



# The Long & Foster Market Minute™

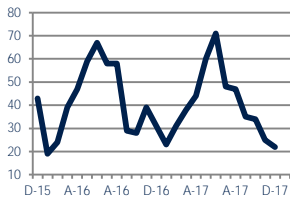
Focus On: West Springfield Housing Market

December 2017

Zip Code(s): 22152

## Units Sold

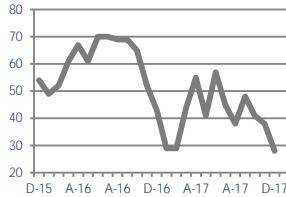
22



Down -29%  
Vs. Year Ago

## Active Inventory

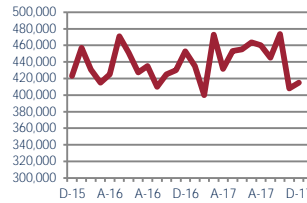
28



Down -35%  
Vs. Year Ago

## Median Sale Price

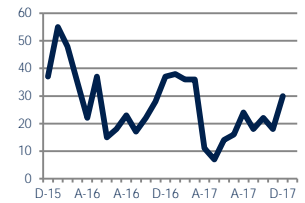
\$415,000



Down -8%  
Vs. Year Ago

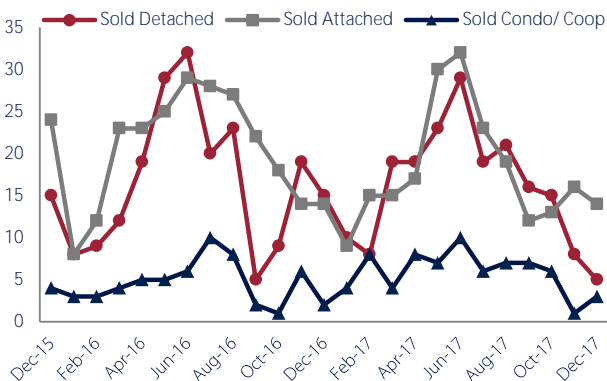
## Days On Market

30



Down -19%  
Vs. Year Ago

## Units Sold\*



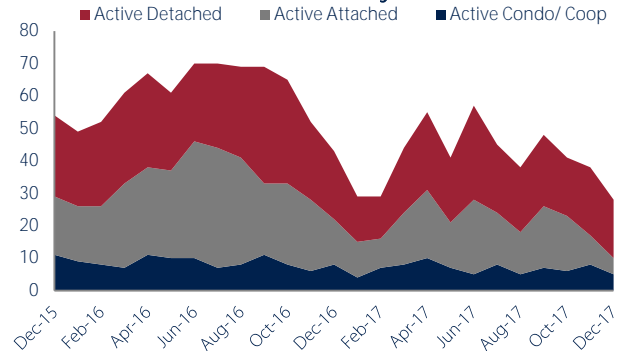
## Units Sold

There was a decrease in total units sold in December, with 22 sold this month in West Springfield versus 25 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 29% versus December 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 35%. The total number of active inventory this December was 28 compared to 43 in December 2016. This month's total of 28 is lower than the previous month's total supply of available inventory of 38, a decrease of 26%.

## Active Inventory\*

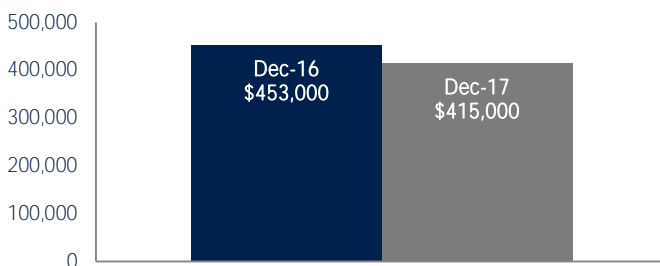


## Median Sale Price

Last December, the median sale price for West Springfield Homes was \$453,000. This December, the median sale price was \$415,000, a decrease of 8% or \$38,000 compared to last year. The current median sold price is 2% higher 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.

