ASHCOMBE REALTY

Ashcombe Realty

27 Larkhaven Rd

Cranford, NJ 07016

Prepared November 20, 2026, version 1



Photo: Curtis Adams, Pexels

1. WHAT HAS SOLD NEAR YOU

This is a comparative market analysis, not an appraisal. Six sales I selected, closed between Jan 16, 2026 and Oct 30, 2026, from $668,000 to $748,000.

Your home

TYPE	Single-family	**BEDS**	3
BATHS	2	**SIZE**	1,640 sq ft per made-up sample data; please confirm
YEAR BUILT	1926	**LOT**	50 × 150
TAXES	$11,240 last year, per made-up sample data	**HOA**	None
PARKING	Driveway	**CONDITION**	Not on record; please tell me

From made-up sample data: type, beds, baths, size, year built, lot, taxes, HOA and parking. If anything here is off, tell me and I will update the numbers.

How to read this

Time-adjusted (est.): the sale price moved to today's market, not a price anyone paid.

Sale price vs. last asking: the sale price as a share of the last asking price; 100% is a sale at that price.

Days to contract, all listings counts every listing; small type is the last listing alone.

Beds / baths: 3 / 2 means 3 beds, 2 baths.

mi is miles from your home in a straight line.

Address	Sold	Sale price	Time-adjusted (est.)	Sale price vs. last asking	Days to contract, all listings	Beds / baths	Sq ft
1. 41 Quillfeather Ln Single-family, 0.3 mi, built 1928, MLS #9100101, Lot: 50 × 140	Oct 16, 2026	$712,000	$714,700	101.9% of $699,000	9	3 / 2	1,580
2. 22 Marrowgate Ct Single-family, 0.4 mi, built 1935, MLS #9100104, Lot: 55 × 130	Apr 10, 2026	$721,500	$739,100	101.8% of $709,000	7	3 / 2	1,690
3. 8 Brindle Hollow Rd Single-family, 0.5 mi, built 1931, MLS #9100102, Lot: 60 × 125	Aug 7, 2026	$735,000	$743,300	101.4% of $725,000	12	3 / 2	1,720
4. 156 Thistlecombe Ave Single-family, 0.6 mi, built 1924, seller concessions $5,000, MLS #9100103, Lot: 50 × 150	Jun 26, 2026	$668,000	$678,600	98.4% of $679,000 first listed at $699,000	45 31 days this listing	3 / 1.5	1,510
5. 73 Tansy Brook Rd Single-family, 0.8 mi, built 1929, MLS #9100105, Lot: 50 × 120	Jan 16, 2026	$694,000	$717,300	99.3% of $699,000	22	3 / 2	1,610
6. 5 Wrenfield Ter Single-family, 0.9 mi, built 1948, MLS #9100106, Lot: 60 × 140	Oct 30, 2026	$748,000	$748,000	101.2% of $739,000	6	3 / 2.5	1,760

Sales within 0.9 miles, same type, within 30% of your size, nearest first. Sales from January 16, 2026 to October 30, 2026; records as of November 20, 2026. Made-up sample sales for this demo; sizes, distances, years built, first list prices and concessions from made-up sample data.

Each sale is adjusted to your home at $12,000 a bedroom, $8,000 a bathroom and $400 a year of difference in year built; a fact that is not known is not adjusted. Condition is not adjusted until we see your home. Rates: our adjustment rates for Cranford single-family homes, reviewed each January. Size is not adjusted: there is no market rate for size, so only sales within 15% of your home's size are used.

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Address	Price	Time	Size	Beds	Baths	Year built	Condition	Adjusted
1. 41 Quillfeather Ln	$712,000	+$2,700	$0	$0	$0	-$800	not adjusted	$713,900
2. 22 Marrowgate Ct	$721,500	+$17,600	$0	$0	$0	-$3,600	not adjusted	$735,500
3. 8 Brindle Hollow Rd	$735,000	+$8,300	$0	$0	$0	-$2,000	not adjusted	$741,300
4. 156 Thistlecombe Ave	$668,000	+$10,600	$0	$0	+$4,000	+$800	not adjusted	$683,400
5. 73 Tansy Brook Rd	$694,000	+$23,300	$0	$0	$0	-$1,200	not adjusted	$716,100
6. 5 Wrenfield Ter	$748,000	$0	$0	$0	-$4,000	-$8,800	not adjusted	$735,200

Four of the six went under contract within two weeks.
Four of the six sold at or above their final list price.

What the sales say

- The middle of the sales is $717,000.
- They sold for $425 to $451 a square foot.
- Half went under contract within 9 days.

Prices are what each home sold for. Time-adjusted (est.) is our estimate. It moves each sale to today's market from its sale date; a sale under a month old stays as it sold. Time-adjusted at about 4% a year: our reading of Cranford single-family resales over the last two years. Sizes are as listed in the records named above. Concessions: as shown beside each sale; none on the others.

