



Westfield

February 2020 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	510 Downer Street	FixrUppr	4	1.1	50	\$329,000	\$329,000	\$305,000	92.71%	\$417,900	0.73
2	545 Cumberland Street	CapeCod	4	2.0	92	\$360,000	\$360,000	\$360,000	100.00%	\$416,400	0.86
3	117 Myrtle Avenue	Colonial	4	2.0	42	\$400,000	\$400,000	\$380,000	95.00%	\$494,400	0.77
4	515 Trinity Place Unit 3 MN	MultiFlr	2	2.0	33	\$435,000	\$435,000	\$405,000	93.10%	\$416,400	0.97
5	501 1st Street	Colonial	3	1.0	59	\$480,000	\$480,000	\$432,000	90.00%	\$475,400	0.91
6	1325 Boulevard	CapeCod	4	1.0	104	\$450,000	\$439,000	\$434,500	98.97%	\$450,000	0.97
7	650 Maple Street	Colonial	3	1.0	12	\$479,900	\$469,900	\$460,000	97.89%	\$587,400	0.78
8	242 Scotch Plains Avenue	Colonial	3	1.2	121	\$599,000	\$549,000	\$558,000	101.64%	\$513,000	1.09
9	301 Hyslip Avenue	Colonial	4	1.1	66	\$590,000	\$590,000	\$580,000	98.31%	\$550,800	1.05
10	321 Grove Street East	TwnIntUn	3	3.1	275	\$625,000	\$625,000	\$615,000	98.40%		
11	1042 Prospect Street	SplitLev	3	2.0	182	\$755,000	\$699,900	\$615,000	87.87%	\$797,200	0.77
12	810 Prospect Street	Custom	3	2.2	84	\$649,000	\$649,000	\$620,000	95.53%	\$508,100	1.22
13	321 Grove Street East	TwnIntUn	3	3.1	264	\$650,000	\$635,000	\$635,000	100.00%		
14	122 Ludlow Place	CapeCod	3	3.1	16	\$649,000	\$649,000	\$645,000	99.38%	\$720,000	0.90
15	765 Clark Street	Colonial	5	2.1	92	\$700,000	\$689,000	\$689,000	100.00%	\$755,900	0.91
16	634 4th Avenue	Custom	4	3.1	90	\$749,000	\$699,000	\$700,000	100.14%	\$764,000	0.92
17	306 S Scotch Plains Avenue	Colonial	4	2.1	62	\$739,000	\$739,000	\$710,000	96.08%	\$537,600	1.32
18	1501 Pine Grove Avenue	Colonial	4	2.1	156	\$799,999	\$749,000	\$740,000	98.80%		
19	914 Coolidge Street	Colonial	4	2.1	124	\$799,000	\$799,000	\$750,000	93.87%	\$838,400	0.89
20	424 Mountain Avenue	Victrian	5	4.1	92	\$849,000	\$799,000	\$780,100	97.63%	\$690,100	1.13



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21	907 Grandview Avenue	Colonial	4	2.1	179	\$849,000	\$849,000	\$830,000	97.76%	\$389,000	2.13
22	529 Kimball Turn	Colonial	5	3.2	124	\$1,100,000	\$1,100,000	\$1,040,000	94.55%	\$890,800	1.17
23	9 Stanley Oval	Colonial	4	3.1	70	\$1,175,000	\$1,095,000	\$1,090,000	99.54%	\$1,132,100	0.96
24	645 Hillcrest Avenue	Colonial	5	4.1	1	\$1,199,000	\$1,199,000	\$1,188,000	99.08%		
25	13 Sandy Hill Road	Colonial	5	6.0	244	\$1,295,000	\$1,295,000	\$1,200,000	92.66%		
26	15 Bell Drive	Colonial	6	5.0	84	\$1,349,999	\$1,349,999	\$1,310,000	97.04%		
27	933 Coolidge Street	Colonial	6	6.1	45	\$1,599,900	\$1,599,900	\$1,585,000	99.07%		
AVERAGE					102	\$764,993	\$750,804	\$728,022	96.85%		1.02

"Active" Listings in Westfield

Number of Units: 130
 Average List Price: \$982,385
 Average Days on Market: 68

"Under Contract" Listings in Westfield

Number of Units: 80
 Average List Price: \$859,085
 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											77
List Price	\$921,442	\$750,804											\$844,655
Sales Price	\$903,016	\$728,022											\$824,269
SP:LP%	98.11%	96.85%											97.55%
SP to AV	0.99	1.02											1.00
# Units Sold	33	27											60
3 Mo Rate of Ab	4.23	4.32											4.28
Active Listings	139	130											135
Under Contracts	56	80											68

