

## MILLBURN - SHORT HILLS July 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.

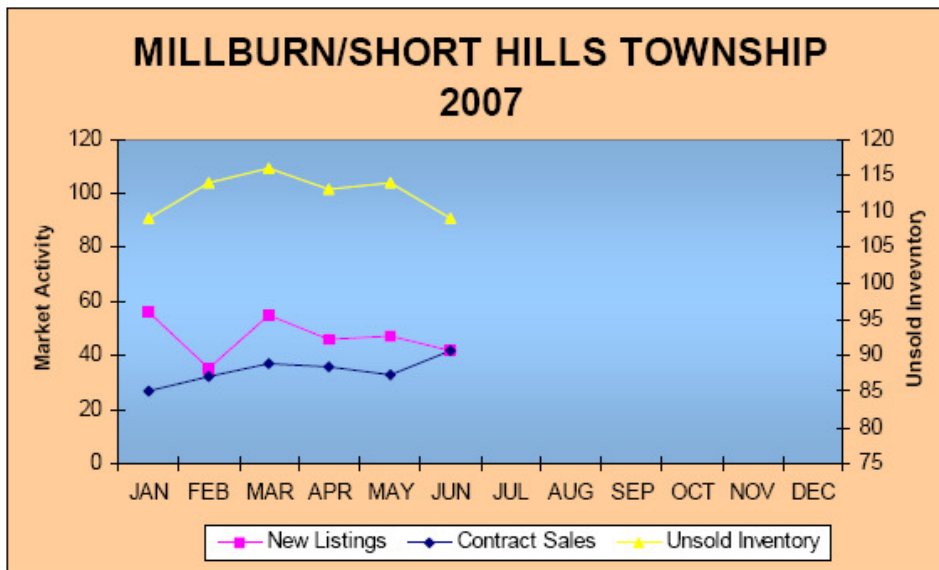
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
48 Spring St.	\$485,000	\$485,000	\$450,000	31	3	1	Colonial
90 Mountain Ave.	\$535,000	\$535,000	\$535,000	50	2	1.1	Colonial, Victorian
1 Duncan St.	\$569,000	\$539,000	\$525,000	32	4	2	Cape Cod
131 Greenwood Dr.	\$549,900	\$549,900	\$580,000	11	3	1.2	Colonial
128 Myrtle Ave.	\$559,000	\$549,000	\$540,000	30	3	1.1	Colonial
117 Cypress St.	\$685,000	\$619,000	\$600,000	98	3	2	Colonial
894 Ridgewood Rd.	\$650,000	\$650,000	\$652,000	22	3	1.1	Colonial
35 Exeter Rd.	\$689,000	\$689,000	\$675,000	16	3	1.1	Colonial
62 Meadowbrook Rd.	\$775,000	\$789,000	\$789,000	14	4	1.1	Colonial
22 Andover Dr.	\$829,000	\$829,000	\$805,000	35	4	2.1	Split Level
33 Undercliff Rd.	\$899,000	\$899,000	\$915,000	17	4	2.1	Colonial
12 Browning Rd.	\$975,000	\$975,000	\$999,000	13	4	3.1	Split Level
65 Kean Rd.	\$1,045,000	\$1,045,000	\$1,045,000	24	3	2.1	Split Level
201 White Oak Ridge	\$1,195,000	\$1,124,900	\$1,030,000	32	5	3.1	Custom Hm, Split Lvl
11 Richard Dr.	\$1,299,000	\$1,265,000	\$1,250,000	44	5	3.1	Split Level
347 Long Hill Dr.	\$1,349,000	\$1,349,000	\$1,275,000	11	4	2.1	Raised Ranch
241 Long Hill Dr.	\$1,350,000	\$1,350,000	\$1,350,000	15	5	3.1	Expanded Ranch
35 Great Oak Dr.	\$1,550,000	\$1,395,000	\$1,350,000	61	5	4	Cape Cod
15 Tulip Ln.	\$1,399,000	\$1,399,000	\$1,506,000	4	4	2.3	Colonial
18 Kilmer Dr.	\$1,789,000	\$1,499,000	\$1,400,000	148	4	2.1	Colonial
1 Fielding Rd.	\$1,550,000	\$1,500,000	\$1,510,000	46	5	4	Colonial
41 Exeter Rd.	\$1,649,000	\$1,595,000	\$1,560,000	238	4	3.1	Colonial, Custom Hm
157 Western Dr.	\$1,595,000	\$1,595,000	\$1,500,000	17	5	3.1	Expanded Ranch
115 Lake Rd.	\$1,695,000	\$1,695,000	\$1,625,000	13	5	3.2	Colonial
83 Slope Dr.	\$1,699,000	\$1,699,000	\$1,705,000	20	6	4.2	Custom Home
26 Barberry Ln.	\$2,100,000	\$2,100,000	\$2,100,000	151	6	4.1	Colonial
27 Tall Pine Ln.	\$2,199,000	\$2,199,000	\$2,562,500	12	5	3.2	Colonial, Tudor
63 Taylor Rd.	\$2,825,000	\$2,495,000	\$2,361,800	181	5	4.2	Colonial
69 Falmouth St.	\$2,495,000	\$2,495,000	\$2,495,000	4	7	4.2	Colonial
141 Mohawk Rd.	\$2,495,000	\$2,495,000	\$2,300,000	12	6	6.1	Colonial
50 Hickory Rd.	\$3,900,000	\$3,599,000	\$3,340,000	173	5	5.1	Colonial
49 Woodfield Dr.	\$3,695,000	\$3,795,000	\$3,775,000	349	5	5.2	Colonial
1 Park Pl.	\$3,800,000	\$3,800,000	\$3,400,000	126	8	6.2	Victorian
9 Bishops Ln.	\$3,999,000	\$3,999,000	\$3,285,000	20	5	4.2	Colonial
115 Woodfield Dr.	\$4,595,000	\$4,375,000	\$4,000,000	182	6	7.1	Colonial
282 Hartshorn Dr.	\$4,825,000	\$4,825,000	\$4,500,000	1	7	8.2	Colonial

AVERAGE DAYS ON MARKET: 63  
 AVERAGE LISTING PRICE: \$1,661,010  
 AVERAGE SALE PRICE: \$1,674,731  
 % SALE PRICE / LIST PRICE: 96%

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

	Jul. 06	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Average Listing Price	\$1,721,062	\$1,739,468	\$1,720,872	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475
Average Sale Price	\$1,290,998	\$1,369,909	\$1,395,377	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808
%Sale Price to List Price Ratio	98%	97%	96%	97%	97%	96%	95%
Days on Market	41	45	78	67	64	73	65
# of Active Listings	202	173	182	163	150	138	155

	Feb.	Mar.	Apr.	May	Jun.	Jul. 07
Average Listing Price	\$2,007,029	\$2,004,230	\$1,928,671	\$1,854,580	\$1,792,178	\$1,661,010
Average Sale Price	\$1,011,393	\$1,317,000	\$1,401,263	\$1,190,212	\$1,238,446	\$1,674,731
%Sale Price to List Price Ratio	97%	96%	98%	97%	98%	96%
Days On Market	77	90	43	60	66	63
# of Active Listings	153	164	163	168	167	143



#### 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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