

Westfield

December 2018 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	51B2 Sandra Circle	OneFloor	1	1.0	87	\$174,900	\$165,500	\$150,000	90.63%		
2	57 Sandra Circle	OneFloor	1	1.0	134	\$214,900	\$189,900	\$180,000	94.79%		
3	37 Sandra Circle	FirstFlr	2	1.0	48	\$249,000	\$245,000	\$238,500	97.35%		
4	515 Trinity Place 2BN	OneFloor	2	2.0	164	\$419,000	\$399,000	\$375,000	93.98%	\$91,300	4.11
5	902 Central Avenue	CapeCod	4	2.0	41	\$479,000	\$399,000	\$408,000	102.26%	\$105,500	3.87
6	515 Trinity Place3DN	TwndEndUn	2	2.0	48	\$475,000	\$475,000	\$445,000	93.68%	\$75,500	5.89
7	732 Summit Avenue	Colonial	4	1.1	5	\$449,000	\$449,000	\$449,000	100.00%	\$147,300	3.05
8	618 Roosevelt Street	SplitLev	3	1.0	42	\$495,000	\$495,000	\$475,000	95.96%	\$118,000	4.03
9	30 CowperthwaiteSquare	TwndEndUn	2	2.1	11	\$450,000	\$450,000	\$534,000	118.67%	\$129,400	4.13
10	47 Michael Drive	Ranch	3	2.1	47	\$625,000	\$599,000	\$568,750	94.95%	\$169,900	3.35
11	751 Saint Marks Avenue	Colonial	3	1.1	176	\$649,900	\$575,000	\$585,000	101.74%	\$164,000	3.57
12	329 Scotch Plains Avenue	Colonial	4	2.1	41	\$699,900	\$699,900	\$690,000	98.59%	\$208,000	3.32
13	1017 Coolidge Street	Custom	4	2.1	21	\$759,000	\$759,000	\$740,000	97.50%	\$166,000	4.46
14	801 Stevens Avenue	Colonial	4	3.0	14	\$779,000	\$779,000	\$765,000	98.20%	\$171,500	4.46
15	671 Carleton Road	Victrian	7	4.1	79	\$950,000	\$900,000	\$875,000	97.22%	\$200,700	4.36
16	234 Seneca Place	Colonial	4	3.1	92	\$959,000	\$899,000	\$885,000	98.44%	\$171,400	5.16
17	2 Cherry Lane	Custom	5	3.0	161	\$1,150,000	\$989,000	\$940,000	95.05%	\$270,300	3.48
18	812 Wallberg Avenue	Colonial	4	3.1	82	\$1,125,000	\$979,000	\$948,000	96.83%	\$132,300	7.17
19	203 W Grove Street	Colonial	5	4.1	104	\$1,050,000	\$1,050,000	\$1,030,000	98.10%		
20	254 Sylvania Place	Colonial	5	3.1	52	\$1,249,000	\$1,000,000	\$1,051,500	105.15%	\$207,100	5.08
21	529 Fairmont Avenue	Colonial	5	4.1	63	\$199,999	\$1,199,999	\$1,167,500	97.29%		
22	248 Avon Road	Colonial	6	6.1	147	\$1,390,000	\$1,259,900	\$1,200,000	95.25%	\$285,000	4.21
23	402 Lenox Avenue	Colonial	5	4.1	24	\$1,299,000	\$1,299,000	\$1,250,000	96.23%	\$220,800	5.66
24	123 Benson Place	Colonial	6	6.1	221	\$1,409,000	\$1,395,000	\$1,325,000	94.98%		
25	711 Coolidge Street	Colonial	6	6.0	78	\$1,339,900	\$1,339,900	\$1,362,724	101.70%		

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26	869 Knollwood Terrace	Colonial	6	6.1	199	\$1,549,900	\$1,479,000	\$1,430,000	96.69%	\$214,700	6.66
27	24 Carol Road	Colonial	6	6.1	7	\$1,599,000	\$1,599,000	\$1,550,000	96.94%		
28	225 Golf Edge	Colonial	5	5.0	73	\$1,799,000	\$1,799,000	\$1,600,000	88.94%		
29	16 Stanley Oval	Colonial	6	5.1	176	\$1,995,000	\$1,995,000	\$1,805,000	90.48%		
30	253 Prospect Street	Custom	4	5.1	51	\$2,200,000	\$2,200,000	\$1,900,000	86.36%	\$246,800	7.70
31	200 Woodland Avenue	Colonial	7	8.4	202	\$6,950,000	\$4,995,000	\$4,262,681	85.34%	\$924,300	4.61
AVERAGE					87	\$1,133,303	\$1,066,358	\$1,005,989	96.75%		4.68

