

Summit

October 2016 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	39 Milton Avenue	Split Level	3	1.1	39	\$366,900	\$366,900	\$302,400	82.42%	\$159,200	1.90
2	417 Morris Avenue U38	TwnIntUn	2	1.0	23	\$345,000	\$345,000	\$340,000	98.55%	\$112,300	3.03
3	103 Park Avenue UB4	TwnIntUn	3	2.1	62	\$435,000	\$435,000	\$417,500	95.98%	\$157,700	2.65
4	777 Springfield Avenue U15	TwnIntUn	2	2.1	29	\$449,000	\$449,000	\$425,000	94.65%	\$180,100	2.36
5	22 Beverly Road	Split Level	4	2.1	67	\$595,000	\$595,000	\$555,000	93.28%	\$255,900	2.17
6	86 Tulip Street	Colonial	3	1.1	129	\$650,000	\$625,000	\$602,000	96.32%	\$270,100	2.23
7	10 Montrose Avenue	Colonial	3	1.0	13	\$649,000	\$649,000	\$640,000	98.61%	\$212,700	3.01
8	15 Morris Avenue	Colonial	5	3.0	67	\$649,900	\$649,900	\$680,000	104.63%	\$211,000	3.22
9	90 New England Ave U3C	TwnIntUn	2	2.1	22	\$749,900	\$749,900	\$745,000	99.35%	\$249,500	2.99
10	98 Passaic Avenue	Colonial	5	3.0	17	\$739,000	\$739,000	\$767,150	103.81%	\$244,800	3.13
11	238 Blackburn Road	Colonial	4	2.0	6	\$809,000	\$809,000	\$809,000	100.00%	\$291,700	2.77
12	22 Shunpike Road	Colonial	4	3.1	51	\$849,000	\$849,000	\$810,000	95.41%	\$237,500	3.41
13	11 Drum Hill Drive	Custom	4	2.1	42	\$870,000	\$850,000	\$840,000	98.82%	\$497,400	1.69
14	22 Colony Drive	Colonial	4	2.1	27	\$1,165,000	\$1,165,000	\$1,135,000	97.42%	\$410,800	2.76
15	25 Norwood Avenue U8	TwnEndUn	3	2.1	65	\$1,250,000	\$1,250,000	\$1,160,000	92.80%	\$570,000	2.04
16	32 Glen Oaks Avenue	Colonial	5	3.1	14	\$1,225,000	\$1,225,000	\$1,260,000	102.86%	\$475,700	2.65
17	14 Fairview Avenue	Victrian	4	3.2	41	\$1,225,000	\$1,225,000	\$1,275,000	104.08%	\$324,200	3.93
18	9 Robin Hood Road	SeeRem	4	2.2	84	\$1,695,000	\$1,595,000	\$1,385,000	86.83%	\$877,600	1.58
19	190 Ashland Road	Colonial	5	4.0	63	\$1,495,000	\$1,450,000	\$1,410,000	97.24%	\$244,300	5.77
20	36 Oakley Avenue	Colonial	4	4.1	16	\$1,365,000	\$1,365,000	\$1,485,000	108.79%	\$496,400	2.99
21	24 Ridge Road	Colonial	8	4.1	131	\$2,100,000	\$1,850,000	\$1,650,000	89.19%	\$957,800	1.72
22	160 Oak Ridge Avenue	Tudor	5	4.2	0	\$2,200,000	\$2,200,000	\$2,200,000	100.00%	\$1,066,300	2.06
23	186 Oak Ridge Avenue	Colonial	6	5.1	71	\$2,990,000	\$2,990,000	\$2,900,000	96.99%	\$886,300	3.27
AVERAGE					47	\$1,081,161	\$1,062,030	\$1,034,480	97.31%		2.75

