

SPRINGFIELD

October 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	152 Tooker Avenue	CapeCod	4	2	11	\$299,999	\$309,000	103.00%	81	\$359,000	86.07%	\$134,700	2.29
2	409 Park Place	TwnIntUn	2	2	94	\$339,900	\$335,000	98.56%	94	\$369,999	90.54%	\$143,200	2.34
3	828 Mountain Avenue	Bi-Level	3	3	127	\$399,000	\$375,000	93.98%	412	\$489,000	76.69%	\$217,900	1.72
4	55 Lyons Place	CapeCod	4	2	35	\$399,000	\$405,300	101.58%	219	\$409,000	99.10%	\$153,000	2.65
5	49 Fieldstone Drive	Colonial	3	1	18	\$399,900	\$400,500	100.15%	18	\$399,900	100.15%	\$166,200	2.41
6	130 Henshaw Avenue	SplitLev	3	2	12	\$412,000	\$437,500	106.19%	12	\$412,000	106.19%	\$146,900	2.98
7	86 Tooker Avenue	Colo/Cust	5	2	4	\$429,000	\$429,000	100.00%	188	\$495,000	86.67%	\$151,600	2.83
8	10 Mohawk Drive	SplitLev	5	2	39	\$475,000	\$430,000	90.53%	225	\$639,000	67.29%	\$234,200	1.84
9	20 Shunpike Road	Colonial	4	3	22	\$685,000	\$675,000	98.54%	22	\$685,000	98.54%	\$244,200	2.76
AVERAGE					40	\$426,533	\$421,811	99.17%	141	\$473,100	90.14%		2.42

CURRENT **"ACTIVE"** LISTINGS IN SPRINGFIELD

AS OF NOVEMBER 10, 2012

Number of Units: 71

Average List Price: \$416,944

Average List Price to Assessed Value Ratio: 2.71

Average Days on Market: 124

CURRENT **"UNDER CONTRACT"** LISTINGS IN SPRINGFIELD

AS OF NOVEMBER 10, 2012

Number of Units: 30

Average List Price: \$364,923

Average List Price to Assessed Value Ratio: 2.36

Average Days on Market: 95

* ACTUAL DOM includes previous expired and withdrawn dates.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.

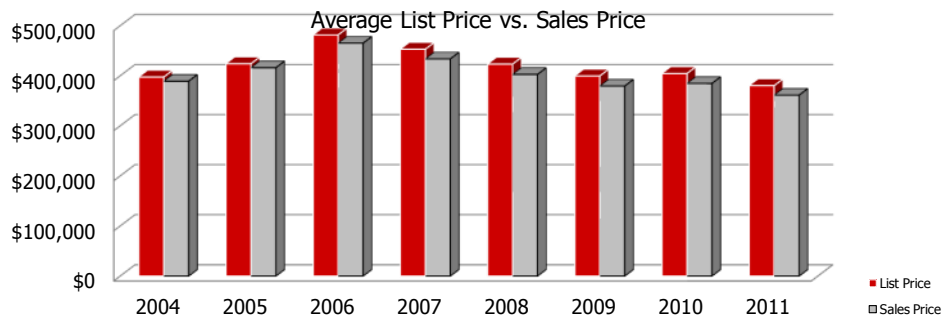
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Springfield 2012 Year to Date Market Trends

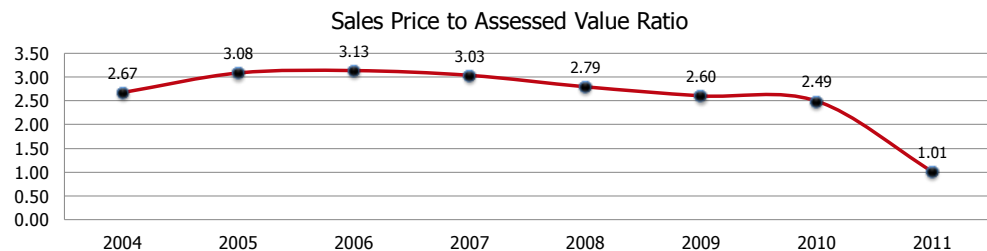
October 2011 YTD:
AVG YTD Sales Price: \$370,611
DOM: 77
#Units YTD: 123
SP:AV 2.37

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	63	88	158	103	119	68	74	86	86	40			87
Final List Price	\$332,090	\$268,400	\$376,909	\$378,399	\$424,015	\$413,085	\$423,359	\$391,893	\$413,128	\$426,533			\$396,144
Sales Price	\$312,830	\$245,220	\$351,182	\$361,625	\$401,808	\$400,325	\$411,109	\$379,107	\$399,286	\$421,811			\$380,534
Sales Price as a % of FLP	94.00%	91.76%	92.43%	95.51%	94.10%	96.82%	97.20%	97.29%	96.81%	99.17%			95.88%
Actual DOM	86	108	253	210	232	177	167	147	86	141			168
Original List Price	\$345,580	\$293,400	\$413,454	\$414,774	\$465,469	\$438,805	\$446,382	\$452,257	\$423,543	\$473,100			\$428,495
Sales Price as a % of OLP	90.54%	83.75%	84.22%	87.14%	86.15%	90.88%	92.67%	86.38%	94.39%	90.14%			89.12%
Sales Price to Assessed Value	2.33	2.01	2.10	2.32	2.52	2.55	2.39	2.30	2.12	2.42			2.36
# Units Sold	10	5	11	8	13	20	22	14	7	9			119

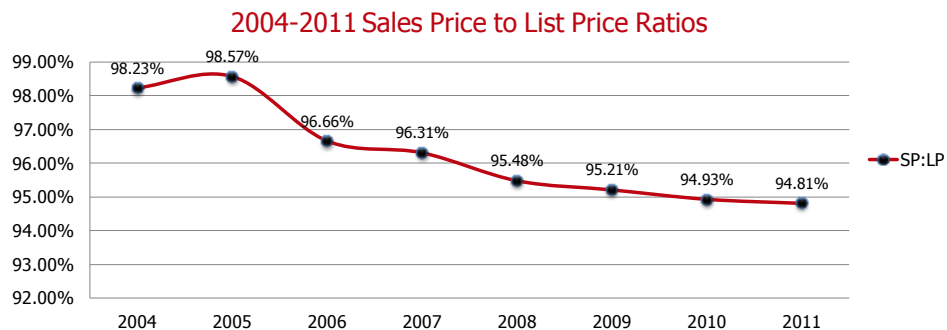
SPRINGFIELD 2004 - 2011



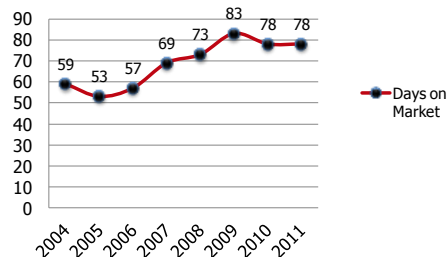
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350



SPRINGFIELD 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

