

S u m m i t

A u g u s t 2 0 1 7 M a r k e t S n a p s h o t

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-	SP:AV
1	800 Old Springfield Avenue	OneFloor	1	1.0	104	\$259,000	\$249,900	\$237,000	94.84%	\$87,700	2.70
2	382 Morris Avenue Unit 3A	OneFloor	2	2.0	73	\$379,000	\$335,000	\$320,000	95.52%	\$109,000	2.94
3	23 Baltusrol Place	Colonial	3	1.0	9	\$499,000	\$499,000	\$512,500	102.71%	\$155,100	3.30
4	3 Gary Road	SplitLev	3	2.0	13	\$514,999	\$514,999	\$521,000	101.17%	\$206,500	2.52
5	67-73 New England Ave 69E	TwnEndUn	2	2.1	23	\$625,000	\$625,000	\$610,000	97.60%	\$210,300	2.90
6	32 Ridgedale Avenue	Colonial	4	3.0	29	\$719,000	\$719,000	\$695,000	96.66%	\$361,300	1.92
7	86 Beekman Road	Colonial	2	2.0	48	\$735,000	\$699,000	\$699,000	100.00%	\$272,300	2.57
8	26 Woodfern Road	Ranch	3	2.1	14	\$549,000	\$549,000	\$715,000	130.24%	\$335,200	2.13
9	22 Webster Avenue	Colonial	3	2.1	11	\$699,000	\$699,000	\$726,000	103.86%	\$266,900	2.72
10	85 Blackburn Place	Ranch	3	3.0	13	\$749,900	\$749,900	\$760,000	101.35%	\$355,200	2.14
11	20 W End Avenue	Colonial	3	2.1	30	\$759,000	\$759,000	\$761,000	100.26%	\$343,100	2.22
12	15 Club Drive	SplitLev	4	3.0	87	\$1,075,000	\$800,000	\$810,000	101.25%	\$414,900	1.95
13	24 Gates Avenue Unit A	TwnEndUn	5	4.1	95	\$850,000	\$850,000	\$820,000	96.47%		
14	49 Ashland Road	Colonial	4	2.1	11	\$829,000	\$829,000	\$829,000	100.00%	\$286,400	2.89
15	36 Dale Drive	Bi-Level	4	2.1	9	\$829,900	\$829,900	\$830,000	100.01%	\$415,500	2.00
16	7 Montrose Avenue	Custom	4	3.1	106	\$899,000	\$849,000	\$840,000	98.94%		
17	1 Euclid Avenue Apt 2-A	HighRise	2	2.0	15	\$950,000	\$950,000	\$890,000	93.68%	\$276,600	3.22
18	44 Fairview Avenue	Colonial	3	1.1	5	\$899,000	\$899,000	\$899,000	100.00%	\$296,100	3.04
19	37 Plain Street	Colonial	4	3.1	44	\$970,000	\$930,000	\$915,000	98.39%	\$334,800	2.73
20	14 Miele Place	Colonial	4	3.1	105	\$1,119,000	\$995,000	\$950,000	95.48%		

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	29 High Street	Colonial	4	2.1	17	\$990,000	\$990,000	\$977,500	98.74%	\$320,600	3.05
22	2 Sunset Drive	Colonial	4	2.2	85	\$1,050,000	\$999,000	\$983,000	98.40%	\$396,800	2.48
23	3 Lorraine Road	Colonial	4	2.1	58	\$1,075,000	\$999,000	\$995,000	99.60%	\$408,100	2.44
24	7 O'Shea Lane	Colonial	5	2.1	64	\$1,195,000	\$1,195,000	\$1,155,000	96.65%	\$471,300	2.45
25	307 Summit Avenue	Colonial	4	2.0	8	\$1,175,000	\$1,175,000	\$1,175,000	100.00%	\$390,000	3.01
26	32 Plymouth Road	Colonial	3	2.1	38	\$1,249,000	\$1,249,000	\$1,180,000	94.48%	\$460,900	2.56
27	25 Norwood Avenue Unit 10	TwnIntUn	3	2.1	92	\$1,295,000	\$1,250,000	\$1,220,000	97.60%	\$550,000	2.22
28	77 Druid Hill Road	Colonial	5	3.1	35	\$1,299,000	\$1,299,000	\$1,254,000	96.54%	\$545,000	2.30
29	72 Blackburn Place	Custom	4	4.0	21	\$1,175,000	\$1,175,000	\$1,255,000	106.81%	\$532,000	2.36
30	14 Warwick Road	Colonial	4	3.0	134	\$1,345,000	\$1,299,000	\$1,285,000	98.92%	\$481,600	2.67
31	138 Mountain Avenue	Colonial	6	5.1	107	\$1,585,000	\$1,495,000	\$1,422,000	95.12%	\$584,300	2.43
32	15 Sherman Avenue	Colonial	5	3.1	6	\$1,695,000	\$1,695,000	\$1,715,000	101.18%	\$613,300	2.80
33	23 Edgewood Road	Colonial	6	6.0	72	\$1,995,000	\$1,850,000	\$1,725,000	93.24%	\$963,300	1.79
34	74 Oak Ridge Avenue	RanchExp	4	2.1	14	\$1,850,000	\$1,850,000	\$1,960,000	105.95%	\$659,400	2.97
35	90 Whittredge Road	Colonial	4	3.2	90	\$2,375,000	\$2,250,000	\$2,134,000	94.84%	\$1,146,500	1.86
AVERAGE					48	\$1,035,909	\$1,002,877	\$993,571	99.61%		2.54

