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Broker Associate  
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## WHAT'S THE MISSING PIECE TO SELLING YOUR HOME FOR MORE MONEY?

The key to making your home most desirable to buyers is to create a space where they can envision themselves living. It can boost your home's asking price and reduce the time on market.

### CLEAN

The most effective staging tool is ensuring your home is spotless from floor-to-ceiling. Don't forget easily missed areas like baseboards and ceiling fans.

### MODERNIZE

Consider updating your fixtures to give your home a fresh look.

### MAXIMIZE SPACE

Tightly packed closets and storage spaces may make your home seem as though it lacks needed space.

### DE-PERSONALIZE

Help buyers envision themselves in your home without feeling overwhelmed by your memorabilia.

### ADD PURPOSE

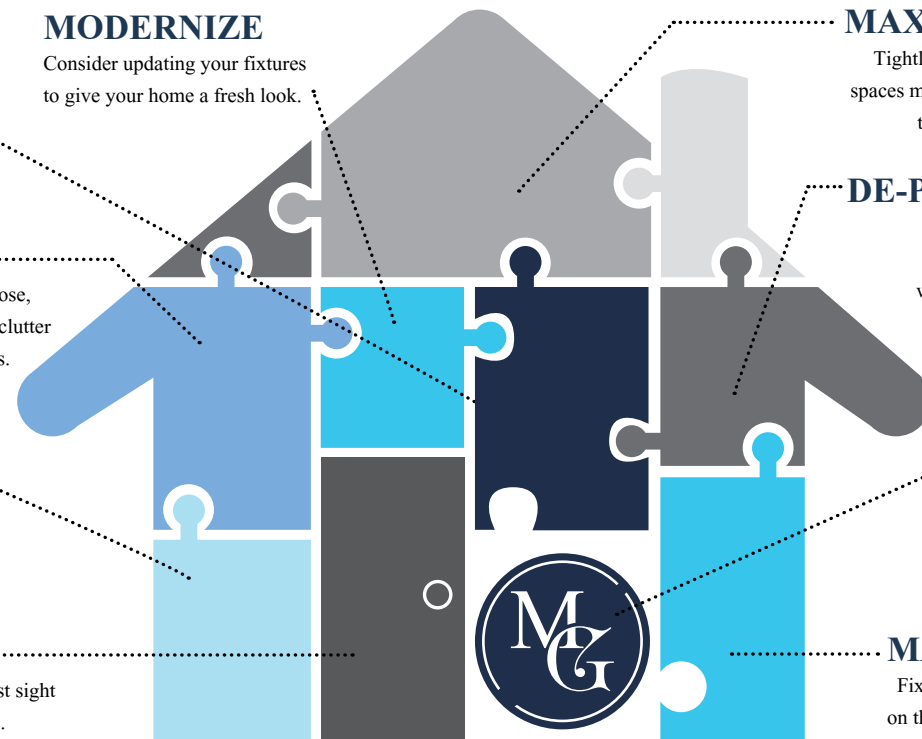
Stage spare rooms to have a purpose, such as a home office. Clean out clutter and furnish with functional pieces.

### PAINT

Neutral paints are welcoming and will appeal to most potential buyers, plus it's a low-cost way to change the look of your home.

### CURB APPEAL

Allow buyers to fall in love at first sight with fresh landscaping and plants.



