

Summit

September 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	5 Westminster Road	Colonial	5	5.0	127	\$2,095,000	\$1,995,000	\$1,900,000	95.24%	\$1,000,000	1.90
2	133 Summit Avenue	OneFloor	2	1.0	77	\$399,000	\$395,000	\$378,000	95.70%		
3	412 Morris Avenue U34	OneFloor	2	1.0	80	\$359,900	\$339,000	\$324,900	95.84%	\$125,000	2.60
4	153 Passaic Avenue	CapeCod	3	1.0	91	\$525,000	\$475,000	\$442,000	93.05%	\$191,000	2.31
5	15 Midland Terrace	Colonial	3	2.1	1	\$775,000	\$775,000	\$720,000	92.90%	\$353,900	2.03
6	16 Huntley Road	Colonial	4	2.1	95	\$728,000	\$629,000	\$608,000	96.66%	\$297,400	2.04
7	15 Sunset Drive	Colonial	5	4.2	56	\$2,625,000	\$2,625,000	\$2,480,500	94.50%	\$736,500	3.37
8	9 Crestwood Lane	Colonial	3	3.0	41	\$1,349,000	\$1,349,000	\$1,300,000	96.37%	\$520,000	2.50
9	159 Kent Place Boulevard	Colonial	4	2.0	14	\$700,000	\$700,000	\$750,000	107.14%	\$312,400	2.40
10	13 Lafayette Avenue	Colonial	4	3.1	54	\$899,000	\$899,000	\$865,000	96.22%		
11	29 O'Shea Lane	Colonial	4	2.1	66	\$879,000	\$879,000	\$881,000	100.23%	\$339,400	2.60
12	18 Huntley Road	Ranch	3	2.0	55	\$459,000	\$439,000	\$425,000	96.81%	\$158,300	2.68
13	6 John Street	Colonial	3	2.0	10	\$539,000	\$539,000	\$539,000	100.00%	\$144,800	3.72
14	50 Montrose Avenue	CapeCod	4	2.0	21	\$650,000	\$650,000	\$631,000	97.08%	\$235,900	2.67
15	3 Ashwood Court	HalfDI	3	2.1	43	\$409,999	\$399,000	\$395,000	99.00%	\$162,200	2.44
16	39 Clark Street	Ranch	3	2.1	20	\$499,900	\$499,900	\$480,000	96.02%	\$164,300	2.92
17	13 Russell Place	Colonial	4	2.1	19	\$599,000	\$599,000	\$599,000	100.00%	\$158,700	3.77
18	1 Little Wolf Road	Colonial	5	3.2	39	\$949,000	\$949,000	\$930,000	98.00%	\$551,500	1.69
19	14 Lafayette Avenue	Colonial	3	1.1	21	\$440,000	\$440,000	\$455,000	103.41%	\$190,400	2.39
20	67 Ashland Road	Colonial	3	2.1	16	\$989,000	\$989,000	\$950,000	96.06%	\$312,500	3.04
21	390 Morris Avenue U28	OneFloor	2	1.0	21	\$339,000	\$339,000	\$315,000	92.92%	\$106,500	2.96
22	43 Sunset Drive	Colonial	4	3.1	1	\$1,495,000	\$1,495,000	\$1,551,000	103.75%	\$634,600	2.44
23	64 Oakland Place	Colonial	5	5.1	1	\$1,895,000	\$1,895,000	\$1,915,000	101.06%		
AVERAGE					42	\$895,556	\$882,300	\$862,365	97.74%		2.62

"ACTIVE" Listings in Summit

Number of Units: 90
Average List Price: \$1,645,341
Average Days on Market: 73

"UNDER CONTRACT" Listings in Summit

Number of Units: 28
Average List Price: \$1,027,561
Average Days on Market: 47

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				42
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				\$1,063,140
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				\$1,043,088
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%				98.86%
Sales Price to Assessed Value	2.39	2.27	2.50	2.30	2.78	2.68	2.65	2.54	2.62				2.57
# Units Sold	13	11	29	23	29	45	28	35	23				236
Active Listings	47	77	86	108	102	92	77	74	90				84
Under Contracts	36	49	62	70	76	61	45	29	28				51

