

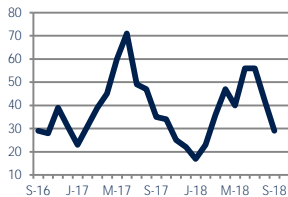
## Focus On: West Springfield Housing Market

September 2018

Zip Code(s): 22152

### Units Sold

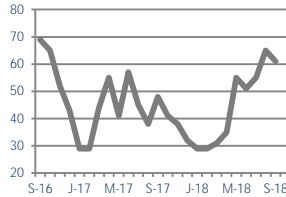
29



Down -17%  
Vs. Year Ago

### Active Inventory

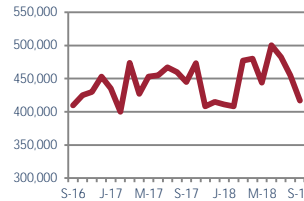
61



Up 27%  
Vs. Year Ago

### Median Sale Price

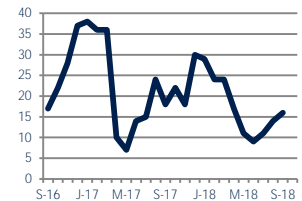
\$417,000



Down -6%  
Vs. Year Ago

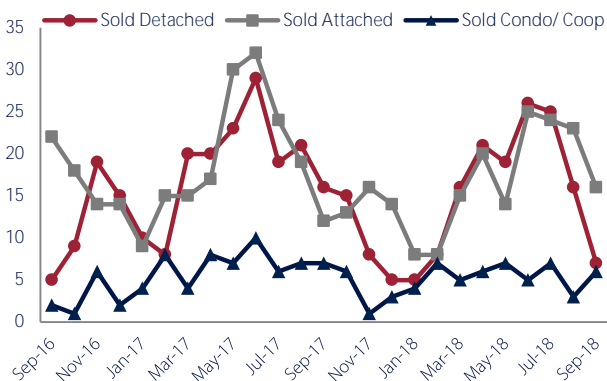
### Days On Market

16



Down -11%  
Vs. Year Ago

### Units Sold\*



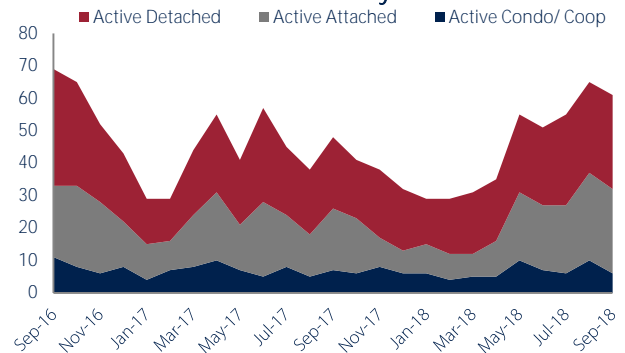
### Units Sold

There was a decrease in total units sold in September, with 29 sold this month in West Springfield versus 42 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 17% versus September 2017.

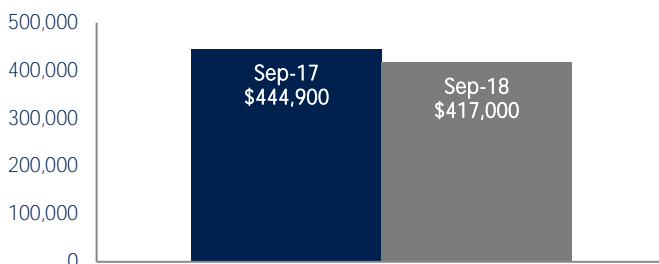
### Active Inventory

Versus last year, the total number of homes available this month is higher by 13 units or 27%. The total number of active inventory this September was 61 compared to 48 in September 2017. This month's total of 61 is lower than the previous month's total supply of available inventory of 65, a decrease of 6%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for West Springfield Homes was \$444,900. This September, the median sale price was \$417,000, a decrease of 6% or \$27,900 compared to last year. The current median sold price is 8% lower than in August.

