

Springfield

November 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	445 Morris Avenue 4A	OneFloor	1	1	22	\$108,000	\$112,000	103.70%	212	\$139,900	80.06%	\$55,800	2.01
2	42 Lyons Place	CapeCod	3	1	19	\$289,900	\$220,000	75.89%	19	\$289,900	75.89%	\$120,200	1.83
3	190 Henshaw Avenue	SplitLev	2	1	12	\$309,900	\$310,000	100.03%	12	\$309,900	100.03%	\$115,000	2.70
4	45 Colonial Terrace	CapeCod	4	2	60	\$319,900	\$320,000	100.03%	60	\$348,500	91.82%	\$125,000	2.56
5	150 Baltusrol Way	CapeCod	3	1	81	\$324,500	\$310,000	95.53%	81	\$344,500	89.99%	\$114,700	2.70
6	27 Clinton Avenue	Ranch	3	2	12	\$339,000	\$339,000	100.00%	12	\$339,000	100.00%	\$128,600	2.64
7	261 Short Hills Avenue	Colonial	5	2	16	\$349,999	\$360,000	102.86%	16	\$349,999	102.86%	\$145,900	2.47
8	78 Tooker Avenue	Colonial	3	2	192	\$359,000	\$334,000	93.04%	192	\$375,999	88.83%	\$133,200	2.51
9	955 S Springfield Avenue 103	TwnIntUn	2	2	12	\$379,000	\$370,000	97.63%	12	\$379,000	97.63%	\$143,200	2.58
10	955 S Springfield Avenue 407	TwnIntUn	3	3	10	\$424,900	\$410,000	96.49%	10	\$424,900	96.49%	\$148,300	2.76
11	130 Hawthorn Avenue	Colonial	6	3	45	\$449,000	\$445,000	99.11%	176	\$465,000	95.70%	\$167,400	2.66
12	98 Redwood Road	SplitLev	4	2	77	\$495,000	\$480,000	96.97%	77	\$519,000	92.49%	\$179,500	2.67
13	27 Shelley Road	SplitLev	4	2	49	\$515,000	\$495,000	96.12%	49	\$515,000	96.12%	\$177,100	2.80
14	393 Rolling Rock Road	Ranch	4	2	21	\$579,000	\$550,000	94.99%	21	\$579,000	94.99%	\$235,700	2.33
15	20 Pine Lane	Colonial	4	2	133	\$595,900	\$595,900	100.00%	133	\$595,900	100.00%		
16	50 Evergreen Avenue	Colonial	5	2	47	\$749,000	\$732,000	97.73%	105	\$749,000	97.73%		
AVERAGE					51	\$411,687	\$398,931	96.88%	74	\$420,281	93.79%		2.52

CURRENT *"ACTIVE"* LISTINGS IN SPRINGFIELD

Number of Units: 47

Average List Price: \$451,864

Average List Price to Assessed Value Ratio: 2.74

Average Days on Market: 148

CURRENT *"UNDER CONTRACT"* LISTINGS IN SPRINGFIELD

Number of Units: 29

Average List Price: \$414,107

Average List Price to Assessed Value Ratio: 2.47

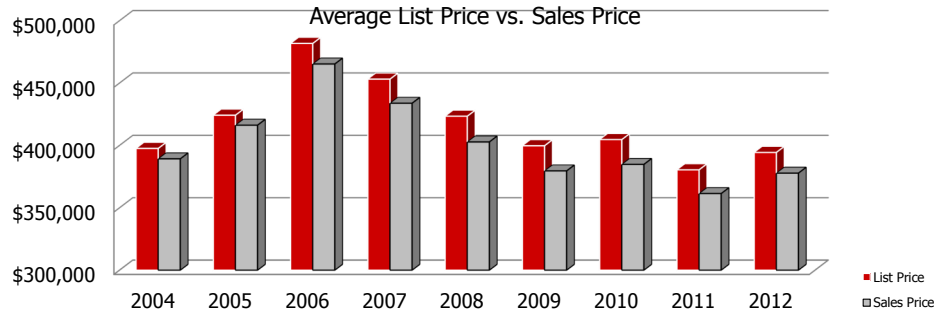
Average Days on Market: 85

November 2012 YTD
AVG YTD Sales Price: \$381,910
DOM: 86
#Units YTD: 127
SP:AV 2.36

