

SUMMIT November 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 Sale Price	List Price	Sale Price	DOM	Beds	Baths	Style
417 Morris Ave	\$339,000	\$339,000	\$325,000	44	2	1	TwnIntUn
76 New England	\$365,000	\$365,000	\$340,000	57	2	1.1	TwnEndUn
45 Briant Parkway	\$439,000	\$439,000	\$420,000	108	3	1.1	Colonial
14 Chapel St.	\$499,000	\$475,000	\$440,000	87	4	1.1	Colonial
14 Pearl St.	\$579,000	\$499,000	\$490,000	135	4	1	Colonial
39 Briant Parkway	\$569,900	\$569,900	\$559,000	50	3	3	CapeCod
7 Ascot Way	\$725,000	\$725,000	\$665,000	38	4	3	SplitLev
128 Beekman Rd.	\$799,000	\$799,000	\$750,000	24	4	3	Ranch
153 Colonial Road	\$819,000	\$819,000	\$805,000	15	3	2.1	Colonial
130 Tulip St.	\$975,000	\$934,000	\$923,500	19	3	2.2	Colonial
74 Druid Hill Rd.	\$950,000	\$950,000	\$850,000	77	3	2	RanchExp
311 Summit Avenue	\$965,000	\$965,000	\$905,000	42	4	4	Colonial
11 Glendale Road	\$4,500,000	\$4,500,000	\$4,400,000	18	6	6.1	Colonial

AVERAGE DAYS ON MARKET: 56
 AVERAGE LISTING PRICE: \$1,262,642
 AVERAGE SALE PRICE: \$933,958
 % SALE PRICE / LIST PRICE: 96%

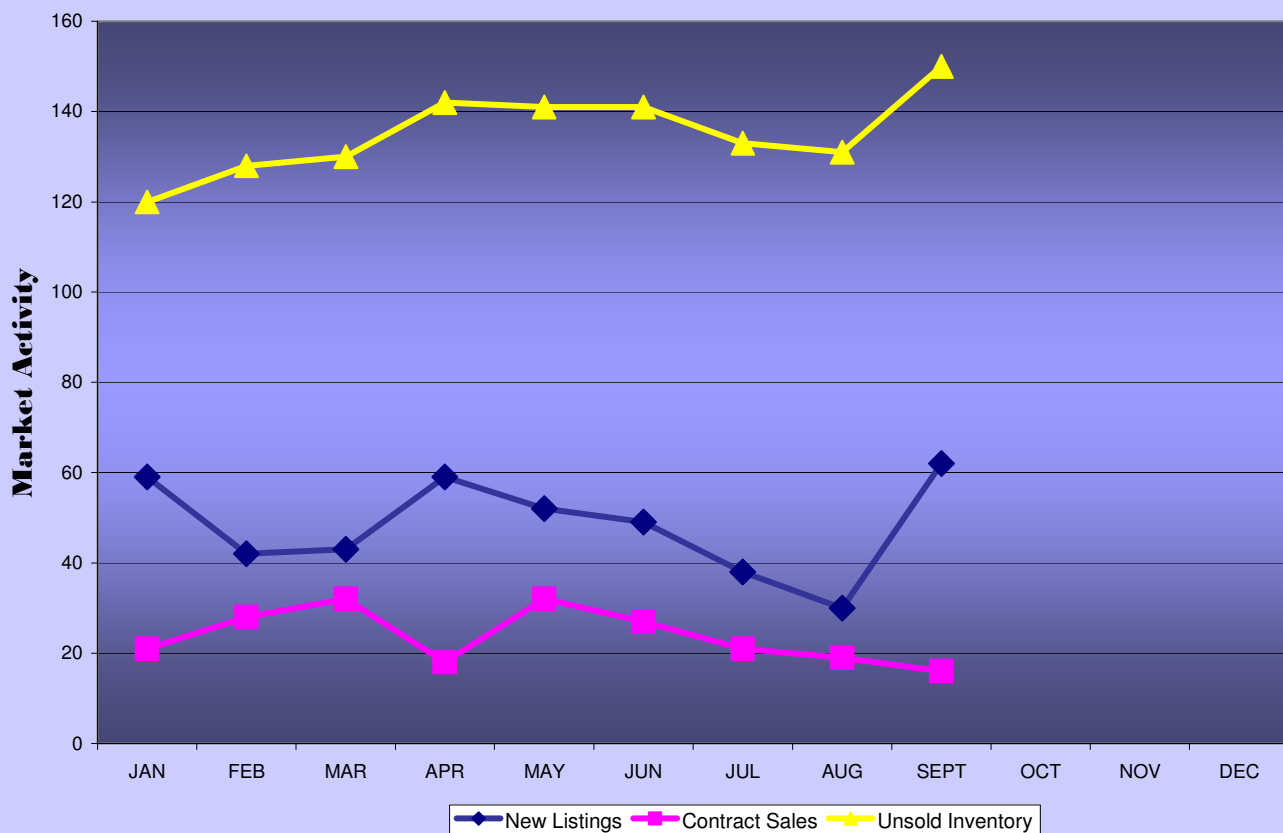
SUMMIT HOME SALE TRENDS November 2007 thru November 2008

	Oct. 2007	Nov.	Dec.	Jan.	Feb.	March	April
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

	May	June	July	Aug.	Sept.	Oct.	Nov. 2008
Average Listing Price	\$1,257,405	\$1,212,152	\$1,076,344	\$1,194,065	\$1,239,203	\$1,199,995	\$1,262,642
Average Sale Price	\$823,383	\$1,209,713	\$1,232,780	\$1,077,204	\$1,072,270	\$774,400	\$933,958
%Sale Price to List Price Ratio	99%	97%	98%	101%	101%	98%	96%
Days On Market	49	63	45	44	48	63	56
# of Active Listings	196	195	180	169	192	189	166
# of Closed Listings	21	26	30	28	20	17	13

Nov 08	Active Listings	New Listings	Under Contract	Sold Listings	Average	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP	DOM	%
1	\$304,600	\$0	\$0	\$0	0	0%
2	\$493,962	\$448,560	\$0	\$332,500	51	94%
3	\$666,373	\$531,248	\$453,725	\$711,500	54	96%
4	\$940,249	\$879,650	\$948,800	\$646,250	72	94%
5	\$2,769,682	\$2,488,375	\$1,495,000	\$4,400,000	18	98%
TOWN	\$1,262,642	\$1,284,900	\$805,390	\$933,958	56	96%

SUMMIT 2008



Susan Adler

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#1 Keller Williams Agent in NJ 2005, 2006, 2007



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