



The Long & Foster Market Minute™

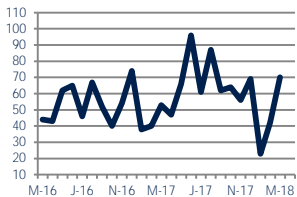
Focus On: Aldie, Stone Ridge, and Middleburg Housing Market

March 2018

Zip Code(s): 20105 and 20117

Units Sold

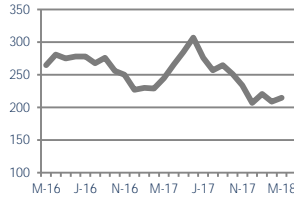
70



Up 32%
Vs. Year Ago

Active Inventory

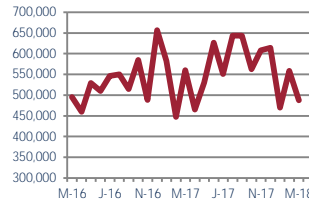
215



Down -12%
Vs. Year Ago

Median Sale Price

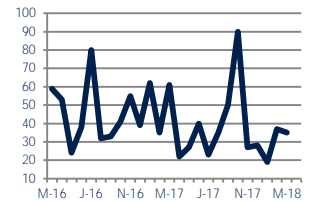
\$487,563



Down -13%
Vs. Year Ago

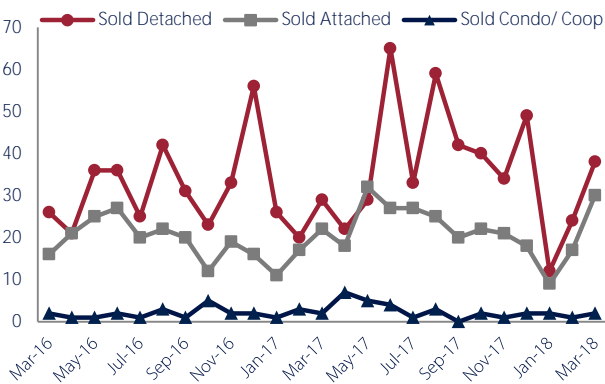
Days On Market

35



Down -43%
Vs. Year Ago

Units Sold*



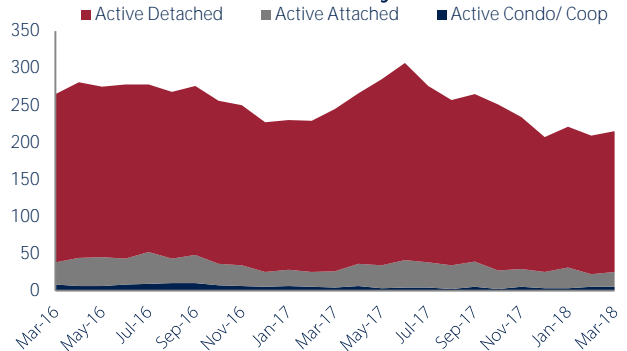
Units Sold

There was an increase in total units sold in March, with 70 sold this month in Aldie, Stone Ridge, and Middleburg. This month's total units sold was higher than at this time last year.

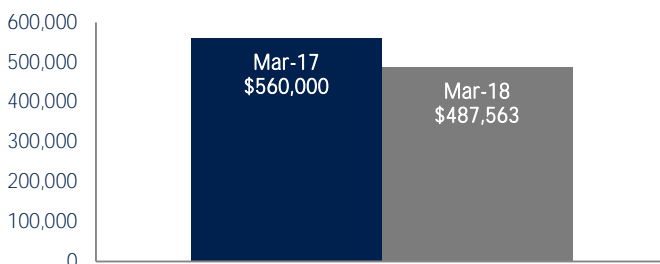
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 12%. The total number of active inventory this March was 215 compared to 245 in March 2017. This month's total of 215 is higher than the previous month's total supply of available inventory of 209, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Aldie, Stone Ridge, and Middleburg Homes was \$560,000. This March, the median sale price was \$487,563, a decrease of 13% or \$72,437 compared to last year. The current median sold price is 13% lower than in February.