## Median Sale Price



West Springfield are defined as properties listed in zip code/s 22152.

\*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

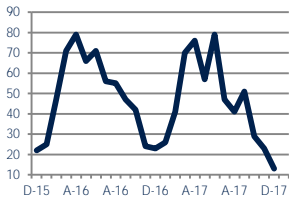




Zip Code(s): 22152

### New Listings

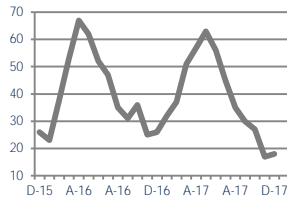
13



**Down -43%**  
Vs. Year Ago

### Current Contracts

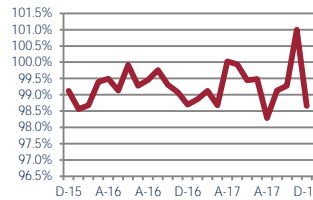
18



**Down -31%**  
Vs. Year Ago

### Sold Vs. List Price

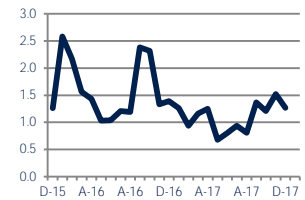
98.7%



**No Change**  
Vs. Year Ago

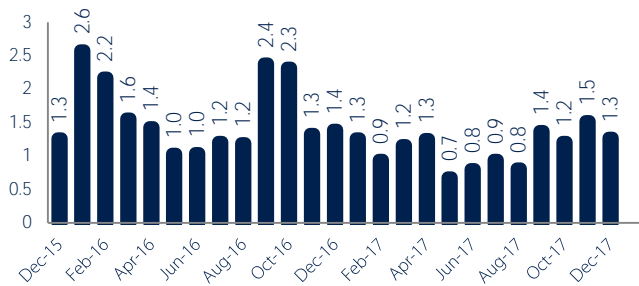
### Months of Supply

1.3



**Down -9%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

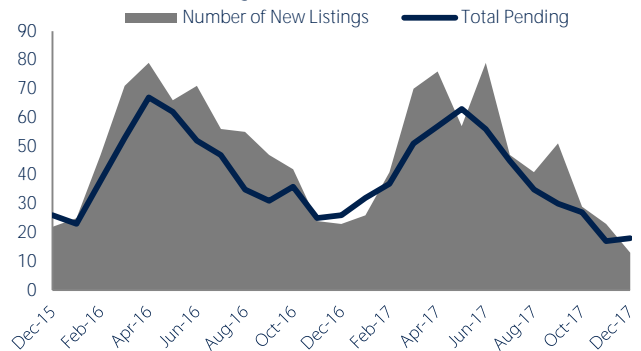
In December, there was 1.3 months of supply available in West Springfield, compared to 1.4 in December 2016. That is a decrease of 8% versus a year ago.

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.

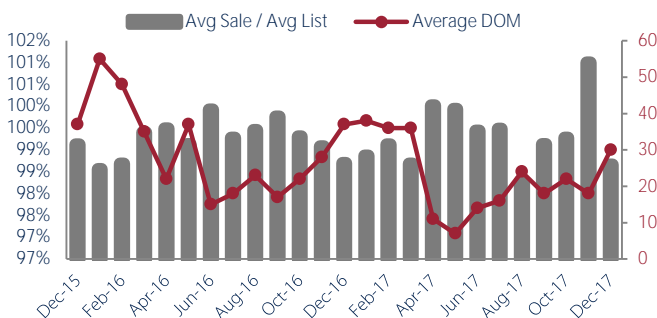
### New Listings & Current Contracts

This month there were 13 homes newly listed for sale in West Springfield compared to 23 in December 2016, a decrease of 43%. There were 18 current contracts pending sale this December compared to 26 a year ago. The number of current contracts is 31% 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 West Springfield was 98.7% 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 30, lower than the average last year, which was 37, a decrease of 19%.



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