



Market Trends

Positioning yourself for a Spring 2016 Purchase ...when you have a home to sell

If you're like many of us, you require the proceeds from the sale of your current home in order to purchase your next one. This is called a contingent offer and in a competitive environment it puts you, the buyer, at a disadvantage. What can you do to improve your chances of getting the next home of your dreams if you find yourself in this situation.

Recommendation: Put your home on the market early in the spring market so that it can be under contract with all inspection and mortgage contingencies satisfied by the time you find your next home. While your offer will still be contingent, you will be putting yourself in the best position possible.

DECEMBER HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
1609 Central Ave.	3	1.1	\$385,000
1410 Central Ave.	3	1.1	\$396,500
101 Hardwick Ave.	3	1.1	\$444,000
140 Madison Ave.	2	2	\$470,000
1723 Nevada St.	4	2	\$525,000
45 Summit Ct.	3	2.1	\$538,000
736 Oak Ave.	3	3	\$572,000
120 Greene Pl.	4	2.1	\$610,000
640 Maple St.	4	2	\$620,000
500 Mountain Ave.	4	2.1	\$630,000
624 Willow Grove Rd.	4	2.1	\$640,000
6 Amy Dr.	4	2.2	\$685,000
306 Roger Ave.	4	3	\$687,000
850 Rahway Ave.	5	2.1	\$749,000
1013 Cranford Ave.	4	2.1	\$798,000
16 Normandy Dr.	4	2.1	\$850,000
843 Bradford Ave.	3	2.1	\$869,000
318 E. Dudley Ave.	5	2.1	\$930,000
900 Stevens Ave.	4	2.2	\$936,000
35 Azalea Trail	4	3.1	\$950,000
223 Elizabeth Ave.	5	4.1	\$955,000
725 Norman Place	4	2.1	\$960,900
1 Trails End Ct.	4	3.1	\$980,000
235 Edgewood Ave.	4	3.1	\$1,050,000
814 Cedar Terr.	5	3.2	\$1,125,000
753 Willow Grove Rd.	4	2.1	\$1,199,000
55 Fairhill Dr.	5	5.1	\$1,462,500
901 Harding St.	6	5.2	\$1,499,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
1923 Mountain Ave.	4	2	\$202,000
2075 W. Broad St.	4	2	\$271,000
1231 Woodland Ave.	3	2.1	\$301,600
372 Stout Ave.	3	1	\$330,000
441 South Ave., Fwd	3	1.1	\$350,000
325 Westfield Rd.	4	2.1	\$359,000
2 Canterbury Dr.	3	2.1	\$369,900
250 Westfield Rd.	3	2	\$370,000
449 Farley Ave.	4	3	\$393,000
61 Pleasant Ave., Fwd	4	2	\$395,500
2014 Prospect Ave.	3	2	\$424,900
532 Westfield Rd.	3	2.1	\$434,025

Scotch Plains/Fanwood (-cont-)

Address	# Beds	# Baths	Selling Price
2257 Elizabeth Ave.	3	1.1	\$437,500
2476 Hill Rd.	4	2	\$440,000
1896 N. Gate Rd.	3	2	\$442,500
110 Coriell Ave., Fwd	4	2.1	\$450,000
33 Watson Rd., Fwd	4	1.1	\$450,000
2005 Mountain Ave.	4	2.1	\$464,500
2133 Aldene Ave.	4	3	\$475,000
1926 Church Ave.	4	2	\$513,000
3 Laurie Ct.	4	2.2	\$550,000
1152 Maple Hill Rd.	3	2.1	\$568,100
2514 Tack Circle	4	2	\$580,000
1260 Meadowlark La.	4	2.1	\$595,000
2125 Gamble Rd.	4	2	\$601,500
263 Throwbridge Dr.	3	2.1	\$645,000
11 Oxford Rd.	4	2.1	\$650,000
2484 Allwood Rd.	4	3	\$685,000
631 Fanwood Ave.	4	2.1	\$699,000
935 Raritan Rd.	5	3	\$745,000
3 Fox Ct.	4	2.1	\$789,000
426 Cook Ave.	4	3.1	\$795,000
1926 W. Broad St.	5	3	\$935,000

Cranford

Address	# Beds	# Baths	Selling Price
206 Sailer St.	3	1.1	\$310,000
45 Wall St.	3	1	\$320,000
92 Belmont Ave.	5	2.1	\$355,000
109 County Park Dr.	3	2	\$372,500
25 Mendell Ave.	3	2	\$375,000
309 Manor Ave.	3	2	\$390,000
422 Lexington Ave.	4	2	\$395,000
3 Roger Norton Pl.	4	1.1	\$417,000
1 MacArthur Ave.	4	2.1	\$420,000
416 Manor Ave.	4	2.1	\$430,000
4 Hollywood Ave.	4	2.1	\$492,450
425 N. Union Ave.	3	1.1	\$495,000
637 Lexington Ave.	4	2	\$515,000
30 Hamilton Ave.	3	1.1	\$540,000
16 Roger Ave.	4	3	\$595,000
11 Wadsworth Terr.	4	3.1	\$595,000
19 Waverly Pl.	4	2.1	\$685,000
2 Park Dr.	4	3.1	\$700,000

Mountainside

Address	# Beds	# Baths	Selling Price
1489 Force Dr.	4	2	\$480,000
1607 Skytop Dr.	3	2	\$494,000
209 Appletree La.	4	3	\$560,000
1362 Birch Hill Rd.	4	2	\$595,000
381 Forest Hill Way	4	3	\$820,000
1233 Poplar Ave.	4	2.1	\$899,000



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.

