

# Summit

## February 2018 Market Snapshot

| Units   | Address               | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price  | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|-----------------------|-------------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 1       | 67 Springfield Avenue | CapeCod     | 4      | 2.0   | 42  | \$575,000        | \$575,000   | \$550,000   | 95.65%  | \$165,400        | 3.33  |
| 2       | 31 Webster Avenue     | Colonial    | 3      | 1.1   | 64  | \$650,000        | \$620,000   | \$620,000   | 100.00% | \$229,700        | 2.70  |
| 3       | 26 Woodfern Road      | Split Level | 3      | 2.1   | 6   | \$775,000        | \$775,000   | \$800,000   | 103.23% | \$335,200        | 2.39  |
| 4       | 37 Miele Place        | Colonial    | 4      | 2.1   | 77  | \$939,000        | \$924,900   | \$898,000   | 97.09%  | \$363,500        | 2.47  |
| 5       | 55 Butler Parkway     | Colonial    | 5      | 3.1   | 105 | \$1,295,000      | \$1,295,000 | \$1,200,000 | 92.66%  | \$394,800        | 3.04  |
| 6       | 51 Butler Parkway     | Colonial    | 5      | 5.0   | 150 | \$1,495,000      | \$1,448,000 | \$1,375,000 | 94.96%  |                  |       |
| 7       | 11 Hillview Terrace   | Colonial    | 6      | 6.2   | 34  | \$2,269,000      | \$2,269,000 | \$2,270,000 | 100.04% |                  |       |
| 8       | 21 Linda Lane         | Custom      | 7      | 6.1   | 61  | \$2,599,000      | \$2,599,000 | \$2,516,000 | 96.81%  |                  |       |
| 9       | 66 Prospect Street    | Mediterr    | 7      | 4.2   | 58  | \$2,500,000      | \$2,500,000 | \$2,617,736 | 104.71% | \$1,300,000      | 2.01  |
| 10      | 12 Sunset Drive       | Custom      | 5      | 6.3   | 233 | \$3,900,000      | \$3,695,000 | \$3,262,500 | 88.29%  | \$1,300,000      | 2.51  |
| 11      | 20 Beacon Road        | Colonial    | 11     | 6.3   | 40  | \$3,995,000      | \$3,995,000 | \$3,750,000 | 93.87%  | \$1,884,800      | 1.99  |
| AVERAGE |                       |             |        |       | 79  | \$1,908,364      | \$1,881,445 | \$1,805,385 | 97.03%  |                  | 2.55  |

### "ACTIVE" Listings in Summit

**Number of Units:** 86  
**Average List Price:** \$1,605,773  
**Average Days on Market:** 50

### "UNDER CONTRACT" Listings in Summit

**Number of Units:** 43  
**Average List Price:** \$1,045,379  
**Average Days on Market:** 44

# Summit 2018 Year to Date Market Trends

| YTD                              | January     | February    | March | April | May | June | July | August | September | October | November | December | YTD AVG     |
|----------------------------------|-------------|-------------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-------------|
| Days on Market                   | 52          | 79          |       |       |     |      |      |        |           |         |          |          | 61          |
| List Price                       | \$1,016,945 | \$1,881,445 |       |       |     |      |      |        |           |         |          |          | \$1,305,112 |
| Sales Price                      | \$985,056   | \$1,805,385 |       |       |     |      |      |        |           |         |          |          | \$1,258,499 |
| Sales Price as a % of List Price | 98.63%      | 97.03%      |       |       |     |      |      |        |           |         |          |          | 98.10%      |
| Sales Price to Assessed Value    | 2.61        | 2.55        |       |       |     |      |      |        |           |         |          |          | 2.60        |
| # Units Sold                     | 22          | 11          |       |       |     |      |      |        |           |         |          |          | 33          |
| Active Listings                  | 64          | 86          |       |       |     |      |      |        |           |         |          |          | 75          |
| Under Contracts                  | 25          | 43          |       |       |     |      |      |        |           |         |          |          | 34          |

