

## SUMMIT April 2007 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.

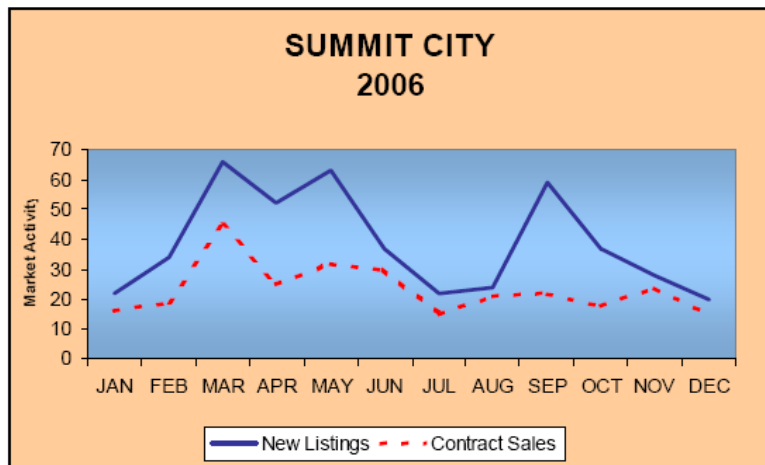
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
20 Summit Ave.	\$379,000	\$379,000	\$365,000	54	3	1	1 <sup>st</sup> Fl. Unit, One Fl. Unit
9 Greenfield Ave.	\$439,900	\$414,000	\$414,000	113	2	1.1	Ranch
12 Lewis Ave.	\$449,900	\$449,900	\$435,000	28	2	1	Ranch
133 Passaic Ave.	\$580,000	\$565,000	\$550,000	91	3	1.1	Colonial
9 Blair Pl.	\$585,000	\$585,000	\$565,000	127	3	1.1	Ranch
30 Larned Rd.	\$647,900	\$599,900	\$560,000	147	2	1	Ranch
35 Mountain Ave.	\$919,000	\$699,900	\$722,000	380	5	1	Victorian
32 Beverly	\$749,500	\$749,500	\$725,000	20	4	2.1	Bi-Level
9 Midland Terr.	\$819,000	\$750,000	\$740,000	120	3	1.1	Colonial
8 Irving Pl.	\$775,000	\$775,000	\$765,000	7	5	2.2	Colonial
10 Argyle Ct.	\$869,000	\$829,000	\$801,000	71	3	2	Ranch
85 Butler Pkwy.	\$899,000	\$899,000	\$899,000	0	4	3	Custom Hm
55 Rotary Dr.	\$925,000	\$925,000	\$1,103,000	10	4	3.1	Expanded Ranch
13 Oak Knoll Rd.	\$1,049,000	\$1,049,000	\$1,050,000	12	3	2.1	Tudor
25 Norwood Ave.	\$1,295,000	\$1,295,000	\$1,235,000	132	3	2.1	Twnhse-Int
319 Summit Ave.	\$1,495,000	\$1,495,000	\$1,450,000	73	5	4.2	Colonial
15 Hillside Ave.	\$1,395,000	\$1,395,000	\$1,520,000	9	6	3.1	Colonial
17 Ridge Rd.	\$2,785,000	\$2,785,000	\$2,809,000	14	6	3.2	Victorian
15 Beekman Rd.	\$3,200,000	\$3,200,000	\$2,850,000	227	8	5.2	Colonial

AVERAGE DAYS ON MARKET:	86
AVERAGE LISTING PRICE:	\$1,272,865
AVERAGE SALE PRICE:	\$1,028,842
% SALE PRICE / LIST PRICE:	99 %

## SUMMIT HOMESALE TRENDS April 2006 – April 2007

	Apr. 06	May	Jun.	Jul.	Aug.	Sept.	Oct.
Average Listing Price	\$1,259,403	\$1,185,900	\$1,107,908	\$1,121,968	\$1,041,752	\$1,084,003	\$1,157,029
Average Sale Price	\$738,211	\$1,401,342	\$1,105,166	\$1,067,185	\$1,541,900	\$938,136	\$726,781
%Sale Price to List Price Ratio	99%	114%	100%	99%	129%	96%	98%
Days on Market	75	30	30	45	44	68	46
# of Active Listings	130	160	154	129	123	150	148

	Nov.	Dec.	Jan.	Feb.	Mar.	Apr. 07
Average Listing Price	\$1,115,384	\$1,163,671	\$1,181,756	\$1,260,922	\$1,205,700	\$1,272,865
Average Sale Price	\$839,147	\$990,305	\$883,750	\$1,008,073	\$1,254,778	\$1,028,842
%Sale Price to List Price Ratio	102%	97%	94%	98%	97%	99%
Days On Market	41	73	75	69	35	86
# of Active Listings	142	122	128	152	150	164



#### SUMMIT CITY 4th Quarter At-A-Glance

	2002	2003	2004	2005	2006
Average # Of Offerings/Monthly	28.7	23.3	20.7	22.7	28.3
Average # Of Sales/Monthly	19.3	23.0	19.7	19.3	19.0
Supply & Demand Ratio	67%	99%	95%	85%	67%
Unsold Inventory	61	38	39	52	93
Projected Absorption (Months)	3	2	2	3	5



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