

SUMMIT

July 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	133 Summit Ave. Unit 5	OneFloor	2	1	83	\$309,500	\$302,500	97.74%	83	\$309,500	97.74%	\$0	
2	6 Plain Street	Colo/Cott	2	2	82	\$349,900	\$345,000	98.60%	82	\$374,900	92.02%	\$158,400	2.18
3	65 Orchard Street	Colonial	5	2	106	\$399,000	\$390,000	97.74%	106	\$439,000	88.84%	\$141,400	2.76
4	87 Ashwood Avenue	Colonial	2	1	48	\$425,000	\$395,000	92.94%	48	\$425,000	92.94%	\$185,800	2.13
5	22 Harvard Street	SplitLev	3	2	80	\$399,000	\$405,000	101.50%	214	\$464,000	87.28%	\$243,200	1.67
6	24 Baltusrol Place	Colonial	3	2	11	\$439,000	\$439,000	100.00%	11	\$439,000	100.00%	\$196,100	2.24
7	75 Ashwood Avenue	Colonial	3	2	107	\$499,000	\$485,000	97.19%	107	\$549,000	88.34%	\$185,500	2.61
8	128 Canoe Brook Pkwy	Colonial	3	2	9	\$519,000	\$515,000	99.23%	9	\$519,000	99.23%	\$214,400	2.40
9	16 Ascot Way	SplitLev	3	2	36	\$535,000	\$519,000	97.01%	36	\$535,000	97.01%	\$254,600	2.04
10	30 Ascot Way	SplitLev	3	1	68	\$524,900	\$520,000	99.07%	68	\$550,000	94.55%	\$247,100	2.10
11	21 Lowell Avenue	Colonial	3	1	46	\$540,000	\$525,000	97.22%	46	\$540,000	97.22%	\$225,600	2.33
12	42 Ascot Way	SplitLev	4	2	44	\$565,000	\$555,000	98.23%	44	\$629,000	88.24%	\$248,100	2.24
13	70 Division Avenue	CapeCod	3	2	13	\$579,000	\$560,000	96.72%	13	\$579,000	96.72%	\$241,000	2.32
14	12 Van Dyke Place	Colonial	4	3	8	\$599,000	\$599,000	100.00%	8	\$599,000	100.00%	\$238,200	2.51
15	52 Stockton Road	SplitLev	4	2	81	\$599,000	\$610,000	101.84%	81	\$695,000	87.77%	\$295,600	2.06
16	76 Passaic Avenue	Colonial	4	2	266	\$649,000	\$625,000	96.30%	726	\$798,900	78.23%	\$280,700	2.23
17	265 Ashland Road	Custom	4	2	285	\$695,000	\$630,000	90.65%	285	\$799,000	78.85%	\$490,700	1.28
18	40 Sheffield Road	Colonial	3	3	29	\$740,000	\$710,000	95.95%	29	\$740,000	95.95%	\$316,400	2.24
19	129 Springfield Avenue	Cust/Colo	4	2	45	\$739,000	\$736,500	99.66%	45	\$739,000	99.66%	\$61,700	
20	91 Canoe Brook Pkwy	Custom	4	2	53	\$775,000	\$740,000	95.48%	53	\$799,000	92.62%	\$293,800	2.52

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* ACTUAL DOM includes previous expired and withdrawn dates.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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21	87 Mountain Avenue	Colonial	3	2	23	\$799,000	\$767,500	96.06%	23	\$799,000	96.06%	\$310,100	2.48
22	1 Whitesell Court	Colonial	4	2	23	\$799,000	\$782,500	97.93%	66	\$750,000	104.33%	\$319,200	2.45
23	24 Ramsey Drive	Colonial	4	2	67	\$886,000	\$850,000	95.94%	67	\$886,000	95.94%	\$631,200	1.35
24	50 New England Avenue C	TwnIntUn	2	2	61	\$985,000	\$875,000	88.83%	225	\$1,195,000	73.22%	\$365,700	2.39
25	8 Hillside Avenue	Colonial	7	4	44	\$1,175,000	\$1,060,000	90.21%	44	\$1,250,000	84.80%	\$429,400	2.47
26	35 Little Wolf Road	Colonial	5	3	39	\$1,200,000	\$1,187,500	98.96%	39	\$1,200,000	98.96%	\$569,000	2.09
27	123 Beechwood Road	Colonial	6	3	3	\$1,250,000	\$1,250,000	100.00%	3	\$1,250,000	100.00%	\$600,300	2.08
28	43 Tanglewood Drive	SplitLev	5	3	16	\$1,239,000	\$1,260,000	101.69%	16	\$1,239,000	101.69%	\$558,600	2.26
29	54 Lenox Road	Colo/Tudor	5	3	56	\$1,550,000	\$1,471,000	94.90%	56	\$1,550,000	94.90%	\$540,000	2.72
30	45 Sweetbriar Road	Colonial	5	3	34	\$1,500,000	\$1,500,000	100.00%	34	\$1,545,000	97.09%	\$573,900	2.61
31	17 Prospect Hill Avenue	Colonial	5	4	145	\$1,985,000	\$1,850,000	93.20%	145	\$2,195,000	84.28%	\$987,200	1.87
32	109 Beechwood Road	Colonial	5	3	19	\$1,899,000	\$1,860,000	97.95%	59	\$1,899,000	97.95%	\$658,900	2.82
33	22 Dogwood Drive	Colonial	6	4	15	\$2,195,000	\$2,195,000	100.00%	15	\$2,195,000	100.00%	\$859,500	2.55
34	72 Fernwood Road	Colonial	5	3	82	\$2,795,000	\$2,650,000	94.81%	82	\$2,900,000	91.38%	\$1,224,900	2.16
35	296 Summit Avenue	Victrian	6	5	72	\$2,950,000	\$2,800,000	94.92%	72	\$3,300,000	84.85%	\$1,212,600	2.31
AVERAGE					63	\$973,894	\$941,843	97.10%	87	\$1,019,294	93.10%		2.26

