



The Long & Foster Market Minute™

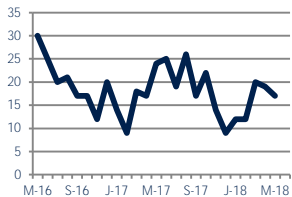
Focus On: North Springfield Housing Market

May 2018

Zip Code(s): 22151

Units Sold

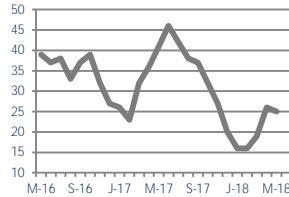
17



Down -29%
Vs. Year Ago

Active Inventory

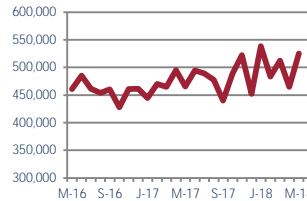
25



Down -39%
Vs. Year Ago

Median Sale Price

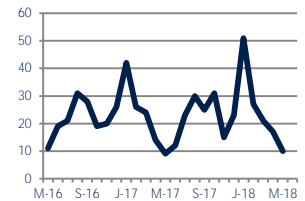
\$525,000



Up 13%
Vs. Year Ago

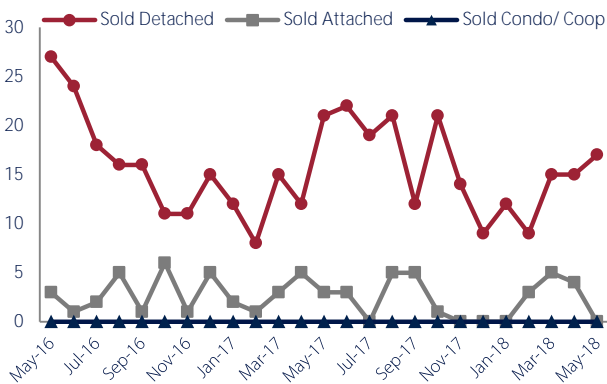
Days On Market

10



Up 11%
Vs. Year Ago

Units Sold*



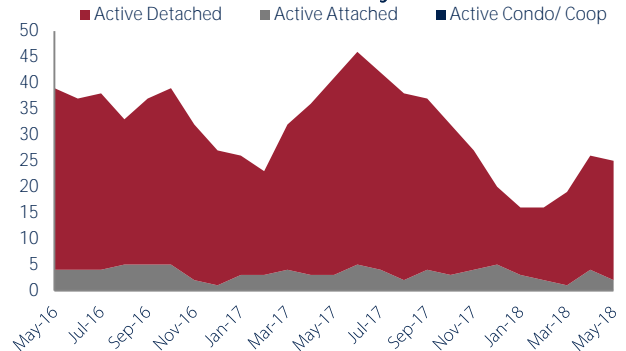
Units Sold

There was a decrease in total units sold in May, with 17 sold this month in North Springfield versus 19 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 29% versus May 2017.

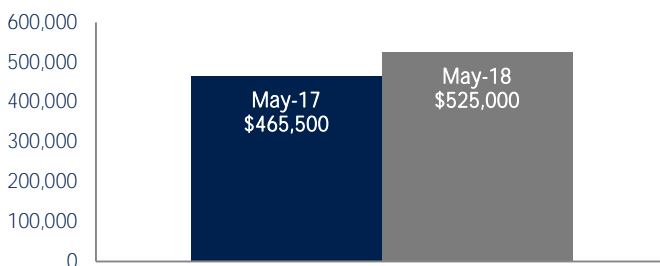
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 39%. The total number of active inventory this May was 25 compared to 41 in May 2017. This month's total of 25 is lower than the previous month's total supply of available inventory of 26, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for North Springfield Homes was \$465,500. This May, the median sale price was \$525,000, an increase of 13% or \$59,500 compared to last year. The current median sold price is 13% higher than in April.

