

Westfield

August 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	57 Sandra Circle	TwnIntUn	1	1.0	120	\$175,000	\$160,000	\$135,000	84.38%	\$9,600	14.06
2	1127 W South Avenue	HalfDupl	2	1.0	8	\$275,000	\$275,000	\$275,000	100.00%	\$261,600	1.05
3	622 Stirling Place	Colonial	2	2.0	48	\$379,000	\$349,900	\$349,900	100.00%	\$279,700	1.25
4	920 North Avenue W	Colonial	4	1.0	31	\$450,000	\$450,000	\$450,000	100.00%	\$565,600	0.80
5	319 S Scotch Plains Avenue	Colonial	3	1.0	220	\$525,000	\$479,000	\$479,000	100.00%	\$492,700	0.97
6	213 Maryland Street	Colonial	3	1.0	112	\$465,000	\$449,000	\$499,000	111.14%	\$499,300	1.00
7	41 Mohawk Trail	Ranch	3	2.0	94	\$539,000	\$525,000	\$500,000	95.24%	\$507,500	0.99
8	760 Austin Street	Colonial	4	2.1	5	\$499,000	\$499,000	\$530,000	106.21%	\$500,500	1.06
9	460 Springfield Avenue	Colonial	3	1.1	51	\$545,000	\$534,500	\$539,500	100.94%	\$579,000	0.93
10	517 Hort Street	Colonial	3	1.2	15	\$549,000	\$549,000	\$555,000	101.09%	\$528,800	1.05
11	252 Scotch Plains Avenue	Tudor	3	2.1	12	\$560,000	\$560,000	\$560,000	100.00%	\$522,300	1.07
12	820 Oak Avenue	Colonial	3	1.1	59	\$619,000	\$579,000	\$570,000	98.45%	\$565,900	1.01
13	565 1st Street	Colonial	3	3.0	12	\$589,999	\$589,999	\$605,000	102.54%	\$508,300	1.19
14	311 Scotch Plains Avenue	Colonial	3	1.1	12	\$599,900	\$599,900	\$606,000	101.02%	\$527,700	1.15
15	625 1st Street	Colonial	3	2.0	9	\$635,000	\$635,000	\$630,000	99.21%	\$534,800	1.18
16	779 Lamberts Mill Road	Ranch	3	2.0	105	\$679,900	\$632,000	\$632,000	100.00%	\$641,000	0.99
17	638 4th Avenue	Colonial	3	2.1	12	\$599,900	\$599,900	\$642,000	107.02%	\$584,900	1.10
18	563 Downer Street	HalfDupl	3	3.2	262	\$695,000	\$695,000	\$675,000	97.12%		
19	240 Massachusetts Street	SplitLev	4	3.0	126	\$699,900	\$679,900	\$685,000	100.75%	\$624,700	1.10
20	521 Edgar Road	Colonial	3	2.1	6	\$687,000	\$687,000	\$693,000	100.87%	\$508,200	1.36
21	565 Downer Street	HalfDupl	4	3.2	193	\$715,000	\$715,000	\$700,000	97.90%		
22	725 Belvidere Avenue	Colonial	3	1.2	10	\$699,000	\$699,000	\$701,000	100.29%	\$685,500	1.02
23	621 Short Hills Court	SplitLev	3	3.0	4	\$699,000	\$715,000	\$720,000	100.70%	\$694,100	1.04
24	740 Harding Street	Custom	4	3.0	6	\$715,000	\$715,000	\$750,000	104.90%	\$707,300	1.06
25	888 Winyah Avenue	Colonial	4	2.1	12	\$749,900	\$749,900	\$760,000	101.35%	\$910,400	0.83

