

Springfield

November 2017 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assessment | SP:AV |
|---------|-------------------------------|-------------|--------|-------|-----|------------------|------------|-------------|---------|------------------|-------|
| 1 | 97-B Troy Drive | OneFloor | 2 | 1.0 | 11 | \$207,000 | \$207,000 | \$210,000 | 101.45% | \$74,300 | 2.83 |
| 2 | 48-B Troy Drive Bld 21 | OneFloor | 1 | 1.0 | 15 | \$225,000 | \$225,000 | \$215,000 | 95.56% | \$71,100 | 3.02 |
| 3 | 14-D Troy Drive Bldg 25 | OneFloor | 2 | 1.0 | 22 | \$245,000 | \$245,000 | \$270,000 | 110.20% | \$75,700 | 3.57 |
| 4 | 22 Edgewood Avenue | Split Level | 3 | 1.0 | 10 | \$324,900 | \$324,900 | \$290,000 | 89.26% | \$125,700 | 2.31 |
| 5 | 36 Clinton Avenue | Ranch | 3 | 1.1 | 11 | \$309,900 | \$309,900 | \$300,000 | 96.81% | \$105,400 | 2.85 |
| 6 | 1902 Park Place | TwnIntUn | 2 | 2.1 | 130 | \$369,000 | \$369,000 | \$350,000 | 94.85% | \$143,200 | 2.44 |
| 7 | 17 Alvin Terrace | CapeCod | 4 | 2.0 | 54 | \$389,000 | \$389,000 | \$380,000 | 97.69% | \$126,800 | 3.00 |
| 8 | 116 Lyons Place | Colonial | 3 | 2.0 | 56 | \$429,900 | \$429,900 | \$411,000 | 95.60% | \$119,100 | 3.45 |
| 9 | 35 Evergreen Avenue | CapeCod | 3 | 2.1 | 18 | \$439,900 | \$439,900 | \$425,000 | 96.61% | \$137,000 | 3.10 |
| 10 | 14 Henshaw Avenue | Colonial | 4 | 2.0 | 10 | \$429,000 | \$429,000 | \$425,000 | 99.07% | \$155,300 | 2.74 |
| 11 | 5 Persimmon Way | RanchRas | 4 | 3.0 | 68 | \$460,900 | \$460,900 | \$450,000 | 97.64% | \$239,700 | 1.88 |
| 12 | 955 S Springfield Avenue 1201 | TwnEndUn | 4 | 3.1 | 4 | \$459,900 | \$459,900 | \$455,000 | 98.93% | \$158,900 | 2.86 |
| 13 | 288 Mountain Avenue | Split Level | 3 | 2.1 | 28 | \$529,000 | \$529,000 | \$510,000 | 96.41% | \$154,800 | 3.29 |
| 14 | 37 Oakland Avenue | Colonial | 3 | 4.0 | 1 | \$545,000 | \$545,000 | \$545,000 | 100.00% | \$152,800 | 3.57 |
| 15 | 58 High Point Drive | CapeCod | 4 | 2.0 | 41 | \$689,000 | \$689,000 | \$672,500 | 97.61% | \$266,000 | 2.53 |
| 16 | 7 Madden Court | Colonial | 5 | 3.1 | 19 | \$899,000 | \$899,000 | \$888,000 | 98.78% | \$316,500 | 2.81 |
| AVERAGE | | | | | 31 | \$434,463 | \$434,463 | \$424,781 | 97.90% | | 2.89 |

