

Westfield

September 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	515 Trinity Place	Colonial	1	1.0	11	\$249,900	\$249,900	\$240,000	96.04%	\$51,300	4.68
2	526 W Broad Street	Colonial	3	2.0	29	\$335,000	\$335,000	\$335,000	100.00%	\$56,600	5.92
3	1506 Rahway Avenue	SplitLev	3	1.0	19	\$399,000	\$399,000	\$430,000	107.77%	\$119,400	3.60
4	1420 Boulevard	CapeCod	3	2.0	1	\$430,000	\$430,000	\$430,000	100.00%	\$120,500	3.57
5	256 Hazel Avenue	Colonial	3	1.0	24	\$479,000	\$449,900	\$450,000	100.02%	\$107,100	4.20
6	1325 Boulevard	CapeCod	4	1.0	84	\$537,500	\$499,000	\$465,000	93.19%	\$104,500	4.45
7	565 Cumberland Street	Colonial	3	1.1	86	\$499,000	\$499,000	\$480,000	96.19%	\$78,000	6.15
8	645 Hillcrest Avenue	Colonial	3	1.1	4	\$499,000	\$499,000	\$507,000	101.60%	\$151,100	3.36
9	124 Marion Avenue	Colonial	3	2.0	8	\$509,900	\$509,900	\$509,900	100.00%	\$133,500	3.82
10	914 Ripley Avenue	Colonial	3	1.1	46	\$574,900	\$574,900	\$575,000	100.02%	\$142,400	4.04
11	855 Boulevard	Colonial	3	2.0	119	\$750,000	\$699,000	\$600,000	85.84%	\$180,400	3.33
12	535 Bradford Avenue	Colonial	4	2.0	186	\$750,000	\$675,000	\$601,151	89.06%	\$215,700	2.79
13	528 Edgar Road	Colonial	4	2.1	30	\$699,000	\$699,000	\$676,000	96.71%	\$139,600	4.84
14	56 Genessee Trail	SplitLev	4	2.1	9	\$695,000	\$695,000	\$685,000	98.56%	\$146,900	4.66
15	1605 Grandview Avenue	Colonial	4	2.1	75	\$769,000	\$719,000	\$697,500	97.01%	\$159,100	4.38
16	211 Baker Avenue	Colonial	4	2.1	35	\$750,000	\$750,000	\$700,000	93.33%	\$226,500	3.09
17	961 Rahway Avenue	Colonial	5	3.1	82	\$875,000	\$800,000	\$760,000	95.00%	\$203,300	3.74
18	240 Connecticut Street	Colonial	4	3.1	20	\$779,000	\$779,000	\$779,000	100.00%	\$193,600	4.02
19	747 Hyslip Avenue	SplitLev	4	3.1	9	\$799,000	\$799,000	\$829,000	103.75%	\$219,500	3.78
20	846 Summit Avenue	Colonial	4	2.1	56	\$849,500	\$849,500	\$833,000	98.06%	\$150,300	5.54
21	210 Twin Oaks Terrace	Colonial	4	2.1	1	\$864,000	\$864,000	\$864,000	100.00%	\$198,100	4.36
22	703 Forest Avenue	Colonial	4	3.0	105	\$999,000	\$949,000	\$910,000	95.89%	\$222,800	4.08
23	458 Bryant Avenue	Colonial	4	4.1	0	\$975,000	\$975,000	\$975,000	100.00%	\$108,300	9.00
24	324 E Dudley Avenue	Colonial	5	4.1	60	\$1,150,000	\$1,100,000	\$1,075,000	97.73%	\$193,500	5.56
25	1001 Wychwood Road	Colonial	5	5.0	98	\$1,374,980	\$1,095,000	\$1,100,000	100.46%	\$304,600	3.61

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26	725 Forest Avenue	Colonial	5	4.2	42	\$12,231,900	\$1,231,900	\$1,200,000	97.41%		
27	12 Breezeknoll Drive	Colonial	6	4.2	187	\$1,699,000	\$1,499,000	\$1,450,000	96.73%	\$405,700	3.57
28	512 Bradford Avenue	Colonial	5	6.0	215	\$1,625,000	\$1,550,000	\$1,500,000	96.77%		
29	35 Plymouth Road	Colonial	6	6.0	21	\$1,588,000	\$1,588,000	\$1,553,500	97.83%		
30	12 Kent Place	Colonial	5	5.1	26	\$1,599,900	\$1,599,900	\$1,567,500	97.97%		
AVERAGE					56	\$1,211,183	\$812,063	\$792,585	97.76%		4.39

