

Westfield

October 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	124 Windsor Avenue	HalfDupl	2	1.0	8	\$299,000	\$299,000	\$318,000	106.35%	\$299,300	1.06
2	1601 Boulevard	CapeCod	4	1.1	150	\$525,000	\$465,000	\$423,000	90.97%	\$526,900	0.80
3	470 Springfield Avenue	CapeCod	3	2.0	162	\$529,000	\$529,000	\$490,000	92.63%	\$661,800	0.74
4	634 Downer Street	Colonial	5	3.0	11	\$539,000	\$539,000	\$508,000	94.25%	\$536,100	0.95
5	118 Virginia Street	CapeCod	3	2.0	6	\$525,000	\$525,000	\$525,000	100.00%	\$433,800	1.21
6	264 Hazel Avenue	Colonial	3	2.0	90	\$539,000	\$539,000	\$539,000	100.00%	\$531,900	1.01
7	246 Seneca Place	Colonial	3	2.1	33	\$665,000	\$665,000	\$592,000	89.02%	\$632,700	0.94
8	924 Bouelvard	Colonial	3	1.0	8	\$599,000	\$599,000	\$600,000	100.17%	\$621,500	0.97
9	1381 E Broad Street	SplitLev	3	2.1	67	\$599,000	\$599,000	\$610,000	101.84%	\$561,100	
10	654 Hillcrest Avenue	Colonial	3	2.0	16	\$625,000	\$625,000	\$640,000	102.40%	\$675,600	0.95
11	145 Summit Court	SplitLev	3	2.1	9	\$635,000	\$635,000	\$642,500	101.18%	\$606,200	1.06
12	551 Pierson Street	Colonial	3	2.1	6	\$625,000	\$625,000	\$655,829	104.93%	\$527,500	1.24
13	212 Roger Avenue	SplitLev	4	2.1	8	\$650,000	\$650,000	\$665,000	102.31%	\$652,500	1.02
14	810 Dorian Road	Colonial	3	1.1	3	\$645,000	\$645,000	\$670,000	103.88%	\$674,900	0.99
15	531 Topping Hill Road	Ranch	3	2.0	14	\$655,000	\$655,000	\$700,000	106.87%	\$603,600	1.16
16	921 Coolridge Street	Colonial	3	2.1	5	\$719,000	\$719,000	\$725,000	100.83%	\$729,700	0.99
17	8 Sandra Circle	SplitLev	4	2.1	33	\$759,000	\$729,000	\$739,000	101.37%	\$710,900	1.04
18	217 Hazel Avenue	Colonial	3	2.1	5	\$745,000	\$745,000	\$745,000	100.00%	\$647,200	1.15
19	738 Coleman Place	Colonial	4	2.0	8	\$759,000	\$759,000	\$750,000	98.81%	\$701,500	1.07
20	400 Wells Street	Colonial	3	2.1	6	\$700,000	\$700,000	\$756,400	108.06%	\$658,500	1.15
21	120 Elizabeth Avenue	Colonial	5	3.0	17	\$799,000	\$799,000	\$769,000	96.25%	\$711,200	1.08
22	1533 Central Avenue	Colonial	5	2.1	37	\$795,900	\$795,900	\$769,000	96.62%	\$745,600	1.03
23	321 Grove Street East	TwndEndUn	3	3.1	333	\$795,000	\$795,000	\$780,000	98.11%		
24	788 Knollwood Terrace	Colonial	4	2.2	1	\$799,900	\$799,900	\$800,000	100.01%	\$803,000	1.00
25	711 Crescent Parkway	Colonial	3	2.2	5	\$799,000	\$799,000	\$810,000	101.38%	\$737,500	1.10

