

# Summit

## August 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	19 Mountain Avenue	Colonial	4	4.0	38	\$649,000	\$649,000	\$635,000	97.84%	\$222,900	2.85
2	300 Summit Avenue	Colonial	4	2.1	135	\$1,395,000	\$1,150,000	\$1,125,000	97.83%	\$604,200	1.86
3	38 Woodmere Drive	Colonial	6	3.1	171	\$1,249,000	\$999,900	\$955,000	95.51%	\$685,400	1.39
4	70 Oak Ridge Avenue	Colonial	5	4.1	9	\$3,495,000	\$3,495,000	\$3,400,000	97.28%	\$1,048,700	3.24
5	32 Fairview Avenue	Colonial	4	2.1	51	\$650,000	\$650,000	\$600,000	92.31%	\$289,900	2.07
6	100 Blackburn Road	Colonial	6	4.1	110	\$2,250,000	\$1,900,000	\$1,685,000	88.68%	\$667,800	2.52
7	7 Woodmere Drive	Colonial	5	4.2	19	\$2,195,000	\$2,225,000	\$2,275,000	102.25%	\$717,600	3.17
8	20 Llewelyn Road	Colonial	5	3.1	5	\$2,295,000	\$2,295,000	\$2,400,000	104.58%	\$700,000	3.43
9	93 West End Avenue	Colonial	4	2.1	63	\$849,000	\$849,000	\$811,000	95.52%	\$335,200	2.42
10	133 Summit Avenue	HighRise	1	1.0	32	\$185,000	\$185,000	\$172,500	93.24%		
11	105 Bellevue Avenue	Colonial	4	2.1	55	\$1,535,000	\$1,425,000	\$1,400,000	98.25%	\$615,000	2.28
12	14 Fay Place	Split Level	4	3.0	37	\$745,000	\$689,000	\$668,500	97.02%	\$237,400	2.82
13	21 Baltusrol Place	Colonial	3	2.0	35	\$410,000	\$410,000	\$402,500	98.17%	\$153,500	2.62
14	120 Woodland Avenue	Colonial	4	2.1	28	\$1,695,000	\$1,695,000	\$1,635,000	96.46%	\$832,500	1.96
15	41 Oakley Avenue	Colonial	4	3.1	9	\$1,295,000	\$1,295,000	\$1,306,500	100.89%	\$438,800	2.98
16	106 Maple Street	Colonial	5	2.1	22	\$1,195,000	\$1,195,000	\$1,205,000	100.84%	\$492,600	2.45
17	12 Stiles Road	Colonial	4	2.0	19	\$545,000	\$545,000	\$525,000	96.33%	\$267,100	1.97
18	30 Shadyside Avenue	Colonial	5	3.1	6	\$1,099,000	\$1,099,000	\$1,094,515	99.59%	\$399,300	2.74
19	53 Mountain Avenue	Colonial	4	3.1	16	\$895,000	\$895,000	\$895,000	100.00%	\$222,300	4.03
20	10 Dale Drive	Bi-Level	4	3.0	48	\$900,000	\$900,000	\$850,000	94.44%	\$395,700	2.15
21	417 Morris Avenue Unit 20	TwnIntUn	2	1.1	7	\$329,000	\$329,000	\$351,000	106.69%	\$118,100	2.97

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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	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
22	150 Ashland Road	Colonial	5	3.1	6	\$1,095,000	\$1,095,000	\$1,095,000	100.00%	\$440,600	2.49
23	202 Blackburn Road	Ranch	3	2.0	7	\$659,000	\$659,000	\$670,000	101.67%	\$275,700	2.43
24	67 Eggers Court	TwndEndUn	3	3.1	15	\$849,000	\$849,000	\$850,000	100.12%	\$319,200	2.66
25	27 Russell Place Unit 2	HalfDupl	3	2.1	15	\$549,900	\$549,900	\$537,500	97.75%	\$200,000	2.69
26	23 Knob Hill Drive	Split Level	4	4.0	26	\$1,059,000	\$1,059,000	\$1,180,000	111.43%	\$489,700	2.41
27	29 Druid Hill Road	Colonial	4	3.1	22	\$1,449,000	\$1,395,000	\$1,375,000	98.57%	\$715,800	1.92
28	133 Tulip Street	Tudor	3	2.1	28	\$769,000	\$769,000	\$711,500	92.52%	\$357,300	1.99
29	8 Princeton Street	Colonial	4	2.1	0	\$950,000	\$950,000	\$940,000	98.95%		
30	11 Euclid Avenue Unit 5C	HighRise	2	2.0	14	\$435,000	\$435,000	\$457,500	105.17%	\$206,300	2.22
31	48 Dale Drive	Bi-Level	5	3.0	15	\$638,800	\$638,800	\$780,100	122.12%	\$459,600	1.70
32	24 Glen Oaks Avenue	Colonial	4	2.1	0	\$1,249,000	\$1,249,000	\$1,300,000	104.08%	\$426,700	3.05
AVERAGE					33	\$1,111,178	\$1,078,863	\$1,071,504	99.57%		2.52

