

Springfield

June 2013 Market Snapshot

Units	Address	Style	Bedrms	Baths	DOM	Final List			Actual	Original List		Total Assessment	SP:AV
						Price	Sales Price	SP:FLP	DOM	Price	SP:OLP		
1	445 Morris Avenue	OneFloor	1	1	109	\$114,900	\$108,000	93.99%	109	\$124,500	86.75%	\$62,800	1.72
2	445 Morris Avenue 6-A	OneFloor	1	1	14	\$119,000	\$111,000	93.28%	14	\$119,000	93.28%	\$60,200	1.84
3	805A Mountain Avenue	OneFloor	1	1	219	\$149,900	\$143,000	95.40%	564	\$199,000	71.86%	\$55,900	2.56
4	2 Perry Place	Colonial	3	2	56	\$199,900	\$195,000	97.55%	56	\$199,900	97.55%	\$110,000	1.77
5	89-B Troy Drive Bldg 11	OneFloor	2	1	19	\$210,000	\$202,500	96.43%	19	\$210,000	96.43%	\$74,300	2.73
6	220 Hillside Avenue	Ranch	2	1	7	\$299,999	\$283,000	94.33%	7	\$299,999	94.33%	\$121,400	2.33
7	213 Hillside Avenue	Ranch	3	2	80	\$344,000	\$305,000	88.66%	366	\$369,000	82.66%	\$149,900	2.03
8	205 Hawthorne Avenue	SplitLev	3	1	24	\$349,900	\$330,000	94.31%	24	\$349,900	94.31%	\$131,500	2.51
9	395 Meisel Avenue	Ranch	3	2	29	\$359,000	\$359,000	100.00%	29	\$359,000	100.00%	\$164,200	2.19
10	359 Milltown Road	SplitLev	3	1	13	\$359,900	\$365,000	101.42%	13	\$359,900	101.42%	\$152,500	2.39
11	65 Washington Avenue	CapeCod	3	2	13	\$359,999	\$350,000	97.22%	13	\$359,999	97.22%	\$130,200	2.69
12	17 Laurel Drive	Ranch	3	2	16	\$369,000	\$350,000	94.85%	16	\$369,000	94.85%	\$165,400	2.12
13	955 S Springfield Ave C608	TwnEndUn	2	2	28	\$379,000	\$365,000	96.31%	83	\$349,000	104.58%	\$160,000	2.28
14	955 S Springfield Ave U1102	TwnIntUn	2	3	29	\$395,000	\$395,000	100.00%	128	\$415,000	95.18%	\$143,200	2.76
15	57 Park Lane	Colonial	4	2	26	\$399,000	\$409,000	102.51%	26	\$399,000	102.51%	\$176,700	2.31
16	12 Layng Terrace	SplitLev	3	2	92	\$409,000	\$405,000	99.02%	209	\$459,000	88.24%	\$158,800	2.55
17	13 Cottler Avenue	SplitLev	3	1	78	\$409,000	\$402,000	98.29%	78	\$429,000	93.71%	\$151,200	2.66
18	257 Short Hills Avenue	Colonial	5	3	27	\$419,900	\$410,000	97.64%	41	\$419,900	97.64%	\$117,800	3.48
19	55 Briar Hills Circle	SplitLev	3	2	9	\$459,000	\$459,000	100.00%	9	\$459,000	100.00%	\$171,200	2.68
20	30 Mohawk Drive	SplitLev	5	3	108	\$530,000	\$517,000	97.55%	108	\$565,000	91.50%	\$207,500	2.49
21	54 Fieldstone Drive	Colonial	4	2	55	\$724,000	\$700,000	96.69%	55	\$724,000	96.69%		
AVERAGE					50	\$350,448	\$341,119	96.93%	94	\$358,957	94.32%		2.40

CURRENT *"ACTIVE"* LISTINGS IN SPRINGFIELD

Number of Units: 77
 Average List Price: \$465,334
 Average List Price to Assessed Value Ratio: 2.84
 Average Days on Market: 82

CURRENT *"UNDER CONTRACT"* LISTINGS IN SPRINGFIELD

Number of Units: 33
 Average List Price: \$385,574
 Average List Price to Assessed Value Ratio: 2.47
 Average Days on Market: 80

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Not intended to solicit a property already listed.

