



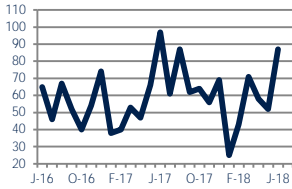
The Long & Foster Market Minute™

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

June 2018

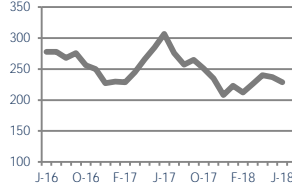
Zip Code(s): 20105 and 20117

Units Sold
87



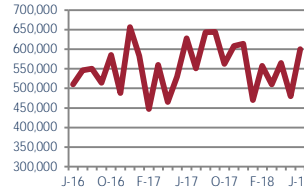
Down -10%
Vs. Year Ago

Active Inventory
229



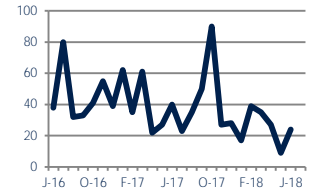
Down -25%
Vs. Year Ago

Median Sale Price
\$600,000



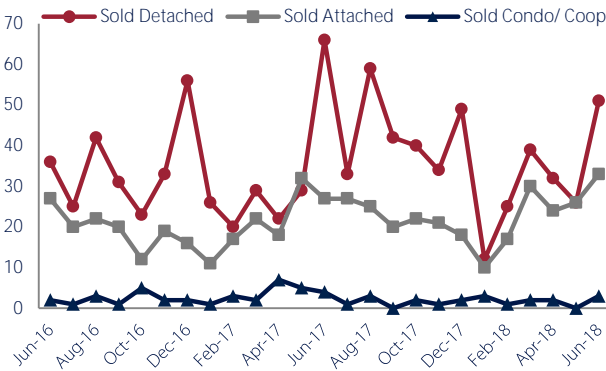
Down -4%
Vs. Year Ago

Days On Market
24



Down -40%
Vs. Year Ago

Units Sold*



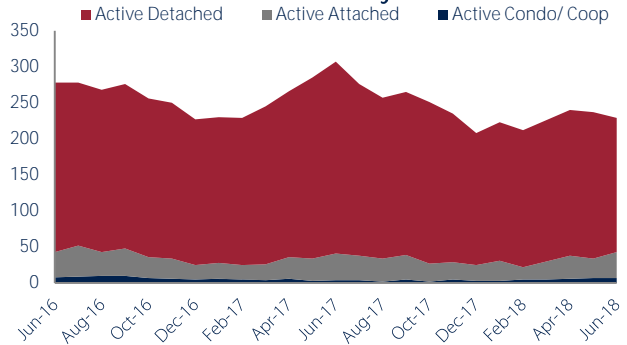
Units Sold

There was an increase in total units sold in June, with 87 sold this month in Aldie, Stone Ridge, and Middleburg. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 78 units or 25%. The total number of active inventory this June was 229 compared to 307 in June 2017. This month's total of 229 is lower than the previous month's total supply of available inventory of 237, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Aldie, Stone Ridge, and Middleburg Homes was \$628,000. This June, the median sale price was \$600,000, a decrease of \$28,000 compared to last year. The current median sold price is higher than in May.

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

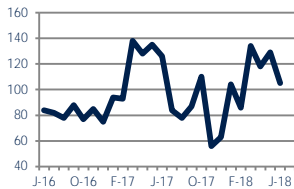




Zip Code(s): 20105 and 20117

New Listings

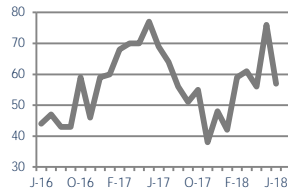
105



Down -17%
Vs. Year Ago

Current Contracts

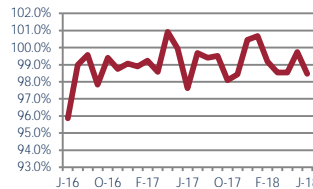
57



Down -17%
Vs. Year Ago

Sold Vs. List Price

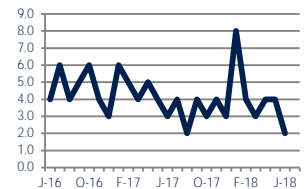
98.5%



Up 0.9%
Vs. Year Ago

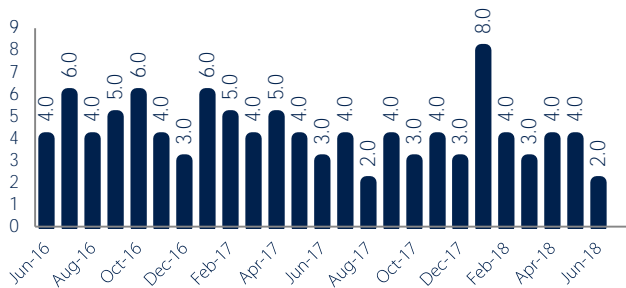
Months of Supply

2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

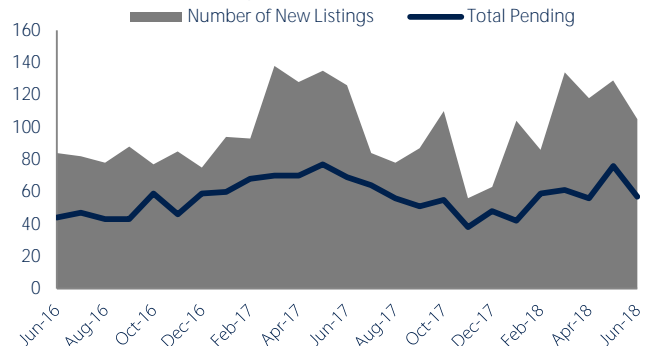
In June, there was 2.6 months of supply available in Aldie, Stone Ridge, and Middleburg, compared to 3.2 in June 2017. That is a decrease of 17% versus a year ago.

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.

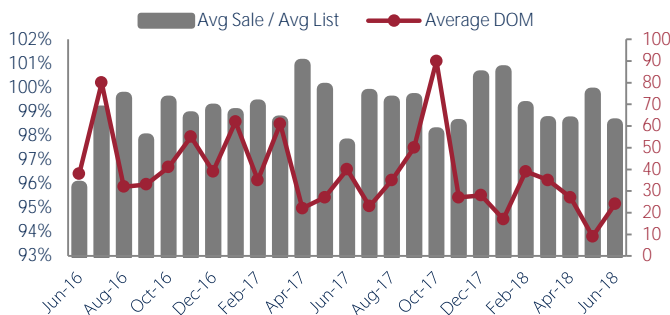
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Aldie, Stone Ridge, and Middleburg compared to 126 in June 2017, a decrease of 17%. There were 57 current contracts pending sale this June compared to 69 a year ago. The number of current contracts is 17% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Aldie, Stone Ridge, and Middleburg was 98.5% of the average list price, which is 0.8% 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 40, a decrease of 40%.



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