

SUMMIT

August 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List			Actual DOM	Original		Total Assess-		CD
						Price	Sales Price	SP:FLP		List Price	SP:OLP	ment	SP:AV	
1	133 Summit Avenue	OneFloor	2	1	48	\$225,000	\$214,000	95.11%	48	\$225,000	95.11%	\$4,952,200		8/9/2012
2	28 Lewis Avenue	Colonial	3	1	115	\$359,000	\$371,000	103.34%	299	\$383,000	96.87%	\$163,700	2.27	8/9/2012
3	103 Park Avenue Apt B7	TwnIntUn	3	2	51	\$389,000	\$375,000	96.40%	51	\$389,900	96.18%	\$160,300	2.34	8/24/2012
4	777 Springfield Ave Un 16	TwnIntUn	2	2	53	\$415,000	\$398,000	95.90%	53	\$429,900	92.58%	\$180,100	2.21	8/28/2012
5	9 New Providence Ave	Bungalow	2	1	203	\$449,000	\$402,500	89.64%	203	\$499,000	80.66%	\$245,700	1.64	8/2/2012
6	90 New England Ave Unit 7	TwnEndUn	2	2	21	\$549,000	\$515,000	93.81%	21	\$549,000	93.81%	\$297,500	1.73	8/17/2012
7	21 Grove Street	Colonial	3	2	148	\$559,000	\$538,000	96.24%	148	\$599,000	89.82%	\$298,400	1.80	8/13/2012
8	2 New Providence Avenue	SplitLev	3	2	16	\$599,000	\$590,000	98.50%	123	\$699,500	84.35%	\$296,200	1.99	8/17/2012
9	41 Wade Drive	SplitLev	4	2	128	\$649,000	\$630,000	97.07%	128	\$669,000	94.17%	\$240,500	2.62	8/27/2012
10	164 Blackburn Road	Colonial	3	1	8	\$630,000	\$650,000	103.17%	8	\$630,000	103.17%	\$311,400	2.09	8/14/2012
11	29 Fairview Avenue	Colonial	3	2	148	\$730,000	\$680,000	93.15%	148	\$798,000	85.21%	\$312,800	2.17	8/13/2012
12	25 West End Avenue	Colonial	4	3	5	\$729,000	\$710,000	97.39%	98	\$799,000	88.86%	\$271,800	2.61	8/30/2012
13	50 New England Avenue 1F	TwnIntUn	2	2	30	\$795,000	\$720,000	90.57%	30	\$795,000	90.57%	\$398,600	1.81	8/15/2012
14	1 Euclid Avenue Apt 5-B	HighRise	3	2	76	\$799,000	\$740,000	92.62%	76	\$799,000	92.62%	\$249,500	2.97	8/29/2012
15	24 Beekman Terrace	Colonial	3	1	11	\$729,000	\$745,000	102.19%	11	\$729,000	102.19%	\$282,700	2.64	8/28/2012
16	20 Eggers Court	TwnIntUn	3	3	9	\$755,000	\$755,000	100.00%	9	\$755,000	100.00%	\$308,100	2.45	8/1/2012
17	6 Woodcroft Road	Colonial	4	3	7	\$775,000	\$814,025	105.04%	7	\$775,000	105.04%	\$505,300	1.61	8/9/2012
18	303 Ashland Road	Colonial	4	2	10	\$875,000	\$860,000	98.29%	10	\$875,000	98.29%	\$414,400	2.08	8/21/2012
19	220 Woodland Avenue	Custom	4	3	52	\$899,000	\$875,000	97.33%	234	\$969,000	90.30%	\$340,800	2.57	8/27/2012
20	19 Highland Drive	Colonial	5	2	30	\$1,075,000	\$999,999	93.02%	30	\$1,149,000	87.03%	\$549,400	1.82	8/1/2012
21	59 Tanglewood Drive	Custom	4	3	96	\$1,075,000	\$1,050,000	97.67%	280	\$1,250,000	84.00%	\$490,900	2.14	8/15/2012
22	11 Fay Place	Colo/Cust	5	3	34	\$1,099,000	\$1,065,000	96.91%	93	\$1,099,000	96.91%			8/13/2012
23	38 Gloucester Road	SplitLev	4	3	8	\$1,000,000	\$1,089,000	108.90%	373	\$1,195,000	91.13%	\$390,000	2.79	8/1/2012
24	15 Silver Lake Drive	Split/Colon	4	3	42	\$1,250,000	\$1,200,000	96.00%	42	\$1,250,000	96.00%	\$619,800	1.94	8/20/2012
25	3 Joanna Way	Colonial	4	2	16	\$1,250,000	\$1,210,000	96.80%	16	\$1,250,000	96.80%	\$570,700	2.12	8/30/2012

* ACTUAL DOM includes previous expired and withdrawn dates. OLP reflects the original asking price that a house entered the market for sale.

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Not intended to solicit a property already listed.

