

SPRINGFIELD

December 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	445 Morris Avenue	OneFloor	1	1	85	\$135,000	\$115,000	85.19%	451	\$159,000	72.33%	\$57,200	2.01
2	190 Morris Ave 4-F	OneFloor	1	1	167	\$179,000	\$169,000	94.41%	167	\$189,000	89.42%	\$70,700	2.39
3	534 Mountain Avenue	CapeCod	3	1	11	\$225,000	\$250,000	111.11%	11	\$225,000	111.11%	\$122,000	2.05
4	124 Briar Hills Circle	SplitLev	4	2	40	\$244,900	\$230,000	93.92%	40	\$244,900	93.92%	\$170,800	1.35
5	42-A Toy Drive Bldg 21	FirstFlr	3	2	51	\$265,000	\$245,000	92.45%	51	\$265,000	92.45%	\$93,700	2.61
6	65 Henshaw Avenue	Colonial	4	1	135	\$319,000	\$300,000	94.04%	1056	\$399,000	75.19%	\$138,600	2.16
7	29 Laurel Drive	Ranch	3	2	86	\$335,000	\$325,000	97.01%	86	\$335,000	97.01%	\$156,900	2.07
8	158 Hillside Avenue	SplitLev	4	3	96	\$391,900	\$280,000	71.45%	339	\$599,000	46.74%	\$199,000	1.41
9	31 Briar Hills Circle	SplitLev	3	1	24	\$429,000	\$410,000	95.57%	24	\$429,000	95.57%	\$164,600	2.49
10	81 Caldwell Place	Colonial	4	2	50	\$439,900	\$420,000	95.48%	50	\$439,900	95.48%	\$123,000	3.41
11	25 Cottage Lane	SplitLev	4	2	16	\$447,000	\$430,000	96.20%	16	\$447,000	96.20%	\$176,300	2.44
12	88 Irwin Street	SplitLev	3	2	8	\$469,000	\$460,000	98.08%	8	\$469,000	98.08%	\$166,600	2.76
13	17 Lewis Drive	Colonial	3	2	13	\$479,900	\$465,000	96.90%	13	\$479,900	96.90%	\$158,600	2.93
14	42 Laurel Drive	Custom	5	2	172	\$519,000	\$457,500	88.15%	172	\$549,999	83.18%	\$227,200	2.01
15	43 Benjamin Drive	Colonial	4	3	91	\$619,000	\$575,000	92.89%	91	\$649,000	88.60%	\$280,700	2.05
AVERAGE					70	\$366,507	\$342,100	93.52%	172	\$391,980	88.81%		2.28

CURRENT *"ACTIVE"* LISTINGS IN SPRINGFIELD

AS OF JANUARY 7, 2013

Number of Units: 48

Average List Price: \$383,625

Average List Price to Assessed Value Ratio: 2.66

Average Days on Market: 119

CURRENT *"UNDER CONTRACT"* LISTINGS IN SPRINGFIELD

AS OF JANUARY 7, 2013

Number of Units: 18

Average List Price: \$326,556

Average List Price to Assessed Value Ratio: 2.41

Average Days on Market: 128

* ACTUAL DOM includes previous expired and withdrawn dates.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.

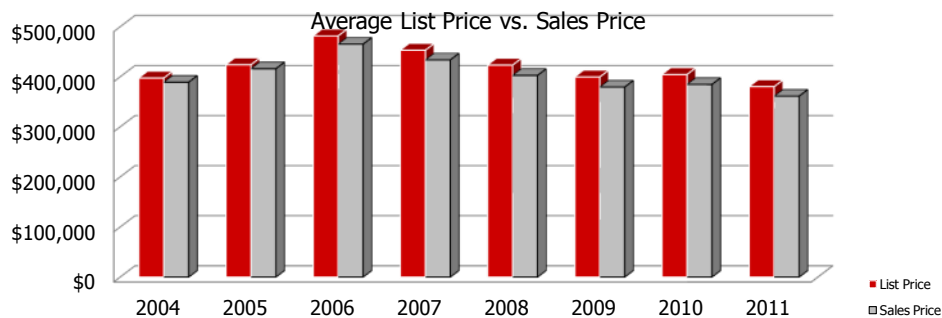
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

