KELLERWILLIAMS

# Springfield

## March 2020 Market Snapshot

| Units | Address | Style | Bedrms | Baths | DOM | Orig. List Price | List Price | Sales Price | SP:LP | Total Assess-ment | SP:AV |
|---|---|---|---|---|---|---|---|---|---|---|---|
| 1 | 109 Troy Drive | TwnEndUn | 1 | 1.0 | 10 | $219,900 | $219,900 | $220,000 | 100.05% | $71,100 | 3.09 |
| 2 | 216 Milltown Road | Ranch | 2 | 1.1 | 15 | $237,500 | $237,500 | $237,500 | 100.00% | $113,400 | 2.09 |
| 3 | 91-B Troy Drive Bldg 11 | OneFloor | 1 | 1.0 | 16 | $239,000 | $239,000 | $246,000 | 102.93% | $66,000 | 3.73 |
| 4 | 34 Baltusrol Way | Cottage | 2 | 2.0 | 9 | $299,000 | $299,000 | $290,000 | 96.99% | $90,400 | 3.21 |
| 5 | 47 Troy Drive Bldg 6 | TwnEndUn | 2 | 2.1 | 116 | $359,900 | $339,900 | $325,000 | 95.62% | $87,500 | 3.71 |
| 6 | 1002 Park Place | MultiFlr | 2 | 3.1 | 57 | $339,900 | $339,900 | $325,000 | 95.62% | $143,200 | 2.27 |
| 7 | 3601 Park Place | TwnEndUn | 2 | 2.1 | 26 | $349,900 | $349,900 | $335,000 | 95.74% | $160,000 | 2.09 |
| 8 | 2204 Park Place | TwnIntUn | 3 | 3.1 | 35 | $385,000 | $385,000 | $380,000 | 98.70% | $150,500 | 2.52 |
| 9 | 69 Kew Drive | Colonial | 4 | 4.1 | 15 | $549,000 | $549,000 | $559,000 | 101.82% | $213,200 | 2.62 |
| 10 | 81 Laurel Drive | SplitLev | 4 | 2.1 | 4 | $549,000 | $549,000 | $560,000 | 102.00% | $195,300 | 2.87 |
| 11 | 96 New Brook Lane | Colonial | 4 | 3.1 | 23 | $679,900 | $679,900 | $670,000 | 98.54% | $265,600 | 2.52 |
| | AVERAGE | | | | 30 | $382,545 | $380,727 | $377,045 | 98.91% | | 2.79 |

### *"Active"* Listings in Springfield

| | |
|---|---|
| Number of Units: | 36 |
| Average List Price: | $494,675 |
| Average Days on Market: | 59 |

### *"Under Contract"* Listings in Springfield

| | |
|---|---|
| Number of Units: | 41 |
| Average List Price: | $485,365 |
| Average Days on Market: | 61 |

# 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 | | | | | | | | | | 38 |
| List Price | $476,629 | $392,036 | $380,727 | | | | | | | | | | $429,570 |
| Sales Price | $463,600 | $399,068 | $377,045 | | | | | | | | | | $423,491 |
| SP:LP% | 97.21% | 103.19% | 98.91% | | | | | | | | | | 98.94% |
| SP to AV | 2.75 | 2.81 | 2.79 | | | | | | | | | | 2.78 |
| # Units Sold | 17 | 7 | 11 | | | | | | | | | | 35 |
| 3 Mo Rate of Ab | 2.33 | 2.38 | 3.47 | | | | | | | | | | 2.73 |
| Active Listings | 45 | 38 | 36 | | | | | | | | | | 40 |
| Under Contracts | 28 | 45 | 41 | | | | | | | | | | 38 |

# Flashback! YTD 2019 vs YTD 2020

| YTD | 2019 | 2020 | % Change |
|---|---|---|---|
| DOM | 71 | 38 | -46.30% |
| Sales Price | $360,879 | $423,491 | 17.35% |
| LP:SP | 98.14% | 98.94% | 0.81% |
| SP:AV | 2.64 | 2.78 | 4.95% |

| YTD | 2019 | 2020 | % Change |
|---|---|---|---|
| # Units Sold | 38 | 35 | -7.89% |
| Rate of Ab 3 Mo | 4.74 | 3.47 | -26.79% |
| Actives | 61 | 36 | -40.98% |
| Under Contracts | 43 | 41 | -4.65% |