"ACTIVE" Listings in Westfield

Number of Units: 123
Average List Price: \$1,037,137
Average Days on Market: 82

"UNDER CONTRACT" Listings in Westfield

Number of Units: 51
Average List Price: \$833,762
Average Days on Market: 72

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	87	52
List Price	\$770,453	\$743,992	\$759,404	\$875,869	\$801,441	\$933,546	\$896,948	\$883,800	\$812,063	\$908,644	\$716,361	\$1,066,358	\$862,867
Sales Price	\$752,824	\$726,654	\$732,673	\$863,589	\$784,773	\$901,220	\$867,508	\$862,783	\$792,585	\$876,996	\$688,891	\$1,005,989	\$836,175
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%	96.75%	97.50%
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	4.68	4.47
# Units Sold	17	13	26	27	39	41	42	46	30	25	23	31	360
Active Listings	131	153	150	191	219	210	189	184	193	189	134	123	172
Under Contracts	40	32	95	97	85	77	64	52	44	54	57	51	62

Flashback! YTD 2017 vs YTD 2018

YTD	2017	2018	% Change
Days on Market	48	52	9.03%
Sales Price	\$826,774	\$836,175	1.14%
Sales Price to Assessed Value	4.444	4.469	0.57%

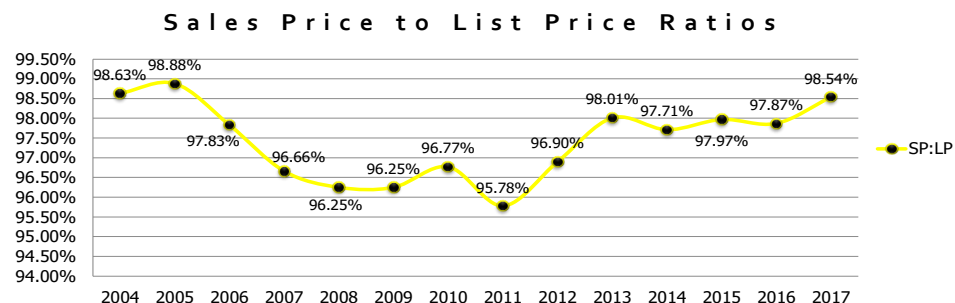


YTD	2017	2018	% Change
# Units Sold	402	360	-10.45%
Active Listings	100	123	23.00%
Under Contracts	37	51	37.84%

Westfield Yearly Market Trends

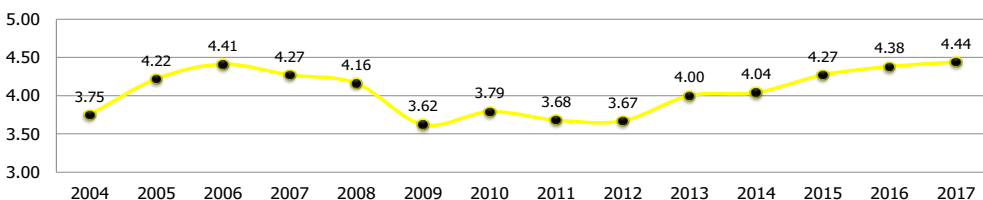


Westfield Yearly Market Trends

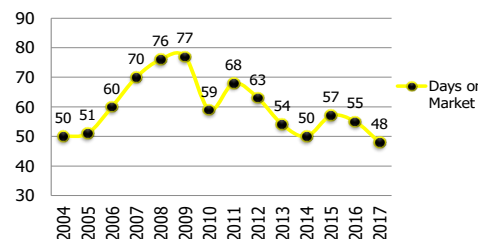


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320	\$841,602
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204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

Sales Price to Assessed Value Ratio



Average Days on Market



Number of Units Sold

