

# Springfield

## July 2015 Market Snapshot

| Units   | Address                    | Style       | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP   | Total Assessment | SP:AV |
|---------|----------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1       | 445 Morris Avenue 7-C      | FirstFlr    | 1      | 1.0   | 328 | \$149,900        | \$135,900  | \$142,500   | 104.86% | \$62,300         | 2.29  |
| 2       | 26 Troy Dr Unit B          | OneFloor    | 1      | 1.0   | 249 | \$187,000        | \$169,000  | \$145,000   | 85.80%  | \$71,100         | 2.04  |
| 3       | 77-C Troy Drive            | OneFloor    | 1      | 1.0   | 89  | \$171,500        | \$149,900  | \$148,000   | 98.73%  | \$66,000         | 2.24  |
| 4       | 445 Morris Avenue 14-B     | OneFloor    | 2      | 1.0   | 39  | \$174,900        | \$174,900  | \$166,000   | 94.91%  | \$61,100         | 2.72  |
| 5       | 63-B Troy Drive Bldg 8     | OneFloor    | 2      | 1.0   | 72  | \$209,900        | \$209,900  | \$195,000   | 92.90%  | \$74,300         | 2.62  |
| 6       | 92-B Troy Drive Bldg 16    | OneFloor    | 2      | 1.0   | 21  | \$229,000        | \$229,000  | \$227,000   | 99.13%  | \$77,200         | 2.94  |
| 7       | 49-A Troy Drive Bldg 7     | OneFloor    | 2      | 1.0   | 9   | \$235,000        | \$235,000  | \$237,000   | 100.85% | \$74,300         | 3.19  |
| 8       | 36 Kew Drive               | Ranch       | 2      | 3.0   | 73  | \$325,000        | \$325,000  | \$266,000   | 81.85%  | \$139,700        | 1.90  |
| 9       | 184 Pitt Road              | Ranch       | 3      | 2.0   | 123 | \$375,000        | \$359,000  | \$335,000   | 93.31%  | \$141,800        | 2.36  |
| 10      | 955 S Springfield Ave C701 | TwndEndUn   | 2      | 2.1   | 9   | \$399,000        | \$399,000  | \$390,000   | 97.74%  | \$160,000        | 2.44  |
| 11      | 98 Madison Terrace         | Split Level | 4      | 2.1   | 19  | \$434,900        | \$434,900  | \$445,500   | 102.44% | \$166,100        | 2.68  |
| 12      | 21 Hilltop Court           | Split Level | 4      | 3.0   | 21  | \$474,900        | \$474,900  | \$451,000   | 94.97%  | \$192,300        | 2.35  |
| 13      | 41 Tooker Avenue           | Split Level | 4      | 2.1   | 22  | \$475,000        | \$449,000  | \$454,000   | 101.11% | \$187,600        | 2.42  |
| 14      | Marcy Avenue               | CapeCod     | 3      | 2.0   | 14  | \$459,900        | \$459,900  | \$455,000   | 98.93%  | \$161,400        | 2.82  |
| 15      | 62 Laurel Drive            | Split Level | 4      | 3.1   | 193 | \$495,000        | \$469,000  | \$459,000   | 97.87%  | \$183,700        | 2.50  |
| 16      | 16 Colfax Road             | Colonial    | 3      | 1.1   | 69  | \$485,000        | \$489,000  | \$474,000   | 96.93%  | \$134,000        | 3.54  |
| 17      | 99 Briar Hills Circle      | Split Level | 4      | 2.0   | 29  | \$489,900        | \$489,900  | \$480,000   | 97.98%  | \$181,100        | 2.65  |
| 18      | 38 Tree Top Drive          | Custom      | 5      | 2.1   | 138 | \$699,000        | \$669,000  | \$560,000   | 83.71%  | \$329,500        | 1.70  |
| AVERAGE |                            |             |        |       | 84  | \$359,433        | \$351,233  | \$335,000   | 95.78%  |                  | 2.52  |

