

Westfield

June 2019 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	829 W North Avenue	Colonial	3	1.1	42	\$419,999	\$399,000	\$350,000	87.72%	\$117,900	2.97
2	260 Prospect Street Unit 7	OneFloor	2	2.0	120	\$495,000	\$475,000	\$475,000	100.00%	\$118,200	4.02
3	215 Brightwood Avenue	SplitLev	3	3.0	105	\$555,000	\$529,900	\$515,000	97.19%	\$176,200	2.92
4	936 Irving Avenue	Colonial	3	2.0	18	\$525,000	\$525,000	\$520,000	99.05%	\$121,000	4.30
5	719 W North Avenue	Colonial	3	2.1	3	\$525,000	\$525,000	\$525,000	100.00%	\$122,100	4.30
6	700 Bouelvard	Ranch	2	2.1	27	\$529,900	\$499,900	\$536,000	107.22%	\$107,700	4.98
7	1030 Irving Avenue	CapeCod	3	1.1	54	\$569,000	\$549,000	\$537,000	97.81%	\$149,700	3.59
8	604 Roosevelt Street	Colonial	4	1.1	46	\$625,000	\$625,000	\$575,000	92.00%		
9	804 Coolidge Street	Bi-Level	4	3.0	15	\$589,900	\$589,900	\$585,500	99.25%	\$166,200	3.52
10	13 Summit Court	SplitLev	3	3.0	35	\$619,000	\$599,000	\$599,000	100.00%	\$167,300	3.58
11	10 Bell Drive	SplitLev	3	2.0	12	\$589,000	\$589,000	\$600,116	101.89%		
12	751 Tamaques Way	SplitLev	3	2.0	87	\$679,000	\$645,000	\$612,000	94.88%	\$142,400	4.30
13	320 Ayliffe Avenue	CapeCod	4	2.0	4	\$599,900	\$599,900	\$615,500	102.60%	\$155,000	3.97
14	830 E Broad Street	Colonial	4	2.0	39	\$649,900	\$629,000	\$620,000	98.57%	\$134,100	4.62
15	6 Osborn Avenue	Colonial	4	3.0	13	\$629,000	\$629,000	\$629,000	100.00%	\$121,800	5.16
16	782 E Broad Street	Colonial	4	2.2	117	\$699,000	\$675,000	\$640,000	94.81%	\$206,700	3.10
17	447 Longfellow Avenue	Colonial	4	2.1	7	\$643,900	\$643,900	\$643,900	100.00%	\$147,200	4.37
18	931 Carleton Road	Tudor	4	2.1	21	\$700,000	\$700,000	\$690,000	98.57%	\$166,600	4.14
19	532 Sherwood Parkway	Colonial	4	2.2	36	\$725,000	\$725,000	\$704,000	97.10%	\$149,400	4.71
20	625 Ripley Place	Colonial	5	3.1	52	\$724,999	\$724,999	\$705,000	97.24%		
21	817 Oak Avenue	SplitLev	3	2.1	50	\$749,000	\$724,900	\$705,000	97.25%	\$184,800	3.81
22	804 Columbus Avenue	Colonial	4	2.1	23	\$750,000	\$750,000	\$736,000	98.13%	\$205,000	3.59
23	1130 Minisink Way	Custom	4	2.1	16	\$824,900	\$824,900	\$750,000	90.92%	\$226,400	3.31
24	917 Carleton Road	Colonial	4	3.0	95	\$789,000	\$789,000	\$765,000	96.96%	\$174,300	4.39
25	736 Norman Place	Custom	4	3.0	13	\$779,000	\$779,000	\$765,000	98.20%	\$177,600	4.31

