

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

### July Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
1616 FRONT ST	CapeCod	7	3	1	1	Y	149	\$161,000	\$240,000	67%
235 HAVEN AVE	Ranch	5	3	2	1	Y	166	\$260,000	\$279,900	93%
119 DONATO CIR	MultiFlr	6	2	2.1	1	N	105	\$318,000	\$349,900	91%
1997 WESTFIELD AVE	SplitLev	8	3	2	1	Y	35	\$352,500	\$369,900	95%
9 COPPERFIELD RD	SplitLev	8	4	2.1	2	Y	76	\$435,000	\$445,000	98%
2401 SENECA RD	CapeCod	8	4	3	1	Y	13	\$469,000	\$474,500	99%
2080 BROOKSIDE DR	SplitLev	8	4	2.1	2	Y	51	\$447,500	\$474,900	94%
1255 CHRISTINE CIR	Ranch	8	4	2.1	1	Y	14	\$545,000	\$519,000	105%
952 CRESTWOOD RD	Colonial	11	4	2.1	1	Y	78	\$685,000	\$675,000	101%
2279 CONCORD RD	RanchRas	9	4	3	2	N	21	\$647,500	\$679,000	95%
1991 WINDING BROOK WAY	Colonial	8	4	2.1	2	Y	28	\$700,000	\$700,000	100%
14 WILSHIRE RUN	Contemp	8	4	3	3	Y	52	\$690,000	\$749,900	92%
861 RARITAN RD	Custom	10	6	4	2	Y	182	\$770,000	\$799,999	96%
15 HIDDEN MEADOW DR	Colonial	10	5	3	2	Y	71	\$912,500	\$899,900	101%
20 HIDDEN MEADOW DR	Colonial	10	5	4.1	3	Y	1	\$1,125,000	\$1,125,000	100%

### Home Sales Trends— June 2010 — July 2011

	Active Listings			New Listings			Under Contract				Sold Listings				
	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	Avg. DOM	#	Avg. SP	Med. SP	Avg. DOM	SP/LP
Jul,2011	207	\$583,241	\$499,000	37	\$561,646	\$479,900	20	\$467,462	\$419,900	93	15	\$567,867	\$545,000	69	97%
Jun,2011	210	\$588,639	\$499,000	45	\$614,242	\$484,900	22	\$544,577	\$450,000	64	30	\$499,498	\$442,000	73	97%
May,2011	193	\$582,769	\$499,900	49	\$559,784	\$475,000	13	\$434,954	\$399,000	56	15	\$429,567	\$385,000	78	97%
Apr,2011	186	\$562,293	\$469,900	42	\$505,926	\$435,000	29	\$473,369	\$425,000	79	12	\$495,708	\$390,000	102	94%
Mar,2011	179	\$558,091	\$469,900	65	\$545,245	\$499,900	18	\$464,130	\$399,500	91	12	\$478,083	\$420,000	120	96%
Feb,2011	144	\$554,620	\$459,900	26	\$494,263	\$429,900	11	\$500,518	\$499,999	103	7	\$411,571	\$465,000	129	97%
Jan,2011	142	\$565,928	\$449,000	23	\$436,510	\$419,000	12	\$490,392	\$434,900	110	14	\$532,705	\$525,000	90	93%
Dec,2010	147	\$593,676	\$495,000	14	\$620,743	\$609,000	10	\$474,270	\$476,000	121	21	\$450,929	\$450,000	79	95%
Nov,2010	179	\$585,733	\$480,000	27	\$559,381	\$400,000	17	\$532,641	\$539,900	55	10	\$536,490	\$400,000	109	93%
Oct,2010	189	\$568,395	\$476,000	28	\$533,196	\$469,900	16	\$481,100	\$455,000	101	13	\$455,500	\$410,000	50	96%
Sep,2010	200	\$570,587	\$476,000	42	\$516,407	\$429,000	15	\$532,900	\$479,000	94	24	\$473,642	\$430,000	83	96%
Aug,2010	198	\$565,478	\$469,900	34	\$556,615	\$475,000	20	\$491,354	\$415,000	54	13	\$471,192	\$420,000	70	95%
<b>Summary</b>	<b>2174</b>	<b>\$573,669</b>		<b>432</b>	<b>\$543,446</b>		<b>203</b>	<b>\$491,490</b>		<b>82</b>	<b>186</b>	<b>\$485,052</b>		<b>83</b>	<b>96%</b>



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