

# SUMMIT

## MARCH 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	26 LINDEN PL	Colonial	\$1,500,000	\$1,500,000	\$515,900	3/1/2011		100.00%	2.91
2	24 CLEARVIEW DR	Colonial	\$870,000	\$847,500	\$325,100	3/2/2011	65	97.41%	2.61
3	55 BUTLER PKWY	SplitLev	\$449,000	\$425,000	\$228,700	3/3/2011	13	94.65%	1.86
4	133 SUMMIT AVE	OneFloor	\$200,000	\$200,000	\$0	3/4/2011	106	100.00%	
5	690 SPRINGFIELD AVE	Colonial	\$840,000	\$820,000	\$447,600	3/9/2011	192	97.62%	1.83
6	10 EUCLID AVE	HighRise	\$495,000	\$447,500	\$0	3/11/2011		90.40%	
7	17 MOUNTAIN AVE	Victrian	\$699,000	\$700,000	\$287,000	3/14/2011	34	100.14%	2.44
8	24 EGGERS CT	TwnEndUn	\$729,900	\$721,450	\$294,000	3/14/2011	25	98.84%	2.45
9	9 GREENBRIAR DR	Colonial	\$1,499,000	\$1,490,000	\$774,600	3/15/2011	5	99.40%	1.92
10	100 CANOE BROOK PKWY	RanchExp	\$569,000	\$558,500	\$267,200	3/18/2011	134	98.15%	2.09
11	46 GLENSIDE AVE	CapeCod	\$293,000	\$297,000	\$177,400	3/22/2011	76	101.37%	1.67
12	43 MILTON AVE	SplitLev	\$325,000	\$280,000	\$170,000	3/24/2011	271	86.15%	1.65
13	11 EUCLID AVE UNIT 4D	OneFloor	\$398,000	\$385,000	\$209,800	3/24/2011	86	96.73%	1.84
14	116 WOODLAND AVE	Colonial	\$1,250,000	\$1,350,000	\$707,100	3/24/2011	8	108.00%	1.91
15	6 CRESTWOOD LN	Colonial	\$1,125,000	\$1,140,000	\$439,900	3/30/2011	12	101.33%	2.59
AVERAGE			\$749,460	\$744,130			79	98.01%	2.14

### CURRENT **"ACTIVE"** LISTINGS IN SUMMIT

AS OF APRIL 8, 2011

NUMBER OF UNITS: 109

AVERAGE LIST PRICE: \$1,103,207

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.46

AVERAGE DAYS ON MARKET: 70

### CURRENT **"UNDER CONTRACT"** LISTINGS IN SUMMIT

AS OF APRIL 8, 2011

NUMBER OF UNITS: 39

AVERAGE LIST PRICE: \$ 1,284,118

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.39

AVERAGE DAYS ON MARKET: 51

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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!!!!**  
**MARCH 2010 YTD:**  
**AVG YTD Sales Price: \$710,048**  
**DOM: 89**  
**#Units YTD: 29**  
**SP:AV 2.08**

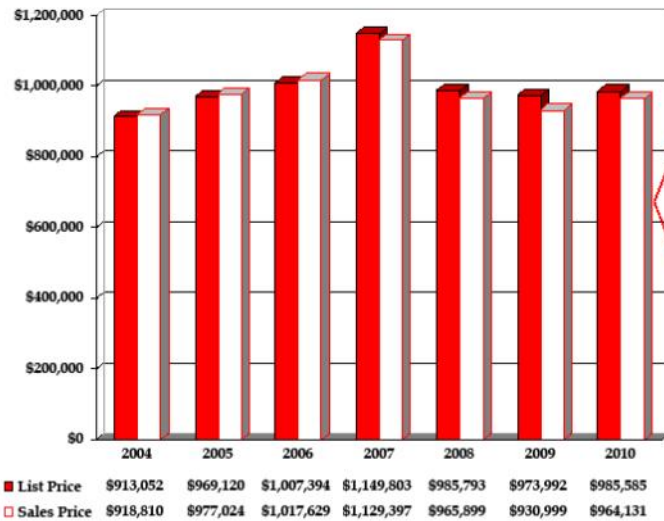
**Summit 2011 Year to Date Market Trends**

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$545,192	\$875,889	\$749,460										\$712,978
Average Sales Price	\$529,125	\$849,056	\$744,130										\$698,693
Days on Market	61	71	79										70
% of List Price to Sales Price	98.06%	96.63%	98.01%										97.69%
Sales Price to Assessed Value	2.01	2.23	2.14										2.12
# Units Sold	12	9	15										36

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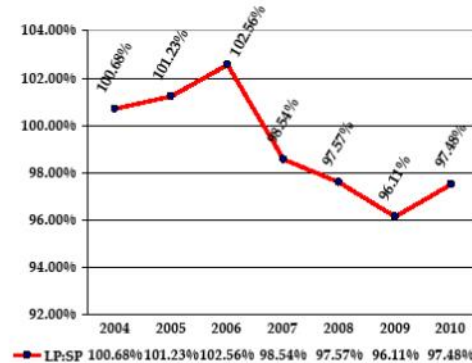
**Average List Price and Sales Price**



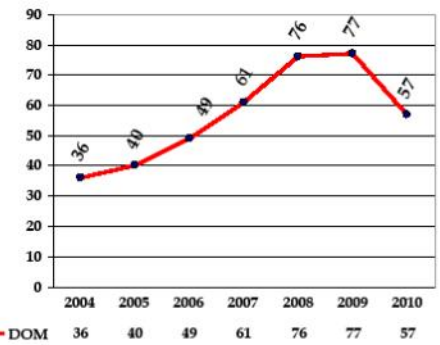
**SALES PRICE TO ASSESSED VALUE RATIOS:**

2004	2.24
2005	2.48
2006	2.56
2007	2.61
2008	2.37
2009	2.19
2010	2.22

**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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