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26	101 Linden Avenue	Colonial	3	3.1	7	\$819,000	\$819,000	\$825,000	100.73%	\$720,500	1.15
27	516 Prospect Street	Colonial	4	2.1	8	\$850,000	\$850,000	\$850,000	100.00%	\$799,800	1.06
28	835 Grandview Avenue	Colonial	4	3.1	28	\$889,000	\$874,000	\$860,000	98.40%		
29	15 N Cottage Place	RanchExp	4	3.0	11	\$899,000	\$899,000	\$875,000	97.33%	\$727,400	1.20
30	322 Connecticut Street	Colonial	4	2.1	17	\$860,000	\$860,000	\$880,000	102.33%	\$839,000	1.05
31	17 Burrington Gorge	Custom	5	3.2	7	\$949,000	\$949,000	\$965,000	101.69%	\$973,700	0.99
32	128 Woodland Avenue	Colonial	5	3.2	62	\$1,150,000	\$1,099,000	\$1,090,000	99.18%	\$1,307,200	0.83
33	415 Colonial Avenue	Colonial	5	3.1	93	\$1,225,000	\$1,199,000	\$1,100,000	91.74%	\$1,495,500	0.74
34	640 First Street	Colonial	5	3.1	49	\$1,199,900	\$1,149,900	\$1,125,000	97.83%	\$597,300	1.88
35	635 Scotch Plains Avenue	Colonial	5	2.1	8	\$1,100,000	\$1,100,000	\$1,140,000	103.64%	\$999,900	1.14
36	614 Standish Avenue	Colonial	6	4.1	10	\$1,199,900	\$1,199,900	\$1,150,000	95.84%	\$1,239,700	0.93
37	811 Fairacres Avenue	Colonial	5	4.1	118	\$1,189,000	\$1,189,000	\$1,180,000	99.24%		
38	421 Clifton Street	Colonial	5	3.0	55	\$1,285,000	\$1,199,000	\$1,199,000	100.00%	\$1,139,600	1.05
39	139 Harrow Road	Colonial	6	5.1	46	\$1,274,999	\$1,274,999	\$1,275,000	100.00%	\$1,169,300	1.09
40	268 Canterbury Road	Colonial	5	4.0	12	\$1,300,000	\$1,300,000	\$1,309,000	100.69%		
41	233 Twin Oaks Terrace	Colonial	5	2.2	30	\$1,299,900	\$1,299,900	\$1,315,000	101.16%	\$970,900	1.35
42	517 Clark Street	Colonial	4	3.3	104	\$1,495,000	\$1,399,000	\$1,399,000	100.00%	\$1,459,100	0.96
43	2 Kirkview Circle	Colonial,	6	6.1	35	\$1,449,000	\$1,449,000	\$1,439,000	99.31%		
44	111 Prospect Street 4E	OneFloor	2	2.1	115	\$1,699,900	\$1,699,900	\$1,440,000	84.71%	\$1,741,600	0.83
45	814 Highland Avenue	Colonial	5	5.1	49	\$1,849,000	\$1,749,999	\$1,717,500	98.14%	\$1,546,200	1.11
AVERAGE					42	\$895,720	\$884,320	\$874,561	99.34%		1.05

"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	42			52
List Price	\$921,442	\$750,804	\$764,757	\$918,162	\$824,483	\$871,888	\$860,104	\$923,408	\$872,431	\$884,320			\$870,252
Sales Price	\$903,016	\$728,022	\$751,314	\$894,596	\$818,180	\$853,335	\$829,465	\$919,692	\$870,005	\$874,561			\$856,095
SP:LP%	98.11%	96.85%	98.41%	98.09%	99.23%	98.28%	98.39%	99.73%	100.14%	99.34%			98.84%
SP to AV	0.99	1.02	1.02	0.99	1.03	1.01	1.05	1.31	1.07	1.05			1.07
# Units Sold	33	27	28	42	24	43	50	61	63	45			416
3 Mo Rate of Ab	4.23	4.32	4.05	3.53	4.10	3.61	3.14	2.06	2.23	1.75			3.30
Active Listings	139	130	111	113	118	123	108	97	116	96			115
Under Contracts	56	80	74	55	77	96	104	100	82	95			82

