

**SUMMIT      October 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
31 Clark St.	\$349,000	\$360,000	28	3	1	Cape Cod
91 G Springfield Ave.	\$595,000	\$596,000	103	2	2.2	Townhse-End
223 Summit Ave.	\$599,000	\$725,000	39	3	2	Colonial
19 Grove St.	\$669,000	\$705,000	24	3	2.2	Colonial
60 Linden Pl.	\$849,900	\$952,000	100	3	2.1	Ranch
33 Edgewood Rd.	\$999,000	\$997,000	200	3	2.1	Colonial
86 Beechwood Rd.	\$1,595,000	\$1,685,000	42	6	3.1	Colonial

AVERAGE DAYS ON MARKET:            35  
 AVERAGE LISTING PRICE:            \$1,157,550  
 AVERAGE SALE PRICE:            \$885,722  
 % SALE PRICE / LIST PRICE:            100.08%

**SUMMIT      HOMESALE TRENDS      October 2004 – October 2005**

	Oct. 05	Nov.	Dec.	Jan. 05	Feb.	Mar.	Apr.
<b>Average Listing Price</b>	\$844,023	\$822,465	\$723,422	\$1,305,191	\$1,090,126	\$981,018	\$1,026,629
<b>Average Sale Price</b>	\$895,861	\$993,497	\$755,242	\$699,000	\$797,639	\$795,700	\$690,730
<b>%Sale Price to List Price Ratio</b>	97.73%	100.40%	102.31%	101.91%	104.25%	98.50%	100.53%

	May	Jun.	Jul.	Aug.	Sept.	Oct. 05
<b>Average Listing Price</b>	\$1,193,892	\$936,214	\$1,192,735	\$910,271	\$1,192,326	\$1,157,550
<b>Average Sale Price</b>	\$871,289	\$1,179,981	\$1,072,129	\$1,092,917	\$1,072,194	\$885,722
<b>%List Price to Sale Price Ratio</b>	104.56%	103.87%	99.81%	101.09%	99.87%	100.08%



**Susan Adler**  
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