

SUMMIT April 2008 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
17 Hughes Place	434,900	399,900	365,000	105	4	1	CapeCod
54 Clark Street	440,000	425,000	393,000	102	3	1	Ranch
28 Morris Avenue	520,000	489,000	500,000	91	2	2.1	TwnIntUn
21 Ridgedale ave	559,000	559,000	553,000	15	4	1.1	Colonial
3 Webster Ave.	695,000	695,000	660,000	151	3	1.1	Colonial
42 Elm Street	699,000	699,000	699,000	8	2	2.2	TwnIntUn
12 Lewis Ave	725,000	700,000	730,000	68	3	2.1	Colonial
17 Club Drive	835,000	835,000	879,000	11	3	2.1	Colonial
18 High Street	930,000	930,000	930,000	0	3	2.1	Carriage
24 De Bary Pl.	995,000	950,000	930,000	35	4	3.1	Colonial
14 Myrtle Ave	1,075,000	1,025,000	999,000	59	4	2.1	Colonial
22 Pine Ridge Drive	1,045,000	1,045,000	1,100,000	4	3	3	Ranch
8 Manor Hill Rd.	2,095,000	1,999,000	1,999,000	34	6	5.1	Colonial

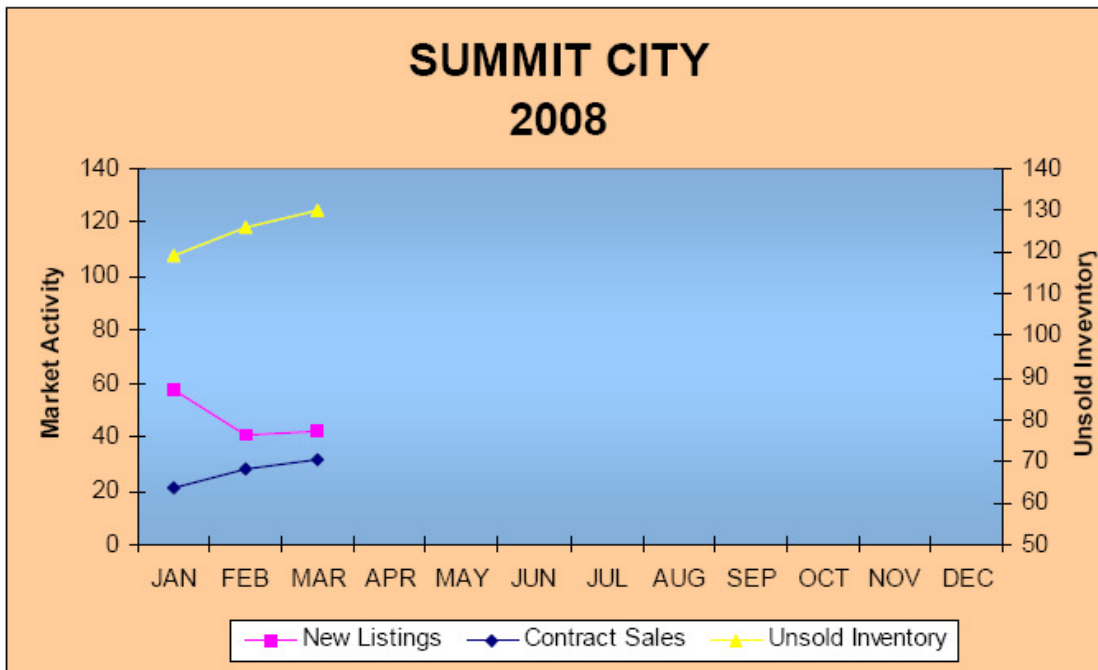
AVERAGE DAYS ON MARKET: 56
 AVERAGE LISTING PRICE: \$1,239,644
 AVERAGE SALE PRICE: \$836,500
 % SALE PRICE / LIST PRICE: 100%

SUMMIT HOME SALE TRENDS April 2007 – April 2008

	Apr.	May	Jun.	Jul.	Aug.	Sept.
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

	Oct.	Nov.	Dec.	Jan.	Feb.	March	April 08
Average Listing Price	\$1,034,757	\$1,024,519	\$1,076,344	\$1,103,962	\$1,213,965	\$1,206,506	\$1,239,644
Average Sale Price	\$1,218,408	\$997,023	\$916,153	\$847,714	\$779,083	\$1,003,500	\$836,500
%Sale Price to List Price Ratio	99%	99%	101%	100%	96%	95%	100%
Days On Market	83	67	36	32	100	71	56
# of Active Listings	179	166	129	166	163	168	180
# of Closed Listings	13	23	19	14	11	18	13

April 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$342,633	\$469,000	\$0	\$0	0	0%
2	\$474,989	\$461,400	\$392,500	\$500,000	91	102%
3	\$670,177	\$750,731	\$735,667	\$782,000	56	101%
4	\$1,057,273	\$1,143,706	\$999,000	\$711,750	54	97%
5	\$2,430,488	\$2,585,353	\$0	\$1,999,000	34	100%
TOWN	\$1,239,644	\$1,391,674	\$834,706	\$836,500	56	100%



SUMMIT CITY 1st Quarter At-A-Glance

	2004	2005	2006	2007	2008
<i>Average # Of Offerings/Monthly</i>	37.0	33.3	40.7	45.0	47.0
<i>Average # Of Sales/Monthly</i>	24.3	24.0	26.7	29.0	27.0
<i>Supply & Demand Ratio</i>	66%	72%	66%	64%	57%
<i>Unsold Inventory</i>	65	50	80	109	130
<i>Projected Absorption (Months)</i>	3	2	3	4	5



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