

Westfield

December 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	515 Trinity Place	OneFloor	2	2.0	64	\$425,000	\$369,000	\$350,000	94.85%	\$363,800	0.96
2	913 South Avenue W	Colonial	2	1.1	13	\$398,980	\$398,980	\$410,000	102.76%	\$362,300	1.13
3	248 Windsor Avenue	Duplex	3	1.1	11	\$429,000	\$429,000	\$455,000	106.06%	\$368,600	1.23
4	110 Oxford Terrace	CapeCod	3	1.0	15	\$480,000	\$480,000	\$460,000	95.83%	\$423,500	1.09
5	301 Palsted Avenue	Bi-Level	4	2.0	13	\$529,000	\$529,000	\$475,000	89.79%	\$509,200	0.93
6	737 W Broad Street	CapeCod	3	2.1	34	\$549,900	\$549,900	\$520,000	94.56%	\$530,100	0.98
7	111 Elizabeth Avenue	SplitLev	3	1.1	30	\$529,900	\$529,900	\$520,000	98.13%	\$529,000	0.98
8	103 Marlboro Street	SplitLev	3	2.1	29	\$575,000	\$575,000	\$565,000	98.26%	\$564,000	1.00
9	764 Austin Street	Colonial	4	1.1	51	\$649,900	\$599,900	\$590,000	98.35%	\$437,400	1.35
10	609 Ardsleigh Drive	SplitLev	4	1.1	50	\$679,900	\$639,900	\$600,000	93.76%	\$640,100	0.94
11	503 Edgar Road	Colonial	4	1.1	15	\$589,500	\$589,500	\$610,000	103.48%	\$530,300	1.15
12	923 Boynton Avenue	Colonial	3	2.1	14	\$615,000	\$615,000	\$615,000	100.00%	\$541,200	1.14
13	540 Trinity Place	Colonial	4	2.0	17	\$615,000	\$615,000	\$631,000	102.60%	\$494,800	1.28
14	367 Brightwood Avenue	Colonial	6	3.0	89	\$699,900	\$654,900	\$645,000	98.49%	\$501,500	1.29
15	411 Everson Place	Colonial	3	1.1	8	\$650,000	\$650,000	\$650,000	100.00%	\$657,300	0.99
16	36 Tamaques Way	CapeCod	4	3.0	13	\$650,000	\$650,000	\$656,036	100.93%	\$601,400	1.09
17	47 Unami Terrace	SplitLev	4	3.0	48	\$689,000	\$689,000	\$699,000	101.45%	\$707,700	0.99
18	830 Grandview Avenue	Colonial	4	2.1	23	\$699,000	\$699,000	\$711,000	101.72%	\$590,400	1.20
19	109 Frazee Court	Colonial	4	2.1	23	\$749,000	\$724,000	\$719,000	99.31%	\$644,300	1.12
20	18 Mohawk Trail	Ranch	3	2.1	19	\$689,000	\$689,000	\$740,000	107.40%	\$604,400	1.22