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26	33 Moss Avenue	SplitLev	4	2.1	25	\$799,900	\$799,900	\$770,000	96.26%	\$682,400	1.13
27	650 Maye Street	Colonial	4	3.1	8	\$800,000	\$800,000	\$782,500	97.81%	\$566,300	1.38
28	112 Jefferson Avenue	Colonial	4	3.0	11	\$760,000	\$760,000	\$785,000	103.29%	\$785,400	1.00
29	315 Washington Street	Victrian	4	2.1	4	\$859,000	\$859,000	\$840,000	97.79%	\$781,900	1.07
30	921 Cranford Avenue	Colonial	5	3.1	13	\$925,000	\$899,000	\$899,000	100.00%	\$805,900	1.12
31	1916 Boynton Avenue	Colonial	4	2.1	10	\$899,000	\$899,000	\$899,000	100.00%	\$807,100	1.11
32	101 Barchester Way	RanchExp	4	4.0	19	\$899,000	\$899,000	\$930,000	103.45%	\$902,000	1.03
33	813 Sherbrooke Drive	SplitLev	4	2.1	11	\$895,000	\$895,000	\$937,813	104.78%	\$862,000	1.09
34	718 Clarence Street	Colonial	4	3.1	43	\$979,000	\$959,000	\$946,000	98.64%	\$969,100	0.98
35	675 Boulevard	Colonial	5	3.1	8	\$949,000	\$949,000	\$949,000	100.00%	\$895,300	1.06
36	300 N Euclid Avenue	Colonial	5	3.1	7	\$1,017,000	\$997,000	\$960,000	96.29%	\$899,800	1.07
37	614 Lenox Avenue	Colonial	5	4.1	47	\$1,050,000	\$1,025,000	\$995,499	97.12%	\$968,800	1.03
38	701 Coleman Place	Colonial	4	3.2	75	\$1,050,000	\$999,999	\$999,999	100.00%	\$1,006,000	0.99
39	234 W Dudley Avenue	Colonial	6	3.1	44	\$1,139,000	\$1,065,000	\$999,999	93.90%	\$1,144,100	0.87
40	1103 Boynton Avenue	Colonial	5	3.2	17	\$1,049,000	\$1,049,000	\$1,030,000	98.19%	\$931,000	1.11
41	1739 Boulevard	Colonial	4	4.1	10	\$1,045,000	\$1,045,000	\$1,045,000	100.00%		
42	220 Baker Avenue	Colonial	5	3.1	52	\$1,199,000	\$1,149,000	\$1,085,000	94.43%	\$1,041,700	1.04
43	640 Arlington Avenue	Colonial	5	3.2	8	\$1,079,000	\$1,079,000	\$1,100,000	101.95%	\$1,030,200	1.07
44	967 Lawrence Avenue	Custom	5	3.2	71	\$1,150,000	\$1,150,000	\$1,130,000	98.26%	\$1,072,800	1.05
45	210 Midwood Place	Colonial	4	3.1	32	\$1,100,000	\$1,100,000	\$1,145,000	104.09%	\$677,200	1.69
46	24 Hawthorn Drive	Colonial	4	2.1	14	\$1,175,000	\$1,175,000	\$1,165,000	99.15%	\$1,102,600	1.06
47	136 N Chestnut Street	Victrian	5	3.1	167	\$1,395,000	\$1,295,000	\$1,200,000	92.66%	\$1,104,300	1.09
48	155 Hamilton Avenue	Colonial	5	4.0	19	\$1,249,999	\$1,249,999	\$1,200,000	96.00%	\$1,449,400	0.83
49	135 Linden Avenue	Colonial	4	3.1	11	\$1,200,000	\$1,200,000	\$1,250,000	104.17%	\$1,012,000	1.24
50	803 Cedar Terrace	Colonial	6	3.2	16	\$1,325,000	\$1,325,000	\$1,287,500	97.17%	\$989,500	1.30

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51	414 Baker Avenue	Colonial	5	5.1	87	\$1,499,000	\$1,399,000	\$1,350,000	96.50%		
52	56 Tamaques Way	Colonial	5	5.0	59	\$1,449,000	\$1,399,000	\$1,385,000	99.00%	\$1,171,200	1.18
53	1365 Grandview Avenue	Colonial	6	6.1	39	\$1,485,000	\$1,389,000	\$1,415,000	101.87%	\$1,494,300	0.95
54	5 Bennett Place	Colonial	6	4.1	9	\$1,385,000	\$1,385,000	\$1,415,000	102.17%	\$1,358,500	1.04
55	5 Faulkner Drive	Colonial	5	4.0	8	\$1,435,000	\$1,435,000	\$1,430,000	99.65%	\$1,258,600	1.14
56	1080 Prospect Street	Colonial	5	5.1	107	\$1,450,000	\$1,450,000	\$1,463,475	100.93%	\$1,450,900	1.01
57	129 Brightwood Avenue	Colonial	6	6.1	68	\$1,549,000	\$1,549,000	\$1,520,000	98.13%	\$1,430,200	1.06
58	537 Elm Street	Colonial	6	3.1	7	\$1,599,000	\$1,599,000	\$1,590,000	99.44%	\$1,245,300	1.28
59	403 Quantuck Lane	Colonial	6	5.1	8	\$1,549,999	\$1,549,999	\$1,610,000	103.87%	\$1,625,900	0.99
60	201 Baker Avenue	Colonial	5	5.0	45	\$1,750,000	\$1,699,000	\$1,640,000	96.53%	\$1,542,500	1.06
61	651 Glen Avenue	Colonial	5	4.1	46	\$1,729,000	\$1,729,000	\$1,710,000	98.90%		
AVERAGE					45	\$937,908	\$923,408	\$919,692	99.73%		1.31