### MAGGEE MIGGINS GROUP

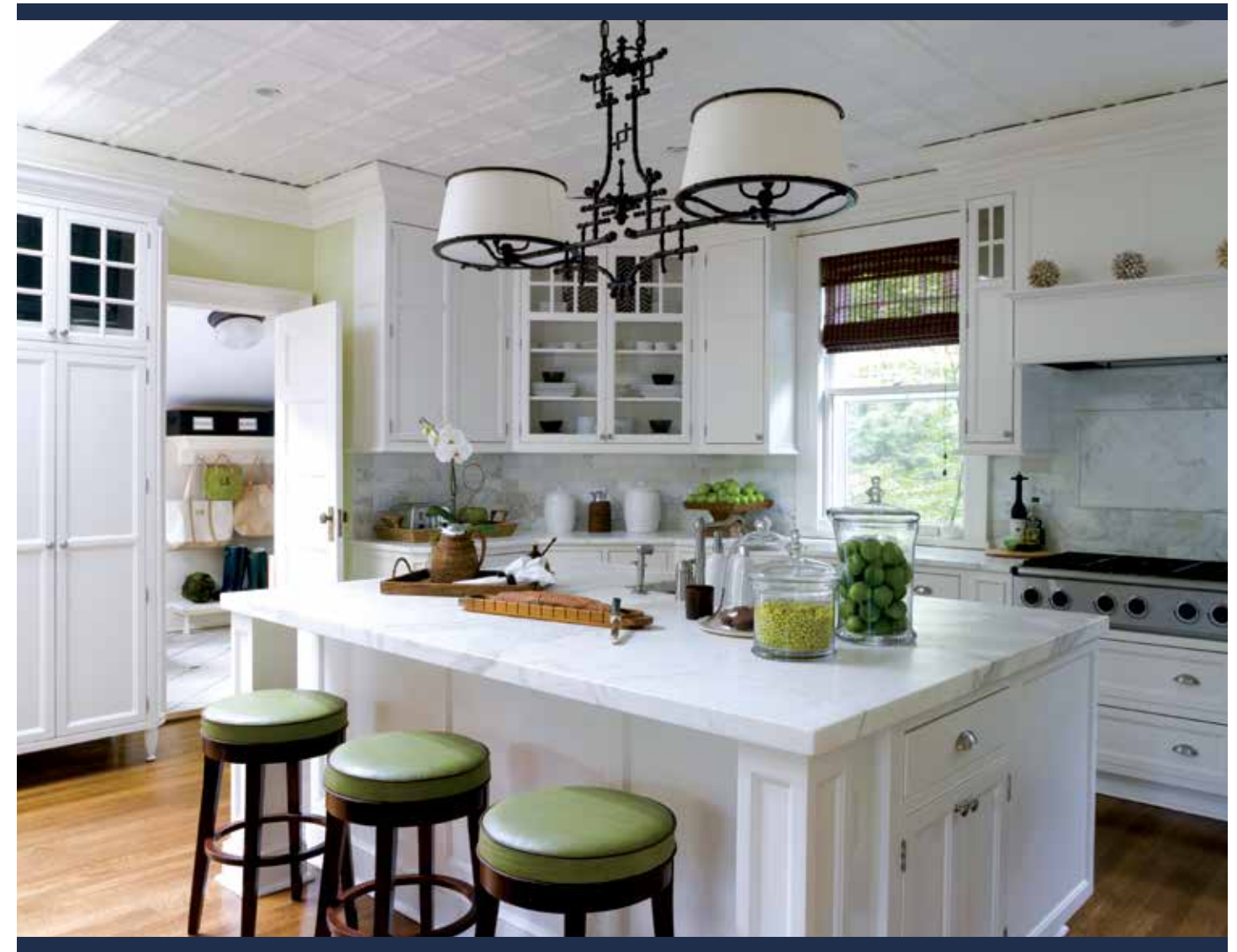
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### MAKE REPAIRS

Fix any lingering wear-and-tear on the walls, floors, and fixtures.

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*If you are thinking about selling, choose a Maplewood specialist that can help connect the pieces and get you the most from your investment. Call Maggee today at 973.879.9711 to learn how her team of experts can help prepare your home so that you receive top dollar.*

