



The Long & Foster Market Minute™

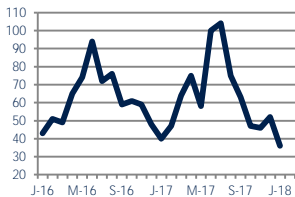
Focus On: Sterling and Dulles Housing Market

January 2018

Zip Code(s): 20164 and 20166

Units Sold

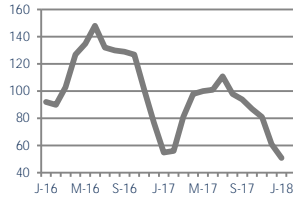
36



Down -10%
Vs. Year Ago

Active Inventory

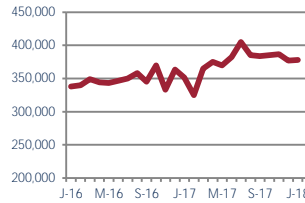
51



Down -7%
Vs. Year Ago

Median Sale Price

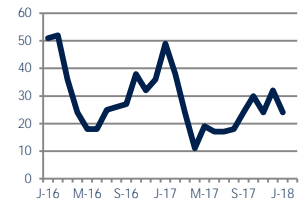
\$377,900



Up 8%
Vs. Year Ago

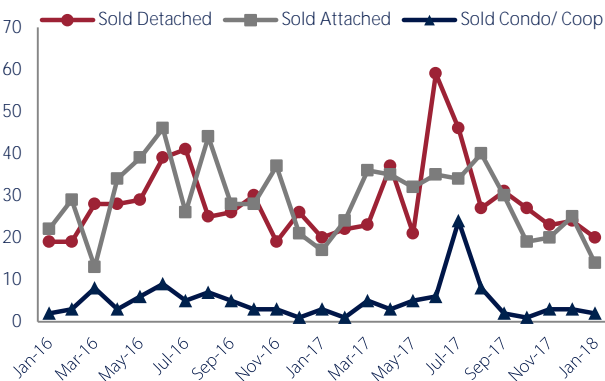
Days On Market

24



Down
Vs. Year Ago

Units Sold*



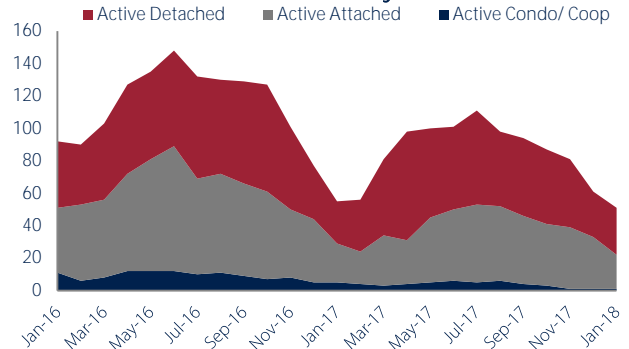
Units Sold

There was a decrease in total units sold in January, with 36 sold this month in Sterling and Dulles versus 52 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 10% versus January 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 7%. The total number of active inventory this January was 51 compared to 55 in January 2017. This month's total of 51 is lower than the previous month's total supply of available inventory of 61, a decrease of 16%.

Active Inventory*

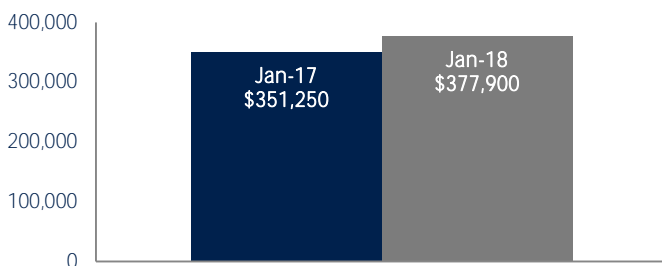


Median Sale Price

Last January, the median sale price for Sterling and Dulles Homes was \$351,250. This January, the median sale price was \$377,900, an increase of 8% or \$26,650 compared to last year. The current median sold price is approximately the same as the median price in December.

