

## THE MENDHAMS June 2009 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 Mendham, 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     |
|---------------------|---------------------|------------------------|-------------|-----|----|------|-----------|
| <b>MENDHAM BORO</b> |                     |                        |             |     |    |      |           |
| 7 Hillcrest Avenue  | \$349,000           | \$329,000              | \$325,000   | 44  | 3  | 1    | Ranch     |
| 19 Hampshire Drive  | \$450,000           | \$450,000              | \$450,000   | 16  | 3  | 3    | TwndEndUn |
| 3 Orchard St.       | \$499,999           | \$499,999              | \$500,000   | 8   | 4  | 3    | Colonial  |
| 164 Talmage Road    | \$719,000           | \$719,000              | \$680,000   | 21  | 4  | 2.1  | Colonial  |
| 27 Phoenix Dr       | \$749,000           | \$729,000              | \$655,000   | 131 | 4  | 2.1  | Colonial  |
| <b>MENDHAM TWP</b>  |                     |                        |             |     |    |      |           |
| 24 Glengary Dr      | \$899,900           | \$875,000              | \$830,000   | 79  | 4  | 3.1  | Custom    |
| 1 North Gate Road   | \$999,999           | \$917,100              | \$880,000   | 132 | 4  | 3.1  | Colonial  |
| 24 Devonshire Lane  | \$999,900           | \$999,900              | \$980,000   | 82  | 4  | 2.1  | Colonial  |
| 35 Brookrace Dr     | \$1,499,000         | \$1,399,000            | \$1,270,000 | 97  | 6  | 5.2  | Colonial  |
| 2 Connet Ln         | \$1,600,000         | \$1,600,000            | \$1,480,000 | 29  | 5  | 4.1  | Colonial  |
| 23 Kennady Rd       | \$2,900,000         | \$2,900,000            | \$2,860,000 | 243 | 5  | 5.2  | Colonial  |

AVERAGE DAYS ON MARKET:74 AVERAGE LISTING PRICE:\$1,025,500

AVERAGE SALE PRICE: \$1,383,679 % SALE PRICE / LIST PRICE 97%

## MENDHAM HOME SALE TRENDS June 2008 thru June 2009

|                        | June 2008   | July        | Aug         | Sept.       | Oct.        | Nov.        |
|------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ave List Price         | \$1,587,211 | \$1,587,621 | \$1,542,818 | \$1,490,660 | \$1,542,880 | \$1,470,015 |
| Ave Sale Price         | \$824,965   | \$936,000   | \$1,392,088 | \$709,714   | \$980,667   | \$567,500   |
| %Sale-List Price Ratio | 96%         | 88%         | 95%         | 91%         | 95%         | 93%         |
| Days on Market         | 62          | 103         | 91          | 164         | 115         | 108         |
| #Active Listings       | 181         | 165         | 164         | 163         | 150         | 143         |
| #Closed Listings       | 18          | 11          | 19          | 7           | 7           | 2           |

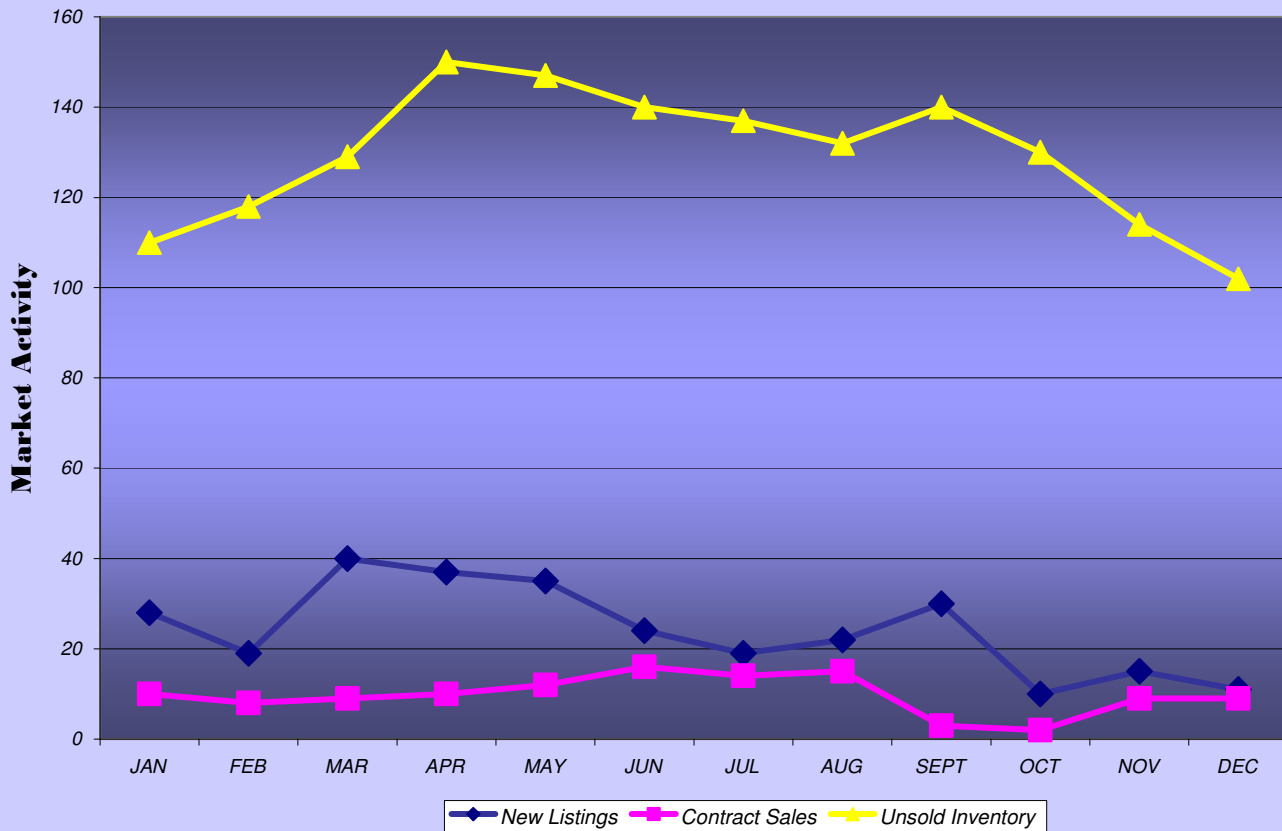
|                        | Dec.        | Jan.        | Feb.        | Mar.        | April       | May         | June 2009   |
|------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ave List Price         | \$1,480,316 | \$1,675,387 | \$1,565,461 | \$1,603,422 | \$1,527,130 | \$1,405,265 | \$1,383,679 |
| Ave Sale Price         | \$926,667   | \$807,916   | \$1,454,500 | \$460,300   | \$1,007,940 | \$571,313   | \$1,025,500 |
| %Sale-List Price Ratio | 88%         | 96%         | 92%         | 91%         | 94%         | 93%         | 97%         |
| Days On Market         | 121         | 222         | 45          | 83          | 271         | 126         | 74          |
| #Active Listings       | 128         | 124         | 132         | 145         | 176         | 177         | 183         |
| #Closed Listings       | 4           | 5           | 6           | 7           | 5           | 10          | 11          |

