



West Orange
December 2009

Buy and Sell Smarter™
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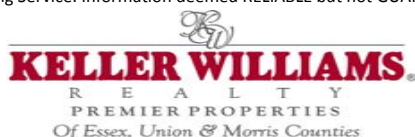
And so it begins 2010. I always like the beginning of a new year. We get to reflect on last year's successes, what we did right, what we did wrong and come up with ways to improve. We hope you like what you see as the year progresses. We saw the market momentum of the last quarter really gather steam. 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 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
6 Robert Court	One Floor Unit	1	1	\$79,900	\$60,000	75.09%	55
26 Harriet Street	Chalet	3	1.1	\$205,000	\$185,000	90.24%	27
410 Smith Manor Boulevard	One Floor Unit	2	2	\$218,900	\$215,000	98.22%	118
3 West Park Drive	Ranch	3	1.1	\$238,900	\$245,000	102.55%	45
2 Hoover Avenue	Ranch	3	2.1	\$289,000	\$200,000	69.20%	21
17 Kenz Terrace	Colonial	3	1.1	\$309,000	\$290,000	93.85%	440
62 Lenox Terrace	Ranch	3	3	\$315,000	\$310,000	98.41%	69
38 Fitzrandolph Road	Cape Cod	3	1.1	\$324,900	\$324,900	100.00%	25
31 Bradley Terrace	Colonial	3	1.1	\$325,000	\$305,000	93.85%	54
11 Edgemont Road	Colonial	2	1.2	\$329,000	\$326,500	99.24%	41
6 Maple Avenue	Bungalow	4	2	\$369,000	\$355,000	96.21%	14
3 Tenney Court	Ranch	4	2.1	\$379,000	\$357,345	94.29%	70
68 Clarken Drive	Townhouse End Unit	2	2.1	\$379,000	\$368,000	97.10%	41
31 Currey Lane	Interior Townhouse	3	2.1	\$399,000	\$387,500	97.12%	11

*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



Living across the Hudson.com



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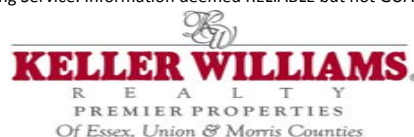
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Address	Style	Bedrooms	Baths	List Price	Sale Price	Percent of Sale Price	DOM
383 Digaetano Terrace	Townhouse End Unit	3	2.1	\$415,000	\$375,000	90.36%	203
130 Gregory Avenue	Colonial	5	2.2	\$425,900	\$350,000	82.18%	92
67 Lapis Circle	Townhouse End Unit	3	3.1	\$429,900	\$400,000	93.04%	163
146 Querques Lane	Townhouse End Unit	3	2.1	\$439,000	\$429,000	97.72%	15
11 Walden Court	Townhouse End Unit	3	2.1	\$449,000	\$425,000	94.65%	164
16 Kingwood Road	Split Level	4	2	\$449,000	\$425,000	94.65%	151
19 Edgar Road	Split Level	5	2.1	\$467,900	\$436,000	93.18%	50
24 Underwood Drive	Colonial	4	3.1	\$479,000	\$435,000	90.81%	167
8 Dogwood Drive	Colonial	5	2.1	\$499,000	\$440,000	88.18%	190
8 Haggerty Drive	Colonial	4	2.1	\$649,000	\$649,000	100.00%	100
7 MC Neal Court	Colonial	5	4	\$679,900	\$650,000	95.60%	146
2 Hage Terrace	Townhouse End Unit	3	2.1	\$679,900	\$612,500	90.09%	0
4 Hage Terrace	Interior Townhouse	4	3.1	\$699,900	\$655,229	93.62%	0
26 Donlavage Way	Townhouse End Unit	4	3.1	\$759,900	\$724,675	95.36%	120
9 Elm Court Way	Colonial	5	5.1	\$1,150,000	\$1,090,000	94.78%	37

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