

Springfield

December 2020 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|--------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 65-A Troy Drive Bldg 9 | FirstFlr | 1 | 1.0 | 8 | \$199,000 | \$199,000 | \$199,000 | 100.00% | \$66,000 | 3.02 |
| 2 | 445 Morris Avenue 15-B | OneFloor | 2 | 1.0 | 11 | \$212,500 | \$212,500 | \$212,500 | 100.00% | \$65,000 | 3.27 |
| 3 | 34-D Troy Drive Bldg 22 | OneFloor | 1 | 1.0 | 45 | \$249,000 | \$249,000 | \$243,000 | 97.59% | \$66,000 | 3.68 |
| 4 | 34 Marion Avenue | Colonial | 3 | 1.1 | 1 | \$290,000 | \$290,000 | \$290,000 | 100.00% | \$104,900 | 2.76 |
| 5 | 44-A Troy Drive | OneFloor | 3 | 2.0 | 16 | \$299,000 | \$299,000 | \$315,000 | 105.35% | \$93,700 | 3.36 |
| 6 | 3410 Park Place | TwnIntUn | 3 | 2.2 | 28 | \$399,000 | \$399,000 | \$395,000 | 99.00% | \$172,700 | 2.29 |
| 7 | 558 S Springfield Avenue | CapeCod | 3 | 3.0 | 22 | \$450,000 | \$419,900 | \$419,900 | 100.00% | \$137,600 | 3.05 |
| 8 | 59 Edgewood Avenue | Split Level | 3 | 1.0 | 25 | \$420,000 | \$420,000 | \$420,000 | 100.00% | \$136,000 | 3.09 |
| 9 | 21 Woodcrest Circle | CapeCod | 3 | 2.0 | 49 | \$475,000 | \$450,000 | \$450,000 | 100.00% | \$139,000 | 3.24 |
| 10 | 264 Mountain Avenue | Colonial | 3 | 2.1 | 23 | \$479,000 | \$479,000 | \$471,250 | 98.38% | \$138,500 | 3.40 |
| 11 | 14 Joanne Way | Custom | 5 | 2.1 | 7 | \$475,000 | \$475,000 | \$475,000 | 100.00% | \$156,900 | 3.03 |
| 12 | 174 Henshaw Avenue | Split Level | 5 | 2.0 | 34 | \$549,999 | \$499,900 | \$485,000 | 97.02% | \$155,600 | 3.12 |
| 13 | 8 Mapes Avenue | Split Level | 4 | 2.0 | 79 | \$549,000 | \$509,000 | \$509,000 | 100.00% | \$152,400 | 3.34 |
| 14 | 40 Norwood Road | Split Level | 4 | 2.1 | 18 | \$525,000 | \$525,000 | \$539,000 | 102.67% | \$208,400 | 2.59 |
| 15 | 17 Cottage Lane | Split Level | 5 | 3.1 | 9 | \$599,000 | \$599,000 | \$545,000 | 90.98% | \$190,000 | 2.87 |
| 16 | 4 Archbridge Lane | Split Level | 4 | 3.0 | 78 | \$595,000 | \$585,000 | \$570,000 | 97.44% | \$197,000 | 2.89 |
| 17 | 840 Mountain Avenue | Colonial | 5 | 3.1 | 36 | \$565,000 | \$565,000 | \$575,000 | 101.77% | \$215,000 | 2.67 |
| 18 | 23 Warner Avenue | Colonial | 3 | 2.1 | 29 | \$599,000 | \$585,000 | \$580,000 | 99.15% | | |
| 19 | 26 Sycamore Terrace | Split Level | 4 | 2.1 | 51 | \$699,000 | \$699,000 | \$685,000 | 98.00% | \$226,300 | 3.03 |
| 20 | 76 Warwick Circle | Custom | 4 | 3.1 | 1 | \$789,000 | \$789,000 | \$789,000 | 100.00% | | |
| AVERAGE | | | | | 29 | \$470,875 | \$462,415 | \$458,383 | 99.37% | | 3.04 |

"Active" Listings in Springfield

Number of Units: 28
 Average List Price: \$472,760
 Average Days on Market: 72

"Under Contract" Listings in Springfield

Number of Units: 37
 Average List Price: \$523,013
 Average Days on Market: 33

COMPASS

Springfield 2020 Year to Date Market Trends

| YTD | January | February | March | April | May | June | July | August | September | October | November | December | YTD AVG |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Days on Market | 36 | 57 | 30 | 70 | 39 | 64 | 46 | 49 | 50 | 24 | 45 | 29 | 46 |
| List Price | \$476,629 | \$392,036 | \$380,727 | \$503,250 | \$464,991 | \$420,478 | \$520,643 | \$436,420 | \$479,503 | \$493,109 | \$411,450 | \$462,415 | \$464,732 |
| Sales Price | \$463,600 | \$399,068 | \$377,045 | \$491,520 | \$450,395 | \$416,306 | \$516,650 | \$429,345 | \$477,073 | \$486,130 | \$410,060 | \$458,383 | \$458,864 |
| SP:LP% | 97.21% | 103.19% | 98.91% | 97.62% | 97.14% | 98.37% | 99.36% | 98.19% | 99.41% | 98.67% | 100.05% | 99.37% | 98.79% |
| SP to AV | 2.75 | 2.81 | 2.79 | 2.74 | 3.10 | 2.83 | 2.91 | 2.98 | 3.01 | 3.08 | 3.05 | 3.04 | 2.93 |
| # Units Sold | 17 | 7 | 11 | 20 | 11 | 16 | 28 | 20 | 32 | 23 | 18 | 20 | 223 |
| 3 Mo Rate of Ab | 2.33 | 2.38 | 3.47 | 2.82 | 2.58 | 1.94 | 2.71 | 2.38 | 1.77 | 1.68 | 1.75 | 1.40 | 2.27 |
| Active Listings | 45 | 38 | 36 | 35 | 32 | 36 | 48 | 44 | 41 | 38 | 39 | 28 | 38 |
| Under Contracts | 28 | 45 | 41 | 30 | 40 | 44 | 39 | 56 | 41 | 40 | 35 | 37 | 40 |

