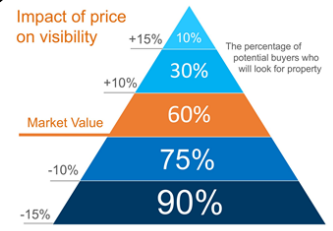




Home Trends

Pricing your House to Get the Most Money

- Many homeowners think that pricing their home a little OVER market value will leave them room for negotiation. In actuality, this just dramatically lessens the demand for your house (see chart).
- Instead of the seller trying to 'win' the negotiation with one buyer, they should price it so that demand for the home is maximized. By doing this, the seller will not be fighting with a buyer over the price, but will instead have multiple buyers fighting with each other over the house.



SEPTEMBER HOME SALES*

Westfield

Address	# Beds	# Baths	Selling Price
532 Cumberland St.	4	2	\$330,000
1028 North Ave W	4	2	\$413,000
1018 Grandview Ave.	3	2	\$500,000
100 Woodland Ave.	4	2	\$540,000
615 Kensington Dr.	3	2	\$565,000
692 Westfield Ave.	4	2	\$590,000
923 Columbus Ave.	4	2.2	\$611,000
463 Edgewood Ave.	4	2	\$651,000
2 Hiawatha Dr.	5	3	\$730,000
710 Girard Ave.	3	2.1	\$750,000
354 W Dudley Ave.	3	3.1	\$767,000
19 Cornwall Dr.	4	2.1	\$910,000
6 Normandy Dr.	4	2.1	\$925,000
101 W Dudley Ave.	4	2.1	\$939,000
561 Topping Hill Rd.	5	2.2	\$945,000
408 Grove St.	5	4.2	\$949,555
932 Harding St.	4	2.1	\$955,500
425 Quantuck La.	5	4	\$999,999
635 Lawnside Pl.	5	4.1	\$1,175,000
9 Sandra Circle	5	5	\$1,330,000
1246 Summit Ave.	6	5.1	\$1,410,000

Cranford

Address	# Beds	# Baths	Selling Price
18 Colin Kelly St.	4	2	\$325,000
430 Brookside Pl.	3	1.1	\$342,000
307 Stoughton Ave.	3	1	\$364,000
186 Baltimore Ave.	3	1.1	\$365,000
21 Bloomingdale Ave.	2	1.1	\$430,000
199 Columbia Ave.	3	2	\$430,000
15 Balmiere Pkwy.	3	1.1	\$433,500
9 Park Ave.	3	1.1	\$475,500
109 Elmora Ave.	3	2.1	\$515,000
5 Osage Dr.	5	3	\$539,000
825 Springfield Ave.	4	2.1	\$545,000
110 Retford Ave.	4	2	\$550,000
205 Walnut Ave.	4	2.1	\$575,000
104 Columbia Ave.	4	2.1	\$580,001
223 Sailer St.	4	2.2	\$599,000
89 Belmont Ave.	4	2.1	\$621,000

Cranford (-cont-)

Address	# Beds	# Baths	Selling Price
10 Samoset Rd.	5	3	\$632,500
212 Beech St.	4	2	\$679,000
91 Belmont Ave.	4	3.1	\$762,500
104 Makatom Dr.	4	3.1	\$994,590

Scotch Plains/Fanwood

Address	# Beds	# Baths	Selling Price
48 Trenton Ave., Fwd	3	1.1	\$260,000
11 Stewart Place, Fwd	2	1.1	\$300,000
170 Farley Ave., Fwd	3	1	\$311,000
162 Farley Ave., Fwd	3	1.1	\$319,900
1552 E 2nd St.	4	4	\$340,000
110 Willoughby Rd., Fwd	3	1.1	\$375,000
20 Portland Ave.	3	1	\$382,500
1533 Martine Ave.	3	1	\$400,000
185 Westfield Rd, Fwd	3	2	\$401,000
364 Stout Ave.	3	1.1	\$420,000
2324 Coles Ave.	3	1.1	\$425,000
114 Cray Terr., Fwd	3	1.1	\$429,000
2365 Lake Park Terr.	3	3	\$430,000
2441 Hill Rd.	4	2	\$430,000
2519 Tack Circle	4	2	\$440,000
125 Willoughby Rd.	3	2	\$465,000
2421 Morse Ave.	3	2	\$475,000
1 Pandick Ct., Fwd	4	2.1	\$487,500
211 2nd St., Fwd	3	2.1	\$525,000
2201 Old Farm Rd.	3	2.1	\$525,000
224 Belvidere Ave, Fwd	4	2.1	\$539,000
1260 Woodside Rd.	3	1.1	\$552,000
365 Acacia Rd.	3	2.1	\$590,000
2067 Princeton Ave.	4	2.1	\$625,000
1220 Martine Ave.	4	2.1	\$710,000
10 Blue Ridge Circle	4	2.1	\$756,000
2228 Edgewood Terr.	4	3.1	\$800,000
1440 Rahway Rd.	4	3.2	\$899,000
2 Jenna Ct.	4	3.1	\$965,000
101 Tillinghast Turn	3	3.1	\$1,355,000

Mountainside

Address	# Beds	# Baths	Selling Price
1333 Hidden Cir.	3	1.1	\$475,000
323 Partridge Run	3	1.1	\$555,000
217 Pembrook Rd.	3	3	\$555,000
348 Summit Rd.	4	2.2	\$625,000
208 Evergreen Ct.	5	3.2	\$630,000
461 Summit Rd.	5	3	\$655,000
1411 Chapel Hill	3	2	\$696,000



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