

Westfield

September 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	52C-2 Sandra Circle	OneFloor	2	1.0	13	\$249,000	\$249,000	\$245,000	98.39%		
2	515 Trinity Place	OneFloor	1	1.0	69	\$300,000	\$300,000	\$300,000	100.00%	\$313,100	0.96
3	524 W Broad Street	Colonial	3	1.0	18	\$269,000	\$269,000	\$300,000	111.52%	\$287,500	1.04
4	707 W Broad Street	Cottage	3	2.0	8	\$399,000	\$399,000	\$400,000	100.25%	\$378,400	1.06
5	1024 North Avenue W	CapeCod	4	2.0	18	\$475,000	\$475,000	\$460,000	96.84%	\$412,100	1.12
6	260 Walnut Street	TwnIntUn	2	2.0	71	\$499,000	\$479,900	\$465,000	96.90%	\$447,100	1.04
7	441 Mountain Avenue	Colonial	3	1.1	15	\$489,000	\$489,000	\$495,000	101.23%	\$490,800	1.01
8	656 Hillcrest Avenue	Colonial	3	1.1	3	\$499,000	\$499,000	\$505,000	101.20%	\$674,600	0.75
9	145 Belmar Terrace	CapeCod	3	2.0	22	\$529,900	\$529,900	\$515,000	97.19%	\$511,500	1.01
10	844 W North Avenue	Colonial	3	1.1	197	\$549,000	\$539,000	\$520,000	96.47%	\$513,300	1.01
11	125 Marlboro Street	CapeCod	3	2.0	9	\$499,999	\$499,999	\$521,000	104.20%	\$509,600	1.02
12	717 Summit Avenue	Colonial	3	1.1	14	\$499,000	\$499,000	\$535,000	107.21%	\$441,000	1.21
13	1104 Rahway Avenue	Ranch	3	2.0	9	\$517,000	\$517,000	\$555,000	107.35%	\$471,100	1.18
14	927 Ripley Avenue	Colonial	3	2.0	8	\$549,000	\$549,000	\$567,500	103.37%	\$531,500	1.07
15	207 Palsted Avenue	Colonial	4	2.1	16	\$615,000	\$615,000	\$615,000	100.00%	\$509,800	1.21
16	909 Rahway Avenue	Colonial	3	1.1	53	\$649,900	\$629,900	\$629,900	100.00%	\$656,700	0.96
17	528 Downer Street	Colonial	3	1.1	7	\$619,000	\$619,000	\$639,000	103.23%	\$478,300	1.34
18	714 Castleman Drive	Colonial	3	2.0	10	\$624,900	\$624,900	\$641,000	102.58%	\$708,800	0.90
19	932 Boulevard	Colonial	3	1.1	4	\$630,000	\$630,000	\$653,000	103.65%	\$616,200	1.06
20	924 Brown Avenue	Colonial	4	2.1	24	\$679,000	\$679,000	\$655,000	96.47%	\$677,600	0.97
21	419 Cayuga Way	SplitLev	4	2.1	27	\$665,000	\$665,000	\$665,000	100.00%	\$614,300	1.08
22	52 Summit Court	Custom	4	3.0	8	\$675,000	\$675,000	\$710,000	105.19%	\$675,000	1.05
23	318 Edgewood Avenue	Colonial	3	2.1	5	\$749,900	\$749,900	\$745,000	99.35%	\$790,500	0.94
24	38 Sandy Hill Road	Ranch	5	4.0	46	\$789,000	\$769,000	\$750,000	97.53%	\$673,100	1.11
25	378 Orenda Circle	SplitLev	3	2.1	5	\$750,000	\$750,000	\$750,000	100.00%	\$712,600	1.05

