

Westfield

July 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	543 Downer Street	Colonial	3	1.0	24	\$349,900	\$290,000	\$300,000	103.45%	\$67,800	4.42
2	659 Hillcrest Avenue	Colonial	3	1.1	36	\$459,900	\$459,900	\$430,000	93.50%	\$131,600	3.27
3	935 Cleveland Avenue	Bi-Level	3	1.1	39	\$449,000	\$449,000	\$435,000	96.88%	\$111,500	3.90
4	525 Washington Street	Colonial	3	1.1	0	\$485,000	\$485,000	\$470,000	96.91%	\$127,300	3.69
5	512 Edgar Road	CapeCod	2	2.1	41	\$499,900	\$499,900	\$480,000	96.02%	\$100,200	4.79
6	1743 Florida Street	Ranch	2	1.0	14	\$475,000	\$475,000	\$480,000	101.05%	\$110,300	4.35
7	765 1ST Street	Colonial	3	2.0	16	\$499,900	\$499,900	\$489,000	97.82%	\$122,200	4.00
8	138 Clifton Street	Colonial	3	1.1	1	\$549,900	\$549,900	\$525,000	95.47%	\$152,500	3.44
9	319 Massachusetts Street	SplitLev	3	3.0	9	\$585,000	\$585,000	\$585,000	100.00%	\$145,500	4.02
10	941 Central Avenue	Colonial	4	2.1	43	\$679,000	\$599,000	\$590,000	98.50%	\$143,500	4.11
11	240 Welch Way	SplitLev	3	2.1	28	\$619,000	\$619,000	\$610,000	98.55%	\$146,900	4.15
12	422 W Broad Street	Colonial	3	2.1	7	\$550,000	\$550,000	\$620,000	112.73%	\$83,600	7.42
13	635 Maye Street	Colonial	3	1.1	21	\$639,000	\$639,000	\$622,000	97.34%	\$141,500	4.40
14	122 Roger Avenue	SplitLev	4	2.1	27	\$639,900	\$639,900	\$644,900	100.78%	\$120,000	5.37
15	118 Wyoming Street	Colonial	3	2.1	5	\$659,000	\$659,000	\$655,000	99.39%	\$131,200	4.99
16	1385 Boynton Avenue	SplitLev	4	2.1	16	\$659,000	\$659,000	\$680,000	103.19%	\$153,400	4.43
17	22 Genesee Trail	SplitLev	4	2.1	16	\$724,900	\$724,900	\$705,500	97.32%	\$170,700	4.13
18	320 Harrison Avenue	Colonial	5	2.1	32	\$759,000	\$729,000	\$725,000	99.45%	\$162,500	4.46
19	198 Cottage Place	Colonial	4	3.0	58	\$799,000	\$759,000	\$742,500	97.83%	\$140,200	5.30
20	642 Fairfield Circle	Colonial	4	2.1	30	\$749,900	\$749,900	\$745,000	99.35%	\$166,100	4.49
21	11 Marlin Court	Ranch	3	2.1	41	\$769,000	\$769,000	\$747,000	97.14%	\$165,000	4.53
22	901 Union Street	Colonial	4	2.1	14	\$759,900	\$759,900	\$765,000	100.67%	\$161,700	4.73
23	158 Landsdowne Avenue	SplitLev	4	2.1	44	\$775,000	\$775,000	\$775,000	100.00%	\$173,100	4.48
24	929 Summit Avenue	Colonial	4	2.1	12	\$769,000	\$769,000	\$775,000	100.78%	\$155,100	5.00
25	10 Oneida Drive	SplitLev	4	2.1	4	\$759,000	\$759,000	\$775,000	102.11%	\$187,300	4.14

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26	51 Mohican Drive	Ranch	4	3.1	43	\$799,900	\$799,900	\$782,000	97.76%	\$206,900	3.78
27	876 Standish Avenue	Colonial	4	2.2	46	\$849,900	\$849,900	\$810,000	95.31%		
28	527 Bradford Avenue	Colonial	3	2.1	38	\$825,000	\$825,000	\$825,000	100.00%	\$206,600	3.99
29	4 Pine Court	Colonial	4	2.1	36	\$899,000	\$899,000	\$890,000	99.00%	\$228,700	3.89
30	528 Birch Avenue	Colonial	4	2.1	21	\$929,900	\$929,900	\$929,900	100.00%	\$255,600	3.64
31	767 Knollwood Terrace	Colonial	5	2.1	8	\$949,000	\$949,000	\$949,000	100.00%	\$258,700	3.67
32	42 Fairhill Road	Colonial	4	4.1	22	\$995,000	\$995,000	\$967,500	97.24%	\$220,100	4.40
33	4 Kirkview Circle	Colonial	4	2.2	22	\$990,000	\$990,000	\$970,000	97.98%	\$217,500	4.46
34	643 Glen Avenue	Colonial	4	3.0	8	\$950,000	\$950,000	\$990,000	104.21%	\$206,600	4.79
35	200 E Dudley Avenue	Colonial	5	3.1	27	\$1,089,000	\$1,089,000	\$999,900	91.82%	\$251,400	3.98
36	415 Lenox Avenue	Victrian	4	3.1	12	\$1,050,000	\$1,050,000	\$1,031,000	98.19%	\$152,300	6.77
37	322 Lawrence Avenue	Victrian	4	3.1	83	\$1,229,000	\$1,084,500	\$1,084,500	100.00%	\$239,500	4.53
38	437 E Dudley Avenue	Victrian	5	3.1	22	\$1,139,000	\$1,139,000	\$1,103,750	96.91%	\$225,500	4.89
39	776 Austin Street	Colonial	5	4.1	5	\$1,199,900	\$1,199,900	\$1,199,900	100.00%		
40	627 Kensington Drive	Colonial	5	3.1	99	\$1,299,000	\$1,299,000	\$1,250,000	96.23%		
41	413 Clifton Street	Colonial	5	5.0	34	\$1,350,000	\$1,350,000	\$1,280,000	94.81%	\$253,800	5.04
42	5 Bennett Place	Colonial	5	4.1	21	\$1,499,900	\$1,499,900	\$1,450,000	96.67%	\$306,500	4.73
43	445 Topping Hill Road	Colonial	4	4.1	28	\$1,495,000	\$1,495,000	\$1,460,000	97.66%	\$334,700	4.36
AVERAGE					27	\$818,642	\$810,400	\$798,683	98.84%		4.47

