

Summit

June 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	88 Broad Street	Colonial	3	1.0	43	\$299,000	\$299,000	\$299,000	100.00%	\$140,100	2.13
2	417 Morris Ave Unit 34	TwnIntUn	2	1.0	8	\$337,000	\$337,000	\$337,000	100.00%	\$109,600	3.07
3	28 Baltusrol Road	Ranch	3	1.0	14	\$379,900	\$379,900	\$378,000	99.50%	\$155,400	2.43
4	152 Passaic Avenue	Colonial	2	2.0	52	\$539,900	\$539,900	\$502,400	93.05%	\$246,200	2.04
5	3 Hughes Place	Colonial	3	1.1	7	\$525,000	\$525,000	\$525,000	100.00%	\$174,400	3.01
6	9 Baltusrol Place	Colonial	4	2.0	115	\$555,000	\$548,000	\$560,000	102.19%	\$168,200	3.33
7	10 Park Avenue	Colonial	3	2.1	34	\$559,000	\$559,000	\$600,000	107.33%	\$179,900	3.34
8	67 Ashland Road	Colonial	3	1.1	56	\$599,000	\$599,000	\$615,000	102.67%	\$312,500	1.97
9	126 Baltusrol Road	Colonial	4	2.1	56	\$695,000	\$599,000	\$650,000	108.51%	\$176,400	3.68
10	125 Passaic Avenue	Colonial	3	2.1	64	\$679,000	\$679,000	\$665,000	97.94%	\$243,200	2.73
11	246 Blackburn Road	Colonial	4	2.0	0	\$695,000	\$695,000	\$688,000	98.99%	\$345,700	1.99
12	2 Sheridan Road	Split Level	3	2.0	10	\$659,000	\$659,000	\$690,000	104.70%	\$242,000	2.85
13	49 Montrose Avenue	Ranch	3	2.0	14	\$700,000	\$700,000	\$695,000	99.29%	\$246,500	2.82
14	35 W End Avenue	Colonial	3	2.0	26	\$689,000	\$689,000	\$705,500	102.39%	\$265,100	2.66
15	30 Webster Avenue	Colonial	3	2.1	31	\$795,000	\$750,000	\$760,000	101.33%	\$253,600	3.00
16	7 Meadowbrook Court	CapeCod	3	2.0	7	\$775,000	\$775,000	\$777,000	100.26%	\$290,100	2.68
17	33 Wade Drive	Split Level	4	2.0	15	\$795,000	\$795,000	\$790,000	99.37%	\$238,900	3.31
18	63 Ashland Road	Colonial	4	2.1	9	\$889,000	\$889,000	\$889,000	100.00%	\$310,300	2.86
19	11 Knob Hill Drive	Split Level	4	3.0	0	\$910,000	\$910,000	\$910,000	100.00%	\$405,300	2.25
20	116 Mountain Avenue	Colonial	5	1.1	16	\$998,000	\$998,000	\$976,500	97.85%	\$397,700	2.46
21	25 Montrose Avenue	Colonial	4	4.0	63	\$1,055,000	\$1,019,000	\$980,000	96.17%	\$314,100	3.12
22	47 Parkview Terrace	Colonial	4	2.1	54	\$1,120,000	\$1,049,000	\$1,024,000	97.62%	\$361,500	2.83
23	35 Lowell Avenue	Colonial	4	2.1	14	\$1,095,000	\$1,095,000	\$1,255,000	114.61%	\$371,400	3.38
24	11 Kings Hill Court	Colonial	4	2.2	17	\$1,239,000	\$1,239,000	\$1,271,000	102.58%	\$660,200	1.93
25	2 Colony Drive	Tudor	5	2.2	20	\$1,299,000	\$1,299,000	\$1,276,000	98.23%	\$446,000	2.86

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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	20 Edgemont Avenue	Colonial	4	3.2	45	\$1,370,000	\$1,320,000	\$1,300,000	98.48%	\$532,100	2.44
27	25 Norwood Avenue Unit 9	TwnEndUn	4	3.1	38	\$1,395,000	\$1,395,000	\$1,310,000	93.91%	\$550,000	2.38
28	20 Linda Lane	Colonial	5	2.1	36	\$1,535,000	\$1,455,000	\$1,395,000	95.88%	\$709,600	1.97
29	15 Hawthorne Place	Colonial	4	2.1	10	\$1,450,000	\$1,450,000	\$1,410,000	97.24%	\$656,900	2.15
30	11 Club Drive	Colonial	6	6.0	27	\$1,499,000	\$1,499,000	\$1,430,000	95.40%	\$555,400	2.57
31	14 Colt Road	Tudor	3	3.1	0	\$1,500,000	\$1,500,000	\$1,500,000	100.00%	\$616,700	2.43
32	101 Prospect Street	Colonial	5	4.1	53	\$1,695,000	\$1,550,000	\$1,536,000	99.10%	\$775,400	1.98
33	33 Templar Way	Colonial	5	4.1	45	\$1,799,000	\$1,699,000	\$1,665,000	98.00%	\$777,600	2.14
34	43 Druid Hill Road	Colonial	5	4.2	13	\$1,690,000	\$1,690,000	\$1,668,000	98.70%	\$750,000	2.22
35	24 Manor Hill Road	Colonial	5	3.1	8	\$1,725,000	\$1,725,000	\$1,700,000	98.55%	\$539,500	3.15
36	219 Oak Ridge Avenue	Colonial	5	4.2	72	\$2,495,000	\$2,095,000	\$1,877,000	89.59%	\$900,000	2.09
37	248 Woodland	Colonial	6	6.1	57	\$2,249,000	\$1,995,000	\$1,950,000	97.74%		
38	62 Portland Road	Colonial	4	3.1	0	\$1,995,000	\$1,995,000	\$1,995,000	100.00%	\$700,000	2.85
39	18 Lenox Road	Colonial	5	5.1	159	\$3,150,000	\$2,850,000	\$2,750,000	96.49%	\$1,148,500	2.39
40	20 Lenox Road	Colonial	7	7.2	12	\$3,900,000	\$3,900,000	\$3,666,666	94.02%	\$1,626,100	2.25
AVERAGE					33	\$1,208,195	\$1,168,595	\$1,149,277	99.44%		2.61

