

## WESTFIELD February 2009 Home Sales Stats

Data compiled from the GSMLS. Deemed reliable, but not guaranteed.

Sue feels that if you are in the market to buy or sell real estate in Westfield, it is important to understand the trends in Active Listings, Days on the Market, and Listing to Sale Price ratio so that you can make an educated decision.

Address	Original List Price	List Price at Contract	Sale Price	DOM	BR	TBTH	Style
923 Grandview Avenue	\$400,000	\$372,900	\$362,900	62	2	1	Colonial
16 N WICKOM DR	\$375,000	\$375,000	\$375,000	17	3	1	SplitLev
1108 CENTRAL AVE	\$429,900	\$429,900	\$400,000	56	3	1.1	SplitLev
242 Myrtle Ave	\$499,000	\$439,000	\$422,300	132	3	3.1	Colonial
149 SUMMIT CT	\$599,900	\$479,900	\$420,000	152	4	2.1	Colonial,
937 Fanwood Avenue	\$479,900	\$479,900	\$470,000	36	4	2	RanchRas,Bi-Level
260 PROSPECT ST	\$499,900	\$499,900	\$490,000	7	2	2	OneFloor
58 Summit Court	\$529,000	\$529,000	\$500,000	57	3	2.1	Colonial
609 North Chestnut	\$539,000	\$539,000	\$520,000	16	4	1.1	Colonial
936 CARLETON RD	\$539,900	\$539,900	\$520,000	7	4	2	CapeCod,
18 Carol Road	\$559,000	\$559,000	\$530,000	85	4	2.1	SplitLev
806 Standish Ave.	\$699,000	\$599,000	\$531,000	48	4	3	Colonial
320 St. Georges Place	\$775,000	\$775,000	\$711,000	66	4	2.1	Colonial
535 FAIRMONT AVE	\$1,389,000	\$1,389,000	\$1,350,000	31	5	3	Colonial
218 SINCLAIR PL	\$2,594,000	\$2,099,000	\$1,884,000	135	6	6	Colonial
808 Lawrence Ave	\$2,995,000	\$2,799,500	\$2,600,000	108	5	6.1	Colonial,Custom

