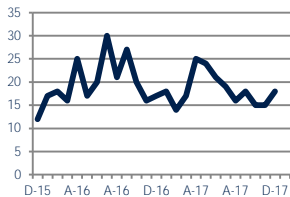


Zip Code(s): 22150

Units Sold

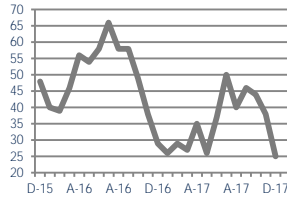
18



Up 6%
Vs. Year Ago

Active Inventory

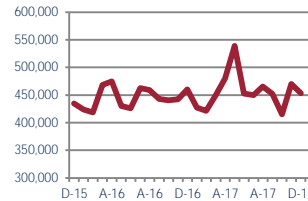
25



Down -14%
Vs. Year Ago

Median Sale Price

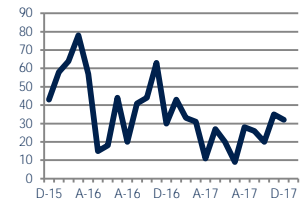
\$453,500



Down -1%
Vs. Year Ago

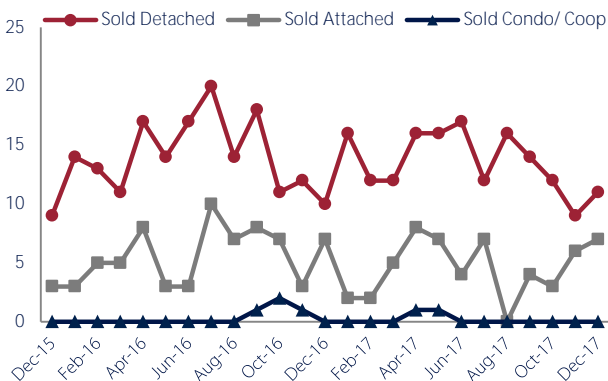
Days On Market

32



Up 7%
Vs. Year Ago

Units Sold*



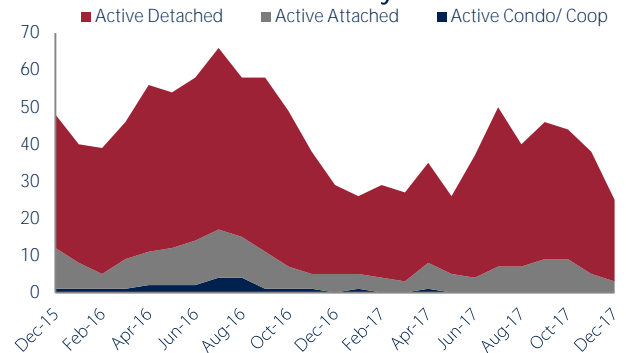
Units Sold

There was an increase in total units sold in December, with 18 sold this month in East Springfield versus 15 last month, an increase of 20%. This month's total units sold was higher than at this time last year, an increase of 6% versus December 2016.

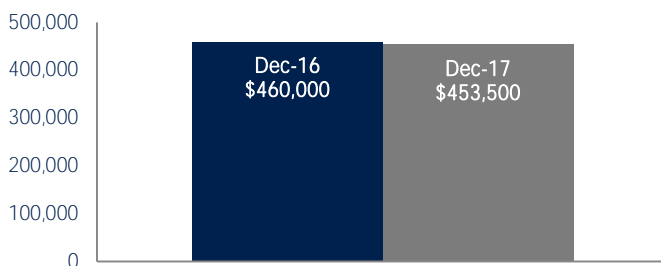
Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 14%. The total number of active inventory this December was 25 compared to 29 in December 2016. This month's total of 25 is lower than the previous month's total supply of available inventory of 38, a decrease of 34%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for East Springfield Homes was \$460,000. This December, the median sale price was \$453,500, a decrease of 1% or \$6,500 compared to last year. The current median sold price is 4% lower than in November.

