

Springfield **March 2010** Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	3 Craig Rd	SplitLev	\$459,000	\$420,000	\$192,700	3/1/2010	35	91.50%	2.18
2	71 Skylark Road	Ranch	\$575,000	\$527,600	\$275,200	3/1/2010	87	91.76%	1.92
3	71 Tree Top Dr	Colonial	\$689,000	\$635,000	\$279,000	3/2/2010	199	92.16%	2.28
4	67 S Maple Ave	CapeCod	\$299,000	\$285,000	\$101,800	3/18/2010	175	95.32%	2.80
5	9 Willow Ct	SplitLev	\$649,000	\$649,000	\$226,300	3/31/2010	24	100.00%	2.87
AVERAGES			\$534,200	\$503,320			104	94.15%	2.41



Average Days on Market 104
Average List Price \$534,200
Average Sales Price \$503,320
% of List Price to Sales Price 94.15%
Sales Price to Assessed Value Ratio 2.41
of Units for the Month 5



RESIDENTIAL BROKERAGE



RESIDENTIAL BROKERAGE

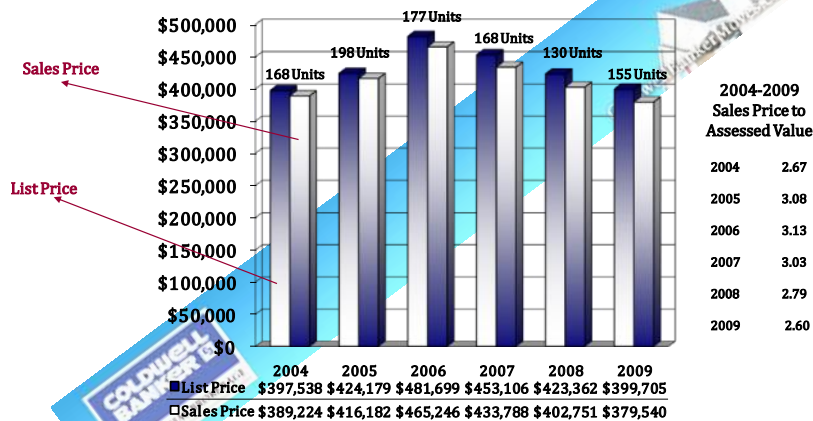
Springfield 2010 Year to Date Market Trends

FLASHBACK!!!!
March 2010 YTD:
AVG YTD Sales Price: \$395,277
DOM: 83
#Units YTD: 29
SP:AV 2.55

	January	February	March	April	May	June	July	August	September	October	November	December	YTD AVG
Average List Price	\$322,657	\$407,767	\$534,200										\$409,789
Average Sales Price	\$309,321	\$377,500	\$503,320										\$385,936
Days on Market	75	104	104										93
% of List Price to Sales Price	96.22%	93.63%	94.15%										94.78%
Sales Price to Assessed Value	2.66	2.40	2.41										2.51
# Units Sold	7	6	5										18

Springfield Market Averages 2004-2009

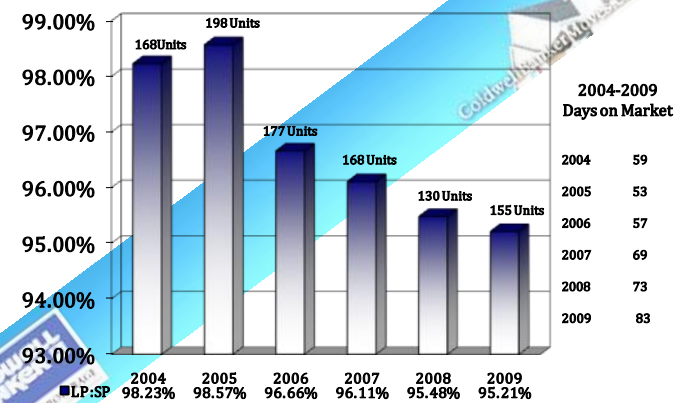
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



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



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