

Westfield

November 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	1128 Central Avenue	CapeCod	3	1.0	162	\$429,000	\$369,000	\$335,000	90.79%	\$113,300	2.96
2	334 Livingston Street	Colonial	3	1.0	16	\$359,000	\$359,000	\$350,000	97.49%	\$69,100	5.07
3	443 Downer Street	Colonial	3	2.0	156	\$389,000	\$389,000	\$389,000	100.00%	\$69,000	5.64
4	946 Cleveland Avenue	Bi-Level	3	1.1	9	\$449,000	\$449,000	\$465,000	103.56%	\$115,200	4.04
5	560 1st Street	Colonial	3	2.0	8	\$500,000	\$500,000	\$490,000	98.00%	\$94,900	5.16
6	475 Channing Avenue	Colonial	3	1.1	5	\$494,850	\$494,850	\$520,000	105.08%	\$136,100	3.82
7	137 Marlboro Street	Colonial	3	2.0	25	\$525,000	\$525,000	\$525,000	100.00%	\$112,400	4.67
8	529 Fairmont Avenue	Colonial	3	2.0	98	\$599,000	\$574,900	\$570,000	99.15%	\$134,200	4.25
9	195 Tudor Oval	SplitLev	3	2.0	120	\$599,000	\$599,000	\$580,000	96.83%	\$113,600	5.11
10	1734 Central Avenue	Bi-Level	4	3.0	11	\$588,000	\$588,000	\$591,200	100.54%	\$114,200	5.18
11	450 Mountain Avenue	Colonial	3	1.2	8	\$665,000	\$665,000	\$661,500	99.47%	\$122,300	5.41
12	101 Cambridge Road	SplitLev	4	2.1	22	\$700,000	\$700,000	\$682,500	97.50%	\$165,300	4.13
13	824 Grant Avenue	SplitLev	3	2.1	8	\$699,000	\$699,000	\$690,000	98.71%	\$160,400	4.30
14	542 Arlington Avenue	Colonial	4	2.1	9	\$799,000	\$799,000	\$780,000	97.62%	\$165,500	4.71
15	11 Burgess Court	Colonial	4	3.1	51	\$849,900	\$849,900	\$810,000	95.31%	\$241,800	3.35
16	1723 Boynton Avenue	Colonial	4	3.1	54	\$929,000	\$929,000	\$929,000	100.00%	\$202,500	4.59
17	426 S Euclid Avenue	Colonial	4	3.1	51	\$1,049,000	\$995,000	\$950,000	95.48%	\$139,900	6.79
18	34 Normandy Drive	Colonial	4	3.1	74	\$999,999	\$950,000	\$965,000	101.58%	\$253,600	3.81
19	25 Hawthorne Drive	Colonial	5	2.1	0	\$989,000	\$989,000	\$989,000	100.00%	\$247,400	4.00
20	1100 Rahway Avenue	Colonial	4	3.1	33	\$1,049,999	\$1,049,999	\$1,035,000	98.57%	\$120,700	8.57

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21	858 Summit Avenue	Colonial	5	3.1	29	\$1,125,000	\$1,099,000	\$1,066,000	97.00%	\$326,800	3.26
22	739 Lawrence Avenue	Colonial	5	3.2	185	\$1,499,999	\$1,399,999	\$1,125,000	80.36%	\$374,600	3.00
23	229 Maryland Street	Colonial	5	5.1	22	\$1,229,000	\$1,229,000	\$1,200,000	97.64%		
24	649 Prospect Street	Colonial	5	5.1	12	\$1,299,000	\$1,299,000	\$1,284,000	98.85%		
25	215 Connecticut Street	Colonial	5	5.1	39	\$1,299,000	\$1,299,000	\$1,299,000	100.00%		
26	556 Saint Marks Avenue	Colonial	6	3.1	8	\$1,379,000	\$1,379,000	\$1,380,000	100.07%	\$281,300	4.91
AVERAGE					47	\$826,644	\$814,563	\$794,662	98.06%		4.64

