

MILLBURN - SHORT HILLS September 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.

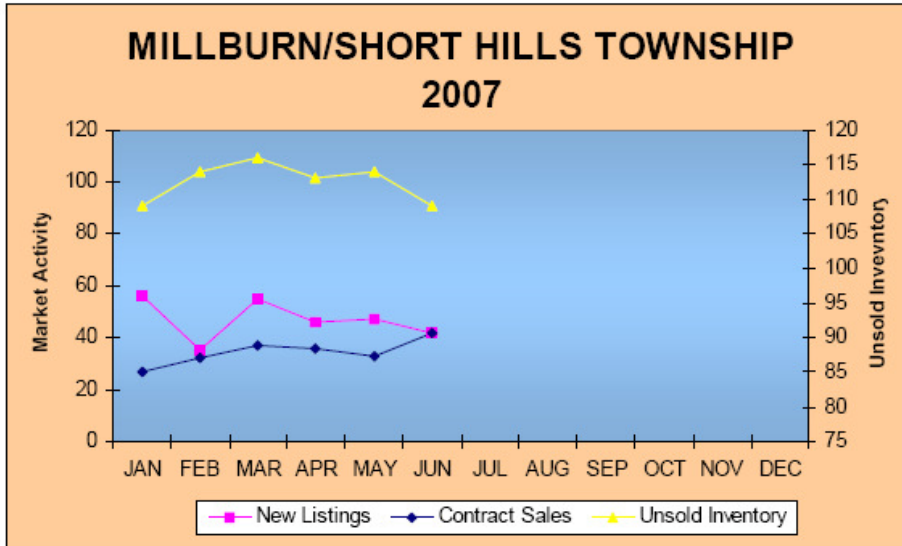
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
115 Greenwood Dr.	\$595,000	\$549,000	\$525,000	89	2	1.1	Cape Cod
42 Cypress St.	\$619,000	\$619,000	\$615,000	11	3	3.1	Colonial
7 S. Mountain Rd.	\$648,000	\$619,000	\$619,000	28	3	3	Colonial
9 Meadowbrook Rd.	\$669,000	\$669,000	\$669,000	14	3	2	Cape Cod
24 South Terr.	\$729,000	\$729,000	\$715,000	25	6	3.2	Colonial
36 Exeter Rd.	\$849,000	\$799,000	\$800,000	86	3	2.1	Colonial
50 Mountain Ave.	\$800,000	\$800,000	\$835,000	51	4	2.1	Colonial
6 1/2 Brantwood Terr.	\$839,000	\$839,000	\$830,000	13	3	2.2	Cape Cod
155 Millburn Ave.	\$1,150,000	\$950,000	\$875,000	368	5	2.1	Colonial
57 Woodland Rd.	\$950,000	\$950,000	\$1,300,000	7	4	4.1	Colonial
40 Rippling Brook Dr.	\$995,000	\$995,000	\$995,000	23	3	3	Ranch
58 Winthrop Rd.	\$1,075,000	\$1,075,000	\$1,160,000	9	3	3.1	Split Level
2 Gap View Rd.	\$1,095,000	\$1,095,000	\$1,350,000	10	3	3	Colonial
69 Lawrence Dr.	\$1,100,000	\$1,100,000	\$950,000	105	4	3.1	Ranch
146 Tennyson Dr.	\$1,249,500	\$1,195,000	\$1,150,000	20	4	2.2	Colonial
24 Wells Ln.	\$1,350,000	\$1,350,000	\$1,532,000	9	5	3.2	Colonial
330 White Oak Ridge Rd.	\$2,100,000	\$2,100,000	\$1,975,000	24	5	4.1	Colonial
43 Park Pl.	\$2,495,000	\$2,350,000	\$2,100,000	150	4	5.1	Colonial
79 Minnisink Rd.	\$2,500,000	\$2,500,000	\$2,450,000	74	5	4	Carriage House
10 Delbarton Dr.	\$2,895,000	\$2,745,000	\$2,300,000	123	5	8.1	Colonial
10 Far Brook Dr.	\$3,450,000	\$3,450,000	\$3,400,000	0	6	4.2	Colonial

AVERAGE DAYS ON MARKET: 56
 AVERAGE LISTING PRICE: \$1,622,101
 AVERAGE SALE PRICE: \$1,242,250
 % SALE PRICE / LIST PRICE: 100%

MILLBURN-SHORT HILLS HOMESALE TRENDS Sept. 2006 – Sept. 2007

	Sep. 06	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$1,720,872	\$1,704,322	\$1,948,964	\$2,111,788	\$2,112,475	\$2,007,029	\$2,004,230
Average Sale Price	\$1,395,377	\$1,044,881	\$1,429,213	\$1,014,933	\$1,339,808	\$1,011,393	\$1,317,000
%Sale Price to List Price Ratio	96%	97%	97%	96%	95%	97%	96%
Days on Market	78	67	64	73	65	77	90
# of Active Listings	182	163	150	138	155	153	164
# of Closed Listings	17	21	12	15	15	15	22

	Apr.	May	Jun.	Jul.	Aug.	Sep. 07
Average Listing Price	\$1,928,671	\$1,854,580	\$1,792,178	\$1,661,010	\$1,729,304	\$1,622,101
Average Sale Price	\$1,401,263	\$1,190,212	\$1,238,446	\$1,674,731	\$1,392,205	\$1,242,250
%Sale Price to List Price Ratio	98%	97%	98%	96%	97%	100%
Days On Market	43	60	66	63	46	56
# of Active Listings	163	168	167	143	131	150
# of Closed Listings	20	38	47	36	42	20



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 & 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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