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



East Springfield are defined as properties listed in zip code/s 22150.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.

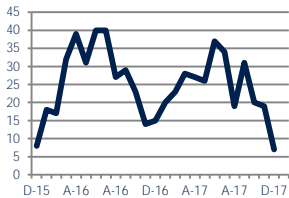
Focus On: East Springfield Housing Market

December 2017

Zip Code(s): 22150

New Listings

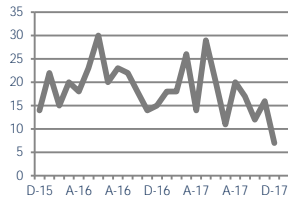
7



Down -53%
Vs. Year Ago

Current Contracts

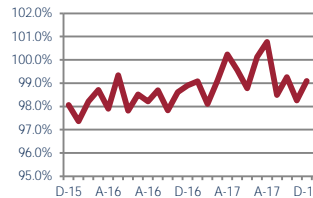
7



Down -53%
Vs. Year Ago

Sold Vs. List Price

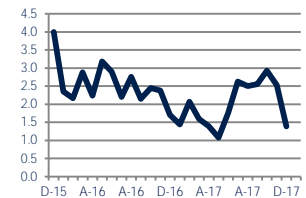
99.1%



No Change
Vs. Year Ago

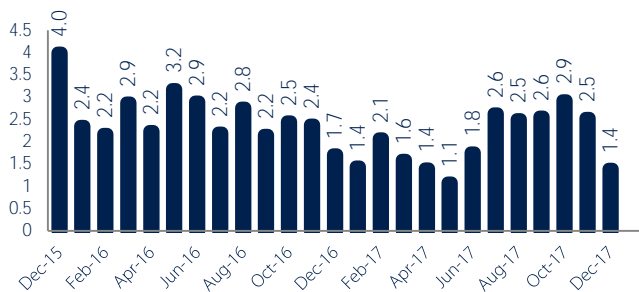
Months of Supply

1.4



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

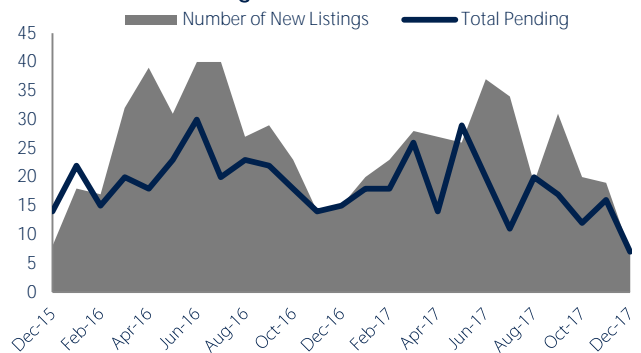
In December, there was 1.4 months of supply available in East Springfield, compared to 1.7 in December 2016. That is a decrease of 19% versus a year ago.

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.

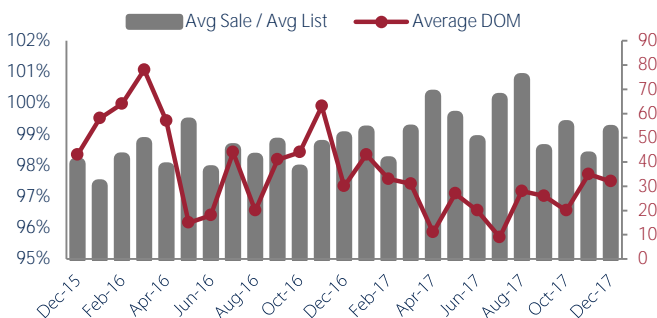
New Listings & Current Contracts

This month there were 7 homes newly listed for sale in East Springfield compared to 15 in December 2016, a decrease of 53%. There were 7 current contracts pending sale this December compared to 15 a year ago. The number of current contracts is 53% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in East Springfield was 99.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 32, higher than the average last year, which was 30, an increase of 7%.



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