

Westfield

October 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assess- ment	SP:AV
1	41 Sandra Circle	OneFloor	1	1.0	57	\$189,900	\$174,900	\$175,000	100.06%		
2	86 Cottage Place	Ranch	2	1.1	11	\$400,000	\$400,000	\$370,000	92.50%	\$106,700	3.47
3	923 Grandview Avenue	Colonial	2	1.0	9	\$399,900	\$399,900	\$400,000	100.03%	\$117,600	3.40
4	431 Edgar Road	SplitLev	3	2.1	13	\$442,000	\$442,000	\$442,000	100.00%	\$125,500	3.52
5	300A Clark Street	TwndEndUn	2	2.2	36	\$524,900	\$499,900	\$475,000	95.02%	\$127,500	3.73
6	12 Cowperthwaite Place	TwndEndUn	2	2.1	149	\$509,000	\$509,000	\$485,000	95.28%	\$129,800	3.74
7	515 W Grove Street	Bungalow	3	1.1	8	\$499,000	\$499,000	\$494,000	99.00%	\$109,300	4.52
8	444 Mountain Avenue	Colonial	3	1.1	119	\$685,000	\$625,000	\$550,000	88.00%	\$159,000	3.46
9	234 Delaware Street	Ranch	3	2.0	21	\$574,500	\$574,500	\$565,000	98.35%	\$165,700	3.41
10	825 W North Avenue	Colonial	3	2.0	20	\$569,000	\$549,000	\$575,000	104.74%	\$101,800	5.65
11	209 Midwood Place	Colonial	4	3.1	115	\$699,000	\$664,000	\$642,000	96.69%	\$155,700	4.12
12	941 Willow Grove Road	Custom	3	3.0	31	\$685,000	\$685,000	\$660,000	96.35%	\$190,500	3.46
13	639 Dorian Road	Tudor	4	1.1	72	\$710,000	\$685,000	\$671,000	97.96%	\$133,300	5.03
14	861 Summit Avenue	Colonial	3	2.0	25	\$725,000	\$725,000	\$715,000	98.62%	\$154,500	4.63
15	835 Shackamaxon Drive	Colonial	3	3.0	65	\$789,000	\$789,000	\$789,000	100.00%	\$187,900	4.20
16	609 Drake Place	Colonial	4	4.1	160	\$989,000	\$949,000	\$940,000	99.05%	\$130,100	7.23
17	1103 Boynton Avenue	Colonial	5	3.2	125	\$1,049,000	\$979,000	\$945,000	96.53%		
18	406 Edgar Road	Colonial	5	5.1	13	\$1,029,000	\$1,029,000	\$999,000	97.08%	\$248,700	4.02
19	115 Ayliffe Avenue	Colonial	5	4.1	58	\$1,095,000	\$1,069,000	\$1,060,000	99.16%		
20	752 Norman Place	SplitLev	4	4.1	98	\$1,225,000	\$1,150,000	\$1,075,000	93.48%	\$284,600	3.78
21	688 Westfield Avenue	Colonial	6	6.1	274	\$1,249,900	\$1,249,900	\$1,225,000	98.01%		
22	713 Shadowlawn Drive	Colonial	5	4.1	23	\$1,399,000	\$1,399,000	\$1,399,000	100.00%	\$222,200	6.30
23	1001 Minisink Way	Colonial	5	3.1	100	\$1,675,000	\$1,675,000	\$1,696,900	101.31%	\$311,000	5.46
24	306 Roanoke Road	Colonial	6	5.3	113	\$2,600,000	\$2,100,000	\$1,842,000	87.71%	\$522,900	3.52
25	751 Lawrence Avenue	Colonial	7	6.1	179	\$2,990,000	\$2,895,000	\$2,735,000	94.47%		
AVERAGE					76	\$948,084	\$908,644	\$876,996	97.18%		4.33

"ACTIVE" Listings in Westfield

Number of Units: 189
Average List Price: \$1,023,200
Average Days on Market: 74

"UNDER CONTRACT" Listings in Westfield

Number of Units: 54
Average List Price: \$759,705
Average Days on Market: 63

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	76			49
List Price	\$770,453	\$743,992	\$759,404	\$875,869	\$801,441	\$933,546	\$896,948	\$883,800	\$812,063	\$908,644			\$853,264
Sales Price	\$752,824	\$726,654	\$732,673	\$863,589	\$784,773	\$901,220	\$867,508	\$862,783	\$792,585	\$876,996			\$830,042
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%	97.18%			97.64%
Sales Price to Assessed Value	4.56	4.70	4.64	4.39	4.51	4.26	4.56	4.39	4.39	4.33			4.45
# Units Sold	17	13	26	27	39	41	42	46	30	25			306
Active Listings	131	153	150	191	219	210	189	184	193	189			181
Under Contracts	40	32	95	97	85	77	64	52	44	54			64

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	48	49	2.29%
Sales Price	\$835,484	\$830,042	-0.65%
Sales Price to Assessed Value	4.441	4.452	0.25%

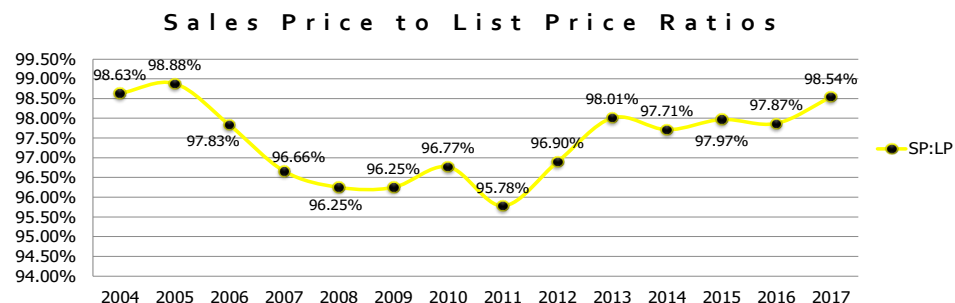


YTD	2017	2018	% Change
# Units Sold	346	306	-11.56%
Active Listings	136	189	38.97%
Under Contracts	56	54	-3.57%

Westfield Yearly Market Trends

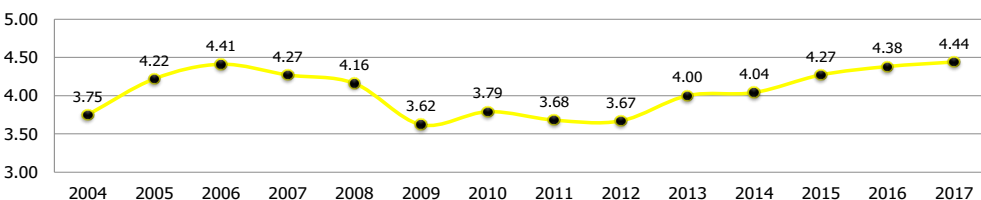


Westfield Yearly Market Trends

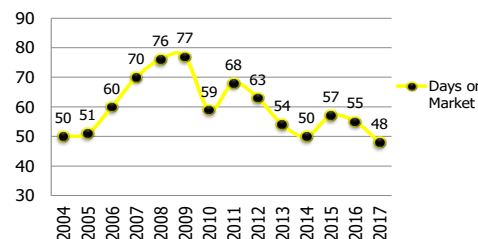


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320	\$841,602
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204	\$776,943	\$725,557	\$810,097	\$832,272	\$826,774

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