What a buyer sees next to your home

4 homes like yours are for sale near you, and 3 are under contract.

For sale now

Address	Asking price	Beds / baths	Sq ft	Days listed	Miles
12 Corvane Ct	$699,000	3 / 2	1,580	11	0.4
88 Elderwick Rd	$729,000	3 / 2	1,700	5	0.6
31 Hollisford Ave	$749,000	3 / 2	1,760	19	0.7
6 Sparrowgate Ln	$765,000	3 / 2	1,820	3	0.9

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Under contract

Address	Asking price	Beds / baths	Sq ft	Days listed	Miles
47 Tillbury Ln	$689,000	3 / 2	1,540	6	0.3
9 Owlcrest Rd	$719,000	3 / 2	1,650	9	0.8

From made-up sample listings on November 20, 2026: homes of your type with 3 beds, 2 baths and 1,394 to 1,886 sq ft, in the area around yours. Nearest first. These are asking prices, not sale prices. Days listed is how long each home has been listed. The nearest 2 of 3 under contract are shown.

The market right now

Homes like yours: your type, with 3 beds, 2 baths and 1,394 to 1,886 sq ft.

4
homes like yours for sale near you

3
homes like yours under contract

2.2
months of supply, homes like yours

101.6%
sale price vs. last asking, 4 sales like yours

9
days to contract, the middle of 4 sales like yours

Months of supply is the homes for sale now divided by the homes sold each month over the 12 months since November 20, 2025: 22 homes like yours sold. Sale price vs. last asking is the middle of each sale's sold price as a share of its final list price, over the sales of the last 12 months.

Suggested listing week: **Week of Monday, November 30** (we can pick another week together).

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2. YOUR PRICE AND ESTIMATED PROCEEDS

Recommended list price	$715,000	Most likely sale range	$702,500 to $727,500

Comps 1 and 3 count the most in the price, 22% and 18%: a sale counts more the less it needed adjusting and the nearer it is.

Three list prices: the recommended price, and $25,000 below and above it. Commission is negotiable and is set by agreement between you and the brokerage. No brokerage or transaction fee.

	Faster sale	Recommended	Stretch
Item	**$690,000**	**$715,000**	**$740,000**
New Jersey transfer fee Standard schedule	about $6,100	about $6,400	about $6,700
My compensation (5%) the rate you and I discuss at the appointment; covers the listing side and the buyer's agent's share. Commission is not set by law and is fully negotiable.	about $34,500	about $35,800	about $37,000
Attorney fee typical; your attorney sets it	about $1,500	about $1,500	about $1,500
Smoke and CO certificate estimate; your town sets the fee	about $300	about $300	about $300
Estimated proceeds before mortgage payoff and other costs of about $1,700 to $4,400	about **$647,600**	about **$671,100**	about **$694,600**

Send me your payoff amount and I will show your cash at closing. You can also enter it in the worksheet or calculator.

Faster sale is below the most likely sale range, Recommended is inside it and Stretch is above it.

Paid by you at closing but not in these figures: deed preparation (about $200 to $400), recording the mortgage discharge and the tax and water proration. Also not in them: repairs, staging, moving (about $1,500 to $4,000), HOA fees and transfer, bridge financing, credits or concessions and any other liens. The buyer pays the title insurance and the deed recording. Sources: our recent Union County closings, not quotes; local movers' 2026 rate cards. Your attorney and lender confirm the final figures.

Realty transfer fee: New Jersey schedule (N.J.S.A. 46:15-7), rates checked Aug 29, 2026. Standard fee shown. Senior, blind or disabled owner-occupants may qualify for a reduced fee under the NJ RTF-1 conditions. Veteran status alone does not qualify.

How the price was set

Address	Sold for	Time-adjusted (est.)	Adjusted to your home	Weight
1. 41 Quillfeather Ln	$712,000	$714,700	$713,900	22%
2. 22 Marrowgate Ct	$721,500	$739,100	$735,500	17%
3. 8 Brindle Hollow Rd	$735,000	$743,300	$741,300	18%
4. 156 Thistlecombe Ave	$668,000	$678,600	$683,400	16%
5. 73 Tansy Brook Rd	$694,000	$717,300	$716,100	13%
6. 5 Wrenfield Ter	$748,000	$748,000	$735,200	14%

A sale counts more the less it needed adjusting and the nearer it is (the Weight column). The middle of the 6 adjusted prices by weight is $716,100; to the nearest $5,000 that is $715,000.

Time-adjusted at about 4% a year: our reading of Cranford single-family resales over the last two years.

The range runs from $702,500 to $727,500: halfway from $715,000 to the prices $25,000 below and above it, inside the adjusted prices ($683,400 to $741,300).

