

SUMMIT

June 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	800 Old Springfield Ave 17	TwnIntUn	1	1	4	\$289,000	\$275,000	95.16%	4	\$289,000	95.16%	\$106,600	2.58
2	55 Baltusrol Road	CapeCod	3	2	14	\$400,000	\$395,000	98.75%	14	\$400,000	98.75%	\$167,200	2.36
3	28 Morris Avenue Apt EE	TwnEndUn	3	2	175	\$499,000	\$485,000	97.19%	430	\$569,000	85.24%	\$206,600	2.35
4	10 Euclid Avenue	HighRise	3	2	193	\$529,000	\$510,000	96.41%	193	\$585,000	87.18%	\$4,622,800	0.11
5	16 Brook Court	Ranch	2	2	170	\$549,000	\$536,000	97.63%	170	\$549,000	97.63%	\$286,700	1.87
6	50 Parmley Pl Home 107	OneFloor	1	1	104	\$571,500	\$571,500	100.00%	104	\$571,500	100.00%	\$0	
7	5 Sheridan Road	SplitLev	3	2	37	\$599,000	\$583,000	97.33%	98	\$625,000	93.28%	\$226,900	2.57
8	50 Parmley Pl Home 105	OneFloor	1	1	35	\$599,500	\$599,500	100.00%	35	\$599,500	100.00%	\$0	
9	10 Parkview Terrace	Colonial	3	2	9	\$610,000	\$620,000	101.64%	9	\$610,000	101.64%	\$316,900	1.96
10	1 Euclid Ave Apt 5-F	HighRise	2	2	85	\$639,000	\$620,000	97.03%	85	\$669,000	92.68%	\$217,800	2.85
11	238 Blackburn Road	CapeCod	4	2	1	\$749,000	\$722,000	96.40%	53	\$749,000	96.40%	\$291,700	2.48
12	8 West End Avenue	Colonial	3	2	14	\$729,000	\$725,000	99.45%	14	\$729,000	99.45%	\$279,800	2.59
13	8 Karen Way	SplitLev	4	2	20	\$709,000	\$727,000	102.54%	20	\$709,000	102.54%	\$262,100	2.77
14	50 Parmley Pl Home 109	OneFloor	2	2	104	\$779,000	\$779,000	100.00%	104	\$779,000	100.00%	\$0	
15	142 Woodland Avenue	Colonial	4	4	10	\$875,000	\$876,000	100.11%	10	\$875,000	100.11%	\$511,900	1.71
16	24 Tulip Street	Colonial	5	2	42	\$985,000	\$876,000	88.93%	42	\$985,000	88.93%	\$398,800	2.20
17	16 Ashland Road	Colonial	5	4	8	\$885,000	\$918,000	103.73%	8	\$885,000	103.73%	\$318,100	2.89
18	16 Club Drive	Colonial	4	3	14	\$939,000	\$925,000	98.51%	14	\$939,000	98.51%	\$509,400	1.82
19	25 Waldron Avenue	Colonial	4	2	10	\$849,000	\$950,000	111.90%	10	\$849,000	111.90%	\$403,700	2.35
20	50 Parmley Pl Home 102	OneFloor	2	2	108	\$980,000	\$980,000	100.00%	108	\$980,000	100.00%	\$0	
21	47 Tanglewood Drive	SplitLev	5	3	37	\$1,049,000	\$1,040,000	99.14%	37	\$1,100,000	94.55%	\$472,100	2.20
22	24 Glen Oaks Avenue	Colonial	4	2	44	\$1,199,000	\$1,150,000	95.91%	147	\$1,269,000	90.62%	\$426,700	2.70
23	7 Oak Forest Lane	Colonial	5	3	50	\$1,250,000	\$1,250,000	100.00%	50	\$1,285,000	97.28%	\$460,400	2.72
24	272 Springfield Avenue	Victrian	4	3	6	\$1,195,000	\$1,251,000	104.69%	6	\$1,195,000	104.69%	\$329,300	3.80
25	9 Colt Road	Colonial	4	3	49	\$1,280,000	\$1,270,000	99.22%	81	\$1,625,000	78.15%	\$629,400	2.02

