



South Orange  
December 2009

Buy and Sell Smarter™  
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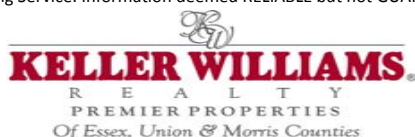
And so it begins 2010. I always like the beginning of a new year. We get to reflect on last year's successes, what we did right, what we did wrong and come up with ways to improve. We hope you like what you see as the year progresses. We saw the market momentum of the last quarter really gather steam. 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 30<sup>th</sup>) 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
153 Irvington Avenue 102	One Floor Unit	1	1	\$182,000	\$115,000	63%	92
129 Prospect Place	Colonial	5	2	\$200,000	\$202,000	101%	30
609 West South Orange Avenue	Hi Rise Unit	1	2	\$260,000	\$218,000	84%	22
57 Riggs Place	Colonial	4	1.1	\$274,999	\$260,000	95%	156
48 Mews Lane	Interior Townhouse	1	1.1	\$319,900	\$299,500	94%	28
609 South Orange Avenue 5L	Hi Rise Unit	2	2.1	\$349,000	\$335,000	96%	56
74 Mews Lane	Interior Townhouse	2	2.1	\$359,000	\$352,000	98%	42
36 Mews Lane	One Floor Unit	2	2	\$374,900	\$362,500	97%	37
346 Turrell Avenue	Colonial	4	3.2	\$497,000	\$510,000	103%	6
208 South Orange Avenue	Colonial	4	2.1	\$515,000	\$505,000	98%	36
676 Longview Road	Contemporary	3	2.1	\$525,000	\$512,500	98%	26
227 Raymond Avenue	Ranch	3	2.1	\$549,000	\$550,000	100%	20
58 Park Place	Victorian	4	2.2	\$550,000	\$550,000	100%	11
297 Highland Road	Colonial	4	3.1	\$579,000	\$595,000	103%	24
384 Warwick Avenue	Carriage House	3	2	\$599,000	\$580,000	97%	49
387 Hillside Place	Mediterranean	4	2.2	\$695,000	\$650,000	94%	102
67 Glenview Road	Colonial	6	4.1	\$749,000	\$732,500	98%	30
25 Mayhew Drive	Tudor	4	4.1	\$771,000	\$737,500	96%	35
433 Meeker Street	Victorian	5	3.1	\$799,000	\$762,000	95%	50
170 Glenview Road	Expanded Ranch	4	3	\$808,500	\$780,000	96%	157

\*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

