

# Westfield

## March 2015 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
1	52B-2 Sandra Circle	OneFloor	2	1.0	82	\$177,000	\$157,500	\$154,500	98.10%		
2	313 Myrtle Avenue	Colonial	2	2.0	195	\$250,000	\$250,000	\$225,000	90.00%	\$54,300	4.14
3	654 W Broad Street	Colonial	3	2.1	31	\$315,000	\$299,000	\$301,000	100.67%	\$56,100	5.37
4	600 4th Avenue	TwndEndUn	2	1.1	77	\$349,500	\$339,000	\$319,000	94.10%	\$92,500	3.45
5	515 Trinity Place	OneFloor	2	2.0	69	\$385,000	\$385,000	\$375,000	97.40%	\$93,900	3.99
6	560 1st Street	Colonial	3	2.0	85	\$479,000	\$479,000	\$450,000	93.95%	\$94,900	4.74
7	609 W Broad Street	Colonial	4	2.1	27	\$479,000	\$479,000	\$450,000	93.95%	\$134,000	3.36
8	56 Bell Drive	SplitLev	3	1.1	10	\$525,000	\$525,000	\$541,000	103.05%	\$144,000	3.76
9	552 Washington Street	Colonial	3	2.1	18	\$600,000	\$600,000	\$625,500	104.25%	\$128,300	4.88
10	260 Prospect Street	OneFloor	2	2.0	25	\$659,900	\$659,900	\$640,000	96.98%	\$134,400	4.76
11	121 Wyoming Street	Colonial	3	3.0	26	\$629,000	\$629,000	\$645,000	102.54%	\$128,700	5.01
12	767 Fairacres Avenue	Colonial	4	1.1	38	\$639,000	\$639,000	\$649,000	101.56%	\$161,400	4.02
13	245 Tuttle Parkway	Colonial	5	2.2	120	\$729,000	\$699,000	\$670,000	95.85%	\$178,600	3.75
14	456 Mountain Avenue	Colonial	5	3.0	15	\$675,000	\$675,000	\$670,000	99.26%	\$130,100	5.15
15	819 Standish Avenue	Colonial	3	2.0	92	\$749,000	\$749,000	\$710,000	94.79%	\$201,500	3.52
16	7 Pine Court	SplitLev	5	3.1	135	\$769,000	\$769,000	\$745,000	96.88%	\$267,100	2.79
17	705 St Marks Avenue	Colonial	4	4.0	126	\$819,900	\$769,000	\$750,000	97.53%	\$163,900	4.58
18	666 Dorian Road	Colonial	4	2.1	34	\$769,900	\$769,900	\$760,000	98.71%	\$192,700	3.94
19	420 St Marks Avenue	Colonial	6	2.1	161	\$899,900	\$849,900	\$767,000	90.25%	\$196,400	3.91
20	515 Carleton Road	TwndEndUn	3	4.1	151	\$789,000	\$789,000	\$775,000	98.23%		

From the Desk of Susan Massa Broker CRS SRES ABR Keller Williams Premier Properties 908-400-0778

[www.njhomeshowcase.com](http://www.njhomeshowcase.com) [www.welcomehomewithsusan.com](http://www.welcomehomewithsusan.com)

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Units	Address	Style	Bedrms	Baths	DOM	Orig. List Price	List Price	Sales Price	SP:LP	Total Assessment	SP:AV
21	604 Shackamaxon Drive	Colonial	4	2.1	37	\$830,000	\$830,000	\$803,500	96.81%	\$148,800	5.40
22	25 Manitou Circle	SplitLev	4	2.1	6	\$795,000	\$795,000	\$807,000	101.51%	\$190,800	4.23
23	809 Nancy Way	SplitLev	4	3.0	63	\$850,000	\$850,000	\$810,000	95.29%	\$212,500	3.81
24	153 Madison Avenue	Colonial	4	2.1	150	\$999,000	\$969,900	\$950,000	97.95%	\$242,900	3.91
25	747 Clarence Street	Colonial	4	3.1	13	\$999,900	\$999,900	\$999,900	100.00%	\$235,000	4.25
26	498 Salter Place	Colonial	4	3.1	1	\$1,150,000	\$1,150,000	\$1,120,000	97.39%	\$232,500	4.82
27	316 Linden Avenue	Custom	4	5.1	19	\$1,299,000	\$1,299,000	\$1,289,000	99.23%	\$226,900	5.68
28	867 Willow Grove Road	Colonial	6	6.0	92	\$1,289,500	\$1,289,500	\$1,289,500	100.00%		
29	312 Linden Avenue	Custom	5	5.1	31	\$1,299,000	\$1,299,000	\$1,299,000	100.00%	\$226,900	5.72
30	515 Kimball Avenue	Colonial	5	5.1	121	\$1,575,000	\$1,575,000	\$1,633,500	103.71%		
AVERAGE					68	\$759,150	\$752,283	\$740,780	98.00%		4.36

