

## MILLBURN - SHORT HILLS March 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.

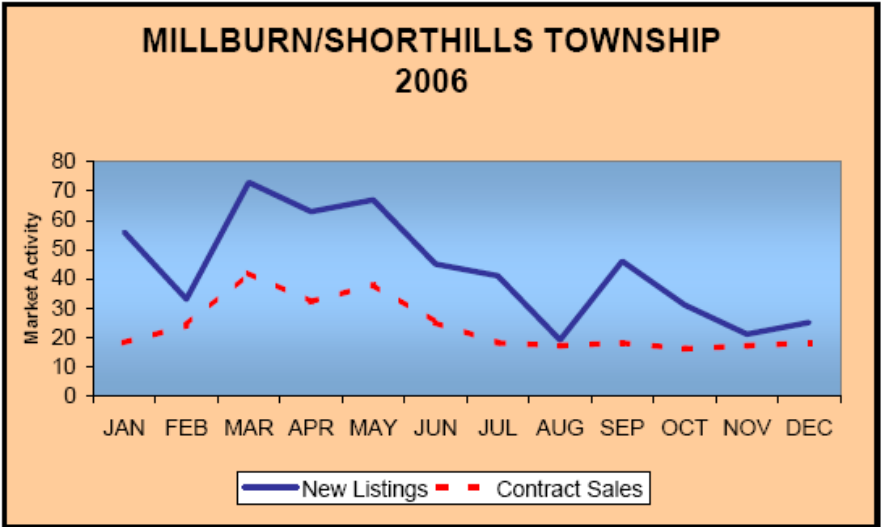
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
176 Millburn Ave. #25	\$245,000	\$235,000	\$217,500	121	1	1	One Fl. Unit
52A Lakeside Dr.	\$269,000	\$269,000	\$260,000	30	1	1	1 <sup>st</sup> Fl. Unit
32A Lakeside Dr.	\$272,000	\$272,000	\$275,000	25	1	1	1 <sup>st</sup> Fl. Unit
114 Myrtle Ave.	\$525,000	\$450,000	\$450,000	75	2	2.1	Colonial
115 Short Hills Ave.	\$689,000	\$599,000	\$599,000	82	3	2	Tudor
46 South Terr.	\$739,000	\$739,000	\$715,000	34	3	2.1	Colonial
56 Elmwood Pl.	\$774,000	\$749,000	\$740,000	52	4	2	Colonial
47 Silver Spring Rd.	\$769,000	\$769,000	\$740,000	27	3	2.1	Cape Cod
217 White Oak Ridge Rd.	\$789,000	\$789,000	\$789,000	14	3	2.1	Colonial
51 Byron Rd.	\$1,095,000	\$960,000	\$935,000	144	4	4	Split Level
179 Western Dr.	\$1,125,000	\$1,125,000	\$985,000	72	4	3.1	Expanded Ranch
40 Hawthorne Rd.	\$1,295,000	\$1,195,000	\$1,200,000	20	4	2.2	Tudor
25 Farley Rd.	\$1,289,000	\$1,289,000	\$1,200,000	112	4	3.1	Colonial
14 Dominick Ct.	\$1,349,800	\$1,349,800	\$1,225,000	179	4	4.1	Ranch
25 Far Brook Dr.	\$1,549,000	\$1,549,000	\$1,510,000	8	4	3.1	Colonial
50 Nottingham Rd.	\$1,595,000	\$1,595,000	\$1,625,000	34	5	3.2	Colonial
55 Lakeview Ave.	\$1,745,000	\$1,625,000	\$1,589,000	106	6	3.2	Colonial
314 Hobart	\$1,810,000	\$1,810,000	\$1,700,000	42	5	3.1	Custom Home
22 Holly Dr.	\$2,750,000	\$2,750,000	\$2,700,000	313	5	5.1	Colonial
35 Lake Rd.	\$3,495,000	\$2,800,000	\$2,620,000	243	8	4.2	Colonial
63 Addison Dr.	\$2,895,000	\$2,895,000	\$2,800,000	9	7	6.1	Colonial
15 Addison Dr.	\$3,150,000	\$3,150,000	\$3,000,000	265	6	5.2	Colonial

AVERAGE DAYS ON MARKET:	90
AVERAGE LISTING PRICE:	\$2,004,230
AVERAGE SALE PRICE:	\$1,317,000
% SALE PRICE / LIST PRICE:	96%

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

	Mar. 06	Apr.	May	Jun.	Jul.	Aug.	Sept.
Average Listing Price	\$1,906,932	\$1,840,508	\$1,731,245	\$1,717,574	\$1,721,062	\$1,739,468	\$1,720,872
Average Sale Price	\$1,174,250	\$1,075,000	\$1,215,293	\$1,645,143	\$1,290,998	\$1,369,909	\$1,395,377
%Sale Price to List Price Ratio	96%	95%	96%	98%	98%	97%	96%
Days on Market	88	69	69	55	41	45	78
# of Active Listings	187	187	211	209	202	173	182

	Oct.	Nov.	Dec.	Jan.	Feb.	Mar. 07
Average Listing Price	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475	\$2,007,029	\$2,004,230
Average Sale Price	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808	\$1,011,393	\$1,317,000
%Sale Price to List Price Ratio	97%	97%	96%	95%	97%	96%
Days On Market	67	64	73	65	77	90
# of Active Listings	163	150	138	155	153	164



**MILLBURN/SHORTHILLS TOWNSHIP 4th Quarter At-A-Glance**

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	30.0	21.7	22.3	21.7	25.7
<i>Average # Of Sales/Monthly</i>	21.7	18.0	23.0	16.3	17.0
<i>Supply &amp; Demand Ratio</i>	72%	83%	103%	75%	66%
<i>Unsold Inventory</i>	77	74	64	99	105
<i>Projected Absorption (Months)</i>	4	4	3	6	6



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