CURRENT "ACTIVE" LISTINGS IN SUMMIT
AS OF AUGUST 10, 2012

Number of Units: 91

Average List Price: \$1,124,312

Average List Price to Assessed Value Ratio: 2.27

Average Days on Market: 94

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

Number of Units: 35

Average List Price: \$888,566

Average List Price to Assessed Value Ratio: 2.45

Average Days on Market: 57

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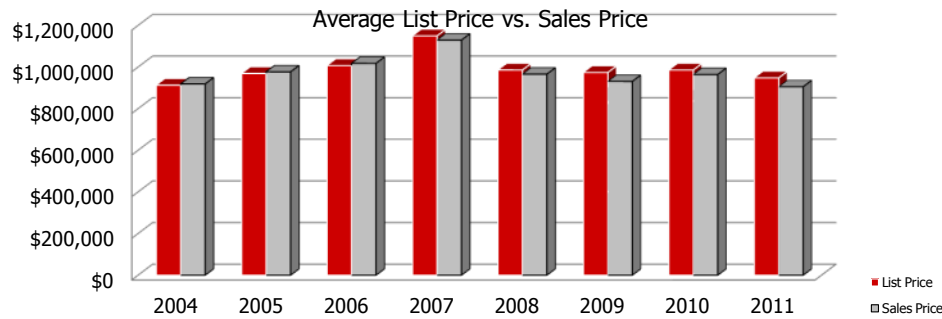
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Summit 2012 Year to Date Market Trends

July 2011 YTD:
AVG YTD Sales Price: \$930,023
DOM: 68
#Units YTD: 129
SP:AV 2.21

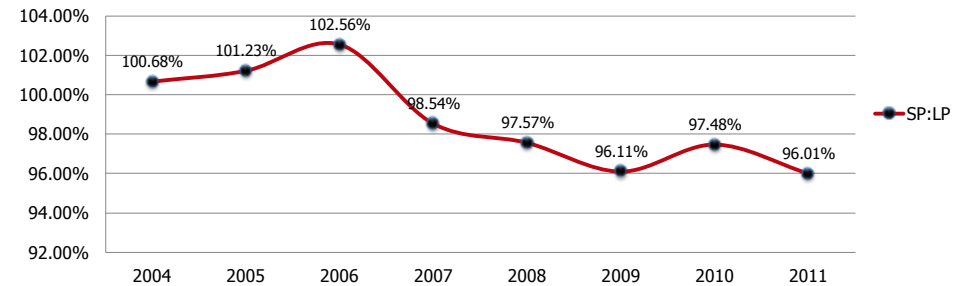
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	69	27	81	48	55	50	63						55
Final List Price	\$1,192,250	\$818,950	\$842,408	\$770,410	\$845,315	\$1,250,872	\$973,894						\$968,350
Sales Price	\$1,143,875	\$809,250	\$793,625	\$759,833	\$822,288	\$1,199,756	\$941,843						\$936,841
Sales Price as a % of FLP	96.85%	98.67%	98.18%	98.36%	97.00%	97.48%	97.10%						97.55%
Actual DOM	148	27	223	90	90	97	87						95
Original List Price	\$1,314,244	\$832,550	\$981,417	\$794,743	\$878,573	\$1,329,308	\$1,019,294						\$1,022,281
Sales Price as a % of OLP	88.78%	96.92%	87.82%	95.28%	93.52%	94.01%	93.10%						93.56%
Sales Price to Assessed Value	2.65	1.98	1.93	2.22	2.28	2.27	2.26						2.25
# Units Sold	8	10	12	30	33	39	35						167

SUMMIT 2004 - 2011



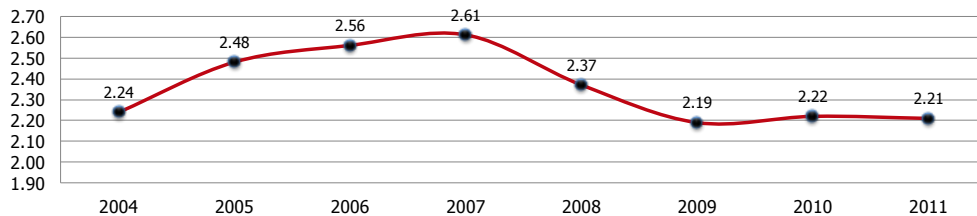
SUMMIT 2004 - 2011

2004-2011 Sales Price to List Price Ratios

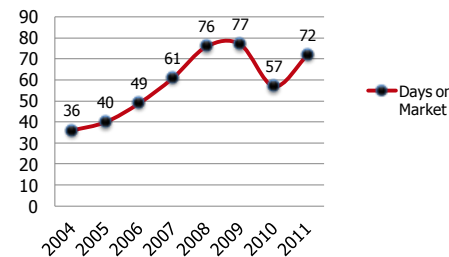


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137

Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2011 # Units Sold

