

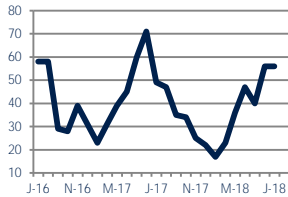
Focus On: West Springfield Housing Market

July 2018

Zip Code(s): 22152

Units Sold

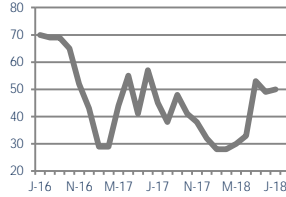
56



Up 14%
Vs. Year Ago

Active Inventory

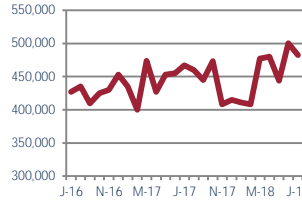
50



Up 11%
Vs. Year Ago

Median Sale Price

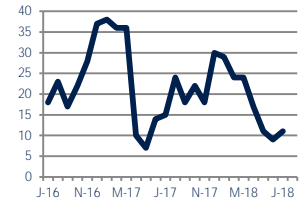
\$482,500



Up 3%
Vs. Year Ago

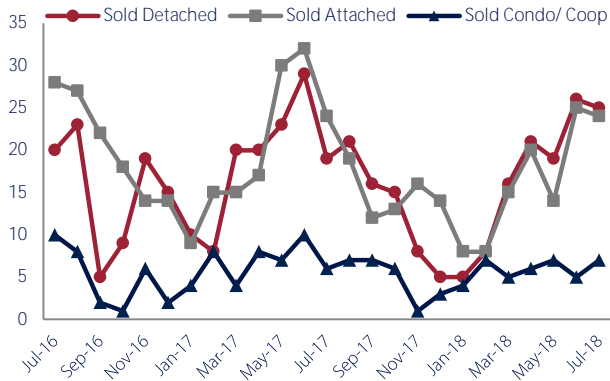
Days On Market

11



Down -27%
Vs. Year Ago

Units Sold*



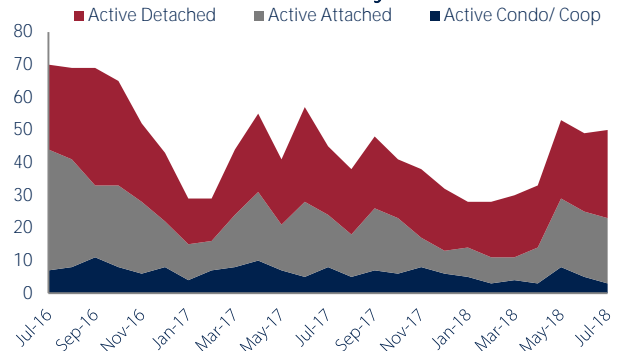
Units Sold

The number of units sold remained stable in July, with 56 sold this month in West Springfield. This month's total units sold was higher than at this time last year, an increase of 14% versus July 2017.

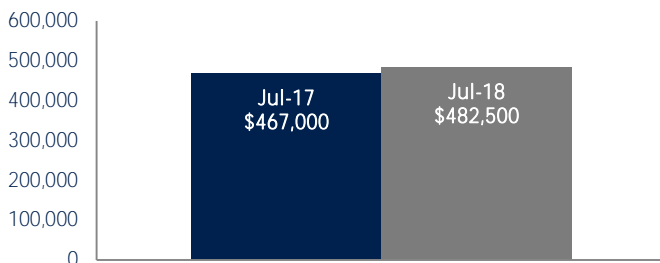
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 11%. The total number of active inventory this July was 50 compared to 45 in July 2017. This month's total of 50 is higher than the previous month's total supply of available inventory of 49, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for West Springfield Homes was \$467,000. This July, the median sale price was \$482,500, an increase of 3% or \$15,500 compared to last year. The current median sold price is 4% lower than in June.

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



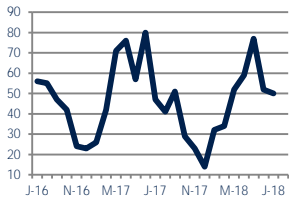
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July 2018

Zip Code(s): 22152

New Listings

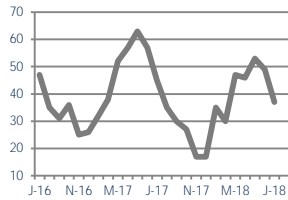
50



Up 6%
Vs. Year Ago

Current Contracts

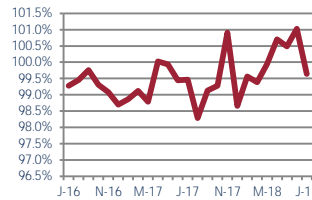
37



Down -18%
Vs. Year Ago

Sold Vs. List Price

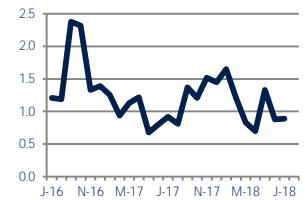
99.6%



No Change
Vs. Year Ago

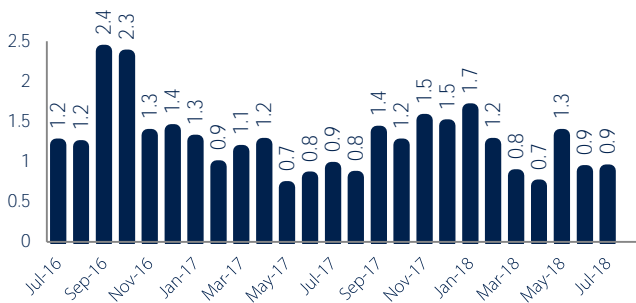
Months of Supply

0.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

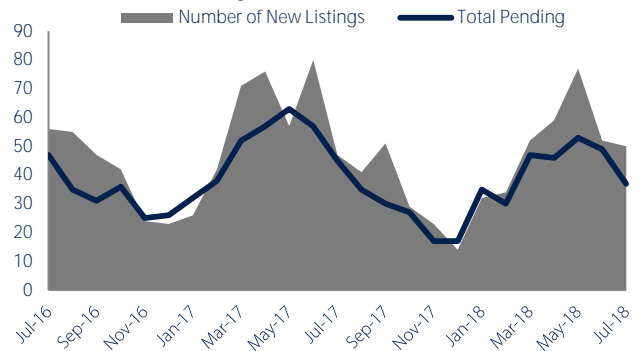
In July, there was 0.9 months of supply available in West Springfield. The amount of supply is similar compared to a year ago.

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.

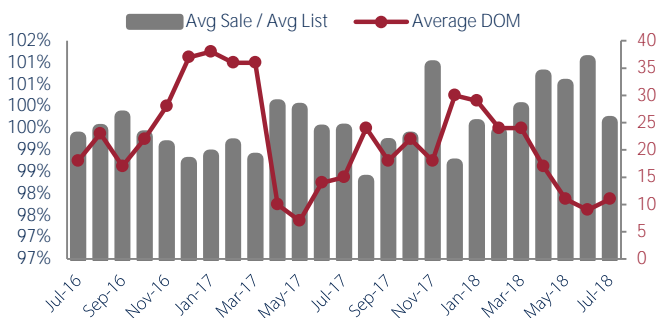
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in West Springfield compared to 47 in July 2017, an increase of 6%. There were 37 current contracts pending sale this July compared to 45 a year ago. The number of current contracts is 18% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in West Springfield was 99.6% 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 11, lower than the average last year, which was 15, a decrease of 27%.



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