



Market Trends



Tips to Guide Your Home Search

-  **Research before you look.** Decide what features you most want to have in a home, what neighborhoods you prefer, and how much you'd be willing to spend each month for housing.
-  **Be realistic.** It's OK to be picky, but don't be unrealistic with your expectations. There's no such thing as a perfect home. Use your list of priorities as a guide to evaluate each property.
-  **Get your finances in order.** Review your credit report and be sure you have enough money to cover your down payment and closing costs. Then, talk to a lender and get
-  **Avoid a home sale contingency.** In this competitive market every advantage counts. Consider selling and renting to free up cash you may need to purchase without a home sale contingency.
-  **Don't ask too many people for opinions.** It will drive you crazy. Select one or two people to turn to if you feel you need a second opinion.
-  **Think long term.** Are you looking for a starter house with plans to move up in a few years, or do you hope to stay in this home for a longer period? This decision may dictate what type of home you'll buy.
-  **Rely on a Realtor.** They can give you improvement/expansion ideas to make your buying decision easier.

MARCH HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
440 W Broad St.	2	1.1	\$260,000
942 North Ave W	3	1	\$295,000
535 Pierson St.	3	2	\$390,000
825 North Ave W	3	2	\$405,000
925 Columbus Ave.	3	2	\$479,000
781 Oak Ave.	3	1.1	\$558,000
636 Drake Pl.	4	2	\$570,000
1029 Grandview Ave.	3	1.1	\$589,000
42 Doris Pkwy	3	2	\$595,000
248 Eton Pl.	3	2.1	\$600,000
712 Oak Ave.	3	2	\$605,000
46 Westbrook Rd.	4	2	\$639,000
135 Park St.	5	2.1	\$677,000
756 Scotch Plains Ave.	3	2	\$720,000
406 1st St.	4	2.1	\$736,000
19 Stoneleigh Park	6	3.1	\$750,000
721 Crescent Parkway	4	2.1	\$751,500
779 Hyslip Ave.	4	3	\$870,000
966 St Marks Ave.	5	3.1	\$890,000
831 Nancy Way	4	3	\$895,000
1723 Boynton Ave.	4	3.1	\$925,000
548 Washington St.	6	2.2	\$942,000
115 Oak Tree Pass	4	2.1	\$945,000
106 Surrey La.	5	5.1	\$1,070,000
133 Woodbrook Circle	4	3.1	\$1,100,000
769 Clark St.	4	4.1	\$1,159,000
418 Edgewood Ave.	4	2.2	\$1,243,382
920 Highland Ave.	5	4.1	\$1,475,000
1033 Prospect St.	5	5.1	\$1,800,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
536 Forepaugh Ave.	4	2.1	\$208,900
2220 Algonquin Dr.	3	3	\$295,000
45 Oakwood Ct, Fwd	3	1	\$300,000
29 Stewart Pl., Fwd	3	2	\$305,000
1 Pandick Ct., Fwd	4	2.1	\$310,000
2119 W Broad St.	4	2	\$317,500
35 Shady La., Fwd	4	2	\$332,000
21 Hunter Ave., Fwd	3	1.2	\$345,000
5 Birchwood Terr., Fwd	3	2.1	\$365,000
1541 Cooper Rd.	4	2	\$395,000
79 LaGrande Ave., Fwd	4	2	\$399,900
212 Midway Ave., Fwd	4	2	\$400,000
337 Willow Ave.	3	2	\$400,000
310 Stout Ave.	3	1.1	\$430,000
97 Beech St., Fwd	4	3	\$435,000
2067 Grand St.	4	1.1	\$439,000
2042 Church Ave.	4	2	\$460,000
26 Shady La., Fwd	4	2	\$500,125
69 Helen St., Fwd	4	2.1	\$585,000
91 Tillotson Rd, Fwd	4	2.1	\$600,000
59 Clydesdale Rd.	4	3.1	\$695,000
3 Greenbrier La.	5	4	\$1,150,000

Mountainside

Address	# Beds	# Baths	Selling Price
330 New Providence Rd.	4	2	\$415,000
251 Olt Tote Rd.	2	2	\$455,000
1124 Saddlebrook Rd.	3	3.1	\$625,000

Cranford

Address	# Beds	# Baths	Selling Price
129 New St.	3	1.1	\$385,000
334 Stoughton Ave.	3	2	\$395,000
610 Lexington Ave.	3	2	\$415,000
208 Sailer St.	4	2	\$417,500
7 Wade Ave.	4	2	\$422,000
104 Retford Ave.	3	3.1	\$450,000
323 Walnut Ave.	3	2	\$485,000
15 Rutgers Rd.	3	2.1	\$507,000
16 Clark St.	4	3.1	\$675,000
22 Doering Way	4	3.1	\$750,000



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