

SUMMIT

MAY 2011 MARKET SNAPSHOT

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	25 NORWOOD AVE APT 7	TwnIntUn	\$1,295,000	\$1,250,000	\$600,000	5/2/2011	30	96.53%	2.08
2	5 LAUREL AVE	Colonial	\$829,000	\$810,000	\$309,700	5/5/2011	31	97.71%	2.62
3	103 PARK AVE UNIT E204	OneFloor	\$265,000	\$230,800	\$123,800	5/6/2011	93	87.09%	1.86
4	39 OAK RIDGE AVE	Colonial/Victr	\$2,095,000	\$2,010,000	\$713,200	5/6/2011	24	95.94%	2.82
5	100 PARK AVE	Colonial	\$235,000	\$125,000	\$155,200	5/9/2011	168	53.19%	0.81
6	141 HOBART AVE	Colonial	\$2,290,000	\$2,300,000	\$1,134,400	5/10/2011	21	100.44%	2.03
7	34 DRUM HILL DR	SplitLev	\$995,000	\$975,000	\$521,400	5/11/2011	35	97.99%	1.87
8	11 IRIS RD	Tudor	\$595,000	\$590,000	\$234,900	5/12/2011	40	99.16%	2.51
9	74 HAWTHORNE PL	Colonial	\$925,000	\$900,000	\$480,500	5/16/2011	25	97.30%	1.87
10	16 OAKLAND PL	Colonial	\$1,395,000	\$1,340,000	\$539,200	5/16/2011	16	96.06%	2.49
11	22 IRIS RD	CapeCod	\$349,000	\$330,000	\$204,600	5/20/2011	241	94.56%	1.61
12	19 OAK FOREST LN	Colonial	\$875,000	\$822,000	\$403,600	5/27/2011	156	93.94%	2.04
13	28 MORRIS AVE APT AA	TwnIntUn	\$485,000	\$465,000	\$184,300	5/31/2011	36	95.88%	2.52
14	12 WOODFERN RD	Ranch	\$575,000	\$525,000	\$312,800	5/31/2011	21	91.30%	1.68
15	167 COLONIAL RD	Colonial	\$849,000	\$849,000	\$317,400	5/31/2011	12	100.00%	2.67
16	8 WARWICK RD	Colonial	\$1,495,000	\$1,450,000	\$634,400	5/31/2011	43	96.99%	2.29
17	22 KINGS HILL CT	Colonial	\$1,599,000	\$1,450,000	\$911,800	5/31/2011	87	90.68%	1.59
18	124 HOBART AVE	Colo/Meditter	\$3,650,000	\$3,300,000	\$1,634,500	5/31/2011	177	90.41%	2.02
AVERAGE			\$1,155,333	\$1,095,656			70	93.06%	2.08

CURRENT **"ACTIVE"** LISTINGS IN SUMMIT

AS OF JUNE 11, 2011

NUMBER OF UNITS: 134

AVERAGE LIST PRICE: \$1,108,269

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.45

AVERAGE DAYS ON MARKET: 63

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

AS OF JUNE 11, 2011

NUMBER OF UNITS: 53

AVERAGE LIST PRICE: \$ 1,101,634

AVG. LIST PRICE TO ASSESSED VALUE RATIO: 2.71

AVERAGE DAYS ON MARKET: 63

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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

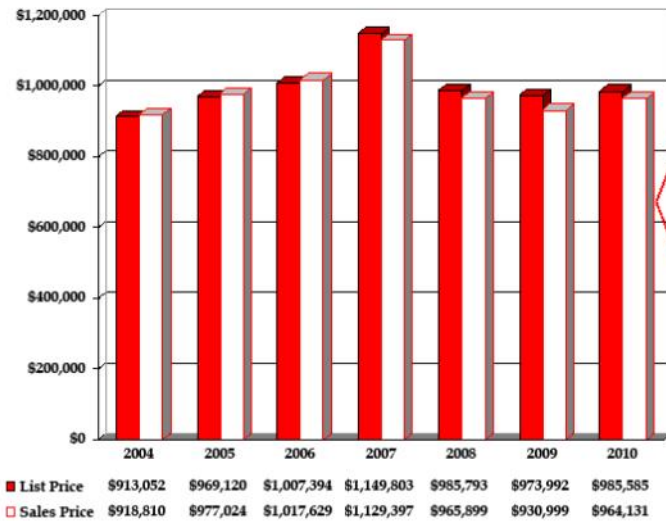
FLASHBACK!!!!
MAY 2010 YTD:
AVG YTD Sales Price: \$845,401
DOM: 68
#Units YTD: 83
SP:AV 2.14

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								\$899,448
Average Sales Price	\$529,125	\$849,056	\$744,130	\$938,300	\$1,095,656								\$854,337
Days on Market	61	71	79	80	70								72
% of List Price to Sales Price	98.06%	96.63%	98.01%	95.69%	93.06%								96.05%
Sales Price to Assessed Value	2.01	2.23	2.14	2.16	2.08								2.12
# Units Sold	12	9	15	15	18								69

SUMMIT

Average List Price and Sales Price

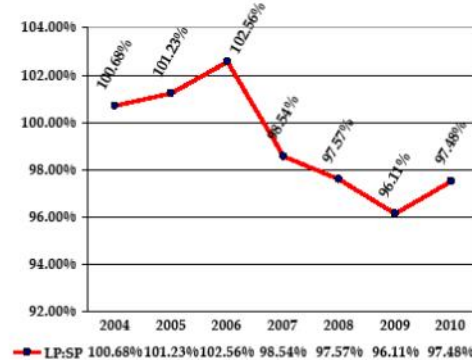


SALES PRICE TO ASSESSED VALUE RATIOS:

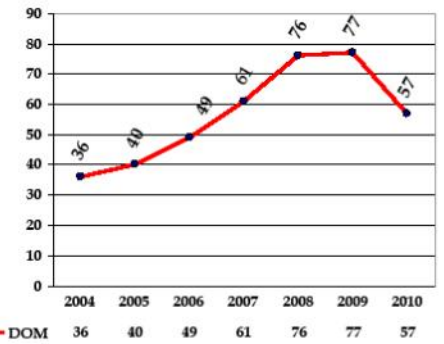
2004	2.24
2005	2.48
2006	2.56
2007	2.61
2008	2.37
2009	2.19
2010	2.22

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

Brought to you by Vanessa Pollock & Associates

© 2004-2011 Copyright Protected. All Rights Reserved

Not intended to solicit a property already listed.

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