

# Summit

## June 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	18 Beauvoir Avenue	TwnIntUn	3	1.0	60	\$260,000	\$260,000	\$260,000	100.00%		
2	40 Ashwood Avenue	Colonial	3	1.1	42	\$325,000	\$325,000	\$310,000	95.38%	\$156,900	1.98
3	78 New England Avenue # 39	OneFloor	2	2.0	50	\$335,000	\$335,000	\$345,000	102.99%	\$146,100	2.36
4	768 Springfield Avenue D2	MultiFlr	2	2.1	14	\$369,000	\$369,000	\$355,000	96.21%	\$143,500	2.47
5	24 Baltusrol Place	Colonial	3	2.0	38	\$499,000	\$478,000	\$460,000	96.23%	\$196,100	2.35
6	29 Milton Avenue	SplitLev	3	2.0	26	\$550,000	\$535,000	\$535,000	100.00%	\$188,900	2.83
7	90 New England Ave Unit 1A	TwnEndUn	2	2.1	44	\$645,000	\$645,000	\$643,000	99.69%	\$249,500	2.58
8	146 Colonial Road	Colonial	3	1.1	66	\$679,000	\$649,000	\$600,000	92.45%	\$248,700	2.41
9	39 Michigan Avenue	Colonial	4	2.2	24	\$679,000	\$679,000	\$660,000	97.20%	\$235,700	2.80
10	184 Colonial Road	Colonial	3	1.1	44	\$699,000	\$679,000	\$650,000	95.73%	\$234,900	2.77
11	49 Ashland Road	Colonial	4	2.1	22	\$749,000	\$749,000	\$755,000	100.80%	\$282,900	2.67
12	1 Euclid Avenue Apt 6-A	HighRise	3	2.1	23	\$750,000	\$750,000	\$750,000	100.00%	\$254,700	2.94
13	26 Cromwell Parkway	Ranch	2	2.0	105	\$768,000	\$755,000	\$715,000	94.70%	\$311,100	2.30
14	25 West End Avenue	Colonial	4	3.1	12	\$759,000	\$759,000	\$750,000	98.81%	\$271,800	2.76
15	9 Laurel Avenue	Colonial	3	1.1	14	\$765,000	\$765,000	\$770,000	100.65%	\$310,600	2.48
16	25 Clark Street	Colonial	3	2.1	9	\$769,000	\$769,000	\$830,000	107.93%	\$192,200	4.32
17	275 Woodland Avenue	Tudor	3	2.1	29	\$775,000	\$775,000	\$771,000	99.48%	\$227,400	3.39
18	225 Kent Place Boulevard	Colonial	4	3.0	8	\$778,000	\$778,000	\$800,000	102.83%	\$318,000	2.52
19	14 Argyle Court	Ranch	3	2.1	9	\$795,000	\$795,000	\$795,000	100.00%	\$354,000	2.25
20	25 Shadyside Avenue	Colonial	3	2.1	7	\$799,000	\$799,000	\$825,000	103.25%	\$294,000	2.81
21	63 Tulip Street	Colonial	4	1.1	3	\$825,000	\$825,000	\$835,000	101.21%	\$345,500	2.42
22	1 Garden Road	Colonial	3	2.1	54	\$849,000	\$849,000	\$792,000	93.29%	\$378,000	2.10
23	50 B New England Avenue	TwnIntUn	3	2.1	156	\$949,000	\$899,000	\$899,000	100.00%	\$403,200	2.23
24	48 Hawthorne Place	Colonial	5	3.0	15	\$995,000	\$995,000	\$912,500	91.71%	\$568,700	1.60
25	151 Canoe Brook Parkway	Colonial	4	2.1	12	\$1,075,000	\$1,075,000	\$1,201,000	111.72%	\$401,200	2.99

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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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26	73 Blackburn Road	Colonial	4	2.1	30	\$1,095,000	\$1,095,000	\$1,075,000	98.17%	\$537,100	2.00
27	1 Montview Road	Colonial	5	3.1	54	\$1,195,000	\$1,195,000	\$1,195,000	100.00%	\$418,800	2.85
28	10 Blackburn Place	Colonial	5	2.1	6	\$1,300,000	\$1,300,000	\$1,360,000	104.62%	\$516,200	2.63
29	256 Oak Ridge Avenue	Colonial	4	3.1	36	\$1,560,000	\$1,560,000	\$1,530,000	98.08%	\$735,000	2.08
30	13 Sherman Avenue	Colonial	5	3.1	20	\$1,649,000	\$1,649,000	\$1,650,000	100.06%	\$654,100	2.52
31	28 Greenbriar Drive	Colonial	5	3.1	9	\$2,495,000	\$2,495,000	\$2,660,000	106.61%	\$1,083,700	2.45
AVERAGE					34	\$862,387	\$857,581	\$860,919	99.67%		2.56

