

Summit

October 2015 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|--------------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1 | 36 Ashwood Avenue | Colonial | 3 | 2.0 | 62 | \$549,000 | \$499,000 | \$490,000 | 98.20% | \$189,100 | 2.59 |
| 2 | 4 Meadowbrook Court | FixrUppr | 3 | 1.1 | 24 | \$499,000 | \$499,000 | \$560,000 | 112.22% | \$302,200 | 1.85 |
| 3 | 105 Kent Place Boulevard | Split Level | 3 | 2.0 | 63 | \$595,000 | \$595,000 | \$567,500 | 95.38% | \$248,300 | 2.29 |
| 4 | 1 Euclid Avenue Apt2-F | OneFloor | 2 | 2.0 | 82 | \$649,000 | \$615,000 | \$600,000 | 97.56% | \$217,800 | 2.75 |
| 5 | 14 Fairview Avenue | Victorian | 4 | 2.1 | 97 | \$825,000 | \$750,000 | \$725,000 | 96.67% | \$324,200 | 2.24 |
| 6 | 200 Woodland Avenue | Bi-Level | 4 | 3.0 | 14 | \$799,000 | \$799,000 | \$725,000 | 90.74% | \$332,300 | 2.18 |
| 7 | 23 Londonderry Way | Ranch | 4 | 3.1 | 145 | \$1,125,000 | \$999,000 | \$960,000 | 96.10% | \$388,100 | 2.47 |
| 8 | 35 Rotary Drive | RanchExp | 4 | 5.0 | 9 | \$1,299,000 | \$1,299,000 | \$1,292,500 | 99.50% | \$547,400 | 2.36 |
| 9 | 25 Norwood Avenue Unit 3 | MultiFlr | 4 | 3.1 | 113 | \$1,375,000 | \$1,345,000 | \$1,325,000 | 98.51% | \$550,000 | 2.41 |
| 10 | 316 Ashland Road | Victorian | 4 | 4.1 | 65 | \$1,425,000 | \$1,425,000 | \$1,400,000 | 98.25% | \$501,200 | 2.79 |
| 11 | 11 Greenbriar Drive | Colonial | 6 | 3.1 | 141 | \$1,475,000 | \$1,475,000 | \$1,420,000 | 96.27% | \$718,800 | 1.98 |
| 12 | 30 Wildwood Lane | Colonial | 6 | 5.2 | 74 | \$2,275,000 | \$2,149,000 | \$2,050,000 | 95.39% | \$1,183,000 | 1.73 |
| 13 | 245 Summit Avenue | Colonial | 7 | 6.1 | 65 | \$2,650,000 | \$2,650,000 | \$2,650,000 | 100.00% | | |
| AVERAGE | | | | | 73 | \$1,195,385 | \$1,161,462 | \$1,135,769 | 98.06% | | 2.30 |

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 86
Average List Price: \$1,320,234
Average Days on Market: 59

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 56
Average List Price: \$1,498,925
Average Days on Market: 64

© 2004-2015 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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

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 | | | 41 |
| 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 | | | \$1,001,830 |
| 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 | | | \$984,521 |
| 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% | | | 98.41% |
| Sales Price to | 2.40 | 2.35 | 2.20 | 2.69 | 2.66 | 2.59 | 2.48 | 2.52 | 2.49 | 2.30 | | | 2.51 |
| # Units Sold | 16 | 18 | 15 | 17 | 21 | 31 | 31 | 32 | 30 | 13 | | | 224 |
| Active Listings | 58 | 60 | 75 | 108 | 109 | 108 | 96 | 77 | 97 | 86 | | | 87 |
| Under Contracts | 30 | 41 | 51 | 61 | 60 | 58 | 63 | 43 | 39 | 56 | | | 50 |

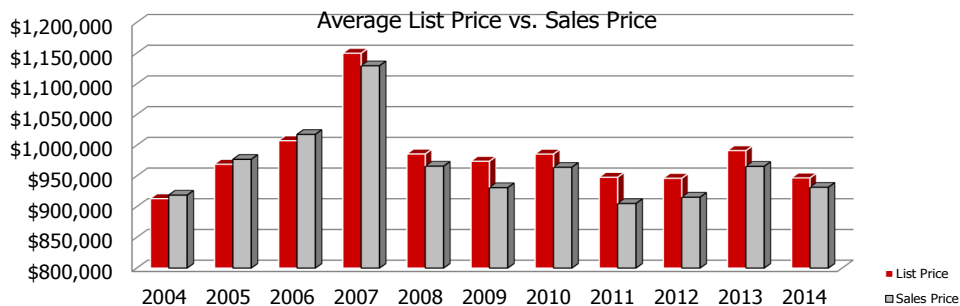
Flashback! YTD 2014 vs YTD 2015

| | 2014 | 2015 | % Change |
|----------------------------------|-----------|-----------|----------|
| Days on Market | 39 | 41 | 3.85% |
| Sales Price | \$949,346 | \$984,521 | 3.71% |
| Sales Price as a % of List Price | 99.09% | 98.41% | -0.69% |

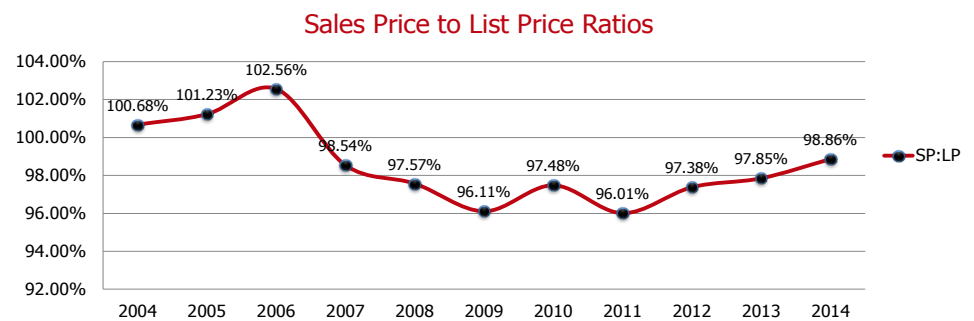


| | 2014 | 2015 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 226 | 224 | -0.88% |
| Active Listings | 72 | 86 | 19.44% |
| Under Contracts | 37 | 56 | 51.35% |

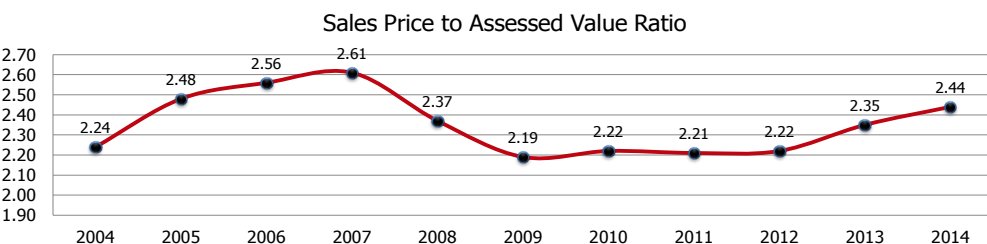
Summit Yearly Market Trends



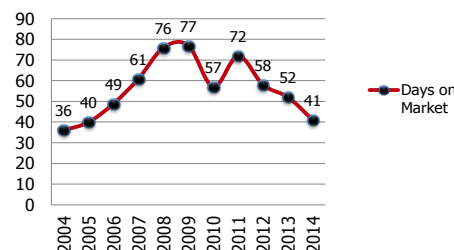
Summit Yearly Market Trends



| | 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

