

Springfield May 2010 Market Activity

Units	Address	Style	List Price	Sales Price	Total Assess	Close Date	DOM	LP:SP	SP:AV
1	82 REDWOOD RD	SplitLev	\$599,000	\$575,000	\$202,400	5/5/2010	15	95.99%	2.84
2	23 BROOK ST	Colonial	\$347,500	\$318,000	\$94,900	5/6/2010	49	91.51%	3.35
3	14 TOOKER AVE	CapeCod	\$395,000	\$375,000	\$152,000	5/10/2010	128	94.94%	2.47
4	1901 PARK PLACE	TwndEndUn	\$457,500	\$415,000	\$162,000	5/14/2010	176	90.71%	2.56
5	86 REDWOOD RD	SplitLev	\$530,000	\$515,000	\$226,500	5/18/2010	21	97.17%	2.27
6	34 BATTLE HILL AVE	Colonial	\$299,000	\$299,000	\$119,900	5/20/2010	11	100.00%	2.49
7	42 EDGEWOOD AVE	SplitLev	\$315,000	\$312,000	\$133,500	5/20/2010	45	99.05%	2.34
8	81 CAIN ST	Colonial	\$299,000	\$290,000	\$121,500	5/21/2010	60	96.99%	2.39
9	17 RUBY ST	Bi-Level	\$449,000	\$436,888	\$398,000	5/24/2010	134	97.30%	1.10
10	75B TROY DR BLDG 10	OneFloor	\$208,900	\$182,000	\$66,000	5/27/2010	13	87.12%	2.76
11	65 GARDEN OVAL	SplitLev	\$575,900	\$525,000	\$173,700	5/27/2010	44	91.16%	3.02
12	23 SHERWOOD RD	SplitLev	\$379,000	\$360,000	\$163,800	5/28/2010	40	94.99%	2.20
13	2 PERRY PL	Colonial	\$379,000	\$380,000	\$121,800	5/28/2010	92	100.26%	3.12
14	256 SHORT HILLS AVE	Victrian	\$439,000	\$434,000	\$133,100	5/28/2010	23	98.86%	3.26
AVERAGES			\$405,200	\$386,921			61	95.43%	2.58

Average Days on Market 61
Average List Price \$405,200
Average Sales Price \$386,921
% of List Price to Sales Price 98.43%
Sales Price to Assessed Value Ratio 2.58
of Units for the Month 14



RESIDENTIAL BROKERAGE



RESIDENTIAL BROKERAGE

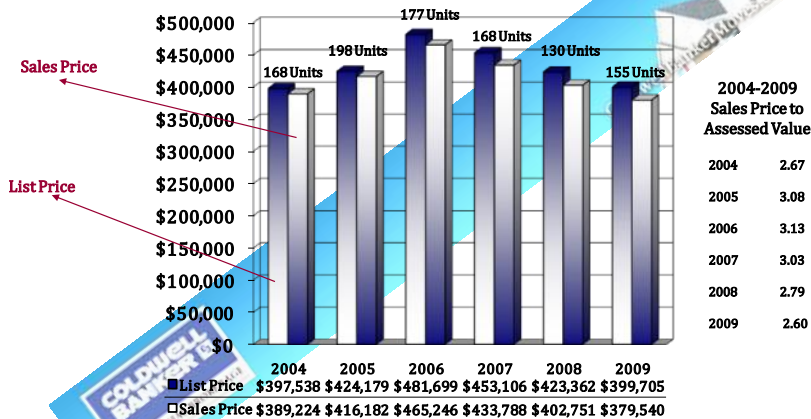
Springfield 2010 Year to Date Market Trends

FLASHBACK!!!!
May 2009 YTD:
AVG YTD Sales Price: \$402,848
DOM: 96
#Units YTD: 52
SP:AV 2.56

	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	\$405,200								\$402,483
Average Sales Price	\$309,321	\$377,500	\$503,320	\$383,927	\$386,921								\$385,588
Days on Market	75	104	104	75	61								78
% of List Price to Sales Price	96.22%	93.63%	94.15%	98.45%	95.43%								96.15%
Sales Price to Assessed Value	2.66	2.40	2.41	2.62	2.58								2.57
# Units Sold	7	6	5	15	14								47

Springfield Market Averages 2004-2009

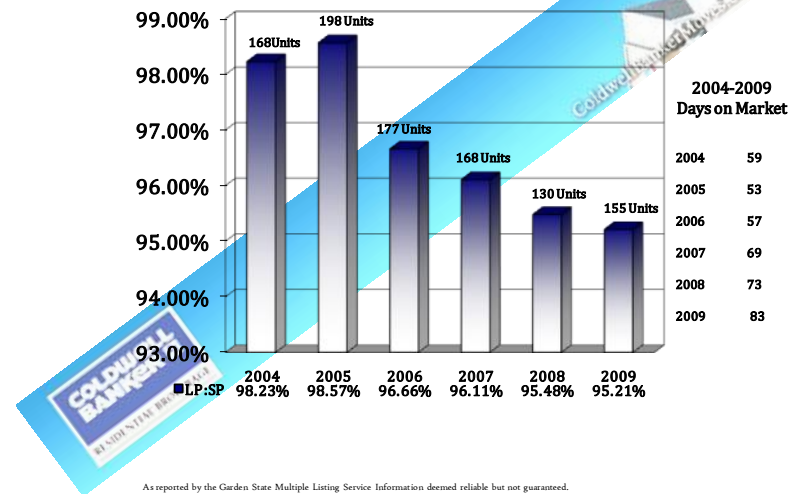
LIST PRICE & SALES PRICE AND SALES PRICE TO ASSESSED VALUE RATIO



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.