

Summit

September 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	768 Springfield Ave E2	TwnIntUn	2	2.1	42	\$369,000	\$350,000	\$340,000	97.14%	\$143,500	2.37
2	8 Morris Avenue	CapeCod	4	1.0	17	\$395,000	\$395,000	\$370,000	93.67%	\$145,200	2.55
3	768 Springfield Avenue A2	TwnIntUn	2	2.1	25	\$379,000	\$379,000	\$370,000	97.63%	\$143,500	2.58
4	56 Clark Street	Ranch	3	1.1	46	\$449,000	\$449,000	\$430,000	95.77%	\$180,600	2.38
5	17 Ridgedale Avenue	Colonial	3	1.1	28	\$619,000	\$619,000	\$605,000	97.74%	\$196,600	3.08
6	1 Euclid Avenue Apt 2-B	HighRise	3	2.1	15	\$734,900	\$734,900	\$705,000	95.93%	\$240,300	2.93
7	101 Beekman Road	Ranch	4	3.0	35	\$779,000	\$779,000	\$737,000	94.61%	\$322,800	2.28
8	264 Ashland Road	Bi-Level	4	2.1	62	\$829,900	\$829,900	\$821,500	98.99%	\$315,100	2.61
9	51 Rotary Drive	RanchExp	5	3.0	70	\$990,000	\$945,000	\$905,000	95.77%	\$472,900	1.91
10	45 Dale Drive	Bi-Level	4	2.1	14	\$925,000	\$925,000	\$915,000	98.92%	\$353,400	2.59
11	40 Twombly Drive	RanchExp	6	3.1	35	\$1,095,000	\$1,095,000	\$1,037,500	94.75%	\$475,400	2.18
12	19 Linden Place	Colonial	5	4.1	93	\$1,599,000	\$1,425,000	\$1,425,000	100.00%	\$574,600	2.48
13	15 Hobart Road	Custom	5	4.2	55	\$2,300,000	\$2,300,000	\$2,150,000	93.48%	\$907,200	2.37
14	9 Brantwood Drive	Colonial	6	5.1	40	\$2,695,000	\$2,695,000	\$2,655,000	98.52%	\$990,800	2.68
AVERAGE					41	\$1,011,343	\$994,343	\$961,857	96.64%		2.50

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 84
Average List Price: \$1,211,239
Average Days on Market: 69

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 31
Average List Price: \$1,001,129
Average Days on Market: 59

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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.

Summit 2014 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	43	43	52	65	38	34	26	24	41				37
List Price	\$591,527	\$798,967	\$935,782	\$696,891	\$966,756	\$857,581	\$1,247,371	\$1,094,847	\$994,343				\$967,725
Sales Price	\$588,803	\$761,944	\$902,214	\$684,109	\$944,172	\$860,919	\$1,241,933	\$1,084,188	\$961,857				\$954,960
Sales Price as a % of List Price	99.57%	95.67%	96.81%	99.19%	99.48%	99.67%	100.09%	100.54%	96.64%				99.26%
Sales Price to Assessed Value	2.37	2.31	2.18	2.40	2.42	2.56	2.56	2.57	2.50				2.48
# Units Sold	15	9	14	23	27	31	45	34	14				212
Active Listings	43	50	75	74	74	81	78	69	84				70
Under Contracts	27	42	60	73	89	68	34	29	31				50

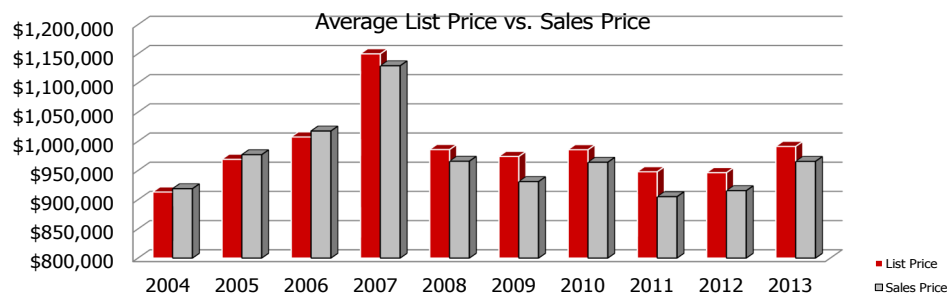
Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	52	37	-28.03%
Sales Price	\$991,682	\$954,960	-3.70%
Sales Price as a % of List Price	98.00%	99.26%	1.28%



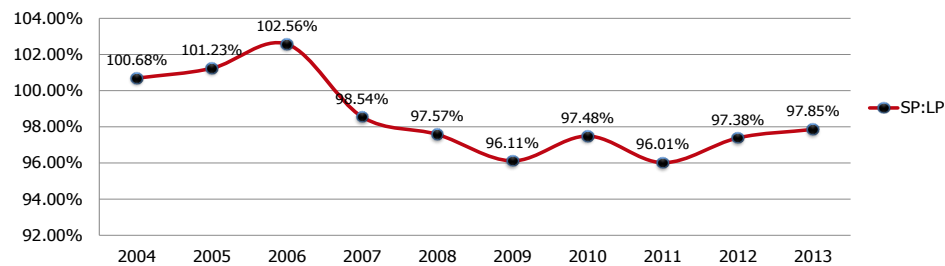
	2013	2014	% Change
# Units Sold	228	212	-7.02%
Active Listings	71	84	18.31%
Under Contracts	40	31	-22.50%

Summit 2004-2013



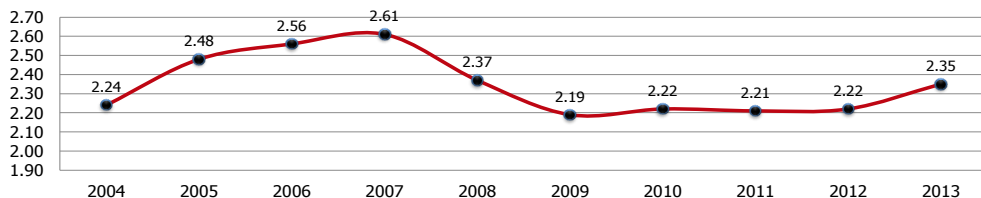
Summit 2004-2013

2004-2013 Sales Price to List Price Ratios

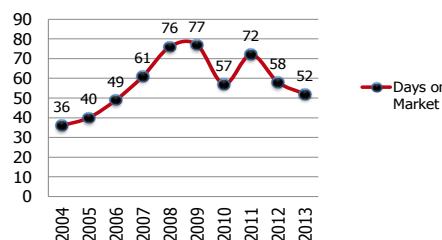


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630

Sales Price to Assessed Value Ratio



2004-2013 Average Days on Market



2004-2013 Number of Units Sold

