

## AREA SALES STATISTICS

January-June 2000-2011

Courtesy of The Jill Smith Team, Keller Williams Realty-Premier Properties, Summit, NJ.

All information gathered from the Garden State Multiple Listing Service. Statistics include condos and co-ops.

### Sales Statistics for the Chathams\*

Year	Town	# of Homes Sold	Average Asking Price	Average Selling Price	% Difference Asking vs. Selling	% Change From Previous Year's Sale Price	Average Days on Market	Total Dollar Volume	% Change From Previous Year's Dollar Volume
2000 Jan-June	The Chathams	159	\$ 413,142	\$ 409,976	-1%		41	\$ 65,186,284	
2001 Jan-June	The Chathams	132	\$ 488,393	\$ 483,848	-1%	15%	43	\$ 63,868,000	-2%
2002 Jan-June	The Chathams	170	\$ 513,154	\$ 507,249	-1%	5%	47	\$ 86,232,432	26%
2003 Jan-June	The Chathams	148	\$ 564,700	\$ 555,652	-2%	9%	51	\$ 82,236,600	-5%
2004 Jan-June	The Chathams	160	\$ 621,163	\$ 620,960	0%	11%	56	\$ 99,353,616	17%
2005 Jan-June	The Chathams	149	\$ 717,979	\$ 709,456	-1%	12%	46	\$ 105,709,056	6%
2006 Jan-June	The Chathams	148	\$ 953,159	\$ 941,156	-1%	25%	51	\$ 139,291,136	24%
2007 Jan-June	The Chathams	161	\$ 898,252	\$ 870,995	-3%	-8%	65	\$ 140,230,224	1%
2008 Jan-June	The Chathams	119	\$ 889,347	\$ 860,758	-3%	-1%	60	\$ 102,430,200	-37%
2009 Jan-June	The Chathams	80	\$ 830,804	\$ 801,354	-4%	-7%	64	\$ 64,108,320	-60%
2010 Jan-June	The Chathams	124	\$ 783,429	\$ 762,986	-3%	-5%	63	\$ 94,610,384	32%
2011 Jan-June	The Chathams	127	\$ 826,706	\$ 806,206	-3%	5%	64	\$ 102,388,192	8%

\*For both Chatham Twp. and Chatham Borough

## Sales Statistics for Harding Township

Year	Town	# of Homes Sold	Average Asking Price	Average Selling Price	% Difference Asking vs. Selling	% Change From Previous Year's Sale Price	Average Days on Market	Total Dollar Volume	% Change From Previous Year's Dollar Volume
2000 Jan-June	Harding Twp.	32	\$ 1,020,109	\$ 977,765	-4%		100	\$ 31,288,500	
2001 Jan-June	Harding Twp.	17*	\$ 2,111,376	\$ 1,892,853	-12%	48%	105	\$ 32,178,500	3%
2002 Jan-June	Harding Twp.	26	\$ 982,206	\$ 925,980	-6%	-104%	84	\$ 24,075,500	-34%
2003 Jan-June	Harding Twp.	27	\$ 1,620,825	\$ 1,481,185	-9%	37%	112	\$ 39,992,000	40%
2004 Jan-June	Harding Twp.	30	\$ 1,388,560	\$ 1,299,448	-7%	-14%	82	\$ 38,983,460	-3%
2005 Jan-June	Harding Twp.	22	\$ 1,542,040	\$ 1,508,045	-2%	14%	83	\$ 33,177,000	-18%
2006 Jan-June	Harding Twp.	22	\$ 2,085,000	\$ 2,014,476	-4%	25%	86	\$ 42,304,000	22%
2007 Jan-June	Harding Twp.	21	\$ 1,579,809	\$ 1,477,119	-7%	-36%	124	\$ 31,019,500	-36%
2008 Jan-June	Harding Twp.	16	\$ 2,097,236	\$ 1,929,118	-9%	23%	132	\$ 30,865,888	0%
2009 Jan-June	Harding Twp.	18	\$ 1,647,711	\$ 1,413,361	-17%	-36%	144	\$ 25,440,500	-21%
2010 Jan-June	Harding Twp.	18	\$ 1,945,252	\$ 1,775,000	-10%	20%	121	\$ 31,950,000	20%
2011 Jan-June	Harding Twp.	18	\$ 1,051,488	\$ 947,227	-11%	-87%	123	\$ 17,050,100	-87%

Note: In 2001, one house sold for \$12,000,000 which has affected the price statistics.

