



Home Trends



7 Quick Fixes to Ensure (you get) Max Value for your Home...

- 1. Buff up curb appeal.** Be objective. View your home from the street. Check the condition of the landscaping, paint, roof, shutters, front door, walkways, driveway, windows, house number, and even how window treatments look from the outside.
- 2. Enrich with color.** Forget the adage that walls must be white - soft colors that say "welcome," lead the eye from room to room. Think light greys, blues and soft neutral colors.
- 3. Upgrade the kitchen and bathrooms.** These make-or-break rooms can spur a sale. Besides making each squeaky clean and clutter-free, update knobs, faucets and refinish cabinets if necessary. Neutral is always best—remove outdated wallpaper and paint walls neutral colors.

- 4. Expose hardwood floors.** Buyers favor wood over carpet, but refinishing is costly and time-consuming. Screening (or buffing) cuts dust, time, and expense. It entails a light sanding (not a full stripping of color), and then a coat of finish.
- 5. Declutter!** Everywhere and everything When in doubt, throw it out or pack it up. You'll be ahead of the game for when you get that great offer!
- 6. Update/remove window treatments.** Buyers want light and bright, not dated, fancy drapes that darken. Go with subtle blinds or if privacy isn't an issue, go with no window treatments!
- 7. Clean out/organize closets.** Get sorting — organize your piles into "don't need," "haven't worn," and "keep." Closets should be only half-full so buyers can visualize fitting their stuff in.

DECEMBER HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
902 Central Ave.	4	2	\$408,000
732 Summit Ave.	4	1.1	\$449,000
618 Roosevelt St.	3	1	\$475,000
47 Michael Dr.	3	2.1	\$568,750
751 St. Marks Ave.	3	1.1	\$585,000
329 Scotch Plains Ave.	4	2.1	\$690,000
1017 Coolidge St.	4	2.1	\$740,000
801 Stevens Ave.	4	3	\$765,000
671 Carleton Rd.	7	4.1	\$875,000
234 Seneca Pl.	4	3.1	\$885,000
2 Cherry La.	5	3	\$940,000
812 Wallberg Ave.	4	3.1	\$948,000
203 W Grove St.	5	4.1	\$1,030,000
254 Sylvania Pl.	5	3.1	\$1,051,500
529 Fairmont Ave.	5	4.1	\$1,167,500
248 Avon Rd.	6	6.1	\$1,200,000
401 Lenox Ave.	5	4.1	\$1,250,000
123 Benson Pl.	6	6.1	\$1,325,000
711 Coolidge St.	6	6	\$1,362,724
869 Knollwood Terr.	6	6.1	\$1,430,000
24 Carol Rd.	6	6.1	\$1,550,000
225 Golf Edge	5	5	\$1,600,000
16 Stanley Oval	6	5.1	\$1,805,000
253 Prospect St.	4	5.1	\$1,900,000
200 Woodland Ave.	7	8.4	\$4,262,681

Cranford

Address	# Beds	# Baths	Selling Price
22 Cherokee Rd.	3	1	\$285,000
15 Wade Ave.	4	2.1	\$420,000
480 Brookside Pl.	3	2.1	\$420,000
26 John St.	4	2	\$459,000
704 Hory St.	4	3	\$479,000
8 Cherokee Rd.	4	2.1	\$485,000
12 Nomahegan Ct.	4	2.1	\$489,000

Cranford (-cont-)

Address	# Beds	# Baths	Selling Price
319 Walnut Ave.	5	1.1	\$490,000
5 Concord St.	3	1.1	\$530,000
18 Rutgers Rd.	4	2.1	\$610,000
31 Dartmouth Rd.	4	3	\$649,000
209 Thomas St.	4	2	\$685,500
410 Orchard St.	4	2.2	\$760,000
30 Central Ave.	5	3.1	\$895,000

Mountainside

Address	# Beds	# Baths	Selling Price
369 Creek Bed Rd.	3	2.1	\$458,500
1548 Deer Path	3	3.1	\$362,000
1152 Iris Dr.	3	2	\$485,000
15 Tanglewood La.	5	3	\$799,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
1601 Front St.	4	2	\$222,000
329 Myrtle Ave.	3	2	\$320,001
344 Myrtle Ave.	4	2	\$345,000
215 Herbert Ave., Fwd	3	1.1	\$375,000
531 Victor St.	3	1.1	\$385,000
1578 Front St.	3	1.1	\$405,000
2116 Aldene Ave.	3	2	\$415,000
2403 Richmond St.	3	2	\$425,000
2110 Meadow View Rd.	3	1.1	\$432,000
8 Byron La., Fwd	3	2.1	\$470,000
117 Russell Rd., Fwd	4	2.1	\$485,000
49 Farley Ave., Fwd	4	3	\$505,000
8 Manitou Way	3	2	\$515,000
823 O'Donnell Ave.	3	3.1	\$525,000
2347 Gales Ct.	3	2	\$525,000
1614 Ramapo Way	3	2	\$570,000
2355 Seneca Rd.	4	2.1	\$679,900
5 Aberdeen Rd.	4	3	\$688,500
170 Farley Ave., Fwd	4	2.1	\$725,000
2022 Arrowwood Dr.	4	4	\$729,000
9 Green Hickory Hill	5	3.1	\$780,000
1266 Sleepy Hollow La.	5	3.1	\$820,000
2009 Dogwood Dr.	5	4.1	\$910,000
1311 Hetfield Ave.	5	5	\$940,000
1949 Grenville Rd.	6	4	\$1,030,000
25 Pheasant La.	5	6.1	\$1,449,000



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