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26	219 Seneca Place	Colonial	4	2.1	11	\$799,000	\$799,000	\$785,000	98.25%	\$152,300	5.15
27	630 W Broad Street	Colonial	5	5.0	20	\$885,000	\$790,000	\$793,000	100.38%	\$145,000	5.47
28	51 Normandy Drive	Colonial	4	2.1	25	\$845,000	\$845,000	\$810,000	95.86%	\$195,700	4.14
29	316 Canterbury Road	Colonial	3	3.1	1	\$895,000	\$895,000	\$895,000	100.00%		
30	815 Clark Street	Colonial	5	2.1	19	\$930,000	\$930,000	\$900,000	96.77%	\$163,800	5.49
31	745 Norman Place	Colonial	4	2.2	27	\$929,000	\$929,000	\$910,000	97.95%	\$209,400	4.35
32	626 Raymond Street	Colonial	4	2.2	51	\$974,000	\$949,000	\$935,000	98.52%	\$201,800	4.63
33	128 Marlboro Street	Colonial	4	3.1	130	\$975,000	\$945,000	\$937,500	99.21%		
34	35 Azalea Trail	Colonial	4	3.1	7	\$925,000	\$925,000	\$941,000	101.73%	\$205,000	4.59
35	211 Wells Street	Colonial	4	3.2	33	\$975,000	\$975,000	\$969,000	99.38%	\$232,200	4.17
36	1061 Lawrence Avenue	Custom	5	3.0	30	\$999,999	\$999,999	\$977,500	97.75%	\$242,600	4.03
37	810 Willow Grove Road	RanchExp	5	4.1	21	\$979,000	\$979,000	\$980,000	100.10%	\$200,000	4.90
38	39 Mohawk Trail	Colonial	4	3.2	56	\$1,049,000	\$999,000	\$999,000	100.00%	\$157,800	6.33
39	110 Golf Edge	RanchExp	4	3.0	7	\$975,000	\$975,000	\$999,000	102.46%	\$243,700	4.10
40	211 S Euclid Avenue	Colonial	4	2.2	20	\$1,079,000	\$1,079,000	\$1,025,000	95.00%	\$215,000	4.77
41	1044 Harding Street	Colonial	5	4.0	118	\$1,199,000	\$1,150,000	\$1,050,000	91.30%		
42	2 N Wickom Drive	Colonial	4	3.2	9	\$1,099,000	\$1,099,000	\$1,080,000	98.27%	\$230,300	4.69
43	7 Drummond Road	Colonial	5	5.0	93	\$1,299,000	\$1,149,999	\$1,087,500	94.57%	\$247,700	4.39
44	1050 Wyandotte Trail	Ranch	4	3.0	34	\$1,150,000	\$1,150,000	\$1,100,000	95.65%	\$255,300	4.31
45	120 Cottage Place	Colonial	5	4.1	25	\$1,199,000	\$1,199,000	\$1,125,000	93.83%		
46	25 Tamaques Way	Custom	5	4.1	25	\$1,175,000	\$1,175,000	\$1,135,000	96.60%		
47	416 Colonial Avenue	Colonial	4	2.1	19	\$1,199,000	\$1,199,000	\$1,180,000	98.42%	\$299,600	3.94
48	110 Nelson Place	Colonial	4	4.1	71	\$1,190,000	\$1,190,000	\$1,200,000	100.84%	\$262,500	4.57
49	736 Embree Crest	Colonial	5	3.2	9	\$1,199,000	\$1,199,000	\$1,225,000	102.17%	\$279,200	4.39
50	82 Barchester Way	Colonial	5	4.1	14	\$1,335,000	\$1,335,000	\$1,335,000	100.00%	\$202,500	6.59

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51	713 Knollwood Terrace	Colonial	5	5.1	33	\$1,399,000	\$1,399,000	\$1,350,000	96.50%	\$317,800	4.25
52	24 Barchester Way	Colonial	5	5.1	36	\$1,629,000	\$1,629,000	\$1,375,000	84.41%		
53	11 Wychview Drive	Colonial	5	5.1	148	\$1,530,000	\$1,530,000	\$1,500,000	98.04%		
54	104 Winchester Way	Custom	5	5.2	91	\$1,850,000	\$1,750,000	\$1,645,000	94.00%		
AVERAGE					41	\$900,933	\$887,283	\$863,732	97.69%		4.35