"ACTIVE" Listings in Westfield

Number of Units: 148
Average List Price: \$1,062,799
Average Days on Market: 79

"UNDER CONTRACT" Listings in Westfield

Number of Units: 78
Average List Price: \$812,824
Average Days on Market: 36

Westfield 2017 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	57	53	75	63	43	42	27						50
List Price	\$869,045	\$849,130	\$788,995	\$928,468	\$876,138	\$900,768	\$810,400						\$862,289
Sales Price	\$847,839	\$819,600	\$775,256	\$919,091	\$866,110	\$888,661	\$798,683						\$848,746
Sales Price as a % of List Price	97.19%	96.85%	98.45%	99.12%	99.22%	99.58%	98.84%						98.75%
Sales Price to Assessed Value	4.33	4.06	4.59	4.35	4.48	4.56	4.47						4.47
# Units Sold	33	10	38	33	34	59	43						250
Active Listings	115	118	146	153	152	148	138						139
Under Contracts	54	69	90	98	100	78	57						78

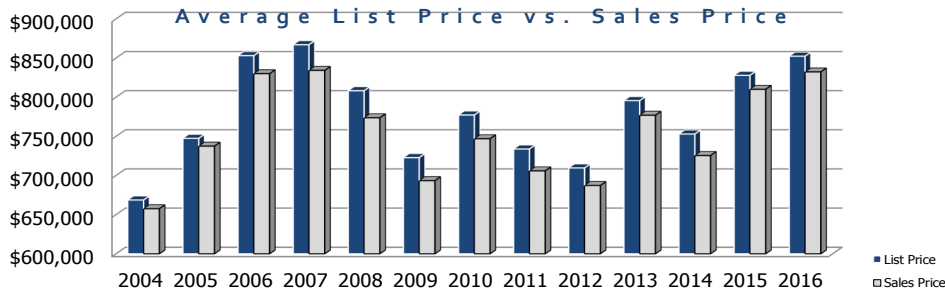
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	49	50	0.90%
Sales Price	\$825,411	\$848,746	2.83%
Sales Price to Assessed Value	4.45	4.47	0.37%

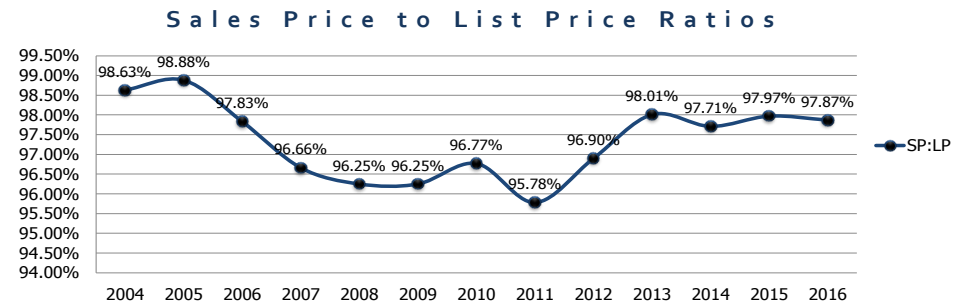


YTD	2016	2017	% Change
# Units Sold	241	250	3.73%
Active Listings	145	138	-4.83%
Under Contracts	84	57	-32.14%

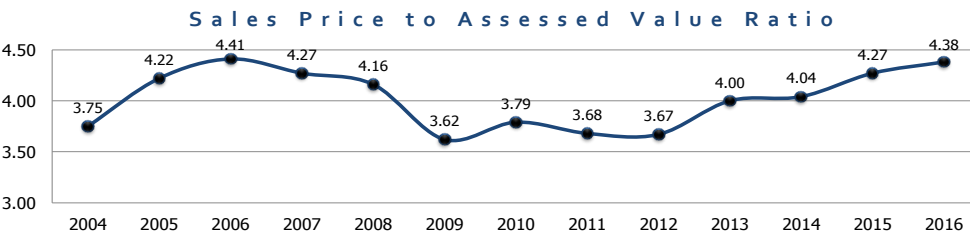
Westfield Yearly Market Trends



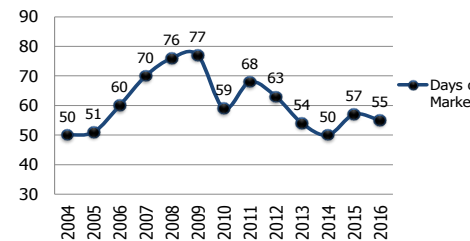
Westfield Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204	\$776,943	\$725,557	\$810,097	\$832,272



Average Days on Market



Number of Units Sold