Springfield 2013 Year to Date Market Trends

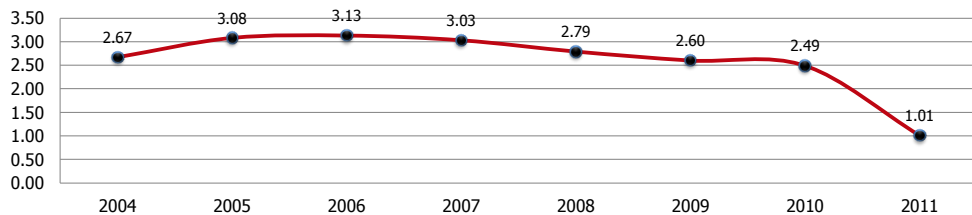
	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Days on Market	92	110	81	116	76	50	49	44	83	55	51		69
Final List Price	\$336,020	\$395,922	\$330,258	\$330,855	\$408,078	\$350,448	\$323,478	\$429,004	\$370,580	\$361,433	\$411,687		\$374,357
Sales Price	\$325,200	\$373,389	\$313,958	\$314,045	\$378,556	\$341,119	\$320,786	\$424,820	\$360,213	\$354,292	\$398,931		\$362,644
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%	96.88%		96.55%
Actual DOM	163	210	185	187	117	94	118	98	158	119	74		130
Original List Price	\$370,570	\$421,200	\$358,700	\$364,082	\$429,200	\$358,957	\$333,500	\$445,268	\$384,847	\$383,675	\$420,281		\$393,022
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%	93.79%		92.19%
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	2.52		2.51
# Units Sold	10	9	12	11	9	21	7	25	15	12	16		147

Springfield 2004-2012



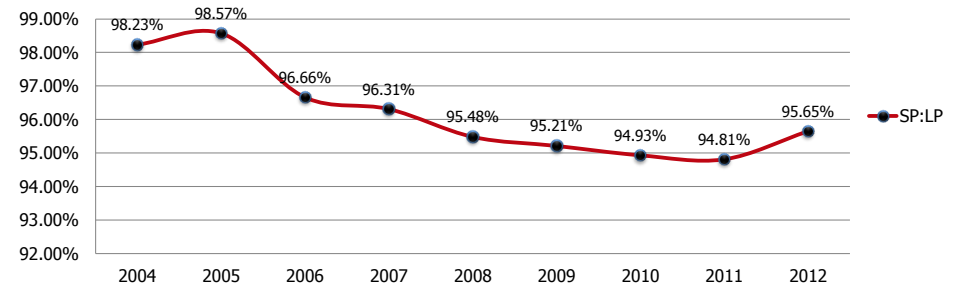
	2004	2005	2006	2007	2008	2009	2010	2011	2012
LP	\$397,538	\$424,179	\$481,699	\$453,106	\$423,362	\$399,705	\$404,633	\$380,393	\$394,341
SP	\$389,224	\$416,182	\$465,246	\$433,788	\$402,751	\$379,540	\$384,758	\$361,350	\$377,750

Sales Price to Assessed Value Ratio

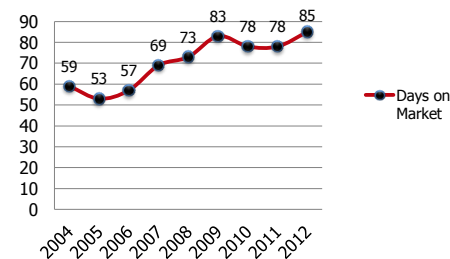


Springfield 2004-2012

2004-2012 Sales Price to List Price Ratios



2004-2012 Average Days on Market



2004-2012 Number of Units Sold

