



Home Trends

SALES at HIGHEST PACE in 10 YEARS!

You want to **BUY?**



Demand is Strong

The more you can differentiate yourself from other buyers that are also looking for their Dream Home, the better!

Know your Budget

Get Pre-approved for your mortgage to know how much home you can afford before you start shopping.

You want to **SELL?**



Demand is Strong

Buyers are out in force right now looking for their Dream Home! These buyers are ready, willing and able...

Price it Right From the Start

Setting the right price ensures that the most buyers see your home and may mean a quick sale! Homes that linger can go stale. You only have one chance to make a first impression!

Sales Outpacing Inventory Levels ➔

Westfield = 3.6 mos of inventory
Cranford = 2.7 mos of inventory

➔ *Seller's Market*

JANUARY HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
233 Orchard St.	4	2	\$375,000
264 Seneca Pl.	3	1.1	\$500,000
905 Coolidge St.	3	1.1	\$525,000
628 Benson Pl.	3	3	\$591,000
811 Coolidge St.	3	1.1	\$609,000
111 Hazel Ave.	4	2.2	\$625,000
109 Summit Ct.	4	2.1	\$630,000
754 Belvidere Ave.	4	2.1	\$640,000
32 Manitou Circle	4	2.1	\$650,000
908 Harding St.	3	2.1	\$700,000
1128 Grandview Ave.	4	2.1	\$815,000
593 Birch Ave.	4	3.1	\$840,000
221 Jefferson Ave.	4	2.1	\$842,500
813 Sherbrooke Dr.	4	2.1	\$895,100
7 Manchester Dr.	4	3.1	\$940,000
136 Lincoln Rd.	4	2.1	\$970,500
4 N Wickom Dr.	5	4	\$975,000
9 Karen Terr.	5	3	\$999,900
1738 Boulevard	4	3.1	\$1,020,000
708 Carleton Rd.	6	4.2	\$1,090,000
722 Shackamaxon	5	3.1	\$1,179,000
857 Village Green	5	6	\$1,250,000
828 Grant Ave.	6	5	\$1,282,000
7 Amy Dr.	5	5.1	\$1,300,000
1206 Boynton Ave.	5	5.1	\$1,345,000
10 Lambert Circle	5	6.1	\$1,375,000.
407 Quantuck La.	5	6.1	\$1,767,000

Cranford

Address	# Beds	# Baths	Selling Price
304 Riverside Dr.	2	1.1	\$310,000
13 Cherokee Rd.	3	1	\$345,000
25 Wall St.	3	3	\$365,000
412 Lexington Ave.	4	2	\$388,000

Cranford (-cont-)

Address	# Beds	# Baths	Selling Price
2 Samoset Rd.	4	1	\$432,000
22 Brookdale Rd.	3	2.1	\$460,000
7 Edgebrook Pl.	3	2.1	\$475,000
35 Wadsworth Terr.	3	2.1	\$528,950
18 Wadsworth Terr.	3	1.1	\$535,000
104 Wilshire Dr.	3	2.1	\$560,000
2 Central Ave.	3	1.1	\$560,000
634 Lincoln Park E	5	3.1	\$599,000
404 Lincoln Park E	4	2.2	\$650,000
511 Elm St.	5	3	\$680,000
307 Prospect Ave.	6	2.1	\$960,000

Mountainside

Address	# Bed	# Baths	Selling Price
274 Hickory La.	2	2	\$265,000
1074 Ledgewood Rd.	4	2.1	\$625,000
327 Linda Dr.	4	3.1	\$655,000
1084 Prospect Ave.	4	3	\$785,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
344 Willow Ave.	3	1	\$185,000
3 Paterson Rd., Fwd	3	2	\$240,000
416 Jerusalem Rd.	4	3	\$305,000
1724 Front St.	3	1.1	\$375,000
57 Shady La., Fwd	4	1	\$400,000
242 Katherine St.	4	1.1	\$410,000
405 Westfield Rd.	4	2	\$430,000
431 Union Ave.	4	2	\$435,000
525 Westfield Rd.	4	3	\$477,000
10 Kipling La.	4	2.1	\$481,000
1484 Lamberts Mill Rd.	3	1.1	\$497,500
1995 Mary Beth Ct.	3	2.1	\$549,000
1248 Sleepy Hollow La.	4	3	\$550,000
2006 Hill Top Rd.	3	1.1	\$555,000
2336 Marlboro Rd.	4	3	\$600,000
430 Cook Ave.	4	2.2	\$733,000
42 Shady La., Fwd	5	4	\$767,500
5 Greenbrier La.	5	2.4	\$900,000
1508 Ashbrook Dr.	5	4.1	\$1,350,000



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Confidence"



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