

Let Naasa Handle
the Details of
Your Move

NS
Naasa Sherbeini
Details Make the Difference



"Naasa Sherbeini, has the experience and resources to help you reach your home buying or selling goals. When you're in the market to buy your dream house or if you are considering selling your current house, Naasa provides the expertise and knowledge to help you succeed. This dedicated professional knows the Smallest Details Can Have the Greatest Impact." Contact her today. You'll be glad you did. Naasa understands the financial significance and emotional impact of moving and wants her clients to know she'll make the transition as smooth as possible."

SCOTCH PLAINS

May Home Sales

| ADDRESS | STYLE | RMS | BRS | BTH | GAR | BSMT | DOM | SP | LP | LP/SP |
|--------------------|----------|-----|-----|-----|-----|------|-----|-----------|-----------|-------|
| 351 FARLEY AVE | Ranch | 7 | 3 | 1.1 | 1 | Y | 45 | \$254,000 | \$259,000 | 98% |
| 2053 WESTFIELD AVE | Colonial | 7 | 3 | 1.1 | 1 | Y | 318 | \$255,000 | \$285,000 | 89% |
| 512 DONATO CIR | TwnIntUn | 7 | 3 | 2.1 | 1 | N | 5 | \$315,000 | \$325,000 | 97% |
| 1826 CHAPEL RD | Ranch | 6 | 3 | 1 | 1 | Y | 25 | \$350,000 | \$350,000 | 100% |
| 38 YARMOUTH CT | TwnIntUn | 6 | 2 | 2.1 | 1 | N | 62 | \$360,000 | \$389,900 | 92% |
| 505 DONATO CIR | TwnIntUn | 6 | 2 | 2.1 | 1 | Y | 21 | \$385,000 | \$399,000 | 96% |
| 409 DONATO CIR | TwnIntUn | 6 | 2 | 1.1 | 1 | Y | 25 | \$385,000 | \$399,000 | 96% |
| 343 WILLOW AVE | Bi-Level | 9 | 4 | 2 | 1 | N | 126 | \$380,000 | \$400,000 | 95% |
| 517 HENRY ST | Colonial | 8 | 3 | 2 | 1 | Y | 39 | \$415,000 | \$429,900 | 97% |
| 2072 MEADOWVIEW RD | Colonial | 7 | 3 | 1.1 | 1 | Y | 20 | \$447,000 | \$459,900 | 97% |
| 2294 MARLBORO RD | Colonial | 9 | 4 | 2.1 | 2 | Y | 233 | \$575,000 | \$599,000 | 96% |
| 5 ARGYLL COURT | Ranch | 8 | 4 | 2.1 | 2 | Y | 39 | \$760,000 | \$769,900 | 99% |
| 917 CRESTWOOD RD | Colonial | 10 | 4 | 3.1 | 2 | Y | 190 | \$837,500 | \$849,900 | 99% |

Home Sales Trends—June 2010—May 2011

| | Active Listings | | | New Listings | | | Under Contract | | | | Sold Listings | | | | |
|----------------|-----------------|------------------|-----------|--------------|------------------|-----------|----------------|------------------|-----------|-----------|---------------|------------------|-----------|-----------|------------|
| | # | Avg. LP | Med. LP | # | Avg. LP | Med. LP | # | Avg. LP | Med. LP | Avg. | # | Avg. SP | Med. SP | Avg. | SP/LP |
| | | | | | | | | | | DOM | | | | DOM | |
| May,2011 | 187 | \$595,472 | \$537,000 | 47 | \$573,226 | \$489,900 | 11 | \$455,045 | \$429,000 | 57 | 13 | \$439,885 | \$385,000 | 88 | 97% |
| Apr,2011 | 180 | \$577,219 | \$479,900 | 42 | \$522,902 | \$439,900 | 30 | \$475,890 | \$425,000 | 78 | 11 | \$491,409 | \$390,000 | 96 | 94% |
| Mar,2011 | 177 | \$567,199 | \$469,900 | 65 | \$555,750 | \$499,900 | 21 | \$452,916 | \$400,000 | 84 | 12 | \$478,083 | \$420,000 | 120 | 96% |
| Feb,2011 | 144 | \$559,420 | \$459,900 | 26 | \$500,996 | \$429,900 | 12 | \$508,725 | \$499,999 | 105 | 7 | \$411,571 | \$465,000 | 129 | 97% |
| Jan,2011 | 142 | \$569,562 | \$450,000 | 23 | \$442,348 | \$419,000 | 12 | \$490,392 | \$434,900 | 110 | 14 | \$532,705 | \$525,000 | 90 | 93% |
| Dec,2010 | 147 | \$596,274 | \$495,000 | 14 | \$625,807 | \$609,000 | 10 | \$474,270 | \$476,000 | 121 | 21 | \$450,929 | \$450,000 | 79 | 95% |
| Nov,2010 | 179 | \$587,469 | \$480,000 | 27 | \$560,307 | \$400,000 | 17 | \$532,641 | \$539,900 | 55 | 10 | \$536,490 | \$400,000 | 109 | 93% |
| Oct,2010 | 189 | \$569,908 | \$479,900 | 28 | \$537,693 | \$469,900 | 16 | \$481,100 | \$455,000 | 101 | 13 | \$455,500 | \$410,000 | 50 | 96% |
| Sep,2010 | 200 | \$571,387 | \$479,000 | 42 | \$519,979 | \$429,000 | 15 | \$532,900 | \$479,000 | 94 | 24 | \$473,642 | \$430,000 | 83 | 96% |
| Aug,2010 | 198 | \$565,528 | \$475,000 | 34 | \$556,909 | \$479,900 | 20 | \$491,354 | \$415,000 | 54 | 13 | \$471,192 | \$420,000 | 70 | 95% |
| Jul,2010 | 214 | \$565,346 | \$474,900 | 39 | \$473,091 | \$429,000 | 17 | \$529,829 | \$539,000 | 86 | 21 | \$465,810 | \$383,000 | 53 | 98% |
| Jun,2010 | 205 | \$577,342 | \$479,900 | 49 | \$566,379 | \$559,900 | 17 | \$539,894 | \$449,900 | 50 | 39 | \$507,124 | \$497,500 | 61 | 98% |
| Summary | 1975 | \$573,084 | | 389 | \$532,668 | | 187 | \$498,815 | | 82 | 185 | \$482,649 | | 78 | 96% |



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