



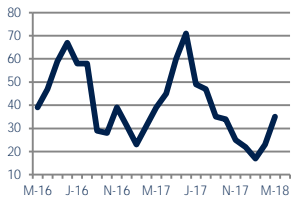
## Focus On: West Springfield Housing Market

March 2018

Zip Code(s): 22152

### Units Sold

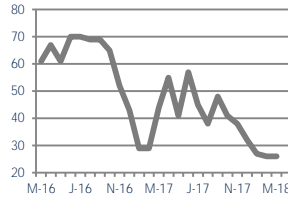
35



Down  
Vs. Year Ago

### Active Inventory

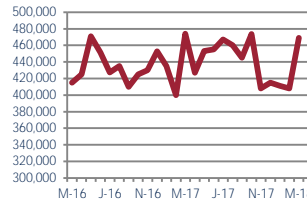
26



Down -41%  
Vs. Year Ago

### Median Sale Price

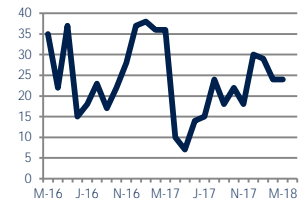
\$469,000



Down -1%  
Vs. Year Ago

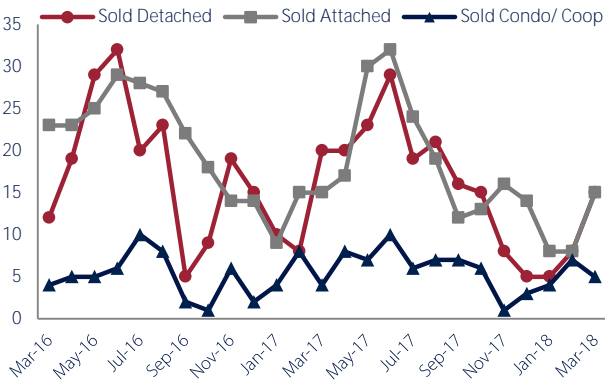
### Days On Market

24



Down -33%  
Vs. Year Ago

### Units Sold\*



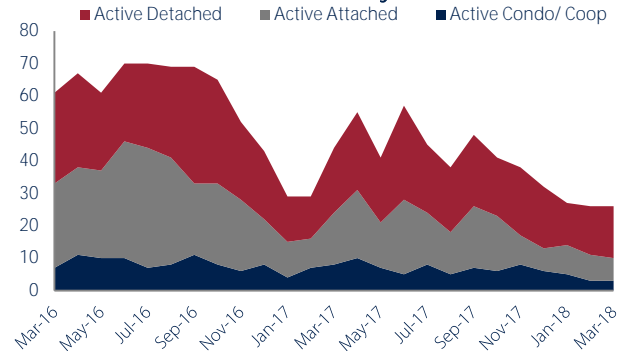
### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 35 sold this month in West Springfield. This month's total units sold was lower than at this time last year, a decrease from March 2017.

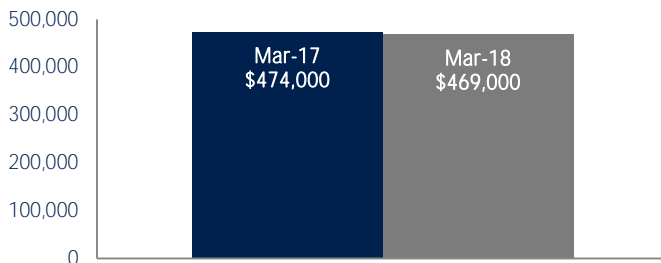
### Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 41%. The total number of active inventory this March was 26 compared to 44 in March 2017. This month's supply remained stable as compared to last month.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for West Springfield Homes was \$474,000. This March, the median sale price was \$469,000, a decrease of 1% or \$5,000 compared to last year. The current median sold price is 15% 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.