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26	631 Dorian Road	Colonial	4	2.1	32	\$799,000	\$779,000	\$769,000	98.72%	\$840,600	0.91
27	58 Michael Drive	Bi-Level	4	2.1	7	\$769,000	\$769,000	\$774,000	100.65%	\$663,600	1.17
28	847 Nancy Way	SplitLev	4	2.1	163	\$860,000	\$820,000	\$775,000	94.51%	\$735,800	1.05
29	463 Bryant Avenue	Colonial	4	2.1	6	\$799,900	\$799,900	\$799,900	100.00%	\$688,400	1.16
30	412 Sanford Avenue	SplitLev	5	4.1	119	\$869,000	\$829,000	\$810,000	97.71%	\$821,900	0.99
31	622 Maye Street	Tudor	3	2.2	5	\$809,000	\$809,000	\$812,000	100.37%	\$694,200	1.17
32	655 Lawnside Place	Colonial	4	3.0	66	\$890,000	\$840,000	\$817,500	97.32%	\$890,700	0.92
33	938 Willow Grove Road	Custom	4	2.0	21	\$799,000	\$799,000	\$820,000	102.63%	\$824,400	0.99
34	705 St Marks Avenue	Colonial	4	4.0	18	\$839,000	\$839,000	\$825,000	98.33%	\$735,200	1.12
35	322 Canterbury Road	Colonial	5	4.1	19	\$834,750	\$834,750	\$835,000	100.03%	\$908,500	0.92
36	761 1st Street	Colonial	4	3.1	18	\$875,000	\$875,000	\$835,000	95.43%	\$832,400	1.00
37	90 Barchester Way	SplitLev	4	3.1	17	\$899,000	\$899,000	\$860,000	95.66%	\$999,100	0.86
38	728 St Marks Avenue	Colonial	4	2.1	14	\$849,000	\$849,000	\$862,500	101.59%	\$802,200	1.08
39	518 Birch Avenue	Colonial	4	3.2	14	\$880,000	\$880,000	\$863,000	98.07%	\$863,700	1.00
40	627 Summit Avenue	Colonial	5	2.1	9	\$850,000	\$850,000	\$867,000	102.00%	\$723,000	1.20
41	535 Parkview Avenue	Colonial	4	3.1	35	\$899,900	\$899,900	\$882,000	98.01%	\$824,500	1.07
42	407 W Grove Street	Colonial	5	3.1	31	\$925,000	\$899,000	\$890,000	99.00%	\$583,900	1.52
43	110 Cottage Place	Colonial	4	3.1	28	\$950,000	\$899,900	\$899,900	100.00%	\$651,900	1.38
44	7 Normandy Drive	Colonial	4	3.1	7	\$869,000	\$869,000	\$910,000	104.72%	\$830,800	1.10
45	108 Sedgewick Court	Colonial	4	2.1	9	\$899,000	\$899,000	\$925,725	102.97%	\$900,800	1.03
46	20 Byron Court	Colonial	5	4.0	31	\$949,000	\$949,000	\$949,000	100.00%	\$907,100	1.05
47	519 Parkview Avenue	Colonial	4	3.0	22	\$979,900	\$979,900	\$955,000	97.46%	\$851,700	1.12
48	33 Gallowae	Colonial	4	3.0	43	\$999,500	\$999,500	\$999,500	100.00%	\$1,080,100	0.93
49	304 Roanoke Road	Colonial	4	2.1	13	\$999,900	\$999,900	\$999,900	100.00%	\$955,100	1.05
50	737 Oak Avenue	Colonial	5	2.1	8	\$999,000	\$999,000	\$999,999	100.10%	\$1,032,100	0.97