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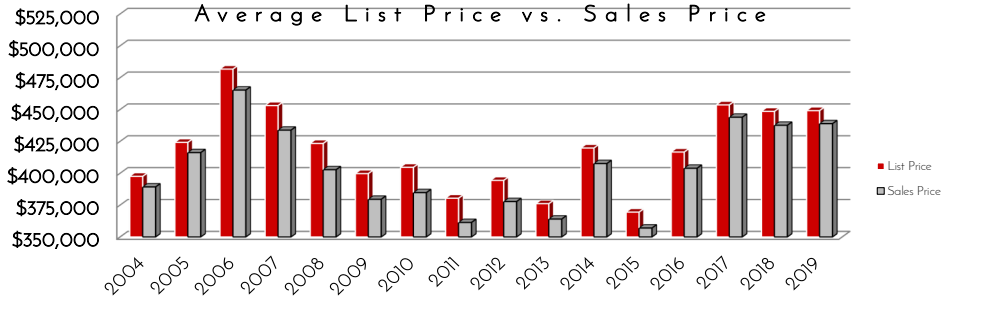
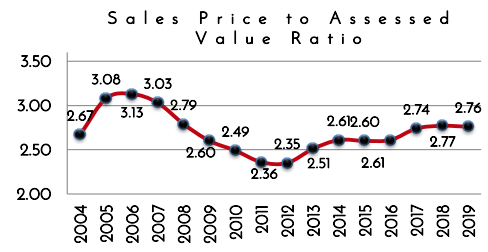
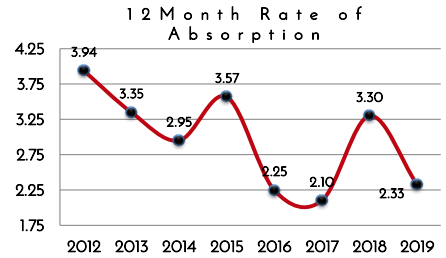
## Springfield Yearly Market Trends




| | 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 | $416,6060 | $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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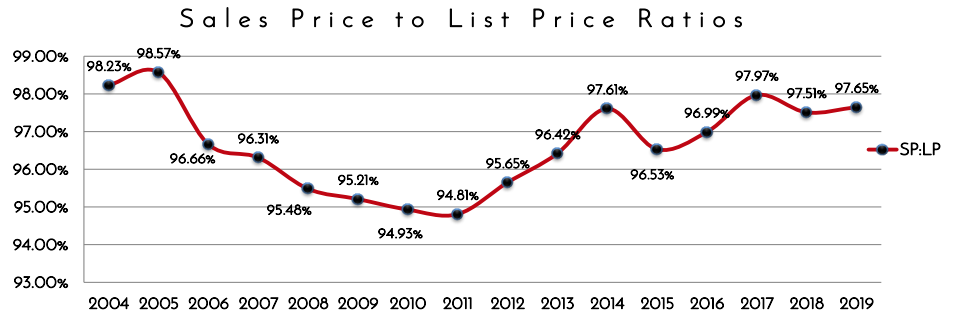


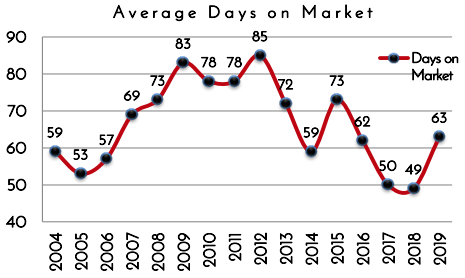


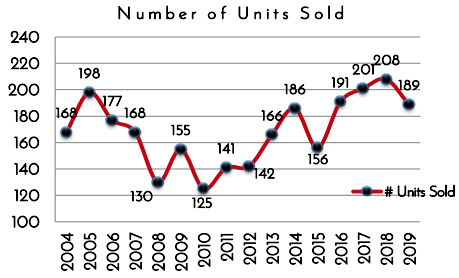


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Not intended to solicit a property already listed.