

# SPRINGFIELD

## July 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	73 Washington Avenue	CapeCod	3	2	65	\$269,500	\$258,000	95.73%	682	\$349,000	73.93%	\$117,200	2.20
2	238 S Springfield Avenue	Ranch	3	1	23	\$299,000	\$300,000	100.33%	23	\$299,000	100.33%	\$118,100	2.54
3	955 S Springfield Ave C503	TwnIntUn	3	3	18	\$309,900	\$309,900	100.00%	18	\$309,900	100.00%	\$172,700	1.79
4	74 Jefferson Terrace	CapeCod	4	3	23	\$329,000	\$337,500	102.58%	23	\$329,000	102.58%	\$136,400	2.47
5	205C Park Place	TwnIntUn	2	2	152	\$364,999	\$350,000	95.89%	152	\$389,999	89.74%	\$155,300	2.25
6	605 Park Place	TwnIntUn	2	3	128	\$364,000	\$355,000	97.53%	128	\$389,900	91.05%	\$146,300	2.43
7	10 Warwick Circle	Ranch	2	1	106	\$380,000	\$360,000	94.74%	287	\$450,000	80.00%	\$178,500	2.02
8	149 Milltown Road	SplitLev	3	2	73	\$399,000	\$370,000	92.73%	73	\$399,000	92.73%	\$159,900	2.31
9	C302 Park Place	TwnIntUn	3	2	169	\$384,900	\$375,000	97.43%	169	\$395,000	94.94%	\$155,000	2.42
10	101 Linden Avenue	CapeCod	3	2	30	\$379,900	\$375,000	98.71%	30	\$379,900	98.71%	\$133,200	2.82
11	C111 Park Place	TwnIntUn	3	2	224	\$389,900	\$380,000	97.46%	224	\$399,999	95.00%	\$175,900	2.16
12	35 Cambridge Terrace	RanchExp	3	1	8	\$399,900	\$390,000	97.52%	61	\$399,900	97.52%	\$150,200	2.60
13	57 Severna Avenue	Colonial	3	1	84	\$405,000	\$400,000	98.77%	84	\$430,000	93.02%	\$145,600	2.75
14	1 Outlook Way	SplitLev	4	2	85	\$429,000	\$405,000	94.41%	268	\$449,900	90.02%	\$193,000	2.10
15	1204 Park Place	TwnIntUn	3	3	134	\$419,000	\$405,000	96.66%	134	\$419,000	96.66%	\$148,300	2.73
16	34 Twin Oaks Oval	SplitLev	3	2	9	\$499,000	\$465,000	93.19%	9	\$499,000	93.19%	\$195,700	2.38
17	30 Springbrook Road	Colonial	4	2	23	\$499,000	\$480,000	96.19%	23	\$499,000	96.19%	\$186,100	2.58
18	122 Kipling Avenue	Colonial	5	3	13	\$499,999	\$480,000	96.00%	338	\$549,000	87.43%	\$210,300	2.28
19	35 Green Hill Road	SplitLev	4	2	91	\$499,000	\$495,000	99.20%	91	\$524,900	94.30%	\$240,100	2.06
20	30 Far Hills Road	SplitLev	4	2	13	\$575,000	\$563,000	97.91%	13	\$575,000	97.91%	\$250,100	2.25
21	6 Willow Court	Colonial	4	2	129	\$599,900	\$585,000	97.52%	655	\$749,000	78.10%	\$244,200	2.40
22	176 Pitt Road	Colonial	4	3	23	\$619,000	\$606,000	97.90%	189	\$635,000	95.43%	\$193,200	3.14
<b>AVERAGE</b>					<b>74</b>	<b>\$423,359</b>	<b>\$411,109</b>	<b>97.20%</b>	<b>167</b>	<b>\$446,382</b>	<b>92.67%</b>		<b>2.39</b>

