

Springfield

February 2017 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------------|-------------|--------|-------|-----|------------------|------------|-------------|--------|------------------|-------|
| 1 | 190 Morris Avenue | OneFloor | 1 | 1.0 | 29 | \$219,900 | \$219,900 | \$196,500 | 89.36% | \$72,700 | 2.70 |
| 2 | 589 Mountain Avenue | Ranch | 4 | 1.1 | 169 | \$310,000 | \$260,000 | \$255,000 | 98.08% | \$121,500 | 2.10 |
| 3 | 142 Bryant Avenue | Colonial | 3 | 1.1 | 34 | \$350,000 | \$350,000 | \$336,000 | 96.00% | \$113,600 | 2.96 |
| 4 | 955 S Springfield Avenue 2102 | TwnIntUn | 2 | 2.1 | 154 | \$399,000 | \$379,000 | \$359,000 | 94.72% | \$143,200 | 2.51 |
| 5 | 232 Milltown Road | Ranch | 2 | 2.0 | 18 | \$389,000 | \$389,000 | \$380,000 | 97.69% | \$114,100 | 3.33 |
| 6 | 61 Fieldstone Drive | Ranch | 3 | 1.1 | 14 | \$429,000 | \$429,000 | \$410,000 | 95.57% | \$141,400 | 2.90 |
| 7 | 60 Washington Avenue | Custom | 4 | 3.0 | 36 | \$449,000 | \$449,000 | \$445,000 | 99.11% | \$154,300 | 2.88 |
| 8 | 6 Briar Hills Circle | Ranch | 3 | 3.0 | 23 | \$499,000 | \$499,000 | \$497,000 | 99.60% | \$195,000 | 2.55 |
| 9 | 42 Redwood Road | Split Level | 4 | 2.1 | 91 | \$579,000 | \$529,000 | \$515,000 | 97.35% | \$173,500 | 2.97 |
| 10 | 184 Tooker Avenue | Colonial | 4 | 2.1 | 96 | \$584,900 | \$574,900 | \$550,000 | 95.67% | Renovated | |
| 11 | 97 Pitt Road | Custom | 5 | 3.1 | 63 | \$599,000 | \$599,000 | \$590,000 | 98.50% | \$199,400 | 2.96 |
| 12 | 38 Mohawk Drive | Split Level | 4 | 2.1 | 92 | \$685,000 | \$649,000 | \$635,000 | 97.84% | \$206,000 | 3.08 |
| 13 | 2 Madden Court | Colonial | 5 | 5.0 | 26 | \$949,000 | \$949,000 | \$920,000 | 96.94% | | |
| AVERAGE | | | | | 65 | \$495,523 | \$482,754 | \$468,346 | 96.65% | | 2.81 |

"ACTIVE" Listings in Springfield

Number of Units: 47
Average List Price: \$507,293
Average Days on Market: 82

"UNDER CONTRACT" Listings in Springfield

Number of Units: 37
Average List Price: \$433,280
Average Days on Market: 56

Springfield 2017 Year to Date Market Trends

| | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|----------------------------------|-----------|-----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|-----------|
| Days on Market | 59 | 65 | | | | | | | | | | | 62 |
| List Price | \$412,550 | \$482,754 | | | | | | | | | | | \$442,972 |
| Sales Price | \$402,118 | \$468,346 | | | | | | | | | | | \$430,817 |
| Sales Price as a % of List Price | 97.49% | 96.65% | | | | | | | | | | | 97.13% |
| Sales Price to Assessed Value | 2.52 | 2.81 | | | | | | | | | | | 2.64 |
| # Units Sold | 17 | 13 | | | | | | | | | | | 30 |
| Active Listings | 47 | 47 | | | | | | | | | | | 47 |
| Under Contracts | 21 | 37 | | | | | | | | | | | 29 |