## Sales Statistics for Madison

Year	Town	# of Homes Sold	Average Asking Price	Average Selling Price	% Difference Asking vs. Selling	% Change From Previous Year's Sale Price	Average Days on Market	Total Dollar Volume	% Change From Previous Year's Dollar Volume
2000 Jan-June	Madison	98	\$ 497,335	\$ 488,941	-2%		37	\$ 47,916,248	
2001 Jan-June	Madison	83	\$ 569,331	\$ 555,528	-2%	12%	46	\$ 46,108,900	-4%
2002 Jan-June	Madison	62	\$ 508,882	\$ 499,659	-2%	-11%	52	\$ 30,978,892	-49%
2003 Jan-June	Madison	59	\$ 639,810	\$ 621,931	-3%	20%	48	\$ 36,693,952	16%
2004 Jan-June	Madison	87	\$ 642,328	\$ 632,595	-2%	2%	44	\$ 55,035,848	33%
2005 Jan-June	Madison	75	\$ 814,898	\$ 806,911	-1%	22%	47	\$ 60,518,328	9%
2006 Jan-June	Madison	90	\$ 796,890	\$ 780,081	-2%	-3%	61	\$ 68,647,200	12%
2007 Jan-June	Madison	86	\$ 823,841	\$ 796,047	-3%	2%	63	\$ 68,460,096	0%
2008 Jan-June	Madison	65	\$ 792,639	\$ 757,254	-5%	-5%	56	\$ 49,221,552	-39%
2009 Jan-June	Madison	51	\$ 729,317	\$ 691,729	-5%	-9%	72	\$ 35,278,200	-40%
2010 Jan-June	Madison	77	\$ 762,991	\$ 728,210	-5%	5%	61	\$ 56,072,212	37%
2011 Jan-June	Madison	58	\$ 698,799	\$ 670,270	-4%	-9%	88	\$ 38,875,676	-44%

## Sales Statistics for Maplewood

Year	Town	# of Homes Sold	Average Asking Price	Average Selling Price	% Difference Asking vs. Selling	% Change From Previous Year's Sale Price	Average Days on Market	Total Dollar Volume	% Change From Previous Year's Dollar Volume
2000 Jan-June	Maplewood	138	\$ 271,352	\$ 277,875	2%		53	\$ 38,346,852	
2001 Jan-June	Maplewood	137	\$ 322,893	\$ 327,615	1%	15%	34	\$ 44,883,360	15%
2002 Jan-June	Maplewood	187	\$ 356,864	\$ 360,370	1%	9%	63	\$ 67,389,248	33%
2003 Jan-June	Maplewood	177	\$ 390,196	\$ 396,964	2%	9%	47	\$ 70,262,752	4%
2004 Jan-June	Maplewood	184	\$ 440,892	\$ 454,800	3%	13%	49	\$ 83,683,328	16%
2005 Jan-June	Maplewood	147	\$ 446,891	\$ 461,877	3%	2%	44	\$ 67,895,984	-23%
2006 Jan-June	Maplewood	154	\$ 564,788	\$ 560,967	-1%	18%	55	\$ 86,389,032	21%
2007 Jan-June	Maplewood	146	\$ 528,708	\$ 527,966	0%	-6%	53	\$ 77,083,112	-12%
2008 Jan-June	Maplewood	101	\$ 542,093	\$ 526,559	-3%	0%	68	\$ 53,182,500	-45%
2009 Jan-June	Maplewood	93	\$ 468,655	\$ 455,068	-3%	-16%	77	\$ 42,321,356	-26%
2010 Jan-June	Maplewood	123	\$ 511,978	\$ 501,200	-2%	9%	47	\$ 61,647,672	31%
2011 Jan-June	Maplewood	116	\$ 498,328	\$ 487,353	-2%	-3%	64	\$ 56,532,968	-9%

