

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

### October Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
2219 NORTH AVE	MultiFlr	5	2	1.1	1	N	19	\$273,000	\$299,000	91%
180 WATCHUNG TER	CapeCod	7	3	2	0	Y	144	\$318,000	\$319,900	99%
1705 OAKWOOD TER	Ranch	7	3	2.1	2	Y	22	\$440,000	\$524,400	84%
3 AUTUMN DR	Colonial	11	4	2.1	2	Y	59	\$710,000	\$739,000	96%
1235 MEADOWLARK LN	Colonial	11	5	2.1	1	Y	123	\$705,000	\$749,900	94%

### 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	205	\$580,032	\$509,000	39	\$547,387	\$450,000	14	\$536,693	\$549,900	87	5	\$489,200	\$440,000	73	93%
Sep,2011	208	\$600,930	\$539,900	47	\$675,972	\$619,000	11	\$372,273	\$350,000	107	19	\$456,432	\$412,000	82	97%
Aug,2011	197	\$579,370	\$510,000	24	\$525,267	\$489,000	17	\$530,806	\$475,000	83	28	\$468,161	\$401,000	80	94%
Jul,2011	213	\$574,118	\$499,000	37	\$541,651	\$479,900	20	\$480,917	\$419,900	95	17	\$560,529	\$545,000	63	97%
Jun,2011	213	\$580,758	\$499,000	45	\$608,751	\$484,900	22	\$544,577	\$450,000	64	30	\$499,498	\$442,000	73	97%
May,2011	195	\$577,558	\$499,000	49	\$557,614	\$475,000	13	\$434,954	\$399,000	56	15	\$429,567	\$385,000	78	97%
Apr,2011	188	\$557,671	\$469,900	42	\$501,781	\$435,000	29	\$473,369	\$425,000	79	12	\$495,708	\$390,000	102	94%
Mar,2011	181	\$554,299	\$464,900	65	\$543,231	\$499,900	18	\$464,130	\$399,500	91	12	\$478,083	\$420,000	120	96%
Feb,2011	146	\$550,863	\$429,900	26	\$493,494	\$429,900	11	\$500,518	\$499,999	103	7	\$411,571	\$465,000	129	97%
Jan,2011	142	\$565,477	\$449,000	23	\$435,206	\$419,000	11	\$515,436	\$449,000	112	14	\$532,705	\$525,000	90	93%
Dec,2010	147	\$593,444	\$495,000	14	\$620,743	\$609,000	10	\$474,270	\$476,000	121	21	\$450,929	\$450,000	79	95%
Nov,2010	179	\$585,542	\$480,000	27	\$558,119	\$400,000	17	\$532,641	\$539,900	55	10	\$536,490	\$400,000	109	93%
<b>Summary</b>	<b>2214</b>	<b>\$575,696</b>		<b>438</b>	<b>\$555,863</b>		<b>193</b>	<b>\$491,922</b>		<b>84</b>	<b>190</b>	<b>\$484,436</b>		<b>85</b>	<b>95%</b>



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