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51	619 Maye Street	Victrian	5	3.1	11	\$1,050,000	\$1,050,000	\$1,050,000	100.00%	\$861,800	1.22
52	209 Edgewood Avenue	Colonial	5	4.1	67	\$1,199,000	\$1,174,900	\$1,150,000	97.88%	\$1,108,400	1.04
53	769 Clark Street	Colonial	5	4.1	30	\$1,200,000	\$1,200,000	\$1,170,000	97.50%	\$1,152,800	1.01
54	27 Fairhill Road	Colonial	5	3.1	7	\$1,154,000	\$1,154,000	\$1,175,000	101.82%	\$1,073,700	1.09
55	732 Summit Avenue	Colonial	5	5.1	1	\$1,249,000	\$1,249,000	\$1,235,000	98.88%		
56	1115 Summit Avenue	Colonial	5	4.0	315	\$1,349,000	\$1,245,000	\$1,245,000	100.00%		
57	512 Alden Avenue	Colonial	5	5.1	19	\$1,249,999	\$1,249,999	\$1,249,999	100.00%	\$1,177,800	1.06
58	550 Arlington Avenue	Colonial	5	5.1	49	\$1,275,000	\$1,275,000	\$1,265,000	99.22%		
59	85 Barchester Way	Colonial	6	4.0	9	\$1,450,000	\$1,450,000	\$1,505,000	103.79%	\$1,377,400	1.09
60	545 Lawrence Avenue	Colonial	5	3.1	40	\$1,575,000	\$1,575,000	\$1,600,000	101.59%	\$1,511,400	1.06
61	616 Summit Avenue	Colonial	6	6.1	21	\$1,825,000	\$1,825,000	\$1,825,000	100.00%	\$1,489,700	1.23
62	102 Golf Edge	Custom	5	5.1	320	\$2,750,000	\$2,450,000	\$2,250,000	91.84%	\$2,250,000	1.00
63	440 Roanoke Road	Colonial	6	5.2	22	\$2,799,000	\$2,499,000	\$2,518,000	100.76%	\$1,868,800	1.35
AVERAGE					37	\$888,674	\$872,431	\$870,005	100.14%		1.07

"Active" Listings in Westfield

Number of Units: 116
 Average List Price: \$987,285
 Average Days on Market: 68

"Under Contract" Listings in Westfield

Number of Units: 82
 Average List Price: \$973,719
 Average Days on Market: 43

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	37				53
List Price	\$921,442	\$750,804	\$764,757	\$918,162	\$824,483	\$871,888	\$860,104	\$923,408	\$872,431				\$868,545
Sales Price	\$903,016	\$728,022	\$751,314	\$894,596	\$818,180	\$853,335	\$829,465	\$919,692	\$870,005				\$853,856
SP:LP%	98.11%	96.85%	98.41%	98.09%	99.23%	98.28%	98.39%	99.73%	100.14%				98.78%
SP to AV	0.99	1.02	1.02	0.99	1.03	1.01	1.05	1.31	1.07				1.08
# Units Sold	33	27	28	42	24	43	50	61	63				371
3 Mo Rate of Ab	4.23	4.32	4.05	3.53	4.10	3.61	3.14	2.06	2.23				3.47
Active Listings	139	130	111	113	118	123	108	97	116				117
Under Contracts	56	80	74	55	77	96	104	100	82				80

Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	53	53	0.28%
Sales Price	\$826,602	\$853,856	3.30%
LP:SP	97.48%	98.78%	1.33%
SP:AV	4.17	1.08	-74.18%

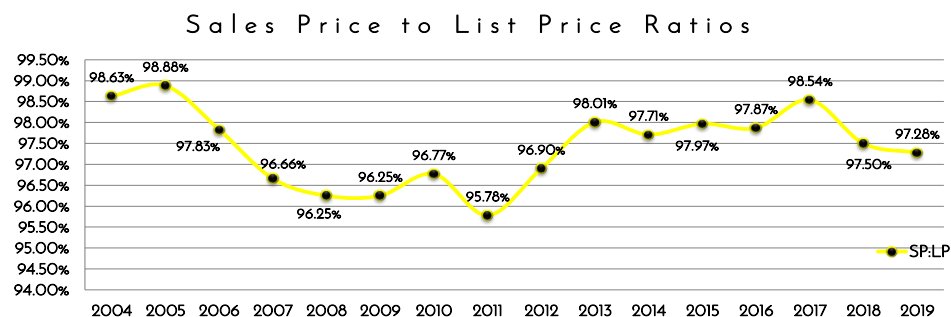


YTD	2019	2020	% Change
# Units Sold	322	371	15.22%
Rate of Abs 3 mo	4.19	2.23	-46.78%
Actives	184	116	-36.96%
Under Contracts	56	82	46.43%

Westfield Yearly Market Trends

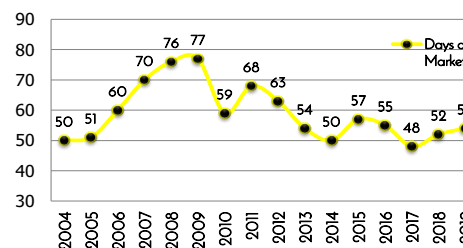


Westfield Yearly Market Trends



	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	\$854,221	\$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

