

# SUMMIT

## SEPTEMBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	21 BEEKMAN TER	Colonial	\$749,000	\$725,000	\$268,700	9/6/2011	65	96.80%	2.70
2	55 PROSPECT ST	Colonial	\$1,895,000	\$1,810,000	\$743,600	9/9/2011	69	95.51%	2.43
3	5 BALTUSROL PL	Colonial	\$385,000	\$375,000	\$142,500	9/13/2011	107	97.40%	2.63
4	412 MORRIS AVE APT 48	OneFloor	\$275,000	\$261,500	\$133,100	9/14/2011	23	95.09%	1.96
5	40 EGGERS CT	TwnIntUn	\$749,000	\$749,000	\$310,800	9/14/2011	9	100.00%	2.41
6	18 BEVERLY RD	Bi-Level	\$635,000	\$628,000	\$231,400	9/16/2011	11	98.90%	2.71
7	69 RIVER RD	Colonial	\$399,900	\$365,000	\$160,500	9/19/2011	62	91.27%	2.27
8	72 BALTUSROL RD	Ranch	\$389,000	\$371,000	\$201,200	9/20/2011	95	95.37%	1.84
9	43 HARVEY DR	Ranch	\$585,000	\$567,500	\$215,100	9/26/2011	93	97.01%	2.64
10	124 PROSPECT ST	Colonial	\$1,250,000	\$985,000	\$557,600	9/28/2011	60	78.80%	1.77
11	25 MONTROSE AVE	Colonial	\$825,000	\$800,000	\$314,100	9/29/2011	35	96.97%	2.55
12	118 PINE GROVE AVE	Colonial	\$710,000	\$675,000	\$354,500	9/30/2011	124	95.07%	1.90
AVERAGE			\$737,242	\$692,667			63	94.85%	2.32

### CURRENT "ACTIVE" LISTINGS IN SUMMIT

AS OF OCTOBER 6, 2011

NUMBER OF UNITS: 121

AVERAGE LIST PRICE: \$1,141,167

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.42

AVERAGE DAYS ON MARKET: 121

### CURRENT "UNDER CONTRACT" LISTINGS IN SUMMIT

AS OF OCTOBER 6, 2011

NUMBER OF UNITS: 28

AVERAGE LIST PRICE: \$ 767,382

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.33

AVERAGE DAYS ON MARKET: 64

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Not intended to solicit a property already listed.

Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

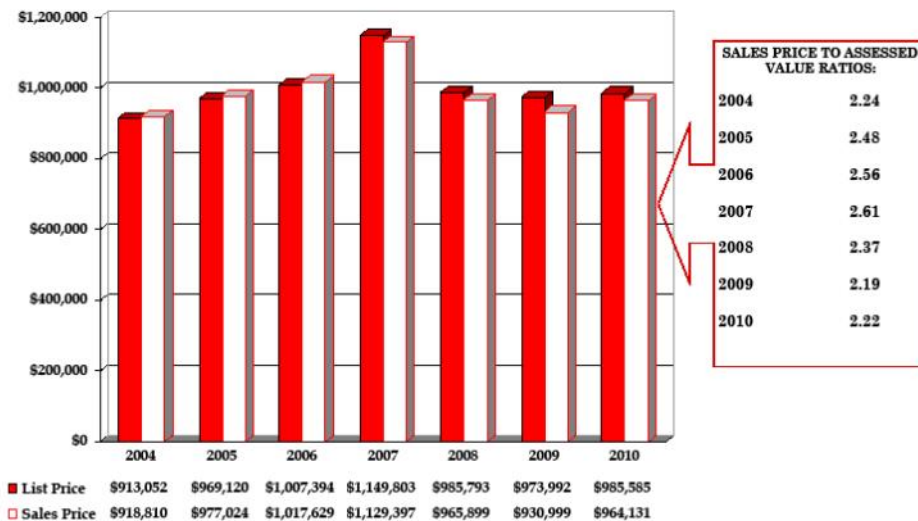
**FLASHBACK!!!!**  
**SEPTEMBER 2010 YTD:**  
**AVG YTD Sales Price: \$983,995**  
**DOM: 55**  
**#Units YTD: 218**  
**SP:AV 2.23**

## Summit 2011 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$545,192	\$875,889	\$749,460	\$1,039,913	\$1,155,333	\$881,366	\$1,307,752	\$992,160	\$737,242				\$959,364
Average Sales Price	\$529,125	\$849,056	\$744,130	\$938,300	\$1,095,656	\$861,121	\$1,235,380	\$970,770	\$692,667				\$919,002
Days on Market	61	71	79	80	70	68	58	56	63				66
% of List Price to Sales Price	98.06%	96.63%	98.01%	95.69%	93.06%	96.79%	96.54%	97.67%	94.85%				96.44%
Sales Price to Assessed Value	2.01	2.23	2.14	2.16	2.08	2.39	2.26	2.36	2.32				2.24
# Units Sold	12	9	15	15	18	35	25	25	12				166

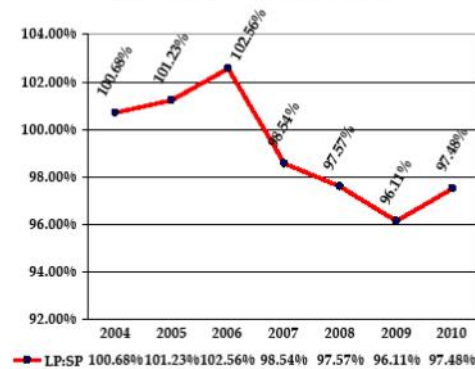
**SUMMIT**

Average List Price and Sales Price

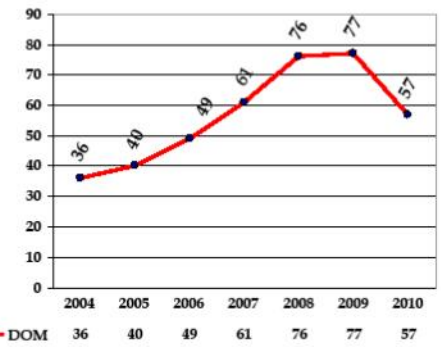


**SUMMIT**

Average Percentage of Sales Price to List Price



Average Days on Market



NUMBER OF UNITS SOLD EACH YEAR:

2004	334
2005	276
2006	274
2007	292
2008	245
2009	221
2010	271

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