"ACTIVE" LISTINGS IN SUMMIT

Number of Units: 77
Average List Price: \$1,396,096
Average Days on Market: 60

"UNDER CONTRACT" LISTINGS IN SUMMIT

Number of Units: 41
Average List Price: \$933,232
Average Days on Market: 38

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			45
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			\$1,000,086
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			\$982,673
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%			98.70%
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			2.51
# Units Sold	14	16	16	17	40	40	38	33	29	23			266
Active Listings	68	77	100	80	101	79	59	56	83	77			78
Under Contracts	32	50	66	92	79	72	54	49	37	41			57

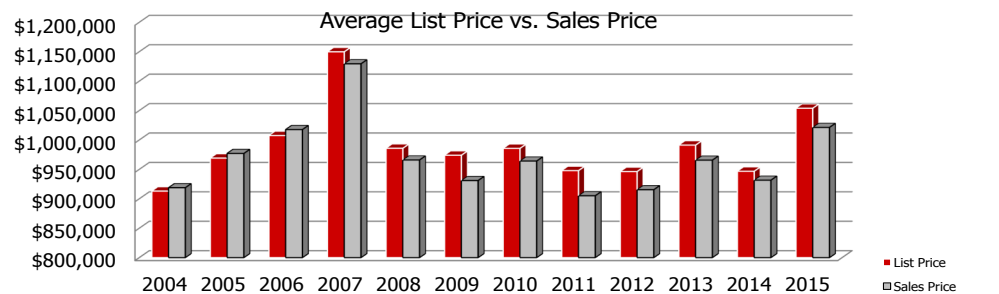
Flashback! YTD 2015 vs YTD 2016

	2015	2016	% Change
Days on Market	41	45	11.72%
Sales Price	\$984,521	\$982,673	-0.19%
Assessed Value to Sales Price	2.51	2.51	0.05%

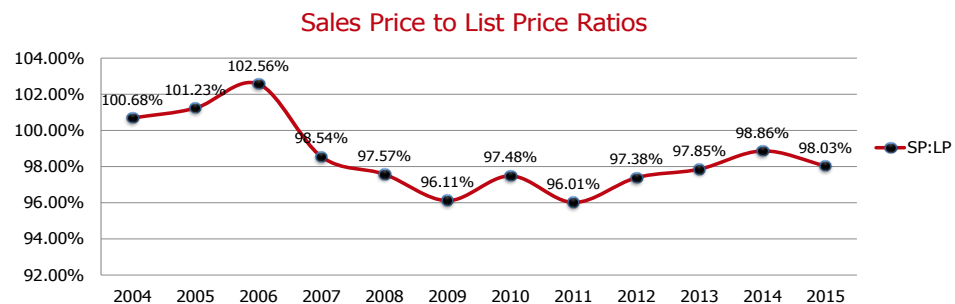


	2015	2016	% Change
# Units Sold	224	266	18.75%
Active Listings	86	77	-10.47%
Under Contracts	56	41	-26.79%

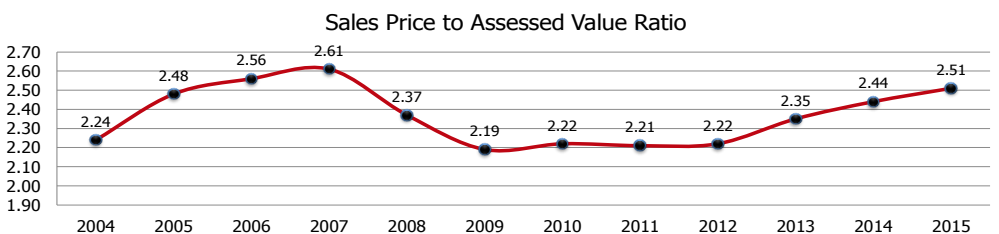
Summit Yearly Market Trends



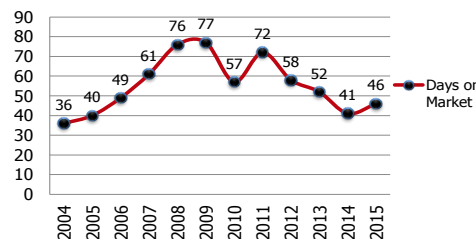
Summit Yearly Market Trends



	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

