

**SUMMIT      December 2005   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 Short Hills, Millburn, Summit, Maplewood, South Orange, Chatham, Madison or Livingston, 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.

| <b>Address</b>      | <b>List Price</b> | <b>Sale Price</b> | <b>DOM</b> | <b>BR</b> | <b>TBTH</b> | <b>Style</b>        |
|---------------------|-------------------|-------------------|------------|-----------|-------------|---------------------|
| 390 Morris Ave.     | \$334,900         | \$335,000         | 10         | 2         | 1           | Twnehse-Int         |
| 390 Morris Ave.     | \$334,900         | \$329,900         | 33         | 2         | 1           | One Fl. Unit        |
| 20 Baltusrol Pl.    | \$464,900         | \$440,000         | 92         | 3         | 1           | Colonial            |
| 89 Butler Pky.      | \$525,000         | \$550,000         | 26         | 4         | 2           | Split Level         |
| 31 Ashwood Ave.     | \$559,000         | \$547,800         | 49         | 4         | 2.1         | Colonial            |
| 21 West End. Ave.   | \$569,000         | \$565,000         | 25         | 3         | 2.1         | Colonial            |
| 10 Euclid Ave. #503 | \$575,000         | \$575,000         | 163        | 2         | 2           | Hi-Rise,One Fl.Unit |
| 33 Wade Dr.         | \$689,900         | \$640,000         | 71         | 4         | 2           | Split Level         |
| 86 Elm St.          | \$765,000         | \$765,000         | 21         | 4         | 2.1         | Colonial            |
| 142 Colonial        | \$799,000         | \$775,000         | 39         | 4         | 3.1         | Colonial            |
| 612 Blackburn Rd.   | \$799,000         | \$862,000         | 11         | 3         | 2           | Cape Cod            |
| 11 DeBary Place     | \$895,000         | \$935,000         | 13         | 4         | 3.2         | Colonial            |
| 8 Laurel Ave.       | \$969,000         | \$1,150,000       | 10         | 4         | 2           | Colonial,Custom Hm  |
| 25 Ashland Rd.      | \$995,000         | \$989,000         | 36         | 4         | 2.1         | Colonial            |
| 10 Beekman Rd.      | \$995,000         | \$1,051,000       | 12         | 3         | 2.1         | Colonial            |
| 93 Beekman Rd.      | \$1,195,000       | \$1,145,000       | 5          | 4         | 3.1         | Colonial,Tudor      |
| 98 Bellevue Ave.    | \$1,275,000       | \$1,175,000       | 7          | 5         | 3.1         | Colonial            |
| 61 Tulip St.        | \$1,275,000       | \$1,275,000       | 0          | 5         | 3.1         | Colonial            |
| 126 West End Ave.   | \$1,395,000       | \$1,312,000       | 51         | 4         | 3.1         | Colonial            |
| 73 Bellevue Ave.    | \$1,485,000       | \$1,485,000       | 69         | 6         | 3.1         | Colonial            |
| 14 Kings Hill Ct.   | \$1,495,000       | \$1,475,000       | 69         | 5         | 4.1         | Colonial            |
| 25 Ashland Rd.      | \$995,000         | \$989,000         | 36         | 4         | 2.1         | Colonial            |
| 20 Sherman Ave.     | \$1,550,000       | \$1,605,000       | 13         | 5         | 3.2         | Tudor               |
| 38 Templar Way      | \$1,795,000       | \$1,770,000       | 73         | 5         | 4.1         | Colonial            |
| 188 Summit Ave.     | \$1,995,000       | \$1,950,000       | 159        | 6         | 5.1         | Colonial            |
| 186 Kent Pl. Blvd.  | \$2,395,000       | \$2,250,000       | 103        | 6         | 4.1         | Colonial            |

AVERAGE DAYS ON MARKET:      46  
 AVERAGE LISTING PRICE:      \$1,108,423  
 AVERAGE SALE PRICE:      \$1,235,278  
 % SALE PRICE / LIST PRICE:      118%

**SUMMIT HOMESALE TRENDS December 2004 – December 2005**

|  | Dec. 04   | Jan.        | Feb.        | Mar.      | Apr.        | May         | Jun.        |
|--|-----------|-------------|-------------|-----------|-------------|-------------|-------------|
| <b>Average Listing Price</b>           | \$723,422 | \$1,305,191 | \$1,090,126 | \$981,018 | \$1,026,629 | \$1,193,892 | \$936,214   |
| <b>Average Sale Price</b>              | \$755,242 | \$699,000   | \$797,639   | \$795,700 | \$690,730   | \$871,289   | \$1,179,981 |
| <b>%Sale Price to List Price Ratio</b> | 102.31%   | 101.91%     | 104.25%     | 98.50%    | 100.53%     | 104.56%     | 103.87%     |

|  | Jul.        | Aug.        | Sept.       | Oct.        | Nov.        | Dec. 05     |
|--|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Average Listing Price</b>           | \$1,192,735 | \$910,271   | \$1,192,326 | \$1,157,550 | \$1,072,817 | \$1,108,423 |
| <b>Average Sale Price</b>              | \$1,072,129 | \$1,092,917 | \$1,072,194 | \$885,722   | \$1,079,528 | \$1,235,276 |
| <b>%List Price to Sale Price Ratio</b> | 99.81%      | 101.09%     | 99.87%      | 100.08%     | 98%         | 118%        |



**Susan Adler**  
*Over 800 Homes Sold!*

Cellular: (973) 464-9129  
 Office: (973) 376-0033 ext 101  
 Fax: (908) 273-2996



Certified Luxury Home Marketing Specialist  
 (CLHMS)

  
**KELLER WILLIAMS®**  
 R E A L T Y  
 PREMIER PROPERTIES  
*Of Essex, Union & Morris Counties*

488 Springfield Avenue, Summit, NJ 07901