

Millburn

October 2017 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 56A Lakeside Drive | Develpmt | 1 | 1.0 | 107 | \$269,900 | \$269,900 | \$263,000 | 97.44% | \$243,300 | 1.08 |
| 2 | 733 Ridgewood Road | Colonial | 3 | 1.1 | 34 | \$649,000 | \$649,000 | \$650,000 | 100.15% | \$537,700 | 1.21 |
| 3 | 6 Bodwell Terrace | Colonial | 4 | 1.2 | 21 | \$699,000 | \$699,000 | \$715,000 | 102.29% | \$724,600 | 0.99 |
| 4 | 48 Glen Avenue | Colonial | 4 | 2.1 | 44 | \$848,000 | \$748,000 | \$720,000 | 96.26% | \$654,800 | 1.10 |
| 5 | 15 Bodwell Terrace | Colonial | 4 | 2.1 | 123 | \$789,000 | \$789,000 | \$770,000 | 97.59% | \$595,100 | 1.29 |
| 6 | 164 Myrtle Avenue | Colonial | 3 | 1.1 | 15 | \$789,000 | \$789,000 | \$770,000 | 97.59% | \$727,400 | 1.06 |
| 7 | 104 Mountainview Road | Colonial | 5 | 4.1 | 24 | \$1,399,104 | \$1,399,104 | \$1,345,000 | 96.13% | \$984,900 | 1.37 |
| AVERAGE | | | | | 53 | \$777,572 | \$763,286 | \$747,571 | 98.21% | | 1.16 |

"ACTIVE" Listings in Millburn

Number of Units: 12
Average List Price: \$786,308
Average Days on Market: 43

"UNDER CONTRACT" Listings in Millburn

Number of Units: 6
Average List Price: \$661,083
Average Days on Market: 79

Millburn 2017 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|-----------|
| Days on Market | 149 | 52 | 54 | 23 | 36 | 44 | 37 | 35 | 28 | 53 | | | 47 |
| List Price | \$971,571 | \$910,333 | \$711,878 | \$622,111 | \$843,909 | \$737,627 | \$872,914 | \$806,893 | \$580,271 | \$763,286 | | | \$784,203 |
| Sales Price | \$912,571 | \$891,250 | \$727,361 | \$655,222 | \$857,732 | \$738,500 | \$871,547 | \$822,536 | \$578,643 | \$747,571 | | | \$785,813 |
| Sales Price as a % of List Price | 95.13% | 98.03% | 103.65% | 107.50% | 101.62% | 99.51% | 99.70% | 101.71% | 98.80% | 98.21% | | | 100.70% |
| Sales Price to Assessed Value | 1.11 | 1.23 | 1.23 | 1.35 | 1.27 | 1.27 | 1.35 | 1.24 | 1.03 | 1.16 | | | 1.24 |
| # Units Sold | 7 | 6 | 9 | 9 | 11 | 11 | 13 | 14 | 7 | 7 | | | 94 |
| Active Listings | 14 | 18 | 16 | 20 | 19 | 15 | 16 | 9 | 10 | 12 | | | 15 |
| Under Contracts | 17 | 21 | 24 | 20 | 27 | 26 | 20 | 14 | 10 | 6 | | | 19 |

Flashback! YTD 2016 vs YTD 2017

| YTD | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 35 | 47 | 35.80% |
| Sales Price | \$776,964 | \$785,813 | 1.14% |
| Sales Price to Assessed Value | 1.27 | 1.24 | -2.13% |



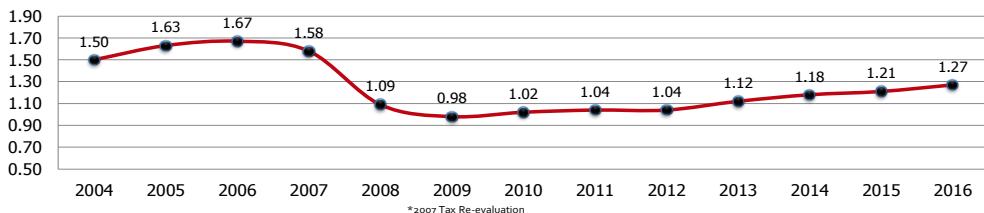
| | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 68 | 94 | 38.24% |
| Active Listings | 24 | 12 | -50.00% |
| Under Contracts | 10 | 6 | -40.00% |

Millburn Yearly Market Trends

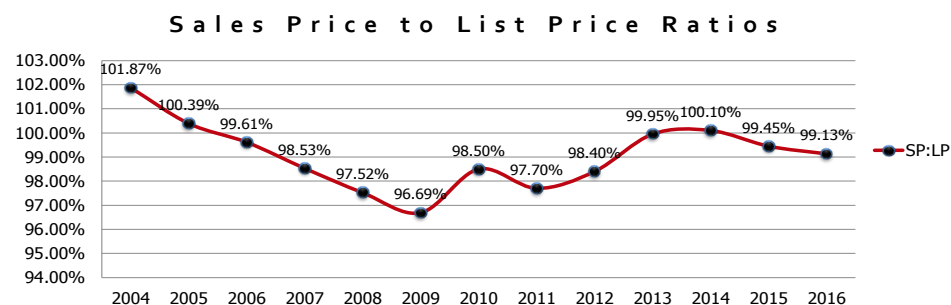


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$569,609 | \$599,980 | \$610,041 | \$608,441 | \$606,636 | \$600,629 | \$650,173 | \$590,527 | \$640,603 | \$637,344 | \$731,984 | \$757,032 | \$790,793 |
| SP | \$581,274 | \$604,983 | \$609,523 | \$602,349 | \$594,510 | \$581,626 | \$643,078 | \$579,916 | \$634,919 | \$638,079 | \$734,040 | \$754,490 | \$784,069 |

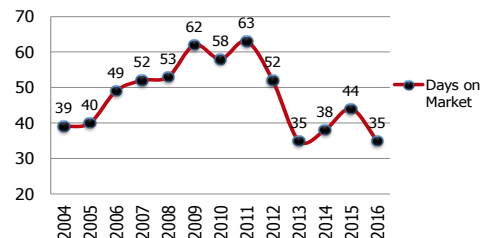
Sales Price to Assessed Value Ratio



Millburn Yearly Market Trends



Average Days on Market



Number of Units Sold

