

Summit

December 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	133 Summit Avenue Apt 8	OneFloor	2	1.0	59	\$268,000	\$258,000	\$255,000	98.84%		
2	61 Park Avenue	Colonial	3	1.1	147	\$399,000	\$325,000	\$280,000	86.15%	\$131,100	2.14
3	412 Morris Avenue Unit 52	OneFloor	2	2.0	21	\$342,500	\$342,500	\$344,375	100.55%	\$133,100	2.59
4	14 Clark Street	Ranch	3	2.0	265	\$399,000	\$379,000	\$345,000	91.03%	\$152,100	2.27
5	768 Springfield Avenue C3	TwnIntUn	2	2.1	63	\$389,000	\$365,000	\$353,000	96.71%	\$143,500	2.46
6	67 Broad Street	CapeCod	4	1.1	70	\$399,000	\$369,900	\$361,500	97.73%	\$161,200	2.24
7	768 Springfield Avenue E6	TwnIntUn	2	2.1	92	\$379,000	\$369,000	\$362,500	98.24%	\$143,500	2.53
8	66 New England Avenue	TwnIntUn	2	1.1	52	\$389,000	\$379,000	\$375,000	98.94%	\$139,400	2.69
9	103 Park Avenue Unit B7	TwnIntUn	3	2.1	19	\$406,000	\$406,000	\$405,000	99.75%	\$160,300	2.53
10	15 Van Dyke Place	Colonial	3	1.0	28	\$435,000	\$435,000	\$410,000	94.25%	\$180,400	2.27
11	5 Gary Road	CapeCod	3	2.1	11	\$459,000	\$459,000	\$470,000	102.40%	\$169,600	2.77
12	1 Euclid Avenue Apt 6-D	HighRise	1	1.0	179	\$525,000	\$498,000	\$489,000	98.19%	\$195,100	2.51
13	91 Springfield Avenue Unit J	TwnEndUn	2	3.1	92	\$554,900	\$539,900	\$530,000	98.17%	\$211,300	2.51
14	16 Ridgedale Avenue	Colonial	4	2.0	30	\$579,000	\$579,000	\$565,000	97.58%	\$184,500	3.06
15	258 Woodland Avenue	Colonial	3	2.0	66	\$615,000	\$599,000	\$585,000	97.66%	\$220,500	2.65
16	301 Morris Turnpike	RanchRas	4	3.0	153	\$698,888	\$599,000	\$600,000	100.17%	\$282,300	2.13
17	115 Canoe Brook Parkway	Split Level	4	2.0	12	\$599,900	\$599,900	\$616,558	102.78%	\$247,300	2.49
18	168 Division Avenue	CapeCod	4	2.0	58	\$695,000	\$675,000	\$675,000	100.00%	\$258,200	2.61
19	2 Manor Hill Road	Colonial	4	2.1	226	\$500,000	\$500,000	\$687,500	137.50%	\$390,200	1.76
20	82 Elm Street	Victorian	4	3.0	78	\$777,000	\$777,000	\$748,000	96.27%	\$202,600	3.69
21	75 Pine Grove Avenue	Colonial	4	2.1	101	\$799,999	\$799,999	\$760,000	95.00%	\$421,800	1.80
22	138 Pine Grove Avenue	Colonial	4	2.1	55	\$830,000	\$830,000	\$780,000	93.98%	\$356,000	2.19
23	37 Miele Place	Colonial	4	2.1	21	\$839,000	\$839,000	\$830,000	98.93%		
24	18 Glendale Road	Split Level	3	2.1	56	\$979,000	\$899,900	\$845,000	93.90%	\$360,400	2.34
25	100 Division Avenue	Colonial	4	4.1	191	\$1,150,000	\$919,000	\$860,000	93.58%	\$476,500	1.80

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

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26	241 Ashland Road	Split Level	3	3.0	37	\$895,000	\$895,000	\$860,000	96.09%	\$306,700	2.80
27	8 Lewis Avenue	Colonial	5	3.1	30	\$950,000	\$950,000	\$925,000	97.37%	\$399,300	2.32
28	11 Dale Drive	Custom	4	3.0	16	\$1,000,000	\$1,000,000	\$995,000	99.50%	\$458,100	2.17
29	11 Primrose Place	Colonial	3	3.1	44	\$1,095,000	\$1,095,000	\$1,057,500	96.58%	\$426,900	2.48
30	2 Blackburn Place	Colonial	4	4.1	48	\$1,395,000	\$1,250,000	\$1,210,000	96.80%	\$509,700	2.37
31	97 Canoe Brook Parkway	Colonial	5	5.0	153	\$1,375,000	\$1,375,000	\$1,345,000	97.82%		
32	265 Ashland Road	Colonial	5	3.0	8	\$1,450,000	\$1,450,000	\$1,400,000	96.55%	\$558,100	2.51
33	26 Kings Hill Court	Colonial	5	4.1	63	\$1,595,000	\$1,495,000	\$1,440,000	96.32%	\$787,800	1.83
34	227 Ashland Road	Colonial	6	5.1	69	\$1,900,000	\$1,900,000	\$1,700,000	89.47%		
35	129 Whittredge Road	Tudor	5	3.2	10	\$1,795,000	\$1,795,000	\$1,777,000	99.00%	\$875,600	2.03
36	9 Greenbriar Drive	Colonial	5	4.1	11	\$1,995,000	\$1,995,000	\$1,975,000	99.00%	\$788,600	2.50
37	95 Hillcrest Avenue	Colonial	5	5.2	121	\$2,675,000	\$2,575,000	\$2,400,000	93.20%	\$1,266,200	1.90
38	11 Glendale Road	Colonial	6	6.1	54	\$2,985,000	\$2,985,000	\$2,700,000	90.45%	\$1,651,900	1.63
39	20 Lenox Road	Colonial	7	7.2	83	\$4,950,000	\$4,950,000	\$3,500,000	70.71%	\$1,626,100	2.15
40	111 Bellevue Avenue	Custom	6	6.1	62	\$6,250,000	\$6,250,000	\$4,650,000	74.40%	\$1,612,100	2.88
41	233 Springfield Avenue	Colonial	7	9.1	15	\$8,250,000	\$8,250,000	\$8,000,000	96.97%	\$3,004,000	2.66
AVERAGE					72	\$1,340,541	\$1,315,905	\$1,206,511	96.55%		2.39

