

# SUMMIT

## OCTOBER 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	133 SUMMIT AVE UNIT 25	OneFloor	\$229,900	\$214,500		10/12/2011	86	93.30%	
2	57 MADISON AVE	Colonial	\$435,000	\$435,000	\$240,900	10/28/2011	148	100.00%	1.81
3	91 PASSAIC AVE	SplitLev	\$469,000	\$432,500	\$204,400	10/31/2011	100	92.22%	2.12
4	17 GROVE ST	Colonial	\$599,900	\$595,000	\$318,100	10/25/2011	70	99.18%	1.87
5	15 LEWIS AVE	Colonial	\$799,999	\$785,000	\$237,300	10/19/2011	166	98.13%	3.31
6	146 WOODLAND AVE	Colonial	\$879,000	\$837,500	\$515,100	10/21/2011	107	95.28%	1.63
7	55 BUTLER PKY	Colonial	\$1,049,000	\$1,045,000	\$228,700	10/31/2011	20	99.62%	
AVERAGE			\$637,400	\$620,643			100	96.82%	2.15

### CURRENT "ACTIVE" LISTINGS IN SUMMIT

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 118

AVERAGE LIST PRICE: \$1,101,216

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.40

AVERAGE DAYS ON MARKET: 81

### CURRENT "UNDER CONTRACT" LISTINGS IN SUMMIT

AS OF NOVEMBER 6, 2011

NUMBER OF UNITS: 35

AVERAGE LIST PRICE: \$923,801

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.11

AVERAGE DAYS ON MARKET: 74

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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.

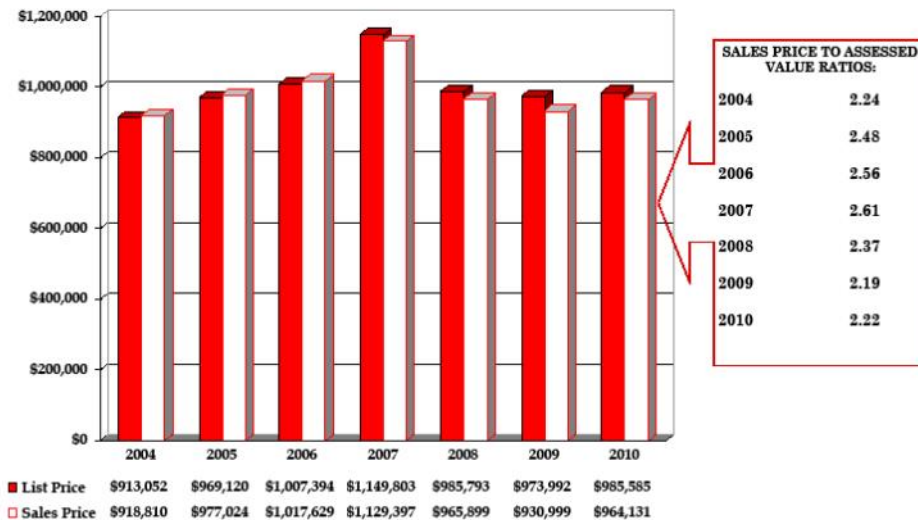
**FLASHBACK!!!!**  
**OCTOBER 2010 YTD:**  
**AVG YTD Sales Price: \$989,043**  
**DOM: 56**  
**#Units YTD: 231**  
**SP:AV 2.22**

## 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	\$637,400			\$946,336
Average Sales Price	\$529,125	\$849,056	\$744,130	\$938,300	\$1,095,656	\$861,121	\$1,235,380	\$970,770	\$692,667	\$620,643			\$906,929
Days on Market	61	71	79	80	70	68	58	56	63	100			67
% of List Price to Sales Price	98.06%	96.63%	98.01%	95.69%	93.06%	96.79%	96.54%	97.67%	94.85%	96.82%			96.45%
Sales Price to Assessed Value	2.01	2.23	2.14	2.16	2.08	2.39	2.26	2.36	2.32	2.15			2.24
# Units Sold	12	9	15	15	18	35	25	25	12	7			173

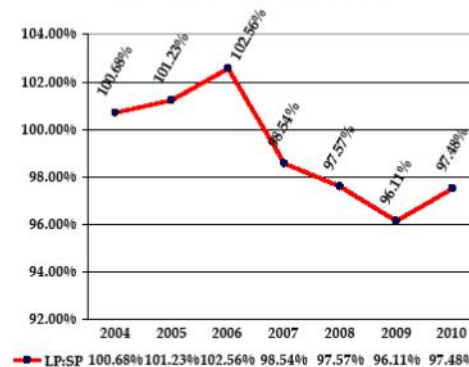
**SUMMIT**

Average List Price and Sales Price

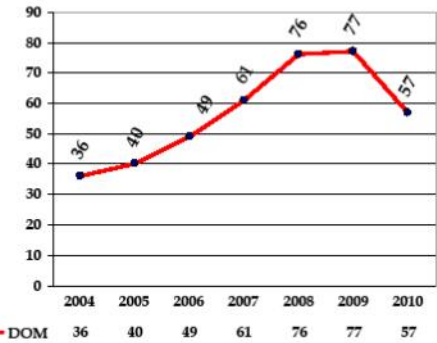


**SUMMIT**

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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