

Westfield

July 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	339 Livingston Street	Colonial	2	1.0	13	\$329,000	\$329,000	\$329,000	100.00%	\$261,000	1.26
2	138 Vernon Terrace	CapeCod	4	3.0	82	\$439,900	\$439,900	\$429,000	97.52%	\$579,700	0.74
3	656 W Broad Street	Colonial	4	2.0	28	\$450,000	\$450,000	\$430,000	95.56%	\$379,700	1.13
4	1037 Ripley Avenue	SplitLev	3	1.1	43	\$529,000	\$499,999	\$450,000	90.00%	\$523,200	0.86
5	141 Marlboro Street	SplitLev	3	2.0	105	\$555,000	\$550,000	\$525,000	95.45%	\$523,900	1.00
6	230 Hyslip Avenue	Colonial	4	1.0	104	\$549,000	\$549,000	\$545,000	99.27%	\$479,700	1.14
7	754 Prospect Street	Colonial	3	1.0	15	\$495,000	\$495,000	\$550,000	111.11%	\$557,300	0.99
8	834 Grandview Avenue	Bi-Level	4	3.0	47	\$584,000	\$584,000	\$553,000	94.69%	\$574,900	0.96
9	235 Clark Street	Colonial	4	2.0	150	\$649,000	\$620,000	\$580,000	93.55%	\$676,800	0.86
10	914 Irving Avenue	Colonial	3	1.1	9	\$575,000	\$575,000	\$595,000	103.48%	\$558,500	1.07
11	165 Tudor Oval	SplitLev	4	2.1	28	\$629,000	\$629,000	\$595,000	94.59%	\$634,200	0.94
12	781 Oak Avenue	Colonial	3	1.1	23	\$619,000	\$619,000	\$600,000	96.93%	\$560,500	1.07
13	545 Cumberland Street	CapeCod	3	3.0	10	\$599,000	\$599,000	\$605,545	101.09%	\$416,400	1.45
14	7 Sandy Hill Road	Bi-Level	5	3.0	64	\$669,000	\$669,000	\$615,000	91.93%	\$774,700	0.79
15	1 Eastgate Square	TwndUn	3	2.1	9	\$624,900	\$624,900	\$625,000	100.02%	\$677,600	0.92
16	610 Dorian Road	Colonial	3	2.1	91	\$669,000	\$639,000	\$639,000	100.00%	\$692,000	0.92
17	749 Warren Street	CapeCod	4	2.0	27	\$624,999	\$624,999	\$647,900	103.66%	\$606,000	1.07
18	677 Westfield Avenue	Colonial	4	2.0	21	\$649,000	\$649,000	\$649,000	100.00%	\$603,600	1.08
19	36 Canterbury Lane	Colonial	5	5.1	72	\$1,425,000	\$1,425,000	\$650,000		\$566,000	1.15
20	455 Edgewood Avenue	Colonial	4	2.1	75	\$674,900	\$674,900	\$685,000	101.50%	\$669,700	1.02
21	335 Roger Avenue	SplitLev	4	2.1	123	\$715,000	\$715,000	\$700,000	97.90%	\$718,800	0.97
22	569 Downer Street	HalfDupl	4	3.2	113	\$715,000	\$715,000	\$715,000	100.00%		
23	111 Prospect Street 3D	OneFloor	2	2.1	105	\$774,900	\$774,900	\$740,000	95.50%	\$651,700	1.14
24	412 Everson Place	Colonial	5	2.1	21	\$735,000	\$735,000	\$740,000	100.68%	\$683,300	1.08
25	919 Summit Avenue	Colonial	4	2.2	27	\$789,000	\$789,000	\$775,000	98.23%	\$777,900	1.00
26	40 Bell Drive	SplitLev	4	3.0	0	\$799,900	\$799,900	\$775,000	96.89%	\$809,900	0.96
27	1 Barchester Way	Colonial	4	2.1	13	\$800,000	\$800,000	\$775,000	96.88%	\$830,600	0.93
28	86 Cottage Place	Colonial	4	2.1	228	\$879,000	\$849,000	\$824,000	97.06%	\$430,900	1.91
29	919 Boynton Avenue	Colonial	4	2.1	95	\$899,000	\$849,000	\$825,000	97.17%		
30	451 Whittier Avenue	Colonial	4	2.1	69	\$839,900	\$839,900	\$830,000	98.82%	\$825,300	1.01

