

MILLBURN - SHORT HILLS February 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
14 South Terr.	\$679,000	\$679,000	\$637,500	0	3	2.2	Colonial
99 Mountainview Rd.	\$685,000	\$685,000	\$685,000	14	3	1.2	Colonial
230 Glen Ave.	\$719,000	\$698,000	\$665,000	129	3	3.1	Tudor
19 Midhurst Rd.	\$850,000	\$799,000	\$757,500	161	3	2.1	Colonial
2 Clive Hills Rd.	\$994,000	\$849,000	\$840,000	168	5	3	Raised Ranch
9 Burnside Dr.	\$869,000	\$869,000	\$837,500	29	4	2.1	Expanded Ranch
34 Exeter Rd.	\$875,000	\$875,000	\$843,000	56	4	2.1	Colonial
18 Inwood Pl.	\$985,000	\$950,000	\$950,000	44	5	2.1	Colonial
248 Long Hill Dr.	\$990,000	\$990,000	\$925,000	72	3	2.1	Raised Ranch
320 Hobart Ave.	\$1,289,000	\$1,175,000	\$1,148,000	191	4	3	Colonial, Cottage
30 Byron Rd.	\$1,195,000	\$1,195,000	\$1,151,000	13	4	2.1	Colonial
65 Winthrop Rd.	\$1,400,000	\$1,250,000	\$1,100,000	171	5	4.1	Colonial
2 Briarwood Dr.	\$1,725,000	\$1,725,000	\$1,725,000	8	6	3.2	Custom Home
25 Twin Oak Rd.	\$1,895,000	\$1,895,000	\$1,895,000	19	6	4.2	Colonial

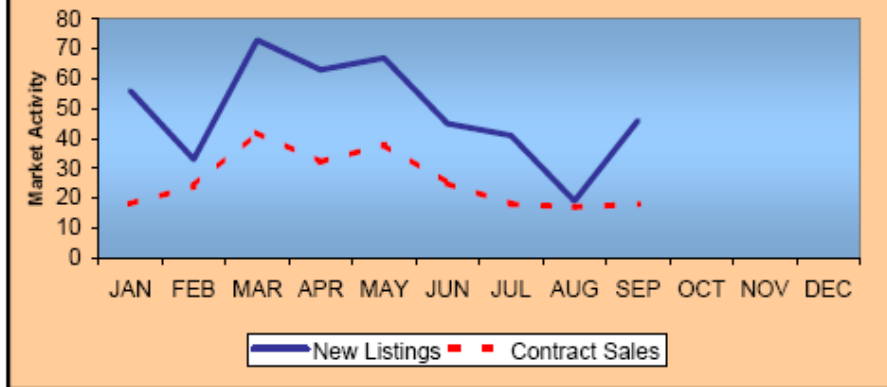
AVERAGE DAYS ON MARKET: 77
 AVERAGE LISTING PRICE: \$2,007,029
 AVERAGE SALE PRICE: \$1,011,393
 % SALE PRICE / LIST PRICE: 97%

MILLBURN-SHORT HILLS HOMESALE TRENDS February 2006 – February 2007

	Feb. 06	Mar.	Apr.	May	Jun.	Jul.	Aug.
Average Listing Price	\$1,895,744	\$1,906,932	\$1,840,508	\$1,731,245	\$1,717,574	\$1,721,062	\$1,739,468
Average Sale Price	\$896,100	\$1,174,250	\$1,075,000	\$1,215,293	\$1,645,143	\$1,290,998	\$1,369,909
%Sale Price to List Price Ratio	97%	96%	95%	96%	98%	98%	97%
Days on Market	55	88	69	69	55	41	45
# of Active Listings	147	187	187	211	209	202	173

	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. 07
Average Listing Price	\$1,720,872	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475	\$2,007,029
Average Sale Price	\$1,395,377	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808	\$1,011,393
%Sale Price to List Price Ratio	96%	97%	97%	96%	95%	97%
Days On Market	78	67	64	73	65	77
# of Active Listings	182	163	150	138	155	153

MILLBURN/SHORTHILLS TOWNSHIP 2006



MILLBURN/SHORTHILLS TOWNSHIP 3rd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	36.7	25.0	28.0	39.0	35.3
<i>Average # Of Sales/Monthly</i>	16.7	23.3	22.0	27.0	17.7
<i>Supply & Demand Ratio</i>	45%	93%	79%	69%	50%
<i>Unsold Inventory</i>	90	83	97	108	126
<i>Projected Absorption (Months)</i>	5	4	4	4	7

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