

Westfield

December 2017 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	53 B2 Sandra Circle	OneFloor	1	1.0	82	\$230,000	\$230,000	\$220,000	95.65%		
2	766 Central Avenue	HalfDupl	3	1.0	0	\$274,900	\$274,900	\$282,000	102.58%	\$64,200	4.39
3	764 Central Avenue	HalfDupl	3	1.0	7	\$279,000	\$279,000	\$290,000	103.94%	\$66,000	4.39
4	616 N. Scotch Plains Avenue	Colonial	4	2.0	44	\$425,000	\$425,000	\$415,000	97.65%	\$93,400	4.44
5	260 Walnut Street	TwnIntUn	2	1.0	23	\$430,000	\$430,000	\$420,000	97.67%	\$92,500	4.54
6	260 Prospect Street	OneFloor	2	2.0	20	\$450,000	\$450,000	\$465,000	103.33%	\$125,200	3.71
7	1027 Columbus Avenue	Colonial	3	2.0	23	\$525,000	\$525,000	\$502,000	95.62%	\$115,000	4.37
8	8 Cowperthwaite Square	TwnEndUn	2	2.1	236	\$630,000	\$578,000	\$565,000	97.75%	\$129,400	4.37
9	212 Wyoming Street	CapeCod	4	1.1	37	\$575,000	\$575,000	\$575,000	100.00%	\$120,300	4.78
10	434 Summit Avenue	Colonial	4	2.1	52	\$625,000	\$599,000	\$585,000	97.66%	\$153,100	3.82
11	17 Sunnywood Drive	Colonial	3	1.1	45	\$709,900	\$674,900	\$605,000	89.64%	\$184,500	3.28
12	155 Harrison Avenue	Victrian	5	1.0	22	\$659,000	\$659,000	\$615,000	93.32%	\$142,100	4.33
13	330 Benson Place	Colonial	6	2.1	96	\$730,000	\$660,000	\$660,000	100.00%	\$182,900	3.61
14	136 Tudor Oval	SplitLev	4	2.1	107	\$719,000	\$699,000	\$682,500	97.64%	\$161,200	4.23
15	52 Normandy Drive	Colonial	4	2.1	21	\$700,000	\$700,000	\$700,000	100.00%	\$170,000	4.12
16	719 Prospect Street	Colonial	4	2.1	9	\$715,000	\$715,000	\$710,000	99.30%	\$166,200	4.27
17	412 Everson Place	Colonial	5	2.1	6	\$719,000	\$719,000	\$719,000	100.00%	\$145,600	4.94
18	376 Orenda Circle	Custom	4	2.1	142	\$799,000	\$769,000	\$725,000	94.28%	\$150,800	4.81
19	638 Clark Street	Colonial	4	2.0	6	\$789,000	\$789,000	\$782,000	99.11%	\$142,100	5.50
20	618 Salter Place	Colonial	4	2.1	11	\$824,000	\$824,000	\$795,000	96.48%	\$203,000	3.92

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21	947 Rahway Avenue	Colonial	4	2.1	13	\$829,900	\$829,900	\$799,000	96.28%	\$195,000	4.10
22	200 Wychwood Road	Colonial	4	3.2	33	\$899,000	\$899,000	\$849,000	94.44%	\$237,800	3.57
23	833 Saint Marks Avenue	SplitLev	6	3.1	50	\$999,000	\$949,000	\$930,000	98.00%	\$242,400	3.84
24	419 Birch Place	Colonial	5	3.1	23	\$999,000	\$999,000	\$995,000	99.60%	\$190,300	5.23
25	1204 Prospect Street	Colonial	5	4.0	29	\$1,229,000	\$1,229,000	\$1,075,000	87.47%	\$311,100	3.46
26	633 Westfield Avenue	Victrian	8	2.1	104	\$1,550,000	\$1,195,000	\$1,100,000	92.05%	\$237,700	4.63
27	4 Bradson Court	Colonial	6	5.0	19	\$1,225,000	\$1,225,000	\$1,150,000	93.88%	\$336,100	3.42
28	627 4th Avenue	Colonial	5	5.1	50	\$1,359,000	\$1,299,000	\$1,275,000	98.15%		
29	9 Bell Drive	Colonial	5	4.0	174	\$1,279,000	\$1,279,000	\$1,279,000	100.00%		
30	1051 Wychwood Road	Colonial	5	4.1	143	\$1,959,000	\$1,959,000	\$1,860,000	94.95%	\$295,100	6.30
AVERAGE					54	\$804,523	\$781,257	\$754,150	97.22%		4.31

