



# Westfield

## August 2023 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          | MultiFlr | 2      | 2.0   | 18  | \$414,500        | \$414,500   | \$423,000   | 102.05% | \$384,200        | 1.10  |
| 2     | 1009 Columbus Avenue       | Colonial | 4      | 2.0   | 25  | \$699,000        | \$650,000   | \$630,000   | 96.92%  | \$515,400        | 1.22  |
| 3     | 237 Midwood Place          | Colonial | 3      | 1.0   | 29  | \$649,000        | \$649,000   | \$640,000   | 98.61%  | \$529,700        | 1.21  |
| 4     | 17 Cowperthwaite Square    | TwnIntUn | 2      | 2.1   | 6   | \$649,000        | \$649,000   | \$670,000   | 103.24% | \$472,000        | 1.42  |
| 5     | 1023 Columbus Avenue       | SplitLev | 3      | 2.0   | 16  | \$775,000        | \$699,000   | \$700,000   | 100.14% | \$533,900        | 1.31  |
| 6     | 119 N Scotch Plains Avenue | RanchRas | 4      | 2.0   | 17  | \$689,000        | \$689,000   | \$708,000   | 102.76% | \$499,000        | 1.42  |
| 7     | 511 Dorian Court           | Colonial | 3      | 1.1   | 9   | \$625,000        | \$625,000   | \$718,500   | 114.96% | \$487,400        | 1.47  |
| 8     | 548 Hort Street            | Colonial | 3      | 2.1   | 14  | \$649,000        | \$649,000   | \$730,000   | 112.48% | \$458,100        | 1.59  |
| 9     | 17 S Wickom Drive          | Colonial | 3      | 1.1   | 20  | \$750,000        | \$750,000   | \$805,000   | 107.33% | \$546,400        | 1.47  |
| 10    | 316B Palsted Avenue        | TwnEndUn | 3      | 2.1   | 20  | \$749,000        | \$749,000   | \$818,000   | 109.21% | \$672,300        | 1.22  |
| 11    | 632 Kensington Drive       | SplitLev | 3      | 1.1   | 17  | \$779,000        | \$779,000   | \$821,000   | 105.39% | \$595,500        | 1.38  |
| 12    | 923 Central Avenue         | Colonial | 4      | 2.1   | 15  | \$849,900        | \$849,900   | \$832,000   | 97.89%  | \$768,600        | 1.08  |
| 13    | 58 Michael Drive           | Bi-Level | 4      | 2.1   | 20  | \$799,000        | \$799,000   | \$875,000   | 109.51% | \$663,600        | 1.32  |
| 14    | 705 E Broad Street         | SplitLev | 4      | 3.0   | 13  | \$879,000        | \$879,000   | \$879,000   | 100.00% | \$717,400        | 1.23  |
| 15    | 721 Shackamaxon Drive      | SplitLev | 4      | 3.0   | 15  | \$799,000        | \$799,000   | \$910,000   | 113.89% | \$841,800        | 1.08  |
| 16    | 730 Norman Place           | CapeCod  | 3      | 2.2   | 15  | \$879,999        | \$879,999   | \$926,000   | 105.23% | \$746,200        | 1.24  |
| 17    | 111 Prospect Street 4D     | OneFloor | 2      | 2.1   | 28  | \$998,000        | \$998,000   | \$986,500   | 98.85%  | \$929,600        | 1.06  |
| 18    | 306 Scotch Plains Avenue   | Colonial | 4      | 2.1   | 0   | \$950,000        | \$950,000   | \$995,100   | 104.75% | \$537,600        | 1.85  |
| 19    | 111 Prospect Street 4D     | OneFloor | 2      | 2.1   | 183 | \$1,399,000      | \$1,199,000 | \$1,125,000 | 93.83%  | \$1,500,000      | 0.75  |
| 20    | 973 Cherokee Court         | Custom   | 4      | 3.0   | 10  | \$1,175,000      | \$1,175,000 | \$1,200,000 | 102.13% | \$822,400        | 1.46  |
| 21    | 1249 Boulevard             | Custom   | 4      | 3.1   | 9   | \$969,000        | \$969,000   | \$1,200,000 | 123.84% | \$701,100        | 1.71  |
| 22    | 531 Washington Street      | Colonial | 3      | 2.1   | 8   | \$999,000        | \$999,000   | \$1,220,000 | 122.12% | \$723,900        | 1.69  |
| 23    | 905 Harding Street         | Colonial | 5      | 3.1   | 300 | \$1,449,000      | \$1,399,000 | \$1,350,000 | 96.50%  |                  |       |
| 24    | 27 Canterbury Lane         | Colonial | 4      | 2.1   | 8   | \$1,200,000      | \$1,200,000 | \$1,350,000 | 112.50% | \$934,400        | 1.44  |
| 25    | 741 Carleton Road          | Colonial | 4      | 2.1   | 8   | \$1,250,000      | \$1,250,000 | \$1,350,000 | 108.00% | \$762,800        | 1.77  |