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The following information is about Homes Sold and Closed in Maplewood February, 2017

| Address                     | Style       | Rooms | Bedrooms | Baths | Original List Price | Sales Price      | SP:LP         | Assessment       | SP:AV          | DOM        |
|-----------------------------|-------------|-------|----------|-------|---------------------|------------------|---------------|------------------|----------------|------------|
| 806 Prospect Street         | Colonial    | 6     | 3        | 1.0   | \$230,000           | \$237,000        | 103.04%       | \$180,300        | 131.45%        | 46         |
| 1677 Springfield Avenue 1   | One Floor   | 4     | 2        | 1.1   | \$259,900           | \$245,000        | 94.27%        | \$244,100        | 100.37%        | 209        |
| 13 Harding Street           | Colonial    | 6     | 3        | 1.1   | \$300,000           | \$224,000        | 74.67%        | \$212,700        | 105.31%        | 238        |
| 90 Hudson Avenue            | Colonial    | 7     | 3        | 1.1   | \$315,000           | \$360,000        | 114.29%       | \$387,800        | 92.83%         | 71         |
| 9 Wetmore Avenue            | Colonial    | 7     | 3        | 2.0   | \$349,000           | \$316,000        | 90.54%        | \$214,000        | 147.66%        | 85         |
| 221 Laurel Avenue           | Aframe      | 6     | 3        | 1.1   | \$369,900           | \$325,000        | 87.86%        | \$242,400        | 134.08%        | 222        |
| 2 Melman Terrace            | Colonial    | 8     | 3        | 2.1   | \$425,000           | \$438,000        | 103.06%       | \$299,000        | 146.49%        | 19         |
| 52 Menzel Avenue            | Colonial    | 8     | 3        | 2.1   | \$439,000           | \$410,000        | 93.39%        | \$223,300        | 183.61%        | 115        |
| 9 Lincoln Place             | Colonial    | 8     | 3        | 1.1   | \$545,000           | \$577,150        | 105.90%       | \$358,200        | 161.13%        | 1          |
| 53 Highland Avenue          | Split Level | 7     | 3        | 1.1   | \$569,000           | \$555,000        | 97.54%        | \$317,900        | 174.58%        | 87         |
| 138 Midland Boulevard       | Cape Cod    | 8     | 3        | 2.0   | \$590,000           | \$622,000        | 105.42%       | \$287,300        | 216.50%        | 57         |
| 15 Highland Place           | Colonial    | 9     | 5        | 1.1   | \$625,000           | \$650,000        | 104.00%       | \$462,900        | 140.42%        | 64         |
| 188 Oakland Road            | Colonial    | 9     | 5        | 3.2   | \$639,000           | \$643,500        | 100.70%       | \$505,400        | 127.32%        | 34         |
| 215 Wyoming Avenue          | Colonial    | 13    | 6        | 3.1   | \$775,000           | \$606,000        | 78.19%        | \$614,800        | 98.57%         | 466        |
| 6 Winthrop Place            | Colonial    | 10    | 5        | 2.2   | \$780,000           | \$750,000        | 96.15%        | \$549,800        | 136.41%        | 31         |
| 27 Roosevelt Road           | Colonial    | 11    | 6        | 3.1   | \$959,000           | \$1,080,000      | 112.62%       | \$712,300        | 151.62%        | 12         |
| <b>TOTAL HOMES SOLD: 16</b> |             |       |          |       | <b>\$510,613</b>    | <b>\$502,416</b> | <b>97.60%</b> | <b>\$363,263</b> | <b>140.52%</b> | <b>110</b> |

The following information is about Homes Sold and Closed in Maplewood January, 2017

