



Springfield  
December 2009

Buy and Sell Smarter™  
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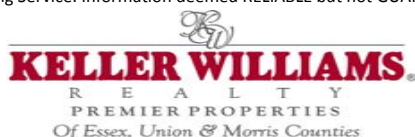
And so it begins 2010. I always like the beginning of a new year. We get to reflect on last year's successes, what we did right, what we did wrong and come up with ways to improve. We hope you like what you see as the year progresses. We saw the market momentum of the last quarter really gather steam. 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
107-B Troy Drive	One Floor Unit	1	1	\$189,000	\$185,000	98%	103
445 Morris Avenue 3D	One Floor Unit	1	1	\$189,000	\$175,500	93%	32
82A Troy Drive	One Floor Unit	2	1	\$228,500	\$200,000	88%	134
27 Shunpike Road	Ranch	3	1	\$279,900	\$250,000	89%	386
36 Clinton Avenue	Ranch	3	1.1	\$309,900	\$295,000	95%	321
78 Henshaw Avenue	Cape Cod	4	1	\$319,000	\$302,500	95%	90
21 Owaissa Avenue	Cape Cod	4	2	\$324,900	\$327,500	101%	98
114 Mapes Avenue	Ranch	3	1	\$325,000	\$305,000	94%	2
15 Cambridge Terrace	Ranch	2	1	\$329,900	\$333,000	101%	20
89 Linden Avenue	Cape Cod	4	2	\$329,900	\$357,000	108%	17
107 Kipling Avenue	Expanded Ranch	3	1.1	\$344,900	\$350,000	101%	15
108 Evergreen Avenue	Split Level	4	2.2	\$424,800	\$415,000	98%	74
271 Mountain Avenue	Raised Ranch	4	2.1	\$437,400	\$405,000	93%	176
120 Tooker Avenue	Colonial	3	2.1	\$449,000	\$440,000	98%	159
185 Bryant Avenue	Colonial	4	2.1	\$474,900	\$425,000	89%	8
39 Green Hill Road	Raised Ranch	4	2.1	\$630,000	\$607,500	96%	75
8 Kimberly Court	Colonial	4	2.1	\$645,000	\$630,000	98%	49
55 Fieldstone Drive	Colonial	5	4.1	\$774,900	\$700,000	90%	124

\*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