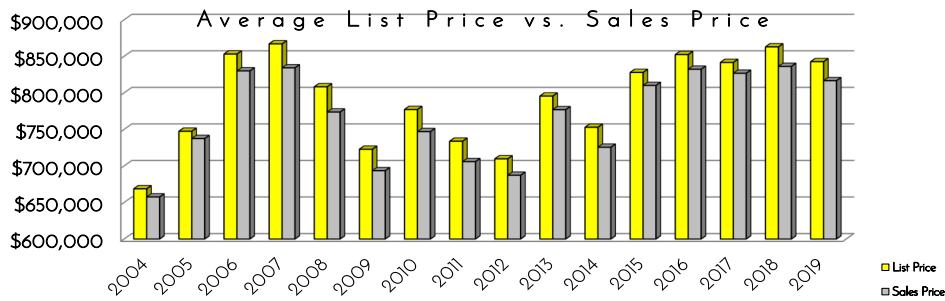
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	54	52	-3.76%
Sales Price	\$817,335	\$856,095	4.74%
LP:SP	97.45%	98.84%	1.43%
SP:AV	3.92	1.07	-72.63%

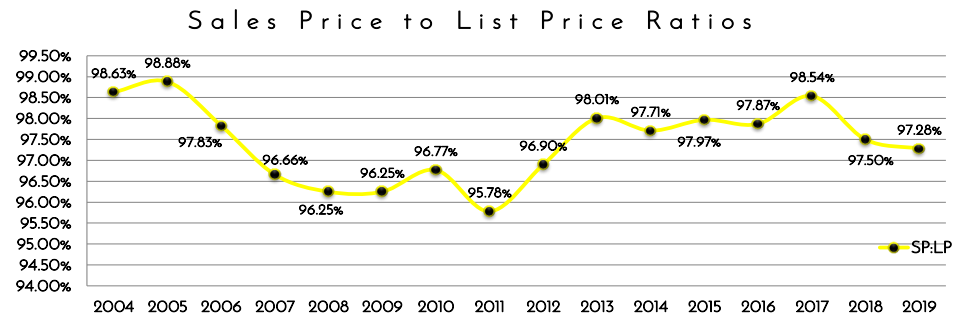


YTD	2019	2020	% Change
# Units Sold	359	416	15.88%
Rate of Abs 3 mo	5.27	1.75	-66.79%
Actives	162	96	-40.74%
Under Contracts	64	95	48.44%

Westfield Yearly Market Trends

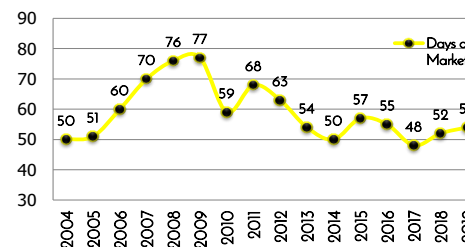


Westfield Yearly Market Trends

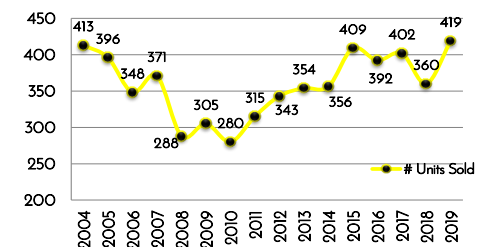


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$729,784	\$777,215	\$733,798	\$709,647	\$795,606	\$741,589	\$827,861	\$859,320	\$841,602	\$862,867	\$842,588
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463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

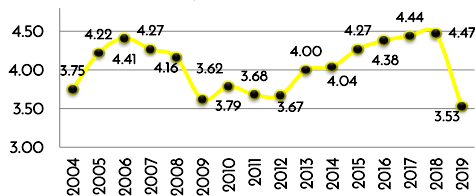
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