## Sales Statistics for Millburn-Short Hills

Year	Town	# of Homes Sold	Average Asking Price	Average Selling Price	% Difference Asking vs. Selling	% Change From Previous Year's Sale Price	Average Days on Market	Total Dollar Volume	% Change From Previous Year's Dollar Volume
2000 Jan-June	Millburn-Short Hills	136	\$ 743,244	\$ 726,938	-2%		50	\$ 98,863,584	
2001 Jan-June	Millburn-Short Hills	105	\$ 753,728	\$ 738,052	-2%	2%	48	\$ 77,495,512	-28%
2002 Jan-June	Millburn-Short Hills	136	\$ 825,331	\$ 829,880	1%	11%	51	\$ 112,863,768	31%
2003 Jan-June	Millburn-Short Hills	129	\$ 917,481	\$ 892,686	-3%	7%	57	\$ 115,156,600	2%
2004 Jan-June	Millburn-Short Hills	120	\$ 1,073,699	\$ 1,065,220	-1%	16%	52	\$ 127,826,480	10%
2005 Jan-June	Millburn-Short Hills	143	\$ 1,341,748	\$ 1,314,908	-2%	19%	58	\$ 188,031,888	32%
2006 Jan-June	Millburn-Short Hills	130	\$ 1,384,592	\$ 1,337,060	-4%	2%	65	\$ 172,241,872	-9%
2007 Jan-June	Millburn-Short Hills	157	\$ 1,269,086	\$ 1,231,395	-3%	-9%	66	\$ 191,229,152	10%
2008 Jan-June	Millburn-Short Hills	121	\$ 1,284,564	\$ 1,233,618	-4%	0%	53	\$ 149,267,840	-28%
2009 Jan-June	Millburn-Short Hills	86	\$ 1,161,657	\$ 1,104,890	-5%	-12%	75	\$ 95,020,600	-57%
2010 Jan-June	Millburn-Short Hills	114	\$ 1,303,971	\$ 1,257,873	-4%	12%	57	\$ 143,397,600	34%
2011 Jan-June	Millburn-Short Hills	113	\$ 1,227,534	\$ 1,194,154	-3%	-5%	56	\$ 134,939,456	-6%

## Sales Statistics for Montclair

Year	Town	# of Homes Sold	Average Asking Price	Average Sale Price	% Difference Asking vs. Selling	% Change From Previous Year Sale Price	Average DOM	Total Dollar Volume	% Change From Previous Year
2000 Jan-June	Montclair	146	\$ 383,293	\$ 403,566	5%		43	\$ 58,920,728	
2001 Jan-June	Montclair	146	\$ 440,035	\$ 471,400	7%	14%	51	\$ 68,824,480	14%
2002 Jan-June	Montclair	153	\$ 525,600	\$ 573,495	8%	18%	36	\$ 87,744,800	22%
2003 Jan-June	Montclair	144	\$ 548,309	\$ 583,423	6%	2%	46	\$ 84,012,944	-4%
2004 Jan-June	Montclair	160	\$ 653,689	\$ 682,433	4%	15%	49	\$ 109,189,432	23%
2005 Jan-June	Montclair	135	\$ 757,501	\$ 797,385	5%	14%	46	\$ 107,647,056	-1%
2006 Jan-June	Montclair	157	\$ 760,698	\$ 792,493	4%	-1%	44	\$ 124,421,456	13%
2007 Jan-June	Montclair	126	\$ 803,232	\$ 826,145	3%	4%	56	\$ 104,094,336	-20%
2008 Jan-June	Montclair	171	\$ 766,406	\$ 760,673	-1%	-9%	74	\$ 130,075,208	20%
2009 Jan-June	Montclair	110	\$ 628,646	\$ 612,944	-3%	-24%	81	\$ 67,423,912	-93%
2010 Jan-June	Montclair	161	\$ 625,953	\$ 613,252	-2%	0%	72	\$ 98,733,632	32%
2011 Jan-June	Montclair	123	\$ 683,895	\$ 664,300	-3%	8%	75	\$ 81,708,960	-21%

