

Summit

October 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	133 Summit Avenue Unit 38	OneFloor	1	1.0	109	\$230,000	\$230,000	\$220,000	95.65%		
2	65 Baltusrol Road	SeeRem	3	1.1	32	\$335,000	\$335,000	\$355,000	105.97%	\$169,600	2.09
3	768 Springfield Avenue A6	TwnIntUn	2	3.0	42	\$410,000	\$399,900	\$390,000	97.52%	\$143,500	2.72
4	8 John Street	Colonial	5	2.1	138	\$525,000	\$475,000	\$440,000	92.63%	\$144,600	3.04
5	18 Hughes Place	Colonial	4	2.0	48	\$475,000	\$475,000	\$468,900	98.72%	\$184,600	2.54
6	45 Briant Parkway	Colonial	3	1.1	67	\$615,000	\$574,500	\$555,000	96.61%	\$165,700	3.35
7	25 Webster Avenue	Colonial	3	1.1	58	\$620,000	\$620,000	\$564,900	91.11%	\$235,600	2.40
8	12 Park Avenue	Colonial	3	2.1	37	\$599,000	\$599,000	\$585,000	97.66%	\$230,700	2.54
9	17 Iris Road	Colonial	2	2.0	1	\$599,000	\$599,000	\$585,000	97.66%	\$244,100	2.40
10	14 Mount Vernon Avenue	CapeCod	4	2.0	65	\$638,500	\$624,999	\$590,000	94.40%	\$247,700	2.38
11	172 Kent Place Boulevard	Colonial	5	2.1	102	\$825,000	\$765,000	\$750,000	98.04%	\$319,800	2.35
12	90 Tulip Street	Colonial	3	1.1	9	\$839,000	\$839,000	\$815,000	97.14%	\$348,500	2.34
13	76 Mountain Avenue	Victorian	4	3.1	45	\$899,000	\$899,000	\$855,000	95.11%	\$373,800	2.29
14	93 W End Avenue	Colonial	4	2.1	9	\$839,000	\$839,000	\$861,000	102.62%	\$335,200	2.57
15	114 Baltusrol Road	Colonial	5	5.1	22	\$1,000,000	\$1,000,000	\$995,000	99.50%	\$283,500	3.51
16	10 Brook Court	Colonial	5	3.1	10	\$1,075,000	\$1,075,000	\$1,065,000	99.07%	\$415,100	2.57
17	33 Bedford Road	Colonial	4	3.0	151	\$1,300,000	\$1,199,000	\$1,100,000	91.74%	\$455,700	2.41
18	215 Blackburn Road	Custom	5	3.0	9	\$1,195,000	\$1,195,000	\$1,195,000	100.00%	\$450,000	2.66
19	112 Mountain Avenue	Victorian	6	2.1	110	\$1,349,000	\$1,295,000	\$1,240,000	95.75%	\$461,800	2.69
20	44 Beekman Road	Colonial	5	3.1	49	\$1,450,000	\$1,450,000	\$1,385,000	95.52%	\$606,200	2.28
21	105 Bellevue Avenue	Colonial	4	2.1	35	\$1,600,000	\$1,600,000	\$1,525,000	95.31%	\$615,000	2.48
22	159 Kent Place Boulevard	Colonial	5	4.1	205	\$1,775,000	\$1,675,000	\$1,653,100	98.69%		
23	18 Glendale Road	Colonial	5	5.1	77	\$1,995,000	\$1,775,000	\$1,685,000	94.93%		
24	49 Hobart Avenue	Victorian	8	4.1	12	\$1,795,000	\$1,795,000	\$1,725,000	96.10%	\$595,800	2.90
AVERAGE					60	\$957,604	\$930,558	\$900,121	96.98%		2.59