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

**Number of Units:** 77  
**Average List Price:** \$1,359,686  
**Average Days on Market:** 85

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

**Number of Units:** 43  
**Average List Price:** \$1,305,249  
**Average Days on Market:** 52

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# Summit 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	59	54	33	37	32	38	35	33					39
List Price	\$897,550	\$835,916	\$1,117,860	\$750,518	\$1,130,948	\$1,048,410	\$990,129	\$1,078,863					\$996,697
Sales Price	\$875,094	\$800,944	\$1,112,965	\$736,485	\$1,103,110	\$1,033,981	\$979,316	\$1,071,504					\$980,656
Sales Price as a % of List Price	97.33%	95.73%	99.31%	98.92%	98.17%	99.15%	99.31%	99.57%					98.63%
Sales Price to Assessed Value	2.40	2.35	2.20	2.69	2.66	2.59	2.48	2.52					2.50
# Units Sold	16	18	15	17	21	31	31	32					181
Active Listings	58	60	75	108	109	108	96	77					86
Under Contracts	30	41	51	61	60	58	63	43					51

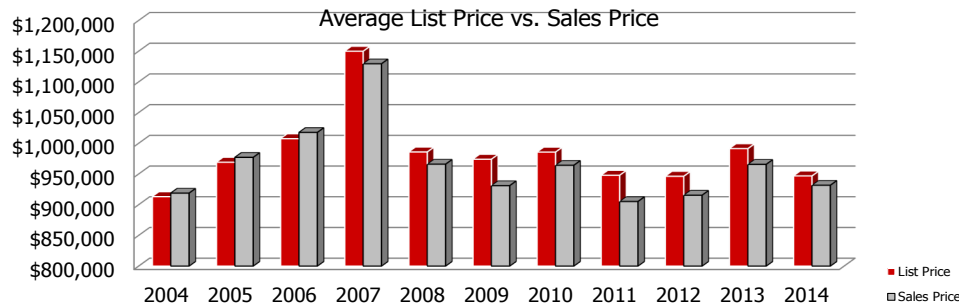
## Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	37	39	5.41%
Sales Price	\$954,473	\$980,656	2.74%
Sales Price as a % of List Price	99.44%	98.63%	-0.82%

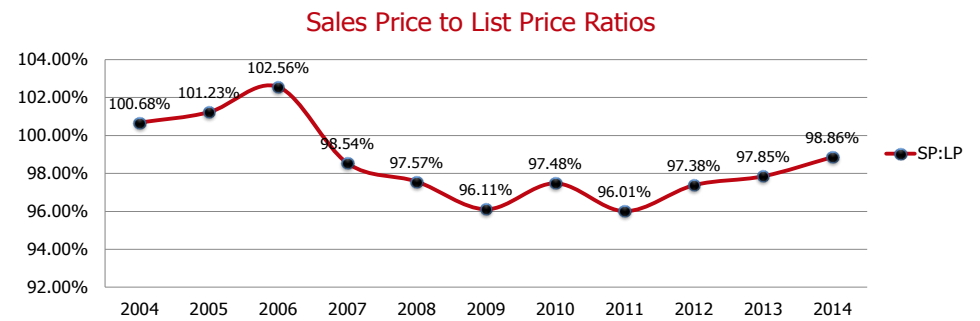


	2014	2015	% Change
# Units Sold	198	181	-8.59%
Active Listings	69	77	11.59%
Under Contracts	29	43	48.28%

## Summit Yearly Market Trends

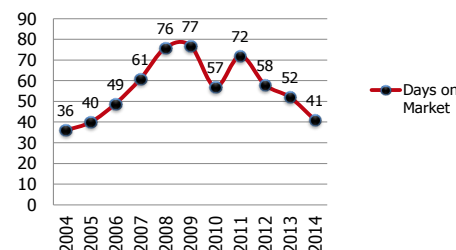


## Summit Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209	\$946,779
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630	\$931,577

## Average Days on Market



## Number of Units Sold