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



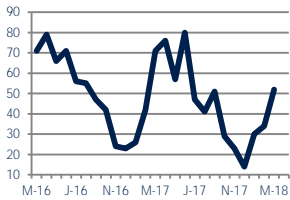
## Focus On: West Springfield Housing Market

March 2018

Zip Code(s): 22152

### New Listings

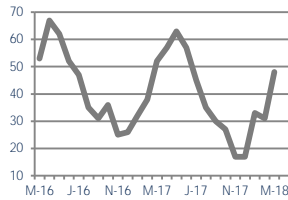
52



Down -27%  
Vs. Year Ago

### Current Contracts

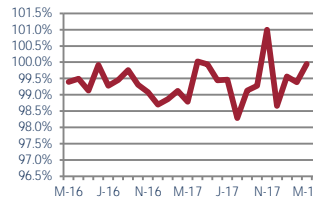
48



Down -8%  
Vs. Year Ago

### Sold Vs. List Price

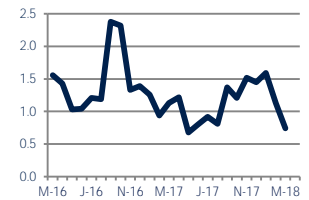
100.0%



Up 1.2%  
Vs. Year Ago

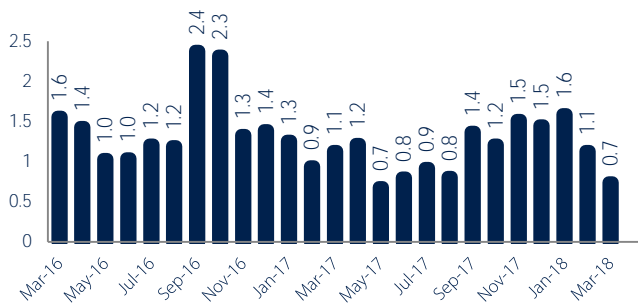
### Months of Supply

0.7



Down -35%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

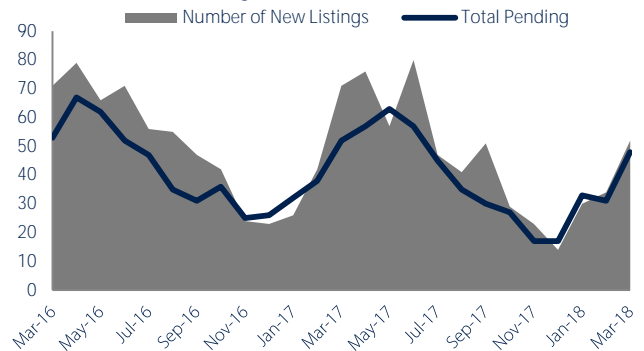
In March, there was 0.7 months of supply available in West Springfield, compared to 1.1 in March 2017. That is a decrease of 34% versus a year ago.

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.

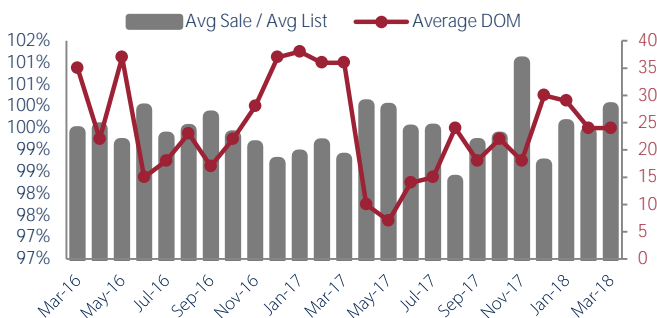
### New Listings & Current Contracts

This month there were 52 homes newly listed for sale in West Springfield compared to 71 in March 2017, a decrease of 27%. There were 48 current contracts pending sale this March compared to 52 a year ago. The number of current contracts is 8% 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 West Springfield was 100.0% of the average list price, which is 1.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 36, a decrease of 33%.



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