

Westfield

November 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	138 Windsor Avenue	Duplex	2	1.0	50	\$315,000	\$315,000	\$305,000	96.83%	\$60,300	5.06
2	600 4th Avenue	TwnEndUn	2	1.1	21	\$365,000	\$365,000	\$360,000	98.63%	\$82,500	4.36
3	316 Orenda Circle	Colonial	3	2.1	75	\$529,000	\$529,000	\$425,000	80.34%		
4	620 Downer Street	Colonial	3	2.0	112	\$460,000	\$440,000	\$440,000	100.00%	\$73,600	5.98
5	351 Brightwood Avenue	CapeCod	2	3.0	26	\$492,000	\$492,000	\$479,000	97.36%	\$105,200	4.55
6	134 Boynton Court	Ranch	3	2.1	8	\$499,900	\$499,900	\$483,000	96.62%	\$156,700	3.08
7	315 Hyslip Avenue	Colonial	3	2.0	74	\$650,000	\$599,000	\$586,000	97.83%	\$144,300	4.06
8	1734 Central Avenue	Bi-Level	4	3.0	17	\$600,000	\$600,000	\$615,500	102.58%	\$114,200	5.39
9	926 Rahway Avenue	Colonial	4	3.1	26	\$629,900	\$629,900	\$618,000	98.11%	\$139,400	4.43
10	816 Columbus Avenue	Colonial	4	2.1	89	\$710,000	\$640,000	\$620,000	96.88%	\$140,600	4.41
11	1151 Central Avenue	Colonial	5	4.1	30	\$649,000	\$649,000	\$625,000	96.30%	\$193,400	3.23
12	423 Lenox Avenue	Victrian	5	1.1	10	\$619,900	\$619,900	\$640,000	103.24%	\$138,500	4.62
13	318 Massachusetts Street	SplitLev	4	2.2	41	\$669,000	\$669,000	\$643,000	96.11%	\$141,400	4.55
14	748 Saint Marks Avenue	Colonial	4	2.1	84	\$735,000	\$699,900	\$670,000	95.73%	\$157,400	4.26
15	207 Welch Way	SplitLev	4	2.1	14	\$674,900	\$674,900	\$681,000	100.90%	\$168,000	4.05
16	41 Normandy Drive	Colonial	4	2.1	9	\$719,000	\$719,000	\$701,000	97.50%	\$231,300	3.03
17	834 Fariacres Avenue	SplitLev	5	3.1	31	\$799,900	\$799,900	\$785,000	98.14%	\$191,900	4.09
18	121 Barchester Way	SplitLev	4	2.1	162	\$899,000	\$849,900	\$830,000	97.66%	\$199,700	4.16
19	833 Carleton Road	Custom	6	3.2	78	\$1,299,000	\$1,099,000	\$985,000	89.63%	\$147,200	6.69
20	145 Hamilton Avenue	Colonial	4	2.1	118	\$1,130,000	\$1,100,000	\$1,015,000	92.27%	\$220,800	4.60
21	552 Coddling Road	Colonial	6	3.2	77	\$1,099,000	\$1,099,000	\$1,065,000	96.91%	\$225,000	4.73
22	723 Glen Avenue	Colonial	4	2.1	47	\$1,088,000	\$1,088,000	\$1,100,000	101.10%	\$224,400	4.90
23	860 Standish Avenue	Colonial	5	5.1	65	\$1,299,000	\$1,299,000	\$1,173,000	90.30%	\$280,800	4.18
AVERAGE					55	\$736,152	\$716,361	\$688,891	96.56%		4.47

"ACTIVE" Listings in Westfield

Number of Units: 134
Average List Price: \$1,005,112
Average Days on Market: 78

"UNDER CONTRACT" Listings in Westfield

Number of Units: 57
Average List Price: \$896,543
Average Days on Market: 77

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	55		49
List Price	\$770,453	\$743,992	\$759,404	\$875,869	\$801,441	\$933,546	\$896,948	\$883,800	\$812,063	\$908,644	\$716,361		\$843,693
Sales Price	\$752,824	\$726,654	\$732,673	\$863,589	\$784,773	\$901,220	\$867,508	\$862,783	\$792,585	\$876,996	\$688,891		\$820,174
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%	96.56%		97.57%
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	4.47		4.45
# Units Sold	17	13	26	27	39	41	42	46	30	25	23		329
Active Listings	131	153	150	191	219	210	189	184	193	189	134		177
Under Contracts	40	32	95	97	85	77	64	52	44	54	57		63

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	47	49	3.34%
Sales Price	\$832,631	\$820,174	-1.50%
Sales Price to Assessed Value	4.455	4.454	-0.04%

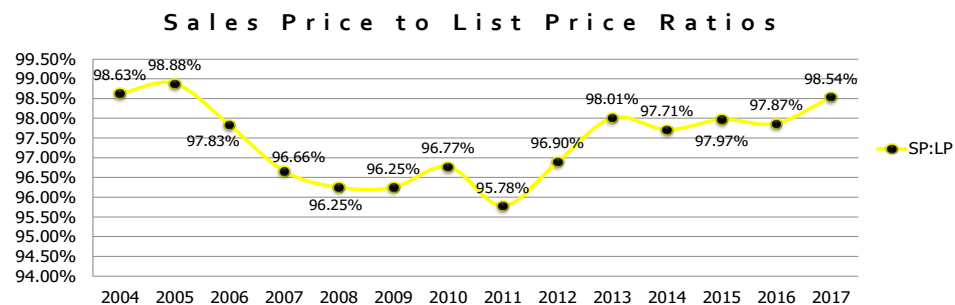
Weichert
REALTORS®

YTD	2017	2018	% Change
# Units Sold	372	329	-11.56%
Active Listings	109	134	22.94%
Under Contracts	48	57	18.75%

Westfield Yearly Market Trends

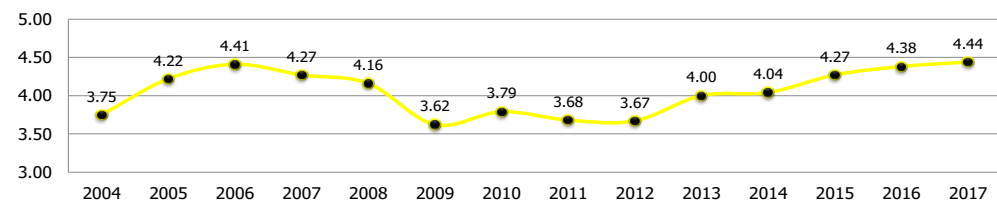


Westfield Yearly Market Trends

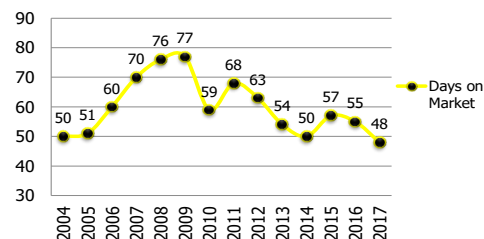


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320	\$841,602
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204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

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

