

Summit

November 2014 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	31 Russel Place	Colonial	2	1.0	59	\$325,000	\$325,000	\$240,000	73.85%	\$161,900	1.48
2	13 Lafayette Avenue	CapeCod	3	2.0	96	\$439,000	\$369,000	\$263,750	71.48%	\$184,200	1.43
3	412 Morris Avenue Unit 29	OneFloor	2	1.1	10	\$319,000	\$319,000	\$330,000	103.45%	\$130,000	2.54
4	777 Springfield Avenue Apt 1	TwndEndUn	2	2.1	13	\$380,000	\$380,000	\$354,500	93.29%	\$180,100	1.97
5	36 Clark Street	SplitLev	3	1.1	121	\$535,000	\$515,000	\$480,000	93.20%	\$180,800	2.65
6	11 Yale Street	Colonial	4	2.1	15	\$639,000	\$639,000	\$615,000	96.24%	\$318,500	1.93
7	268 Woodland Avenue	CapeCod	4	2.1	9	\$675,000	\$675,000	\$700,000	103.70%	\$279,700	2.50
8	17 Rotary Driv	Ranch	3	2.0	13	\$855,000	\$855,000	\$922,000	107.84%	\$456,000	2.02
9	108 Colt Road	RanchExp	5	3.0	61	\$1,300,000	\$1,250,000	\$1,150,000	92.00%	\$652,000	1.76
10	168 Beechwood Road	Colonial	4	2.1	13	\$1,295,000	\$1,295,000	\$1,295,000	100.00%	\$464,600	2.79
11	155 Oak Ridge Avenue	Colonial	5	2.1	102	\$1,580,000	\$1,485,000	\$1,460,000	98.32%	\$791,000	1.85
12	8 Cedric Road	Colonial	5	4.1	324	\$1,995,000	\$1,795,000	\$1,725,000	96.10%	\$819,200	2.11
AVERAGE					70	\$861,417	\$825,167	\$794,604	94.12%		2.09

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 51
Average List Price: \$1,307,302
Average Days on Market: 95

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 42
Average List Price: \$935,079
Average Days on Market: 54

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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	67	70		41
List Price	\$591,527	\$798,967	\$935,782	\$696,891	\$966,756	\$857,581	\$1,247,371	\$1,094,847	\$994,343	\$890,929	\$825,167		\$956,020
Sales Price	\$588,803	\$761,944	\$902,214	\$684,109	\$944,172	\$860,919	\$1,241,933	\$1,084,188	\$961,857	\$864,321	\$794,604		\$941,543
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%	96.53%	94.12%		98.84%
Sales Price to	2.37	2.31	2.18	2.40	2.42	2.56	2.56	2.57	2.50	2.42	2.11		2.45
# Units Sold	15	9	14	23	27	31	45	34	14	14	12		238
Active Listings	43	50	75	74	74	81	78	69	84	72	51		68
Under Contracts	27	42	60	73	89	68	34	29	31	37	42		48

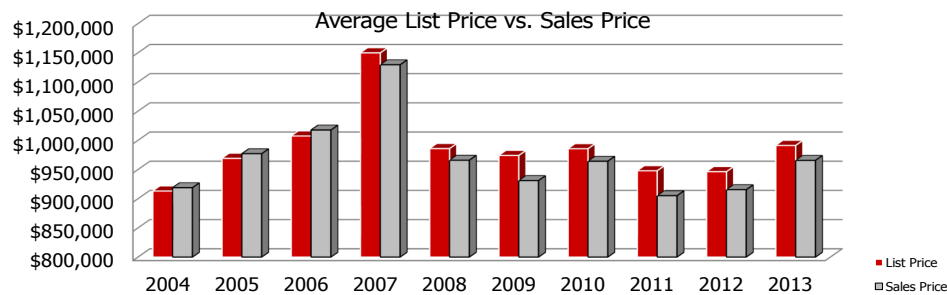
Flashback! YTD 2013 vs YTD 2014

	2013	2014	% Change
Days on Market	52	41	-21.63%
Sales Price	\$972,177	\$941,543	-3.15%
Sales Price as a % of List Price	97.84%	98.84%	1.02%



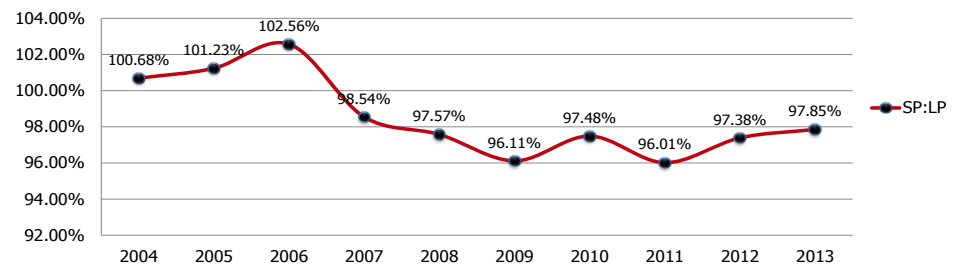
	2013	2014	% Change
# Units Sold	263	238	-9.51%
Active Listings	59	51	-13.56%
Under Contracts	27	42	55.56%

Summit 2004-2013



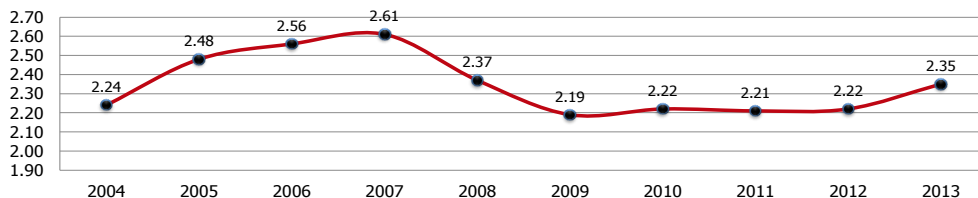
Summit 2004-2013

2004-2013 Sales Price to List Price Ratios

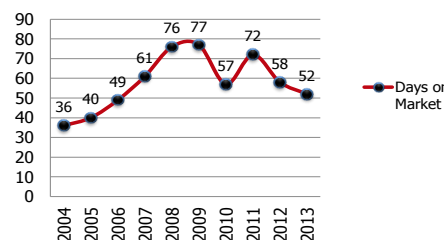


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630

Sales Price to Assessed Value Ratio



2004-2013 Average Days on Market



2004-2013 Number of Units Sold