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

Median Sale Price



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.



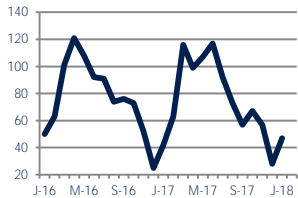
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20164 and 20166

New Listings

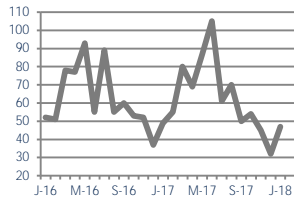
47



Up 12%
Vs. Year Ago

Current Contracts

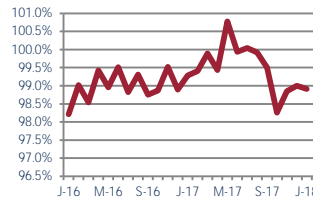
47



Down -4%
Vs. Year Ago

Sold Vs. List Price

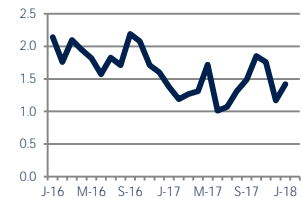
98.9%



No Change
Vs. Year Ago

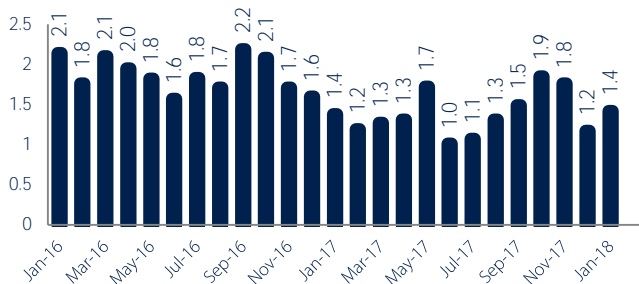
Months of Supply

1.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

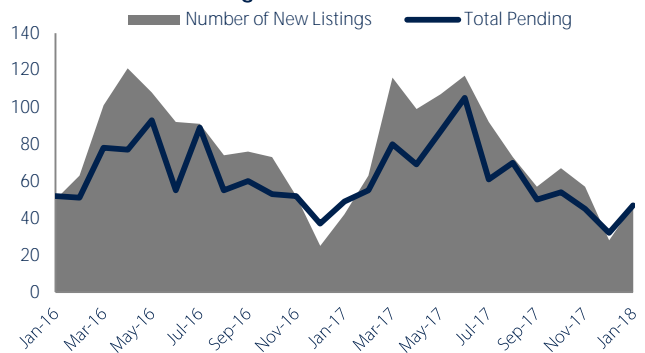
In January, there was 1.4 months of supply available in Sterling and Dulles. The amount of supply is similar compared to a year ago.

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.

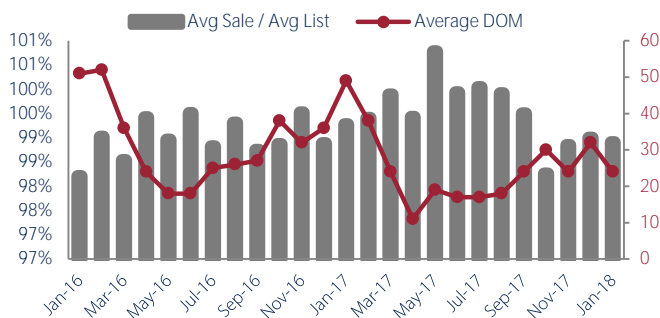
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Sterling and Dulles compared to 42 in January 2017, an increase of 12%. There were 47 current contracts pending sale this January compared to 49 a year ago. The number of current contracts is 4% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Sterling and Dulles was 98.9% 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 24, lower than the average last year, which was 49. This decrease was impacted by the limited number of sales.

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