

## SUMMIT January 2011 Market Activity

Below are listings for sale this month. It's good to see what is available and for how many days these homes have been on the market (DOM), so you can make an educated decision when buying or selling your next home.

### Homes Sold in January 2011

Address	Original List Price	List Price	Sale Price	# of Bedrms	# of Baths	DOM
36 Aubrey St.	\$168,300	\$168,300	\$178,000	2	2	18
65 Orchard St.	\$230,000	\$230,000	\$232,500	4	2	17
412 Morris Ave. #45	\$277,500	\$255,000	\$255,000	2	1	161
69 River Rd.	\$267,000	\$267,000	\$250,000	3	2	48
34 Broad St.	\$285,000	\$285,000	\$275,000	2	1	19
126 Canoe Brook Pkwy	\$469,000	\$469,000	\$471,000	5	3	24
14 Fay Pl.	\$595,000	\$539,000	\$507,000	4	3	134
1 Clearview Dr.	\$875,000	\$875,000	\$870,000	3	2.2	11
4 Club Dr.	\$1,095,000	\$995,000	\$930,000	4	3.1	60
42 Knob Hill Dr.	\$995,000	\$995,000	\$999,000	4	3.1	10
1 Sweetbriar Rd.	\$1,149,000	\$1,099,000	\$1,020,000	4	2.2	73

Average Days on Market: 52      Total Sales for Month: 11  
 Average List Price: \$1,019,831      Average Sale Price: \$544,318  
 % of List Price to Sales Price: 97%

Jan-11	Active Listings		New Listings		Under Contract		
# of Bedrooms	# of Res. Homes	Avg. LP	# of Res. Homes	Ave. LP	# of Res. Homes	Avg. LP	Avg. DOM
0	1	995,000	0	0	0	0	0
1	7	271,071	2	289,500	0	0	0
2	13	392,308	4	365,500	2	347,500	53
3	31	525,658	5	703,400	1	369,000	47
4	20	977,495	8	1,130,613	2	110,000	7
5+	18	2,663,722	7	2,061,714	0	0	0
TOWN	90	1,019,831	26	1,116,727	5	656,800	33

## MARKET TRENDS in Summit January 2010 - January 2011

	Jan. '10	Feb.	Mar.	Apr.	May	June	July
Ave List Price	\$1,085,862	\$1,104,066	\$1,120,176	\$1,133,619	\$1,131,098	\$961,085	\$894,472
Ave Sale Price	\$699,492	\$693,429	\$752,938	\$979,290	\$800,795	\$1,037,654	\$1,138,641
SP/LP Ratio	94%	99%	98%	98%	99%	98%	98%
DOM	180	74	65	52	61	41	49
# of Homes Sold	12	8	9	23	30	51	29

	<b>Aug.</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>	<b>Jan. '11</b>
<b>Ave List Price</b>	\$818,599	\$875,535	\$910,411	\$896,599	\$910,690	\$1,019,831
<b>Ave Sale Price</b>	\$1,058,813	\$1,124,376	\$1,073,692	\$797,868	\$938,385	\$544,318
<b>SP/LP Ratio</b>	98%	98%	95%	98%	97%	97%
<b>DOM</b>	55	66	57	48	73	52
<b># of Homes Sold</b>	30	21	13	25	13	11

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## Style

CustomHm  
Colonial  
1st FI Unit  
Colonial  
1/2 Duplex  
Split Level  
Split Level  
Colonial  
Colon/Cstm  
Split Level  
Colonial

Sold Listings			
# of Res. Homes	Avg. SP	Avg. DOM	SP/LP
0	0	0	0%
0	0	0	0%
3	236,000	66	100%
2	560,000	30	98%
5	737,700	59	96%
1	471,000	24	100%
11	544,318	52	97%