

## MILLBURN - SHORT HILLS January 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	List Price	Sale Price	DOM	BR	TBTH	Style
751 Ridgewood Rd.	\$499,000	\$450,000	50	3	2	Victorian
49 Pine St.	\$650,000	\$660,000	16	4	1.1	Colonial
89 Elm St.	\$679,000	\$650,000	57	3	2	Colonial
109 Sagamore Rd.	\$899,900	\$872,500	54	6	5	Custom Home
35 Sparta Rd.	\$950,000	\$885,000	28	3	3.2	Ranch
7 N. Beechcroft Rd.	\$1,275,000	\$1,240,000	153	4	3.1	Colonial
25 Sherwood Rd.	\$1,275,000	\$1,200,000	61	5	3.1	Expanded Ranch
20 Hawthorne Rd.	\$1,295,000	\$1,260,000	36	4	2.1	Tudor
91 Highland Ave.	\$1,759,000	\$1,715,000	43	6	4.1	Colonial
77 Fairview Dr.	\$1,850,000	\$1,735,000	189	5	5.2	Colonial
37 Hillside Ave.	\$1,895,000	\$1,800,000	20	6	4.1	Colonial
14 Alexander Ln.	\$2,595,000	\$2,500,000	35	6	6.1	Colonial
89 Tennyson Dr.	\$2,675,000	\$2,450,000	35	6	6.1	Colonial

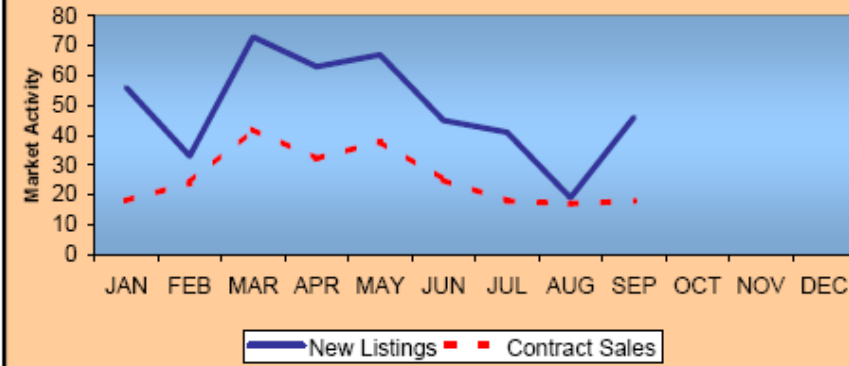
AVERAGE DAYS ON MARKET: 65  
 AVERAGE LISTING PRICE: \$2,112,475  
 AVERAGE SALE PRICE: \$1,339,808  
 % SALE PRICE / LIST PRICE: 95%

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

	Jan. 06	Feb.	Mar.	Apr.	May	Jun.	Jul.
Average Listing Price	\$1,885,714	\$1,895,744	\$1,906,932	\$1,840,508	\$1,731,245	\$1,717,574	\$1,721,062
Average Sale Price	\$1,538,861	\$896,100	\$1,174,250	\$1,075,000	\$1,215,293	\$1,645,143	\$1,290,998
%Sale Price to List Price Ratio	94%	97%	96%	95%	96%	98%	98%
Days on Market	71	55	88	69	69	55	41
# of Active Listings	141	147	187	187	211	209	202

	Aug.	Sept.	Oct.	Nov.	Dec.	Jan. 07
Average Listing Price	\$1,739,468	\$1,720,872	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475
Average Sale Price	\$1,369,909	\$1,395,377	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808
%Sale Price to List Price Ratio	97%	96%	97%	97%	96%	95%
Days On Market	45	78	67	64	73	65
# of Active Listings	173	182	163	150	138	155

## 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 &amp; 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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