



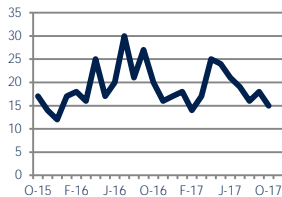
Focus On: East Springfield Housing Market

October 2017

Zip Code(s): 22150

Units Sold

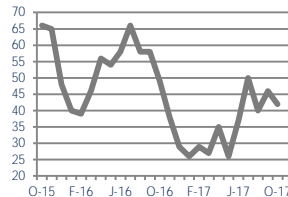
15



Down -25%
Vs. Year Ago

Active Inventory

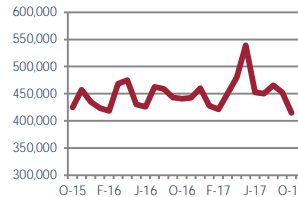
42



Down -14%
Vs. Year Ago

Median Sale Price

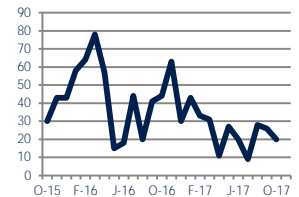
\$415,000



Down -6%
Vs. Year Ago

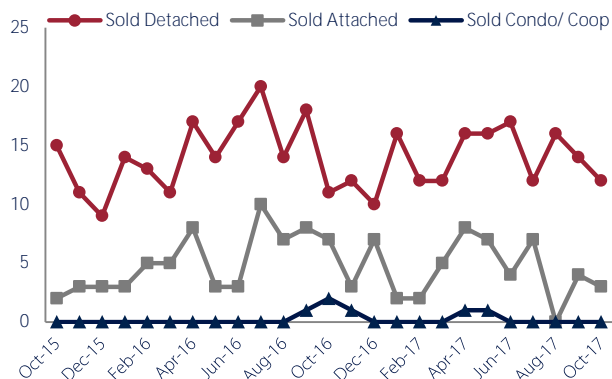
Days On Market

20



Down
Vs. Year Ago

Units Sold*



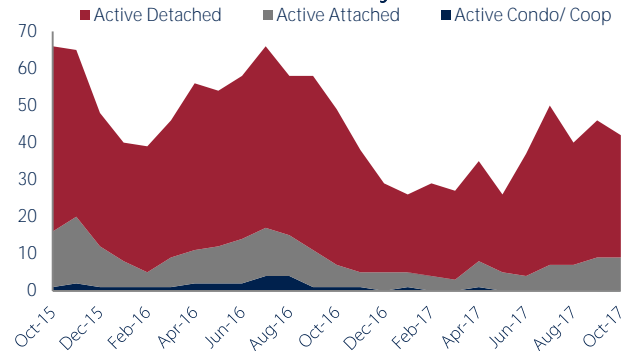
Units Sold

There was a decrease in total units sold in October, with 15 sold this month in East Springfield versus 18 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 25% versus October 2016.

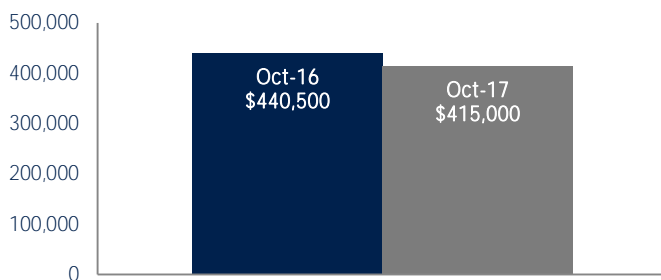
Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 14%. The total number of active inventory this October was 42 compared to 49 in October 2016. This month's total of 42 is lower than the previous month's total supply of available inventory of 46, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for East Springfield Homes was \$440,500. This October, the median sale price was \$415,000, a decrease of 6% or \$25,500 compared to last year. The current median sold price is 8% lower than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