| <b>MENDHAM BORO</b> | <b>Active Listings</b> | <b>New Listings</b> | <b>Under Contract</b> | <b>Sold Listings</b> | <b>Average DOM</b> | <b>SP/LP</b> |
|---------------------|------------------------|---------------------|-----------------------|----------------------|--------------------|--------------|
| <b># Beds</b>       | <b>Avg LP</b>          | <b>Avg LP</b>       | <b>Avg LP</b>         | <b>Avg LP</b>        |                    |              |
| 1                   | \$0                    | \$0                 | \$0                   | \$0                  | 0                  | 0%           |
| 2                   | \$392,280              | \$406,225           | \$0                   | \$0                  | 0                  | 0%           |
| 3                   | \$616,525              | \$475,000           | \$449,875             | \$387,500            | 30                 | 99%          |
| 4                   | \$899,760              | \$950,488           | \$1,230,000           | \$590,000            | 15                 | 97%          |
| 5                   | \$2,307,147            | \$2,213,333         | \$2,695,000           | \$0                  | 0                  | 0%           |
| <b>TOWN</b>         | <b>\$1,137,580</b>     | <b>\$1,021,488</b>  | <b>\$1,344,146</b>    | <b>\$488,750</b>     | <b>22</b>          | <b>98%</b>   |

| <b>MENDHAM TWP</b> | <b>Active Listings</b> | <b>New Listings</b> | <b>Under Contract</b> | <b>Sold Listings</b> | <b>Average DOM</b> | <b>SP/LP</b> |
|--------------------|------------------------|---------------------|-----------------------|----------------------|--------------------|--------------|
| <b># Beds</b>      | <b>Avg LP</b>          | <b>Avg LP</b>       | <b>Avg LP</b>         | <b>Avg LP</b>        |                    |              |
| 1                  | \$0                    | \$0                 | \$0                   | \$0                  | 0                  | 0%           |
| 2                  | \$378,450              | \$695,000           | \$0                   | \$0                  | 0                  | 0%           |
| 3                  | \$768,660              | \$832,500           | \$0                   | \$0                  | 0                  | 0%           |
| 4                  | \$1,119,280            | \$799,000           | \$1,014,017           | \$896,667            | 98                 | 96%          |
| 5                  | \$2,345,507            | \$1,531,100         | \$4,900,000           | \$1,870,000          | 123                | 95%          |
| <b>TOWN</b>        | <b>\$1,566,495</b>     | <b>\$1,302,992</b>  | <b>\$1,985,513</b>    | <b>\$1,383,333</b>   | <b>110</b>         | <b>96%</b>   |

|                  |                    |                    |                    |                    |           |            |
|------------------|--------------------|--------------------|--------------------|--------------------|-----------|------------|
| <b>ALL TOWNS</b> | <b>\$1,383,679</b> | <b>\$1,147,680</b> | <b>\$1,600,693</b> | <b>\$1,025,500</b> | <b>74</b> | <b>97%</b> |
|------------------|--------------------|--------------------|--------------------|--------------------|-----------|------------|

## Mendham Borough and Township 2008



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