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 79
Average List Price: \$1,497,596
Average Days on Market: 66

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 72
Average List Price: \$1,021,429
Average Days on Market: 45

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Summit 2016 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	51	84	80	31	38	33							47
List Price	\$1,031,857	\$529,781	\$777,213	\$1,070,194	\$999,370	\$1,168,595							\$980,908
Sales Price	\$1,006,107	\$514,108	\$748,500	\$1,056,275	\$999,000	\$1,149,277							\$966,259
Sales Price as a % of List Price	98.27%	96.82%	97.88%	97.98%	99.71%	99.44%							98.76%
Sales Price to Assessed Value	2.53	2.47	2.19	2.49	2.47	2.61							2.49
# Units Sold	14	16	16	17	40	40							143
Active Listings	68	77	100	80	101	79							84
Under Contracts	32	50	66	92	79	72							65

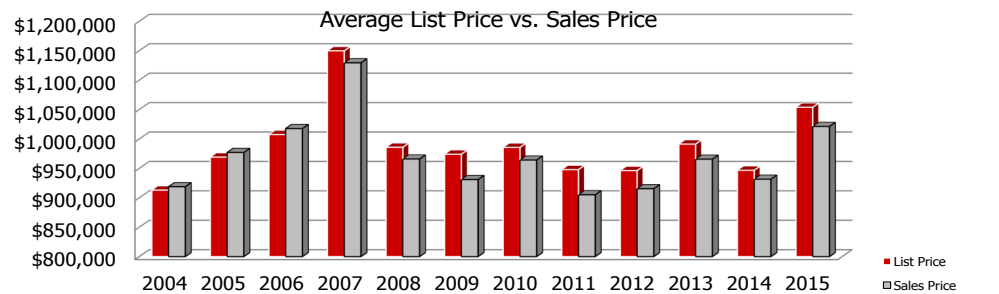
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	42	47	13.01%
Sales Price	\$956,372	\$966,259	1.03%
Assessed Value to Sales Price	2.50	2.49	-0.47%

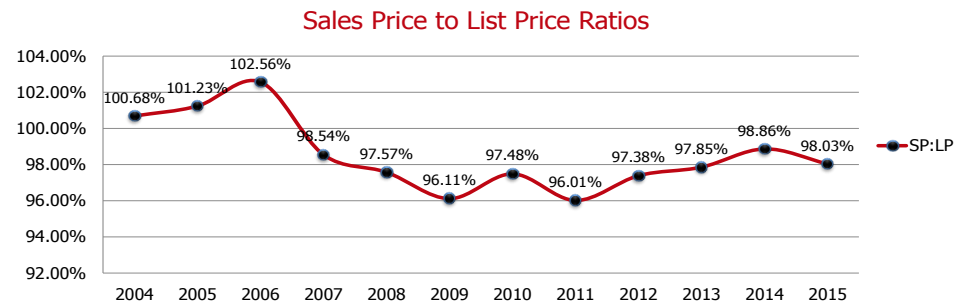


	2015	2016	% Change
# Units Sold	118	143	21.19%
Active Listings	108	79	-26.85%
Under Contracts	58	72	24.14%

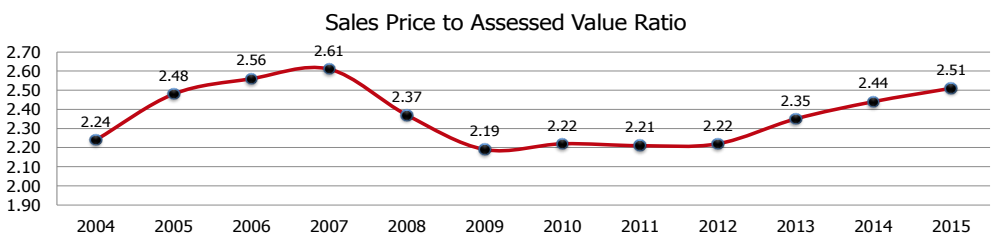
Summit Yearly Market Trends



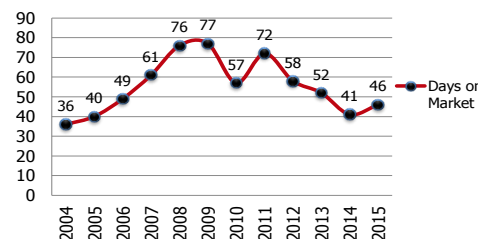
Summit Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
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	\$1,053,866
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	\$1,021,296



Average Days on Market



Number of Units Sold