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21	226 Edgewood Avenue	Colonial	4	1.1	11	\$709,000	\$709,000	\$748,000	105.50%	\$671,800	1.11
22	1211 Boynton Avenue	Colonial	4	3.1	37	\$789,000	\$789,000	\$765,000	96.96%	\$767,700	1.00
23	702 Shadowlawn Drive	Tudor	4	3.1	10	\$749,900	\$749,900	\$780,000	104.01%	\$797,600	0.98
24	1747 Boulevard	Colonial	4	2.1	115	\$849,000	\$799,000	\$785,000	98.25%	\$864,000	0.91
25	222 Twin Oaks Terrace	Colonial	4	2.1	13	\$825,000	\$825,000	\$825,000	100.00%	\$721,700	1.14
26	322 Park Street	Victrian	6	3.0	16	\$849,000	\$849,000	\$825,000	97.17%	\$648,000	1.27
27	702 Westfield Avenue	Colonial	4	2.1	8	\$839,000	\$839,000	\$836,000	99.64%	\$702,200	1.19
28	1128 Grandview Avenue	Colonial	4	2.1	2	\$849,999	\$849,999	\$849,999	100.00%	\$667,700	1.27
29	342 John Street	Colonial	4	2.1	62	\$899,900	\$899,900	\$850,000	94.45%	\$990,400	0.86
30	838 Boulevard	Colonial	4	2.1	22	\$939,000	\$939,000	\$925,000	98.51%	\$809,300	1.14
31	110 E Dudley Avenue	Victrian	5	2.1	12	\$950,000	\$950,000	\$948,000	99.79%	\$946,900	1.00
32	530 Westfield Avenue	TwEndUn	5	4.1	43	\$999,000	\$999,000	\$990,000	99.10%		
33	3 Hawthorn Drive	Colonial	3	2.1	30	\$1,050,000	\$999,000	\$995,000	99.60%	\$1,001,000	0.99
34	111 Ayliffe Avenue	Colonial	5	3.1	186	\$999,900	\$999,900	\$999,900	100.00%		
35	422 Kimball Avenue	Colonial	5	3.1	43	\$1,149,000	\$1,075,000	\$999,999	93.02%	\$1,003,400	1.00
36	810 Mountain Avenue	Colonial	5	3.2	23	\$999,000	\$999,000	\$999,999	100.10%	\$783,700	1.28
37	157 Brightwood Avenue	Colonial	4	2.1	33	\$1,065,000	\$1,050,000	\$1,020,000	97.14%	\$967,900	1.05
38	880 Bradford Avenue	Colonial	4	2.1	8	\$998,000	\$998,000	\$1,053,600	105.57%	\$913,400	1.15
39	140 Brightwood Avenue	Colonial	5	3.0	42	\$1,145,000	\$1,095,000	\$1,055,000	96.35%	\$1,130,100	0.93
40	644 Boulevard	Colonial	5	2.2	15	\$1,029,000	\$1,029,000	\$1,070,000	103.98%	\$952,400	1.12

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41	896 Highland Avenue	Tudor	4	4.1	17	\$1,150,000	\$1,150,000	\$1,100,000	95.65%	\$1,145,500	0.96
42	21 Burrington Gorge	Colonial	6	4.1	6	\$1,100,000	\$1,100,000	\$1,115,000	101.36%	\$1,112,100	1.00
43	638 Lenox Avenue	Colonial	6	4.0	11	\$1,189,000	\$1,189,000	\$1,169,000	98.32%	\$971,600	1.20
44	421 Baker Avenue	Colonial	5	3.1	7	\$1,150,000	\$1,150,000	\$1,210,000	105.22%	\$982,000	1.23
45	364 Orenda Circle	Colonial	4	3.2	153	\$1,225,000	\$1,225,000	\$1,225,000	100.00%		
46	158 Harrison Avenue	Colonial	5	2.1	65	\$1,299,000	\$1,234,999	\$1,230,000	99.60%	\$934,000	1.32
47	201 Massachusetts Avenue	Colonial	5	3.1	12	\$1,249,000	\$1,249,000	\$1,249,000	100.00%		
48	110 Ayliffe Avenue	Colonial	5	4.1	56	\$1,249,000	\$1,249,000	\$1,249,900	100.07%		
49	880 Winyah Avenue	Colonial	4	4.1	84	\$1,350,000	\$1,299,900	\$1,255,000	96.55%	\$1,306,300	0.96
50	619 Fairfield Circle	Colonial	5	4.1	11	\$1,375,000	\$1,375,000	\$1,354,000	98.47%	\$1,210,000	1.12
51	10 Hawthorn Drive	RanchExp	4	3.2	80	\$1,595,000	\$1,390,000	\$1,390,000	100.00%	\$1,150,800	1.21
52	220 Golf Edge	Colonial	5	4.2	7	\$1,749,000	\$1,749,000	\$1,735,000	99.20%	\$1,473,100	1.18
53	1090 Lawrence Avenue	Colonial	7	8.1	147	\$2,395,000	\$2,395,000	\$2,250,000	93.95%		
54	1249 Prospect Street	Colonial	7	7.1	26	\$3,575,000	\$3,575,000	\$3,650,000	102.10%	\$2,771,600	1.32
AVERAGE					37	\$967,124	\$952,770	\$946,730	99.40%		1.10

