

## SUMMIT May 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
58 Broad Street	\$389,000	\$369,000	\$353,000	63	3	1	CapeCod
76 New England Ave	\$389,000	\$380,000	\$375,000	80	2	1.1	TwnIntUn
68-86 New England Ave	\$389,000	\$389,000	\$375,000	67	2	1	TwnIntUn
1 Denman Place	\$399,000	\$399,000	\$389,000	33	4	1.1	Colonial
167 Broad Street	\$449,000	\$449,000	\$430,000	21	2	1.1	Col.,Custom
36 Clark Street	\$470,000	\$465,000	\$460,000	46	3	1.1	SplitLev
67-75 New England Ave	\$489,000	\$489,000	\$489,000	34	2	2.1	TwnEndUn
144 Beekman Road	\$539,000	\$499,900	\$480,000	33	4	1	Colonial
10 Lowell Ave.	\$579,000	\$579,000	\$570,000	8	3	1	Colonial
30 Webster Ave	\$599,999	\$599,999	\$625,000	12	3	2.1	Colonial
53 Montrose	\$665,000	\$639,000	\$620,000	88	4	2	CapeCod
1 Blair Place	\$649,000	\$649,000	\$649,000	116	3	3	SplitLev
29 Hartley Road	\$699,000	\$699,000	\$725,000	9	4	2.1	SplitLev
12 Sheffield Rd.	\$699,900	\$699,900	\$680,000	54	5	2	SplitLev
30 Fairview Ave	\$849,000	\$785,000	\$790,000	185	3	2.2	Colonial
610 Springfield Avenue	\$819,000	\$819,000	\$819,000	38	5	2.1	Colonial
47 Mountain Avenue	\$819,000	\$819,000	\$879,000	11	4	2.1	Victrian
260 Ashland Rd.	\$839,000	\$839,000	\$805,000	63	5	2.1	Col.,SplitLev
8 DeBary Place	\$860,000	\$860,000	\$824,500	48	4	2.2	Colonial
186 Blackburn Road	\$1,145,000	\$1,145,000	\$1,145,000	10	4	3.1	RanchExp
135 Mple St.	\$1,400,000	\$1,400,000	\$1,427,550	17	4	3.1	Colonial
153 Beechwood	\$1,795,000	\$1,500,000	\$1,500,000	43	4	2.2	Colonial
10 Dorchester Road	\$1,795,000	\$1,500,000	\$1,450,000	166	5	4.1	Colonial
82 Druid Hill	\$1,795,000	\$1,795,000	\$1,715,000	9	5	3.1	Colonial
58 Prospect Hill Avenue	\$2,995,000	\$2,995,000	\$2,800,000	8	5	5.1	Tudo

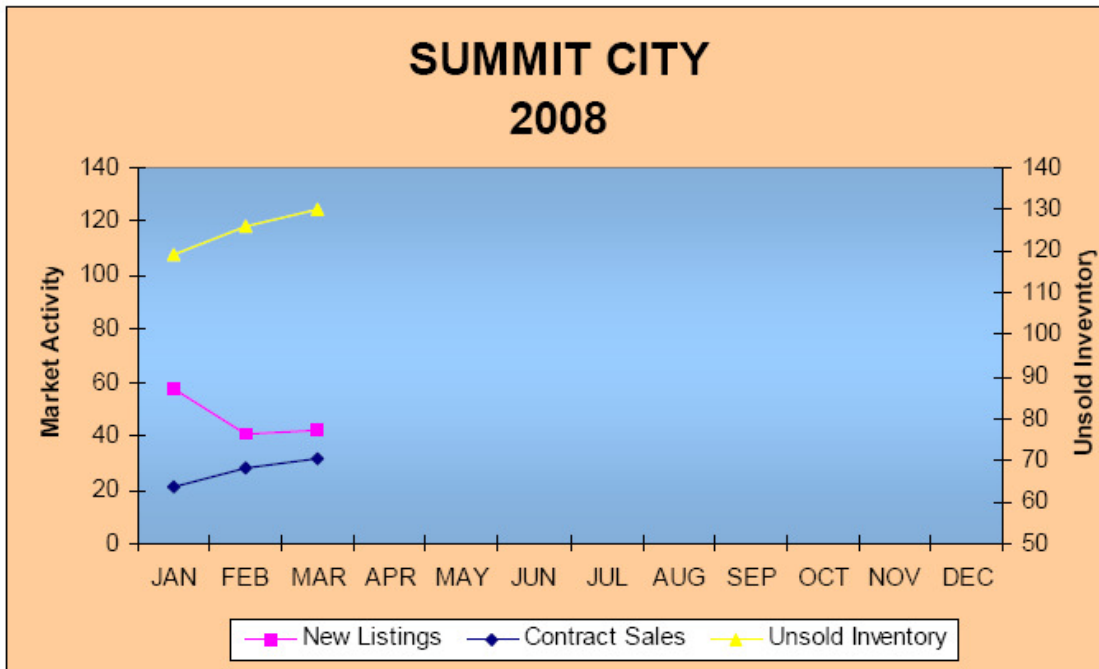
AVERAGE DAYS ON MARKET: 49  
 AVERAGE LISTING PRICE: \$1,257,405  
 AVERAGE SALE PRICE: \$823,383  
 % SALE PRICE / LIST PRICE: 99%

## SUMMIT HOME SALE TRENDS May 2007 – May 2008

	May 2007	Jun.	Jul.	Aug.	Sept.	Oct.
Average Listing Price	\$1,269,589	\$1,190,075	\$1,093,057	\$1,066,581	\$1,081,837	\$1,034,757
Average Sale Price	\$1,136,696	\$1,175,448	\$1,203,414	\$1,418,638	\$1,308,724	\$1,218,408
%Sale Price to List Price Ratio	98%	102%	100%	100%	99%	99%
Days on Market	77	49	59	54	38	83
# of Active Listings	184	179	165	143	177	179
# of Closed Listings	32	36	32	32	21	13

	Nov.	Dec.	Jan.	Feb.	March	April	May 2008
Average Listing Price	\$1,024,519	\$1,076,344	\$1,103,962	\$1,213,965	\$1,206,506	\$1,239,644	\$1,257,405
Average Sale Price	\$997,023	\$916,153	\$847,714	\$779,083	\$1,003,500	\$836,500	\$823,383
%Sale Price to List Price Ratio	99%	101%	100%	96%	95%	100%	99%
Days On Market	67	36	32	100	71	56	49
# of Active Listings	166	129	166	163	168	180	196
# of Closed Listings	23	19	14	11	18	13	21

May 08	Active Listings	New Listings	Under Contract	Sold Listings	Average DOM	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP		
1	\$264,950	\$0	\$0	\$0	0	0%
2	\$482,352	\$448,971	\$412,400	\$375,000	74	98%
3	\$641,097	\$558,438	\$657,612	\$574,500	72	100%
4	\$1,096,960	\$1,220,129	\$944,988	\$887,783	32	100%
5	\$2,469,786	\$2,357,833	\$1,986,444	\$1,276,000	41	95%
TOWN	\$1,257,405	\$1,172,522	\$1,092,027	\$823,383	49	99%



### 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 &amp; 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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**Cellular: (973) 464-9129**  
**Office: (973) 376-0033 ext 101**  
**Fax: (908) 273-2996**

Certified Luxury Home Marketing Specialist (CLHMS)

