



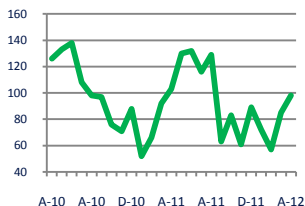
Focus On: Springfield Housing Market

April 2012

Zip Code(s): 22151, 22150, 22152 and 22153

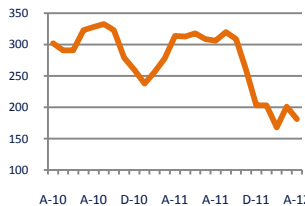
Units Sold

98



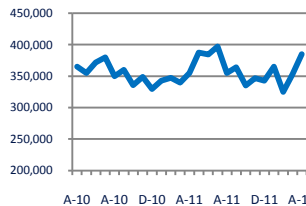
Active Inventory

181



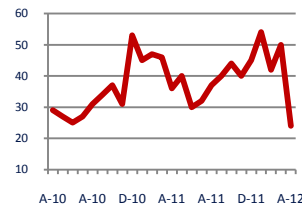
Median Sale Price

\$385,000



Days On Market

24



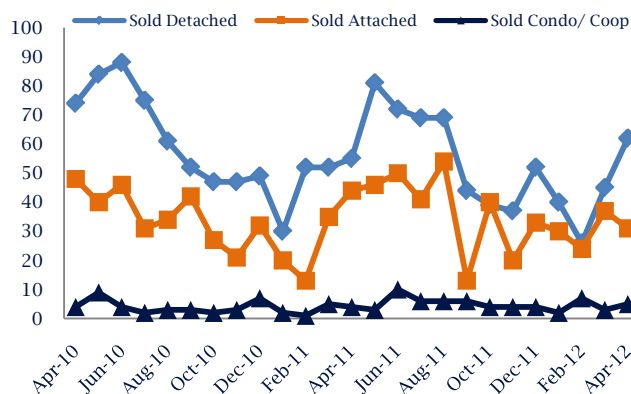
Down - 5%
Vs. Year Ago

Down - 42%
Vs. Year Ago

Up 8%
Vs. Year Ago

Down - 33%
Vs. Year Ago

Units Sold*



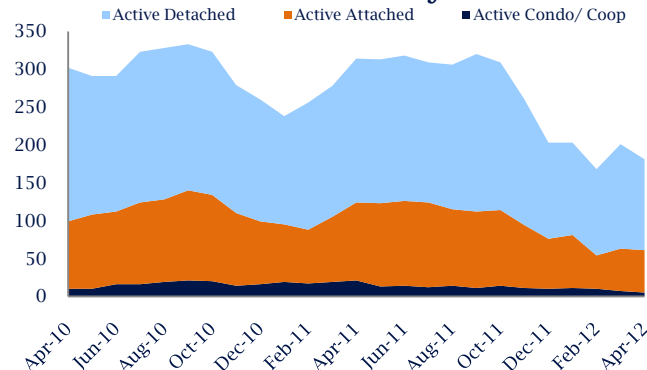
Units Sold

There was an increase in total units sold in April, with 98 sold this month in Springfield versus 85 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 5% versus April 2011.

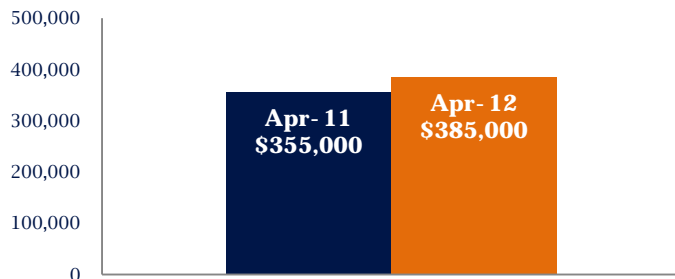
Active Inventory

Versus last year, the total number of homes available this month is lower by 133 units or 42%. The total number of active inventory this April was 181 compared to 314 in April 2011. This month's total of 181 is lower than the previous month's total supply of available inventory of 201, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Springfield Homes was \$355,000. This April, the median sale price was \$385,000, an increase of 8% or \$30,000 compared to last year. The current median sold price is 9% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Springfield are defined as properties listed in zip code/s 22151, 22150, 22152 and 22153.