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

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Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV	CD
26	135 Woodland Avenue	Colonial	6	4	26	\$1,199,000	\$1,230,000	102.59%	266	\$1,350,000	91.11%	\$682,900	1.80	8/21/2012
27	112 Maple Street	Colonial	5	2	51	\$1,285,000	\$1,240,000	96.50%	51	\$1,325,000	93.58%	\$517,900	2.39	8/22/2012
28	41 Blackburn Place	Colonial	5	4	21	\$1,650,000	\$1,600,000	96.97%	21	\$1,650,000	96.97%	\$558,000	2.87	8/17/2012
29	54 Ox Bow Lane	Colonial	5	5	51	\$4,300,000	\$4,150,000	96.51%	51	\$4,300,000	96.51%			8/3/2012
AVERAGE					52	\$934,207	\$910,915	97.50%	101	\$971,907	93.44%		2.21	

CURRENT *"ACTIVE"* LISTINGS IN SUMMIT
AS OF SEPTEMBER 10, 2012

Number of Units: 85

Average List Price: \$1,109,396

Average List Price to Assessed Value Ratio: 2.50

Average Days on Market: 89

CURRENT *"UNDER CONTRACT"* LISTINGS IN SUMMIT
AS OF SEPTEMBER 10, 2012

Number of Units: 22

Average List Price: \$ 901,118

Average List Price to Assessed Value Ratio: 2.27

Average Days on Market: 93

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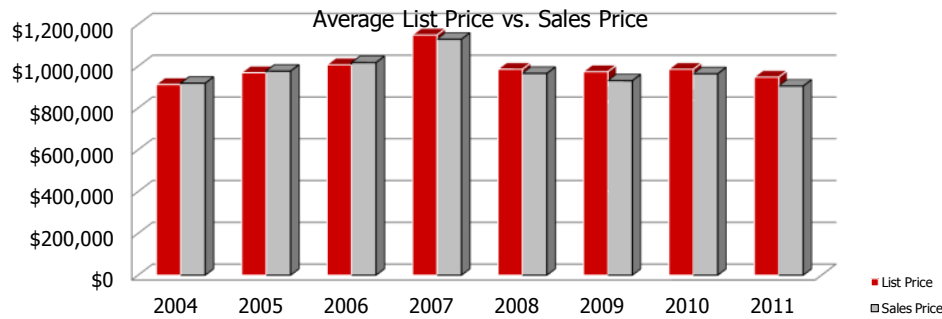
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Summit 2012 Year to Date Market Trends

August 2011 YTD:
AVG YTD Sales Price: \$936,638
DOM: 66
#Units YTD: 154
SP:AV 2.24

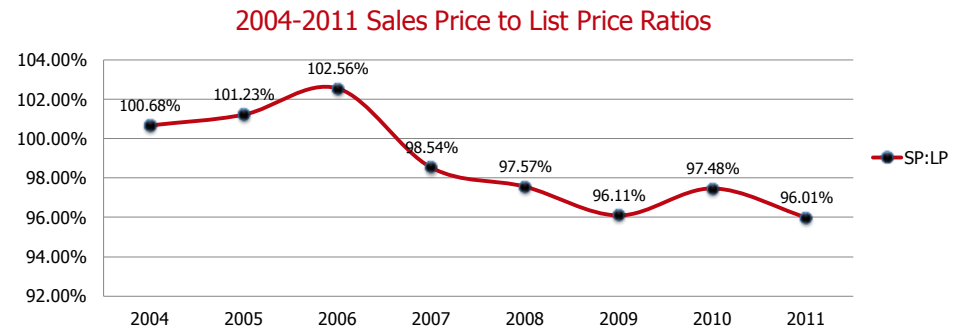
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	69	27	81	48	55	50	63	52					55
Final List Price	\$1,192,250	\$818,950	\$842,408	\$770,410	\$845,315	\$1,250,872	\$973,894	\$934,207					\$963,298
Sales Price	\$1,143,875	\$809,250	\$793,625	\$759,833	\$822,288	\$1,199,756	\$941,843	\$910,915					\$933,005
Sales Price as a % of FLP	96.85%	98.67%	98.18%	98.36%	97.00%	97.48%	97.10%	97.50%					97.55%
Actual DOM	148	27	223	90	90	97	87	101					95
Original List Price	\$1,314,244	\$832,550	\$981,417	\$794,743	\$878,573	\$1,329,308	\$1,019,294	\$971,907					\$1,014,828
Sales Price as a % of OLP	88.78%	96.92%	87.82%	95.28%	93.52%	94.01%	93.10%	93.44%					93.55%
Sales Price to Assessed Value	2.65	1.98	1.93	2.22	2.28	2.27	2.26	2.21					2.24
# Units Sold	8	10	12	30	33	39	35	29					196

SUMMIT 2004 - 2011

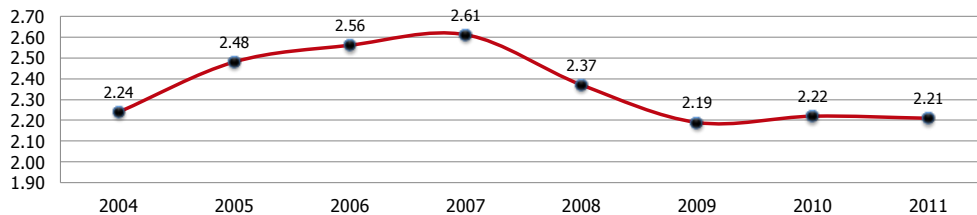


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137

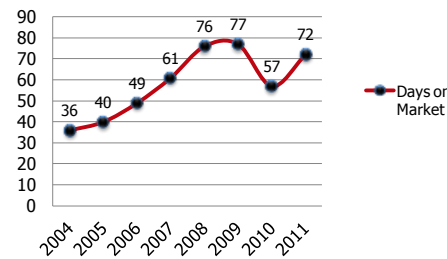
SUMMIT 2004 - 2011



Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2011 # Units Sold

