

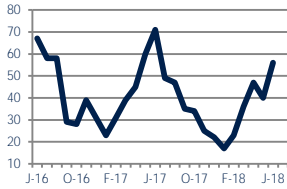
# The Long & Foster Market Minute™

## Focus On: West Springfield Housing Market

June 2018

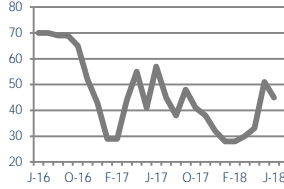
Zip Code(s): 22152

**Units Sold**  
56



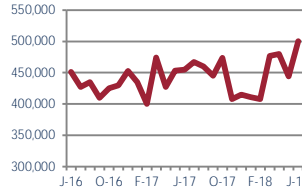
**Down -21%**  
Vs. Year Ago

**Active Inventory**  
45



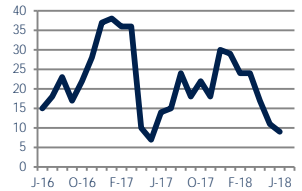
**Down -21%**  
Vs. Year Ago

**Median Sale Price**  
\$500,500



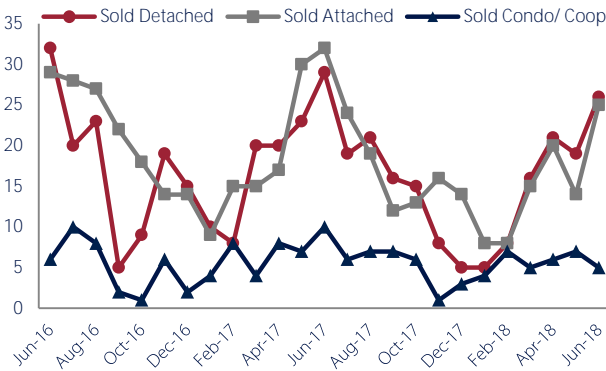
**Up 10%**  
Vs. Year Ago

**Days On Market**  
9



**Down -36%**  
Vs. Year Ago

### Units Sold\*



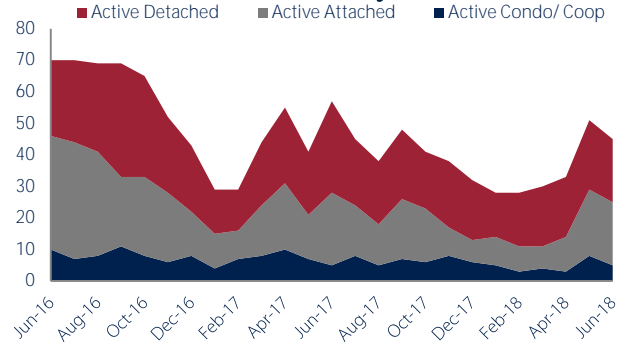
### Units Sold

There was an increase in total units sold in June, with 56 sold this month in West Springfield. This month's total units sold was lower than at this time last year.

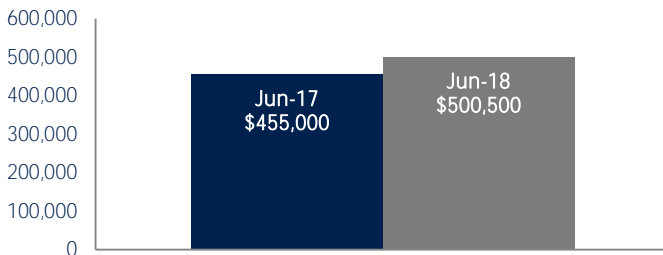
### Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 21%. The total number of active inventory this June was 45 compared to 57 in June 2017. This month's total of 45 is lower than the previous month's total supply of available inventory of 51, a decrease of 12%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for West Springfield Homes was \$455,000. This June, the median sale price was \$500,500, an increase of 10% or \$45,500 compared to last year. The current median sold price is 13% higher 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.



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





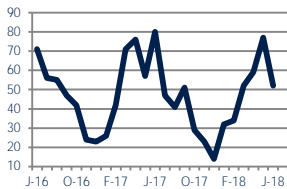
## Focus On: West Springfield Housing Market

June 2018

Zip Code(s): 22152

### New Listings

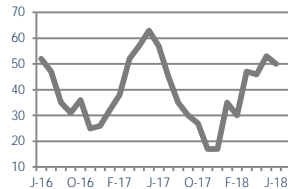
52



Down -35%  
Vs. Year Ago

### Current Contracts

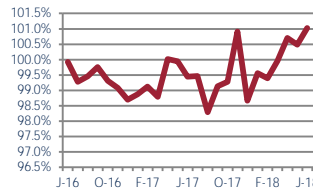
50



Down -12%  
Vs. Year Ago

### Sold Vs. List Price

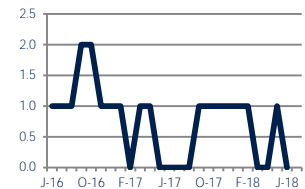
101.0%



Up 1.6%  
Vs. Year Ago

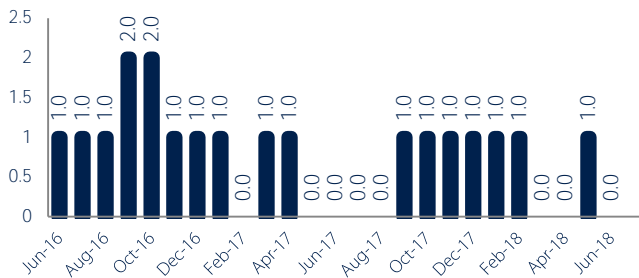
### Months of Supply

0.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

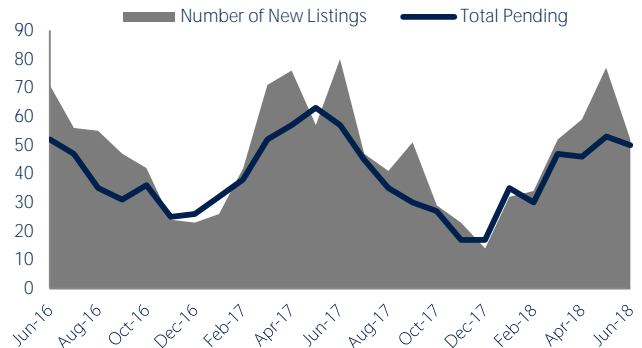
In June, there was 0.8 months of supply available in West Springfield. The amount of supply is similar compared to a year ago.

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.

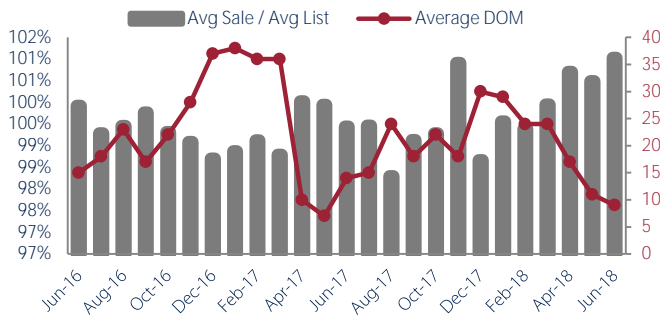
### New Listings & Current Contracts

This month there were 52 homes newly listed for sale in West Springfield compared to 80 in June 2017, a decrease of 35%. There were 50 current contracts pending sale this June compared to 57 a year ago. The number of current contracts is 12% 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 West Springfield was 101.0% of the average list price, which is 1.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 9, lower than the average last year, which was 14, a decrease of 36%.



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