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31	751 Fairacres Avenue	Colonial	4	3.1	7	\$839,000	\$839,000	\$833,000	99.28%	\$833,900	1.00
32	201 Clifton Street	Colonial	4	3.1	7	\$819,000	\$819,000	\$860,000	105.01%	\$760,000	1.13
33	808 Grant Avenue	Colonial	4	3.1	29	\$885,000	\$885,000	\$865,000	97.74%	\$787,100	1.10
34	16 Normandy Drive	Colonial	4	2.1	14	\$859,000	\$859,000	\$869,000	101.16%	\$775,500	1.12
35	310 Woods End Road	Custom	5	5.0	9	\$925,000	\$899,000	\$880,000	97.89%	\$938,500	0.94
36	831 Knollwood Terrace	Colonial	4	2.1	80	\$899,000	\$899,000	\$890,000	99.00%	\$862,900	1.03
37	588 Sherwood Parkway	Colonial	4	3.1	44	\$915,000	\$915,000	\$901,000	98.47%	\$863,600	1.04
38	224 Sinclair Place	Colonial	4	2.1	9	\$965,000	\$965,000	\$975,000	101.04%	\$926,600	1.05
39	329 Tuttle Parkway	Colonial	4	3.2	20	\$979,900	\$979,900	\$979,900	100.00%	\$841,000	1.17
40	425 Jefferson Avenue	Custom	5	3.1	13	\$969,000	\$969,000	\$999,000	103.10%	\$887,700	1.13
41	12 S Wickom Drive	Colonial	4	3.1	391	\$1,149,000	\$1,149,000	\$1,100,000	95.74%		
42	420 Palsted Avenue	Colonial	5	5.1	76	\$1,199,900	\$1,149,900	\$1,149,900	100.00%		
43	316 Linden Avenue	Colonial	5	5.1	85	\$1,299,000	\$1,299,000	\$1,230,000	94.69%	\$1,303,900	0.94
44	945 New England Drive	Custom	5	3.1	21	\$1,249,000	\$1,249,000	\$1,251,000	100.16%	\$1,060,000	1.18
45	110 Dickson Drive	Colonial	5	5.1	9	\$1,285,000	\$1,285,000	\$1,260,000	98.05%		
46	2 Priscilla Lane	Colonial	5	3.1	148	\$1,475,000	\$1,395,000	\$1,300,000	93.19%		
47	618 Dorian Road	Colonial	5	5.1	10	\$1,339,000	\$1,339,000	\$1,319,000	98.51%		
48	820 Lawrence Avenue	SplitLev	5	4.1	72	\$1,550,000	\$1,500,000	\$1,425,000	95.00%	\$1,718,800	0.83
49	521 Kimball Avenue	Colonial	6	6.1	128	\$1,699,000	\$1,699,000	\$1,640,000	96.53%		
50	535 Highland Avenue	Colonial	5	4.2	39	\$1,799,000	\$1,799,000	\$1,750,000	97.28%	\$1,828,100	0.96
AVERAGE					60	\$867,684	\$860,104	\$829,465	98.39%		1.05

"Active" Listings in Westfield

Number of Units: 108
 Average List Price: \$1,044.881
 Average Days on Market: 63

"Under Contract" Listings in Westfield

Number of Units: 104
 Average List Price: \$859,918
 Average Days on Market: 51

Westfield 2020 Year to Date Market Trends

YTD	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	56	102	56	60	50	41	60						59
List Price	\$921,442	\$750,804	\$764,757	\$918,162	\$824,483	\$871,888	\$860,104						\$854,005
Sales Price	\$903,016	\$728,022	\$751,314	\$894,596	\$818,180	\$853,335	\$829,465						\$833,478
SP:LP%	98.11%	96.85%	98.41%	98.09%	99.23%	98.28%	98.39%						98.20%
SP to AV	0.99	1.02	1.02	0.99	1.03	1.01	1.05						1.02
# Units Sold	33	27	28	42	24	43	50						247
3 Mo Rate of Ab	4.23	4.32	4.05	3.53	4.10	3.61							3.97
Active Listings	139	130	111	113	118	123	108						120
Under Contracts	56	80	74	55	77	96	104						77

