

Springfield April 2010 Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	557 S SPRINGFIELD AVE	TwnIntUn	\$269,500	\$262,500	\$93,600	4/1/2010	26	97.40%	2.80
2	3203 Park Place	TwnIntUn	\$429,000	\$429,000	\$172,700	4/1/2010	201	100.00%	2.48
3	29 SYCAMORE TERRACE	SplitLev	\$499,000	\$460,000	\$184,000	4/1/2010	117	92.18%	2.50
4	45 COLONIAL TER	CapeCod	\$299,000	\$300,000	\$125,000	4/2/2010	17	100.33%	2.40
5	154 HAWTHORN AVE	Ranch	\$325,000	\$300,000	\$107,200	4/2/2010	65	92.31%	2.80
6	4 GARDEN OVAL	SplitLev	\$384,900	\$391,500	\$145,300	4/9/2010	10	101.71%	2.69
7	108 EDGEWOOD AVE	Custom	\$430,000	\$410,000	\$142,100	4/13/2010	68	95.35%	2.89
8	24-D TROY DR BLDG 23	OneFloor	\$229,000	\$234,000	\$78,900	4/14/2010	171	102.18%	2.97
9	268 BALTUSROL WAY	SplitLev	\$428,500	\$436,000	\$186,800	4/21/2010	9	101.75%	2.33
10	94 HENSHAW AVE	Colonial	\$399,000	\$399,000	\$133,600	4/23/2010	4	100.00%	2.99
11	166 SHORT HILLS AVE	CapeCod	\$459,900	\$459,900	\$143,900	4/26/2010	24	100.00%	3.20
12	148 Tree Top Drive	Colonial/Cust	\$799,000	\$775,000	\$349,500	4/26/2010	214	97.00%	2.22
13	69B TROY DR BLDG 9	OneFloor	\$205,000	\$205,000	\$75,700	4/27/2010	51	100.00%	2.71
14	810 S SPRINGFIELD AVE	Bi-Level	\$311,900	\$312,000	\$186,800	4/27/2010	37	100.03%	1.67
15	906 PARK PL	TwnIntUn	\$399,000	\$385,000	\$143,200	4/30/2010	112	96.49%	2.69
AVERAGES			\$391,180	\$383,927			75	98.45%	2.62

Average Days on Market 75
Average List Price \$391,180
Average Sales Price \$383,927
% of List Price to Sales Price 98.45%
Sales Price to Assessed Value Ratio 2.62
of Units for the Month 15



RESIDENTIAL BROKERAGE



RESIDENTIAL BROKERAGE

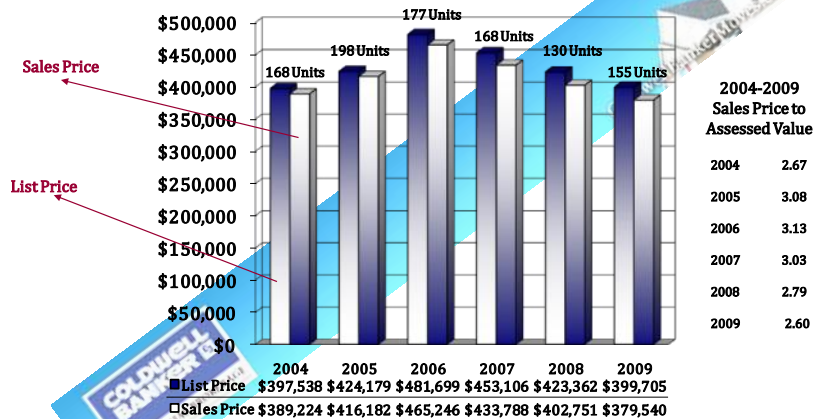
Springfield 2010 Year to Date Market Trends

FLASHBACK!!!!
April 2009 YTD:
AVG YTD Sales Price: \$392,836
DOM: 39
#Units YTD: 29
SP:AV 2.61

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$322,657	\$407,767	\$534,200	\$391,180									\$401,330
Average Sales Price	\$309,321	\$377,500	\$503,320	\$383,927									\$385,023
Days on Market	75	104	104	75									85
% of List Price to Sales Price	96.22%	93.63%	94.15%	98.45%									96.45%
Sales Price to Assessed Value	2.66	2.40	2.41	2.62									2.56
# Units Sold	7	6	5	15									33

Springfield Market Averages 2004-2009

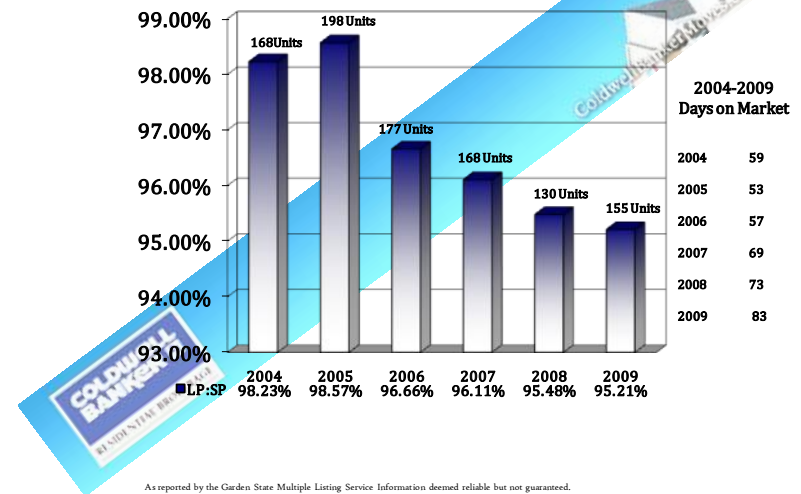
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



As reported by the Garden State Multiple Listing Service. Information deemed reliable but not guaranteed.

Springfield Market Averages 2004-2009

PERCENTAGE OF LIST PRICE TO SALES PRICE & DAYS ON MARKET



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