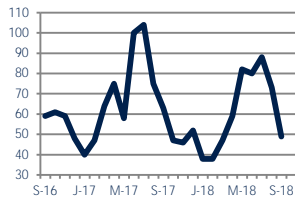


Zip Code(s): 20164 and 20166

Units Sold

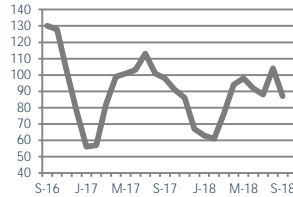
49



Down -22%
Vs. Year Ago

Active Inventory

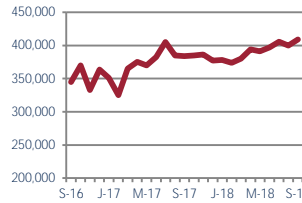
87



Down -11%
Vs. Year Ago

Median Sale Price

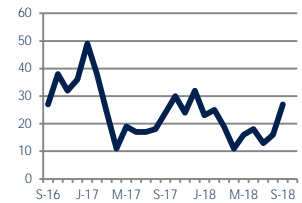
\$409,000



Up 7%
Vs. Year Ago

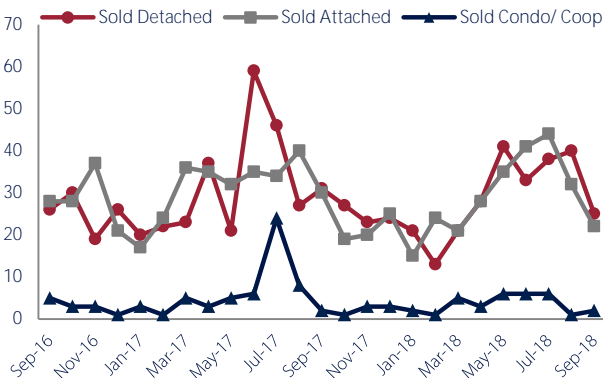
Days On Market

27



Up 13%
Vs. Year Ago

Units Sold*



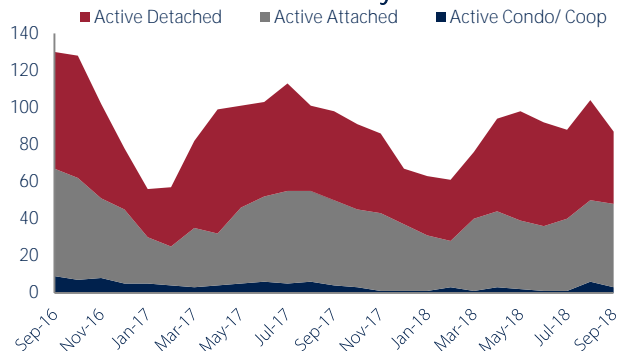
Units Sold

There was a decrease in total units sold in September, with 49 sold this month in Sterling and Dulles versus 73 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 22% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 11%. The total number of active inventory this September was 87 compared to 98 in September 2017. This month's total of 87 is lower than the previous month's total supply of available inventory of 104, a decrease of 16%.

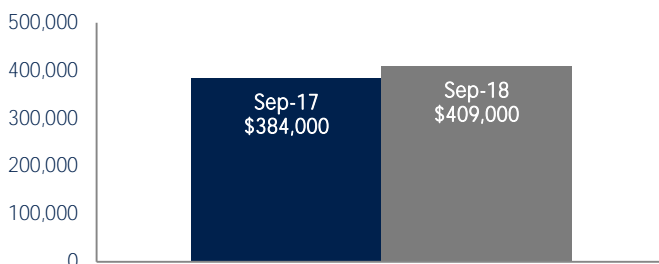
Active Inventory*



Median Sale Price

Last September, the median sale price for Sterling and Dulles Homes was \$384,000. This September, the median sale price was \$409,000, an increase of 7% or \$25,000 compared to last year. The current median sold price is 2% higher than in August.

