

Summit

November 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	25 Edgar Road	Ranch	2	1.1	302	\$350,000	\$260,000	\$270,000	103.85%	\$164,100	1.65
2	417 Morris Avenue Unit 44	TwnIntUn	2	1.0	24	\$341,000	\$341,000	\$337,500	98.97%	\$128,300	2.63
3	45 Clark Street	Ranch	3	1.0	6	\$369,900	\$369,900	\$369,900	100.00%	\$154,200	2.40
4	768 Springfield Avenue B4	TwnIntUn	2	2.1	85	\$379,900	\$370,000	\$370,000	100.00%	\$143,500	2.58
5	47 Stockton Road	SplitLev	3	1.1	18	\$549,000	\$549,000	\$535,000	97.45%	\$258,000	2.07
6	135 Butler Parkway	SplitLev,	3	2.0	81	\$619,900	\$599,900	\$565,500	94.27%	\$214,500	2.64
7	30 Elm Street Unit 30D	TwnIntUn	2	2.2	9	\$680,000	\$680,000	\$700,000	102.94%	\$274,700	2.55
8	172 Kent Place Boulevard	Colonial	5	2.1	55	\$799,000	\$729,000	\$717,500	98.42%	\$319,800	2.24
9	83 Mountain Avenue	Colonial	4	2.1	58	\$799,000	\$749,000	\$742,000	99.07%	\$288,600	2.57
10	116 Canoe Brook Parkway	CapeCod	3	2.0	9	\$749,900	\$749,900	\$781,000	104.15%	\$246,000	3.17
11	30 Colony Drive	Colonial	3	1.1	36	\$799,000	\$799,000	\$841,000	105.26%	\$341,100	2.47
12	46 Edgewood Road	Colonial	4	2.1	0	\$999,000	\$999,000	\$999,900	100.09%	\$665,400	1.50
13	121 Hillcrest Avenue	Colonial	4	2.1	88	\$1,499,000	\$1,300,000	\$1,265,000	97.31%	\$646,900	1.96
14	27 Waldron Avenue	Colonial	4	3.0	7	\$1,350,000	\$1,350,000	\$1,396,000	103.41%	\$405,600	3.44
15	92 Beechwood Road	Custom	4	2.2	9	\$1,475,000	\$1,475,000	\$1,536,000	104.14%	\$539,400	2.85
16	240 Oak Ridge Avenue	Colonial	5	3.2	3	\$1,695,000	\$1,695,000	\$1,725,000	101.77%	\$800,000	2.16
AVERAGE					49	\$840,913	\$813,481	\$821,956	100.69%		2.43

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 63
Average List Price: \$1,384,386
Average Days on Market: 75

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 27
Average List Price: \$1,015,700
Average Days on Market: 44

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	29	52	51	47	49		46
List Price	\$1,031,857	\$529,781	\$777,213	\$1,070,194	\$999,370	\$1,168,595	\$1,024,176	\$1,062,436	\$943,014	\$1,062,030	\$813,481		\$989,499
Sales Price	\$1,006,107	\$514,108	\$748,500	\$1,056,275	\$999,000	\$1,149,277	\$1,010,073	\$1,040,882	\$920,379	\$1,034,480	\$821,956		\$973,554
Sales Price as a % of List Price	98.27%	96.82%	97.88%	97.98%	99.71%	99.44%	98.93%	98.76%	99.15%	97.31%	100.69%		98.81%
Sales Price to Assessed Value	2.53	2.47	2.19	2.49	2.47	2.61	2.51	2.39	2.51	2.75	2.43		2.50
# Units Sold	14	16	16	17	40	40	38	33	29	23	16		282
Active Listings	68	77	100	80	101	79	59	56	83	77	63		77
Under Contracts	32	50	66	92	79	72	54	49	37	41	27		54

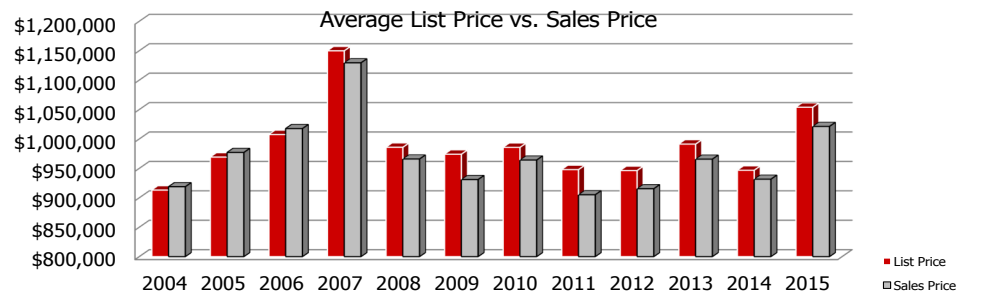
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	41	46	11.25%
Sales Price	\$989,787	\$973,554	-1.64%
Assessed Value to Sales Price	2.51	2.50	-0.16%

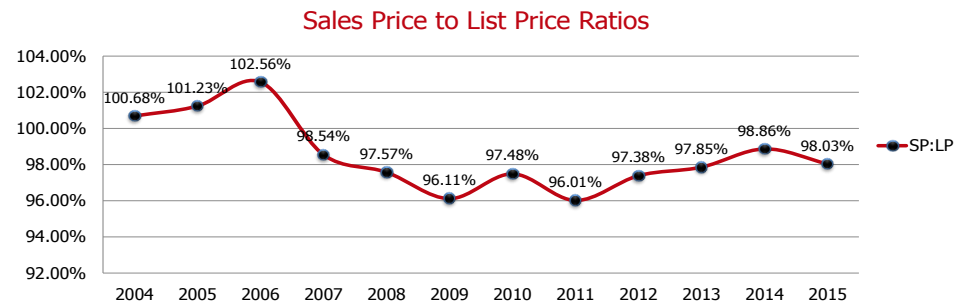


	2015	2016	% Change
# Units Sold	241	282	17.01%
Active Listings	62	63	1.61%
Under Contracts	54	27	-50.00%

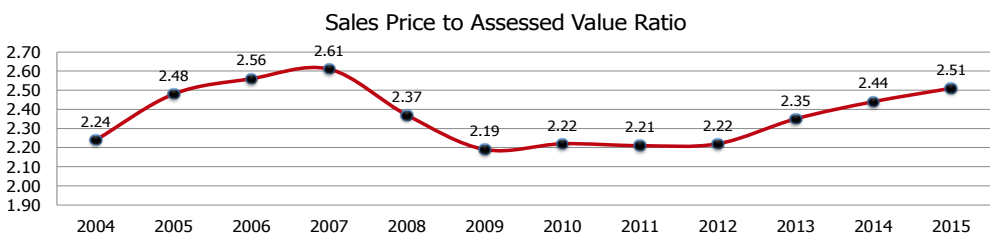
Summit Yearly Market Trends



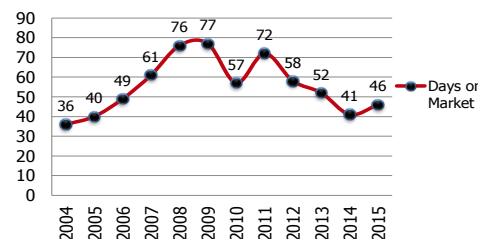
Summit Yearly Market Trends



	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

