

# Q2 2019 MARKET REPORT SUMMIT

Presented by

**sueadler** team



**kW**  
KELLERWILLIAMS

## Our Market is Full of Opportunities!

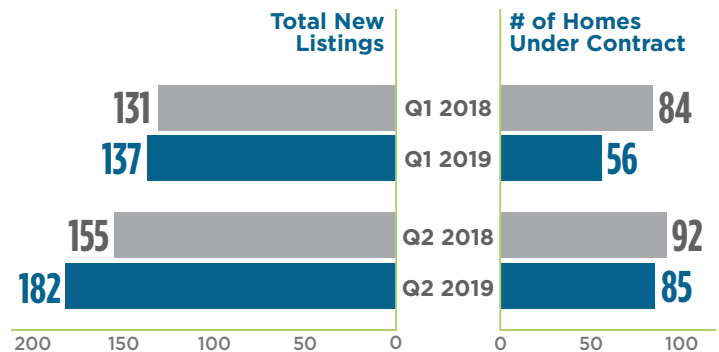
The first half of 2019 is in the books. With more empty nesters listing their homes, Summit inventory increased by 11.5% the first half of 2019 over 2018's first half, while the number of homes that went under contract decreased by 20%, causing a market correction. April and May new listings and under contracts, however, were on pace with 2018, with buyers jumping in to take advantage of the softer prices and near historic low interest rates - the perfect storm for move up buyers. Summit is still a very sought after community, with it's beautiful homes, robust downtown and great schools. Homes that are priced right, painted, staged, and updated continue to sell the fastest. When selling it is more important than ever to hire a hands on, experienced real estate team with a strong Summit track record for getting top dollar. Our team of specialists are here to guide you through every step of the home prep and selling process with care and candor.

We are yours to count on.

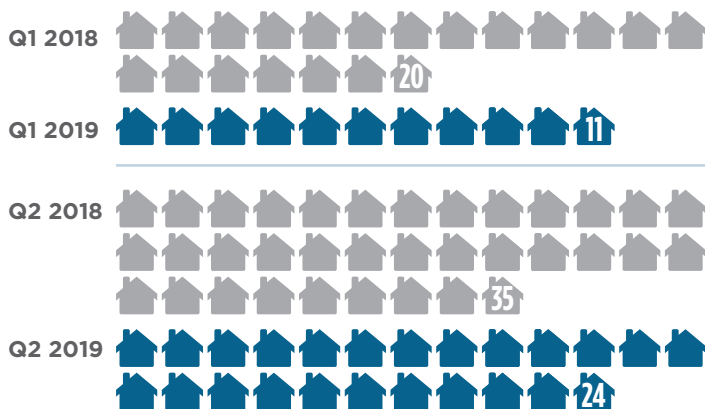
[sueadler.com](http://sueadler.com)

KEY: ■ 2018 ■ 2019

## TOTAL NEW LISTINGS & NUMBER OF HOMES UNDER CONTRACT



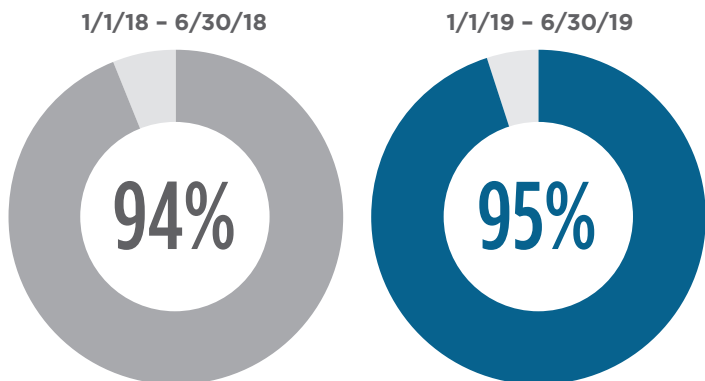
## SOLD AT OR ABOVE ASKING PRICE



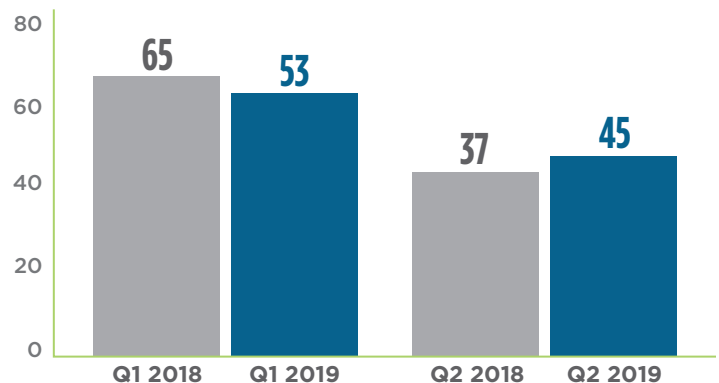
## LISTINGS SOLD



## ORIGINAL LIST TO SALE PRICE



## AVERAGE DAYS ON MARKET



Ask us about our new downsizing division! 973.936.9129



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KELLERWILLIAMS. If your property is currently listed this is not intended as a solicitation.

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# THE SUE ADLER TEAM SELLER WORKSHOP

**Don't Miss Our Upcoming Home Selling Workshop**  
**Wednesday, Sept. 18 from 7-9pm or Saturday, Oct. 5 from 11am-1pm**  
**at the Summit Free Public Library, 75 Maple Street, Summit**

**A must-attend event for anyone thinking about selling.**

Whether you're moving this season or two years from now, you will leave this workshop with a plan!

Visit [SueAdler.com/HSW](http://SueAdler.com/HSW) to register for our upcoming workshop.

- Would you like to learn the best pricing, timing, staging and marketing strategies for getting top dollar?
- Are you overwhelmed with the thought of getting rid of years of "accumulated stuff"?
- Are you concerned about potential home inspection issues?
- Would you like to learn exactly what you need to do to attract today's buyers?

## **IF YOU ANSWERED YES TO ANY OF THESE QUESTIONS,**

then you owe it to yourself to come to our upcoming Seller Workshop where Sue Adler and Laurie Silver Corsello, the top listing agents in the area, will demystify the home selling process for you.

**Seating is limited. Due to the popularity of this event  
we recommend registering today.**

**Register at [SueAdler.com/HSW](http://SueAdler.com/HSW)**

**Congratulations to the 4th Annual Sue Adler Team  
100th Home Sale Local Charity Program Winner:**

**Brooke Healy Foundation**

[www.brookhealey.com](http://www.brookhealey.com)

Visit [www.SueAdler.com/100Home](http://www.SueAdler.com/100Home) for more information about  
the Sue Adler Team 100th Home Sale Local Charity Program.

