

SUMMIT

September 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	92 Glenside Avenue	Colonial	3	2	95	\$325,000	\$305,000	93.85%	95	\$365,000	83.56%	\$179,400	1.70
2	19 Pearl Street	Colonial	4	1	125	\$450,000	\$445,000	98.89%	125	\$450,000	98.89%	\$210,100	2.12
3	10 Euclid Avenue	HighRise	3	2	23	\$590,000	\$562,500	95.34%	23	\$590,000	95.34%		
4	80 Elm Street	Victrian	5	3	238	\$599,000	\$530,000	88.48%	238	\$725,000	73.10%	\$179,900	2.95
5	49 Eggers Court	TwnIntUn	3	3	37	\$775,000	\$755,000	97.42%	37	\$795,000	94.97%	\$310,800	2.43
6	17 Canoe Brook Parkway	Colonial	4	2	46	\$789,000	\$765,000	96.96%	46	\$825,000	92.73%	\$301,100	2.54
7	36 Glen Oaks Avenue	Colonial	4	3	80	\$970,000	\$970,000	100.00%	1190	\$1,425,000	68.07%	\$521,900	1.86
8	25 Pine Grove Avenue	Colonial	5	3	12	\$999,900	\$1,020,000	102.01%	49	\$999,900	102.01%	\$541,600	1.88
9	14 Valley View Avenue	Colonial	4	3	14	\$1,045,000	\$1,105,000	105.74%	14	\$1,045,000	105.74%	\$439,800	2.51
10	5 Ox Bow Lane	SplitLev	4	3	9	\$1,080,000	\$1,100,000	101.85%	9	\$1,080,000	101.85%	\$526,000	2.09
11	87 Fernwood Road	Colonial	4	3	190	\$1,250,000	\$1,200,000	96.00%	535	\$2,350,000	51.06%	\$717,600	1.67
12	3 Winchester Road	Colonial	4	4	14	\$1,750,000	\$1,730,000	98.86%	14	\$1,750,000	98.86%	\$734,000	2.36
13	226 Oak Ridge Avenue	Colonial	4	3	79	\$1,795,000	\$1,650,000	91.92%	79	\$1,795,000	91.92%	\$877,800	1.88
14	22 Dogwood Drive	Colonial	6	4	7	\$2,195,000	\$2,195,000	100.00%	7	\$2,195,000	100.00%	\$859,500	2.55
AVERAGE					69	\$1,043,779	\$1,023,750	97.67%	176	\$1,170,707	89.86%		2.20

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

Number of Units: 106

Average List Price: \$1,176,969

Average List Price to Assessed Value Ratio: 2.24

Average Days on Market: 68

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

Number of Units: 22

Average List Price: \$ 648,118

Average List Price to Assessed Value Ratio: 2.24

Average Days on Market: 86

* ACTUAL DOM includes previous expired and withdrawn dates.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

© 2004-2012 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

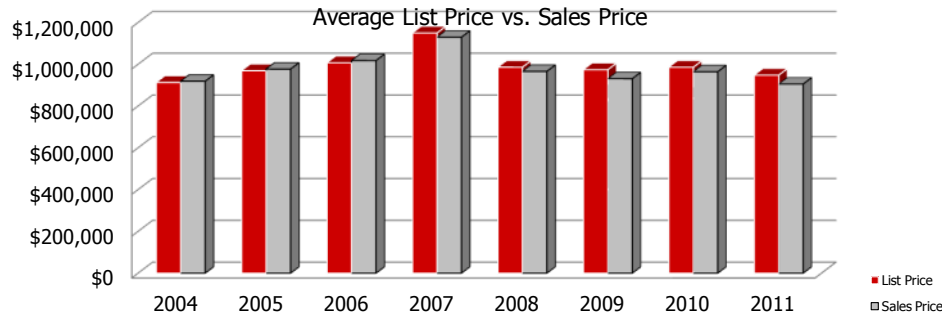
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Summit 2012 Year to Date Market Trends

September 2011 YTD:
AVG YTD Sales Price: \$919,002
DOM: 66
#Units YTD: 166
SP:AV 2.24

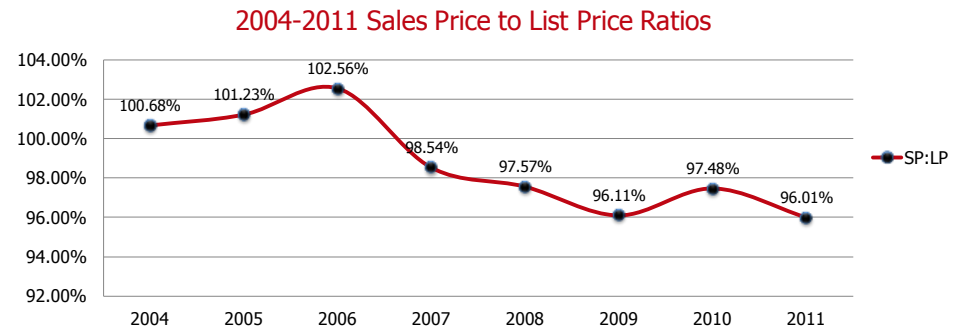
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	69	27	81	48	55	50	63	52	69				56
Final List Price	\$1,192,250	\$818,950	\$842,408	\$770,410	\$845,315	\$1,250,872	\$973,894	\$934,207	\$1,043,779				\$968,663
Sales Price	\$1,143,875	\$809,250	\$793,625	\$759,833	\$822,288	\$1,199,756	\$941,843	\$910,915	\$1,023,750				\$939,055
Sales Price as a % of FLP	96.85%	98.67%	98.18%	98.36%	97.00%	97.48%	97.10%	97.50%	97.67%				97.55%
Actual DOM	148	27	223	90	90	97	87	101	176				101
Original List Price	\$1,314,244	\$832,550	\$981,417	\$794,743	\$878,573	\$1,329,308	\$1,019,294	\$971,907	\$1,170,707				\$1,025,220
Sales Price as a % of OLP	88.78%	96.92%	87.82%	95.28%	93.52%	94.01%	93.10%	93.44%	89.86%				93.30%
Sales Price to Assessed Value	2.65	1.98	1.93	2.22	2.28	2.27	2.26	2.21	2.20				2.24
# Units Sold	8	10	12	30	33	39	35	29	14				210

SUMMIT 2004 - 2011

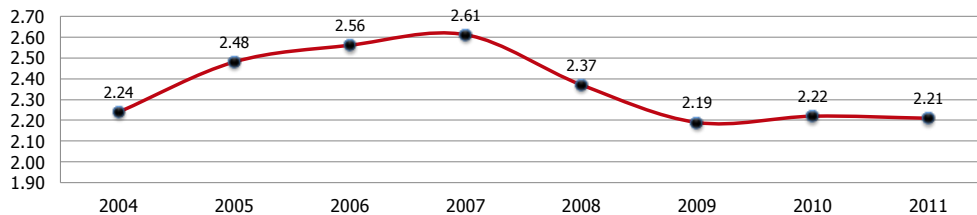


	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137

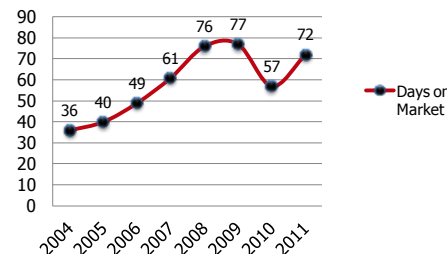
SUMMIT 2004 - 2011



Sales Price to Assessed Value Ratio



2004-2011 Average Days on Market



2004-2011 # Units Sold