"Active" Listings in Westfield

Number of Units: 57
 Average List Price: \$1,077,739
 Average Days on Market: 82

"Under Contract" Listings in Westfield

Number of Units: 71
 Average List Price: \$941,294
 Average Days on Market: 50

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	50	37	50
List Price	\$921,442	\$750,804	\$764,757	\$918,162	\$824,483	\$871,888	\$860,104	\$923,408	\$872,431	\$884,320	\$862,461	\$952,770	\$878,347
Sales Price	\$903,016	\$728,022	\$751,314	\$894,596	\$818,180	\$853,335	\$829,465	\$919,692	\$870,005	\$874,561	\$859,848	\$946,730	\$865,974
SP:LP%	98.11%	96.85%	98.41%	98.09%	99.23%	98.28%	98.39%	99.73%	100.14%	99.34%	100.05%	99.40%	99.00%
SP to AV	0.99	1.02	1.02	0.99	1.03	1.01	1.05	1.31	1.07	1.05	1.09	1.10	1.08
# Units Sold	33	27	28	42	24	43	50	61	63	45	41	54	511
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	1.80	1.58	3.03
Active Listings	139	130	111	113	118	123	108	97	116	96	71	57	107
Under Contracts	56	80	74	55	77	96	104	100	82	95	88	71	82

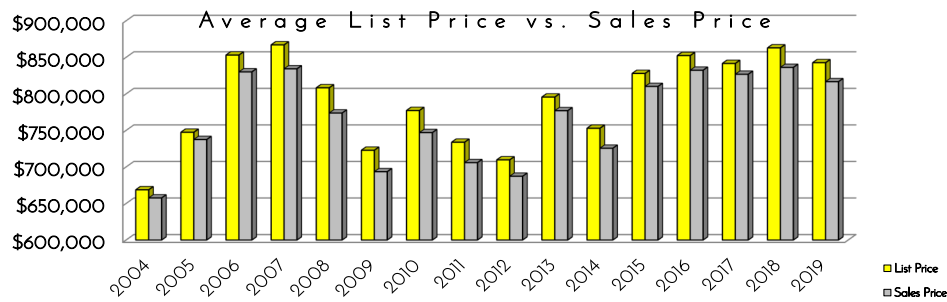
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	54	50	-7.25%
Sales Price	\$816,626	\$865,974	6.04%
LP:SP	97.28%	99.00%	1.77%
SP:AV	3.53	1.08	-69.44%

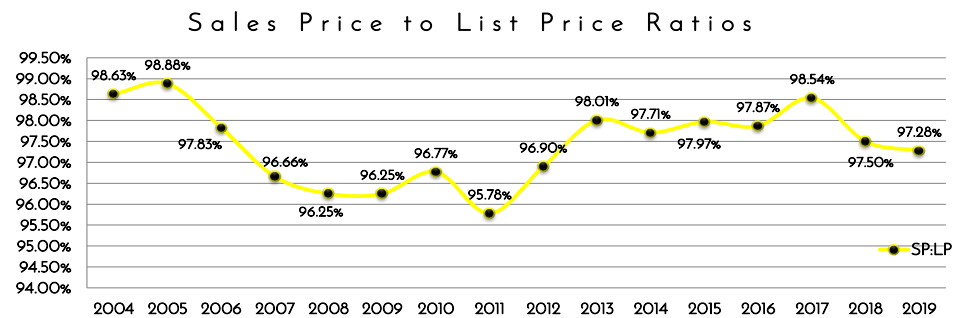


YTD	2019	2020	% Change
# Units Sold	419	511	21.96%
Rate of Abs 3 mo	3.91	1.28	-67.26%
Actives	109	57	-47.71%
Under Contracts	49	71	44.90%

Westfield Yearly Market Trends

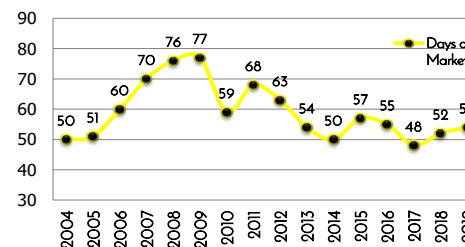


Westfield Yearly Market Trends



	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	\$816,626

Average Days on Market



Number of Units Sold

