

Westfield

August 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	538 W Broad Street	Colonial	3	1.1	40	\$280,000	\$280,000	\$270,000	96.43%	\$57,100	4.73
2	557 Downer Street	Colonial	4	2.0	28	\$365,000	\$365,000	\$333,000	91.23%	\$77,600	4.29
3	926 Rahway Avenue	Colonial	4	2.1	45	\$409,000	\$409,000	\$360,000	88.02%	\$139,400	2.58
4	856 Rahway Avenue	Colonial	3	1.1	4	\$415,000	\$415,000	\$390,000	93.98%	\$118,700	3.29
5	703 Saint Marks Avenue	Colonial	4	1.0	21	\$500,000	\$500,000	\$460,000	92.00%	\$144,500	3.18
6	409 W Grove Street	Colonial	3	1.1	56	\$495,000	\$495,000	\$485,000	97.98%	\$98,800	4.91
7	1025 E Broad Street	Colonial	3	1.1	13	\$495,000	\$495,000	\$501,000	101.21%	\$99,400	5.04
8	318 Belmar Place	Custom	4	2.0	42	\$549,900	\$510,000	\$507,000	99.41%	\$135,200	3.75
9	925 Irving Avenue	Colonial	3	1.1	31	\$535,888	\$538,888	\$540,000	100.21%	\$118,500	4.56
10	92 Summit Court	SplitLev	3	1.1	15	\$540,000	\$540,000	\$549,000	101.67%	\$161,300	3.40
11	821 Grandview Avenue	Colonial	4	2.0	86	\$579,500	\$559,500	\$550,000	98.30%	\$145,800	3.77
12	832 Carleton Road	Colonial	3	2.1	13	\$579,000	\$579,000	\$579,000	100.00%	\$170,400	3.40
13	14 Amy Drive	Ranch	3	2.0	58	\$625,000	\$625,000	\$610,000	97.60%	\$171,600	3.55
14	310 Springfield Avenue	Ranch	3	3.0	56	\$634,900	\$634,900	\$625,000	98.44%	\$102,600	6.09
15	581 Trinity Place	Colonial	4	2.1	26	\$685,000	\$685,000	\$645,000	94.16%	\$153,800	4.19
16	841 Shadowlawn Drive	Colonial	3	2.0	30	\$689,000	\$659,000	\$649,000	98.48%	\$140,800	4.61
17	225 Ayliffe Avenue	Colonial	4	3.0	77	\$649,000	\$649,000	\$653,000	100.62%	\$150,000	4.35
18	901 Central Avenue	Colonial	5	3.1	47	\$685,000	\$685,000	\$657,000	95.91%	\$136,400	4.82
19	19 Genesee Trail	SplitLev	4	2.1	25	\$689,000	\$689,000	\$669,000	97.10%	\$180,900	3.70
20	780 Fairacres Avenue	Colonial	3	2.0	4	\$659,000	\$659,000	\$669,700	101.62%	\$153,500	4.36
21	36 Canterbury Lane	Colonial	4	2.1	81	\$759,000	\$759,000	\$675,000	88.93%	\$225,500	2.99
22	143 Vernon Terrace	Custom	4	3.0	125	\$714,000	\$714,000	\$700,000	98.04%	\$160,800	4.35
23	1050 Lawrence Avenue	SplitLev	4	2.2	86	\$889,000	\$729,000	\$710,000	97.39%	\$230,000	3.09
24	50 Nomahegan Drive	Custom	4	3.0	36	\$739,000	\$739,000	\$730,000	98.78%	\$193,700	3.77
25	722 Knollwood Terrace	Colonial	3	2.1	21	\$759,000	\$759,000	\$775,000	102.11%	\$172,800	4.48

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26	158 N Euclid Avenue	Colonial	5	3.1	68	\$859,000	\$859,000	\$825,000	96.04%	\$182,500	4.52
27	121 Virginia Street	Colonial	5	3.1	22	\$899,000	\$875,000	\$827,500	94.57%	\$217,000	3.81
28	107 Effingham Place	Colonial	4	1.3	8	\$799,900	\$799,900	\$828,000	103.51%	\$212,800	3.89
29	424 1st Street	Colonial	5	2.2	31	\$850,000	\$850,000	\$855,000	100.59%	\$191,500	4.46
30	810 Wallberg Avenue	Colonial	4	3.1	27	\$864,900	\$864,900	\$855,000	98.86%	\$158,800	5.38
31	1041 Wychwood Road	Colonial	4	3.1	36	\$899,000	\$899,000	\$897,500	99.83%	\$257,700	3.48
32	168 W Madison Avenue	Colonial	4	2.2	43	\$999,000	\$999,000	\$980,000	98.10%	\$210,600	4.65
33	9 Normandy Drive	Colonial	4	4.1	7	\$969,000	\$969,000	\$989,000	102.06%	\$209,200	4.73
34	1020 Summit Avenue	SplitLev	5	4.1	27	\$1,050,000	\$1,050,000	\$1,025,000	97.62%	\$193,300	5.30
35	838 Standish Avenue	Colonial	4	3.1	10	\$1,049,000	\$1,049,000	\$1,049,000	100.00%	\$230,000	4.56
36	823 Knollwood Terrace	Custom	4	3.1	24	\$1,065,000	\$1,065,000	\$1,065,000	100.00%	\$230,600	4.62
37	25 Burrington Gorge	Custom	4	4.1	7	\$1,099,000	\$1,099,000	\$1,080,000	98.27%	\$220,500	4.90
38	122 Hamilton Avenue	Colonial	5	3.0	6	\$1,100,000	\$1,100,000	\$1,100,000	100.00%	\$301,100	3.65
39	112 Brightwood Avenue	Colonial	4	4.1	27	\$999,999	\$999,999	\$1,150,000	115.00%	\$296,000	3.89
40	651 Clark Street	Colonial	5	4.1	17	\$1,305,000	\$1,305,000	\$1,250,000	95.79%	\$185,800	6.73
41	221 Connecticut Street	Colonial	5	5.1	21	\$1,299,000	\$1,299,000	\$1,299,000	100.00%		
42	42 Faulkner Drive	Colonial	6	6.0	0	\$1,449,000	\$1,449,000	\$1,449,000	100.00%		
43	613 South Chestnut Street	Colonial	6	6.1	175	\$1,599,900	\$1,549,900	\$1,470,000	94.84%		
44	124 Effingham Place	Colonial	5	3.2	115	\$1,699,000	\$1,649,000	\$1,610,000	97.63%	\$280,800	5.73
AVERAGE					39	\$813,043	\$804,613	\$793,084	98.24%		4.28

