

# SPRINGFIELD

## April 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	SP:FLP	Actual DOM	Original List Price	SP:OLP	Total Assessment	SP:AV
1	22-D Troy Drive Bldg 23	OneFloor	1	1	69	\$149,900	\$140,000	93.40%	341	\$169,900	82.40%	\$66,000	2.12
2	131 Hawthorne Ave	SplitLev	5	2	1	\$279,900	\$272,000	97.18%	357	\$445,000	61.12%	\$145,800	1.87
3	17 Lewis Drive	Colonial	3	1	157	\$299,900	\$300,000	100.03%	157	\$299,900	100.03%	\$158,600	1.89
4	166 Tooker Avenue	Colonial	3	1	146	\$315,000	\$305,000	96.83%	146	\$329,900	92.45%	\$120,200	2.54
5	236 Short Hills Avenue	Victr/Colo	3	2	57	\$425,000	\$390,000	91.76%	57	\$425,000	91.76%	\$133,500	2.92
6	1 Mohawk Drive	SplitLev	4	2	210	\$448,000	\$411,000	91.74%	438	\$539,000	76.25%	\$194,200	2.12
7	3203 Park Place	TwnIntUn	4	3	102	\$459,990	\$435,000	94.57%	102	\$459,990	94.57%	\$172,700	2.52
8	14 Sycamore Terrace	SplitLev	4	3	80	\$649,500	\$640,000	98.54%	80	\$649,500	98.54%	\$247,100	2.59
<b>AVERAGE</b>					<b>103</b>	<b>\$378,399</b>	<b>\$361,625</b>	<b>95.51%</b>	<b>210</b>	<b>\$414,774</b>	<b>87.14%</b>		<b>2.32</b>

### CURRENT "ACTIVE" LISTINGS IN SPRINGFIELD

AS OF MAY 10, 2012

Number of Units: 87

Average List Price: \$413,813

Average List Price to Assessed Value Ratio: 2.54

Average Days on Market: 105

### CURRENT "UNDER CONTRACT" LISTINGS IN SPRINGFIELD

AS OF MAY 10, 2012

Number of Units: 39

Average List Price: \$396,564

Average List Price to Assessed Value Ratio: 2.33

Average Days on Market: 83

\* ACTUAL DOM includes previous expired and withdrawn dates. OLP reflects the original asking price that a house entered the market for sale.

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Not intended to solicit a property already listed.

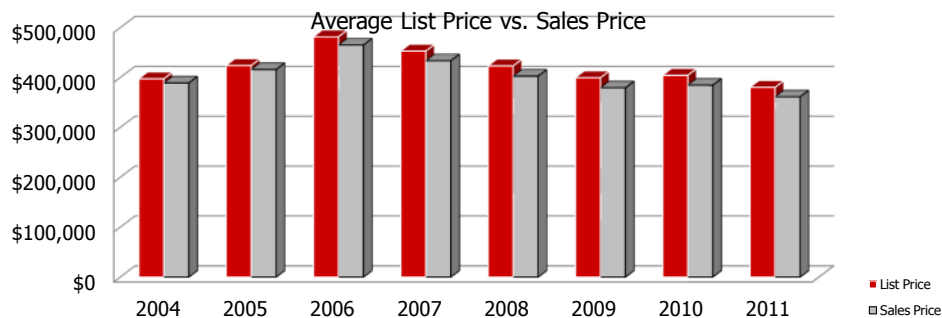
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

# Springfield 2012 Year to Date Market Trends

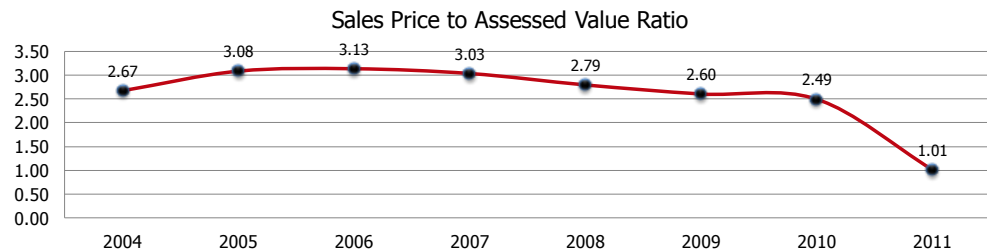
**April 2011 YTD:**  
**AVG YTD Sales Price: \$366,117**  
**DOM: 104**  
**#Units YTD: 29**  
**SP:AV 2.32**

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	63	88	158	103									107
Final List Price	\$332,090	\$268,400	\$376,909	\$378,399									\$348,120
Sales Price	\$312,830	\$245,220	\$351,182	\$361,625									\$326,776
Sales Price as a % of FLP	94.00%	91.76%	92.43%	95.51%									93.52%
Actual DOM	86	108	253	210									173
Original List Price	\$345,580	\$293,400	\$413,454	\$414,774									\$376,147
Sales Price as a % of OLP	90.54%	83.75%	84.22%	87.14%									86.69%
Sales Price to As-	2.33	2.01	2.10	2.32									2.21
# Units Sold	10	5	11	8									34

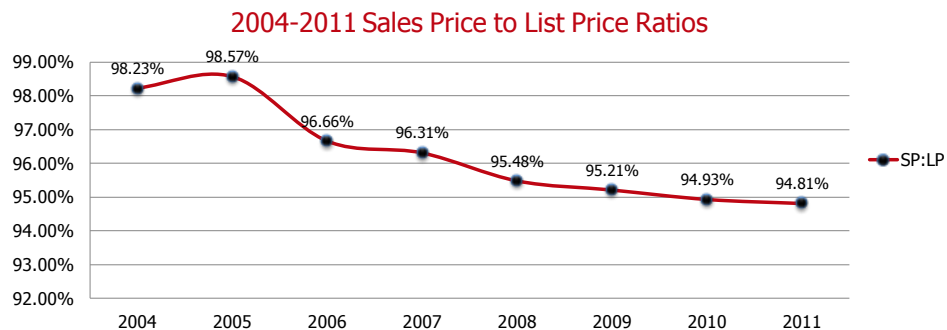
## SPRINGFIELD 2004 - 2011



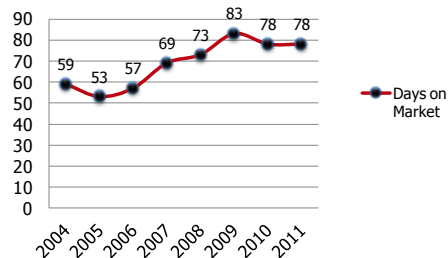
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350



## SPRINGFIELD 2004 - 2011



## 2004-2011 Average Days on Market



## 2004-2011 # Units Sold

