



# Home Trends

## Seller Negotiation Tactics that Can Backfire...

- **Starting a Bidding War** without being clear upfront about how you're going to handle multiple offers; the best offer could walk away.
- **Arguing Over Repairs**—weigh your options before saying no; will these same requests come up with the next buyer (likely with a lower offer price as a starting point)?
- **Staying Adamant About the Closing Date**—lining up buyer and seller schedules can sometimes be difficult; flexibility if possible is a good thing.
- **Being Stubborn Over Fixtures**—if you feel strongly about a chandelier, avoid confusion by replacing anything that won't be staying with the house *before* you put it on the market. Fighting over what stays or goes is often not worth the fight.

## OCTOBER HOME SALES\*

### Westfield

Address	# Beds	# Baths	Selling Price
723 North Ave W	2	2	\$385,000
748 W Broad St.	4	1.1	\$386,000
806 Grant Ave.	3	1.1	\$426,000
9 Summit Ct.	3	2	\$470,000
129 Belmar Terr.	3	1	\$490,000
709 Carleton Rd.	3	1.1	\$532,500
722 Drake Pl.	4	3.1	\$605,000
764 Belvidere Ave.	4	3	\$620,000
324 E Dudley Ave.	4	3	\$625,000
810 Harding St.	3	2	\$655,810
626 Hillcrest Ave.	3	2.1	\$650,000
738 Marcellus Dr.	4	2.1	\$660,000
38 Sandy Hill Rd.	4	3.1	\$679,000
632 Embree Crescent	4	2.2	\$710,000
414 Birch Pl.	4	3.1	\$750,000
766 Fairacres Ave.	4	2.1	\$780,000
738 Castleman Dr.	4	2.1	\$830,000
919 Mountainview Cir.	3	2.1	\$890,000
860 Shadowlawn Dr.	4	2.1	\$950,000
884 Winyah Ave.	4	2.2	\$980,000
2 Kirkstone Cir.	4	3.1	\$1,187,500
110 Nelson Pl.	4	4.1	\$1,230,000
231 Benson Pl.	4	3.1	\$1,365,000
597 Highland Ave.	5	6.1	\$2,000,000

### Cranford

Address	# Beds	# Baths	Selling Price
103 High St.	2	1	\$285,000
307 Orange Ave.	3	1	\$285,000
420 Brookside Pl.	3	1	\$291,000
37 Roger Ave.	4	1	\$320,000
44 Iroquois Rd.	3	1	\$360,000
36 Behnert Pl.	3	2	\$380,000
216 Scherrer St.	4	2	\$395,000
8 Osage Dr.	4	3	\$436,000
409 S Union Ave.	4	2	\$445,000
119 Thomas St.	5	3.1	\$450,000
8 Adams Ave.	4	3	\$470,000
26 Lenhome Dr.	3	2.1	\$500,000
128 N Lehigh Ave.	4	2	\$519,000
900 Orange Ave.	3	2	\$529,000
254 Hillside Ave.	3	2.1	\$550,000

### Cranford (-cont-)

Address	# Beds	# Baths	Selling Price
20 Lenhome Dr.	4	2.1	\$563,000
1 Davis St.	4	2.1	\$565,000
40 Carolina St.	3	2.1	\$570,000
16 Heathermeade Pl.	4	2	\$625,000
10 Central Ave.	3	2.1	\$650,000
36 Balmiere Pkwy	4	2.1	\$654,000
728 Willow St.	4	2.1	\$751,000
16 Madison Ave.	6	3.1	\$829,000
24 Princeton Rd.	4	3.1	\$870,000
108 Makatom Dr.	4	3.1	\$999,900

### Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
341 Terrill Rd., Fwd	2	2	\$213,000
121 LaGrande, Fwd	3	2	\$235,000
1923 Sunset Pl.	3	1	\$295,000
362 Jackson Ave.	3	1	\$315,000
10 Shady La., Fwd	3	1	\$325,000
334 Westfield Rd.	3	3	\$369,900
1919 Sunset Pl.	3	2	\$385,000
2223 Pine Terr.	4	1.1	\$395,000
294 LaGrande Ave., Fwd	4	2	\$410,000
1 Morse Ave., Fwd	3	1.1	\$410,000
239 Elm Ct.	3	2	\$410,000
2 Paul Pl., Fwd	4	2.1	\$415,000
2125 Meadow View Rd.	3	2.1	\$425,000
2420 Longfellow Ave.	3	1	\$430,000
61 Waldon Rd, Fwd	4	3	\$450,000
347 Acacia Rd.	3	2	\$509,000
400 William St.	3	2	\$529,999
8 Birchwood Terr., Fwd	5	2.1	\$565,000
7 Manitou Way	4	2.2	\$590,000
21 Treeview Circle	4	2.1	\$590,000
73 North Ave., Fwd	3	2.1	\$590,250
118 N Martine Ave., Fwd	4	3.1	\$665,000
26 Fieldcrest Dr.	3	2.1	\$669,000
8 Oxford Rd.	4	2.1	\$715,000
1246 Sleepy Hollow La.	4	3.1	\$960,000

### Mountainside

Address	# Beds	# Baths	Selling Price
289 Garrett Rd.	2	1.1	\$460,000
1455 Dunn Pkwy	3	2.1	\$500,000
333 Forest Hill Way	4	4	\$597,000
1109 Sylvan La.	4	3	\$620,000
301 Meetinghouse La.	5	2.2	\$665,000
303 Partridge Run	4	2.1	\$685,000
232 Pembroke Rd.	4	2.1	\$900,000
301 Garrett Rd.	5	5	\$1,200,000



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