

SUMMIT September 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.

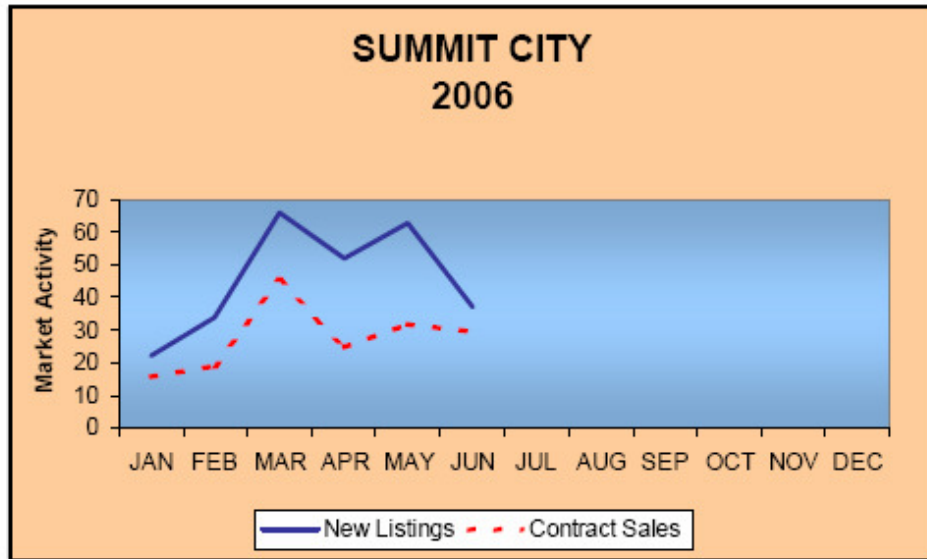
Address	List Price	Sale Price	DOM	BR	TBTH	Style
40 Miele Pl.	\$419,900	\$405,000	76	2	1	Cape Cod, Fixer Upper
25 Baltusrol Rd.	\$459,000	\$452,500	66	4	1	Colonial
12 Valemont Way	\$465,000	\$449,500	90	3	1.1	Cape Cod
45 Briant Pkwy.	\$482,000	\$475,000	131	3	1.1	Colonial
37 Webster Ave.	\$505,000	\$497,000	64	3	2	Cape Cod
133 Summit Ave. #18	\$505,000	\$505,000	23	2	1	1 st Fl. Unit, 1 Fl. Unit
63 Wade Dr.	\$569,000	\$550,000	75	3	2	Split Level
218 Mountain Ave.	\$600,000	\$600,000	126	3	2.1	Ranch
40 Hartley Rd.	\$629,000	\$620,000	19	4	2	Split Level
28 S. Morris	\$645,000	\$630,000	17	2	2.1	Twnhse-Int
115 Ashwood Ave.	\$649,900	\$650,000	72	3	1.1	Colonial
15 Dunnder Dr.	\$649,900	\$654,000	39	3	1.1	Colonial
82 Passaic Ave.	\$719,900	\$695,000	77	4	2.1	Colonial
142 Maple St.	\$815,000	\$790,000	84	4	1.1	Colonial
2 Laurel Ave.	\$859,000	\$863,000	20	4	2.1	Colonial
100 Fernwood Rd.	\$1,149,000	\$1,120,000	17	3	3	Ranch
67 Dale Dr.	\$1,195,000	\$1,055,000	113	4	3.1	Contemporary, Ranch
232 Springfield Ave.	\$1,495,000	\$1,318,000	123	4	2.1	Colonial
30 Valley View Ave.	\$1,565,000	\$1,565,000	58	6	3.2	Colonial
71 Dale Dr.	\$1,749,000	\$1,750,000	30	5	3.1	Colonial
12 Colt Rd.	\$2,295,000	\$2,295,000	47	5	4.1	Colonial
25 Whittredge Rd.	\$2,975,000	\$2,700,000	130	6	4.1	Colonial

AVERAGE DAYS ON MARKET: 68
 AVERAGE LISTING PRICE: \$1,084,003
 AVERAGE SALE PRICE: \$ 938,136
 % SALE PRICE / LIST PRICE: 96%

SUMMIT HOMESALE TRENDS September 2005 – September 2006

	Sept. 05	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$1,192,326	\$1,157,550	\$1,072,817	\$1,108,423	\$1,053,180	\$1,170,306	\$1,161,277
Average Sale Price	\$1,072,194	\$885,722	\$1,079,528	\$1,235,276	\$1,116,618	\$761,179	\$1,086,525
%Sale Price to List Price Ratio	99.87%	100.08%	98%	118%	101%	99%	99%
Days on Market	49	35	60	46	31	47	59
# of Active Listings	97	99	98	79	75	84	125

	Apr.	May	Jun.	Jul.	Aug.	Sept. 06
Average Listing Price	\$1,259,403	\$1,185,900	\$1,107,908	\$1,121,968	\$1,041,752	\$1,084,003
Average Sale Price	\$738,211	\$1,401,342	\$1,105,166	\$1,067,185	\$1,541,900	\$938,136
%Sale Price to List Price Ratio	99%	114%	100%	99%	129%	96%
Days On Market	75	30	30	45	44	68
# of Active Listings	130	160	154	129	123	150



SUMMIT CITY 2nd Quarter At-A-Glance

	2002	2003	2004	2005	2006
<i>Average # Of Offerings/Monthly</i>	40.3	48.0	45.0	42.0	50.7
<i>Average # Of Sales/Monthly</i>	30.0	32.0	40.7	29.7	29.0
<i>Supply & Demand Ratio</i>	74%	67%	90%	71%	57%
<i>Unsold Inventory</i>	58	75	48	65	105
<i>Projected Absorption (Months)</i>	2	2	1	2	4

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