

## MILLBURN-SHORT HILLS August 2010 Market Activity

Below are listings for sale this month. It's good to see what is available and for how many days these homes have been on the market (DOM), so you can make an educated decision when buying or selling your next home.

### Homes Sold in August 2010

| Address                 | Original List Price | List Price  | Sale Price  | # of Bedrms | # of Baths | Days on Market | Style       |
|-------------------------|---------------------|-------------|-------------|-------------|------------|----------------|-------------|
| 12 Norwood Ter.         | \$489,000           | \$489,000   | \$455,000   | 2           | 1.1        | 18             | Colonial    |
| 448 Wyoming Ave.        | \$525,000           | \$525,000   | \$500,000   | 3           | 2          | 22             | Cottage     |
| 1 Deerfield Rd.         | \$629,000           | \$629,000   | \$590,000   | 3           | 1.1        | 148            | Ranch       |
| 29 Myrtle Ave.          | \$749,000           | \$714,000   | \$693,500   | 4           | 2.2        | 91             | Colnl/Vict  |
| 57 Chestnut St.         | \$720,000           | \$720,000   | \$703,000   | 3           | 2.1        | 87             | Colnl/Vict  |
| 29 Meadowbrook Rd.      | \$750,000           | \$750,000   | \$710,000   | 3           | 1.1        | 135            | Colonial    |
| 24 Meadowbrook Rd.      | \$765,000           | \$765,000   | \$812,000   | 3           | 2.1        | 9              | Colonial    |
| 10 Ferncliff Ter.       | \$990,000           | \$799,000   | \$795,000   | 3           | 3.1        | 261            | Colonial    |
| 602 White Oak Ridge Rd. | \$849,000           | \$799,000   | \$725,000   | 4           | 4          | 63             | Colonial    |
| 85 Whitney Rd.          | \$819,000           | \$819,000   | \$789,000   | 5           | 2.2        | 30             | Colonial    |
| 138 Silver Spring Rd.   | \$890,000           | \$890,000   | \$867,500   | 4           | 3          | 16             | Split Level |
| 34 Keats Rd.            | \$999,000           | \$999,000   | \$1,117,000 | 4           | 3.1        | 8              | Split Level |
| 56 Hilltop Rd.          | \$1,075,000         | \$1,075,000 | \$1,251,000 | 5           | 4          | 9              | Colonial    |
| 258 Long Hill Dr.       | \$1,100,000         | \$1,100,000 | \$1,129,000 | 4           | 2.1        | 16             | Split Level |
| 21 Pine Terr W.         | \$1,175,000         | \$1,175,000 | \$1,251,000 | 5           | 2.1        | 11             | Colonial    |
| 29 Pine Terr E.         | \$1,350,000         | \$1,250,000 | \$1,245,000 | 5           | 4.1        | 50             | Colonial    |
| 24 Thackeray Dr.        | \$1,395,000         | \$1,395,000 | \$1,396,000 | 5           | 4          | 52             | Split Level |
| 11 Hemlock Rd.          | \$1,395,000         | \$1,395,000 | \$1,455,000 | 5           | 3.1        | 10             | Exp Ranch   |
| 20 Knollwood Rd.        | \$1,650,000         | \$1,500,000 | \$1,475,000 | 4           | 3.2        | 71             | Colonial    |
| 125 N. Forest Dr.       | \$1,595,000         | \$1,595,000 | \$1,400,000 | 4           | 3.1        | 23             | Colonial    |
| 48 Delwick Ln.          | \$1,795,000         | \$1,695,000 | \$1,675,000 | 6           | 4.2        | 38             | Tudor       |
| 36 Spenser Dr.          | \$2,450,000         | \$1,950,000 | \$1,925,000 | 6           | 5.1        | 105            | Colonial    |
| 7 Fox Hill Ln.          | \$1,950,000         | \$1,950,000 | \$1,925,000 | 6           | 6.1        | 11             | Colnl/Cstm  |
| 115 Fairfield Dr.       | \$2,590,000         | \$2,400,000 | \$2,260,000 | 5           | 6          | 244            | Colonial    |
| 177 Highland Ave.       | \$2,575,000         | \$2,575,000 | \$2,400,000 | 6           | 5.1        | 18             | Colonial    |
| 474 Long Hill Dr.       | \$2,999,000         | \$2,999,000 | \$2,934,000 | 7           | 6.1        | 0              | Colonial    |

Average Days on Market: 58      Total Sales for Month: 26  
 Average List Price: \$1,611,738      Average Sale Price: \$1,263,042  
 % of List Price to Sales Price: 98%

| Aug-10        | Active Listings |           | New Listings    |           | Under Contract  |           |          | Sold Listings   |           |          |       |
|---------------|-----------------|-----------|-----------------|-----------|-----------------|-----------|----------|-----------------|-----------|----------|-------|
| # of Bedrooms | # of Res. Homes | Avg. LP   | # of Res. Homes | Ave. LP   | # of Res. Homes | Avg. LP   | Avg. DOM | # of Res. Homes | Avg. SP   | Avg. DOM | SP/LP |
| 0             | 0               | 0         | 0               | 0         | 0               | 0         | 0        | 0               | 0         | 0        | 0%    |
| 1             | 5               | 254,780   | 0               | 0         | 0               | 0         | 0        | 0               | 0         | 0        | 0%    |
| 2             | 5               | 380,960   | 1               | 525,000   | 0               | 0         | 0        | 1               | 455,000   | 18       | 93%   |
| 3             | 35              | 728,200   | 9               | 831,111   | 10              | 724,200   | 92       | 6               | 680,000   | 105      | 99%   |
| 4             | 38              | 1,090,747 | 7               | 1,083,700 | 4               | 894,500   | 38       | 7               | 1,058,143 | 41       | 97%   |
| 5+            | 58              | 2,709,328 | 7               | 2,023,571 | 8               | 1,392,000 | 50       | 12              | 1,731,909 | 52       | 99%   |
| TOWN          | 141             | 1,611,738 | 24              | 1,239,829 | 22              | 998,000   | 67       | 26              | 1,263,042 | 58       | 98%   |

### MARKET TRENDS in Millburn-Short Hills August 2009 - August 2010

|                 | Aug. '09    | Sept.       | Oct.        | Nov.        | Dec.        | Jan.        | Feb.        |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ave List Price  | \$1,604,087 | \$1,641,780 | \$1,699,589 | \$1,764,888 | \$1,753,058 | \$2,042,940 | \$1,883,743 |
| Ave Sale Price  | \$1,186,467 | \$1,278,443 | \$1,243,041 | \$1,043,545 | \$1,287,100 | \$1,345,750 | \$1,142,545 |
| SP/LP Ratio     | 94%         | 94%         | 97%         | 95%         | 96%         | 96%         | 93%         |
| DOM             | 60          | 44          | 116         | 83          | 60          | 51          | 68          |
| # of Homes Sold | 34          | 24          | 17          | 11          | 20          | 13          | 11          |

|                 | Mar.        | Apr.        | May         | June        | July        | Aug. '10    |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Ave List Price  | \$1,700,283 | \$1,666,796 | \$1,663,181 | \$1,697,901 | \$1,656,367 | \$1,611,738 |
| Ave Sale Price  | \$1,438,000 | \$1,371,694 | \$1,234,907 | \$1,232,685 | \$1,344,031 | \$1,263,042 |
| SP/LP Ratio     | 93%         | 98%         | 98%         | 97%         | 95%         | 98%         |
| DOM             | 90          | 42          | 61          | 57          | 48          | 58          |
| # of Homes Sold | 14          | 15          | 16          | 41          | 24          | 26          |