"ACTIVE" Listings in Westfield

Number of Units: 141
Average List Price: \$1,077,938
Average Days on Market: 76

"UNDER CONTRACT" Listings in Westfield

Number of Units: 40
Average List Price: \$874,681
Average Days on Market: 55

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	39					48
List Price	\$869,045	\$849,130	\$788,995	\$928,468	\$876,138	\$900,768	\$810,400	\$804,613					\$853,657
Sales Price	\$847,839	\$819,600	\$775,256	\$919,091	\$866,110	\$888,661	\$798,683	\$793,084					\$840,416
Sales Price as a % of List Price	97.19%	96.85%	98.45%	99.12%	99.22%	99.58%	98.84%	98.24%					98.67%
Sales Price to Assessed Value	4.33	4.06	4.59	4.35	4.48	4.56	4.47	4.28					4.44
# Units Sold	33	10	38	33	34	59	43	44					294
Active Listings	115	118	146	153	152	148	138	141					139
Under Contracts	54	69	90	98	100	78	57	40					73

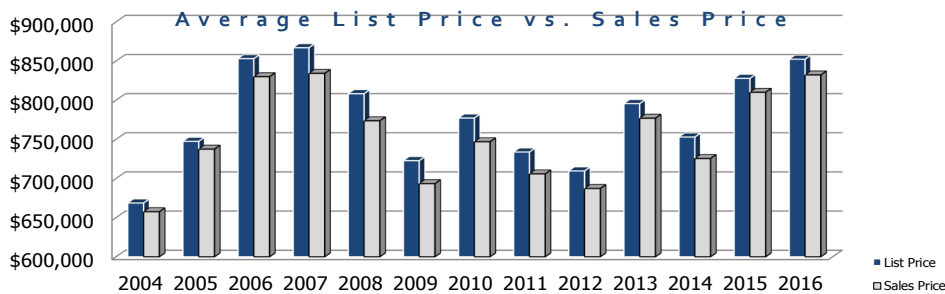
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	51	48	-5.20%
Sales Price	\$836,820	\$840,416	0.43%
Sales Price to Assessed Value	4.43	4.44	0.16%

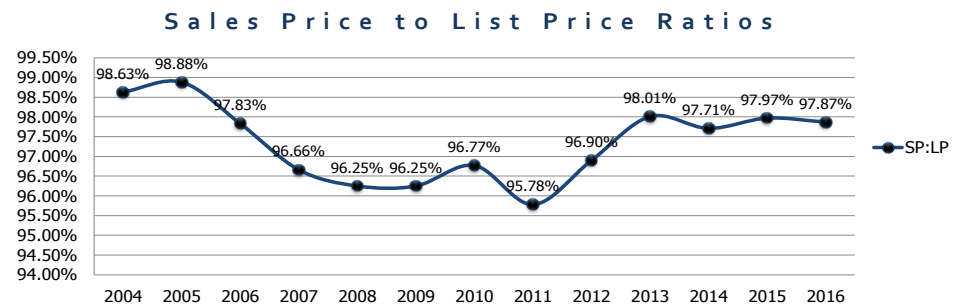


YTD	2016	2017	% Change
# Units Sold	279	294	5.38%
Active Listings	146	141	-3.42%
Under Contracts	69	40	-42.03%

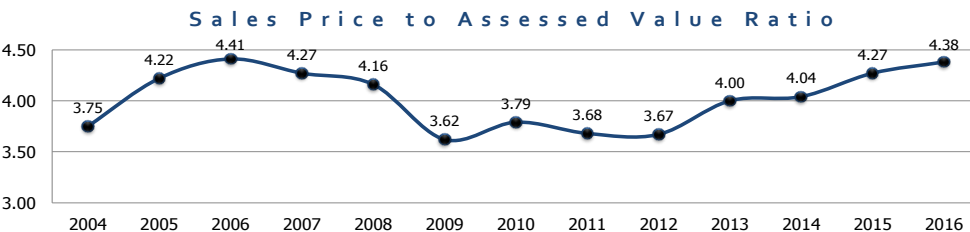
Westfield Yearly Market Trends



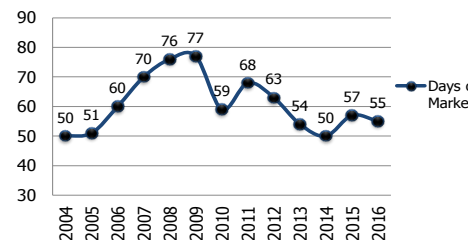
Westfield Yearly Market Trends



	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