| Address                     | Style              | Rooms | Bedrooms | Baths | Original List Price | Sales Price      | SP:LP         | Assessment       | SP:AV          | DOM        |
|-----------------------------|--------------------|-------|----------|-------|---------------------|------------------|---------------|------------------|----------------|------------|
| 684 Irvington Avenue Unit 3 | Townhouse End Unit | 5     | 2        | 1.0   | \$150,000           | \$152,500        | 101.67%       | \$146,000        | 104.45%        | 6          |
| 25 Brown Street             | Colonial           | 8     | 5        | 2.1   | \$199,000           | \$205,500        | 103.27%       | \$214,800        | 95.67%         | 1,306      |
| 9 Marion Terrace            | Colonial           | 7     | 3        | 1.0   | \$279,900           | \$247,000        | 88.25%        | \$214,000        | 115.42%        | 52         |
| 11 Wellesley Street         | Colonial           | 7     | 3        | 1.0   | \$349,000           | \$349,000        | 100.00%       | \$212,900        | 163.93%        | 17         |
| 16 Berkshire Road           | Colonial           | 11    | 3        | 2.1   | \$450,000           | \$450,000        | 100.00%       | \$425,000        | 105.88%        | 24         |
| 14 Highland Place Unit F    | Townhouse End Unit | 5     | 2        | 1.1   | \$459,000           | \$486,000        | 105.88%       | \$331,600        | 146.56%        | 7          |
| 9 Peachtree Road            | Colonial           | 9     | 4        | 2.1   | \$499,000           | \$470,000        | 94.19%        | \$277,000        | 169.68%        | 32         |
| 16 Kensington Terrace       | Colonial           | 8     | 4        | 1.1   | \$524,500           | \$565,000        | 107.72%       | \$397,700        | 142.07%        | 13         |
| 44 Orchard Road             | Colonial           | 9     | 3        | 2.0   | \$525,000           | \$520,000        | 99.05%        | \$303,900        | 171.11%        | 17         |
| 11 Evergreen Place          | Tudor              | 9     | 3        | 2.1   | \$639,000           | \$620,000        | 97.03%        | \$509,900        | 121.59%        | 33         |
| 513 Richmond Avenue         | Colonial           | 9     | 3        | 2.1   | \$659,000           | \$650,000        | 98.63%        | \$463,000        | 140.39%        | 42         |
| 447-449 Elmwood Avenue      | Colonial           | 9     | 4        | 2.0   | \$689,000           | \$700,000        | 101.60%       | \$458,500        | 152.67%        | 10         |
| 34 Crestwood Drive          | Custom             | 10    | 4        | 2.2   | \$729,000           | \$779,375        | 106.91%       | \$535,900        | 145.43%        | 13         |
| 20 Woodhill Drive           | Colonial           | 10    | 6        | 3.1   | \$825,000           | \$737,500        | 95.16%        | \$579,200        | 127.33%        | 78         |
| 23 Highland Place           | Colonial           | 8     | 4        | 2.1   | \$850,000           | \$805,000        | 94.71%        | \$560,500        | 143.62%        | 134        |
| 22 Hickory Drive            | Victorian          | 11    | 8        | 2.2   | \$1,175,000         | \$1,175,000      | 100.00%       | \$705,200        | 166.62%        | 52         |
| 416 Walton Road             | Colonial           | 11    | 5        | 3.2   | \$1,199,000         | \$1,177,000      | 98.17%        | \$870,200        | 135.26%        | 29         |
| <b>TOTAL HOMES SOLD: 17</b> |                    |       |          |       | <b>\$600,024</b>    | <b>\$593,463</b> | <b>99.54%</b> | <b>\$423,841</b> | <b>138.10%</b> | <b>110</b> |

The following information is about Homes Sold and Closed in Maplewood March, 2017

