

Springfield

July 2013 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	38-B Troy Drive Bldg 22	OneFloor	1	1	61	\$180,000	\$170,000	94.44%	61	\$180,000	94.44%	\$66,000	2.58
2	41-A Troy Drive Bldg 5	TwndEndUn	2	2	137	\$249,000	\$235,000	94.38%	137	\$289,000	81.31%	\$88,200	2.66
3	49 Wentz Avenue	SplitLev	3	1	71	\$259,850	\$281,000	108.14%	553	\$290,000	96.90%	\$131,200	2.14
4	86 Washington Avenue	Colonial	3	1	6	\$287,500	\$287,500	100.00%	6	\$287,500	100.00%	\$109,800	2.62
5	20 Meisel Avenue	CapeCod	3	2	41	\$299,999	\$280,000	93.33%	41	\$299,999	93.33%	\$106,000	2.64
6	84 Linden Avenue	Colonial	4	2	15	\$449,000	\$437,000	97.33%	15	\$449,000	97.33%	\$159,900	2.73
7	124 Briar Hills Circle	SplitLev	4	3	12	\$539,000	\$555,000	102.97%	12	\$539,000	102.97%	\$170,800	3.25
AVERAGE					49	\$323,478	\$320,786	98.66%	118	\$333,500	95.18%		2.66

CURRENT *"ACTIVE"* LISTINGS IN SPRINGFIELD

Number of Units: 77
 Average List Price: \$463,362
 Average List Price to Assessed Value Ratio: 2.70
 Average Days on Market: 91

CURRENT *"UNDER CONTRACT"* LISTINGS IN SPRINGFIELD

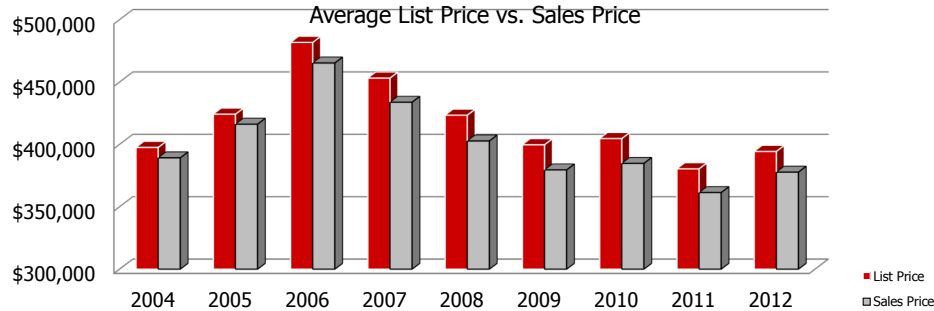
Number of Units: 37
 Average List Price: \$400,997
 Average List Price to Assessed Value Ratio: 2.45
 Average Days on Market: 81

July 2012 YTD
AVG YTD Sales Price: \$375,997
DOM: 92
#Units YTD: 89
SP:AV 2.38

Springfield 2012 Year to Date Market Trends

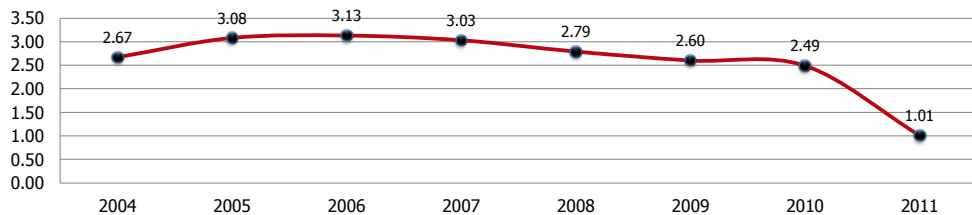
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	110	81	116	76	50	49						79
Final List Price	\$336,020	\$395,922	\$330,258	\$330,855	\$408,078	\$350,448	\$323,478						\$352,183
Sales Price	\$325,200	\$373,389	\$313,958	\$314,045	\$378,556	\$341,119	\$320,786						\$337,348
Sales Price as a % of FLP	96.86%	93.58%	95.23%	95.06%	92.75%	96.93%	98.66%						95.70%
Actual DOM	163	210	185	187	117	94	118						147
Original List Price	\$370,570	\$421,200	\$358,700	\$364,082	\$429,200	\$358,957	\$333,500						\$373,939
Sales Price as a % of OLP	89.37%	88.04%	91.14%	87.09%	88.86%	94.32%	95.18%						90.94%
Sales Price to Assessed Value	2.41	2.33	2.44	2.54	2.39	2.40	2.66						2.44
# Units Sold	10	9	12	11	9	21	7						79

Springfield 2004-2012



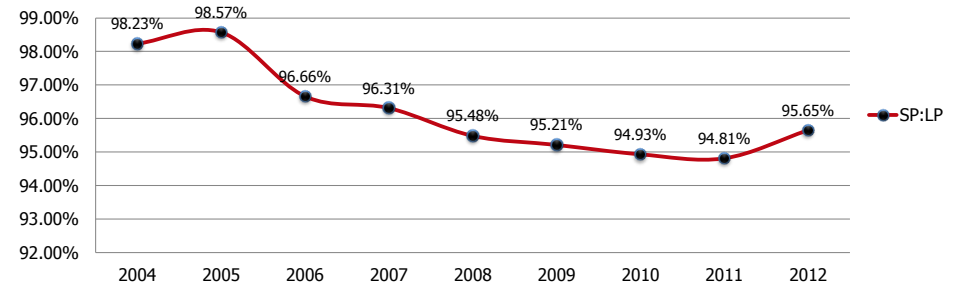
	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$397,538	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393	\$394,341
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350	\$377,750

Sales Price to Assessed Value Ratio

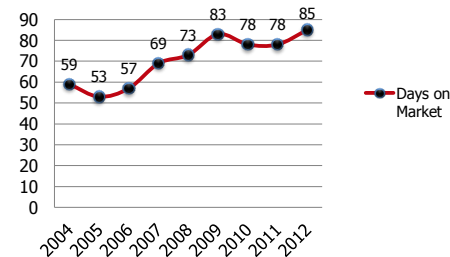


Springfield 2004-2012

2004-2012 Sales Price to List Price Ratios



2004-2012 Average Days on Market



2004-2012 Number of Units Sold