AVERAGE DAYS ON MARKET:	64
AVERAGE LISTING PRICE:	\$868,749
AVERAGE SALE PRICE:	\$779,080
% SALE PRICE / LIST PRICE:	94%

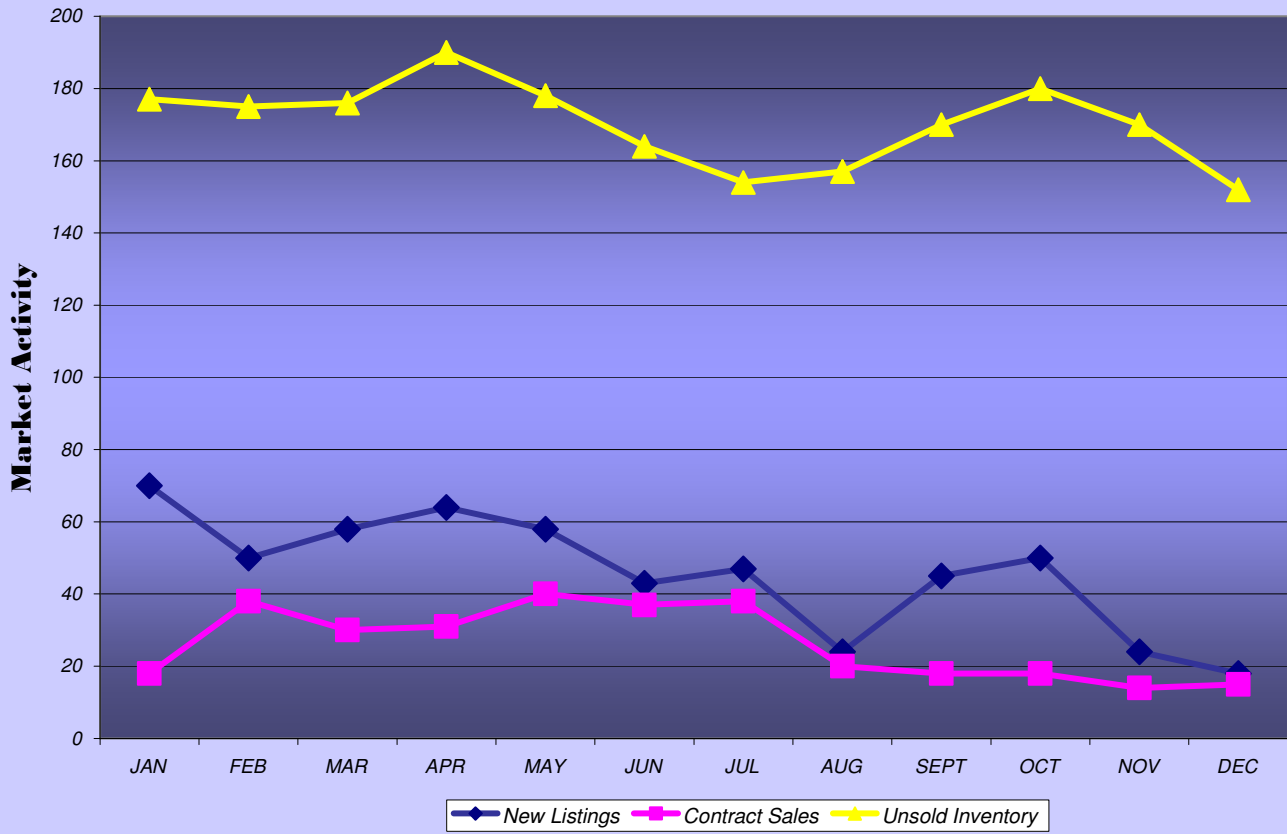
## WESTFIELD HOME SALE TRENDS February 2008 thru February 2009

	Feb. 2008	Mar.	April	May	June	July
Average Listing Price	\$1,015,313	\$1,042,233	\$1,012,028	\$996,571	\$1,004,796	\$1,000,441
Average Sale Price	\$804,781	\$700,324	\$694,025	\$674,413	\$837,955	\$791,048
%Sale Price to List Price Ratio	96%	97%	97%	97%	95%	97%
Days on Market	79	92	54	55	51	63
# of Active Listings	229	237	255	256	229	229
# of Closed Listings	18	18	20	23	42	131

	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.2009
Average Listing Price	\$1,008,430	\$982,104	\$926,787	\$890,201	\$872,824	\$880,814	\$868,749
Average Sale Price	\$835,178	\$633,774	\$659,488	\$832,731	\$765,733	\$622,500	\$779,080
%Sale Price to List Price Ratio	95%	96%	97%	96%	87%	97%	94%
Days On Market	97	82	49	137	51	110	64
# of Active Listings	187	196	214	205	256	195	204
# of Closed Listings	35	22	18	14	14	6	16

Feb.2009	Active Listings	New Listings	Under Contract	Sold Listings	Average	SP/LP
# Beds	Avg LP	Avg LP	Avg LP	Avg LP	DOM	%
1	\$281,970	\$199,999	\$0	\$0	0	0%
2	\$648,560	\$430,475	\$589,000	\$426,450	35	98%
3	\$505,604	\$530,064	\$486,900	\$432,433	69	97%
4	\$861,076	\$862,365	\$686,838	\$528,857	59	93%
5	\$1,426,008	\$1,588,000	\$999,999	\$1,944,667	91	93%
TOWN	\$868,749	\$822,310	\$602,740	\$779,080	64	94%

# WESTFIELD 2008



**Susan Adler**  
*Over 900 Homes Sold!*  
*#1 Keller Williams Agent in NJ 2005, 2006, 2007*



**Cellular: (973) 464-9129**  
**Office: (973) 376-0033 ext 101**  
**Fax: (908) 273-2996**

**Certified Luxury Home Marketing Specialist (CLHMS)**