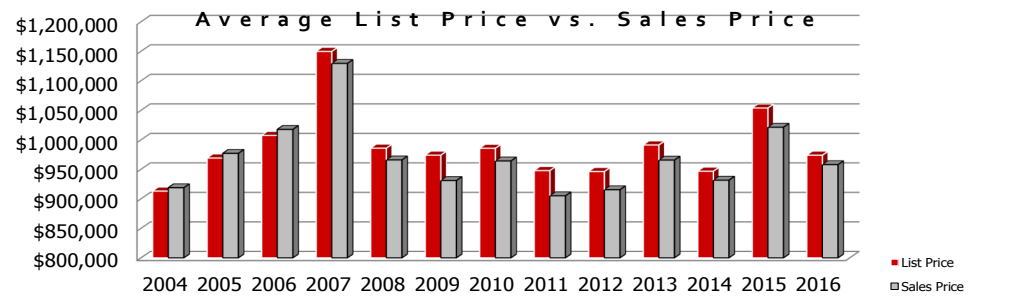
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	45	42	-7.61%
Sales Price	\$977,769	\$1,043,088	6.68%
Sales Price to Assessed Value	2.48	2.57	3.65%

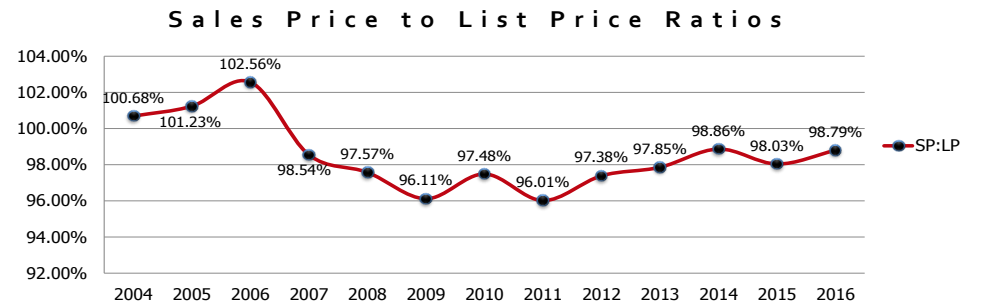


YTD	2016	2017	% Change
# Units Sold	243	236	-2.88%
Active Listings	83	90	8.43%
Under Contracts	37	28	-24.32%

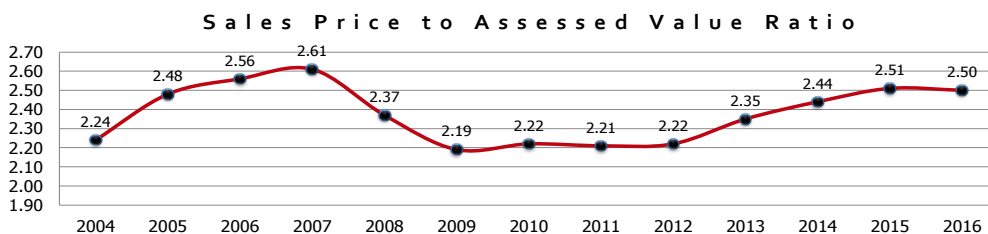
Summit Yearly Market Trends



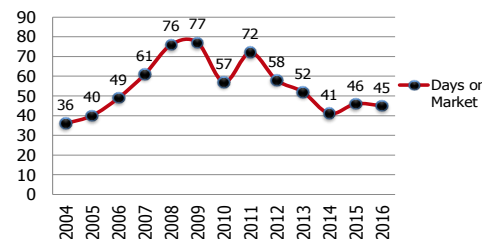
Summit Yearly Market Trends



	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