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



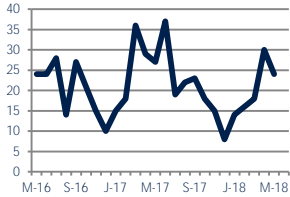
Focus On: North Springfield Housing Market

May 2018

Zip Code(s): 22151

New Listings

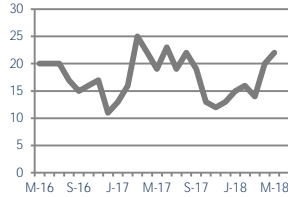
24



Down -11%
Vs. Year Ago

Current Contracts

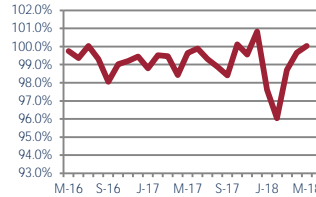
22



Up 16%
Vs. Year Ago

Sold Vs. List Price

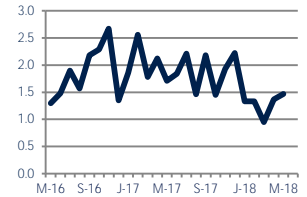
100.0%



No Change
Vs. Year Ago

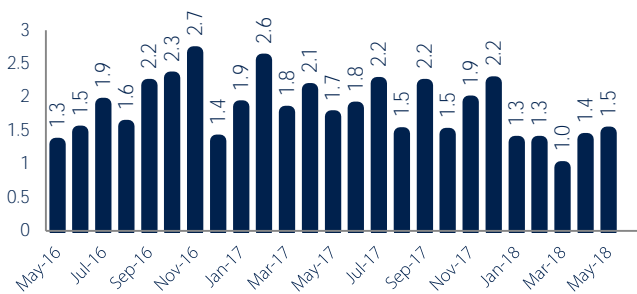
Months of Supply

1.5



Down -14%
Vs. Year Ago

Months Of Supply



Months of Supply

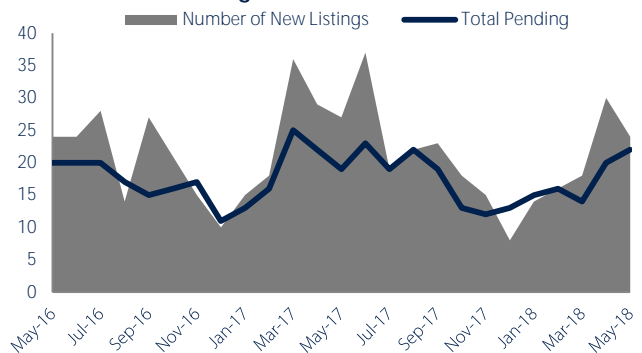
In May, there was 1.5 months of supply available in North Springfield, compared to 1.7 in May 2017. That is a decrease of 14% versus a year ago.

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.

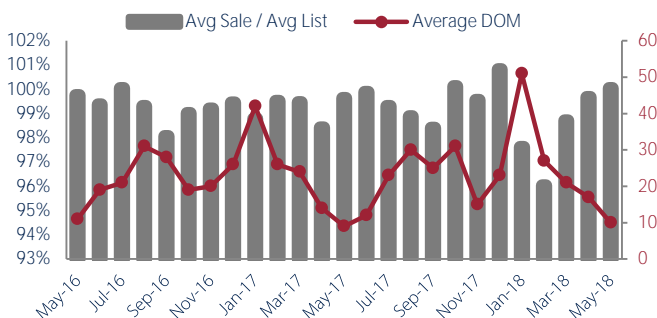
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in North Springfield compared to 27 in May 2017, a decrease of 11%. There were 22 current contracts pending sale this May compared to 19 a year ago. The number of current contracts is 16% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in North Springfield was 100.0% 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 10, higher than the average last year, which was 9, an increase of 11%.



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.

