



Home Trends

Lessons for Buyers and Sellers ...in Any Real Estate Market

- 💰 You are not overpaying if you want and love a home. Value is in the eye of the beholder.
- 💰 Multiple offers can happen in any market.
- 💰 Offers beget offers. Your offer may trigger offers from other buyers that have been watching the house. Even a home with no offers in three months may suddenly have multiple bids. Offers create a sense of urgency and validate buyers' tastes.
- 💰 There is no perfect house. Compromise is the name of the game. Unless you are buying a new home, accept "character flaws".
- 🏠 You are not "giving your house away". Homes are a commodity—value is determined by the market.
- 🏠 Buyers may come back to you with a laundry list of repairs even after they promise not to be "nit-pickers".
- 🏠 There is no such thing as "as is". Buyers will always ask for *some* repairs after an inspection.
- 🏠 Buyers do not automatically knock 10% off your asking price. They offer what they perceive the value of your home is. Price it right, and you'll get offers close to, or possibly over asking.

NOVEMBER HOME SALES*

Westfield

| Address | # Beds | # Baths | Selling Price |
|-----------------------|--------|---------|---------------|
| 316 Orenda Circle | 3 | 2.1 | \$425,000 |
| 620 Downer St. | 3 | 2 | \$440,000 |
| 351 Brightwood Ave. | 2 | 3 | \$479,000 |
| 134 Boynton Ct. | 3 | 2.1 | \$483,000 |
| 315 Hyslip Ave. | 3 | 2 | \$586,000 |
| 1734 Central Ave. | 4 | 3 | \$615,500 |
| 926 Rahway Ave. | 4 | 3.1 | \$618,000 |
| 816 Columbus Ave. | 4 | 2.1 | \$620,000 |
| 1151 Central Ave. | 5 | 4.1 | \$625,000 |
| 318 Massachusetts St. | 4 | 2.2 | \$643,000 |
| 748 St Marks Ave. | 4 | 2.1 | \$670,000 |
| 207 Welch Way | 4 | 2.1 | \$681,000 |
| 41 Normandy Dr. | 4 | 2.1 | \$701,000 |
| 834 Fairacres Ave. | 5 | 3.1 | \$785,000 |
| 121 Barchester Way | 4 | 2.1 | \$830,000 |
| 833 Carleton Rd. | 6 | 3.2 | \$985,000 |
| 145 Hamilton Ave. | 4 | 2.1 | \$1,015,000 |
| 552 Coddling Rd. | 6 | 3.2 | \$1,065,000 |
| 723 Glen Ave. | 4 | 2.1 | \$1,100,000 |
| 860 Standish Ave. | 5 | 5.1 | \$1,173,000 |

Cranford

| Address | # Beds | # Baths | Selling Price |
|---------------------|--------|---------|---------------|
| 149 N Lehigh Ave. | 2 | 1 | \$295,000 |
| 25 Woodlawn Ave. | 3 | 2 | \$297,000 |
| 121 Centennial Ave. | 3 | 1.1 | \$315,000 |
| 5 Carpenter Pl. | 3 | 1.1 | \$345,000 |
| 31 Roselle Ave. | 4 | 2 | \$425,000 |
| 6 Oneida Pl. | 4 | 2 | \$445,000 |
| 333 Manor Ave. | 4 | 1.1 | \$449,000 |
| 31 Brookdale Rd. | 3 | 2 | \$490,000 |
| 6 Concord St. | 3 | 1.2 | \$494,000 |
| 115 Oak La. | 3 | 1.1 | \$525,000 |
| 514 Claremont Pl. | 4 | 2.1 | \$546,700 |
| 625 Lexington Ave. | 4 | 2 | \$549,000 |
| 343 S Union Ave. | 3 | 2.1 | \$575,000 |

Cranford (-cont-)

| Address | # Beds | # Baths | Selling Price |
|------------------|--------|---------|---------------|
| 219 Retford Ave. | 3 | 2.1 | \$580,000 |
| 3 Grant St. | 4 | 2.1 | \$630,000 |
| 31 Clark St. | 4 | 2.2 | \$716,000 |
| 29 Rutgers Rd. | 4 | 3.1 | \$790,000 |
| 3 Broad St. | 4 | 3.1 | \$795,000 |

Mountainside

| Address | # Beds | # Baths | Selling Price |
|----------------------|--------|---------|---------------|
| 1098 Sunny View Rd. | 4 | 2.2 | \$410,000 |
| 337 Edgewood Ct. | 3 | 2.1 | \$540,500 |
| 1353 Stony Brook La. | 3 | 2 | \$549,000 |
| 237 Friar La. | 3 | 2 | \$590,000 |
| 450 Summit Rd. | 6 | 4 | \$1,020,000 |

Scotch Plains/Fanwood

| Address | # Beds | # Baths | Selling Price |
|------------------------|--------|---------|---------------|
| 2209 Jersey Ave. | 1 | 1 | \$135,000 |
| 183 Mountainview Ave. | 3 | 2 | \$265,000 |
| 2085 Nicholl Ave. | 3 | 1 | \$350,000 |
| 2289 Morse Ave., Fwd | 3 | 1 | \$380,000 |
| 227 Midway Ave. | 3 | 1.1 | \$395,000 |
| 2088 Nicholl Ave. | 3 | 1.1 | \$407,000 |
| 2387 North Ave. | 4 | 2 | \$435,000 |
| 26 Paterson Rd., Fwd | 3 | 2 | \$440,000 |
| 18 Ranier Rd., Fwd | 3 | 2 | \$450,000 |
| 115 Coriell Ave., Fwd | 3 | 2 | \$474,000 |
| 143 Pleasant Ave. Fwd | 4 | 2 | \$492,000 |
| 5 Frances La. | 4 | 2.1 | \$509,000 |
| 2269 Jersey Ave. | 3 | 2 | \$512,000 |
| 1975 Valley Ave. | 6 | 4.1 | \$515,000 |
| 18 Homestead Terr. | 4 | 2.1 | \$578,000 |
| 181 Vinton Cir, Fwd | 4 | 2.1 | \$585,000 |
| 7 Aberdeen Rd. | 4 | 2.1 | \$590,000 |
| 477 LaGrande Ave., Fwd | 4 | 2 | \$610,000 |
| 9 Kevin Rd. | 4 | 2.1 | \$635,000 |
| 4 Kevin Rd. | 4 | 4 | \$665,000 |
| 1700 Oakwood Terr. | 4 | 2.1 | \$670,000 |
| 7 Homestead Terr. | 4 | 1.1 | \$695,000 |
| 1141 Cooper Rd. | 4 | 2.1 | \$722,000 |
| 24 Rambling Dr. | 4 | 3.1 | \$742,500 |
| 24 Treeview Cir | 4 | 3.1 | \$770,000 |
| 1160 Donamy Glen | 4 | 3 | \$780,000 |
| 1741 Cooper Rd. | 6 | 5.1 | \$1,110,000 |



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Dec 2018—Issue 123



*Source: GSMLS