"ACTIVE" Listings in Springfield

Number of Units: 56
Average List Price: \$511,585
Average Days on Market: 80

"UNDER CONTRACT" Listings in Springfield

Number of Units: 31
Average List Price: \$450,355
Average Days on Market: 64

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 | 55 | 41 | 47 | 45 | 42 | 77 | 44 | 42 | 31 | | 49 |
| List Price | \$412,550 | \$482,754 | \$457,069 | \$396,571 | \$452,481 | \$526,516 | \$460,420 | \$548,000 | \$476,786 | \$442,853 | \$434,463 | | \$464,370 |
| Sales Price | \$402,118 | \$468,346 | \$443,723 | \$396,643 | \$442,806 | \$513,705 | \$457,490 | \$528,524 | \$466,286 | \$432,067 | \$424,781 | | \$454,295 |
| Sales Price as a % of List Price | 97.49% | 96.65% | 97.52% | 100.05% | 97.81% | 98.03% | 99.58% | 96.39% | 97.98% | 97.43% | 97.90% | | 97.98% |
| Sales Price to Assessed Value | 2.52 | 2.81 | 2.66 | 2.81 | 2.81 | 2.79 | 2.69 | 2.62 | 2.75 | 2.81 | 2.89 | | 2.74 |
| # Units Sold | 17 | 13 | 13 | 14 | 16 | 19 | 25 | 17 | 14 | 15 | 16 | | 179 |
| Active Listings | 47 | 47 | 54 | 52 | 57 | 54 | 54 | 57 | 54 | 73 | 56 | | 55 |
| Under Contracts | 21 | 37 | 40 | 43 | 44 | 38 | 31 | 31 | 30 | 29 | 31 | | 34 |

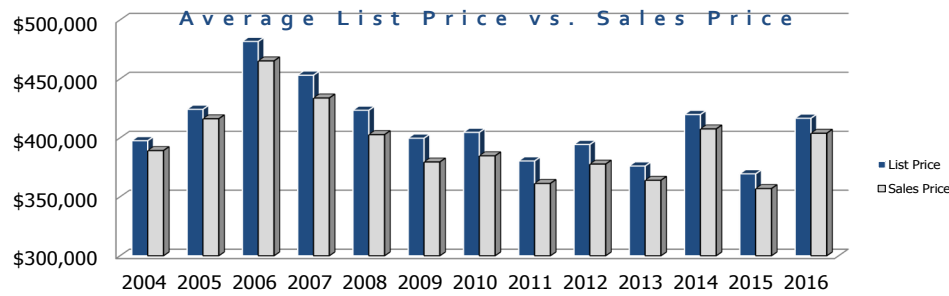
Flashback! YTD 2016 vs YTD 2017

| YTD | 2016 | 2017 | % Change |
|-------------------------------|-----------|-----------|----------|
| Days on Market | 60 | 49 | -17.96% |
| Sales Price | \$403,401 | \$454,295 | 12.62% |
| Sales Price to Assessed Value | 2.62 | 2.74 | 4.75% |



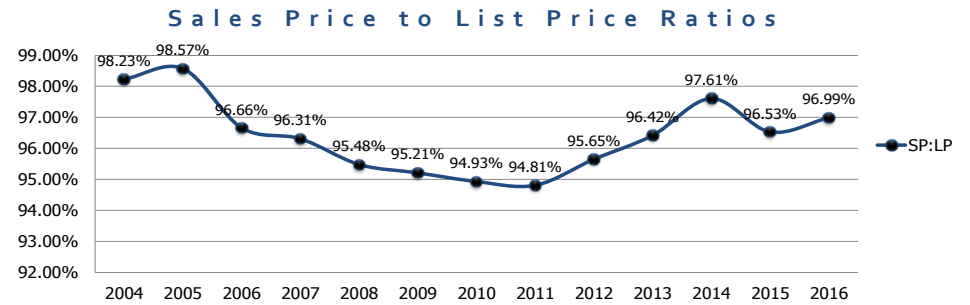
| | 2016 | 2017 | % Change |
|-----------------|------|------|----------|
| # Units Sold | 172 | 179 | 4.07% |
| Active Listings | 52 | 56 | 7.69% |
| Under Contracts | 33 | 31 | -6.06% |

Springfield Yearly Market Trends

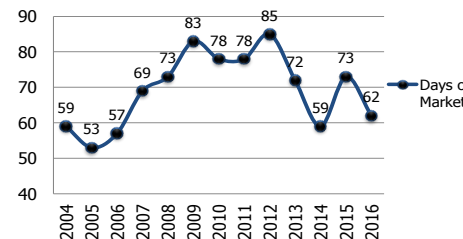


| | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|----|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| LP | \$397,538 | \$424,179 | \$481,699 | \$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 |

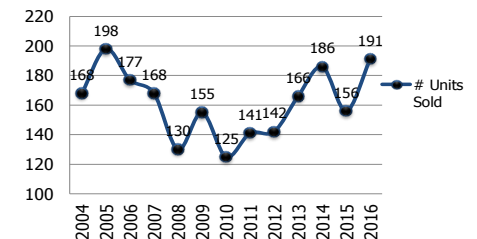
Springfield Yearly Market Trends



Average Days on Market



Number of Units Sold



Sales Price to Assessed Value Ratio

