



Home Trends

Positioning Yourself for a Spring 2019 Purchase ...When You Have a Home to Sell First.

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 your house 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.



OCTOBER HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
86 Cottage Pl.	2	1.1	\$370,000
923 Grandview Ave.	2	1	\$400,000
431 Edgar Rd.	3	2.1	\$442,000
515 W Grove St.	3	1.1	\$494,000
444 Mountain Ave.	3	1.1	\$550,000
234 Delaware St.	3	2	\$565,000
825 W North Ave.	3	2	\$575,000
209 Midwood Pl.	4	3.1	\$642,000
941 Willow Grove Rd.	3	3	\$660,000
639 Dorian Rd.	4	1.1	\$671,000
861 Summit Ave.	3	2	\$715,000
835 Shackamaxon Dr.	3	3	\$789,000
609 Drake Pl.	4	4.1	\$940,000
1103 Boynton Ave.	5	3.2	\$945,000
406 Edgar Rd.	5	5.1	\$999,000
115 Ayliffe Ave.	5	4.1	\$1,060,000
752 Norman Pl.	4	4.1	\$1,075,000
688 Westfield Ave.	6	6.1	\$1,225,000
713 Shadowlawn Dr.	5	4.1	\$1,399,000
1001 Minisink Way	5	3.1	\$1,696,000
306 Roanoke Rd.	6	5.3	\$1,842,000
751 Lawrence Ave.	7	6.1	\$2,735,000

Cranford

Address	# Beds	# Baths	Selling Price
502 High St.	3	1	\$273,000
31 Morse St.	3	2	\$388,000
99 Bloomingdale Ave.	3	1.1	\$430,000
198 Locust Dr.	3	2.1	\$430,000
22 Hazel St.	3	2	\$431,400
326 Walnut Ave.	3	2	\$475,000
345 S Union Ave.	4	3	\$480,000
336 Dorchester Ave.	5	2	\$480,600
131 N Lehigh Ave.	4	3	\$485,000
1 Chester Lange Pl.	3	2.1	\$560,000
255 Hillside Ave.	5	2.1	\$575,000
102 Beech St.	3	2.1	\$655,000
20 Brookdale Rd.	4	2.1	\$705,806
31 Clark St.	4	2.2	\$716,000
327 S Union Ave.	4	2.1	\$850,000

Mountainside

Address	# Beds	# Baths	Selling Price
1516 Deer Path	3	1.1	\$410,000
303 Garrett Rd.	4	2	\$440,000
184 Mill La.	3	1.1	\$449,000
1541 Coles Ave.	3	1	\$451,000
299 Summit Rd.	5	3	\$539,750
1329 Outlook Dr.	4	3.1	\$685,000
235 Kings Ct.	5	2.1	\$875,000
346 Central Ave.	5	4	\$1,150,000

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
527 Hunter Ave.	2	2	\$220,000
49 Trenton Ave., Fwd	4	1.1	\$257,000
2093 W Broad St.	3	2	\$300,000
232 S Martine Ave., Fwd	4	1	\$300,000
173 Farley Ave., Fwd	2	1	\$322,000
2026 Birch St.	3	1	\$330,000
215 Watchung Terr.	4	2	\$345,000
536 Farley Ave.	4	1	\$346,000
208 Watchung Terr.	2	1	\$349,000
2288 North Ave.	4	2	\$365,000
2209 North Ave.	3	1.1	\$370,000
2249 Mountain Ave.	3	1	\$387,000
2409 Longfellow Ave.	3	2	\$399,000
532 Hunter Ave.	3	1.1	\$407,000
380 Ridgeview Ave.	3	2	\$409,000
890 Raritan Rd.	3	2	\$425,000
1126 Jefferson Ave.	3	1.1	\$439,000
412 Flanders Ave.	3	2.1	\$448,000
2268 Elizabeth Ave.	3	1.1	\$460,000
1929 Stony Brook Circle	4	2	\$460,000
96 South Ave., Fwd	5	4	\$470,000
103 Helen St., Fwd	3	2	\$487,500
897 Westfield Rd.	3	2	\$490,000
1661 Ramapo Way	3	2	\$492,500
2689 Sky Top Dr.	3	2	\$500,000
2120 Raritan Rd.	4	2	\$535,000
1858 Quimby La.	4	3	\$575,000
12 Byron La., Fwd	3	2.1	\$575,000
2111 Newark Ave.	3	2.1	\$615,000
80 Willoughby Rd., Fwd	4	2.1	\$670,000
2208 Old Farm Rd.	4	3	\$715,000
2132 W Broad St.	3	3	\$725,000
1653 Rahway Rd.	5	3.1	\$750,000
55 Clydesdale Rd.	4	2.2	\$770,000
2295 Edgewood Terr.	5	3.2	\$885,000
2120 W Broad St.	5	5	\$950,000
1840 N Gate Rd.	5	3	\$950,000
1761 Cooper Rd.	6	6.1	\$1,200,000
6 Fairway Ct.	5	5.1	\$1,350,000



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*Source: GSMLS