"ACTIVE" Listings in Summit

Number of Units: 88
Average List Price: \$1,317,717
Average Days on Market: 83

"UNDER CONTRACT" Listings in Summit

Number of Units: 24
Average List Price: \$984,079
Average Days on Market: 35

Summit 2018 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	52	79	63	46	39	27	36	49	45	60			46
List Price	\$1,016,945	\$1,881,445	\$963,268	\$1,103,396	\$1,149,966	\$1,280,583	\$1,320,876	\$1,447,207	\$786,355	\$930,558			\$1,190,596
Sales Price	\$985,056	\$1,805,385	\$929,530	\$1,073,000	\$1,140,009	\$1,262,268	\$1,290,136	\$1,398,561	\$767,500	\$900,121			\$1,160,783
Sales Price as a % of List Price	98.63%	97.03%	98.38%	97.19%	99.17%	99.29%	98.40%	98.16%	97.49%	96.98%			98.28%
Sales Price to Assessed Value	2.61	2.55	2.50	2.43	2.57	2.65	2.74	2.55	2.80	2.59			2.60
# Units Sold	22	11	22	25	33	41	33	29	11	24			251
Active Listings	64	86	81	105	108	93	91	77	96	88			89
Under Contracts	25	43	58	64	65	54	41	28	27	24			43

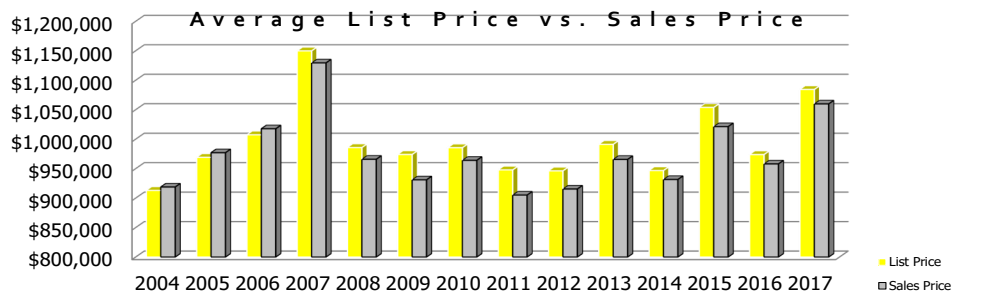
Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	42	46	8.96%
Sales Price	\$1,034,936	\$1,160,783	12.16%
Sales Price to Assessed Value	2.56	2.60	1.71%

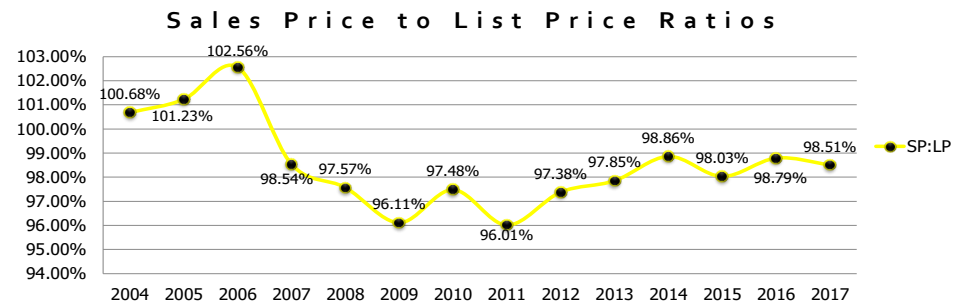
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YTD	2017	2018	% Change
# Units Sold	251	251	0.00%
Active Listings	79	88	11.39%
Under Contracts	43	24	-44.19%

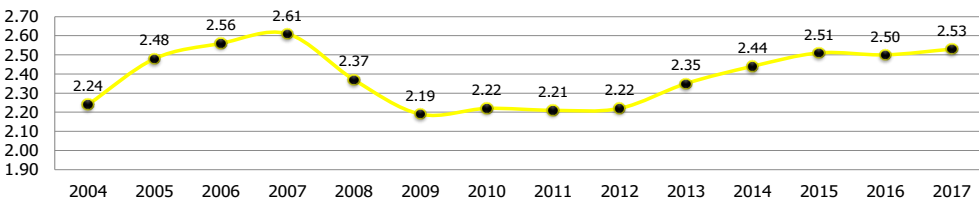
Summit Yearly Market Trends



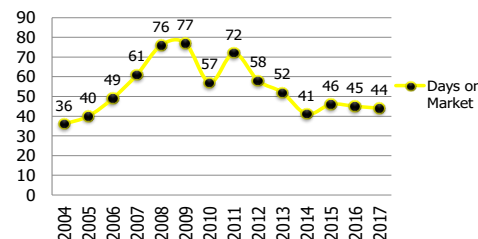
Summit Yearly Market Trends



Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