"Active" Listings in Westfield

Number of Units: 189
 Average List Price: \$952,851
 Average Days on Market: 69

"Under Contract" Listings in Westfield

Number of Units: 91
 Average List Price: \$950,661
 Average Days on Market: 48

Westfield 2019 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	78	59	72	56	48	41							55
List Price	\$690,171	\$787,622	\$843,054	\$799,481	\$806,508	\$887,283							\$816,495
Sales Price	\$669,243	\$768,543	\$823,240	\$779,888	\$783,282	\$863,732							\$794,955
SP:LP%	97.17%	97.61%	97.94%	98.13%	97.03%	97.69%							97.59%
SP to AV	4.04	4.45	4.43	4.18	4.64	4.35							4.35
# Units Sold	23	23	25	31	39	54							195
3 Mo Rate of Ab	5.34	6.22	8.20	7.50	6.97	4.99							6.54
Active Listings	148	165	189	203	210	189							184
Under Contracts	49	62	81	97	110	91							82

Flashback! YTD 2018 vs YTD 2019

YTD	2018	2019	% Change
DOM	43	55	28.71%
Sales Price	\$810,841	\$794,955	-1.96%
LP:SP	97.94%	97.59%	-0.36%
SP:AV	4.47	4.35	-2.54%

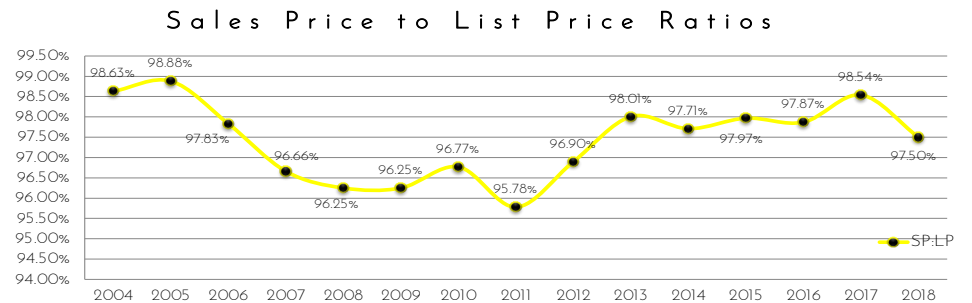


YTD	2018	2019	% Change
# Units Sold	163	195	19.63%
Rate of Abs 3 mo	6.53	4.99	-23.54%
Actives	210	189	-10.00%
Under Contracts	77	91	18.18%

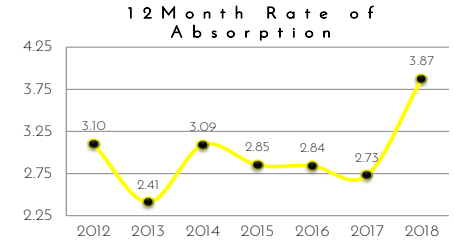
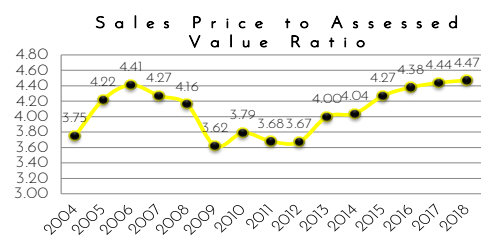
Westfield Yearly Market Trends



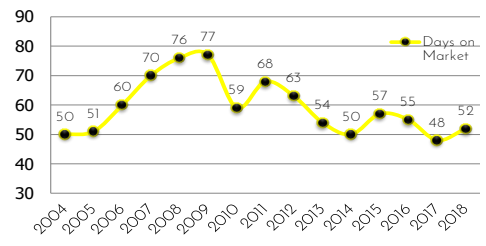
Westfield Yearly Market Trends



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
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	\$862,867
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	\$836,175



Average Days on Market



Number of Units Sold