Price per square foot check: the sales' middle price a square foot is $429 as sold and $441 time-adjusted (est.); your 1,640 sq ft x $441 is about $725,000, inside the range and within 10 percent of $715,000.

$715,000 rests on all 6 sales, each adjusted to your home and weighted as shown.

What each price means

List price	What it means
$690,000	Below the most likely sale range: a lower price can bring a faster sale, and you keep less.
$715,000	The middle of the adjusted sales by weight, inside the most likely sale range.
$740,000	Above what the sales support: likely longer on the market.

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Two ways to list your home

List at the recommended price: $715,000

About $671,100 before your mortgage payoff and other costs.

Time to contract: about 9 days, the middle of the 6 sales above.

We price where the recent sales point, show the home at its best and let buyers answer.

If showings are slow, we review the price with you after the first two weeks.

List below it: $690,000

About $647,600 before your mortgage payoff and other costs.

Time to contract: usually faster; the sales above took about 9 days (their middle).

A lower first price can bring more buyers in the first weekend and more than one offer.

We still review the price with you after the first two weeks.

You choose which way to list.

Try any price on your net sheet

packages.ashcombe.example/p/27-larkhaven-rd-e67f0d/calculator.html

Excel version

packages.ashcombe.example/p/27-larkhaven-rd-e67f0d/27-larkhaven-rd-seller-net-proceeds.xlsx

3. HOW WE MARKET YOUR HOME

Our team's last 12 months

14	101%	13
homes sold in the last 12 months	of list	days to contract

Our closed sales since November 20, 2025. The percentage and the days figure are the middle figures. Closed in December 2025, January 2026, March 2026, April 2026, May 2026, June 2026, July 2026 (2), August 2026, September 2026 (2), October 2026 (2), November 2026.

Our marketing plan

1. **A walk-through before photos**
   Riley walks the house with you, and together you pick what to fix, clean or clear before the photographer comes.
2. **Photos, video and a floor plan**
   A professional shoot of every room, a short video for Instagram and a measured floor plan, all included.

3 **Launch day**

Your home goes live on the MLS, which sends it to Zillow, Realtor.com and other sites the same day, and to our own Instagram as a post, a story and a reel.

4 **Open house and agent outreach**

One public open house on the first weekend, and a note to the local agents who have buyers in your price range.

5 **A Monday report**

Every Monday you get the week's showings and buyer feedback in writing; after 14 days with no offer we review the price with you.

4. SHOWINGS AND UPDATES

Who you work with

RM

Riley Marlowe
Sales Associate, The Marlowe Team at Ashcombe Realty

Weekly update: Every Monday.

You are covered two ways: a person who knows your home, and a showing service that never closes.



Casey Morrow

Our seller's assistant, available 8 AM to 7 PM, Monday to Saturday.

Call (908) 555-0162 or email casey@ashcombe.example

ShowingTime by Zillow

Open 24 hours, 7 days a week.

Handles every showing request and its follow-up.

1 **A buyer's agent asks to show your home**

The request goes to ShowingTime, day or night.

2 **You confirm, your way**

Call, text or email, whichever you prefer. Each owner can pick their own, and confirmed showings can go straight onto your calendar.

3 **Showing day**

An agent running late, or a question about the visit? ShowingTime answers at any hour.

4 **Feedback comes to you**

After each showing the buyer's agent gets a short survey on interest, price and condition. Their answers come to you. If an agent does not answer, Casey follows up.

At showings: Casey or Riley opens the door at every showing, so you never need to be home.

Before we list

- [ ] Clear the kitchen counters and the front hall.
- [ ] Take personal photos off the walls.
- [ ] Fix loose handrails, dripping faucets and dead bulbs.
- [ ] Wash the windows and tidy the garage and basement.
- [ ] Put away medicines, mail and valuables.
- [ ] Keep the lawn and the porch tidy the week of the photos.

From listing to closing

1. **Listing agreement**
   1 to 2 days
2. **Photos and media**
   3 to 5 days
3. **Launch on the MLS and Zillow**
   the day after you approve the photos
4. **Showings**
   2 to 6 weeks
5. **Offers**
   1 to 3 days after an offer arrives
6. **Attorney review**
   3 business days
7. **Inspection**
   7 to 10 days (set in the contract)
8. **Mortgage commitment**
   30 to 45 days (30 to 90 days for a buyer who is not pre-approved)
9. **Closing**
   45 to 60 days after the contract is signed (set in the contract)

Sources: N.J.A.C. 11:5-6.2(g); NJ Department of Banking and Insurance buyer's guide.

Riley Marlowe, Sales Associate

The Marlowe Team

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Reviews on Zillow ashcombe.example/zillow-reviews

Google reviews ashcombe.example/reviews

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