

SPRINGFIELD

January 2012 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List Price	Sales Price	FLP:SP	Actual DOM	Original List Price	OLP:SP	Total Assessment	SP:AV
1	82C Troy Drive Bldg 17	FirstFlr	2	1	117	\$199,999	\$190,000	95.00%	117	\$225,000	84.44%	\$78,900	2.41
2	37 Washington Avenue	Colonial	3	2	153	\$239,000	\$225,000	94.14%	153	\$239,000	94.14%	\$113,700	1.98
3	254 Northview Terrace	Ranch	2	1	8	\$279,000	\$230,000	82.44%	8	\$279,000	82.44%	\$136,100	1.69
4	52-A Troy Drive Bldg 20	FirstFlr	3	2	28	\$299,900	\$290,000	96.70%	28	\$299,900	96.70%	\$95,600	3.03
5	18 Washington Avenue	Colonial	4	2	24	\$299,999	\$299,999	100.00%	24	\$299,999	100.00%	\$132,900	2.26
6	77 Springbrook Road	CapeCod	4	2	49	\$349,000	\$321,000	91.98%	232	\$419,000	76.61%	\$162,200	1.98
7	37 Sycamore Terrace	SplitLev	4	2	20	\$359,000	\$327,800	91.31%	20	\$359,000	91.31%	\$181,800	1.80
8	11 Lyons Place	Colonial	3	2	85	\$420,000	\$410,000	97.62%	85	\$435,000	94.25%	\$143,200	2.86
9	2107 Park Place	TwnIntUn	3	3	42	\$449,999	\$422,500	93.89%	99	\$449,900	93.91%	\$148,300	2.85
10	36 Hawthorn Avenue	SplitLev	4	2	99	\$425,000	\$412,000	96.94%	94	\$450,000	91.56%	\$171,300	2.41
AVERAGE					63	\$332,090	\$312,830	94.00%	86	\$345,580	90.54%		2.33

CURRENT **"ACTIVE"** LISTINGS IN SPRINGFIELD AS OF FEBRUARY 11, 2012

Number of Units: 85

Average List Price: \$407,945

Average List Price to Assessed Value Ratio: 2.60

Average Days on Market: 110

CURRENT **"UNDER CONTRACT"** LISTINGS IN SPRINGFIELD AS OF FEBRUARY 11, 2012

Number of Units: 24

Average List Price: \$364,683

Average List Price to Assessed Value Ratio: 2.27

Average Days on Market: 129

* ACTUAL DOM includes previous expired and withdrawn dates.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.

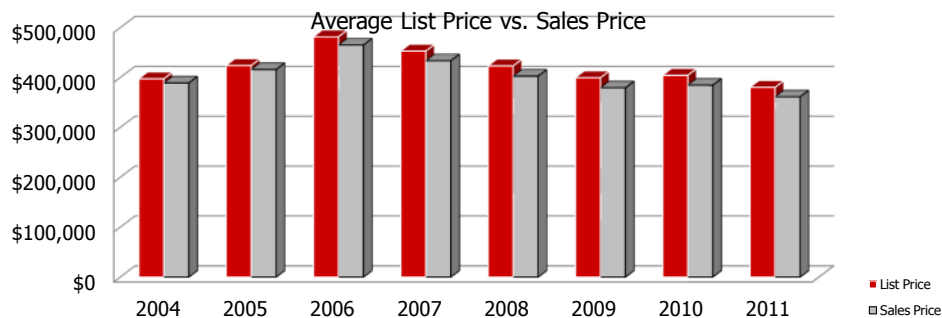
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Springfield 2012 Year to Date Market Trends

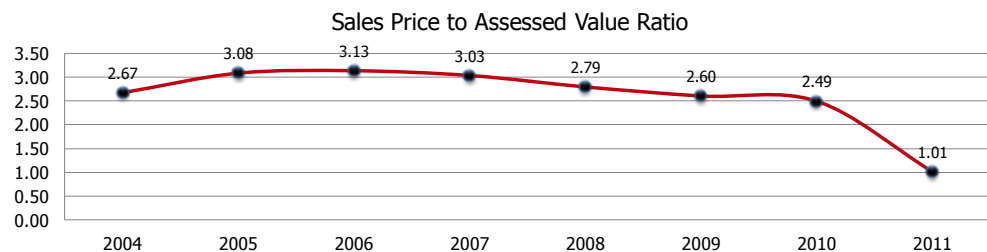
January 2012 YTD:
AVG YTD Sales Price: \$313,875
DOM: 259
#Units YTD: 4
SP:AV 2.48

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	63												63
Final List Price	\$332,090												\$332,090
Sales Price	\$312,830												\$312,830
% of FLP to Sales Price	94.00%												94.00%
Actual DOM	86												86
Original List Price	\$345,580												\$345,580
% of OLP to Sales Price	90.54%												90.54%
Sales Price to As-	2.33												2.33
# Units Sold	10												10

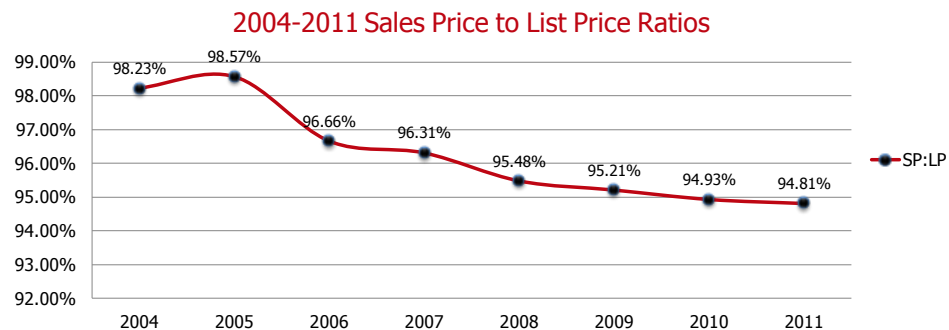
SPRINGFIELD 2004 - 2011



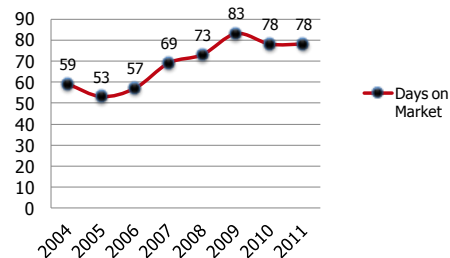
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350



SPRINGFIELD 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