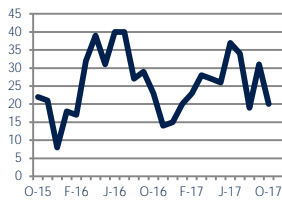
Focus On: East Springfield Housing Market

October 2017

Zip Code(s): 22150

New Listings

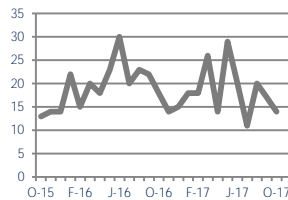
20



Down -13%
Vs. Year Ago

Current Contracts

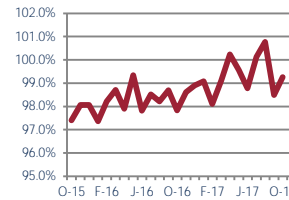
14



Down -22%
Vs. Year Ago

Sold Vs. List Price

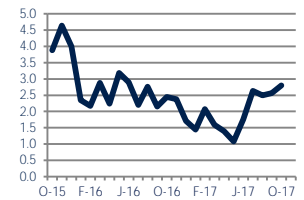
99.3%



Up 1.5%
Vs. Year Ago

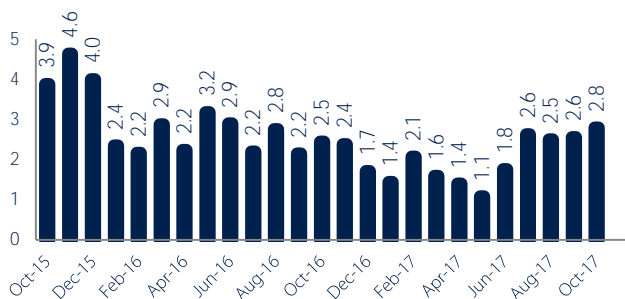
Months of Supply

2.8



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

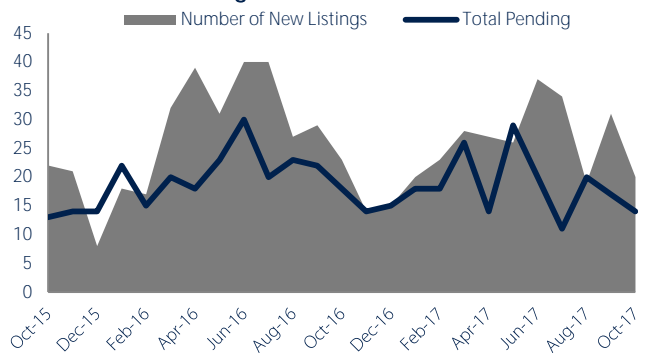
In October, there was 2.8 months of supply available in East Springfield, compared to 2.5 in October 2016. That is an increase of 14% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

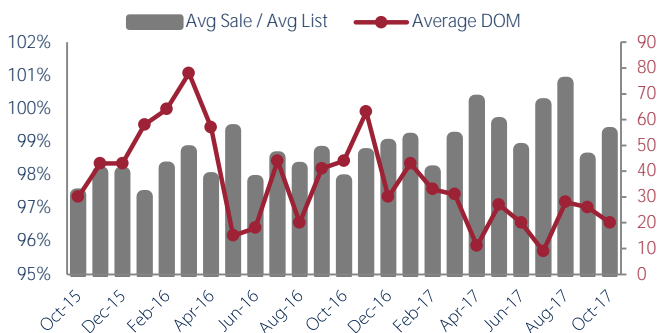
New Listings & Current Contracts

This month there were 20 homes newly listed for sale in East Springfield compared to 23 in October 2016, a decrease of 13%. There were 14 current contracts pending sale this October compared to 18 a year ago. The number of current contracts is 22% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in East Springfield was 99.3% of the average list price, which is 1.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 44. This decrease was impacted by the limited number of sales.