



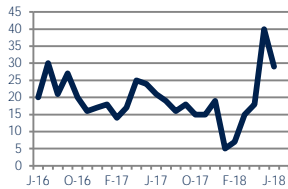
The Long & Foster Market Minute™

Focus On: East Springfield Housing Market

June 2018

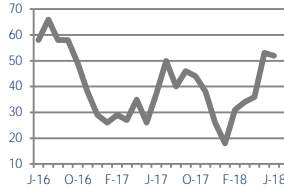
Zip Code(s): 22150

Units Sold
29



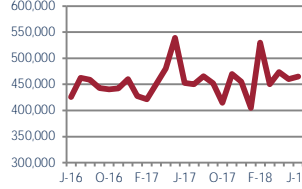
Up
Vs. Year Ago

Active Inventory
52



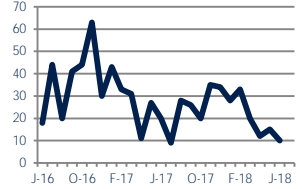
Up 41%
Vs. Year Ago

Median Sale Price
\$465,000



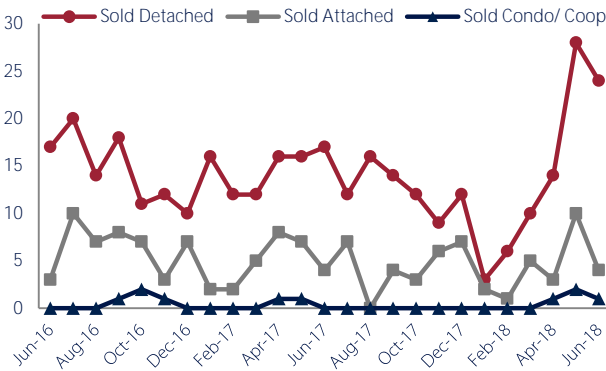
Up 3%
Vs. Year Ago

Days On Market
10



Down
Vs. Year Ago

Units Sold*



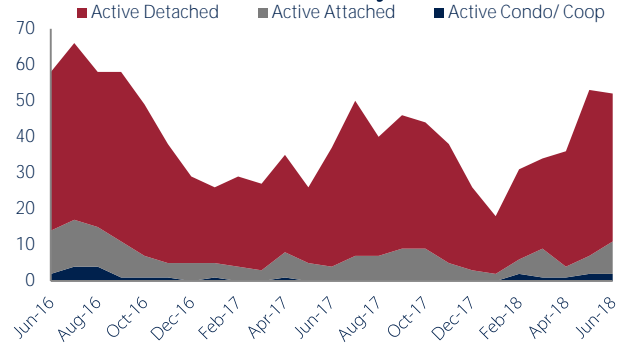
Units Sold

With relatively few transactions, there was a decrease in total units sold in June, with 29 sold this month in East Springfield. This month's total units sold was higher than at this time last year, an increase from June 2017.

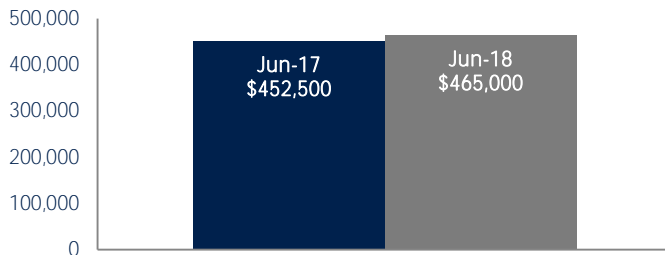
Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 41%. The total number of active inventory this June was 52 compared to 37 in June 2017. This month's total of 52 is lower than the previous month's total supply of available inventory of 53, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for East Springfield Homes was \$452,500. This June, the median sale price was \$465,000, an increase of 3% or \$12,500 compared to last year. The current median sold price is 1% higher than in May.

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.





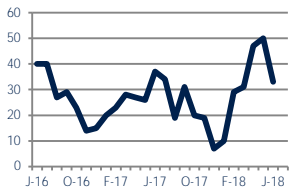
Focus On: East Springfield Housing Market

June 2018

Zip Code(s): 22150

New Listings

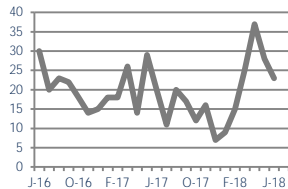
33



Down -11%
Vs. Year Ago

Current Contracts

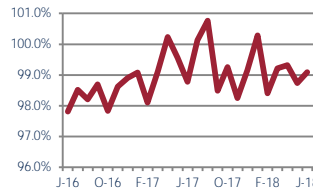
23



Up 15%
Vs. Year Ago

Sold Vs. List Price

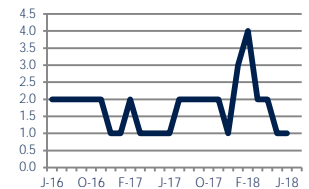
99.1%



No Change
Vs. Year Ago

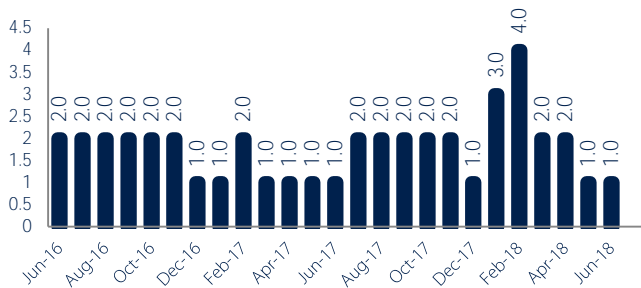
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

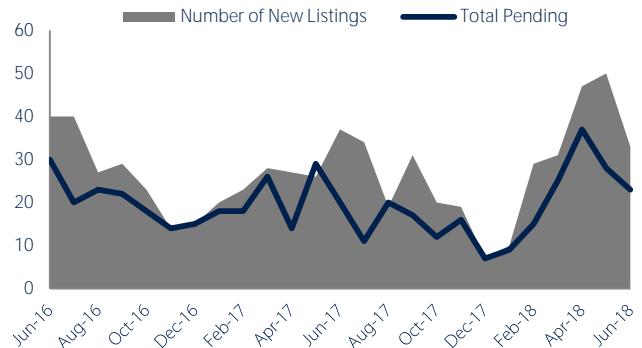
In June, there was 1.8 months of supply available in East Springfield. The amount of supply is similar compared to a year ago.

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.

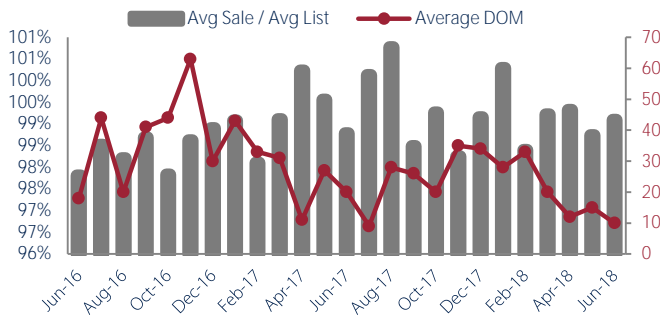
New Listings & Current Contracts

This month there were 33 homes newly listed for sale in East Springfield compared to 37 in June 2017, a decrease of 11%. There were 23 current contracts pending sale this June compared to 20 a year ago. The number of current contracts is 15% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, 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 10, lower than the average last year, which was 20. This decrease was impacted by the limited number of sales.



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