

# SUMMIT

## JUNE 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	42 ELM ST UNIT 38A	TwnEndUn	\$399,000	\$377,500	\$161,600	6/1/2011	93	94.61%	2.34
2	3 GLEN OAKS AVE	Colonial	\$1,175,000	\$1,150,000	\$442,300	6/1/2011	20	97.87%	2.60
3	17 COLT RD	Colonial/Tudor	\$1,750,000	\$1,695,000	\$824,600	6/1/2011	6	96.86%	2.06
4	61 TEMPLAR WAY	Colonial/Tudor	\$1,495,000	\$1,485,000	\$815,300	6/2/2011	9	99.33%	1.82
5	15 GREENFIELD AVE	Colonial	\$460,000	\$430,000	\$175,200	6/3/2011	18	93.48%	2.45
6	10 EUCLID AVE U#502	HighRise	\$599,000	\$550,000	\$0	6/3/2011	96	91.82%	
7	5 RIDGEDALE AVE	Colonial	\$820,000	\$800,000	\$284,600	6/3/2011	81	97.56%	2.81
8	149 COLONIAL RD	Colonial	\$869,000	\$875,000	\$294,200	6/3/2011	3	100.69%	2.97
9	21 BADEAU AVE	Colonial	\$1,495,000	\$1,450,000	\$647,300	6/6/2011	36	96.99%	2.24
10	14 BEEKMAN RD	Colonial	\$1,429,000	\$1,475,000	\$553,200	6/8/2011	9	103.22%	2.67
11	101 HOBART AVE	Colonial	\$1,525,000	\$1,525,000	\$753,300	6/8/2011	4	100.00%	2.02
12	10 BEAUVOIR AVE	TwnIntUn	\$239,900	\$230,000	\$532,400	6/13/2011	29	95.87%	
13	28 MORRIS AVE APT CC1	TwnEndUn	\$450,000	\$415,000	\$215,200	6/13/2011	71	92.22%	1.93
14	87 PASSAIC AVE	Colonial	\$489,000	\$465,000	\$199,100	6/15/2011	20	95.09%	2.34
15	105 BROAD ST	Colonial	\$629,000	\$625,000	\$0	6/15/2011	185	99.36%	
16	38 LAUREL AVE	Colonial/Tudor	\$1,175,000	\$1,233,000	\$455,400	6/15/2011	14	104.94%	2.71
17	8 HENRY ST	Colonial	\$375,000	\$360,000	\$143,400	6/16/2011	42	96.00%	2.51
18	20 CLEARVIEW DR	Colonial/Cotta	\$1,225,000	\$1,187,500	\$501,400	6/16/2011	23	96.94%	2.37
19	43 ORCHARD ST	Colo/Contemp	\$315,000	\$305,000	\$172,100	6/17/2011	123	96.83%	1.77
20	54 CLARK ST	Ranch	\$325,000	\$295,000	\$154,600	6/17/2011	183	90.77%	1.91

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Not intended to solicit a property already listed.

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

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21	32 MILTON AVE	SplitLev	\$399,999	\$393,750	\$161,800	6/20/2011	9	98.44%	2.43
22	412 MORRIS AVE	TwnEndUn	\$349,000	\$335,000	\$162,700	6/22/2011	77	95.99%	2.06
23	19 BALTUSROL RD	Colonial	\$369,000	\$302,000	\$155,200	6/22/2011	248	81.84%	1.95
24	124 KENT PLACE BLVD	CapeCod	\$399,900	\$400,000	\$237,300	6/22/2011	278	100.03%	1.69
25	16 HILLSIDE AVE	Victrian	\$1,295,000	\$1,230,000	\$428,800	6/22/2011	25	94.98%	2.87
26	74 ROTARY DR	Custom	\$1,435,000	\$1,367,000	\$572,100	6/23/2011	9	95.26%	2.39
27	21 COLT RD	Colonial	\$1,990,000	\$1,825,000	\$372,900	6/23/2011	116	91.71%	
28	91 SPRINGFIELD AVE	TwnEndUn	\$500,000	\$525,000	\$211,300	6/24/2011	11	105.00%	2.48
29	23 PLYMOUTH RD	Colonial	\$1,195,000	\$1,252,000	\$479,300	6/24/2011	9	104.77%	2.61
30	24 WINDSOR RD	Colonial	\$1,500,000	\$1,626,000	\$480,600	6/24/2011	9	108.40%	3.38
31	23 RIDGEDALE AVE	Colonial	\$629,000	\$615,000	\$191,400	6/27/2011	16	97.77%	3.21
32	133 SUMMIT AVE U#27	FirstFlr	\$162,000	\$148,000	\$4,952,200	6/28/2011	370	91.36%	
33	73 TULIP ST	Colonial	\$1,125,000	\$1,100,000	\$0	6/28/2011	15	97.78%	
34	86 WOODLAND AVE	Colonial	\$1,795,000	\$1,670,000	\$518,200	6/29/2011	25	93.04%	3.22
35	114 BALTUSROL RD	Ranch	\$465,000	\$422,500	\$278,700	6/30/2011	82	90.86%	1.52
AVERAGE			\$881,366	\$861,121			68	96.79%	2.39

