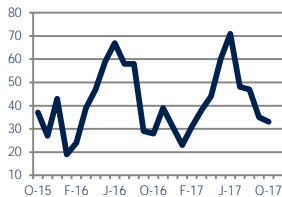




Zip Code(s): 22152

Units Sold

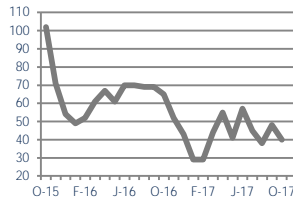
33



Up 18%
Vs. Year Ago

Active Inventory

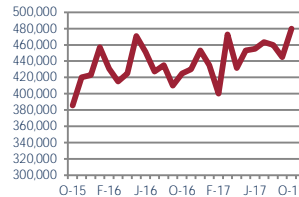
40



Down -38%
Vs. Year Ago

Median Sale Price

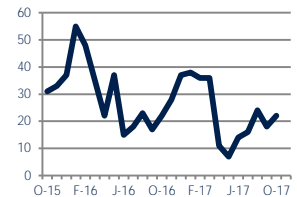
\$480,000



Up 13%
Vs. Year Ago

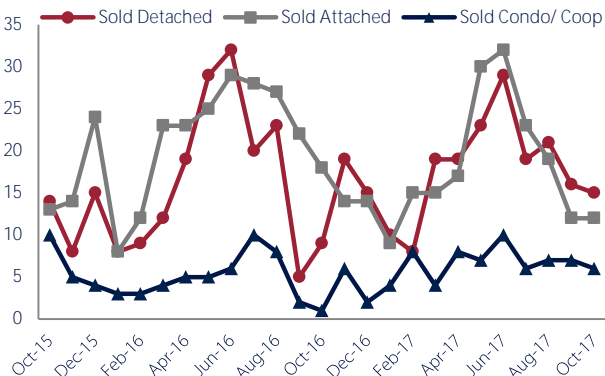
Days On Market

22



No Change
Vs. Year Ago

Units Sold*



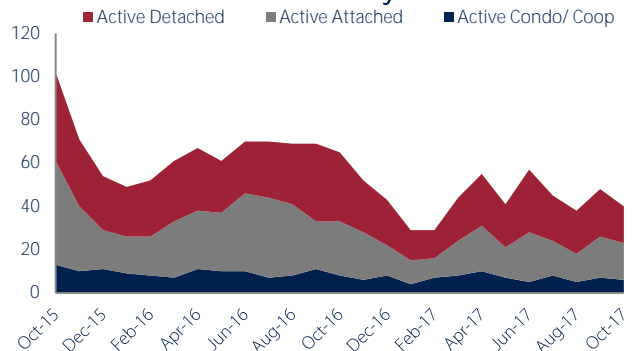
Units Sold

There was a decrease in total units sold in October, with 33 sold this month in West Springfield versus 35 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 18% versus October 2016.

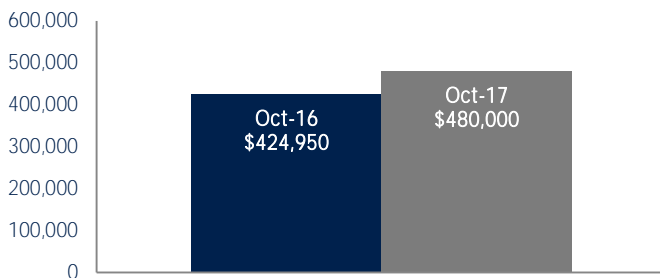
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 38%. The total number of active inventory this October was 40 compared to 65 in October 2016. This month's total of 40 is lower than the previous month's total supply of available inventory of 48, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for West Springfield Homes was \$424,950. This October, the median sale price was \$480,000, an increase of 13% or \$55,050 compared to last year. The current median sold price is 8% higher than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



