	23	4	2.1	Custom Hm
32 Troy Dr.	\$895,000	\$895,000	\$895,000	11	3	3	Ranch
105 Wellington Ave.	\$931,000	\$931,000	\$931,000	12	5	2.2	Colonial
10 Great Hills Rd.	\$945,000	\$945,000	\$1,033,900	10	5	3	Colonial
83 Wellington Ave.	\$950,000	\$950,000	\$1,029,000	22	4	2.1	Tudor
104 Wellington Ave.	\$950,000	\$950,000	\$999,999	11	4	3.1	Colonial
36 Great Oak Dr.	\$1,199,000	\$1,050,000	\$1,029,000	74	5	4	Expanded Ranch
249 Long Hill Dr.	\$1,149,000	\$1,149,000	\$1,201,000	27	3	2.1	Ranch
38 Hickory Rd.	\$1,258,000	\$1,258,000	\$1,260,000	13	4	3.1	Colonial, Split Level
44 Nottingham Rd.	\$1,335,000	\$1,275,000	\$1,235,000	21	4	3.1	Tudor
10 Shelley Rd.	\$1,295,000	\$1,295,000	\$1,550,000	6	4	4.1	Split Level
132 Tennyson Dr.	\$1,395,000	\$1,395,000	\$1,415,000	10	4	2.1	Colonial
403 Long Hill Dr.	\$1,395,000	\$1,395,000	\$1,320,000	28	4	3.1	Expanded Ranch
19 Fenton Dr.	\$1,499,999	\$1,470,000	\$1,400,000	61	5	3.1	Colonial
12 Arlene Ct.	\$1,695,000	\$1,495,000	\$1,350,000	30	4	2.2	Colonial
328 Old Short Hills Rd.	\$1,499,000	\$1,499,000	\$1,455,000	77	5	4.1	Colonial
197 Parsonage Hill Rd.	\$1,500,000	\$1,500,000	\$1,325,000	47	4	3.1	Custom Hm, Split Level
17 Far Brook Dr.	\$1,600,000	\$1,600,000	\$1,550,000	9	4	5.2	Custom Hm
40 Briarwood Dr.	\$1,675,000	\$1,675,000	\$1,705,000	20	4	3.1	Colonial
112 Western Dr.	\$1,795,000	\$1,695,000	\$1,650,000	107	4	4.2	Colonial
47 Barnsdale Rd.	\$1,700,000	\$1,700,000	\$1,682,500	10	4	3.2	Colonial
276 Hobart Ave.	\$1,765,000	\$1,765,000	\$1,670,000	35	7	4.1	Tudor
6 N. Beechcroft Rd.	\$1,795,000	\$1,795,000	\$1,693,750	69	4	4.1	Colonial
24 West Rd.	\$1,795,000	\$1,795,000	\$1,750,000	20	4	3.2	Tudor
300 S. Forest Dr.	\$2,120,000	\$2,120,000	\$2,050,000	74	6	4	Colonial
105 Old Short Hills Rd.	\$2,150,000	\$2,150,000	\$1,975,000	51	6	4.1	Colonial
10 Fairfield Dr.	\$2,399,000	\$2,399,000	\$2,399,000	9	5	5.2	Colonial
42 Troy Dr.	\$2,595,000	\$2,595,000	\$2,505,000	21	6	6.1	Colonial
75 Hemlock Rd.	\$3,295,000	\$2,795,000	\$2,550,000	220	6	5.1	Colonial
23 Harvey Dr.	\$2,895,000	\$2,895,000	\$2,790,000	11	6	6.1	Colonial
91 Old Hollow Rd.	\$2,995,000	\$2,995,000	\$2,950,000	12	5	4.1	Colonial
30 Lake Rd.	\$5,900,000	\$4,995,000	\$4,650,000	353	7	7.3	Colonial
180 Highland Ave.	\$6,595,000	\$5,995,000	\$5,600,000	111	6	7.1	Colonial

AVERAGE DAYS ON MARKET: 46  
 AVERAGE LISTING PRICE: \$1,729,304  
 AVERAGE SALE PRICE: \$1,392,205  
 % SALE PRICE / LIST PRICE: 97%

## MILLBURN-SHORT HILLS HOMESALE TRENDS August 2006 – August 2007

	Aug. 06	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.
Average Listing Price	\$1,739,468	\$1,720,872	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475	\$2,007,029
Average Sale Price	\$1,369,909	\$1,395,377	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808	\$1,011,393
%Sale Price to List Price Ratio	97%	96%	97%	97%	96%	95%	97%
Days on Market	45	78	67	64	73	65	77
# of Active Listings	173	182	163	150	138	155	153

	Mar.	Apr.	May	Jun.	Jul.	Aug. 07
<b>Average Listing Price</b>	\$2,004,230	\$1,928,671	\$1,854,580	\$1,792,178	\$1,661,010	\$1,729,304
<b>Average Sale Price</b>	\$1,317,000	\$1,401,263	\$1,190,212	\$1,238,446	\$1,674,731	\$1,392,205
<b>%Sale Price to List Price Ratio</b>	96%	98%	97%	98%	96%	97%
<b>Days On Market</b>	90	43	60	66	63	46
<b># of Active Listings</b>	164	163	168	167	143	131



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

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	52.3	62.3	65.7	58.3	45.0
<i>Average # Of Sales/Monthly</i>	44.3	39.3	39.3	31.7	37.0
<i>Supply &amp; Demand Ratio</i>	85%	63%	60%	54%	82%
<i>Unsold Inventory</i>	103	110	115	162	109
<i>Projected Absorption (Months)</i>	2	3	3	5	3



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