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## August 2023 Market Snapshot

| Units   | Address               | Style    | Bedrms | Baths | DOM | Orig. List Price | List Price  | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|-----------------------|----------|--------|-------|-----|------------------|-------------|-------------|---------|------------------|-------|
| 26      | 853 Tice Place        | Colonial | 4      | 2.2   | 14  | \$1,350,000      | \$1,299,000 | \$1,355,000 | 104.31% | \$959,700        | 1.41  |
| 27      | 31 Hawthorn Drive     | Colonial | 3      | 2.1   | 5   | \$1,299,000      | \$1,299,000 | \$1,410,000 | 108.55% | \$1,035,300      | 1.36  |
| 28      | 635 Norman Place      | Colonial | 4      | 3.1   | 14  | \$1,499,000      | \$1,499,000 | \$1,525,000 | 101.73% |                  |       |
| 29      | 460 Topping Hill Road | Colonial | 4      | 2.2   | 12  | \$1,599,000      | \$1,599,000 | \$1,550,000 | 96.94%  | \$1,117,400      | 1.39  |
| 30      | 658 Boulevard         | Colonial | 4      | 3.1   | 16  | \$1,450,000      | \$1,450,000 | \$1,551,000 | 106.97% | \$896,200        | 1.73  |
| 31      | 526 Cory Place        | Colonial | 4      | 3.1   | 8   | \$1,300,000      | \$1,300,000 | \$1,600,000 | 123.08% | \$933,700        | 1.71  |
| 32      | 220 N Euclid Avenue   | Colonial | 5      | 4.1   | 13  | \$1,495,000      | \$1,495,000 | \$1,650,000 | 110.37% | \$988,000        | 1.67  |
| 33      | 1350 Overhill Street  | Colonial | 5      | 4.0   | 8   | \$1,589,000      | \$1,589,000 | \$1,700,000 | 106.99% | \$906,100        | 1.88  |
| 34      | 766 Hyslip Avenue     | Colonial | 5      | 4.0   | 17  | \$1,525,000      | \$1,525,000 | \$1,700,000 | 111.48% | \$1,076,300      | 1.58  |
| 35      | 261 Canterbury Road   | Colonial | 6      | 3.1   | 15  | \$1,799,000      | \$1,799,000 | \$1,799,000 | 100.00% | \$1,178,700      | 1.53  |
| 36      | 684 Westfield Avenue  | Colonial | 6      | 5.1   | 1   | \$1,600,000      | \$1,600,000 | \$1,800,000 | 112.50% | \$1,265,100      | 1.42  |
| 37      | 921 Boulevard         | Colonial | 5      | 5.1   | 17  | \$1,750,000      | \$1,750,000 | \$1,800,000 | 102.86% | \$1,275,600      | 1.41  |
| 38      | 846 Highland Avenue   | Colonial | 6      | 4.1   | 38  | \$1,995,000      | \$1,995,000 | \$1,900,000 | 95.24%  |                  |       |
| AVERAGE |                       |          |        |       | 26  | \$1,112,458      | \$1,101,247 | \$1,163,213 | 105.87% |                  | 1.42  |

### *Active* Listings in Westfield

Number of Units: 30  
 Average List Price: \$1,452,583  
 Average Days on Market: 41

### *Under Contract* Listings in Westfield

Number of Units: 36  
 Average List Price: \$1,223,878  
 Average Days on Market: 47