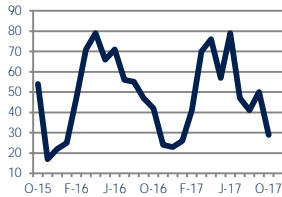
Focus On: West Springfield Housing Market

October 2017

Zip Code(s): 22152

New Listings

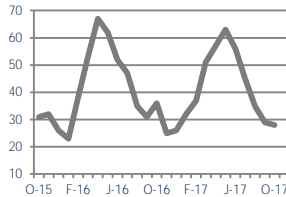
29



Down -31%
Vs. Year Ago

Current Contracts

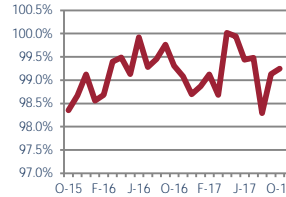
28



Down -22%
Vs. Year Ago

Sold Vs. List Price

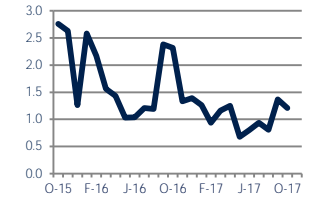
99.3%



No Change
Vs. Year Ago

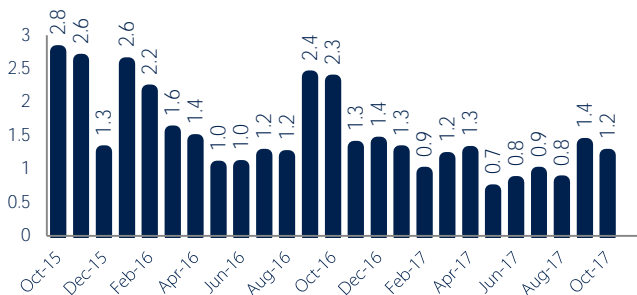
Months of Supply

1.2



Down -48%
Vs. Year Ago

Months Of Supply



Months of Supply

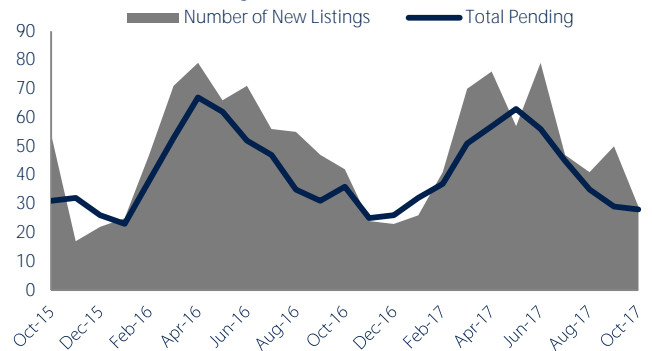
In October, there was 1.2 months of supply available in West Springfield, compared to 2.3 in October 2016. That is a decrease of 48% versus a year ago.

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.

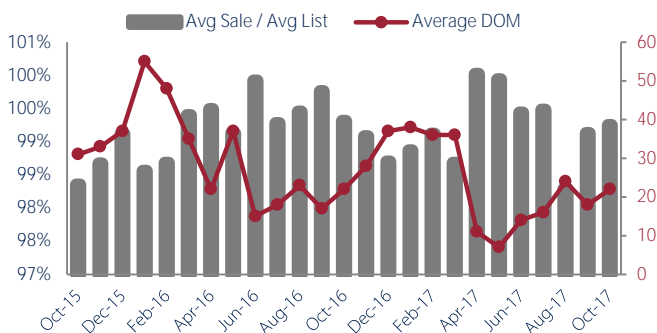
New Listings & Current Contracts

This month there were 29 homes newly listed for sale in West Springfield compared to 42 in October 2016, a decrease of 31%. There were 28 current contracts pending sale this October compared to 36 a year ago. The number of current contracts is 22% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in West Springfield was 99.3% 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 22, which is similar compared to a year ago.