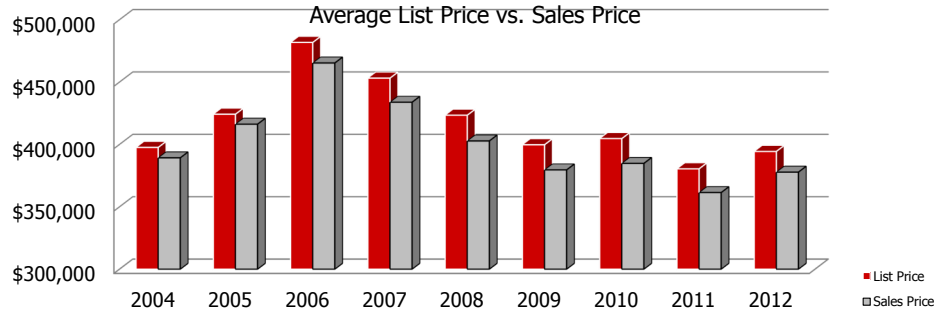
Information compiled from the Garden State Multiple Listing Service. Deemed Reliable but not Guaranteed.

June 2012 YTD
AVG YTD Sales Price: \$382,239
DOM: 98
#Units YTD: 67
SP:AV 2.37

Springfield 2012 Year to Date Market Trends

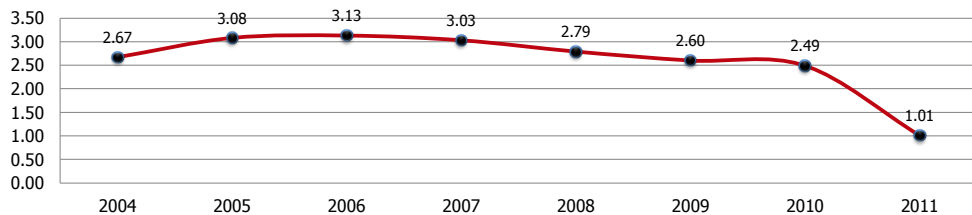
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	110	81	116	76	50							82
Final List Price	\$336,020	\$395,922	\$330,258	\$330,855	\$408,078	\$350,448							\$354,973
Sales Price	\$325,200	\$373,389	\$313,958	\$314,045	\$378,556	\$341,119							\$338,958
Sales Price as a % of FLP	96.86%	93.58%	95.23%	95.06%	92.75%	96.93%							95.41%
Actual DOM	163	210	185	187	117	94							150
Original List Price	\$370,570	\$421,200	\$358,700	\$364,082	\$429,200	\$358,957							\$377,871
Sales Price as a % of OLP	89.37%	88.04%	91.14%	87.09%	88.86%	94.32%							90.53%
Sales Price to Assessed Value	2.41	2.33	2.44	2.54	2.39	2.40							2.42
# Units Sold	10	9	12	11	9	21							72

Springfield 2004-2012



	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$397,538	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393	\$394,341
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350	\$377,750

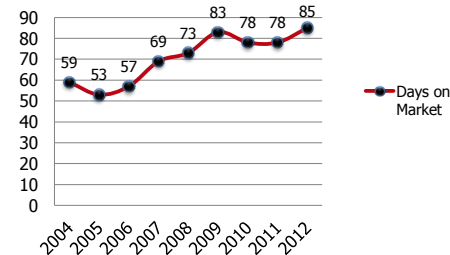
Sales Price to Assessed Value Ratio



Springfield 2004-2012



2004-2012 Average Days on Market



2004-2012 Number of Units Sold

