

## SUMMIT July 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.

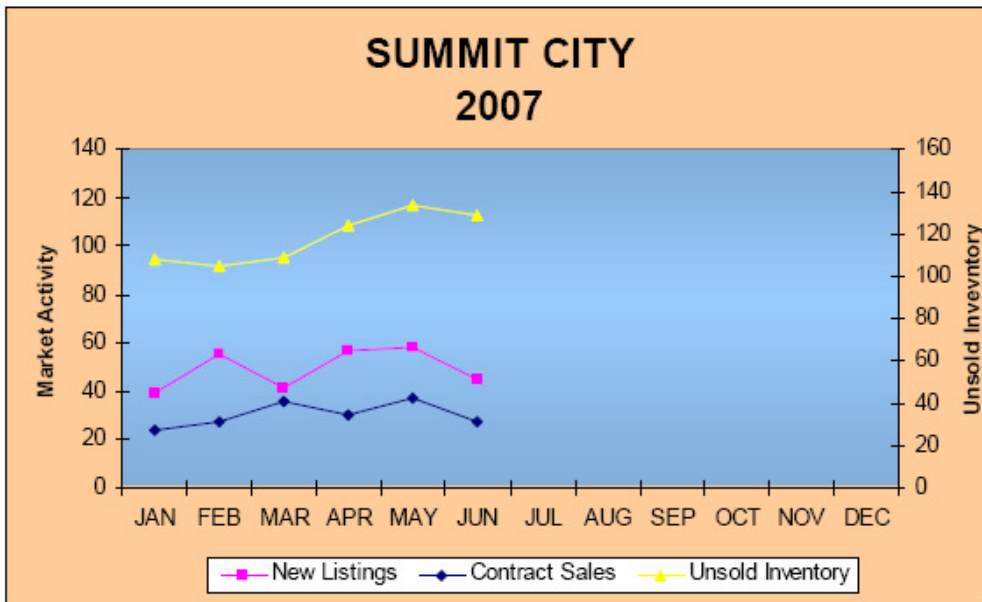
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
768 Springfield Ave. #E-8	\$385,000	\$385,000	\$370,000	28	2	2.1	Twnhse-End
412 #20 Morris Ave Bdg 3	\$419,000	\$399,000	\$382,500	161	2	2	One Fl. Unit
768 Springfield Ave. #C-7	\$399,000	\$399,000	\$385,000	36	2	2.1	Twnhse-Int
133 Summit Ave. #2	\$400,000	\$400,000	\$375,000	120	2	1	1 <sup>st</sup> Fl Unit, One Fl. Unit
67-75 New England #71C	\$509,000	\$449,000	\$450,000	78	2	1	1 <sup>st</sup> Fl. Unit
104 Kent Place Blvd.	\$535,000	\$535,000	\$540,500	21	3	1.1	Colonial
13 Dorset Ln.	\$575,000	\$575,000	\$555,000	44	2	1	Ranch
10 Euclid Ave.	\$579,900	\$579,900	\$555,000	103	2	2	One Fl. Unit
23 Ridgedale Ave.	\$599,000	\$599,000	\$599,000	98	3	1.1	Colonial
16 Ridgedale Ave.	\$619,000	\$619,000	\$636,500	8	3	2	Colonial
32 Montrose Ave.	\$679,000	\$679,000	\$667,000	41	3	1.1	Colonial
299 Ashland Rd.	\$799,000	\$699,000	\$699,000	101	4	2.1	Colonial
67-75 New England #69C	\$889,000	\$889,000	\$889,000	0	3	3	One Fl. Unit
148 Canoe Brook Pkwy.	\$998,000	\$998,000	\$999,000	14	4	3.1	Colonial
11 Waldron Ave.	\$1,095,000	\$1,075,000	\$1,075,000	146	5	3	Colonial
16 Hillside Ave.	\$1,195,000	\$1,095,000	\$1,080,000	76	6	3	Colonial, Victorian
6 Glen Oaks Ave.	\$1,195,000	\$1,195,000	\$1,197,500	20	4	2.1	Colonial
6 Plymouth Rd.	\$1,395,000	\$1,349,000	\$1,349,000	53	5	2.2	Colonial
69 Beekman Rd.	\$1,395,000	\$1,395,000	\$1,350,000	23	5	3.1	Colonial
37 Londonderry Way	\$1,549,000	\$1,450,000	\$1,400,000	51	5	3.1	Colonial
25 Norwood Ave. #10	\$1,495,000	\$1,495,000	\$1,450,000	52	3	2.1	Twnhse-Int
5 Highland Dr.	\$1,549,000	\$1,549,000	\$1,620,000	3	5	3.1	Colonial
106 Prospect St.	\$1,585,000	\$1,585,000	\$1,585,000	20	5	3.1	Colonial
22 High St.	\$1,745,000	\$1,645,000	\$1,710,000	104	5	4	Colonial
53 Hobart Ave.	\$1,695,000	\$1,695,000	\$1,805,000	9	6	3.1	Victorian
25 Norwood Ave.	\$1,795,000	\$1,795,000	\$1,625,000	256	4	3.1	Twnhse-End
183 Springfield Ave.	\$1,895,000	\$1,895,000	\$1,825,000	33	4	4.1	Colonial, Victorian
95 Prospect Hill Ave.	\$3,300,000	\$3,300,000	\$3,225,000	11	5	4.1	Colonial
100 Whittredge Rd.	\$4,275,000	\$4,275,000	\$4,500,000	6	6	5.1	Colonial

AVERAGE DAYS ON MARKET: 59  
 AVERAGE LISTING PRICE: \$1,093,057  
 AVERAGE SALE PRICE: \$1,203,414  
 % SALE PRICE / LIST PRICE: 100%

## SUMMIT HOMESALE TRENDS July 2006 – July 2007

	Jul. 06	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.
Average Listing Price	\$1,121,968	\$1,041,752	\$1,084,003	\$1,157,029	\$1,115,384	\$1,163,671	\$1,181,756
Average Sale Price	\$1,067,185	\$1,541,900	\$938,136	\$726,781	\$839,147	\$990,305	\$883,750
%Sale Price to List Price Ratio	99%	129%	96%	98%	102%	97%	94%
Days on Market	45	44	68	46	41	73	75
# of Active Listings	129	123	150	148	142	122	128

	Feb.	Mar.	Apr.	May	Jun.	Jul. 07
Average Listing Price	\$1,260,922	\$1,205,700	\$1,272,865	\$1,269,589	\$1,190,075	\$1,093,057
Average Sale Price	\$1,008,073	\$1,254,778	\$1,028,842	\$1,136,696	\$1,175,448	\$1,203,414
%Sale Price to List Price Ratio	98%	97%	99%	98%	102%	100%
Days On Market	69	35	86	77	49	59
# of Active Listings	152	150	164	184	179	165



#### SUMMIT CITY 2nd Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	48.0	45.0	42.0	50.7	53.3
<i>Average # Of Sales/Monthly</i>	32.0	40.7	29.7	29.0	31.3
<i>Supply &amp; Demand Ratio</i>	67%	90%	71%	57%	59%
<i>Unsold Inventory</i>	75	48	65	105	129
<i>Projected Absorption (Months)</i>	2	1	2	4	4



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