### ***"ACTIVE"*** LISTINGS IN SPRINGFIELD

**Number of Units:** 77  
**Average List Price:** \$461,861  
**Average Days on Market:** 77

### ***"UNDER CONTRACT"*** LISTINGS IN SPRINGFIELD

**Number of Units:** 36  
**Average List Price:** \$367,978  
**Average Days on Market:** 78

# Springfield 2015 Year to Date Market Trends

|                                  | January   | February  | March     | April     | May       | June      | July      | August | September | October | November | December | YTD AVG   |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|-----------|---------|----------|----------|-----------|
| Days on Market                   | 138       | 61        | 63        | 66        | 80        | 73        | 84        |        |           |         |          |          | 79        |
| List Price                       | \$341,650 | \$457,967 | \$326,856 | \$339,985 | \$412,331 | \$402,305 | \$351,233 |        |           |         |          |          | \$373,874 |
| Sales Price                      | \$318,333 | \$445,000 | \$312,844 | \$322,481 | \$405,250 | \$388,262 | \$335,000 |        |           |         |          |          | \$359,539 |
| Sales Price as a % of List Price | 92.87%    | 95.90%    | 95.72%    | 92.61%    | 98.45%    | 96.61%    | 95.78%    |        |           |         |          |          | 95.80%    |
| Sales Price to Assessed Value    | 2.37      | 2.89      | 2.41      | 2.65      | 2.76      | 2.65      | 2.52      |        |           |         |          |          | 2.61      |
| # Units Sold                     | 6         | 3         | 9         | 13        | 16        | 21        | 18        |        |           |         |          |          | 86        |
| Active Listings                  | 48        | 50        | 60        | 78        | 95        | 84        | 77        |        |           |         |          |          | 70        |
| Under Contracts                  | 28        | 37        | 45        | 47        | 41        | 40        | 36        |        |           |         |          |          | 39        |

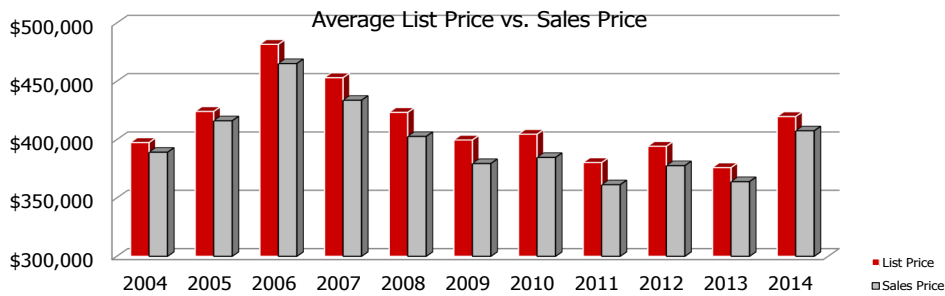
## Flashback! YTD 2014 vs YTD 2015

|                                  | 2014      | 2015      | % Change |
|----------------------------------|-----------|-----------|----------|
| Days on Market                   | 54        | 79        | 46.24%   |
| Sales Price                      | \$399,756 | \$359,539 | -10.06%  |
| Sales Price as a % of List Price | 97.98%    | 95.80%    | -2.23%   |

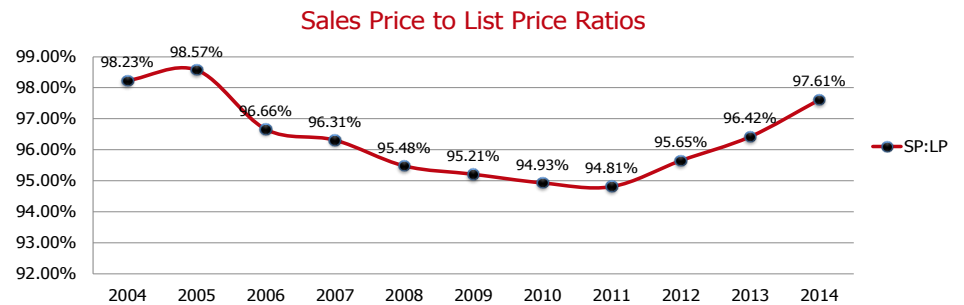


|                 | 2014 | 2015 | % Change |
|-----------------|------|------|----------|
| # Units Sold    | 100  | 86   | -14.00%  |
| Active Listings | 80   | 77   | -3.75%   |
| Under Contracts | 46   | 36   | -21.74%  |

## Springfield Yearly Market Trends

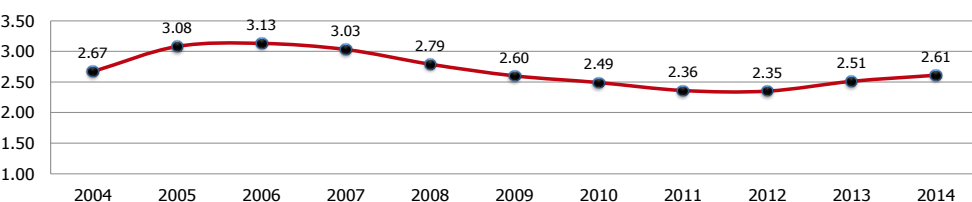


## Springfield Yearly Market Trends

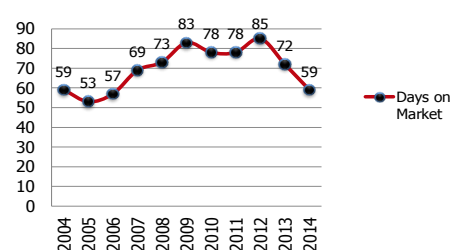


|    | 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      | 2014      |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$397,538 | \$424,179 | \$481,699 | \$453,106 | \$423,362 | \$399,705 | \$404,633 | \$380,393 | \$394,341 | \$376,078 | \$419,782 |
| SP | \$389,224 | \$416,182 | \$465,246 | \$433,788 | \$402,751 | \$379,540 | \$384,758 | \$361,350 | \$377,750 | \$364,018 | \$407,579 |

### Sales Price to Assessed Value Ratio



### Average Days on Market



### Number of Units Sold