"ACTIVE" Listings in Westfield

Number of Units: 109
Average List Price: \$1,107,674
Average Days on Market: 86

"UNDER CONTRACT" Listings in Westfield

Number of Units: 48
Average List Price: \$831,238
Average Days on Market: 56

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	51	38	47		47
List Price	\$869,045	\$849,130	\$788,995	\$928,468	\$876,138	\$900,768	\$810,400	\$804,613	\$812,809	\$828,350	\$814,563		\$846,468
Sales Price	\$847,839	\$819,600	\$775,256	\$919,091	\$866,110	\$888,661	\$798,683	\$793,084	\$797,775	\$814,810	\$794,662		\$832,631
Sales Price as a % of List Price	97.19%	96.85%	98.45%	99.12%	99.22%	99.58%	98.84%	98.24%	98.85%	98.80%	98.06%		98.65%
Sales Price to Assessed Value	4.33	4.06	4.59	4.35	4.48	4.56	4.47	4.28	4.47	4.45	4.64		4.46
# Units Sold	33	10	38	33	34	59	43	44	22	30	26		372
Active Listings	115	118	146	153	152	148	138	141	136	136	109		136
Under Contracts	54	69	90	98	100	78	57	40	54	56	48		68

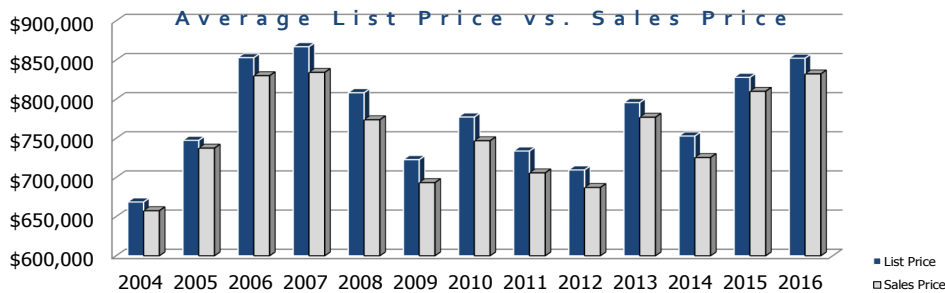
Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	56	47	-14.49%
Sales Price	\$831,536	\$832,631	0.13%
Sales Price to Assessed Value	4.39	4.46	1.59%

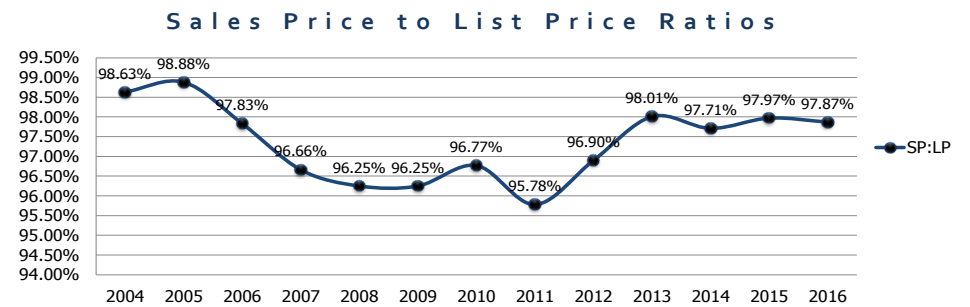


YTD	2016	2017	% Change
# Units Sold	367	372	1.36%
Active Listings	113	109	-3.54%
Under Contracts	60	48	-20.00%

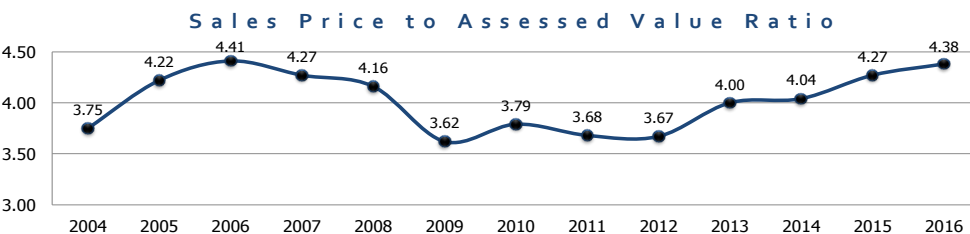
Westfield Yearly Market Trends



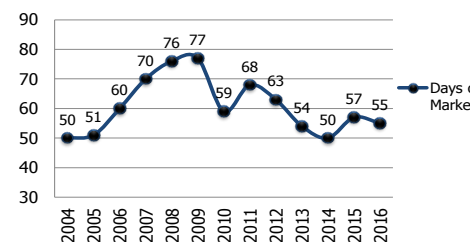
Westfield Yearly Market Trends



	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