### CURRENT "ACTIVE" LISTINGS IN SPRINGFIELD

AS OF AUGUST 13, 2012

Number of Units: 75

Average List Price: \$422,369

Average List Price to Assessed Value Ratio: 2.56

Average Days on Market: 114

### CURRENT "UNDER CONTRACT" LISTINGS IN SPRINGFIELD

AS OF AUGUST 13, 2012

Number of Units: 22

Average List Price: \$355,232

Average List Price to Assessed Value Ratio: 2.42

Average Days on Market: 90

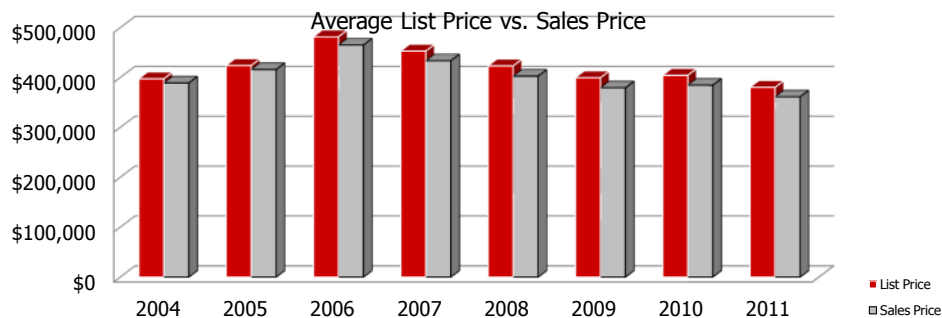
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# Springfield 2012 Year to Date Market Trends

**July 2011 YTD:**  
**AVG YTD Sales Price: \$361,285**  
**DOM: 79**  
**#Units YTD: 84**  
**SP:AV 2.41**

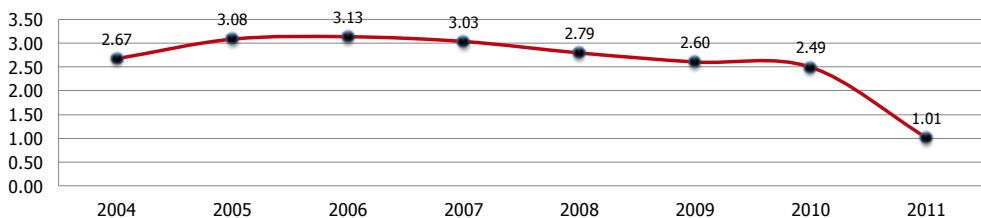
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	63	88	158	103	119	68	74						92
Final List Price	\$332,090	\$268,400	\$376,909	\$378,399	\$424,015	\$413,085	\$423,359						\$392,403
Sales Price	\$312,830	\$245,220	\$351,182	\$361,625	\$401,808	\$400,325	\$411,109						\$375,110
Sales Price as a % of FLP	94.00%	91.76%	92.43%	95.51%	94.10%	96.82%	97.20%						95.26%
Actual DOM	86	108	253	210	232	177	167						181
Original List Price	\$345,580	\$293,400	\$413,454	\$414,774	\$465,469	\$438,805	\$446,382						\$420,636
Sales Price as a % of OLP	90.54%	83.75%	84.22%	87.14%	86.15%	90.88%	92.67%						89.03%
Sales Price to As-	2.33	2.01	2.10	2.32	2.52	2.55	2.39						2.38
# Units Sold	10	5	11	8	13	20	22						89

## SPRINGFIELD 2004 - 2011



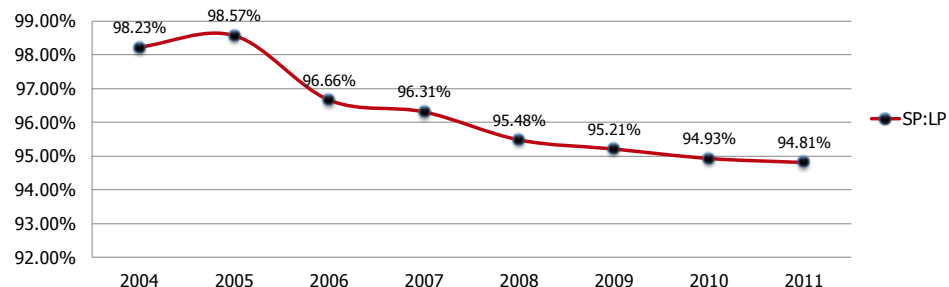
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350

### Sales Price to Assessed Value Ratio

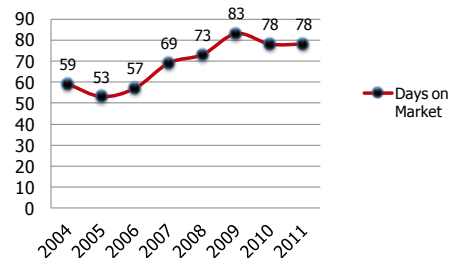


## SPRINGFIELD 2004 - 2011

### 2004-2011 Sales Price to List Price Ratios



### 2004-2011 Average Days on Market



### 2004-2011 # Units Sold