Springfield 2012 Year to Date Market Trends

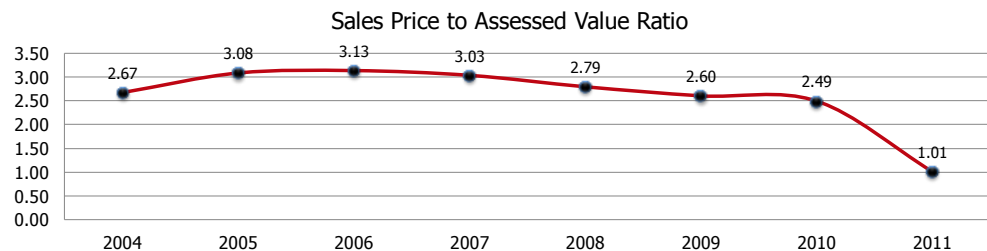
December 2011 YTD:
AVG YTD Sales Price: \$361,310
DOM: 78
#Units YTD: 78
SP:AV 2.36

	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	81	70	85
Final List Price	\$332,090	\$268,400	\$376,909	\$378,399	\$424,015	\$413,085	\$423,359	\$391,893	\$413,128	\$426,533	\$419,712	\$366,507	\$394,341
Sales Price	\$312,830	\$245,220	\$351,182	\$361,625	\$401,808	\$400,325	\$411,109	\$379,107	\$399,286	\$421,811	\$402,375	\$342,100	\$377,705
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%	96.20%	93.52%	95.65%
Actual DOM	86	108	253	210	232	177	167	147	86	141	169	172	169
Original List Price	\$345,580	\$293,400	\$413,454	\$414,774	\$465,469	\$438,805	\$446,382	\$452,257	\$423,543	\$473,100	\$444,100	\$391,980	\$425,446
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%	91.12%	88.81%	89.23%
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	2.29	2.28	2.35
# Units Sold	10	5	11	8	13	20	22	14	7	9	8	15	142

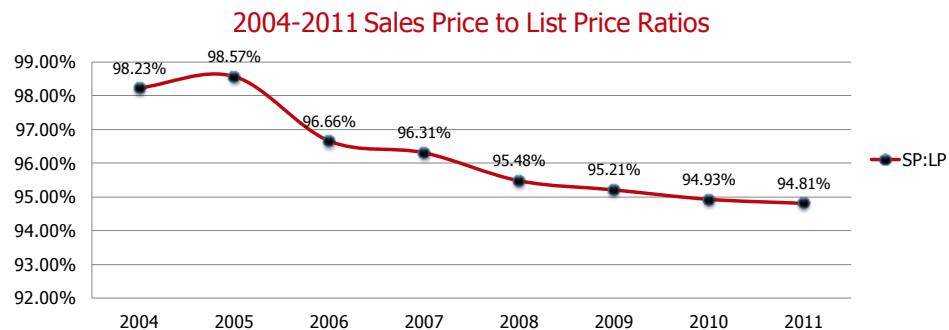
SPRINGFIELD 2004 - 2011



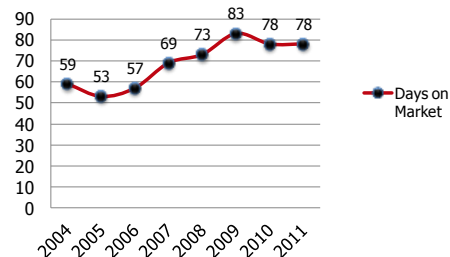
	2004	2005	2006	2007	2008	2009	2010	2011
LP	\$397,358	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350



SPRINGFIELD 2004 - 2011



2004-2011 Average Days on Market



2004-2011 # Units Sold