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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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Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
26	25 Norwood Ave Unit 4	TwnIntUn	3	2	14	\$1,395,000	\$1,277,500	91.58%	14	\$1,395,000	91.58%	\$653,800	1.95
27	10 Robin Hood Road	Tud/Colo	4	2	23	\$1,369,000	\$1,325,000	96.79%	177	\$1,429,000	92.72%	\$707,600	1.87
28	5 Plymouth Road	Colonial	4	2	95	\$1,359,000	\$1,359,000	100.00%	152	\$1,475,000	92.14%	\$597,200	2.28
29	28 Woodmere Drive	Colonial	6	5	59	\$1,460,000	\$1,360,000	93.15%	59	\$1,460,000	93.15%	\$620,200	2.19
30	80 Woodland Avenue	Colonial	4	3	42	\$1,449,000	\$1,367,500	94.38%	42	\$1,449,000	94.38%	\$497,900	2.75
31	99 Beechwood Road	Colonial	6	2	7	\$1,475,000	\$1,475,000	100.00%	7	\$1,475,000	100.00%	\$615,900	2.39
32	16 Colt Road	Colonial	5	3	6	\$1,495,000	\$1,495,000	100.00%	6	\$1,495,000	100.00%	\$675,200	2.21
33	27 Dogwood Drive	Colonial	5	3	14	\$1,595,000	\$1,510,000	94.67%	14	\$1,595,000	94.67%	\$674,300	2.24
34	113 Hobart Avenue	Colonial	6	4	66	\$1,950,000	\$1,762,500	90.38%	158	\$2,100,000	83.93%	\$1,079,100	1.63
35	100 Fernwood Road	Colonial	5	4	59	\$2,100,000	\$2,000,000	95.24%	59	\$2,250,000	88.89%	\$861,800	2.32
36	155 Hobart Avenue	Colonial	7	4	80	\$2,800,000	\$2,200,000	78.57%	490	\$3,750,000	58.67%	\$1,120,700	1.96
37	34 Dogwood Drive	Colo/Tud	6	5	18	\$2,250,000	\$2,200,000	97.78%	225	\$2,550,000	86.27%	\$1,107,100	1.99
38	9 Rowan Road	Colonial	6	5	84	\$2,750,000	\$2,575,000	93.64%	378	\$3,150,000	81.75%	\$1,147,500	2.24
39	65 Lenox Road	Colonial	6	6	32	\$5,600,000	\$5,250,000	93.75%	142	\$5,850,000	89.74%	\$2,050,800	2.56
AVERAGE					50	\$1,250,872	\$1,199,756	97.48%	97	\$1,329,308	94.01%		2.27