"ACTIVE" Listings in Westfield

Number of Units: 100
Average List Price: \$1,116,472
Average Days on Market: 91

"UNDER CONTRACT" Listings in Westfield

Number of Units: 37
Average List Price: \$839,146
Average Days on Market: 59

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	54	48
List Price	\$869,045	\$849,130	\$788,995	\$928,468	\$876,138	\$900,768	\$810,400	\$804,613	\$812,809	\$828,350	\$814,563	\$781,257	\$841,602
Sales Price	\$847,839	\$819,600	\$775,256	\$919,091	\$866,110	\$888,661	\$798,683	\$793,084	\$797,775	\$814,810	\$794,662	\$754,150	\$826,774
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%	97.22%	98.54%
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	4.31	4.44
# Units Sold	33	10	38	33	34	59	43	44	22	30	26	30	402
Active Listings	115	118	146	153	152	148	138	141	136	136	109	100	133
Under Contracts	54	69	90	98	100	78	57	40	54	56	48	37	65

Flashback! YTD 2016 vs YTD 2017

YTD	2016	2017	% Change
Days on Market	55	48	-13.44%
Sales Price	\$832,272	\$826,774	-0.66%
Sales Price to Assessed Value	4.38	4.44	1.43%

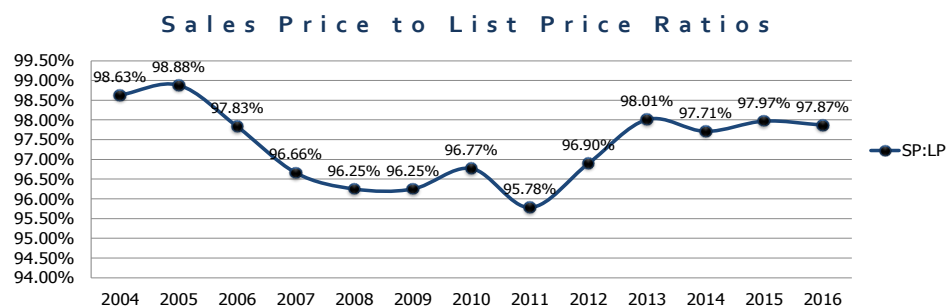


YTD	2016	2017	% Change
# Units Sold	392	402	2.55%
Active Listings	102	100	-1.96%
Under Contracts	45	37	-17.78%

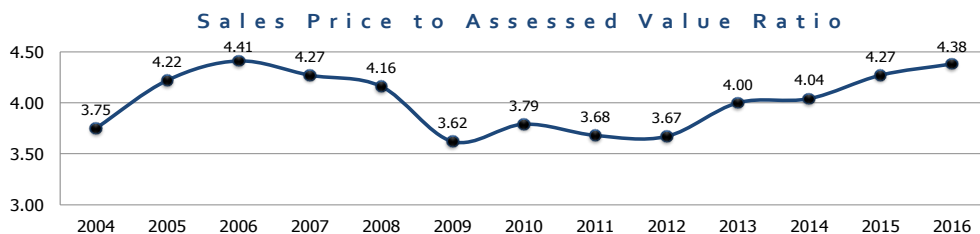
Westfield Yearly Market Trends



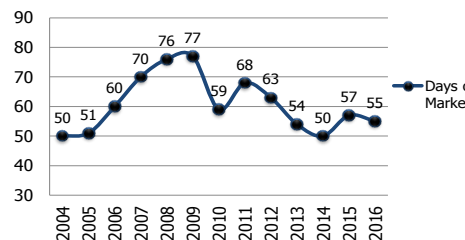
Westfield Yearly Market Trends



	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

