

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

### November Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
217 PROSPECT AVE APT 6-3A	OneFloor	4	1	1	0	N	56	\$175,000	\$192,500	91%
20 WINDSOR PL	Colonial	7	3	1	1	Y	34	\$315,000	\$315,000	100%
105 HILLCREST AVE	Ranch	6	2	1	1	Y	102	\$325,000	\$339,000	96%
38 ANN ST	SplitLev	9	3	1.1	1	Y	163	\$355,000	\$365,000	97%
433 S UNION AVE	CapeCod	7	4	2	1	Y	6	\$389,000	\$389,716	100%
40 ROGER AVE	Colonial	9	5	2	1	Y	63	\$365,000	\$399,000	91%
203 SCHERRER ST	Colonial	7	4	2	1	Y	124	\$420,000	\$429,000	98%
36 ANN ST	Colonial	8	4	1.1	1	Y	40	\$531,000	\$565,000	94%
30 FAIRFIELD AVE	Custom	7	4	2.1	2	Y	28	\$585,000	\$585,000	100%
453 ORCHARD ST	Colonial	9	3	2.1	1	Y	83	\$590,000	\$689,900	86%
197 STOUGHTON AVE	Colonial	8	4	2.1	2	Y	8	\$710,000	\$719,000	99%

### Home Sales Trends—October 2010—November 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
Nov,2011	84	\$394,414	\$385,000	16	\$375,694	\$375,000	11	\$469,573	\$465,000	81	11	\$432,727	\$389,000	64	95%
Oct,2011	89	\$394,759	\$395,000	15	\$423,727	\$385,000	13	\$378,169	\$365,000	87	14	\$532,714	\$355,000	64	145%
Sep,2011	101	\$407,712	\$399,000	17	\$432,976	\$399,900	13	\$388,138	\$329,000	71	11	\$417,691	\$470,000	55	95%
Aug,2011	102	\$405,241	\$399,000	22	\$383,171	\$389,716	13	\$400,647	\$389,000	63	20	\$403,325	\$385,000	66	97%
Jul,2011	105	\$416,202	\$399,500	22	\$418,623	\$399,000	15	\$432,040	\$415,000	67	26	\$467,885	\$410,000	53	98%
Jun,2011	114	\$429,261	\$399,800	37	\$422,392	\$399,800	19	\$465,874	\$429,000	64	25	\$422,160	\$440,000	60	97%
May,2011	110	\$432,563	\$399,500	31	\$438,394	\$399,900	27	\$425,104	\$349,900	49	24	\$406,421	\$400,000	77	97%
Apr,2011	107	\$427,588	\$399,500	38	\$421,550	\$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%
<b>Summary</b>	<b>1212</b>	<b>\$416,950</b>		<b>275</b>	<b>\$418,994</b>		<b>197</b>	<b>\$414,498</b>		<b>74</b>	<b>201</b>	<b>\$411,390</b>		<b>73</b>	<b>99%</b>



Naasa Sherbeini ~ Cell (908) 883-1707 / Direct (908) 301-2893 ~ Naasa.Sherbeini@cbMoves.com  
 www.WestfieldTopHomes.com ~ www.WestfieldNJRealEstateBlog.com ~ www.WestfieldNJRealEstateMarket.com  
 Westfield Office #1 Coldwell Banker Office in the NY Metro Area