# Westfield 2023 Year to Date Market Trends

| YTD             | January     | February    | March       | April       | May         | June        | July        | August      | September | October | November | December | YTD AVG     |
|-----------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-----------|---------|----------|----------|-------------|
| Days on Market  | 16          | 46          | 28          | 19          | 32          | 14          | 17          | 26          |           |         |          |          | 23          |
| List Price      | \$1,044,587 | \$1,255,690 | \$1,221,400 | \$974,012   | \$1,170,782 | \$1,156,667 | \$1,089,634 | \$1,101,247 |           |         |          |          | \$1,119,528 |
| Sales Price     | \$1,050,867 | \$1,258,000 | \$1,245,367 | \$1,043,500 | \$1,224,990 | \$1,240,301 | \$1,154,448 | \$1,163,213 |           |         |          |          | \$1,176,359 |
| SP:LP%          | 100.42%     | 100.53%     | 102.03%     | 106.37%     | 105.41%     | 107.38%     | 107.73%     | 105.87%     |           |         |          |          | 105.50%     |
| SP to AV        | 1.24        | 1.30        | 1.35        | 1.36        | 1.45        | 1.40        | 1.42        | 1.42        |           |         |          |          | 1.39        |
| # Units Sold    | 15          | 10          | 15          | 24          | 33          | 43          | 29          | 38          |           |         |          |          | 207         |
| 3 Mo Rate of Ab | 1.06        | 1.89        | 2.76        | 2.14        | 1.23        | 0.96        | 0.94        | 0.68        |           |         |          |          | 1.46        |
| Active Listings | 33          | 35          | 32          | 29          | 27          | 37          | 26          | 30          |           |         |          |          | 31          |
| Under Contracts | 18          | 39          | 50          | 69          | 64          | 58          | 58          | 36          |           |         |          |          | 49          |

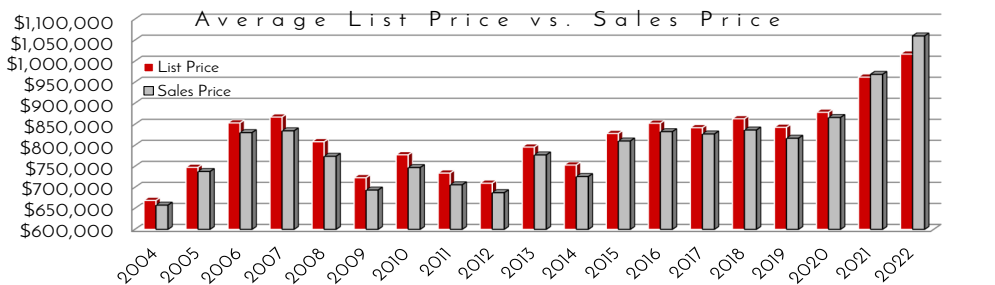
## Flashback! YTD 2022 vs YTD 2023

| YTD         | 2022        | 2023        | % Change |
|-------------|-------------|-------------|----------|
| DOM         | 25          | 23          | -7.81%   |
| Sales Price | \$1,079,146 | \$1,176,359 | 9.01%    |
| LP:SP       | 105.23%     | 105.50%     | 0.25%    |
| SP:AV       | 1.29        | 1.39        | 7.77%    |

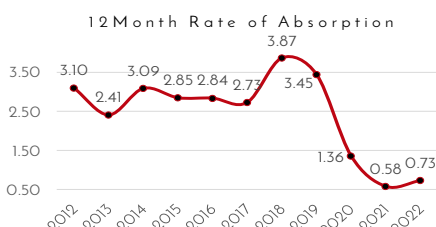
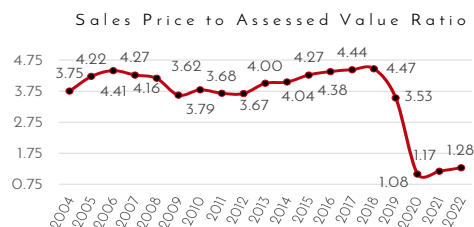


| YTD              | 2022 | 2023 | % Change |
|------------------|------|------|----------|
| # Units Sold     | 256  | 207  | -19.14%  |
| Rate of Abs 3 Mo | 1.22 | 1.46 | 19.71%   |
| Actives          | 37   | 31   | -16.16%  |
| Under Contracts  | 61   | 49   | -19.18%  |

## Westfield Yearly Market Trends



| Year | LP          | SP          |
|------|-------------|-------------|
| 2004 | \$668,691   | \$657,551   |
| 2005 | \$747,418   | \$737,498   |
| 2006 | \$853,052   | \$850,021   |
| 2007 | \$867,001   | \$854,221   |
| 2008 | \$808,247   | \$773,745   |
| 2009 | \$722,784   | \$693,463   |
| 2010 | \$777,215   | \$746,934   |
| 2011 | \$733,788   | \$705,898   |
| 2012 | \$709,647   | \$687,204   |
| 2013 | \$795,606   | \$776,943   |
| 2014 | \$741,589   | \$725,557   |
| 2015 | \$827,861   | \$810,097   |
| 2016 | \$852,320   | \$832,272   |
| 2017 | \$841,602   | \$826,774   |
| 2018 | \$862,867   | \$836,175   |
| 2019 | \$842,588   | \$816,656   |
| 2020 | \$891,126   | \$878,347   |
| 2021 | \$961,979   | \$968,521   |
| 2022 | \$1,016,734 | \$1,059,824 |



Data only available until 2012

## Westfield Yearly Market Trends

