

Summit

December 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	103 Park Avenue Unit A4	MultiFlr	3	2.1	8	\$424,000	\$424,000	\$424,000	100.00%	\$156,500	2.71
2	137 Passaic Avenue	Colonial	4	2.0	63	\$614,000	\$599,000	\$575,000	95.99%	\$239,000	2.41
3	42 Shadyside Avenue	Colonial	4	2.0	8	\$589,900	\$589,900	\$670,000	113.58%	\$254,700	2.63
4	9 Stony Hill Court	Colonial	4	2.1	2	\$750,000	\$750,000	\$720,000	96.00%	\$442,400	1.63
5	91 Ashwood Avenue	Colonial	4	3.2	60	\$769,000	\$769,000	\$749,000	97.40%		
6	63 W End Avenue	Custom	4	2.0	12	\$750,000	\$750,000	\$790,000	105.33%	\$289,900	2.73
7	51 Gloucester Road	Colonial	4	2.1	186	\$899,000	\$839,000	\$830,000	98.93%	\$446,900	1.86
8	28 Harvey Drive	Ranch	3	2.0	9	\$849,000	\$849,000	\$844,600	99.48%	\$286,800	2.94
9	145 Woodland Avenue	Colonial	4	2.1	55	\$1,075,000	\$925,000	\$860,000	92.97%	\$631,900	1.36
10	5 Madison Avenue	Victorian	6	3.0	51	\$999,000	\$999,000	\$890,000	89.09%	\$498,400	1.79
11	21 De Bary Place	Colonial	5	3.1	59	\$1,395,000	\$1,195,000	\$998,000	83.51%	\$406,400	2.46
12	171 Ashland Road	Colonial	4	2.1	20	\$969,000	\$969,000	\$999,000	103.10%	\$404,100	2.47
13	3 Dunnder Drive	Colonial	5	3.1	25	\$1,150,000	\$1,150,000	\$1,155,000	100.43%	\$337,500	3.42
14	269 Ashland Road	Colonial	6	7.1	113	\$1,995,000	\$1,699,000	\$1,612,500	94.91%	\$999,400	1.61
15	21 Fernwood Road	Colonial	5	3.2	248	\$1,595,000	\$1,659,900	\$1,640,000	98.80%	\$756,500	2.17
16	33 Windsor Road	Colonial	5	3.1	15	\$1,895,000	\$1,895,000	\$1,800,000	94.99%	\$545,200	3.30
17	48 Dale Drive	Colonial	5	6.1	116	\$1,949,000	\$1,799,000	\$1,826,000	101.50%		
18	40 Wildwood Lane	Colonial	5	4.2	13	\$1,995,000	\$1,995,000	\$2,103,400	105.43%	\$837,000	2.51
19	66 Fernwood Road	Colonial	7	5.1	74	\$2,750,000	\$2,750,000	\$2,342,750	85.19%	\$1,393,000	1.68
20	6 Pembroke Road	Colonial	5	4.1	182	\$2,500,000	\$2,500,000	\$2,350,000	94.00%		
21	110 Whittredge Road	Colonial	6	5.1	170	\$2,925,000	\$2,925,000	\$2,675,000	91.45%	\$1,109,300	2.41
22	65 Fernwood Road	Colonial	5	5.2	14	\$2,850,000	\$2,850,000	\$2,800,000	98.25%	\$1,453,500	1.93
AVERAGE					68	\$1,440,314	\$1,403,673	\$1,347,920	97.29%		2.32

"ACTIVE" Listings in Summit

Number of Units: 55
Average List Price: \$1,553,634
Average Days on Market: 84

"UNDER CONTRACT" Listings in Summit

Number of Units: 29
Average List Price: \$1,300,434
Average Days on Market: 73

Summit 2017 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	66	52	53	37	25	36	36	48	42	44	47	68	44
List Price	\$854,292	\$921,900	\$1,224,310	\$1,170,735	\$1,063,203	\$1,093,931	\$1,134,607	\$1,002,877	\$882,300	\$938,320	\$1,092,750	\$1,403,673	\$1,084,282
Sales Price	\$794,538	\$895,536	\$1,195,327	\$1,133,804	\$1,054,831	\$1,080,032	\$1,123,071	\$993,571	\$862,365	\$906,680	\$1,054,722	\$1,347,920	\$1,059,822
Sales Price as a % of List Price	96.94%	97.39%	97.74%	98.84%	99.96%	99.78%	98.91%	99.61%	97.74%	96.03%	97.38%	97.29%	98.51%
Sales Price to Assessed Value	2.39	2.27	2.50	2.30	2.78	2.68	2.65	2.54	2.62	2.25	2.45	2.32	2.53
# Units Sold	13	11	29	23	29	45	28	35	23	15	18	22	291
Active Listings	47	77	86	108	102	92	77	74	90	79	66	55	79
Under Contracts	36	49	62	70	76	61	45	29	28	43	42	29	48