"ACTIVE" Listings in Westfield

Number of Units: 184
Average List Price: \$1,024,209
Average Days on Market: 75

"UNDER CONTRACT" Listings in Westfield

Number of Units: 52
Average List Price: \$856,223
Average Days on Market: 65

Westfield 2018 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	53	58	50	30	28	53	49	48	56				46
List Price	\$770,453	\$743,992	\$759,404	\$875,869	\$801,441	\$933,546	\$896,948	\$883,800	\$812,063				\$848,337
Sales Price	\$752,824	\$726,654	\$732,673	\$863,589	\$784,773	\$901,220	\$867,508	\$862,783	\$792,585				\$825,865
Sales Price as a % of List Price	98.11%	97.32%	97.33%	98.40%	98.10%	98.02%	96.85%	97.46%	97.76%				97.68%
Sales Price to Assessed Value	4.56	4.70	4.64	4.39	4.51	4.26	4.56	4.39	4.39				4.46
# Units Sold	17	13	26	27	39	41	42	46	30				281
Active Listings	131	153	150	191	219	210	189	184	193				180
Under Contracts	40	32	95	97	85	77	64	52	44				65

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	48	46	-4.62%
Sales Price	\$837,447	\$825,865	-1.38%
Sales Price to Assessed Value	4.440	4.462	0.50%

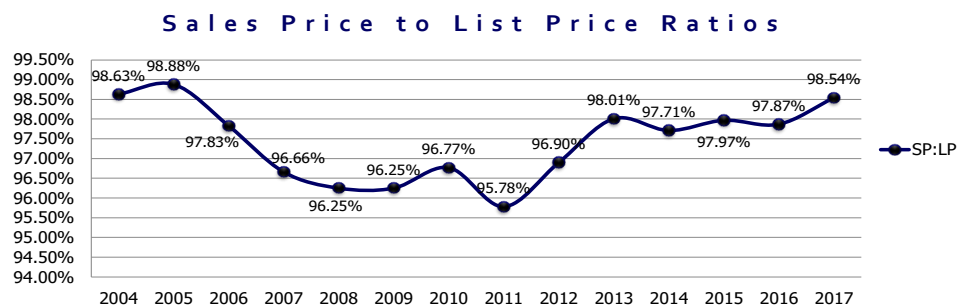


YTD	2017	2018	% Change
# Units Sold	316	281	-11.08%
Active Listings	136	193	41.91%
Under Contracts	54	44	-18.52%

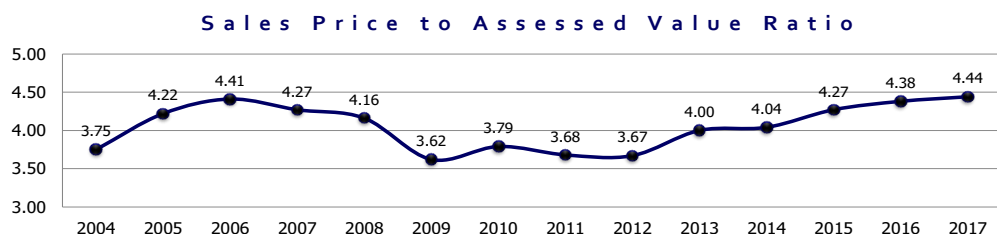
Westfield Yearly Market Trends



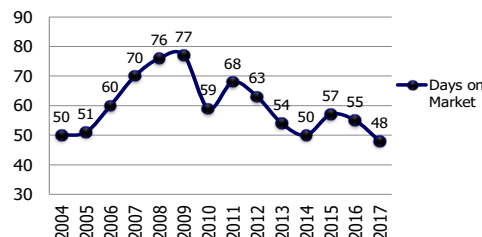
Westfield Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
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	\$841,602
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	\$826,774



Average Days on Market



Number of Units Sold