*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.





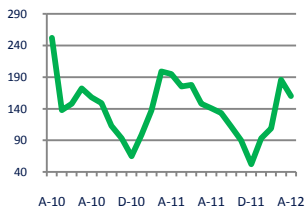
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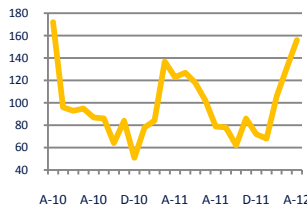
New Listings

160



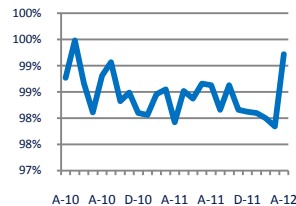
Current Contracts

156



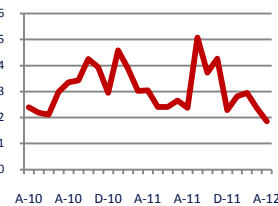
Sold Vs. List Price

99.2%



Months of Supply

1.9



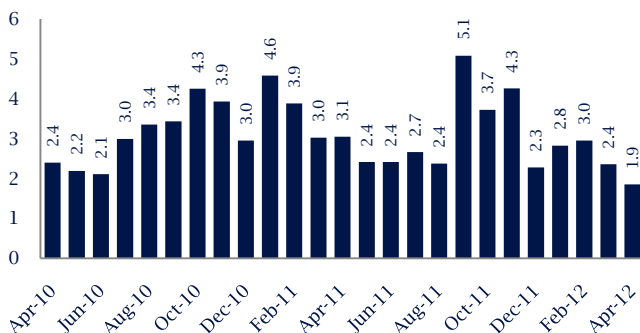
Down - 18%
Vs. Year Ago

Up 27%
Vs. Year Ago

Up 1.3%
Vs. Year Ago

Down - 39%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 1.8 months of supply available in Springfield, compared to 3.0 in April 2011. That is a decrease of 39% versus a year ago.

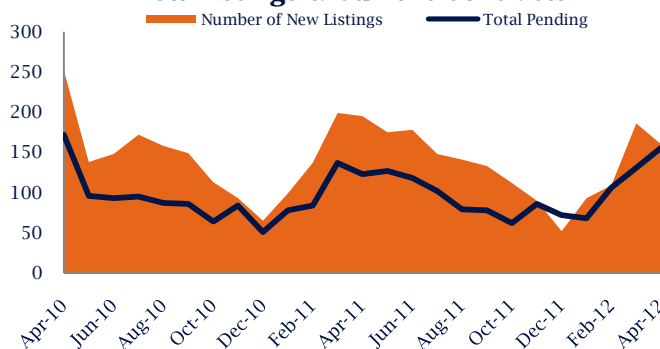
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

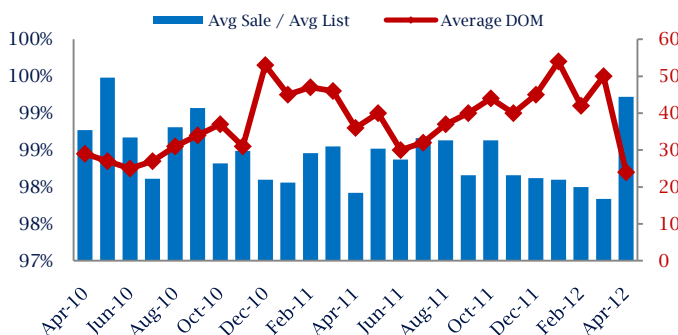
This month there were 160 homes newly listed for sale in Springfield compared to 195 in April 2011, a decrease of 18%.

There were 156 current contracts pending sale this April compared to 123 a year ago. The number of current contracts is 27% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Springfield was 99.2% of the average list price, which is 1.3% 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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