



Home Trends



Tips For Buying in a Competitive Market

Increase your chances of getting your dream home by being prepared:

- **Get prequalified for a mortgage before you find your dream home.** You'll be able to move quickly when you find the "right one".
- **Stay in close contact with your real estate agent.** Be ready to see a house as soon as it goes on the market — if it's a great home, it will go fast.
- **Be ready to make a decision.** Spend a lot of time in advance deciding what you must have in a home so you won't be unsure, when you have the chance to make an offer.
- **Bid competitively.** You may not want to start out offering the absolute highest price you can afford, but don't go too low to get a deal. In a tight market, you'll lose out.
- **Keep contingencies to a minimum.** Restrictions such as needing to sell your home before you move or wanting to delay the closing until a certain date can make your offer unappealing.
- **Don't get caught in a buying frenzy.** Just because there's competition doesn't mean you should just buy it. And even though you want to make your offer attractive, don't neglect inspections that help ensure that your house is sound.

FEBRUARY HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
510 Downer St.	4	1.1	\$305,000
545 Cumberland St.	4	2	\$360,000
117 Myrtle Ave.	4	2	\$380,000
501 1st St.	3	1	\$432,000
1325 Boulevard	4	1	\$434,500
650 Maple St.	3	1	\$460,000
242 Scotch Plains Ave.	3	1.2	\$558,000
301 Hyslip Ave.	4	1.1	\$580,000
810 Prospect St.	3	2.2	\$620,000
122 Ludlow Pl.	3	3.1	\$645,000
765 Clark St.	5	2.1	\$689,000
634 4th Ave.	4	3.1	\$700,000
306 S Scotch Plains Ave.	4	2.1	\$710,000
1501 Pine Grove Ave.	4	2.1	\$740,000
914 Coolidge St.	4	2.1	\$750,000
424 Mountain Ave.	5	4.1	\$780,100
907 Grandview Ave.	4	2.1	\$830,000
529 Kimball Turn	5	3.2	\$1,040,000
9 Stanley Oval	4	3.1	\$1,090,000
645 Hillcrest Ave.	5	4.1	\$1,188,000
13 Sandy Hill Rd.	5	6	\$1,200,000
15 Bell Dr.	6	5	\$1,310,000
933 Coolidge St.	6	6.1	\$1,585,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
564 Hunter Ave.	3	1	\$280,000
169 Midway Ave., Fwd	4	1	\$290,000
2216 Lyde Pl.	3	1.1	\$315,000
403 Sycamore Ave.	3	1	\$323,000
1116 Maple Hill Rd.	4	1	\$359,999
344 Hoe Ave.	4	2.1	\$367,000
2234 Princeton Ave.	3	2	\$385,000
2208 Mountain Ave.	3	2.1	\$389,000
1782 Mountain Ave.	5	2	\$410,000
103 N Glenwood Rd., Fwd	4	2	\$440,103

Scotch Plains/Fanwood (-cont-)

Address	# Beds	# Baths	Selling Price
405 Westfield Rd	4	2	\$445,000
27 Poplar Pl., Fwd	4	2	\$477,500
31 Shady La., Fwd	4	2	\$479,000
125 Paterson Rd., Fwd	4	2.1	\$485,000
113 S Glenwood Rd., Fwd	3	2	\$519,000
217 Herbert Ave., Fwd	4	1.1	\$530,000
1672 Ramapo Way	3	3	\$530,000
385 North Ave., Fwd	3	2	\$530,000
2077 Elizabeth Ave.	3	2.1	\$530,000
1391 Raritan Rd.	4	3.1	\$543,000
2683 Deer Path	5	2.2	\$575,478
10 Gary Ct.	4	2.1	\$577,500
1321 Cooper Rd.	4	2.1	\$599,000
102 Russell Rd., Fwd	5	2	\$659,000
260 Paterson Rd., Fwd	4	2.1	\$715,000
2365 Morse Ave.	4	3.1	\$780,000
5 Frances La.	4	2.2	\$800,000
8 Winchester Dr.	5	3	\$820,000
8 Hidden Meadow Dr.	4	3.2	\$1,030,000

Cranford

Address	# Beds	# Baths	Selling Price
46 Winans Ave.	3	2.1	\$275,000
115 Myrtle St.	4	2	\$420,000
348 E Lincoln Ave.	4	1.1	\$430,000
101 Glenwood Rd.	3	2	\$432,500
614 Orange Ave.	4	1.1	\$436,000
218 Elizabeth Ave.	4	1.1	\$446,000
1016 Raritan Rd.	4	2.1	\$465,000
12 Craig Pl.	4	2.1	\$480,000
34 Central Ave.	4	2	\$500,000
412 Walnut Ave.	3	2	\$510,000
207 Claremont Pl.	4	3	\$528,000
37 Princeton Rd.	3	2.1	\$530,000
590 Ludlow Ave.	4	3	\$540,000
17 Hemlock Circle	4	2.1	\$560,000
601 Orange Ave.	4	2	\$591,000
501 Casino Ave.	4	2.1	\$670,500

Mountainside

Address	# Beds	# Baths	Selling Price
1214 US Hwy 22.	3	1.1	\$310,000
1253 Wood Valley Rd.	5	4	\$925,000



SHARI E. HOLTZMAN, MBA
 Coldwell Banker—East
 209 Central Avenue, Westfield, NJ 07090
 Cell: 908-868-6299
 Office Phone: 908-233-5555
 Email: shari.holtzman@cbmoves.com
 Website: www.makeNJhome.com

Getting You
HOME



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*Source: GSMLS

