



"Naasa Sherbeini, has the experience and resources to help you reach your home buying or selling goals. When you're in the market to buy your dream house or if you are considering selling your current house, Naasa provides the expertise and knowledge to help you succeed. This dedicated professional knows the Smallest Details Can Have the Greatest Impact." Contact her today. You'll be glad you did. Naasa understands the financial significance and emotional impact of moving and wants her clients to know she'll make the transition as smooth as possible."

## SPRINGFIELD NEW JERSEY

### January Home Sales

ADDRESS	STYLE	RMS	BRS	BTH	GAR	BSMT	DOM	SP	LP	LP/SP
92 Meckes St	Ranch	7	3	2	1	Y	921	\$195,000	\$225,000	70%
8 NELSON PL	Ranch	6	2	2	1	Y	24	\$335,500	\$374,700	93%
606 Park Place	TwnIntUn	6	3	2.1	1	Y	25	\$400,000	\$419,900	82%

### Home Sales Trends—February 2010—January 2011

	Active Listings			New Listings			Under Contract				Sold Listings				
	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	Avg. DOM	#	Avg. SP	Med. SP	Avg. DOM	SP/LP
Jan-11	98	\$422,412	\$399,000	23	\$401,172	\$399,000	10	\$386,590	\$350,000	167	3	\$310,167	\$335,500	323	91%
Dec-10	102	\$436,089	\$399,000	12	\$409,308	\$375,900	8	\$364,375	\$359,900	69	14	\$396,393	\$340,500	102	92%
Nov-10	127	\$443,154	\$419,999	36	\$461,611	\$439,000	11	\$396,018	\$349,500	69	13	\$345,562	\$350,000	65	93%
Oct-10	125	\$431,906	\$399,000	24	\$411,067	\$365,000	11	\$350,527	\$309,000	101	11	\$428,364	\$382,000	149	95%
Sep-10	122	\$453,482	\$419,900	22	\$423,027	\$419,999	9	\$542,533	\$449,000	146	8	\$322,419	\$242,850	43	96%
Aug-10	125	\$450,768	\$419,000	20	\$399,925	\$399,000	13	\$352,423	\$379,000	73	11	\$419,364	\$410,000	56	95%
Jul-10	123	\$445,674	\$415,000	20	\$413,425	\$362,900	10	\$365,590	\$375,000	55	11	\$355,364	\$349,000	60	95%
Jun-10	124	\$445,260	\$419,900	24	\$419,200	\$410,000	13	\$401,600	\$419,900	76	14	\$415,064	\$409,000	80	98%
May-10	121	\$446,745	\$425,000	24	\$487,671	\$475,000	11	\$428,836	\$425,000	69	14	\$386,921	\$375,000	61	95%
Apr-10	118	\$436,334	\$399,990	34	\$397,953	\$409,000	15	\$423,693	\$379,000	55	15	\$383,927	\$391,500	75	98%
Mar-10	110	\$456,970	\$399,990	34	\$435,397	\$399,000	12	\$406,358	\$384,900	55	6	\$474,017	\$420,000	94	94%
Feb-10	85	\$457,495	\$399,000	19	\$449,947	\$415,000	9	\$380,433	\$355,000	90	6	\$377,500	\$335,000	104	93%
<b>Total</b>	<b>1380</b>	<b>\$443,873</b>		<b>292</b>	<b>\$427,547</b>		<b>132</b>	<b>\$399,293</b>		<b>83</b>	<b>126</b>	<b>\$387,948</b>		<b>86</b>	<b>95%</b>

### January Averages

	Active Listings			New Listings			Under Contract				Sold Listings				
	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	#	Avg. LP	Med. LP	Avg. DOM	#	Avg. SP	Med. SP	Avg. DOM	SP/LP
Jan-11	98	\$422,412	\$399,000	23	\$401,172	\$399,000	10	\$386,590	\$350,000	167	3	\$310,167	\$335,500	323	91%