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.



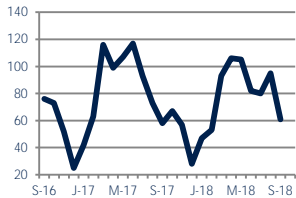
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20164 and 20166

New Listings

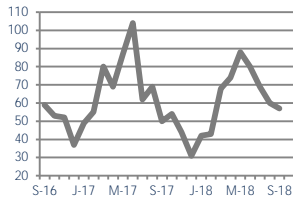
61



Up 5%
Vs. Year Ago

Current Contracts

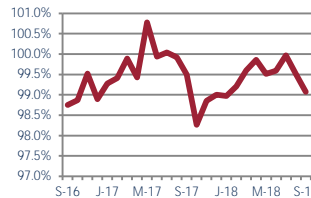
57



Up 14%
Vs. Year Ago

Sold Vs. List Price

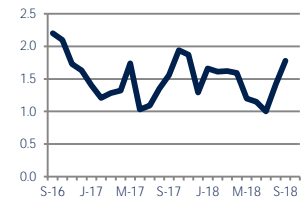
99.1%



No Change
Vs. Year Ago

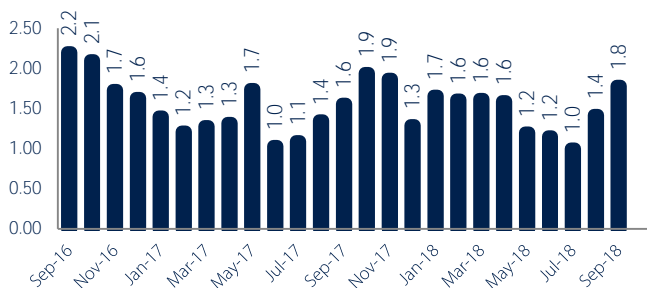
Months of Supply

1.8



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

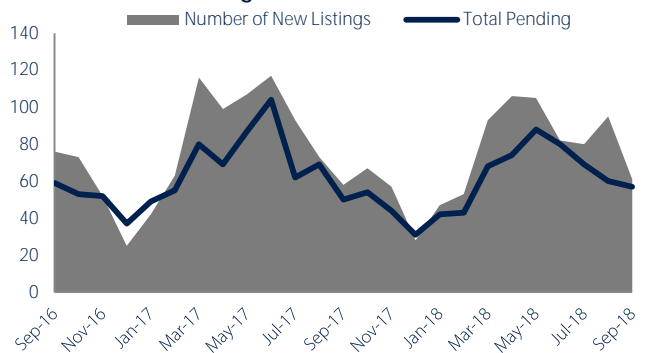
In September, there was 1.8 months of supply available in Sterling and Dulles, compared to 1.6 in September 2017. That is an increase of 14% versus a year ago.

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.

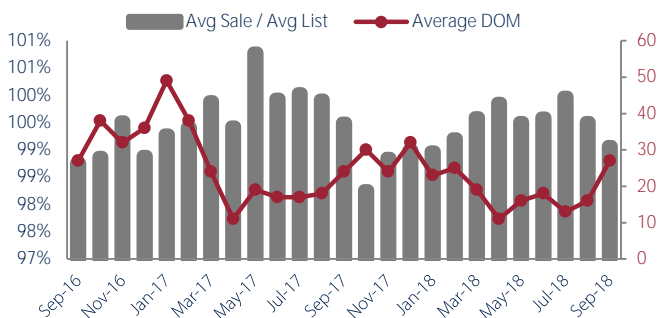
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Sterling and Dulles compared to 58 in September 2017, an increase of 5%. There were 57 current contracts pending sale this September compared to 50 a year ago. The number of current contracts is 14% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Sterling and Dulles was 99.1% 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 27, higher than the average last year, which was 24, an increase of 13%.



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