

## MILLBURN-SHORT HILLS July 2011 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 July 2011

Address	Original List Price	List Price	Sale Price	# of Bedrms	# of Baths	Days on Market
10B Lakeside Dr.	\$279,000	\$249,000	\$228,000	1	1	397
28 Taylor St.	\$375,000	\$375,000	\$380,000	3	1.1	16
41 Glen Ave.	\$475,000	\$435,000	\$430,000	3	1	105
38 Willow St.	\$479,000	\$479,000	\$466,000	3	2	36
95 Spring St.	\$575,000	\$575,000	\$555,000	3	3	13
60 Meadowbrook Rd.	\$650,000	\$599,000	\$605,000	4	1.1	44
32 Undercliff Rd.	\$618,000	\$618,000	\$597,500	3	1.2	21
921 Ridgewood Rd.	\$639,000	\$639,000	\$658,000	3	1.2	14
9 S. Mountain Rd.	\$679,000	\$679,000	\$660,000	3	2.2	27
17 Reeve Cir.	\$687,000	\$687,000	\$675,000	3	2.1	21
48 Mountain Ave.	\$699,000	\$699,000	\$710,000	3	1.1	15
48 Greenwood Dr.	\$749,000	\$749,000	\$849,000	3	3.1	16
90 Whitney Rd.	\$775,000	\$759,000	\$730,000	3	2.1	69
42 Elmwood Pl.	\$899,000	\$899,000	\$893,000	4	3.1	9
2 Beechcroft Rd.	\$928,000	\$928,000	\$958,000	5	3	18
9 Fairview Rd.	\$935,000	\$935,000	\$951,500	3	2.1	18
27 Timber Acres Rd.	\$1,075,000	\$999,000	\$960,000	5	3.1	65
8 Wyndham Rd.	\$1,349,000	\$1,028,000	\$999,500	5	3.2	338
20 Richard Dr.	\$1,250,000	\$1,250,000	\$1,190,000	6	3.1	23
21 Byron Rd.	\$1,395,000	\$1,395,000	\$1,375,000	4	3.1	41
35 Watchung Rd.	\$1,395,000	\$1,395,000	\$1,291,501	5	5.2	12
30 The Crescent	\$1,525,000	\$1,475,000	\$1,350,000	6	4.1	70
96 Falmouth St.	\$1,575,000	\$1,575,000	\$1,423,600	4	3.1	37
30 Robert Dr.	\$1,625,000	\$1,625,000	\$1,626,000	5	4	0
22 W. Beechcroft Rd.	\$1,675,000	\$1,675,000	\$1,625,000	4	3.1	58
44 W. Beechcroft Rd.	\$1,689,000	\$1,689,000	\$1,600,000	5	3.1	22
10 Falmouth St.	\$2,650,000	\$2,650,000	\$2,537,500	7	6.1	215
20 Elsway Rd.	\$3,575,000	\$3,350,000	\$3,205,000	4	5.4	57

**Average Days on Market: 63**      **Total Sales for Month: 28**  
**Average List Price: \$1,671,691**      **Average Sale Price: \$1,054,611**  
**% of List Price to Sales Price: 97%**

Jul-11	Active Listings		New Listings		Under Contract		
# of Bedrooms	# of Res. Homes	Avg. LP	# of Res. Homes	Ave. LP	# of Res. Homes	Avg. LP	Avg. DOM
0	1	290,000	0	0	1	290,000	125
1	0	0	0	0	0	0	0
2	5	337,960	2	321,450	1	349,900	127
3	25	684,072	6	732,000	3	604,333	38

4	47	1,110,155	6	985,833	7	951,414	76
5+	67	2,554,272	14	2,017,589	9	1,601,444	36
TOWN	145	1,671,691	28	1,399,862	21	1,120,276	58

### MARKET TRENDS in Millburn-Short Hills July 2010 - July 2011

	July '10	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
<b>Ave List Price</b>	\$1,656,367	\$1,611,738	\$1,696,373	\$1,670,012	\$1,723,911	\$1,786,633	\$1,915,294
<b>Ave Sale Price</b>	\$1,344,031	\$1,263,042	\$1,120,043	\$827,444	\$854,225	\$1,180,440	\$941,106
<b>SP/LP Ratio</b>	95%	98%	98%	96%	98%	96%	96%
<b>DOM</b>	48	58	66	54	67	71	69
<b># of Homes Sold</b>	24	26	15	16	8	23	16

	Feb.	Mar.	Apr.	May	June	July '11
<b>Ave List Price</b>	\$1,699,789	\$1,573,287	\$1,591,605	\$1,573,891	\$1,575,106	\$1,671,691
<b>Ave Sale Price</b>	\$1,287,254	\$854,242	\$1,785,233	\$827,400	\$1,391,015	\$1,054,611
<b>SP/LP Ratio</b>	98%	96%	93%	97%	99%	97%
<b>DOM</b>	95	61	71	45	30	63
<b># of Homes Sold</b>	13	12	11	19	39	28

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**Style**

1 FI Unit  
 Colonial  
 Ranch  
 Cape Cod  
 Split Level  
 Colonial  
 Colonial  
 Colonial  
 Colonial  
 Colonial  
 Colonial  
 Colonial  
 Tudor  
 Colonial  
 Colonial  
 Contemprry  
 Colonial  
 Tudor  
 Colonial  
 Split Level  
 Custom Hm  
 Colonial  
 Colonial  
 Ranch  
 Colonial  
 Colonial  
 Colonial  
 Custom Hm

Sold Listings			
# of Res. Homes	Avg. SP	Avg. DOM	SP/LP
0	0	0	0%
1	228,000	397	92%
0	0	0	0%
12	638,500	31	100%

6	1,521,100	41	96%
9	1,390,278	85	96%
28	1,054,611	63	97%