### CURRENT **"ACTIVE"** LISTINGS IN WESTFIELD

Number of Units: 106  
 Average List Price: \$980,292  
 Average Days on Market: 80

### CURRENT **"UNDER CONTRACT"** LISTINGS IN WESTFIELD

Number of Units: 86  
 Average List Price: \$882,149  
 Average Days on Market: 61

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# Westfield 2015 Year to Date Market Trends

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	61	85	68										71
List Price	\$813,952	\$904,820	\$752,283										\$819,222
Sales Price	\$796,860	\$888,658	\$740,780										\$804,517
Sales Price as a % of List Price	97.27%	96.92%	98.00%										97.44%
Sales Price to Assessed Value	4.09	3.87	4.36										4.14
# Units Sold	25	25	30										80
Active Listings	97	103	106										102
Under Contracts	67	69	86										74

## Flashback! YTD 2014 vs YTD 2015

	2014	2015	% Change
Days on Market	67	71	6.69%
Sales Price	\$653,973	\$804,517	23.02%
Sales Price as a % of List Price	97.56%	97.44%	-0.13%

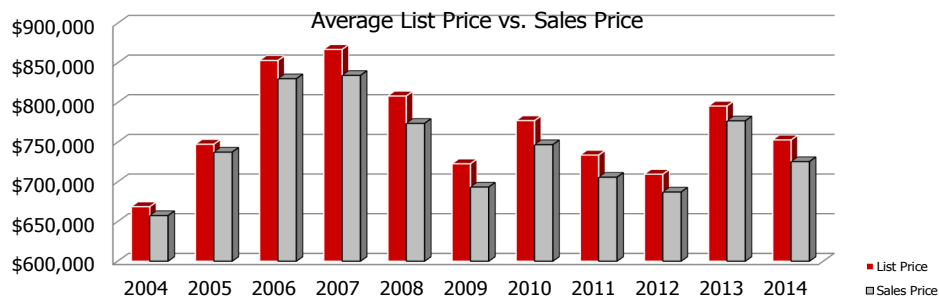
Susan Massa Broker CRS



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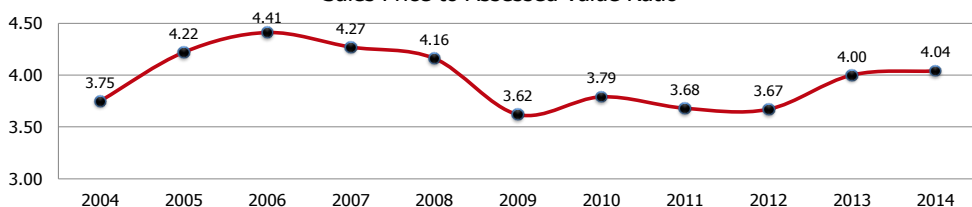
	2014	2015	% Change
# Units Sold	44	80	81.82%
Active Listings	135	106	-21.48%
Under Contracts	70	86	22.86%

## Westfield Yearly Market Trends



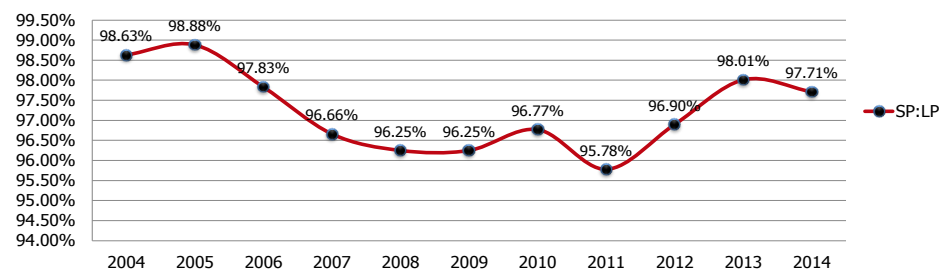
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
LP	\$668,691	\$747,418	\$853,052	\$867,001	\$808,247	\$722,784	\$777,215	\$733,788	\$709,647	\$795,606	\$741,589
SP	\$657,551	\$737,498	\$830,021	\$834,221	\$773,745	\$693,463	\$746,934	\$705,898	\$687,204	\$776,943	\$725,557

Sales Price to Assessed Value Ratio

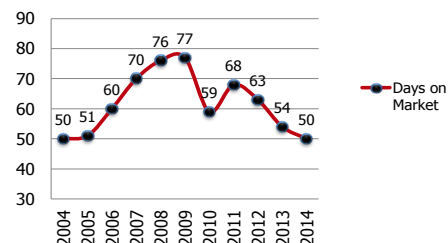


## Westfield Yearly Market Trends

Sales Price to List Price Ratios



Average Days on Market



Number of Units Sold

