



Madison
December 2009

Buy and Sell Smarter™
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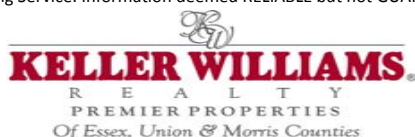
And so it begins 2010. I always like the beginning of a new year. We get to reflect on last year's successes, what we did right, what we did wrong and come up with ways to improve. We hope you like what you see as the year progresses. We saw the market momentum of the last quarter really gather steam. Already in the first week of the New Year our listings are getting offers, our buyers agents are writing contracts and I am getting many calls from people asking me to list their homes. With inflation getting ready to rear its ugly head, interest rates going up and the tax credits that buyers are able to take advantage of due to expire by the end June (the house must be under contract by April 30th) we are encouraging all to take advantage. The smart and savvy buyers and sellers will be making their moves in the first half of the year. If you are thinking of listing or buying please give us a call. With over 80% of our business coming from personal referrals we want to thank you for recommending us to your neighbors, friends and colleagues. Let us help you take advantage of this market.

Warm Regards, Maggee

Address	Style	Bedrooms	Baths	List Price	Sale Price	Percent of Sale Price	DOM
10 Keep Street	Colonial	2	1	\$325,000	\$310,000	95%	19
318 Main Street	Townhouse Interior	3	2.1	\$444,900	\$439,900	99%	18
67 Central Avenue	Colonial	3	2	\$450,000	\$440,000	98%	193
26 Sherwood Avenue	Cape Cod	3	2	\$479,000	\$460,000	96%	85
84 Wayne Boulevard	Cape Cod	3	2	\$479,721	\$468,000	98%	22
12 Parkside Avenue	Cape Cod	4	2.1	\$495,000	\$482,500	97%	94
8 Cedar Street	Split Level	3	2	\$495,000	\$515,500	104%	7
95 Greenwich Court	Townhouse End Unit	3	2.1	\$499,000	\$480,000	96%	312
80 Ridgedale Avenue	Cape Cod	3	3	\$515,000	\$495,000	96%	29
12 Lewis Drive	Ranch	3	2.1	\$635,000	\$575,000	91%	93
5 Shadylawn Drive	Colonial	3	2	\$649,000	\$618,000	95%	48
15 Pine Avenue	Colonial	3	2.1	\$675,000	\$643,000	95%	88
128 Green Village Road	Cape Cod	4	2	\$699,000	\$687,000	98%	54
14 Academy Road	Colonial	4	3.1	\$899,000	\$855,000	95%	164
73 Central Avenue	Colonial	2	1	\$1,000,000	\$960,000	96%	64
56 Fairview Avenue	Colonial	4	2.1	\$1,199,000	\$999,999	83%	114

*Each office is independently owned and operated **If your house is currently listed with another broker, please do not consider this a solicitation of your home

***Source: Garden State Multiple Listing Service. Information deemed RELIABLE but not GUARANTEED.



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Offices in Summit and Short Hills

