







Home Trends



You Love a House...Making an Offer (Simplified)

First time homebuyer or buyer purchasing a home for the first time in many years, the process of buying a home can seem a daunting one. A typical transaction may start like this:

-  You obtain a pre-approval for a mortgage through a qualified mortgage advisor so that you have a clear idea of what you can afford. Alternatively if you are a cash buyer, you need to make sure you have access to “proof of funds”. Mortgage or cash deal, the seller will need to feel comfortable that you can perform should they accept your offer.
-  Your agent will consult with you on several elements of the contract before writing up the offer (“contract” and “offer” can sometimes be used interchangeably). These elements include, but are not limited to: offer price, terms (i.e. close date, mortgage amount, initial and subsequent deposits), inclusions and exclusions.
-  Your agent will present your offer typically via email with a short cover note about you or, in-person to the other agent and/or seller. Discuss these options with your agent.
-  Negotiations will begin between buyer and seller—these negotiations are verbal and not in writing. Once buyer and seller agree on terms, your agent will revise the contract to reflect the agreement. All parties sign off on the contract and the Attorney Review period begins. Typically Attorney Review lasts between 3-5 working days but sometimes longer!

MARCH HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
447 Downer St.	2	1	\$225,000
549 1st St.	3	1.1	\$473,000
1016 Rahway Ave.	3	1.1	\$495,000
828 North Ave W	4	2	\$546,000
324 Roger Ave.	4	2.1	\$563,000
856 Rahway Ave.	3	1.1	\$605,000
309 Walnut Ave.	7	3.1	\$650,000
61 Nomahegan Dr.	4	2.1	\$710,000
41 Manitou Circle	4	2.1	\$744,000
1613 Grandview Ave.	4	2.1	\$775,000
15 Fairhill Rd.	3	2.1	\$789,500
329 Orenda Circle	4	2.1	\$865,000
62 N Cottage Place	4	3.2	\$915,000
233 Twin Oaks Terr.	5	2.2	\$925,000
547 Washington St.	5	3.1	\$950,000
620 Garfield Ave.	4	3.1	\$1,038,000
747 Warren St.	5	3.2	\$1,115,000
625 Glen Ave.	5	3.1	\$1,185,000
836 Wallberg Ave.	5	4.1	\$1,225,000
608 Lawrence Ave.	7	4.1	\$1,215,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
410 Sycamore Ave.	2	1	\$249,900
37 Shady La., Fwd	4	1	\$331,000
47 Saint Johns Pl., Fwd	4	2	\$350,000
25 Cottage Way, Fwd	3	2	\$363,000
5 Tillotson Rd., Fwd	4	2	\$379,000
2436 Mountain Ave.	3	2	\$381,000
346 Farley Ave.	4	3	\$385,000
73 McDermott	3	2	\$395,000
2645 Sky Top Dr.	3	1.1	\$400,000
2278 Jersey Ave.	3	1	\$410,000
2424 Malcolm Pl.	3	2	\$418,000
1748 King St.	4	2	\$420,000
43 Poplar Pl., Fwd	4	2	\$439,000
1470 Cooper Rd.	4	2	\$450,000
2233 Old Farm Rd.	4	2.1	\$489,900
623 Westfield Rd.	3	2	\$505,000
314 Cedar Grove Terr.	3	3	\$550,000
427 Sycamore Ave.	4	2.2	\$587,500
254 Midway Ave., Fwd	5	2.1	\$660,000
13 Chiplou La.	5	3	\$685,000
2082 Westfield Ave.	4	2.1	\$710,000
2228 Elizabeth Ave.	4	3.1	\$730,000
1925 Evelyn St.	5	4.1	\$872,000
8 Jacobs La.	4	4.1	\$890,000
2130 Jersey Ave.	5	3.1	\$900,000

Mountainside

Address	# Beds	# Baths	Selling Price
1073 Willow Rd.	3	1.1	\$420,000
1246 Knollwood Rd.	3	1.2	\$460,000
1330 Hidden Circle	3	2	\$505,000
1566 Brookside Rd.	4	2.1	\$535,000
231 Juniper Way	4	2.1	\$540,000
296 Partridge Run	4	2.1	\$702,500
1483 Barton Dr.	3	2.1	\$790,000

Cranford

Address	# Beds	# Baths	Selling Price
124 Hillcrest Ave.	4	2.1	\$335,000
12 Ramapo Ct.	3	1	\$341,000
218 Oak La.	5	4	\$400,000
706 Springfield Ave.	3	1	\$455,000
10 Blake Ave.	4	2	\$512,000
15 Davis St.	3	2.1	\$524,900
21 Hampton Rd.	4	2.1	\$630,000
306 Lincoln Ave. E	4	2.2	\$810,000



SHARI E. HOLTZMAN
 Coldwell Banker—East
 209 Central Avenue, Westfield, NJ 07090
 Cell: 908-868-6299
 Office Phone: 908-233-5555 x210
 Email: shari.holtzman@cbmoves.com
 Website: www.makeNJhome.com

“Choose...
with
Confidence”



©2008 Coldwell Banker Real Estate LLC. Coldwell Banker® is a registered trademark licensed to Coldwell Banker Real Estate LLC. An Equal Opportunity Company. Equal Housing Opportunity. Owned and Operated by NRT LLC.

