



"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

September Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
205 KATHERINE ST	Ranch	5	2	2	1	Y	188	\$159,433	\$159,433	100%
541 WARREN ST	CapeCod	6	3	2	1	Y	8	\$309,000	\$299,541	103%
2368 LONGFELLOW AVE	Ranch	6	3	1	1	Y	73	\$300,000	\$324,500	92%
9 HARWICH CT	TwndEndUn	6	2	2.1	1	N	22	\$330,000	\$340,000	97%
2217 GREENSIDE PL	CapeCod	8	3	1	1	Y	127	\$337,000	\$349,000	97%
2 BURNHAM VLG	TwndIntUn	7	2	2.1	1	N	108	\$330,000	\$349,000	95%
612 DONATO CIR	TwndEndUn	6	2	2.1	1	Y	40	\$370,000	\$379,900	97%
423 MONTAGUE AVE	Bi-Level	7	4	2	2	N	17	\$412,000	\$419,999	98%
1283 WHITE OAK RD	Custom	8	3	2.1	1	N	100	\$465,000	\$475,000	98%
4 HAPPEL CT	Ranch	10	4	2.1	1	Y	86	\$450,000	\$489,900	92%
1901 WINDING BROOK WAY	Ranch	8	3	2.1	2	Y	67	\$520,000	\$529,000	98%
2 GREENSVIEW DR	Colonial	11	5	3.1	2	Y	157	\$720,000	\$739,000	97%
1161 DONAMY GLN	Custom	10	4	3	2	Y	41	\$740,000	\$749,000	99%
1204 SUNNYFIELD LN	Colonial	9	4	3.1	2	Y	57	\$805,000	\$849,500	95%
2420 SENECA RD	Colonial	9	5	4	2	Y	206	\$890,000	\$899,900	99%

Home Sales Trends— August 2010 — September 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
Sep,2011		\$	\$		\$	\$00		\$	\$			\$	\$		0%
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%
Summary	1981	\$573,533		379	\$542,798		184	\$492,907		84	177	\$485,543		84	95%

