



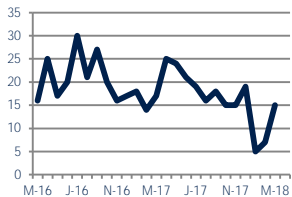
Focus On: East Springfield Housing Market

March 2018

Zip Code(s): 22150

Units Sold

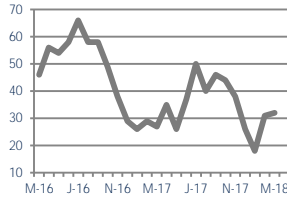
15



Down
Vs. Year Ago

Active Inventory

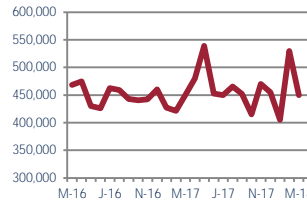
32



Up 19%
Vs. Year Ago

Median Sale Price

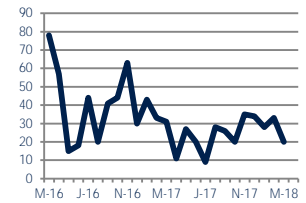
\$450,000



No Change
Vs. Year Ago

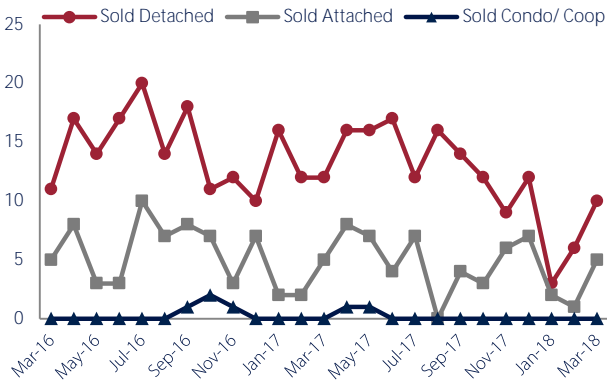
Days On Market

20



Down -35%
Vs. Year Ago

Units Sold*



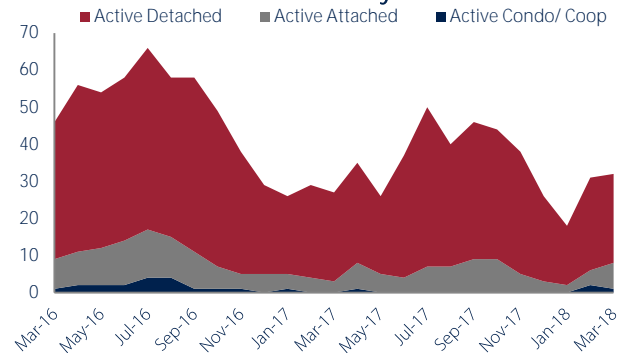
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 15 sold this month in East Springfield. This month's total units sold was lower than at this time last year, a decrease from March 2017.

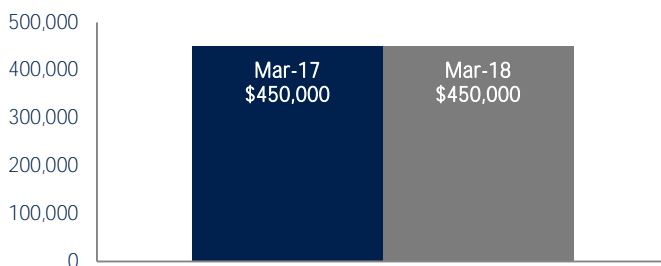
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 19%. The total number of active inventory this March was 32 compared to 27 in March 2017. This month's total of 32 is higher than the previous month's total supply of available inventory of 31, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for East Springfield Homes was \$450,000. This March, the median sale price was \$450,000, which is similar compared to a year ago. The current median sold price is 15% higher than in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



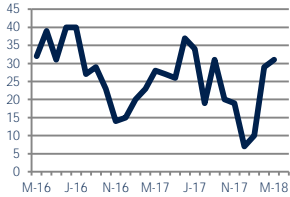
Focus On: East Springfield Housing Market

March 2018

Zip Code(s): 22150

New Listings

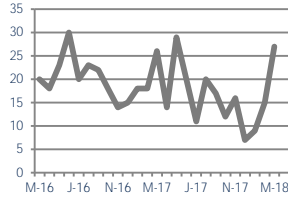
31



Up 11%
Vs. Year Ago

Current Contracts

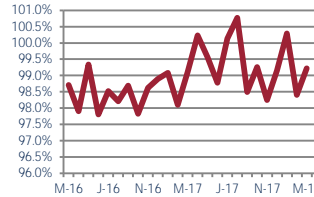
27



Up 4%
Vs. Year Ago

Sold Vs. List Price

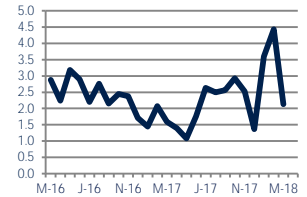
99.2%



No Change
Vs. Year Ago

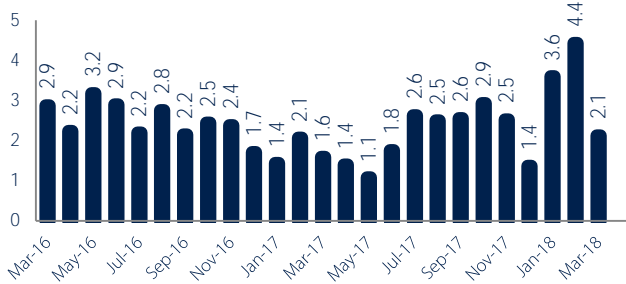
Months of Supply

2.1



Up 34%
Vs. Year Ago

Months Of Supply



Months of Supply

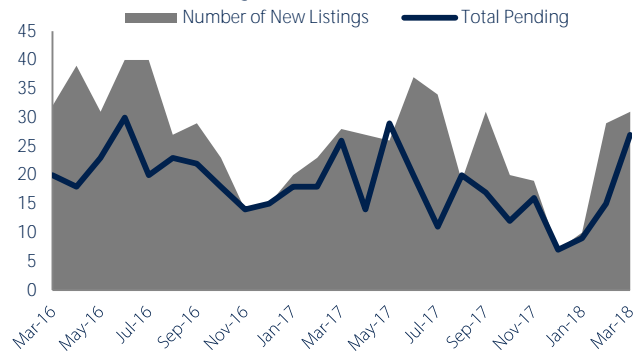
In March, there was 2.1 months of supply available in East Springfield, compared to 1.6 in March 2017. That is an increase of 34% versus a year ago.

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.

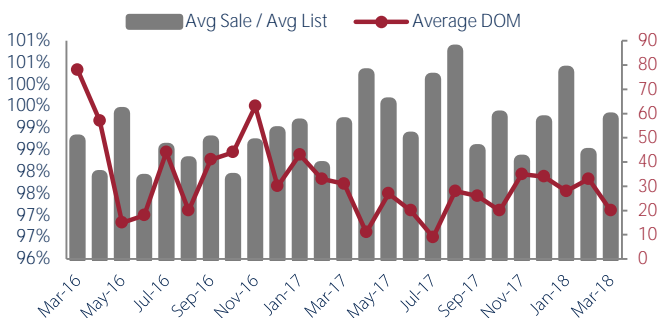
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in East Springfield compared to 28 in March 2017, an increase of 11%. There were 27 current contracts pending sale this March compared to 26 a year ago. The number of current contracts is 4% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in East Springfield was 99.2% 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 20, lower than the average last year, which was 31, a decrease of 35%.



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