



The Long & Foster Market Minute™

Focus On: Sterling and Dulles Housing Market

June 2018

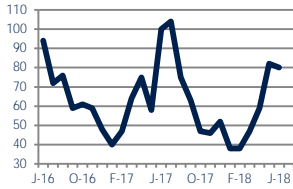
Zip Code(s): 20164 and 20166

Units Sold
80

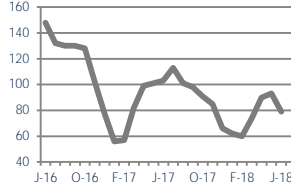
Active Inventory
79

Median Sale Price
\$396,950

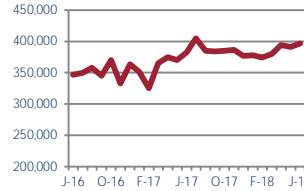
Days On Market
18



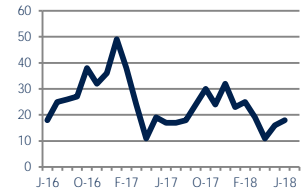
Down -20%
Vs. Year Ago



Down -23%
Vs. Year Ago

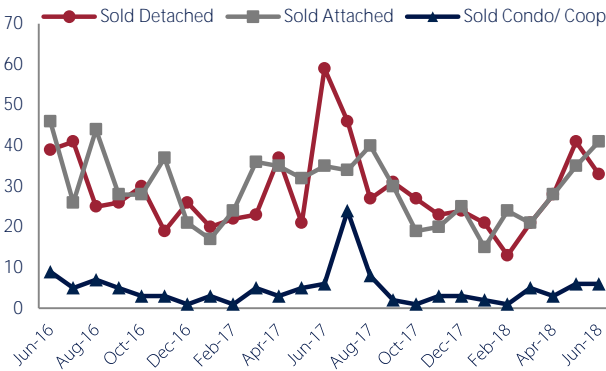


Up 4%
Vs. Year Ago



Up 6%
Vs. Year Ago

Units Sold*



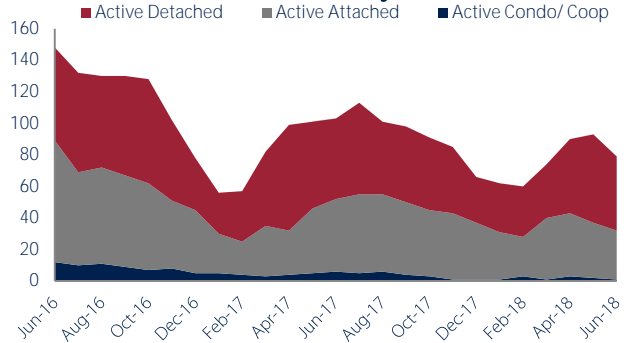
Units Sold

There was a decrease in total units sold in June, with 80 sold this month in Sterling and Dulles versus 82 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 20% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 23%. The total number of active inventory this June was 79 compared to 103 in June 2017. This month's total of 79 is lower than the previous month's total supply of available inventory of 93, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Sterling and Dulles Homes was \$382,500. This June, the median sale price was \$396,950, an increase of 4% or \$14,450 compared to last year. The current median sold price is 2% 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.

Sterling and Dulles are defined as properties listed in zip code/s 20164 and 20166.

*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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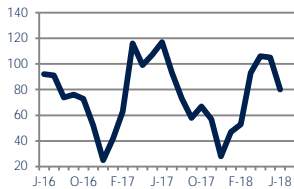
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June 2018

Zip Code(s): 20164 and 20166

New Listings

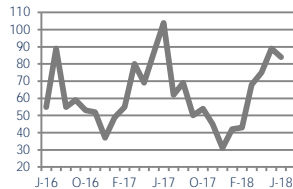
80



Down -32%
Vs. Year Ago

Current Contracts

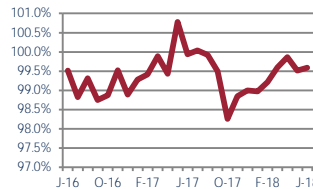
84



Down -19%
Vs. Year Ago

Sold Vs. List Price

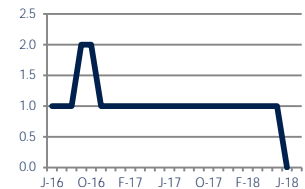
99.6%



No Change
Vs. Year Ago

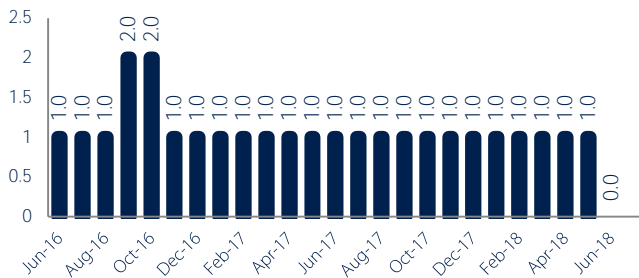
Months of Supply

0.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

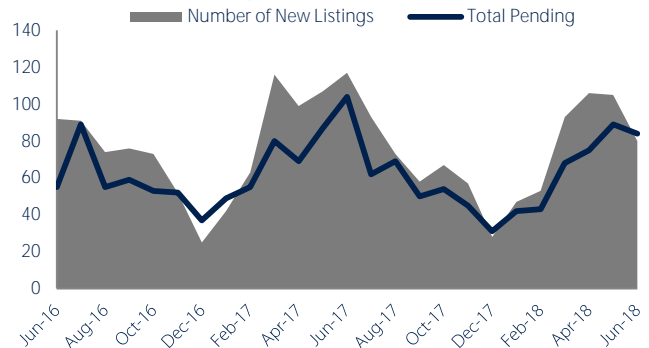
In June, there was 1.0 months of supply available in Sterling and Dulles. The amount of supply is similar compared to a year ago.

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.

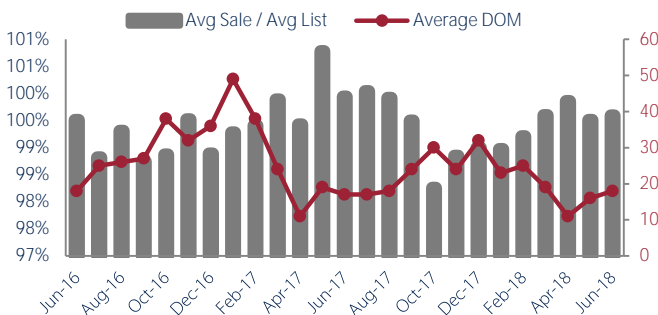
New Listings & Current Contracts

This month there were 80 homes newly listed for sale in Sterling and Dulles compared to 117 in June 2017, a decrease of 32%. There were 84 current contracts pending sale this June compared to 104 a year ago. The number of current contracts is 19% 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 Sterling and Dulles 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 18, higher than the average last year, which was 17, an increase of 6%.



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