

Q2 2019 MARKET REPORT

MILLBURN/SHORT HILLS

Presented by

sueadler team



kW
KELLERWILLIAMS

The Market is Full of Opportunities!

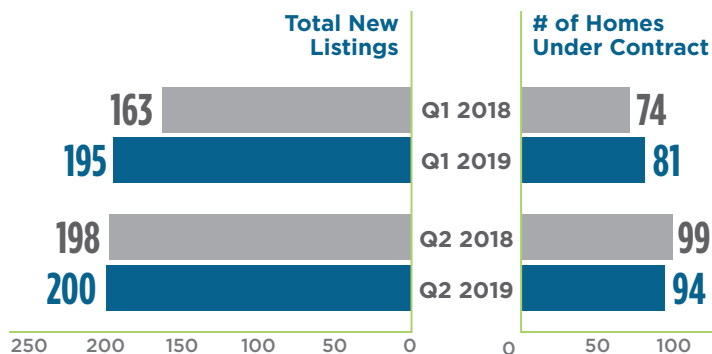
The first half of 2019 is in the books. With more empty nesters listing their homes, Millburn/Short Hills inventory increased by 18% the first half of 2019 over 2018's first half, causing a push down in the mid to upper price range. The number of homes under contract increased by 1.15% during the same period, as buyers wanting great schools, commute and community, jumped in to take advantage of softer prices and low interest rates, the perfect storm for the move up buyer. Homes that are priced right, painted, staged and updated continue to sell the fastest. When selling, it is more important than ever to hire a hands on, experienced real estate team with a strong track record for getting top dollar. Our team of specialists is here to guide you through every step of the home prep and selling process, with care and candor.

We are yours to count on.

sueadler.com

KEY: ■ 2018 ■ 2019

TOTAL NEW LISTINGS & NUMBER OF HOMES UNDER CONTRACT



SOLD AT OR ABOVE ASKING PRICE



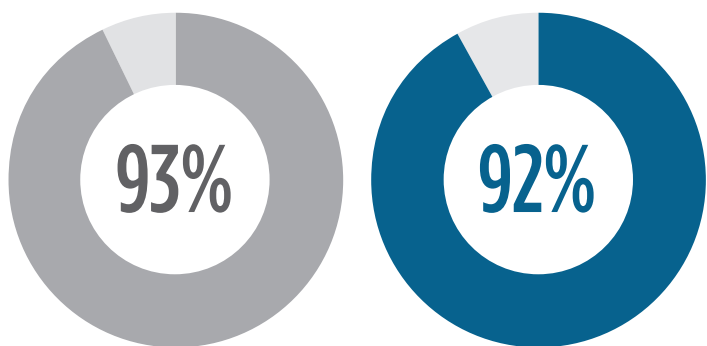
LISTINGS SOLD



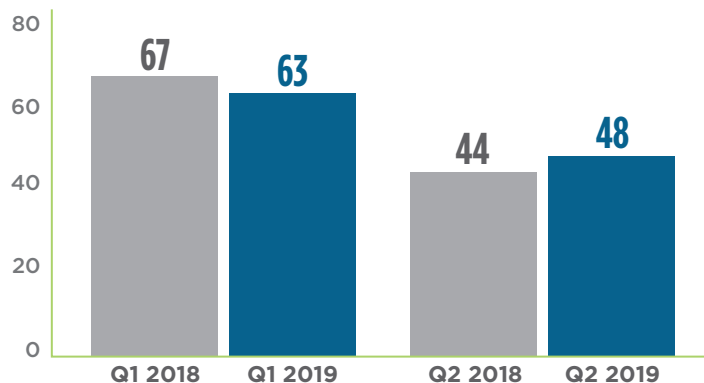
ORIGINAL LIST TO SALE PRICE

1/1/18 - 6/30/18

1/1/19 - 6/30/19



AVERAGE DAYS ON MARKET



Ask us about our new downsizing division! 973.936.9129

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If your property is currently listed this is not intended as a solicitation.

THE SUE ADLER TEAM SELLER WORKSHOP

Don't Miss Our Upcoming Home Selling Workshop
Wednesday, Sept. 18 from 7-9pm or Saturday, Oct. 5 from 11am-1pm
at the Summit Free Public Library, 75 Maple Street, Summit

A must-attend event for anyone thinking about selling.

Whether you're moving this season or two years from now, you will leave this workshop with a plan!
Visit SueAdler.com/HSW to register for our upcoming workshop.

- Would you like to learn the best pricing, timing, staging and marketing strategies for getting top dollar?
- Are you overwhelmed with the thought of getting rid of years of "accumulated stuff"?
- Are you concerned about potential home inspection issues?
- Would you like to learn exactly what you need to do to attract today's buyers?

IF YOU ANSWERED YES TO ANY OF THESE QUESTIONS,

then you owe it to yourself to come to our upcoming Seller Workshop where Sue Adler and Laurie Silver Corsello, the top listing agents in the area, will demystify the home selling process for you.

**Seating is limited. Due to the popularity of this event
we recommend registering today.**

Register at SueAdler.com/HSW

**Congratulations to the 4th Annual Sue Adler Team
100th Home Sale Local Charity Program Winner:**

Brooke Healy Foundation

www.brookhealey.com

Visit www.SueAdler.com/100Home for more information about
the Sue Adler Team 100th Home Sale Local Charity Program.

