



Home Trends



Tips for Buyers: Using this Downtime to your Best Advantage

No one knows exactly when, but this too shall pass...be ready to purchase when it does:

DO obtain a pre-approval from a reputable lender so you know exactly what you're comfortable spending.

DO try to anticipate your family's future needs—determine how long you expect to live in your next home in order to find homes that will meet your future lifestyle.

DO prioritize your housing requirements – before you start looking at homes, decide which features are “must-haves” and which are “nice-to-haves” so you’ll know where you can compromise.

DO become familiar with the inventory through on-line virtual tours/photos so that you can hit the ground running when its time.

DON'T treat your home like a stock portfolio – it's unrealistic to expect your housing investment to appreciate as quickly as your high-risk bonds. Buy to suit your lifestyle, rather than hope for a quick profit.

DON'T try to time the market – by the time most consumers sense a major market shift, the tables have already turned.

MARCH HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
515 Hort St.	4	2.1	\$400,000
1727 Florida St.	2	1	\$445,000
1321 E Broad St.	3	2.1	\$455,000
1022 Grandview Ave.	4	2	\$493,000
1014 Ripley Ave.	3	2	\$499,900
829 W North Ave.	4	1.1	\$525,000
925 Irving Ave.	3	1.1	\$549,000
942 Summit Ave.	3	1.1	\$565,000
134 Boynton Ct.	3	3	\$625,000
628 Benson Pl.	3	3	\$625,000
611 Dorian Rd.	3	2	\$670,000
751 Clark St.	3	2	\$675,000
607 S Chestnut St.	3	1.1	\$685,000
111 Hazel Ave.	4	2.2	\$685,000
631 S Chestnut St.	4	3.1	\$820,000
835 Grandview Ave.	4	3.1	\$850,000
1109 Boynton Ave.	6	4	\$900,000
551 Topping Hill Rd.	5	2.2	\$970,000
1171 Lawrence Ave.	7	4	\$999,999
622 St. Marks Ave.	5	5	\$1,150,000
242 Avon Rd.	5	4.1	\$1,260,000
512 Colonial Ave.	5	5.1	\$1,500,000
81 Fairhill Dr.	5	5.1	\$1,600,000

Scotch Plains/Fanwood (-cont-)

Address	# Beds	# Baths	Selling Price
423 LaGrande Ave, Fwd	3	2.1	\$480,000
220 Vinton Cir, Fwd	3	2.1	\$485,000
83 2nd St., Fwd	3	2	\$497,000
97 Coriell Ave, Fwd.	3	2	\$533,000
1957 Mary Ellen La.	4	1.1	\$535,000
2222 Rhoda Pl.	3	2	\$550,000
2216 Concord Rd.	4	2.1	\$587,000
2287 Edgewood Terr.	4	2.2	\$599,000
70 Willoughby Rd, Fwd	4	2.1	\$610,000
150 2nd St., Fwd	4	2.1	\$615,000
9 Aberdeen Rd.	3	2.1	\$620,000
591 Forest Rd.	4	2.1	\$629,900
1141 Donamy Glen	4	3.1	\$645,000
1220 Rahway Rd.	5	3.1	\$645,500
19 Briarcliffe Dr.	5	3.1	\$745,000
101 Patterson Rd., Fwd	5	3	\$805,000
6 Wellington Downs	4	3	\$835,000

Cranford

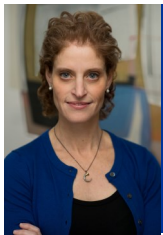
Address	# Beds	# Baths	Selling Price
1012 Raritan Rd.	3	1.1	\$345,000
12 Mohawk Dr.	3	1	\$377,000
318 Retford Ave.	3	2	\$398,500
613 Hory St.	4	1.1	\$405,000
27 Mendell Ave.	3	2	\$426,000
60 Normandie Pl.	3	1.1	\$465,000
412 Lexington Ave.	4	2	\$545,000
12 Chippewa Way	4	2	\$582,500
43 Roger Ave.	3	2	\$585,000
639 Lexington Ave.	3	2.1	\$600,000
22 MacArthur Ave.	3	3	\$605,000
207 Columbia Ave.	3	2.1	\$640,000
609 Orchard St.	3	2	\$650,000
25 Hamilton Ave.	5	2.1	\$704,300
12 Ramapo Ct.	5	4.1	\$804,500

Mountainside

Address	# Beds	# Baths	Selling Price
1207 Foothill Way	3	2.1	\$475,000
138 N Knightsbridge Rd.	4	3.1	\$555,000
1315 Birch Hill Rd.	4	2	\$580,000
1408 Outlook Dr.	3	2.1	\$585,000
331 Darby La.	3	2	\$590,000
284 Old Tote Rd.	4	2	\$624,900
1451 Dunn Pkwy	4	3.1	\$847,500
18 Breeze Knoll Rd.	7	4.3	\$999,999

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
1915 Sunset Pl.	3	1	\$250,000
176 Marian Ave., Fwd	3	1	\$360,000
312 Hoe Ave.	3	1	\$360,000
105 S. Martine Ave., Fwd	4	2	\$373,000
244 Westfield Rd.	4	2	\$380,000
2348 Belvedere Dr.	4	2	\$390,000
154 Beech Ave., Fwd	3	1.1	\$402,000
219 Terrill Rd., Fwd	4	2	\$419,000
315 Montague Ave.	4	2	\$435,000
2 Ridge Way, Fwd	3	2.1	\$445,000
1596 Radley Rd.	2	1	\$470,000
100 Willoughby Rd., Fwd	3	1	\$480,000



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Getting You
HOME



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*Source: GSMLS