CURRENT “ACTIVE” LISTINGS IN SUMMIT
AS OF JUNE 12, 2012

Number of Units: 102

Average List Price: \$1,071,908

Average List Price to Assessed Value Ratio: 2.33

Average Days on Market: 80

CURRENT “UNDER CONTRACT” LISTINGS IN SUMMIT
AS OF JUNE 12, 2012

Number of Units: 51

Average List Price: \$1,003,171

Average List Price to Assessed Value Ratio: 2.28

Average Days on Market: 53

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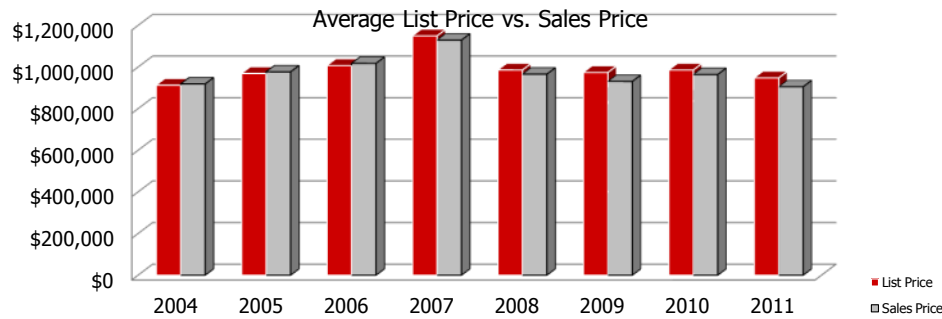
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Summit 2012 Year to Date Market Trends

June 2011 YTD:
AVG YTD Sales Price: \$856,620
DOM: 70
#Units YTD: 104
SP:AV 2.20

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	69	27	81	48	55	50							53
Final List Price	\$1,192,250	\$818,950	\$842,408	\$770,410	\$845,315	\$1,250,872							\$966,880
Sales Price	\$1,143,875	\$809,250	\$793,625	\$759,833	\$822,288	\$1,199,756							\$935,515
Sales Price as a % of FLP	96.85%	98.67%	98.18%	98.36%	97.00%	97.48%							97.67%
Actual DOM	148	27	223	90	90	97							103
Original List Price	\$1,314,244	\$832,550	\$981,417	\$794,743	\$878,573	\$1,329,308							\$1,024,959
Sales Price as a % of OLP	88.78%	96.92%	87.82%	95.28%	93.52%	94.01%							93.52%
Sales Price to Assessed Value	2.65	1.98	1.93	2.22	2.28	2.27							2.25
# Units Sold	8	10	12	30	33	39							132

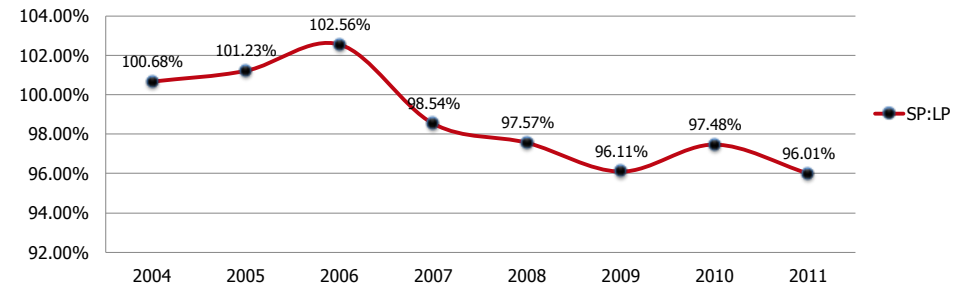
SUMMIT 2004 - 2011



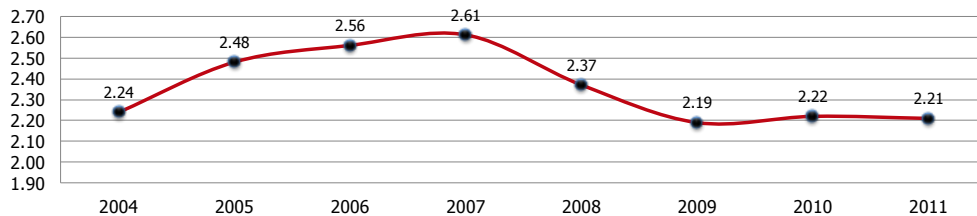
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137

SUMMIT 2004 - 2011

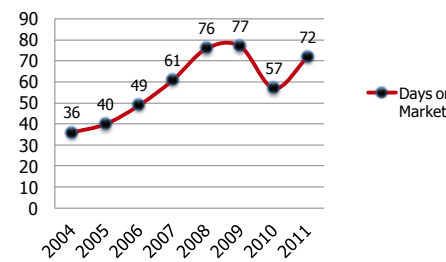
2004-2011 Sales Price to List Price Ratios



Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2011 # Units Sold

