

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 August Home Sales

| ADDRESS | STYLE | RMS | BRS | BTH | GAR | BSMT | DOM | SP | LP | LP/SP |
|-----------------------|----------|-----|-----|-----|-----|------|-----|-------------|-------------|-------|
| 530 PARK AVE | FirstFlr | 5 | 2 | 2 | 0 | N | 48 | \$175,000 | \$199,999 | 88% |
| 335 HOE AVE | CapeCod | 7 | 3 | 2 | 1 | Y | 30 | \$240,000 | \$244,900 | 98% |
| 501 JERUSALEM RD | Ranch | 7 | 4 | 1 | 1 | Y | 127 | \$200,000 | \$259,000 | 77% |
| 2064 PROSPECT AVE | Ranch | 4 | 2 | 1 | 1 | Y | 50 | \$255,000 | \$285,000 | 89% |
| 109 DONATO CIR | TwnIntUn | 6 | 2 | 2.1 | 1 | N | 178 | \$300,000 | \$309,900 | 97% |
| 516 ROLLING PEAKS WAY | Bi-Level | 7 | 3 | 2.1 | 2 | Y | 141 | \$290,000 | \$319,900 | 91% |
| 38 EASTHAM VLG | MultiFlr | 8 | 2 | 2.1 | 1 | N | 63 | \$301,000 | \$319,900 | 94% |
| 2033 W BROAD ST | CapeCod | 8 | 4 | 2 | 3 | Y | 184 | \$355,000 | \$368,900 | 96% |
| 1655 TERRILL RD | Bi-Level | 9 | 4 | 2.1 | 2 | N | 22 | \$340,000 | \$374,900 | 91% |
| 2461 HILL RD | CapeCod | 7 | 3 | 2.1 | 1 | Y | 58 | \$360,000 | \$378,000 | 95% |
| 21 RIGA CT | TwnIntUn | 6 | 2 | 3.1 | 1 | N | 130 | \$376,000 | \$394,500 | 95% |
| 27 COPPERFIELD RD | Bi-Level | 8 | 4 | 2.1 | 2 | N | 110 | \$401,000 | \$415,000 | 97% |
| 2690 SKY TOP DR | SplitLev | 8 | 3 | 2 | 2 | Y | 26 | \$390,000 | \$419,000 | 93% |
| 2421 BRYANT AVE | Colonial | 7 | 3 | 2 | 1 | Y | 104 | \$417,500 | \$419,900 | 99% |
| 175 WILLIAM ST | Tudor | 8 | 4 | 2.1 | 2 | Y | 93 | \$385,000 | \$419,900 | 92% |
| 403 WARREN ST | Colonial | 8 | 3 | 3 | 1 | Y | 128 | \$427,500 | \$449,000 | 95% |
| 2214 GREENSIDE PL | Colonial | 9 | 4 | 3 | 1 | Y | 24 | \$437,500 | \$450,000 | 97% |
| 2129 CHEYENNE WAY | SplitLev | 8 | 4 | 2.1 | 1 | Y | 16 | \$451,500 | \$469,900 | 96% |
| 2118 DOGWOOD DR | Ranch | 6 | 3 | 2 | 2 | Y | 21 | \$457,500 | \$469,900 | 97% |
| 2133 CHEYENNE WAY | SplitLev | 7 | 3 | 2 | 1 | Y | 54 | \$475,000 | \$475,000 | 100% |
| 2016 WESTFIELD AVE | Colonial | 8 | 4 | 2.1 | 2 | Y | 210 | \$605,000 | \$609,000 | 99% |
| 5 GREENSVIEW LN | RanchRas | 10 | 4 | 3.1 | 2 | Y | 125 | \$605,000 | \$649,000 | 93% |
| 10 GAYCROFT DR | RanchExp | 12 | 4 | 4 | 2 | Y | 64 | \$620,000 | \$649,000 | 96% |
| 19 RAMBLING DR | Colonial | 10 | 4 | 3.1 | 2 | Y | 28 | \$700,000 | \$729,000 | 96% |
| 17 ALLENBY LN | Ranch | 12 | 4 | 3.2 | 2 | Y | 43 | \$724,000 | \$749,999 | 97% |
| 2060 W BROAD ST | Ranch | 13 | 4 | 4.2 | 2 | Y | 71 | \$1,030,000 | \$1,150,000 | 90% |
| 32 BLACKBIRCH RD | Colonial | 12 | 6 | 5.1 | 3 | Y | 31 | \$1,125,000 | \$1,189,000 | 95% |

Home Sales Trends— July 2010 — August 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 |
| Aug,2011 | 192 | \$585,598 | \$519,000 | 23 | \$532,236 | \$499,900 | 17 | \$511,106 | \$449,000 | 80 | 26 | \$469,365 | \$401,000 | 83 | 94% |
| Jul,2011 | 210 | \$577,857 | \$489,900 | 37 | \$554,795 | \$479,900 | 20 | \$480,917 | \$419,900 | 95 | 17 | \$560,529 | \$545,000 | 63 | 97% |
| Jun,2011 | 212 | \$584,136 | \$499,000 | 45 | \$610,996 | \$484,900 | 22 | \$544,577 | \$450,000 | 64 | 30 | \$499,498 | \$442,000 | 73 | 97% |
| May,2011 | 195 | \$578,683 | \$499,000 | 49 | \$559,375 | \$475,000 | 13 | \$434,954 | \$399,000 | 56 | 15 | \$429,567 | \$385,000 | 78 | 97% |
| Apr,2011 | 188 | \$558,379 | \$469,900 | 42 | \$503,421 | \$435,000 | 29 | \$473,369 | \$425,000 | 79 | 12 | \$495,708 | \$390,000 | 102 | 94% |
| Mar,2011 | 181 | \$554,654 | \$464,900 | 65 | \$543,231 | \$499,900 | 18 | \$464,130 | \$399,500 | 91 | 12 | \$478,083 | \$420,000 | 120 | 96% |
| Feb,2011 | 146 | \$551,303 | \$429,900 | 26 | \$494,263 | \$429,900 | 11 | \$500,518 | \$499,999 | 103 | 7 | \$411,571 | \$465,000 | 129 | 97% |
| Jan,2011 | 142 | \$565,788 | \$449,000 | 23 | \$436,510 | \$419,000 | 11 | \$515,436 | \$449,000 | 112 | 14 | \$532,705 | \$525,000 | 90 | 93% |
| Dec,2010 | 147 | \$593,541 | \$495,000 | 14 | \$620,743 | \$609,000 | 10 | \$474,270 | \$476,000 | 121 | 21 | \$450,929 | \$450,000 | 79 | 95% |
| Nov,2010 | 179 | \$585,621 | \$480,000 | 27 | \$558,644 | \$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% |
| Summary | 2181 | \$573,262 | | 421 | \$540,165 | | 199 | \$495,922 | | 85 | 201 | \$484,122 | | 84 | 96% |



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