

## SUMMIT May 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.

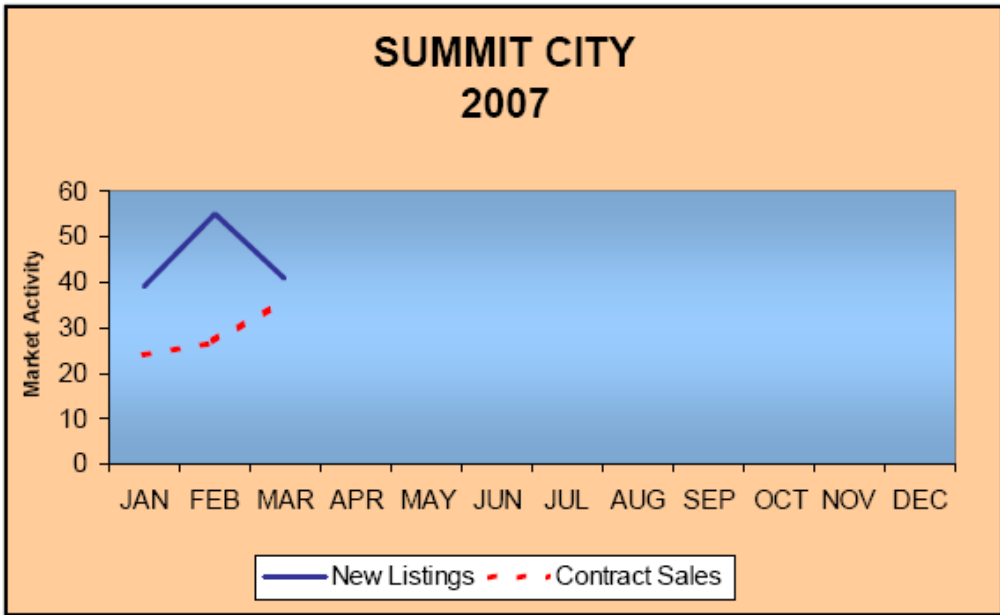
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
133 Summit Ave. #14A	\$295,000	\$295,000	\$290,000	35	1	1	One Fl. Unit
412 #17 Morris Ave. Bldg 2	\$379,000	\$369,000	\$353,000	80	2	1	1 <sup>st</sup> Fl. Unit, One Fl. Unit
05 Baltusrol Pl.	\$669,000	\$469,000	\$469,000	7	3	1	Colonial
18 Greenfield Ave.	\$589,000	\$474,999	\$474,999	214	2	2	Ranch
11 Euclid Ave. #7D	\$525,000	\$499,999	\$473,500	125	2	2	Hi-Rise, 1 Fl. Unit
15 William St.	\$599,000	\$549,000	\$549,000	106	3	2.1	Colonial
20 Brainerd Rd.	\$549,000	\$549,000	\$555,100	9	3	3	Split Level
17 Plain St.	\$579,000	\$565,000	\$555,000	84	5	2	Colonial
278 Morris Tnpk	\$629,900	\$629,900	\$599,000	173	3	2	Ranch
18 Eggers Ct.	\$719,900	\$719,900	\$719,900	62	3	3.1	Twnhse-End
11 Oak Knoll Rd.	\$799,000	\$799,000	\$725,000	28	3	2.1	Tudor
6 Ashland Rd.	\$825,000	\$825,000	\$800,000	34	4	1.2	Colonial
215 Summit Ave.	\$1,100,000	\$999,000	\$892,500	273	3	2	Colonial
34 Laurel Ave.	\$1,199,000	\$1,075,000	\$1,000,000	89	5	2.1	Tudor
43 Hawthorne Pl.	\$1,195,000	\$1,099,000	\$999,000	165	5	3.1	Colonial
20 Club Dr.	\$1,149,000	\$1,149,000	\$1,149,000	11	4	3.1	Custom Hm, Split Level
97 Essex Rd.	\$1,150,000	\$1,150,000	\$1,250,000	21	2	2.2	Ranch
4 Colt Rd.	\$1,190,000	\$1,190,000	\$1,100,000	38	4	2.1	Cape Cod
6 Fernwood Rd.	\$1,200,000	\$1,200,000	\$1,576,000	13	4	2.1	Colonial
16 Clearview Dr.	\$1,229,000	\$1,229,000	\$1,215,000	9	4	3.1	Colonial
106 Tulip St.	\$1,289,000	\$1,239,000	\$1,125,000	124	5	2.1	Colonial
14 Ramsey Dr.	\$1,250,000	\$1,250,000	\$1,230,000	7	4	3.1	Expanded Ranch
104 Portland Rd.	\$1,349,000	\$1,349,000	\$1,349,000	4	4	3.1	Colonial
17 Colt Rd.	\$1,525,000	\$1,395,000	\$1,395,000	48	4	2.1	Colonial, Tudor
139 Rotary Dr.	\$1,850,000	\$1,795,000	\$1,700,000	138	4	2.2	Colonial
39 Rotary Dr.	\$1,895,000	\$1,895,000	\$1,812,500	39	5	4.1	Custom Hm, Multi-Fl. Unit
31 Portland Rd.	\$2,425,000	\$2,375,000	\$2,300,000	135	5	4.1	Colonial
25 Little Wolf Rd.	\$2,395,000	\$2,395,000	\$2,395,000	142	5	5.1	Colonial, Custom Hm
43 Fernwood Rd.	\$3,495,000	\$3,495,000	\$3,325,000	37	5	4.1	Colonial

AVERAGE DAYS ON MARKET:	77
AVERAGE LISTING PRICE:	\$1,269,589
AVERAGE SALE PRICE:	\$1,136,696
% SALE PRICE / LIST PRICE:	98%

## SUMMIT HOMESALE TRENDS May 2006 – May 2007

	May 06	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.
Average Listing Price	\$1,185,900	\$1,107,908	\$1,121,968	\$1,041,752	\$1,084,003	\$1,157,029	\$1,115,384
Average Sale Price	\$1,401,342	\$1,105,166	\$1,067,185	\$1,541,900	\$938,136	\$726,781	\$839,147
%Sale Price to List Price Ratio	114%	100%	99%	129%	96%	98%	102%
Days on Market	30	30	45	44	68	46	41
# of Active Listings	160	154	129	123	150	148	142

	Dec.	Jan.	Feb.	Mar.	Apr.	May 07
Average Listing Price	\$1,163,671	\$1,181,756	\$1,260,922	\$1,205,700	\$1,272,865	\$1,269,589
Average Sale Price	\$990,305	\$883,750	\$1,008,073	\$1,254,778	\$1,028,842	\$1,136,696
%Sale Price to List Price Ratio	97%	94%	98%	97%	99%	98%
Days On Market	73	75	69	35	86	77
# of Active Listings	122	128	152	150	164	184



#### SUMMIT CITY 1st Quarter At-A-Glance

	2003	2004	2005	2006	2007
<i>Average # Of Offerings/Monthly</i>	39.0	37.0	33.3	40.7	45.0
<i>Average # Of Sales/Monthly</i>	29.0	24.3	24.0	26.7	29.0
<i>Supply &amp; Demand Ratio</i>	74%	66%	72%	66%	64%
<i>Unsold Inventory</i>	64	65	50	80	109
<i>Projected Absorption (Months)</i>	2	3	2	3	4



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