### ***"ACTIVE"*** LISTINGS IN SUMMIT

**Number of Units:** 81  
**Average List Price:** \$1,298,500  
**Average Days on Market:** 64

### ***"UNDER CONTRACT"*** LISTINGS IN SUMMIT

**Number of Units:** 68  
**Average List Price:** \$1,204,790  
**Average Days on Market:** 29

# 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							45
List Price	\$591,527	\$798,967	\$935,782	\$696,891	\$966,756	\$857,581							\$822,525
Sales Price	\$588,803	\$761,944	\$902,214	\$684,109	\$944,172	\$860,919							\$808,708
Sales Price as a % of List Price	99.57%	95.67%	96.81%	99.19%	99.48%	99.67%							98.88%
Sales Price to Assessed Value	2.37	2.31	2.18	2.40	2.42	2.56							2.41
# Units Sold	15	9	14	23	27	31							119
Active Listings	43	50	75	74	74	81							66
Under Contracts	27	42	60	73	89	68							60

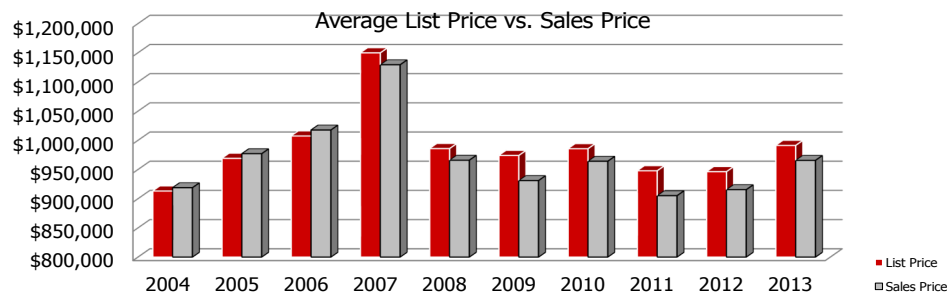
## Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	54	45	-17.32%
Sales Price	\$1,031,853	\$808,708	-21.63%
Sales Price as a % of List Price	97.88%	98.88%	1.02%



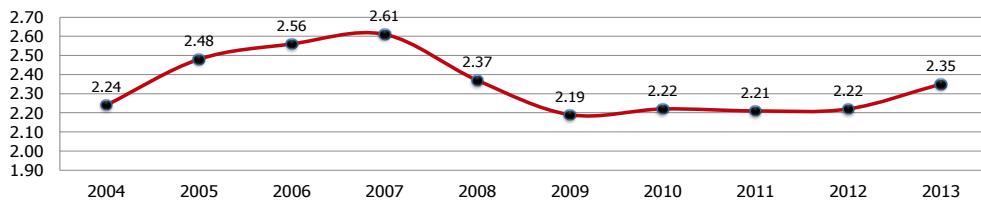
	2013	2014	% Change
# Units Sold	126	119	-5.56%
Active Listings	82	81	-1.22%
Under Contracts	66	68	3.03%

## Summit 2004-2013



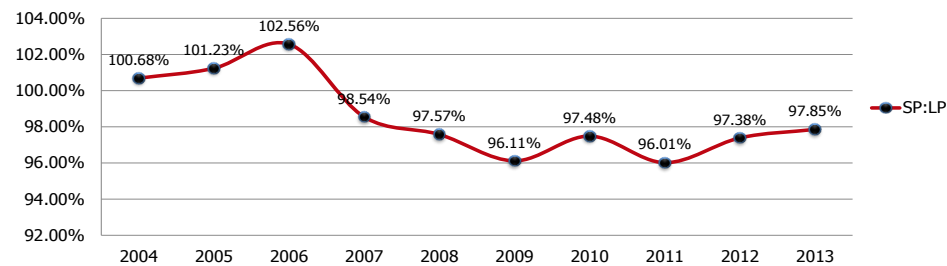
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630

### Sales Price to Assessed Value Ratio

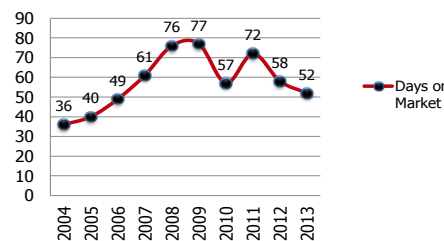


## Summit 2004-2013

### 2004-2013 Sales Price to List Price Ratios



### 2004-2013 Average Days on Market



### 2004-2013 Number of Units Sold

