

**SUMMIT November 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.

Address	List Price	Sale Price	DOM	BR	TBTH	Style
11 Euclid Ave.	\$239,000	\$235,000	376	1	1	1 <sup>st</sup> Fl Unit
133 Summit Ave.	\$329,000	\$345,000	11	2	1	One Fl. Unit
85 Butler Pkwy	\$499,000	\$505,000	15	4	2	Contemporary
36 Michigan Ave.	\$590,000	\$570,000	31	3	2	Cape Cod
13 Webster Ave.	\$699,000	\$770,500	12	3	1.1	Colonial
36 Dale Dr.	\$739,000	\$705,000	54	4	2.1	Bi-Lvl,RanchRas
41 Locust Dr.	\$789,000	\$837,000	9	3	3	Tudor
64 Linden Pl.	\$799,900	\$765,000	94	3	2	Split Level
16 Hickory Rd.	\$889,000	\$900,000	33	4	2.1	Colonial
27 Windsor Rd.	\$945,000	\$935,000	50	3	2.1	Colonial
42 Oakland Ave.	\$1,145,000	\$1,130,000	32	4	3.2	Colonial
65 Druid Hill Rd.	\$1,220,000	\$1,169,000	100	4	2.2	Colonial
41 Glendale Rd.	\$1,250,000	\$1,200,000	19	4	2.1	Colonial
121 Beechwood Rd.	\$1,525,000	\$1,615,000	8	4	2.2	Tudor
77 Blackburn Pl.	\$1,825,000	\$1,825,000	69	4	3.1	Colonial
306 Summit Ave.	\$1,888,888	\$1,720,000	46	6	4.1	Colonial
100 Essex Rd.	\$1,998,000	\$1,925,000	87	5	4.1	Colonial
10 Glendale Rd.	\$2,375,000	\$2,280,000	29	5	4.2	Tudor

AVERAGE DAYS ON MARKET: 60  
 AVERAGE LISTING PRICE: \$1,072,817  
 AVERAGE SALE PRICE: \$1,079,528  
 % SALE PRICE / LIST PRICE: 98%

**SUMMIT HOMESALE TRENDS November 2004 – November 2005**

	Nov. 04	Dec.	Jan.	Feb.	Mar.	Apr.	May
<b>Average Listing Price</b>	\$822,465	\$723,422	\$1,305,191	\$1,090,126	\$981,018	\$1,026,629	\$1,193,892
<b>Average Sale Price</b>	\$993,497	\$755,242	\$699,000	\$797,639	\$795,700	\$690,730	\$871,289
<b>%Sale Price to List Price Ratio</b>	100.40%	102.31%	101.91%	104.25%	98.50%	100.53%	104.56%

	Jun.	Jul.	Aug.	Sept.	Oct.	Nov. 05
<b>Average Listing Price</b>	\$936,214	\$1,192,735	\$910,271	\$1,192,326	\$1,157,550	\$1,072,817
<b>Average Sale Price</b>	\$1,179,981	\$1,072,129	\$1,092,917	\$1,072,194	\$885,722	\$1,079,528
<b>%List Price to Sale Price Ratio</b>	103.87%	99.81%	101.09%	99.87%	100.08%	98%



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