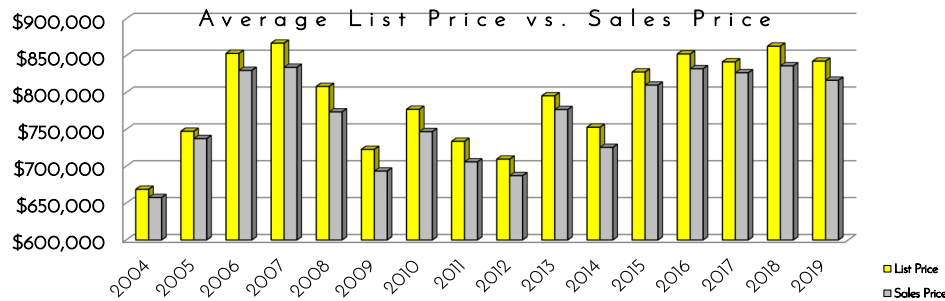
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	54	59	10.45%
Sales Price	\$827,905	\$833,478	0.67%
LP:SP	97.59%	98.20%	0.62%
SP:AV	4.36	1.02	-76.69%

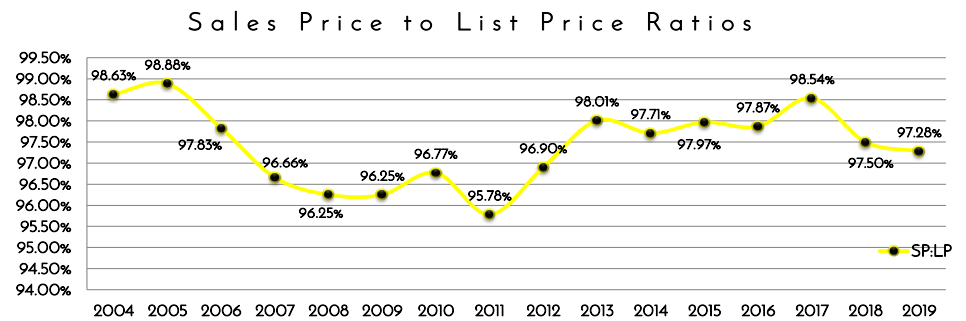


YTD	2019	2020	% Change
# Units Sold	249	247	-0.80%
Rate of Abs 3 mo	3.70	3.14	-15.14%
Actives	174	108	-37.93%
Under Contracts	78	104	33.33%

Westfield Yearly Market Trends

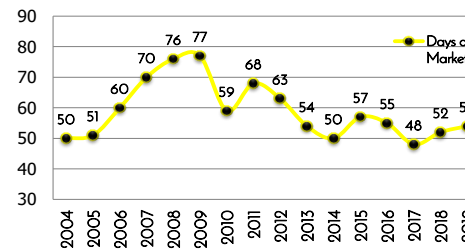


Westfield Yearly Market Trends

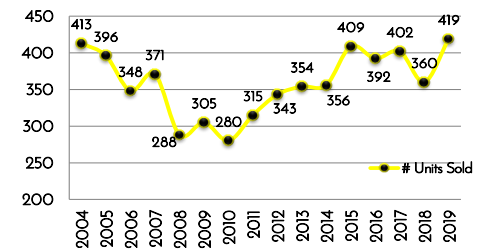


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$668,691	\$747,416	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,786	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320	\$841,602	\$862,867	\$842,588
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204	\$776,943	\$725,557	\$810,097	\$832,272	\$826,774	\$836,175	\$816,626

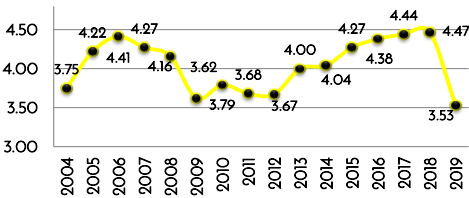
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

