

## SUMMIT February 2009 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    |
|--------------------|---------------------|-------------|-------------|-----|------|-------|----------|
| 9 Lowell Avenue    | \$649,000           | \$569,000   | \$540,000   | 116 | 3    | 1.1   | Colonial |
| 115 Ashwood Avenue | \$599,000           | \$585,000   | \$575,000   | 69  | 3    | 1.1   | Colonial |
| 30 DIVISION AVENUE | \$849,000           | \$699,900   | \$679,000   | 121 | 4    | 3     | Colonial |
| 14 DORCHESTER ROAD | \$1,111,000         | \$1,111,000 | \$995,000   | 69  | 3    | 3.1   | Colonial |
| 5 WATCHUNG PLACE   | \$1,175,000         | \$1,175,000 | \$1,309,125 | 23  | 4    | 3     | Colonial |
| 42 Mountain Avenue | \$1,250,000         | \$1,195,000 | \$1,100,000 | 99  | 6    | 3.1   | Victrian |
| 23 WHITTREDGE RD   | \$1,395,000         | \$1,195,000 | \$1,100,000 | 120 | 4    | 3.1   | Colonial |

AVERAGE DAYS ON MARKET:88 AVERAGE LISTING PRICE: \$1,233,966

AVERAGE SALE PRICE: \$899,732 % SALE PRICE / LIST PRICE: 96%

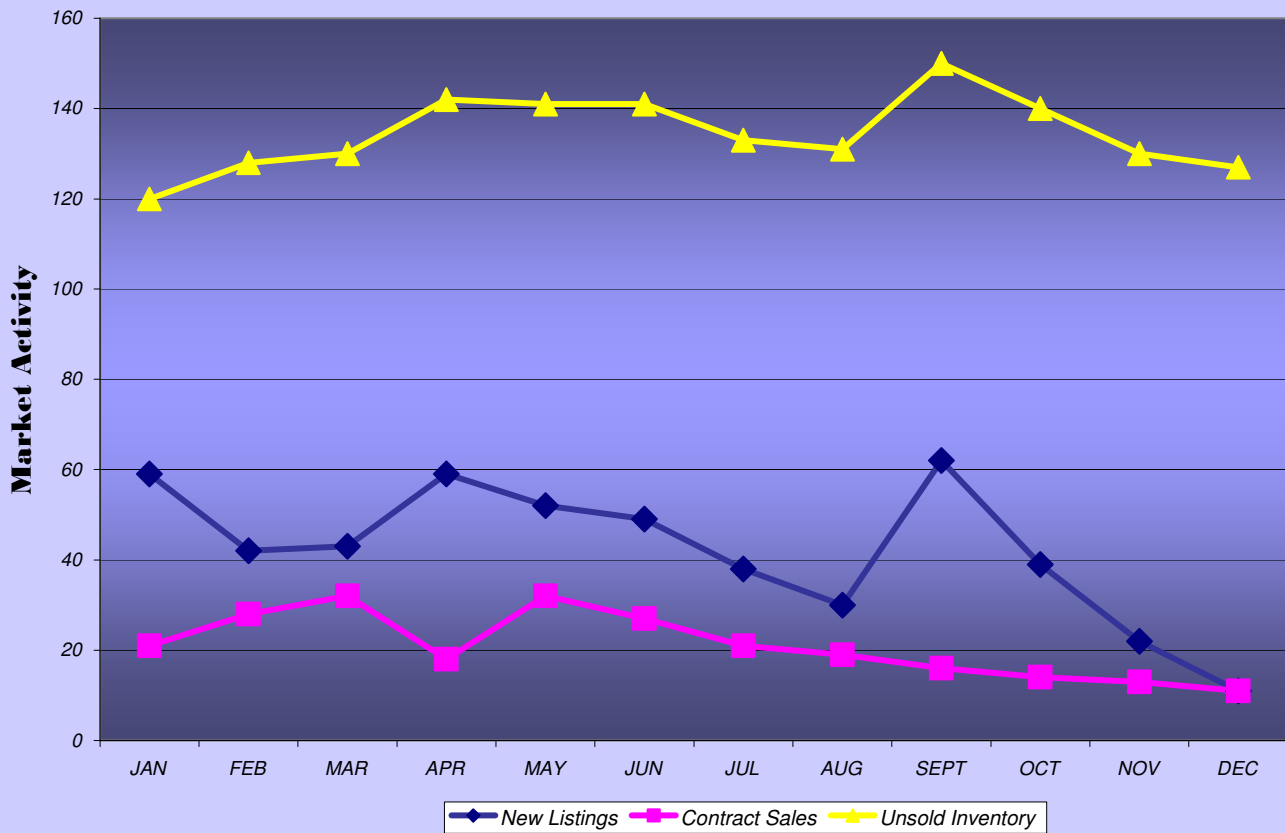
### SUMMIT HOME SALE TRENDS February 2008 thru February 2009

|                                 | Feb. 2008   | March       | April       | May         | June        | July        |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Average Listing Price           | \$1,213,965 | \$1,206,506 | \$1,239,644 | \$1,257,405 | \$1,212,152 | \$1,076,344 |
| Average Sale Price              | \$779,083   | \$1,003,500 | \$836,500   | \$823,383   | \$1,209,713 | \$1,232,780 |
| %Sale Price to List Price Ratio | 96%         | 95%         | 100%        | 99%         | 97%         | 98%         |
| Days on Market                  | 100         | 71          | 56          | 49          | 63          | 45          |
| # of Active Listings            | 163         | 168         | 180         | 196         | 195         | 180         |
| # of Closed Listings            | 11          | 18          | 13          | 21          | 26          | 30          |

|                                 | Aug.        | Sept.       | Oct.        | Nov.        | Dec.        | Jan.        | Feb.2009    |
|---------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Average Listing Price           | \$1,194,065 | \$1,239,203 | \$1,199,995 | \$1,262,642 | \$1,320,856 | \$1,355,710 | \$1,233,966 |
| Average Sale Price              | \$1,077,204 | \$1,072,270 | \$774,400   | \$933,958   | \$837,477   | \$1,218,325 | \$899,732   |
| %Sale Price to List Price Ratio | 101%        | 101%        | 98%         | 96%         | 92%         | 94%         | 96%         |
| Days On Market                  | 44          | 48          | 63          | 56          | 64          | 110         | 88          |
| # of Active Listings            | 169         | 192         | 189         | 166         | 150         | 160         | 183         |
| # of Closed Listings            | 28          | 20          | 17          | 13          | 13          | 8           | 7           |

| Feb 09 | Active Listings | New Listings | Under Contract | Sold Listings | Average | SP/LP |
|--------|-----------------|--------------|----------------|---------------|---------|-------|
| # Beds | Avg LP          | Avg LP       | Avg LP         | Avg LP        | DOM     | %     |
| 1      | \$282,113       | \$232,000    | \$195,000      | \$0           | 0       | 0%    |
| 2      | \$416,572       | \$375,967    | \$282,000      | \$0           | 0       | 0%    |
| 3      | \$608,672       | \$507,250    | \$648,500      | \$703,333     | 85      | 93%   |
| 4      | \$921,408       | \$947,073    | \$940,000      | \$1,029,375   | 88      | 101%  |
| 5      | \$2,360,531     | \$1,648,167  | \$1,850,000    | \$1,100,000   | 99      | 92%   |
| TOWN   | \$1,233,966     | \$1,088,921  | \$799,300      | \$899,732     | 88      | 96%   |

# SUMMIT 2008



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