

**SUMMIT November 2006 Home Sales Stats**

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Summit, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

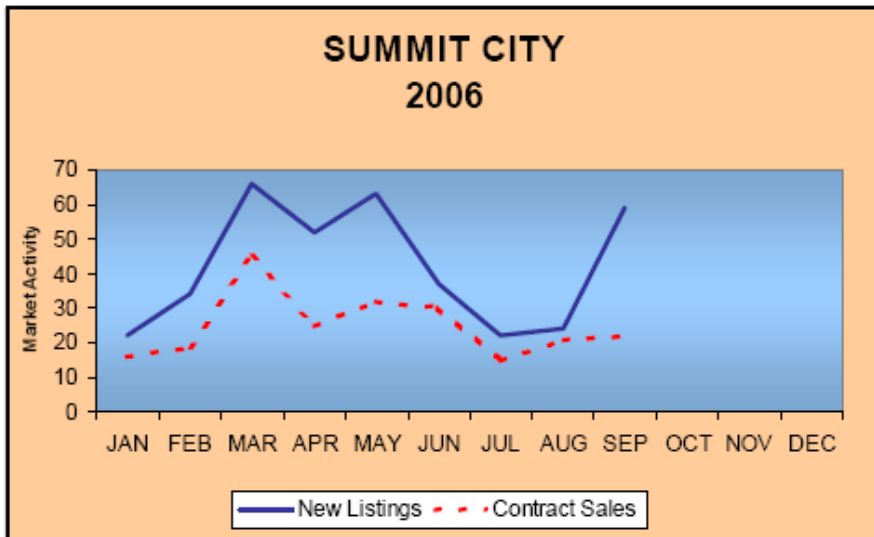
Address	List Price	Sale Price	DOM	BR	TBTH	Style
390 Morris Ave. #4	\$343,500	\$335,000	71	2	1	Twnhse-Int
756 Springfield Ave.	\$469,000	\$420,000	114	3	2	Cape Cod, Colonial
19 Yale St.	\$544,000	\$544,000	8	3	1.1	Split Level
15 Morris Ave.	\$580,000	\$565,000	28	5	2.1	Colonial, Custom Hm
43 Harvey Dr.	\$619,000	\$630,000	18	3	2	Ranch
20 Hillside Ave.	\$699,000	\$690,000	41	5	2	Colonial
15 Oak Forest Ln.	\$699,900	\$660,000	138	4	2.1	Colonial
9 Elm Pl.	\$719,000	\$690,000	31	4	1.1	Colonial
228 Mountain Ave.	\$799,000	\$785,000	30	3	2.1	Colonial
7 Wallace Rd.	\$819,000	\$785,000	133	4	3.1	Colonial
18 Parkview Terr.	\$879,000	\$901,000	10	4	2.1	Colonial
74 Hobart	\$895,000	\$1,109,000	16	4	2	Cape Cod
1 Euclid Ave. #1A	\$895,000	\$865,000	17	3	2	Hi-Rise, One Fl. Unit
134 Tulip St.	\$1,075,000	\$1,042,500	26	4	3	Colonial
1 Euclid Ave. #6B	\$1,100,000	\$1,190,000	4	3	2.1	Hi-Rise
22 Sherman Ave.	\$1,249,000	\$1,249,000	9	3	3.1	Tudor
73 Oak Ridge Ave.	\$1,585,000	\$1,805,000	7	8	3.2	Colonial

AVERAGE DAYS ON MARKET: 41  
 AVERAGE LISTING PRICE: \$1,115,384  
 AVERAGE SALE PRICE: \$ 839,147  
 % SALE PRICE / LIST PRICE: 102%

**SUMMIT HOMESALE TRENDS November 2005 – November 2006**

	Nov. 05	Dec.	Jan.	Feb.	Mar.	Apr.	May
Average Listing Price	\$1,072,817	\$1,108,423	\$1,053,180	\$1,170,306	\$1,161,277	\$1,259,403	\$1,185,900
Average Sale Price	\$1,079,528	\$1,235,276	\$1,116,618	\$761,179	\$1,086,525	\$738,211	\$1,401,342
%Sale Price to List Price Ratio	98%	118%	101%	99%	99%	99%	114%
Days on Market	60	46	31	47	59	75	30
# of Active Listings	98	79	75	84	125	130	160

	Jun.	Jul.	Aug.	Sept.	Oct.	Nov. 06
Average Listing Price	\$1,107,908	\$1,121,968	\$1,041,752	\$1,084,003	\$1,157,029	\$1,115,384
Average Sale Price	\$1,105,166	\$1,067,185	\$1,541,900	\$938,136	\$726,781	\$839,147
%Sale Price to List Price Ratio	100%	99%	129%	96%	98%	102%
Days On Market	30	45	44	68	46	41
# of Active Listings	154	129	123	150	148	142



#### SUMMIT CITY 3rd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	36.3	29.7	32.7	31.7	35.0
<i>Average # Of Sales/Monthly</i>	23.3	30.3	22.7	22.0	19.3
<i>Supply &amp; Demand Ratio</i>	64%	102%	69%	69%	55%
<i>Unsold Inventory</i>	88	61	48	71	112
<i>Projected Absorption (Months)</i>	4	2	2	3	6

<http://www.otteau.com>

© Copyright 2006 by The Otteau Appraisal Group, Inc.



**Susan Adler**  
*Over 850 Homes Sold!*  
*#1 Keller Williams Agent in New York Region (NJ, NY, CT)*



Cellular: (973) 464-9129  
 Office: (973) 376-0033 ext 101  
 Fax: (908) 273-2996

  
**KELLER WILLIAMS**<sup>®</sup>  
 R E A L T Y  
 PREMIER PROPERTIES  
*Of Essex, Union & Morris Counties*

488 Springfield Avenue, Summit, NJ 07901