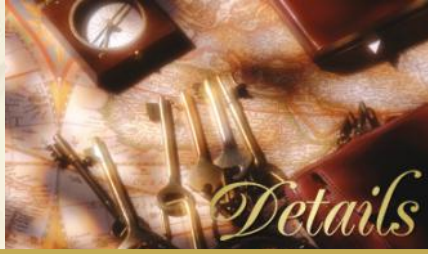


Let Naasa Handle  
the Details of  
Your Move

*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."*

## CRANFORD

### October Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
1 PARK TER	HalfDupl	5	2	1	0	Y	33	\$205,000	\$209,999	98%
106 BENJAMIN ST	Colonial	5	2	1	0	Y	31	\$257,500	\$275,000	94%
8 West End Place	HalfDupl	6	2	1	0	Y	206	\$265,000	\$299,000	89%
50 ELIZABETH AVE	CapeCod	6	3	1	1	Y	57	\$260,000	\$329,000	79%
419 ORANGE AVE	Colonial	7	3	2	2	Y	54	\$362,000	\$370,000	98%
43 PARK AVE	CapeCod	7	4	2	1	Y	33	\$355,000	\$379,000	94%
305 EDGAR AVE	Colonial	7	3	1.1	1	Y	100	\$368,000	\$389,000	95%
420 N UNION AVE	Colonial	9	3	1	1	Y	14	\$400,000	\$399,000	100%
101 COUNTY PARK DR	SplitLev	7	3	1.1	1	N	45	\$355,000	\$399,900	89%
28 KEITH JEFFRIES AVE	CapeCod	7	4	2	1	Y	66	\$395,000	\$409,000	97%
37 LENHOME DR	SplitLev	8	4	3	1	Y	71	\$442,500	\$449,999	98%
16 TULIP ST	RanchExp	10	4	2.1	1	N	25	\$553,000	\$579,000	96%

### Home Sales Trends—September 2010—October 2011

	Active Listings			New Listings			Under Contract				Sold Listings				SP/LP
	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	Avg. DOM	#	Avg. SP	Med. SP	Avg. DOM	
Oct,2011	88	\$397,545	\$385,000	15	\$427,460	\$385,000	12	\$366,767	\$349,000	102	11	\$347,091	\$355,000	66	93%
Sep,2011	101	\$409,924	\$399,000	17	\$437,276	\$399,900	13	\$388,138	\$329,000	71	11	\$417,691	\$470,000	55	95%
Aug,2011	102	\$406,714	\$399,000	22	\$384,985	\$389,716	13	\$400,647	\$389,000	63	20	\$403,325	\$385,000	66	97%
Jul,2011	105	\$417,253	\$399,800	22	\$420,895	\$399,000	15	\$432,040	\$415,000	67	26	\$467,885	\$410,000	53	98%
Jun,2011	114	\$429,790	\$399,900	37	\$423,203	\$399,800	19	\$465,874	\$429,000	64	25	\$422,160	\$440,000	60	97%
May,2011	110	\$432,839	\$399,900	31	\$438,394	\$399,900	27	\$425,104	\$349,900	49	24	\$406,421	\$400,000	77	97%
Apr,2011	107	\$427,872	\$402,000	38	\$422,350	\$399,000	22	\$412,877	\$389,000	73	19	\$396,100	\$410,500	84	96%
Mar,2011	103	\$434,135	\$429,000	28	\$474,025	\$489,000	27	\$418,422	\$435,000	96	13	\$372,846	\$345,000	114	95%
Feb,2011	100	\$412,924	\$399,900	22	\$408,282	\$399,000	15	\$406,573	\$399,900	59	12	\$329,579	\$320,000	93	93%
Jan,2011	99	\$417,139	\$402,000	22	\$384,550	\$400,000	9	\$378,222	\$324,900	117	11	\$308,173	\$295,000	90	95%
Dec,2010	98	\$421,321	\$399,900	5	\$380,758	\$329,900	13	\$355,932	\$339,000	87	15	\$374,633	\$350,000	79	94%
Nov,2010	114	\$416,655	\$399,900	17	\$423,453	\$389,900	13	\$391,477	\$379,900	70	11	\$499,445	\$445,000	56	93%
<b>Summary</b>	<b>1241</b>	<b>\$419,151</b>		<b>276</b>	<b>\$422,792</b>		<b>198</b>	<b>\$409,419</b>		<b>74</b>	<b>198</b>	<b>\$402,946</b>		<b>73</b>	<b>96%</b>



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