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



Aldie, Stone Ridge, and Middleburg are defined as properties listed in zip code/s 20105 and 20117.

*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.

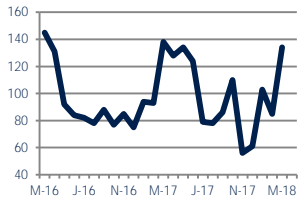
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20105 and 20117

New Listings

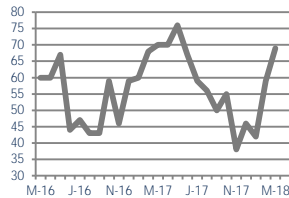
134



Down -3%
Vs. Year Ago

Current Contracts

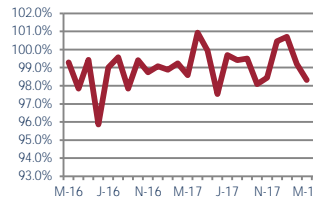
69



Down -1%
Vs. Year Ago

Sold Vs. List Price

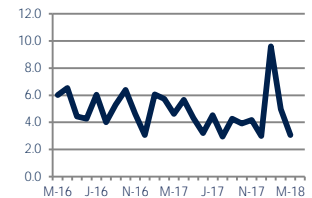
98.3%



No Change
Vs. Year Ago

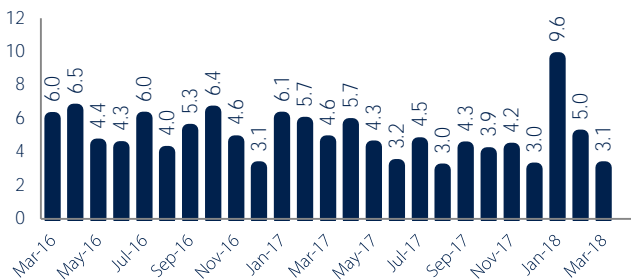
Months of Supply

3.1



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

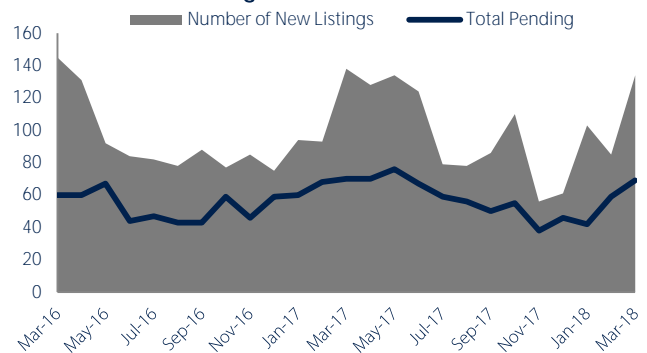
In March, there was 3.1 months of supply available in Aldie, Stone Ridge, and Middleburg, compared to 4.6 in March 2017. That is a decrease of 34% versus a year ago.

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.

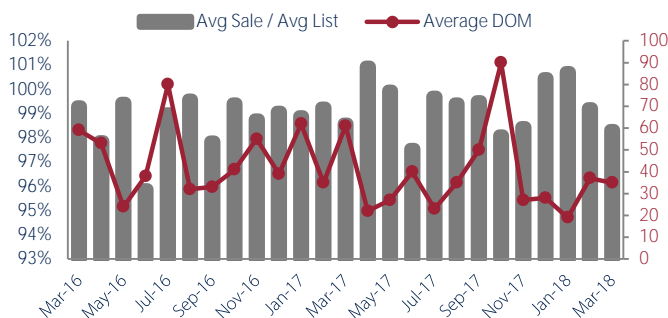
New Listings & Current Contracts

This month there were 134 homes newly listed for sale in Aldie, Stone Ridge, and Middleburg compared to 138 in March 2017, a decrease of 3%. There were 69 current contracts pending sale this March compared to 70 a year ago. The number of current contracts is 1% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Aldie, Stone Ridge, and Middleburg was 98.3% 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 35, lower than the average last year, which was 61, a decrease of 43%.



Aldie, Stone Ridge, and Middleburg are defined as properties listed in zip code/s 20105 and 20117.

*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.

