



Home Trends



Calling All Sellers—Listings Needed!

Open House Traffic	Average # visitors*
Jan 2019	8.7
Jan 2020	14
% Diff	+ 67.3%

New Listings	Westfield	Scotch Plains	Fanwood	Cranford	Mountainside
January 2019	60	43	15	27	14
January 2020	48	33	8	24	19
% Diff in # New Listings	-25%	-30%	-87.5%	-12.5%	26%

Bottom Line: # of Buyers > Current Inventory = Sellers Market

*Coldwell Banker—
Westfield East

JANUARY HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
864 W North Ave.	4	2	\$395,000
631 N Scotch Plains Ave.	3	3	\$440,000
809 Oak Ave.	3	1	\$482,500
831 Coolidge St.	3	1	\$485,000
250 Virginia St.	4	2.1	\$490,000
10 Osborn Ave.	3	2.1	\$491,750
1094 Rahway Ave.	4	2	\$590,094
120 Wells St.	4	2.1	\$625,000
10 N Wickom Dr.	4	2.1	\$645,000
821 Bradford Ave.	5	3.2	\$680,000
121 Landsdowne Ave.	4	2.2	\$708,000
820 Columbus Ave.	4	3.1	\$728,700
1309 Frances Terr.	5	2.1	\$750,000
51 Mohican Dr.	5	3.1	\$810,000
832 Stevens Ave.	5	2.1	\$830,000
413 Benson Pl.	4	3.1	\$890,000
113 Tudor Oval	4	3.1	\$962,000
819 Shackamaxon Dr.	4	3.2	\$989,000
836 Boulevard	5	2.1	\$1,030,000
25 N Wickom Dr.	5	5	\$1,030,000
218 Seneca Pl.	5	4.1	\$1,113,500
320 Jefferson Ave.	5	3.1	\$1,165,000
625 Westfield Ave.	5	3.2	\$1,169,000
229 Elizabeth Ave.	5	5.1	\$1,280,000
42 Moss Ave.	5	5	\$1,290,000
127 Harrison Ave.	6	6.1	\$1,445,000
15 Stoneleigh Park	5	3.2	\$1,500,000
520 Wychwood Rd.	5	4.1	\$1,530,000
211 Baker Ave.	6	6.1	\$1,850,000

Cranford

Address	# Beds	# Baths	Selling Price
138 N Lehigh Ave.	4	1	\$286,000
45 Spruce St.	3	1	\$327,500
354 S Union Ave.	3	1	\$353,000
1 Hickory St.	3	1.1	\$415,000
72 Lawn Terr.	4	2	\$420,000
87 Belmont Ave.	3	2.1	\$439,000
20 Hillcrest Ave.	4	2	\$462,000
11 Craig Pl.	4	2.1	\$475,000
2 Rose St.	3	2.1	\$490,000

Cranford (-cont-)

Address	# Beds	# Baths	Selling Price
200 Edgar Ave.	3	2	\$490,000
24 Hillside Pl.	3	1.1	\$500,000
13 Henley Ave.	3	1.1	\$500,000
21 E Lincoln Ave.	3	2	\$510,000
44 Hawthorn St.	4	1.1	\$534,900
234 Cranford Ave.	3	2	\$565,000
224 Hillside Ave.	4	2.1	\$570,000
212 Oak La.	4	2.1	\$570,000
205 Orange Ave.	4	2	\$615,000
4 Rose St.	4	3.1	\$770,000

Mountainside

Address	# Beds	# Baths	Selling Price
562 Woodland Ave.	3	2	\$420,000
190 New Providence Rd.	3	3.1	\$479,000
1041 Summit La.	4	2.1	\$540,000
1111 Maple Ct.	4	1.1	\$540,000
344 Edgewood Ct.	3	2	\$542,000
1450 Fernwood Rd.	5	3	\$710,000
1260 Cedar Ave.	4	3.1	\$748,000
877 Standish Ave.	5	5	\$830,000
130 Mill La.	5	4.1	\$959,000
1450 Dunn Pkwy	5	4.1	\$1,165,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
177 Belvidere Ave, Fwd	3	1	\$325,000
1921 Portland Ave.	3	2	\$346,000
391 North Ave., Fwd	3	2	\$360,000
41 Glenwood Rd., Fwd	3	1	\$365,000
2130 Raritan Rd.	4	1.1	\$375,000
5 Brohm Pl., Fwd	3	2	\$405,000
33 Estelle La., Fwd	3	1.1	\$410,000
2070 Westfield Ave.	3	2.1	\$410,000
109 Chetwood Terr., Fwd	3	1.1	\$450,000
1055 Lenape Way	4	2.1	\$465,000
1250 Cooper Rd.	2	1	\$500,000
1961 Grenville Rd.	4	2	\$525,000
4 Cecilia Pl, Fwd	4	2	\$530,000
40 Arlene Ct., Fwd	3	3	\$535,000
1565 Ashbrook Dr.	4	2.1	\$575,000
869 O'Donnell Ave.	4	2	\$579,900
1325 Graymill Dr.	5	3	\$639,250
57 Highlander Dr.	5	3.1	\$700,000
13 Black Birch Rd.	4	4	\$830,000
322 Coldstream Ct.	4	2.1	\$840,000
4 Wheatley Ct.	5	4.1	\$935,000
9 Round Hill Rd.	6	4.2	\$955,000
1656 Cooper Rd.	5	3.1	\$999,000



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