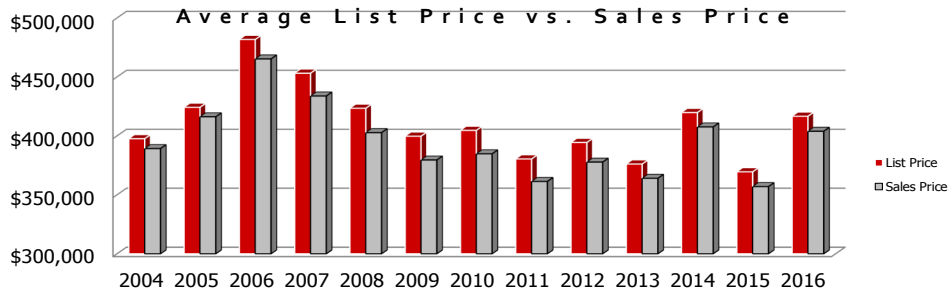
Flashback! YTD 2016 vs YTD 2017

| YTD | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 80 | 62 | -23.14% |
| Sales Price | \$338,121 | \$430,817 | 27.41% |
| Assessed Value to Sales Price | 2.32 | 2.64 | 13.86% |

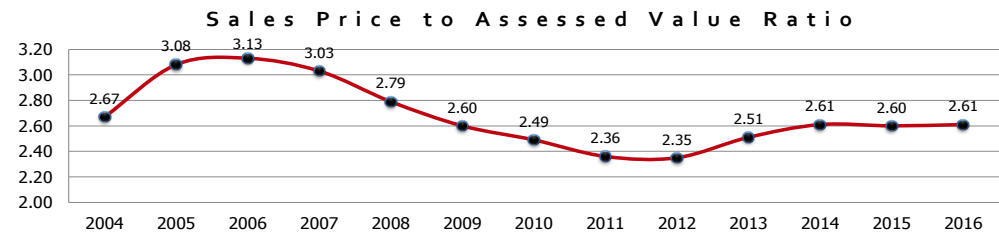


| | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 33 | 30 | -9.09% |
| Active Listings | 48 | 47 | -2.08% |
| Under Contracts | 36 | 37 | 2.78% |

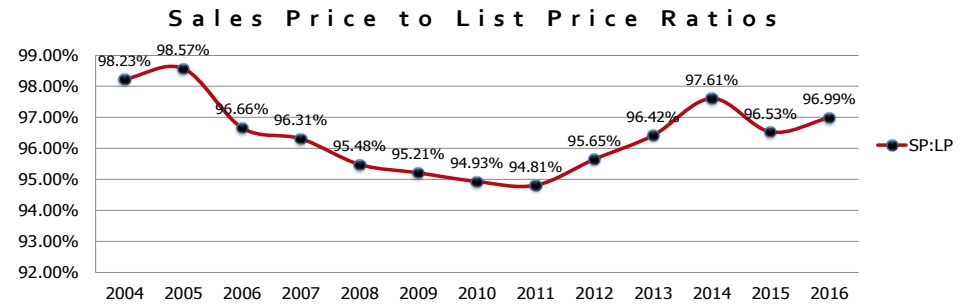
Springfield Yearly Market Trends



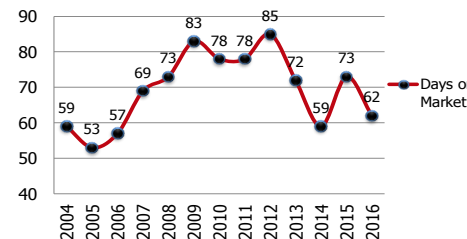
| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$397,538 | \$424,179 | \$481,699 | \$453,106 | \$423,362 | \$399,705 | \$404,633 | \$380,393 | \$394,341 | \$376,078 | \$419,782 | \$369,457 | \$416,606 |
| SP | \$389,224 | \$416,182 | \$465,246 | \$433,788 | \$402,751 | \$379,540 | \$384,758 | \$361,350 | \$377,750 | \$364,018 | \$407,579 | \$356,985 | \$403,903 |



Springfield Yearly Market Trends



Average Days on Market



Number of Units Sold

