

SPRINGFIELD

March 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	27 Diven Street	Bi-Level	3	2	202	\$250,000	\$205,000	82.00%	850	\$335,000	61.19%	\$107,400	1.91
2	68 Diven Street	SplitLev	3	1	365	\$264,500	\$230,000	86.96%	549	\$349,000	65.90%	\$39,100	
3	80 Adams Terrace	Ranch	3	1	65	\$289,000	\$260,000	89.97%	65	\$299,000	86.96%	\$127,200	2.04
4	955 S Springfield Ave C214	TwnIntUn	2	2	72	\$305,000	\$295,000	96.72%	72	\$319,000	92.48%	\$172,700	1.71
5	27 Shunpike Road	Ranch	3	2	35	\$349,000	\$331,000	94.84%	35	\$349,000	94.84%	\$114,100	2.90
6	58 Janet Lane	SplitLev	4	2	130	\$365,000	\$335,000	91.78%	130	\$399,999	83.75%	\$184,200	1.82
7	46 Littlebrook Road	Colonial	4	2	233	\$399,000	\$370,000	92.73%	233	\$499,000	74.15%	\$214,400	1.73
8	229 Short Hills Avenue	Colonial	4	1	127	\$400,000	\$380,000	95.00%	127	\$419,000	90.69%	\$148,300	2.56
9	29 Highlands Avenue	Ranch	3	2	222	\$460,000	\$427,000	92.83%	436	\$499,000	85.57%	\$217,000	1.97
10	81 Laurel Drive	SplitLev	4	2	221	\$479,500	\$475,000	99.06%	221	\$495,000	95.96%	\$227,900	2.08
11	11 Benjamin Drive	Colonial	4	2	70	\$585,000	\$555,000	94.87%	70	\$585,000	94.87%	\$239,700	2.32
AVERAGE					158	\$376,909	\$351,182	92.43%	253	\$413,454	84.22%		2.10

CURRENT "ACTIVE" LISTINGS IN SPRINGFIELD

AS OF APRIL 9, 2012

Number of Units: 89

Average List Price: \$415,941

Average List Price to Assessed Value Ratio: 2.58

Average Days on Market: 94

CURRENT "UNDER CONTRACT" LISTINGS IN SPRINGFIELD

AS OF APRIL 9, 2012

Number of Units: 32

Average List Price: \$387,259

Average List Price to Assessed Value Ratio: 2.37

Average Days on Market: 110

* ACTUAL DOM includes previous expired and withdrawn dates.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.

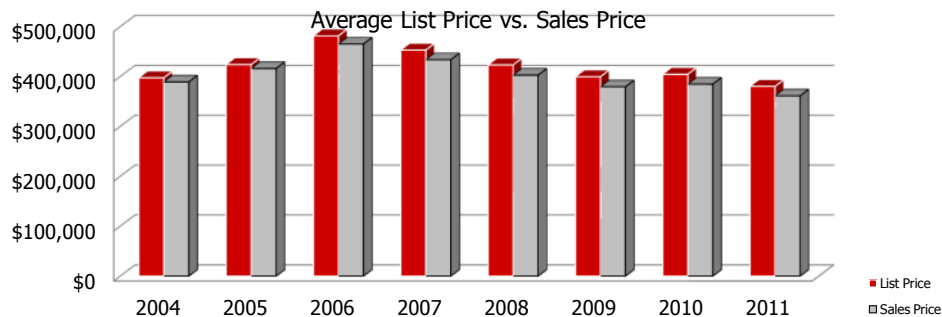
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Springfield 2012 Year to Date Market Trends

March 2011 YTD:
AVG YTD Sales Price: \$366,814
DOM: 106
#Units YTD: 22
SP:AV 2.34

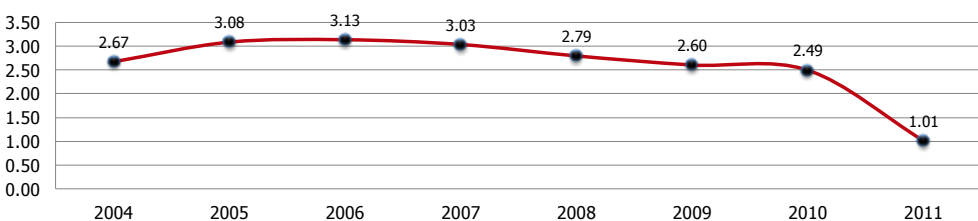
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	63	88	158										108
Final List Price	\$332,090	\$268,400	\$376,909										\$338,804
Sales Price	\$312,830	\$245,220	\$351,182										\$316,054
Sales Price as a % of FLP	94.00%	91.76%	92.43%										92.91%
Actual DOM	86	108	253										161
Original List Price	\$345,580	\$293,400	\$413,454										\$364,261
Sales Price as a % of OLP	90.54%	83.75%	84.22%										86.56%
Sales Price to Assessed Value	2.33	2.01	2.10										2.17
# Units Sold	10	5	11										26

SPRINGFIELD 2004 - 2011



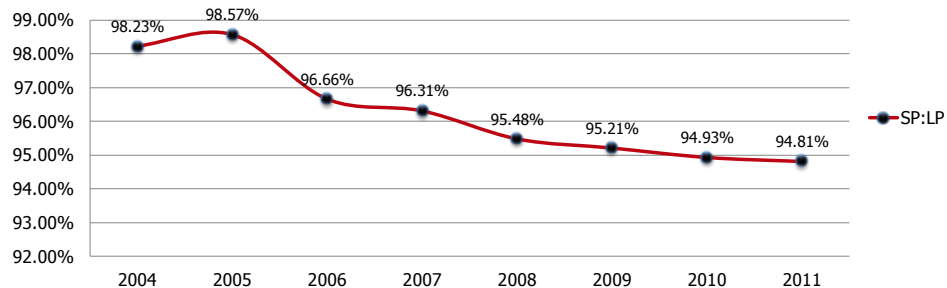
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350

Sales Price to Assessed Value Ratio

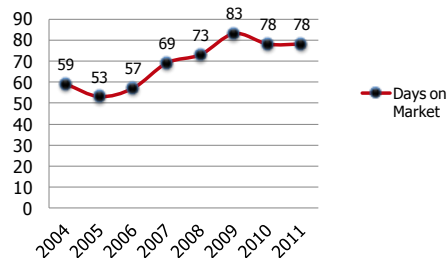


SPRINGFIELD 2004 - 2011

2004-2011 Sales Price to List Price Ratios



2004-2011 Average Days on Market



2004-2011 # Units Sold