"Active" Listings in Westfield

Number of Units:	97
Average List Price:	\$1,010,542
Average Days on Market:	71

"Under Contract" Listings in Westfield

Number of Units:	100
Average List Price:	\$921,529
Average Days on Market:	47

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	45					57
List Price	\$921,442	\$750,804	\$764,757	\$918,162	\$824,483	\$871,888	\$860,104	\$923,408					\$867,751
Sales Price	\$903,016	\$728,022	\$751,314	\$894,596	\$818,180	\$853,335	\$829,465	\$919,692					\$850,552
SP:LP%	98.11%	96.85%	98.41%	98.09%	99.23%	98.28%	98.39%	99.73%					98.50%
SP to AV	0.99	1.02	1.02	0.99	1.03	1.01	1.05	1.31					1.08
# Units Sold	33	27	28	42	24	43	50	61					308
3 Mo Rate of Ab	4.23	4.32	4.05	3.53	4.10	3.61	3.14	2.06					3.63
Active Listings	139	130	111	113	118	123	108	97					117
Under Contracts	56	80	74	55	77	96	104	100					80

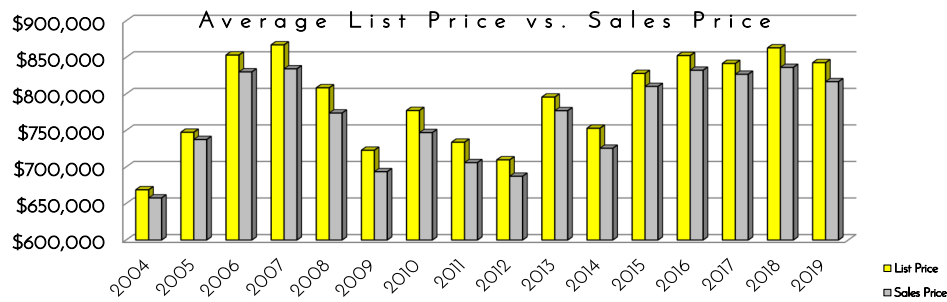
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	53	57	7.67%
Sales Price	\$830,792	\$850,552	2.38%
LP:SP	97.54%	98.50%	0.99%
SP:AV	4.31	1.08	-74.97%

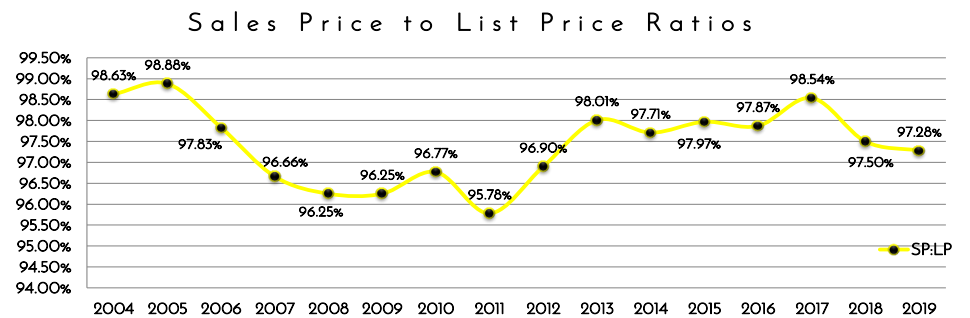


YTD	2019	2020	% Change
# Units Sold	292	308	5.48%
Rate of Abs 3 mo	3.04	2.06	-32.24%
Actives	158	97	-38.61%
Under Contracts	55	100	81.82%

Westfield Yearly Market Trends

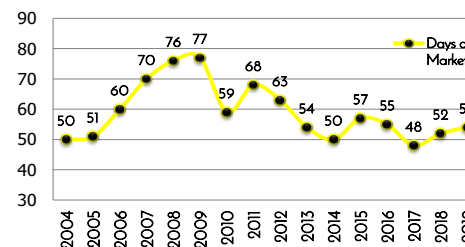


Westfield Yearly Market Trends

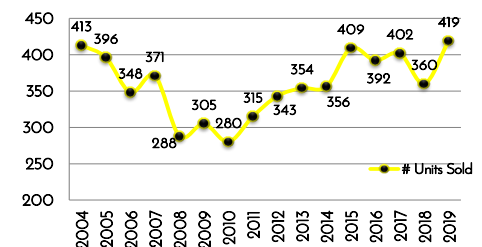


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$729,784	\$777,215	\$733,798	\$709,647	\$795,606	\$741,589	\$827,861	\$859,320	\$841,602	\$862,867	\$842,588
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204	\$776,943	\$725,557	\$810,097	\$832,272	\$826,774	\$836,175	\$816,692

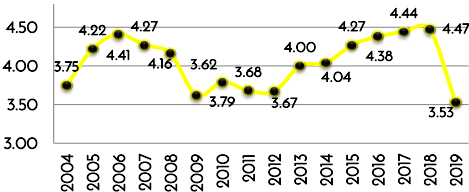
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