"ACTIVE" Listings in Summit

Number of Units: 74
Average List Price: \$1,637,716
Average Days on Market: 75

"UNDER CONTRACT" Listings in Summit

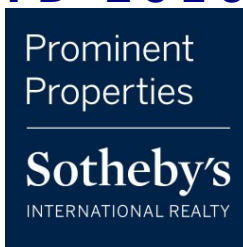
Number of Units: 29
Average List Price: \$785,714
Average Days on Market: 59

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
List Price	\$854,292	\$921,900	\$1,224,310	\$1,170,735	\$1,063,203	\$1,093,931	\$1,134,607	\$1,002,877					\$1,082,667
Sales Price	\$794,538	\$895,536	\$1,195,327	\$1,133,804	\$1,054,831	\$1,080,032	\$1,123,071	\$993,571					\$1,062,603
Sales Price as a % of List Price	96.94%	97.39%	97.74%	98.84%	99.96%	99.78%	98.91%	99.61%					98.99%
Sales Price to	2.39	2.27	2.50	2.30	2.78	2.68	2.65	2.54					2.57
# Units Sold	13	11	29	23	29	45	28	35					213
Active Listings	47	77	86	108	102	92	77	74					83
Under Contracts	36	49	62	70	76	61	45	29					54

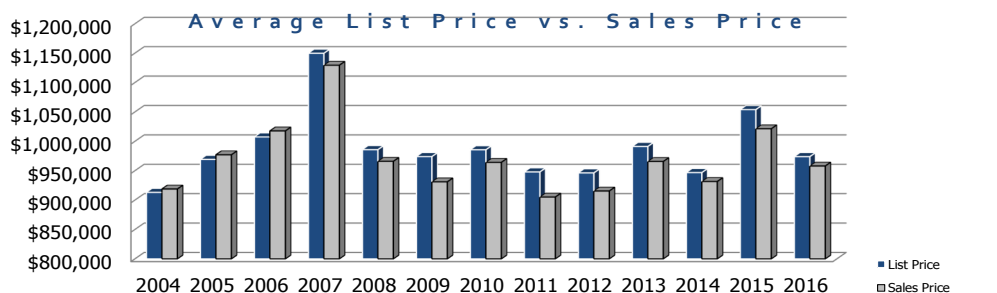
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	44	42	-6.06%
Sales Price	\$985,546	\$1,062,603	7.82%
Sales Price to Assessed Value	2.48	2.57	3.60%

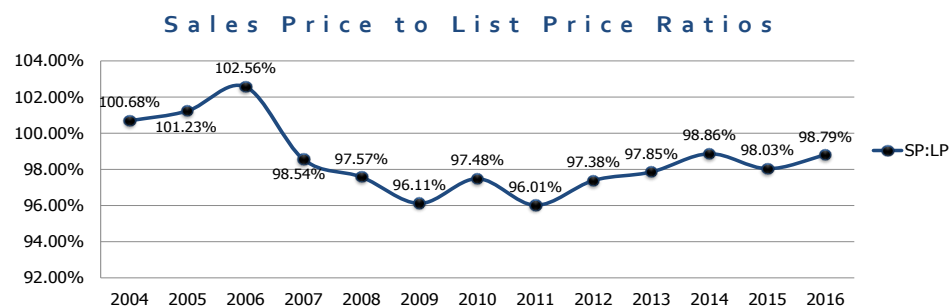


YTD	2016	2017	% Change
# Units Sold	214	213	-0.47%
Active Listings	56	74	32.14%
Under Contracts	49	29	-40.82%

Summit Yearly Market Trends

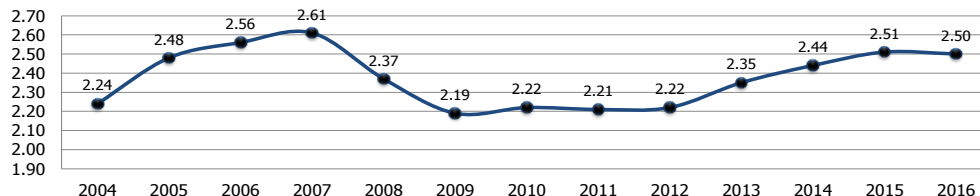


Summit Yearly Market Trends

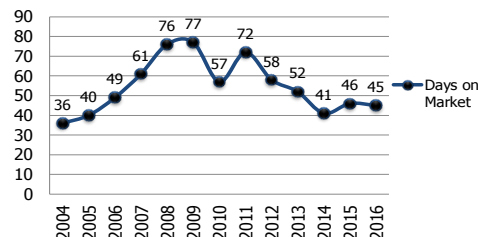


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209	\$946,779	\$1,053,866	\$973,892
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630	\$931,577	\$1,021,296	\$957,949

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

