

Summit

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess-	SP:AV
1	68-86 New England Avenue	OneFloor	2	2.0	16	\$399,000	\$399,000	\$400,000	100.25%	\$166,000	2.41
2	43196 Park Avenue	Colonial	3	1.0	0	\$475,000	\$475,000	\$425,000	89.47%	\$122,900	3.46
3	10 Edison Drive	CapeCod	4	1.1	151	\$539,000	\$449,000	\$435,000	96.88%	\$169,900	2.56
4	11 Euclid Avenue Unit B	HighRise	3	2.0	98	\$605,000	\$575,000	\$520,000	90.43%	\$241,400	2.15
5	598 Springfield Avenue	Colonial	3	2.1	7	\$599,000	\$599,000	\$595,000	99.33%	\$211,800	2.81
6	10 Valemont Way	Colonial	3	1.1	24	\$629,000	\$629,000	\$615,000	97.77%	\$242,100	2.54
7	66 Tulip Street	Ranch	2	2.0	10	\$649,900	\$649,900	\$700,000	107.71%	\$273,800	2.56
8	60 Canoe Brook Parkway	Colonial	3	1.1	9	\$750,000	\$750,000	\$750,000	100.00%	\$248,400	3.02
9	15 Shadyside Avenue	Colonial	5	2.1	59	\$1,250,000	\$1,195,000	\$1,135,000	94.98%	\$262,700	4.32
10	50 Druid Hill Road	Custom	4	2.1	120	\$1,445,000	\$1,379,000	\$1,317,500	95.54%	\$675,000	1.95
11	19 Colony Drive	Colonial	5	3.1	3	\$1,550,000	\$1,550,000	\$1,550,000	100.00%	\$520,500	2.98
AVERAGE					45	\$808,264	\$786,355	\$767,500	97.49%		2.80

"ACTIVE" Listings in Summit

Number of Units: 96
Average List Price: \$1,277,905
Average Days on Market: 76

"UNDER CONTRACT" Listings in Summit

Number of Units: 27
Average List Price: \$956,385
Average Days on Market: 41

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				44
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				\$1,218,089
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				\$1,188,342
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%				98.42%
Sales Price to Assessed Value	2.61	2.55	2.50	2.43	2.57	2.65	2.74	2.55	2.80				2.60
# Units Sold	22	11	22	25	33	41	33	29	11				227
Active Listings	64	86	81	105	108	93	91	77	96				89
Under Contracts	25	43	58	64	65	54	41	28	27				45

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	42	44	5.60%
Sales Price	\$1,043,088	\$1,188,342	13.93%
Sales Price to Assessed Value	2.57	2.60	1.06%



YTD	2017	2018	% Change
# Units Sold	236	227	-3.81%
Active Listings	90	96	6.67%
Under Contracts	28	27	-3.57%

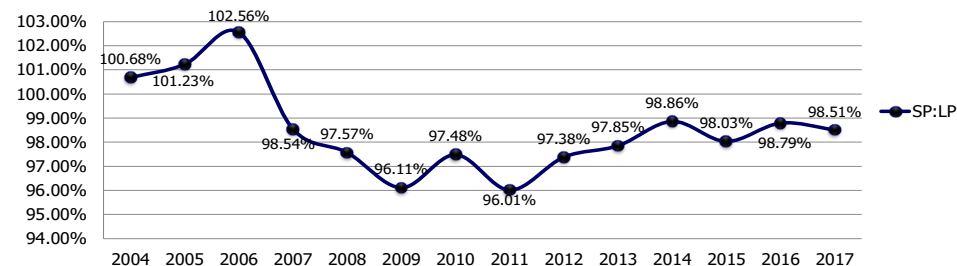
Summit Yearly Market Trends

Average List Price vs. Sales Price



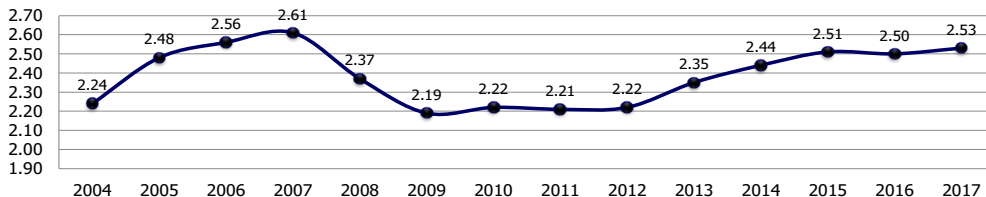
Summit Yearly Market Trends

Sales Price to List Price Ratios

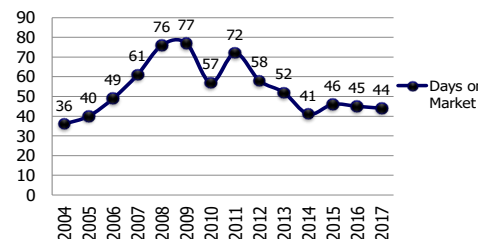


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$913,052	\$969,120	\$1,007,394	\$1,149,803	\$985,793	\$973,992	\$985,585	\$947,846	\$946,234	\$991,209	\$946,779	\$1,053,866	\$973,892	\$1,084,282
SP	\$918,810	\$977,024	\$1,017,629	\$1,129,397	\$965,899	\$930,999	\$964,131	\$905,137	\$915,407	\$965,630	\$931,577	\$1,021,296	\$957,949	\$1,059,822

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

