



The Long & Foster Market Minute™

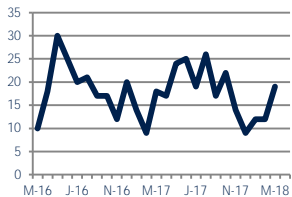
Focus On: North Springfield Housing Market

March 2018

Zip Code(s): 22151

Units Sold

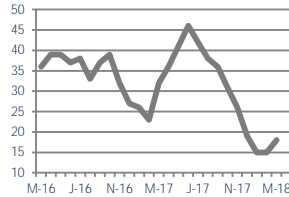
19



Up
Vs. Year Ago

Active Inventory

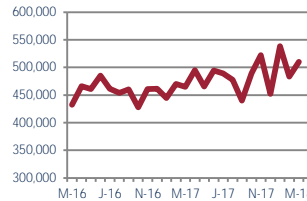
18



Down -44%
Vs. Year Ago

Median Sale Price

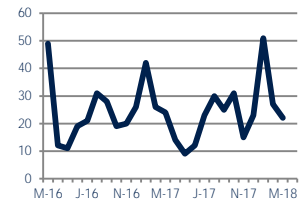
\$510,000



Up 10%
Vs. Year Ago

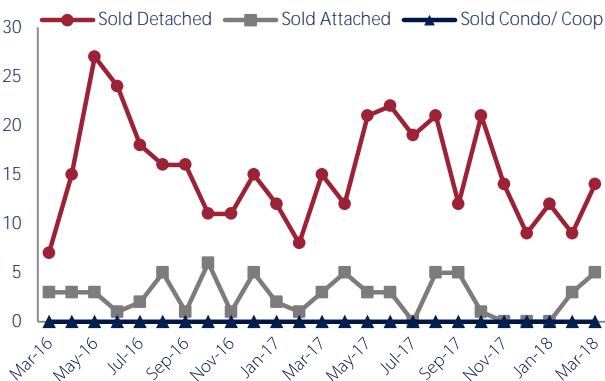
Days On Market

22



Down -8%
Vs. Year Ago

Units Sold*



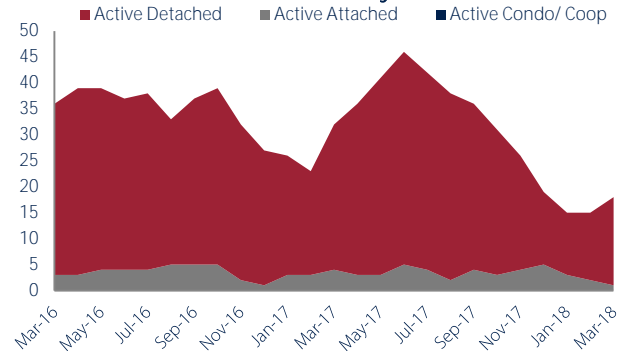
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 19 sold this month in North Springfield. This month's total units sold was higher than at this time last year, an increase from March 2017.

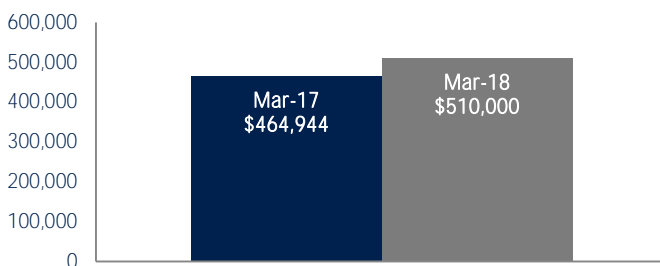
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 44%. The total number of active inventory this March was 18 compared to 32 in March 2017. This month's total of 18 is higher than the previous month's total supply of available inventory of 15, an increase of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for North Springfield Homes was \$464,944. This March, the median sale price was \$510,000, an increase of 10% or \$45,056 compared to last year. The current median sold price is 5% 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





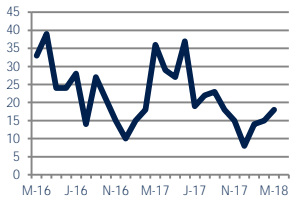
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Zip Code(s): 22151

New Listings

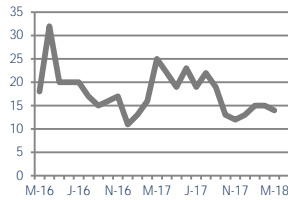
18



Down -50%
Vs. Year Ago

Current Contracts

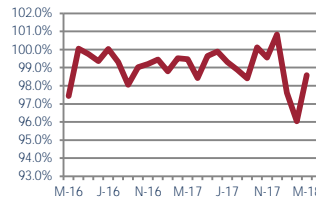
14



Down -44%
Vs. Year Ago

Sold Vs. List Price

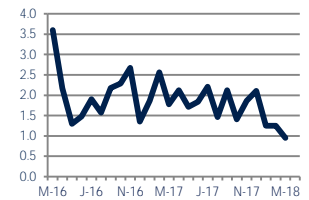
98.6%



Down -0.9%
Vs. Year Ago

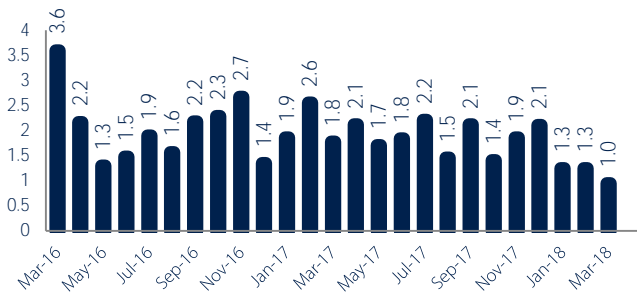
Months of Supply

1.0



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

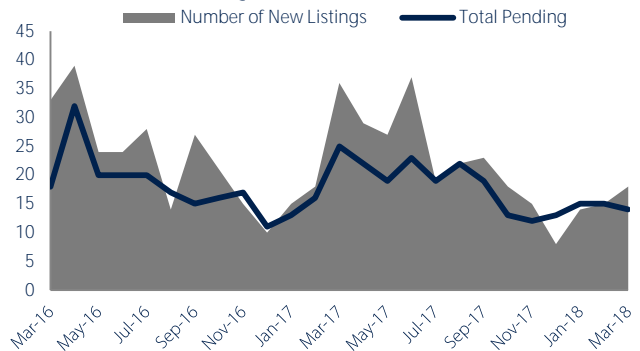
In March, there was 0.9 months of supply available in North Springfield, compared to 1.8 in March 2017. That is a decrease of 47% versus a year ago.

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.

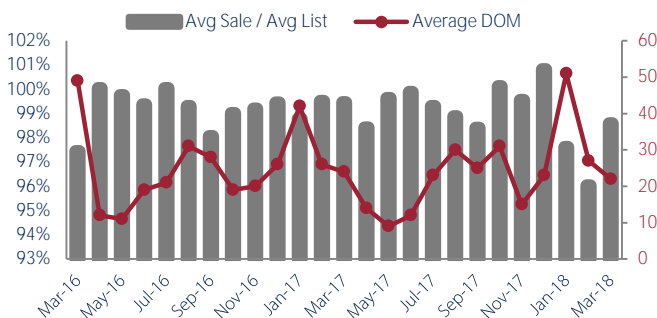
New Listings & Current Contracts

This month there were 18 homes newly listed for sale in North Springfield compared to 36 in March 2017, a decrease of 50%. There were 14 current contracts pending sale this March compared to 25 a year ago. The number of current contracts is 44% lower 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 North Springfield was 98.6% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 24, a decrease of 8%.



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