

SUMMIT September 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.

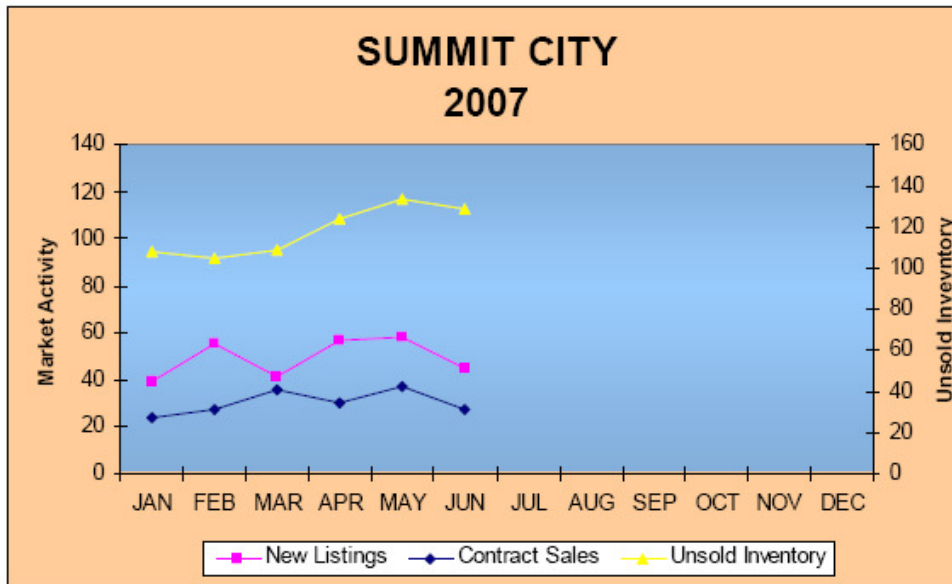
Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
412 Morris Ave. #47C	\$405,000	\$405,000	\$400,000	0	2	2	1 st Fl. Unit, One Fl. Unit
26 Lafayette Ave.	\$465,000	\$465,000	\$465,000	11	3	3	Colonial
12 Ridgedale	\$589,000	\$499,000	\$481,000	217	3	1.1	Expanded Ranch
35 West End Ave.	\$650,000	\$550,000	\$518,500	157	3	1.1	Colonial
41 Stockton Rd.	\$575,000	\$575,000	\$555,000	66	3	1.1	Split Level
41 Wade Dr.	\$630,000	\$615,000	\$575,000	71	4	2	Split Level
10 Euclid Ave. #502	\$745,000	\$745,000	\$700,000	27	3	2	Hi-Rise, One Fl. Unit
60 Eggers Ct.	\$749,900	\$749,900	\$739,000	0	3	3.1	Twnhse-Int
68 West End Ave.	\$799,000	\$765,000	\$740,000	92	4	3	Colonial
234 Blackburn Rd.	\$769,000	\$769,000	\$740,000	14	3	2	Cape Cod
27 Dale Dr.	\$925,000	\$925,000	\$925,000	27	4	2.1	Expanded Ranch
32 Laurel Ave.	\$999,000	\$999,000	\$985,000	14	4	3.2	Tudor
21 Colt Rd.	\$1,150,000	\$1,050,000	\$875,000	24	0	0	
3 Joanna Way	\$1,299,000	\$1,299,000	\$1,260,000	18	4	2.1	Colonial
55 Wildwood Ln.	\$1,395,000	\$1,395,000	\$1,525,000	9	5	4	Custom Home
12 OShea Ln	\$1,425,000	\$1,425,000	\$1,385,000	23	5	3.2	Colonial
189 Kent Place Blvd.	\$1,450,000	\$1,450,000	\$1,450,000	21	6	2.1	Colonial
129 Prospect St.	\$1,495,000	\$1,495,000	\$1,510,000	27	3	2	Custom Home
13 Sherman Ave.	\$1,625,000	\$1,599,000	\$1,567,000	35	4	3.1	Colonial
46 Ox Bow Ln.	\$1,650,000	\$1,650,000	\$1,801,000	28	3	3	Ranch
17 Fernwood Rd.	\$1,995,000	\$1,995,000	\$1,995,000	12	6	3.2	Colonial
32 Badeau Ave.	\$3,100,000	\$2,975,000	\$2,850,000	72	7	5.1	Colonial
11 Ridge Rd.	\$4,695,000	\$4,695,000	\$4,695,000	9	8	7.3	Colonial

AVERAGE DAYS ON MARKET: 38
 AVERAGE LISTING PRICE: \$1,081,837
 AVERAGE SALE PRICE: \$1,308,724
 % SALE PRICE / LIST PRICE: 99%

SUMMIT HOMESALE TRENDS September 2006 – September 2007

	Sep. 06	Oct.	Nov.	Dec.	Jan.	Feb.	Mar.
Average Listing Price	\$1,084,003	\$1,157,029	\$1,115,384	\$1,163,671	\$1,181,756	\$1,260,922	\$1,205,700
Average Sale Price	\$938,136	\$726,781	\$839,147	\$990,305	\$883,750	\$1,008,073	\$1,254,778
%Sale Price to List Price Ratio	96%	98%	102%	97%	94%	98%	97%
Days on Market	68	46	41	73	75	69	35
# of Active Listings	150	148	142	122	128	152	150
# of Closed Listings	24	17	20	21	15	16	20

	Apr.	May	Jun.	Jul.	Aug.	Sep. 06
Average Listing Price	\$1,272,865	\$1,269,589	\$1,190,075	\$1,093,057	\$1,066,581	\$1,081,837
Average Sale Price	\$1,028,842	\$1,136,696	\$1,175,448	\$1,203,414	\$1,418,638	\$1,308,724
%Sale Price to List Price Ratio	99%	98%	102%	100%	100%	99%
Days On Market	86	77	49	59	54	38
# of Active Listings	164	184	179	165	143	177
# of Closed Listings	22	32	36	32	32	21



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 & 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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