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.



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INTERNATIONAL REAL ESTATE





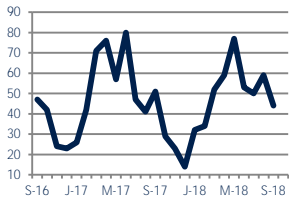
## Focus On: West Springfield Housing Market

September 2018

Zip Code(s): 22152

### New Listings

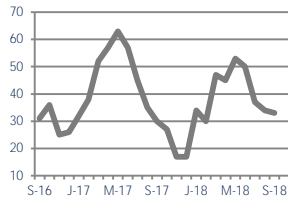
44



Down -14%  
Vs. Year Ago

### Current Contracts

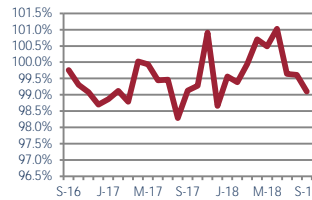
33



Up 10%  
Vs. Year Ago

### Sold Vs. List Price

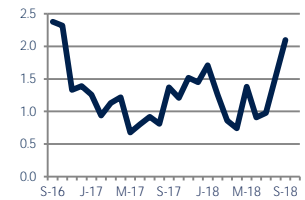
99.1%



No Change  
Vs. Year Ago

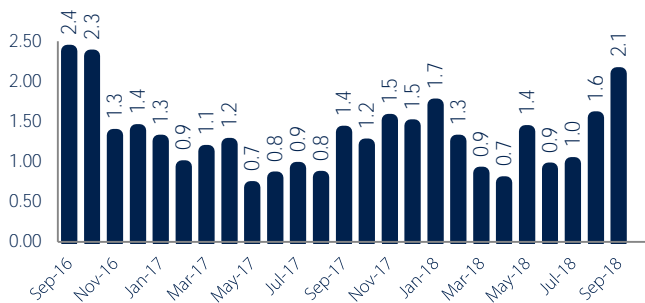
### Months of Supply

2.1



Up 53%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

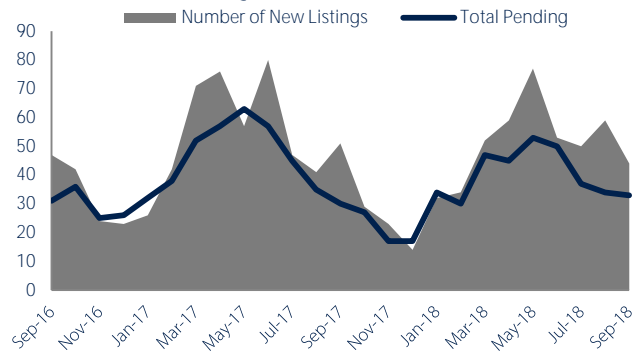
In September, there was 2.1 months of supply available in West Springfield, compared to 1.4 in September 2017. That is an increase of 53% versus a year ago.

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.

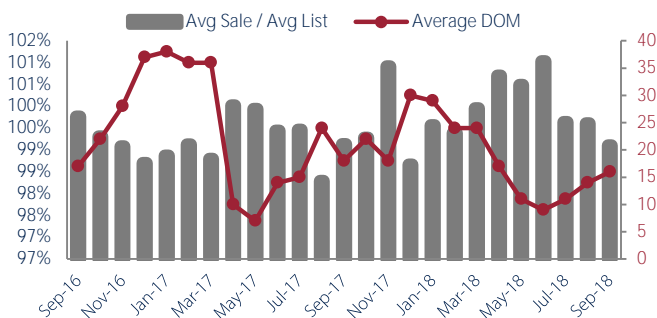
### New Listings & Current Contracts

This month there were 44 homes newly listed for sale in West Springfield compared to 51 in September 2017, a decrease of 14%. There were 33 current contracts pending sale this September compared to 30 a year ago. The number of current contracts is 10% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in West Springfield was 99.1% 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 16, lower than the average last year, which was 18, a decrease of 11%.



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