

# Summit

## November 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	30 Elm Street Unit 30J	TwndEndUn	1	1.0	10	\$375,000	\$375,000	\$378,000	100.80%	\$149,800	2.52
2	15 Harvard Street	CapeCod	4	2.1	130	\$555,000	\$515,000	\$500,000	97.09%	\$273,000	1.83
3	91 Springfield Avenue 2C	TwndEndUn	2	2.2	9	\$569,000	\$569,000	\$576,500	101.32%	\$215,300	2.68
4	112 West End Avenue	Ranch	3	1.1	5	\$599,500	\$599,500	\$599,500	100.00%	\$243,700	2.46
5	231 Mountain Avenue	Colonial	3	1.1	8	\$589,000	\$589,000	\$600,000	101.87%	\$241,300	2.49
6	14 Iris Road	Colonial	3	2.1	64	\$699,000	\$675,000	\$630,000	93.33%	\$223,400	2.82
7	100 Kent Place Boulevard	Colonial	4	2.1	42	\$699,000	\$649,000	\$635,000	97.84%	\$232,900	2.73
8	13 Ridgedale Avenue	Colonial	3	2.1	14	\$725,000	\$725,000	\$762,000	105.10%	\$286,000	2.66
9	25 High Street	Colonial	5	2.1	95	\$1,225,000	\$1,090,000	\$959,500	88.03%	\$401,700	2.39
10	48 Canoe Brook Parkway	Colonial	4	2.1	19	\$1,025,000	\$1,025,000	\$998,000	97.37%	\$380,900	2.62
11	6 New Providence Avenue	Colonial	5	4.1	31	\$1,270,000	\$1,270,000	\$1,212,500	95.47%		
12	187 Woodland Avenue	Colonial	4	2.1	11	\$1,349,000	\$1,349,000	\$1,285,000	95.26%	\$563,900	2.28
13	44 Silver Lake Drive	Colonial	4	2.2	134	\$1,369,000	\$1,299,000	\$1,299,000	100.00%	\$685,700	1.89
14	18 Sherman Avenue	Tudor	4	3.1	23	\$1,350,000	\$1,350,000	\$1,300,000	96.30%	\$465,500	2.79
15	5 Robin Hood Road	Colonial	7	5.1	73	\$1,450,000	\$1,450,000	\$1,400,000	96.55%	\$725,000	1.93
16	33 Cromwell Parkway	Colonial	5	3.0	116	\$1,595,000	\$1,495,000	\$1,400,000	93.65%		
17	25 Norwood Avenue Unit 9	TwndEndUn	4	3.1	0	\$1,450,000	\$1,450,000	\$1,425,000	98.28%	\$550,000	2.59
18	182 Oak Ridge Avenue	Colonial	6	6.2	64	\$3,195,000	\$3,195,000	\$3,025,000	94.68%		
AVERAGE					47	\$1,116,028	\$1,092,750	\$1,054,722	97.38%		2.45

### "ACTIVE" Listings in Summit

**Number of Units:** 66  
**Average List Price:** \$1,569,561  
**Average Days on Market:** 75

### "UNDER CONTRACT" Listings in Summit

**Number of Units:** 42  
**Average List Price:** \$1,296,538  
**Average Days on Market:** 72

# 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		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	\$938,320	\$1,092,750		\$1,058,161
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		\$1,036,260
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%		98.61%
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		2.55
# Units Sold	13	11	29	23	29	45	28	35	23	15	18		269
Active Listings	47	77	86	108	102	92	77	74	90	79	66		82
Under Contracts	36	49	62	70	76	61	45	29	28	43	42		49

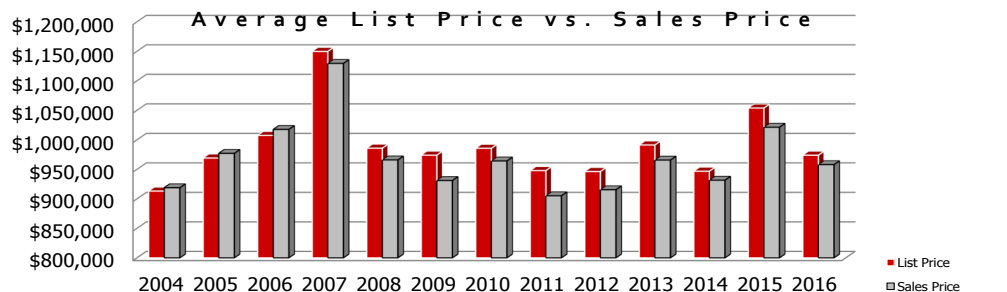
## Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	46	42	-7.36%
Sales Price	\$973,554	\$1,036,260	6.44%
Sales Price to Assessed Value	2.50	2.55	1.87%

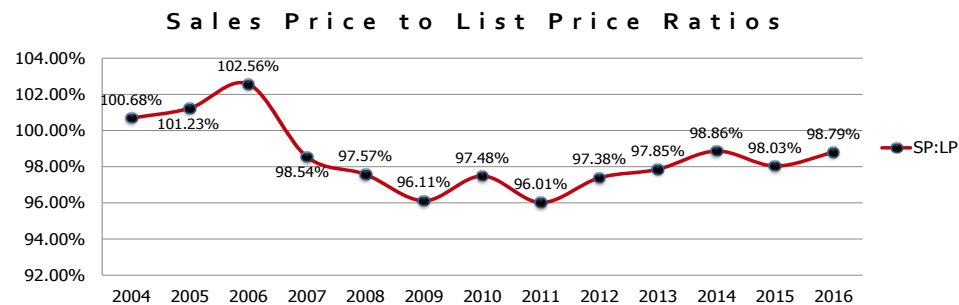


YTD	2016	2017	% Change
# Units Sold	282	269	-4.61%
Active Listings	63	66	4.76%
Under Contracts	27	42	55.56%

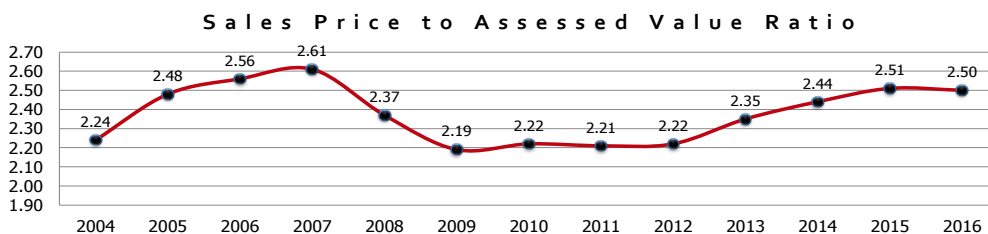
### Summit Yearly Market Trends



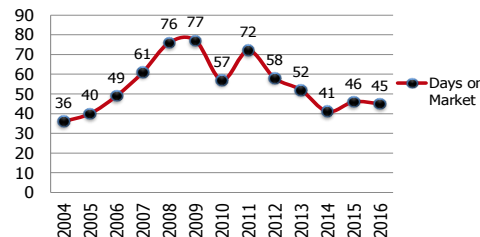
### Summit Yearly Market Trends



	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