## Sales Statistics for Summit

Year	Town	# of Homes Sold	Average Asking Price	Average Home Price	% Difference Asking vs. Selling	% Change From Previous Year Sale Price	Average DOM	Total Dollar Volume	% Change From Previous Year
2000 Jan-June	Summit	141	\$ 607,412	\$ 600,763	-1%		36	\$ 84,707,656	
2001 Jan-June	Summit	147	\$ 681,142	\$ 674,177	-1%	11%	45	\$ 99,104,048	15%
2002 Jan-June	Summit	135	\$ 665,847	\$ 665,857	0%	-1%	47	\$ 89,890,704	-10%
2003 Jan-June	Summit	143	\$ 783,203	\$ 766,678	-2%	13%	47	\$ 109,635,008	18%
2004 Jan-June	Summit	151	\$ 928,705	\$ 935,843	1%	18%	35	\$ 141,312,416	22%
2005 Jan-June	Summit	124	\$ 890,775	\$ 907,258	2%	-3%	39	\$ 112,500,072	-26%
2006 Jan-June	Summit	134	\$ 1,024,426	\$ 1,060,690	3%	14%	42	\$ 142,132,464	21%
2007 Jan-June	Summit	137	\$ 1,090,027	\$ 1,076,349	-1%	1%	62	\$ 147,459,808	4%
2008 Jan-June	Summit	116	\$ 904,493	\$ 882,584	-2%	-22%	59	\$ 102,379,808	-44%
2009 Jan-June	Summit	66	\$ 934,359	\$ 886,344	-5%	0%	73	\$ 58,498,756	-75%
2010 Jan-June	Summit	136	\$ 947,152	\$ 925,117	-2%	4%	65	\$ 89,088,504	34%
2011 Jan-June	Summit	104	\$ 893,362	\$ 856,620	-4%	-8%	67	\$ 125,815,960	29%

## Sales Statistics for Westfield

Year	Town	# of Homes Sold	Average Asking Price	Average Home Price	% Difference Asking vs. Selling	% Change From Previous Year Sale Price	Average DOM	Total Dollar Volume	% Change From Previous Year
2000 Jan-June	Westfield	172	\$ 392,938	\$ 385,749	-2%		36	\$ 66,348,872	
2001 Jan-June	Westfield	142	\$ 465,028	\$ 452,533	-3%	15%	42	\$ 64,259,792	-3%
2002 Jan-June	Westfield	162	\$ 497,263	\$ 487,037	-2%	7%	40	\$ 78,900,144	19%
2003 Jan-June	Westfield	158	\$ 563,752	\$ 547,377	-3%	11%	54	\$ 86,485,576	9%
2004 Jan-June	Westfield	187	\$ 633,774	\$ 627,508	-1%	13%	35	\$ 117,344,080	26%
2005 Jan-June	Westfield	183	\$ 732,763	\$ 721,852	-2%	13%	57	\$ 132,099,048	11%
2006 Jan-June	Westfield	182	\$ 899,869	\$ 871,418	-3%	17%	57	\$ 158,598,240	17%
2007 Jan-June	Westfield	185	\$ 867,108	\$ 837,107	-4%	-4%	76	\$ 154,864,864	-2%
2008 Jan-June	Westfield	137	\$ 811,095	\$ 774,105	-5%	-8%	75	\$ 106,052,408	-46%
2009 Jan-June	Westfield	112	\$ 727,042	\$ 691,809	-5%	-12%	76	\$ 77,482,696	-37%
2010 Jan-June	Westfield	133	\$ 798,534	\$ 764,550	-4%	10%	57	\$ 101,685,248	24%
2011 Jan-June	Westfield	153	\$ 743,302	\$ 712,589	-4%	-7%	72	\$ 109,026,232	7%