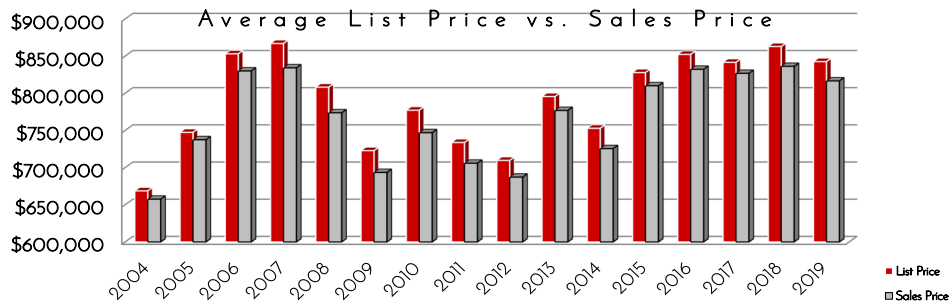
Flashback! YTD 2019 vs YTD 2020

YTD	2019	2020	% Change
DOM	68	77	11.96%
Sales Price	\$718,893	\$824,269	14.66%
LP:SP	97.39%	97.55%	0.16%
SP:AV	4.24	1.00	-76.33%

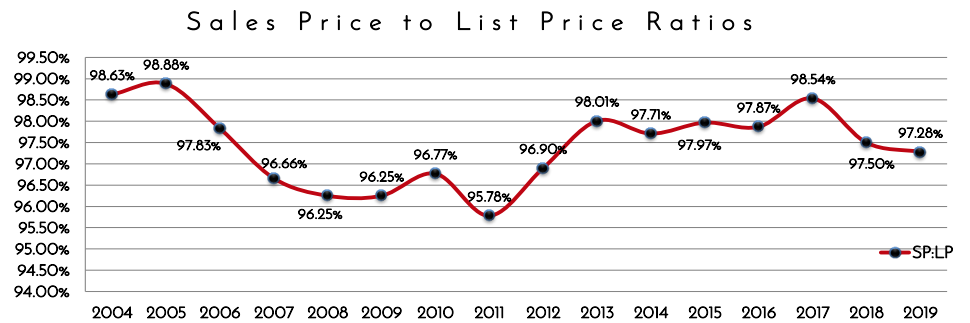


YTD	2019	2020	% Change
# Units Sold	46	60	30.43%
Rate of Abs 3 mo	6.22	4.32	-30.55%
Actives	165	130	-21.21%
Under Contracts	62	80	29.03%

Westfield Yearly Market Trends

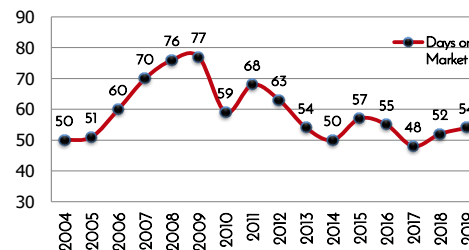


Westfield Yearly Market Trends

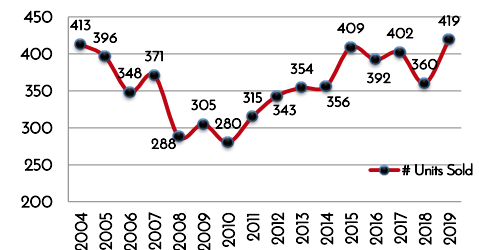


	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
LP	\$668,691	\$747,418	\$855,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589	\$827,861	\$852,320	\$841,602	\$862,867	\$842,588
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,954	\$705,898	\$687,204	\$776,943	\$725,557	\$810,097	\$832,278	\$826,774	\$836,175	\$816,606

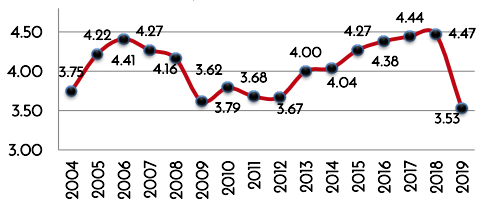
Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio



12 Month Rate of Absorption