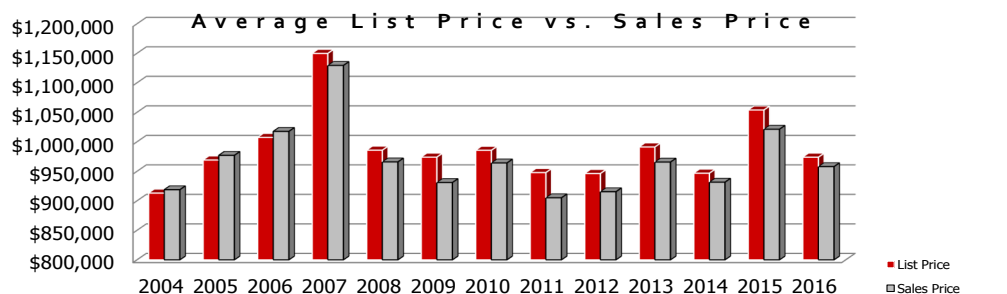
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	45	44	-1.48%
Sales Price	\$957,949	\$1,059,822	10.63%
Sales Price to Assessed Value	2.50	2.53	1.40%

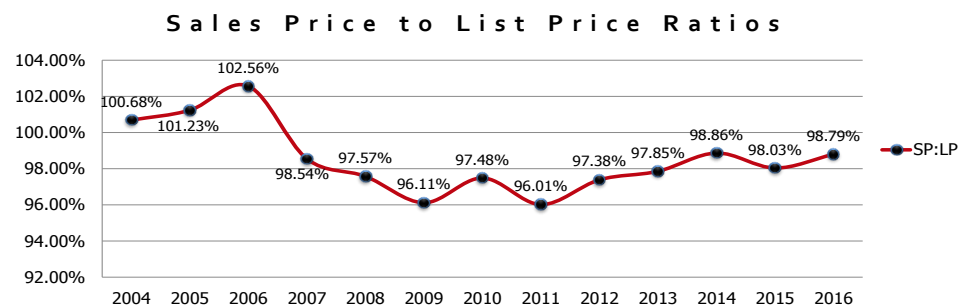


YTD	2016	2017	% Change
# Units Sold	311	291	-6.43%
Active Listings	41	55	34.15%
Under Contracts	26	29	11.54%

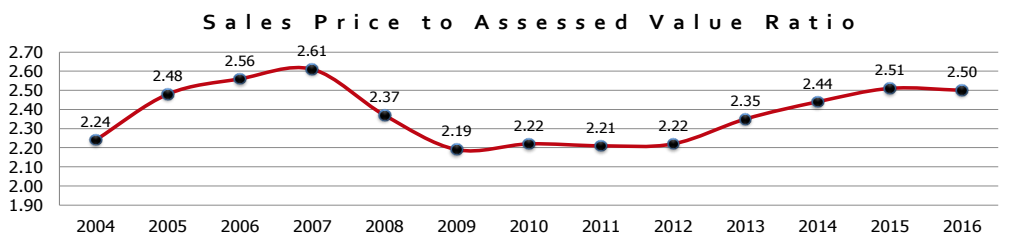
Summit Yearly Market Trends



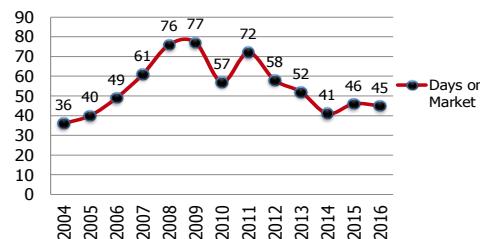
Summit Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
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	\$973,892
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	\$957,949



Average Days on Market



Number of Units Sold