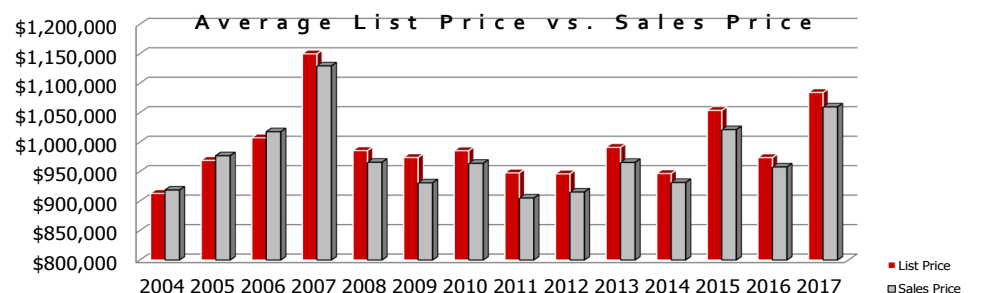
## Flashback! YTD 2017 vs YTD 2018

| YTD                           | 2017      | 2018        | % Change |
|-------------------------------|-----------|-------------|----------|
| Days on Market                | 60        | 61          | 1.49%    |
| Sales Price                   | \$840,829 | \$1,258,499 | 49.67%   |
| Sales Price to Assessed Value | 2.35      | 2.60        | 10.71%   |

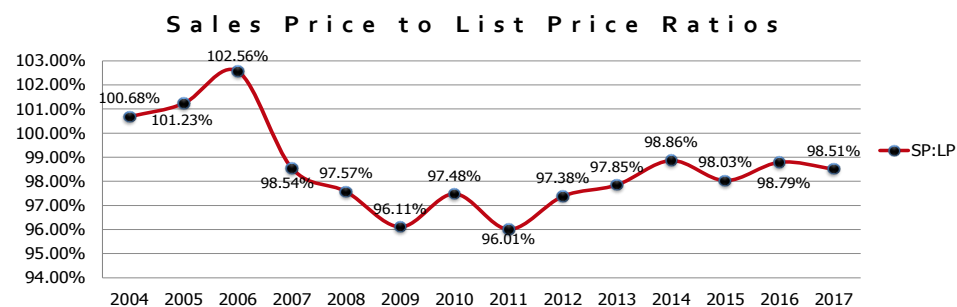


| YTD             | 2017 | 2018 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 24   | 33   | 37.50%   |
| Active Listings | 77   | 86   | 11.69%   |
| Under Contracts | 49   | 43   | -12.24%  |

### Summit Yearly Market Trends

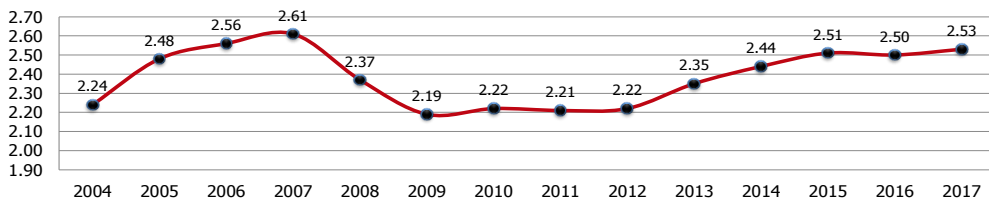


### Summit Yearly Market Trends

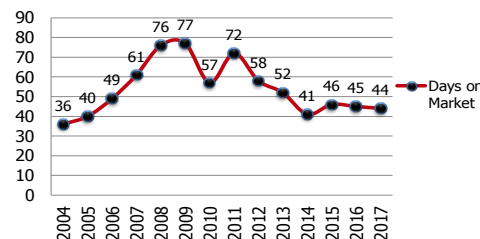


|    | 2004      | 2005      | 2006        | 2007        | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      | 2015        | 2016      | 2017        |
|----|-----------|-----------|-------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|-----------|-------------|
| 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 | \$1,084,282 |
| 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 | \$1,059,822 |

### Sales Price to Assessed Value Ratio



### Average Days on Market



### Number of Units Sold

