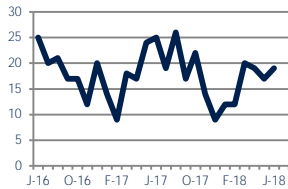


Focus On: North Springfield Housing Market

June 2018

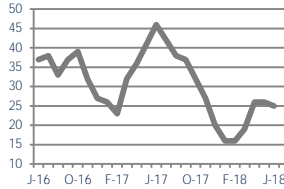
Zip Code(s): 22151

Units Sold
19



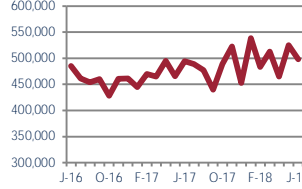
Down -24%
Vs. Year Ago

Active Inventory
25



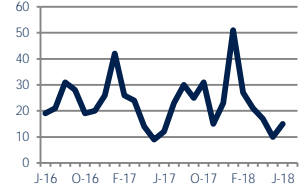
Down -46%
Vs. Year Ago

Median Sale Price
\$498,000



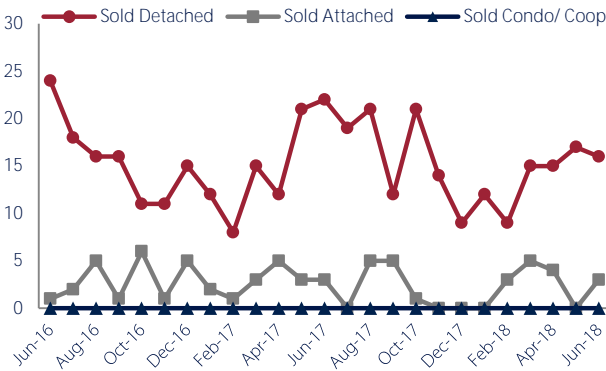
Up 1%
Vs. Year Ago

Days On Market
15



Up 25%
Vs. Year Ago

Units Sold*



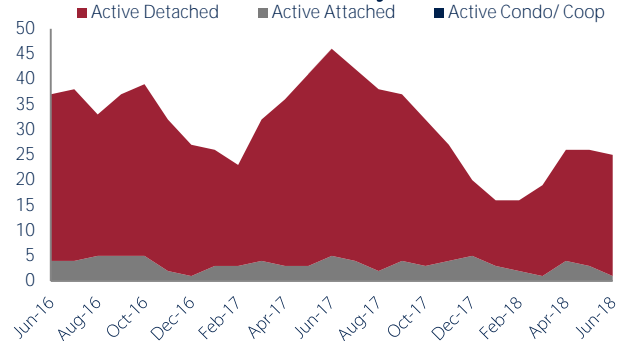
Units Sold

There was an increase in total units sold in June, with 19 sold this month in North Springfield versus 17 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 24% versus June 2017.

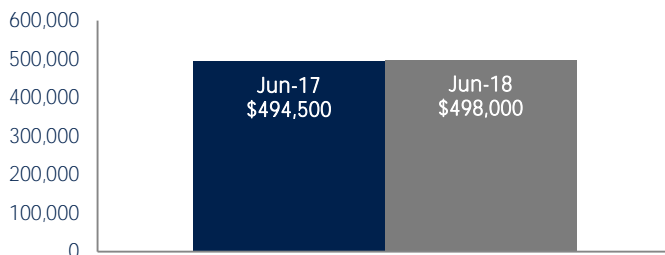
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 46%. The total number of active inventory this June was 25 compared to 46 in June 2017. This month's total of 25 is lower than the previous month's total supply of available inventory of 26, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for North Springfield Homes was \$494,500. This June, the median sale price was \$498,000, an increase of 1% or \$3,500 compared to last year. The current median sold price is 5% lower 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.



North Springfield are defined as properties listed in zip code/s 22151.

*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.





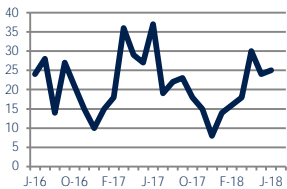
Focus On: North Springfield Housing Market

June 2018

Zip Code(s): 22151

New Listings

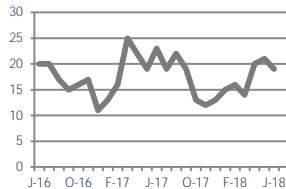
25



Down -32%
Vs. Year Ago

Current Contracts

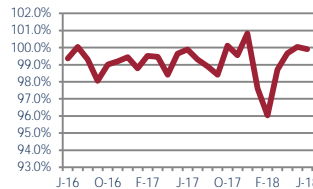
19



Down -17%
Vs. Year Ago

Sold Vs. List Price

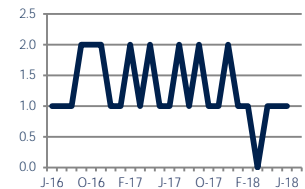
99.9%



No Change
Vs. Year Ago

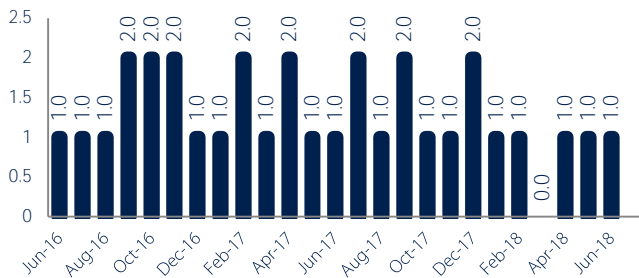
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

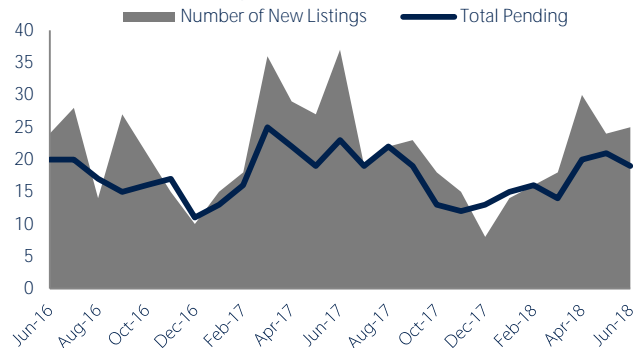
In June, there was 1.3 months of supply available in North Springfield, compared to 1.8 in June 2017. That is a decrease of 28% versus a year ago.

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.

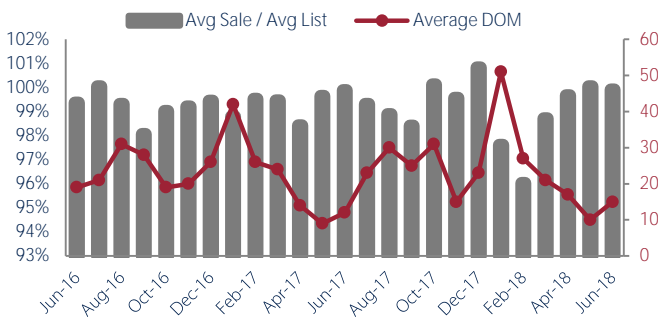
New Listings & Current Contracts

This month there were 25 homes newly listed for sale in North Springfield compared to 37 in June 2017, a decrease of 32%. There were 19 current contracts pending sale this June compared to 23 a year ago. The number of current contracts is 17% lower 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 North Springfield was 99.9% 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 15, higher than the average last year, which was 12, an increase of 25%.



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