

MILLBURN - SHORT HILLS February 2008 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
72-A Lakeside Dr.	\$245,000	\$229,000	\$221,450	114	1	1	1 st Fl. Unit
15 Locust Ave.	\$519,000	\$499,000	\$490,000	90	3	2.1	Cape Cod
27 Oak Hill Rd.	\$715,000	\$599,900	\$545,000	121	3	2.1	Colonial
11 Winding Way	\$795,000	\$765,000	\$740,000	77	3	2.1	Colonial
58 Wellington Ave.	\$795,000	\$795,000	\$600,000	47	4	2.1	Colonial
14 Spenser Dr.	\$1,595,000	\$1,595,000	\$1,635,000	35	4	4.2	Colonial
32 Great Hills Ter.	\$1,849,000	\$1,799,000	\$1,517,500	143	7	5.2	Colonial
10 Adams Ave.	\$2,650,000	\$2,650,000	\$2,950,000	11	5	4.2	Colonial
66 Windermere Terr.	\$2,950,000	\$2,950,000	\$2,850,000	37	5	4.1	Colonial
11 Mohawk Rd.	\$3,250,000	\$2,995,000	\$2,825,000	93	7	5.2	Colonial

AVERAGE DAYS ON MARKET: 72
 AVERAGE LISTING PRICE: \$1,760,174
 AVERAGE SALE PRICE: \$1,536,550
 % SALE PRICE / LIST PRICE: 97 %

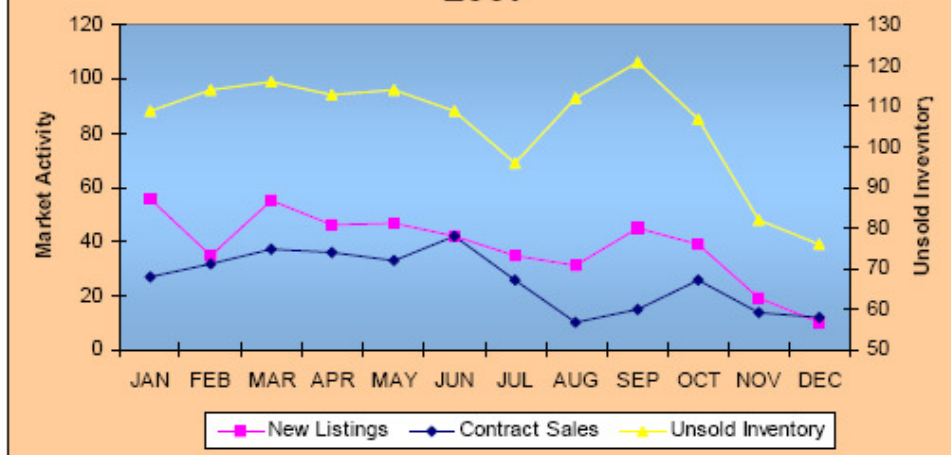
MILLBURN-SHORT HILLS HOMESALE TRENDS February 2007 – February 2008

	Feb. 07	Mar.	Apr.	May	Jun.	Jul.	Aug.
Average Listing Price	\$2,007,029	\$2,004,230	\$1,928,671	\$1,854,580	\$1,792,178	\$1,661,010	\$1,729,304
Average Sale Price	\$1,011,393	\$1,317,000	\$1,401,263	\$1,190,212	\$1,238,446	\$1,674,731	\$1,392,205
%Sale Price to List Price Ratio	97%	96%	98%	97%	98%	96%	97%
Days on Market	77	90	43	60	66	63	46
# of Active Listings	153	164	163	168	167	143	131
# of Closed Listings	15	22	20	38	47	36	42

	Sept.	Oct.	Nov.	Dec.	Jan.	Feb. 08
Average Listing Price	\$1,622,101	\$1,646,459	\$1,638,385	\$1,783,695	\$1,766,304	\$1,760,174
Average Sale Price	\$1,242,250	\$950,712	\$1,132,429	\$,059,956	\$1,230,206	\$1,536,550
%Sale Price to List Price Ratio	100%	96%	93%	97%	97%	97%
Days On Market	56	55	78	66	41	72
# of Active Listings	150	153	130	107	116	131
# of Closed Listings	20	13	14	17	20	10

Feb. 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$219,633	\$239,000	\$209,900	\$221,450	114	97%
2	\$395,900	\$350,000	\$329,000	\$0	0	0%
3	\$771,144	\$779,000	\$718,317	\$615,000	84	97%
4	\$1,041,150	\$1,152,492	\$995,286	\$1,117,500	41	94%
5	\$2,842,123	\$2,406,286	\$2,400,083	\$2,535,625	71	98%
TOWN	\$1,760,174	\$1,687,754	\$1,504,326	\$1,536,550	72	97%

MILLBURN/SHORT HILLS TOWNSHIP 2007



MILLBURN/SHORT HILLS TOWNSHIP 4th Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	21.7	22.3	21.7	25.7	22.7
<i>Average # Of Sales/Monthly</i>	18.0	23.0	16.3	17.0	17.3
<i>Supply & Demand Ratio</i>	83%	103%	75%	66%	76%
<i>Unsold Inventory</i>	74	64	99	105	76
<i>Projected Absorption (Months)</i>	4	3	6	6	4



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