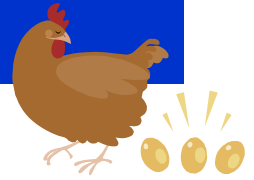







Home Trends



What comes first? The purchase or the sale?

Inevitably the question always comes up, should I put my house on the market and *then* find the house of my dreams or put my house on the market *after* I find the house of my dreams. The answer is simple—in today’s market unless you can carry two mortgages, you’ll need to sell first. Sellers as a general rule, will not accept an offer contingent on the sale of the buyers’ current home. Some questions you may want to ask yourself before you find yourself in this situation:

-  Is my decision on whether to buy dependent on what I can get for my current home? If you’re like most people, the answer is probably “yes”. A comparative market analysis by a realtor will give you a good idea of the value of your home but getting your home on the market is the real test. If you’re serious about wanting to move, you should probably get your home on the market sooner than later.
-  Is there only one house out there that can make me happy? If the answer is yes, you may need to stay put until you can carry two mortgages!
-  Am I willing to rent if I sell my current house and haven’t found the right home yet? This option gives you the most leverage when buying and negotiating. Yes, it’s inconvenient, but the inconvenience will be well worth it when you’re settled in and enjoying your new home.

Also important to note, you can always make *your* home sale contingent on the purchase of your new home. Bottom line: **Sell First!**

FEBRUARY HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
803 Rahway Ave.	4	1.1	\$395,000
137 Windsor Ave.	3	1	\$429,000
530 W Broad St.	4	3	\$499,000
25 Tamaques Way	3	1.1	\$512,500
1423 Pine Grove Ave.	3	2	\$520,000
236 Grove St.	4	1.1	\$530,000
835 Mountain Ave.	4	3	\$635,000
456 Mountain Ave.	5	3	\$729,000
1015 Seward Ave.	5	4	\$1,095,000
48 Barchester Way	5	4.1	\$1,325,000
705 Tuxford Turn	5	5.1	\$1,835,000

Cranford

Address	# Beds	# Baths	Selling Price
46 Johnson Ave.	2	2	\$240,000
301 Centennial Ave.	2	1	\$299,000
316 Lincoln Ave E	2	1	\$370,000
4 Heathermeade Pl.	3	1	\$392,000
56 Johnson Ave.	5	3.1	\$397,900
21 Chippewa Way	3	2	\$460,000
707 Lincoln Ave E	3	1.1	\$500,000
27 Wade Ave.	3	1.1	\$518,000
1 Harvard Rd.	5	3	\$700,000
215 Orchard St.	7	4	\$1,111,111

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
321 Hunter Ave.	3	1	\$182,000
1628 Front St.	3	2.1	\$235,000
505 Jerusalem Rd.	3	1.1	\$326,000
1311 Hetfield Ave.	4	1	\$330,000
206 S Martine Ave., Fwd	3	1	\$350,500
2409 Hamlette Pl.	3	2.1	\$357,000
522 Cicillia Pl.	4	3	\$420,000
2306 Lyde Place	3	1.1	\$437,000
21 Cray Terr., Fwd	3	1.1	\$440,000
187 William St.	3	2	\$455,000
1 Malanga Ct.	4	2.1	\$465,000
42 Portland Ave., Fwd	4	2	\$494,000
1501 Terrill Rd.	4	2	\$500,000
184 Burns Way, Fwd	3	1.1	\$500,000
220 Harding Rd.	3	2	\$515,000
1291 Martine Ave.	3	2.1	\$529,900
3 Copperfield Rd.	4	2.1	\$540,000
1471 Cooper Rd.	4	2.1	\$562,000
1701 Cooper Rd.	4	2.1	\$575,000
1945 Grenville Rd.	4	2.1	\$615,000
1820 Quimby La.	4	2.1	\$632,500
1010 Raritan Rd.	4	2.1	\$657,500
2365 Whittier Ave.	4	2.1	\$685,000
2084 Church Ave.	4	3.1	\$749,000
2636 Farview Dr.	5	3.1	\$775,000
1221 Rahway Rd.	5	3.1	\$875,000

Mountainside

Address	# Beds	# Baths	Selling Price
1264 Wood Valley Rd.	3	2	\$500,000
236 Pembroke Rd.	3	2.2	\$625,000
1084 Sylvan La.	4	3	\$625,000



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