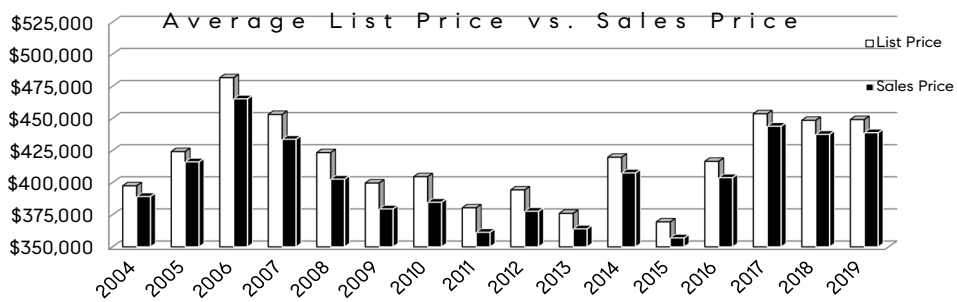
Flashback! YTD 2019 vs YTD 2020

| YTD | 2019 | 2020 | % Change |
|-------------|-----------|-----------|----------|
| DOM | 63 | 46 | -25.97% |
| Sales Price | \$438,868 | \$458,864 | 4.56% |
| LP:SP | 97.65% | 98.79% | 1.17% |
| SP:AV | 2.76 | 2.93 | 6.19% |

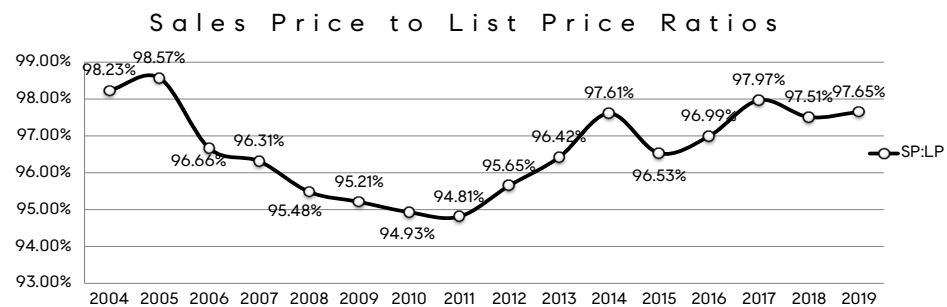


| YTD | 2019 | 2020 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 189 | 203 | 7.41% |
| Rate of Ab 3 Mo | 2.38 | 1.40 | -41.18% |
| Actives | 35 | 28 | -20.00% |
| Under Contracts | 29 | 37 | 27.59% |

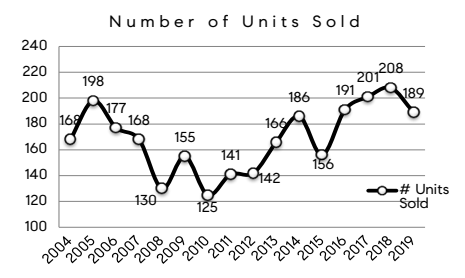
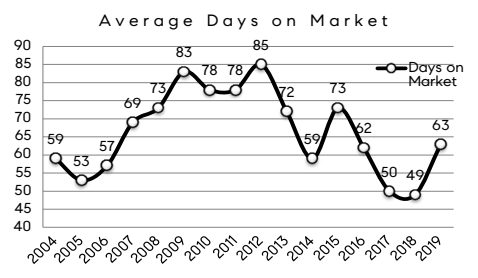
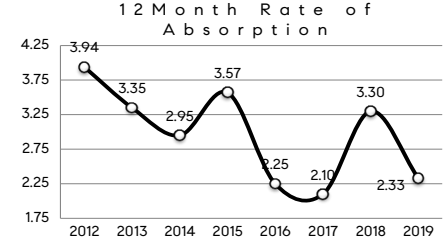
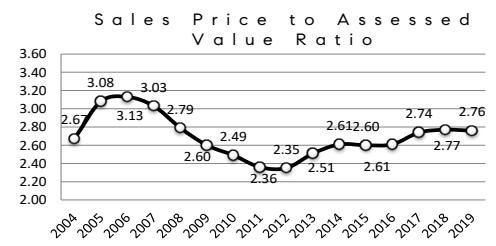
Springfield Yearly Market Trends



Springfield Yearly Market Trends



| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| 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 | \$453,619 | \$448,523 | \$449,123 |
| 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 | \$443,920 | \$437,628 | \$438,868 |



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Not intended to solicit a property already listed.