**CURRENT "ACTIVE" LISTINGS IN SUMMIT**  
AS OF JULY 11, 2011

NUMBER OF UNITS: 120

AVERAGE LIST PRICE: \$1,154,309

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.42

AVERAGE DAYS ON MARKET: 76

**CURRENT "UNDER CONTRACT" LISTINGS IN SUMMIT**  
AS OF JULY 11, 2011

NUMBER OF UNITS: 48

AVERAGE LIST PRICE: \$ 1,020,540

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.44

AVERAGE DAYS ON MARKET: 54

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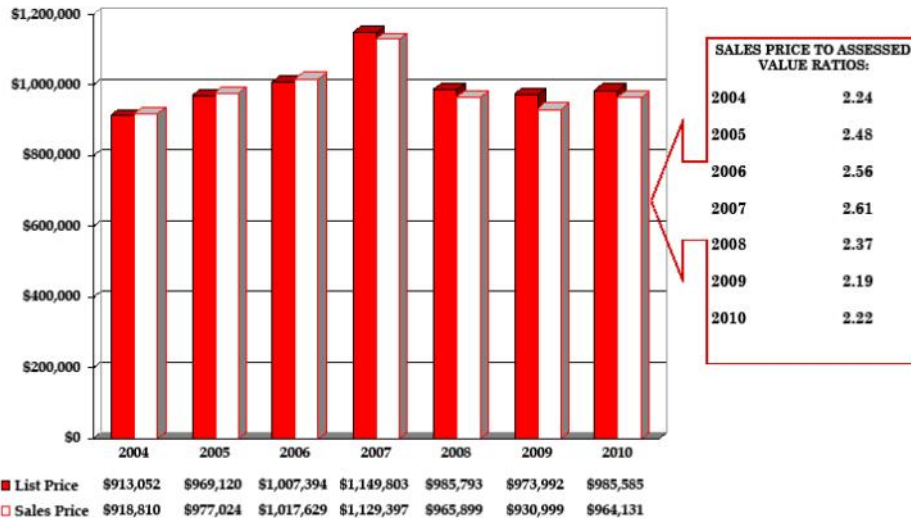
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

**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							\$893,362
Average Sales Price	\$529,125	\$849,056	\$744,130	\$938,300	\$1,095,656	\$861,121							\$856,620
Days on Market	61	71	79	80	70	68							70
% of List Price to Sales Price	98.06%	96.63%	98.01%	95.69%	93.06%	96.79%							96.30%
Sales Price to Assessed Value	2.01	2.23	2.14	2.16	2.08	2.39							2.20
# Units Sold	12	9	15	15	18	35							104

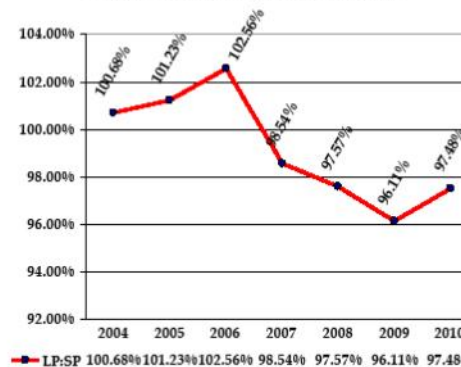
**SUMMIT**

**Average List Price and Sales Price**

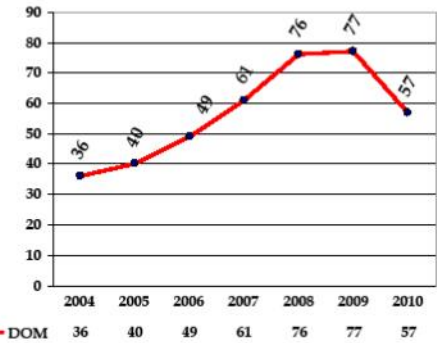


**SUMMIT**

**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