| Address                     | Style        | Rooms | Bedrooms | Baths | Original List Price | Sales Price      | SP:LP         | Assessment       | SP:AV          | DOM        |
|-----------------------------|--------------|-------|----------|-------|---------------------|------------------|---------------|------------------|----------------|------------|
| 291-B Elmwood Avenue        | One Floor    | 4     | 1        | 1.0   | \$70,000            | \$86,240         | 123.20%       | \$88,900         | 97.01%         | 77         |
| 626 Irvington Avenue        | Colonial     | 6     | 3        | 1.1   | \$129,000           | \$144,500        | 34.00%        | \$255,300        | 56.60%         | 4          |
| 15 Hillcrest Road           | Cape Cod     | 5     | 2        | 1.0   | \$199,999           | \$185,000        | 92.50%        | \$218,700        | 84.59%         | 43         |
| 1677 Springfield Avenue 4   | One Floor    | 4     | 2        | 1.1   | \$259,900           | \$255,000        | 98.11%        | \$241,100        | 105.77%        | 28         |
| 37 Van Ness Terrace         | Colonial     | 9     | 4        | 1.1   | \$270,000           | \$230,000        | 85.19%        | \$284,200        | 80.93%         | 692        |
| 13 Field Road               | Colonial     | 8     | 3        | 1.0   | \$279,900           | \$275,900        | 98.57%        | \$192,500        | 143.32%        | 47         |
| 99 Hillcrest Road           | Colonial     | 7     | 3        | 1.1   | \$280,000           | \$262,000        | 93.57%        | \$228,100        | 114.86%        | 483        |
| 792 Prospect Street         | Colonial     | 6     | 2        | 1.1   | \$284,900           | \$284,900        | 100.00%       | \$197,400        | 144.33%        | 475        |
| 28 Colgate Road             | Tudor        | 8     | 4        | 1.1   | \$290,000           | \$390,000        | 134.48%       | \$484,300        | 80.53%         | 18         |
| 11 Taranto Court            | Cape Cod     | 5     | 2        | 1.0   | \$298,000           | \$277,000        | 92.95%        | \$199,700        | 138.71%        | 249        |
| 32 Brookwood Drive          | Colonial     | 9     | 3        | 3.0   | \$325,000           | \$249,000        | 76.62%        | \$299,200        | 83.22%         | 455        |
| 46 Princeton Street         | Colonial     | 7     | 3        | 1.1   | \$429,000           | \$475,000        | 110.72%       | \$269,100        | 176.51%        | 7          |
| 616 S. Orange Avenue C008E  | High Rise    | 5     | 2        | 2.0   | \$450,000           | \$440,000        | 97.78%        | \$362,000        | 121.55%        | 325        |
| 20 Union Avenue             | Colonial     | 8     | 5        | 3.0   | \$459,000           | \$449,000        | 97.82%        | \$298,800        | 150.27%        | 82         |
| 52 Ball Terrace             | Colonial     | 6     | 3        | 2.1   | \$544,900           | \$592,000        | 108.64%       | \$409,900        | 144.43%        | 14         |
| 1 North Terrace             | Colonial     | 9     | 4        | 2.1   | \$599,000           | \$620,000        | 103.51%       | \$363,600        | 170.52%        | 62         |
| 21 Rutgers Street           | Colonial     | 10    | 3        | 1.1   | \$649,000           | \$649,000        | 100.00%       | \$425,200        | 152.63%        | 10         |
| 7 Colgate Road              | Colonial     | 8     | 4        | 2.1   | \$725,000           | \$710,000        | 97.93%        | \$479,500        | 148.07%        | 42         |
| 75 Tuscan Road              | Colonial     | 9     | 4        | 3.2   | \$769,000           | \$867,500        | 112.81%       | \$383,400        | 226.26%        | 9          |
| 16 Euclid Avenue            | Colonial     | 11    | 5        | 3.0   | \$775,000           | \$650,000        | 83.87%        | \$675,100        | 96.28%         | 41         |
| 2-4 Warner Road             | Ranch Raised | 10    | 4        | 3.1   | \$799,000           | \$799,000        | 100.00%       | \$518,700        | 154.04%        | 93         |
| 536 Ridgewood Road          | Colonial     | 10    | 4        | 2.2   | \$850,000           | \$675,000        | 79.41%        | \$621,300        | 108.64%        | 658        |
| 9 Woodhill Drive            | Colonial     | 10    | 6        | 3.1   | \$859,000           | \$899,000        | 104.66%       | \$645,600        | 139.25%        | 15         |
| 53 Curtis Place             | Colonial     | 15    | 6        | 4.1   | \$1,499,000         | \$1,600,000      | 106.74%       | \$809,000        | 197.78%        | 27         |
| <b>TOTAL HOMES SOLD: 24</b> |              |       |          |       | <b>\$503,900</b>    | <b>\$502,710</b> | <b>97.21%</b> | <b>\$372,942</b> | <b>129.84%</b> | <b>165</b> |

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