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 61
Average List Price: \$1,451,429
Average Days on Market: 86

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 25
Average List Price: \$834,252
Average Days on Market: 69

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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	36	73	46	72	46
List Price	\$897,550	\$835,916	\$1,117,860	\$750,518	\$1,130,948	\$1,048,410	\$990,129	\$1,078,863	\$963,627	\$1,161,462	\$1,107,529	\$1,315,905	\$1,053,866
Sales Price	\$875,094	\$800,944	\$1,112,965	\$736,485	\$1,103,110	\$1,033,981	\$979,316	\$1,071,504	\$942,295	\$1,135,769	\$1,059,176	\$1,206,511	\$1,021,296
Sales Price as a % of List Price	97.33%	95.73%	99.31%	98.92%	98.17%	99.15%	99.31%	99.57%	97.25%	98.06%	96.70%	96.55%	98.03%
Sales Price to Assessed Value	2.40	2.35	2.20	2.69	2.66	2.59	2.48	2.52	2.49	2.30	2.52	2.39	2.51
# Units Sold	16	18	15	17	21	31	31	32	30	13	17	41	282
Active Listings	58	60	75	108	109	108	96	77	97	86	62	61	83
Under Contracts	30	41	51	61	60	58	63	43	39	56	54	25	48

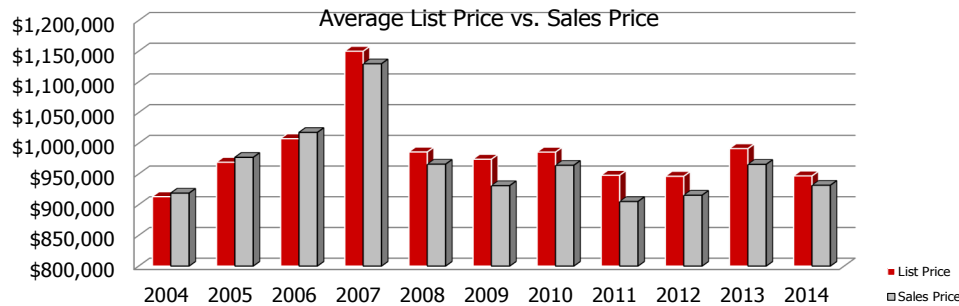
Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	41	46	10.91%
Sales Price	\$931,577	\$1,021,296	9.63%
Sales Price as a % of List Price	98.86%	98.03%	-0.84%

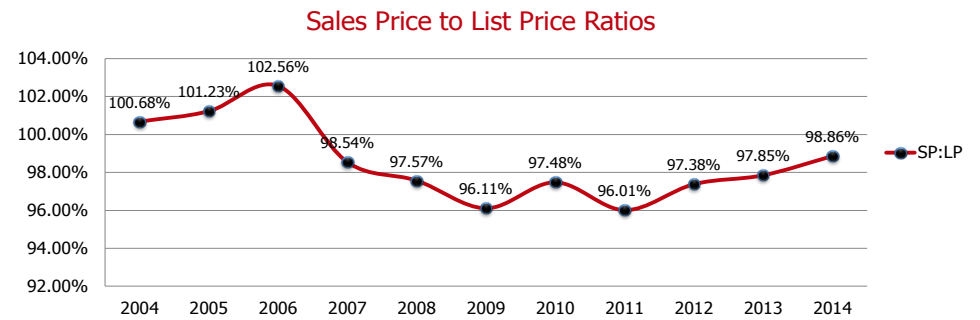


	2014	2015	% Change
# Units Sold	259	282	8.88%
Active Listings	44	61	38.64%
Under Contracts	30	25	-16.67%

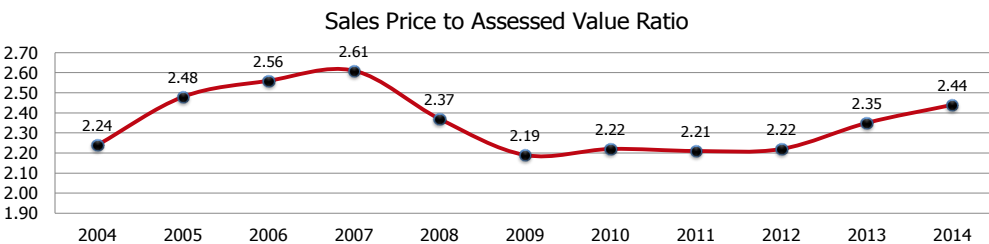
Summit Yearly Market Trends



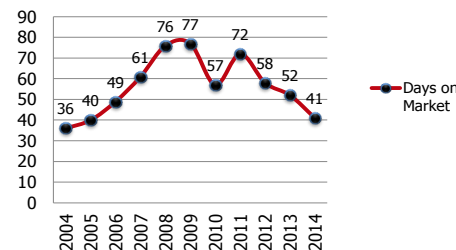
Summit Yearly Market Trends



	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

