

Springfield

October 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	5-B Troy Drive Bldg 1	TwnEndUn	2	2	62	\$209,000	\$160,000	76.56%	62	\$209,000	76.56%	\$86,200	1.8
2	31-B Troy Drive Bldg 4	TwnEndUn	2	2	27	\$249,999	\$240,000	96.00%	194	\$305,000	78.69%	\$88,900	2.7
3	98 Meisel Avenue	Colonial	3	1	102	\$279,000	\$260,000	93.19%	102	\$279,900	92.89%	\$126,700	2.0
4	42-B Troy Drive Bldg 21	OneFloor	4	3	101	\$289,000	\$277,000	95.85%	101	\$300,000	92.33%	\$111,000	2.5
5	15 Glenview Drive	Ranch	3	1	16	\$299,000	\$320,000	107.02%	16	\$299,000	107.02%	\$129,600	2.4
6	48 Tooker Avenue	Colonial	3	1	39	\$318,500	\$315,000	98.90%	39	\$318,500	98.90%	\$114,400	2.7
7	955 S Springfield Avenue C208	TwnEndUn	2	2	91	\$339,900	\$339,900	100.00%	293	\$369,900	91.89%	\$162,100	2.1
8	42 Oakland Avenue	Custom	4	2	10	\$369,000	\$369,000	100.00%	10	\$369,000	100.00%	\$145,300	2.5
9	955 S. Springfield Avenue 303	TwnIntUn	2	3	159	\$369,999	\$370,000	100.00%	159	\$399,999	92.50%	\$155,400	2.3
10	955 S Springfield Ave U1006	TwnEndUn	3	2	33	\$434,900	\$415,000	95.42%	33	\$434,900	95.42%	\$158,900	2.6
11	1 Winfield Way	Colonial	4	2	12	\$539,900	\$555,600	102.91%	12	\$539,900	102.91%	\$245,100	2.2
12	10 Cayuga Court	Custom	4	4	11	\$639,000	\$630,000	98.59%	409	\$779,000	80.87%	\$246,000	2.5
AVERAGE					55	\$361,433	\$354,292	97.04%	119	\$383,675	92.50%		2.4

CURRENT *"ACTIVE"* LISTINGS IN SPRINGFIELD

Number of Units: 59
 Average List Price: \$449,956
 Average List Price to Assessed Value Ratio: 2.72
 Average Days on Market: 129

CURRENT *"UNDER CONTRACT"* LISTINGS IN SPRINGFEILD

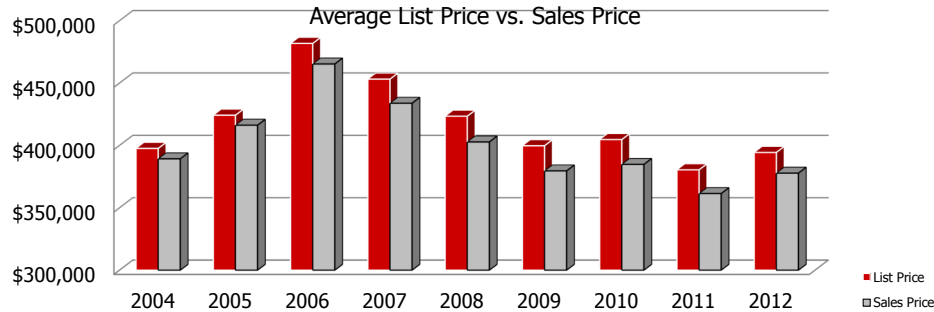
Number of Units: 36
 Average List Price: \$438,475
 Average List Price to Assessed Value Ratio: 2.55
 Average Days on Market: 80

October 2012 YTD
AVG YTD Sales Price: \$380,543
DOM: 87
#Units YTD: 119
SP:AV 2.36

Springfield 2013 Year to Date Market Trends

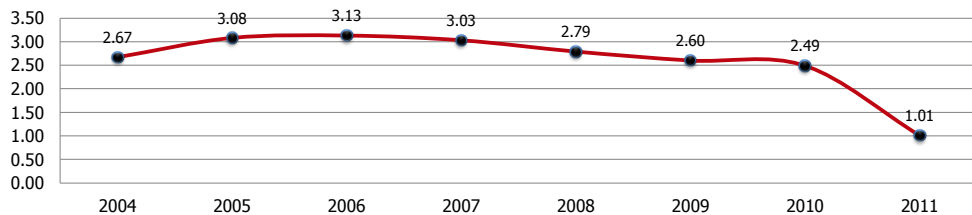
	January	February	March	April	May	June	July	August	September	October	November	December	YTD-AVG
Days on Market	92	110	81	116	76	50	49	44	83	55			71
Final List Price	\$336,020	\$395,922	\$330,258	\$330,855	\$408,078	\$350,448	\$323,478	\$429,004	\$370,580	\$361,433			\$369,797
Sales Price	\$325,200	\$373,389	\$313,958	\$314,045	\$378,556	\$341,119	\$320,786	\$424,820	\$360,213	\$354,292			\$358,211
Sales Price as a % of FLP	96.86%	93.58%	95.23%	95.06%	92.75%	96.93%	98.66%	98.58%	96.90%	97.04%			96.51%
Actual DOM	163	210	185	187	117	94	118	98	158	119			136
Original List Price	\$370,570	\$421,200	\$358,700	\$364,082	\$429,200	\$358,957	\$333,500	\$445,268	\$384,847	\$383,675			\$389,692
Sales Price as a % of OLP	89.37%	88.04%	91.14%	87.09%	88.86%	94.32%	95.18%	94.47%	93.04%	92.50%			92.00%
Sales Price to Assessed Value	2.41	2.33	2.44	2.54	2.39	2.40	2.66	2.55	2.88	2.40			2.51
# Units Sold	10	9	12	11	9	21	7	25	15	12			131

Springfield 2004-2012



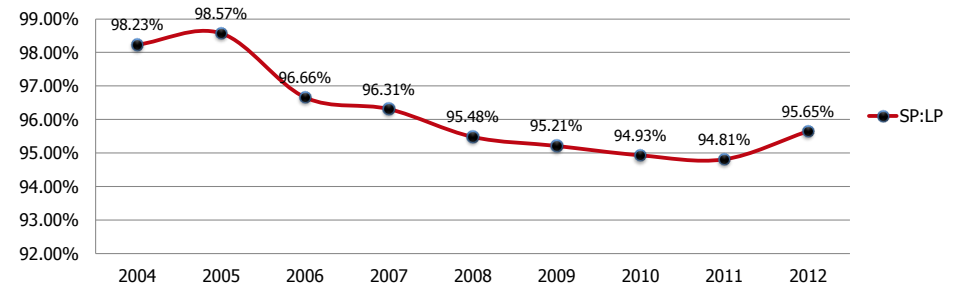
	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$397,538	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393	\$394,341
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350	\$377,750

Sales Price to Assessed Value Ratio

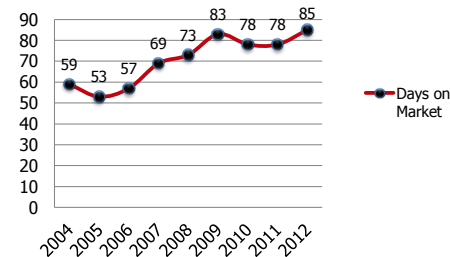


Springfield 2004-2012

2004-2012 Sales Price to List Price Ratios



2004-2012 Average Days on Market



2004-2012 Number of Units Sold

