



# The Long & Foster Market Minute™

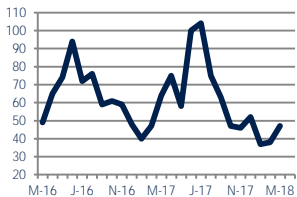
Focus On: Sterling and Dulles Housing Market

March 2018

Zip Code(s): 20164 and 20166

## Units Sold

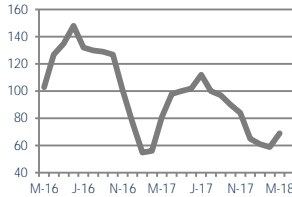
47



Down -27%  
Vs. Year Ago

## Active Inventory

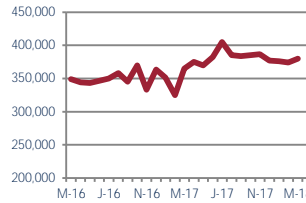
69



Down -15%  
Vs. Year Ago

## Median Sale Price

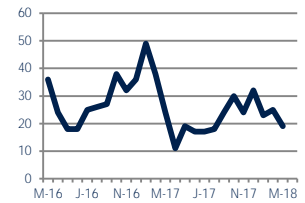
\$380,000



Up 4%  
Vs. Year Ago

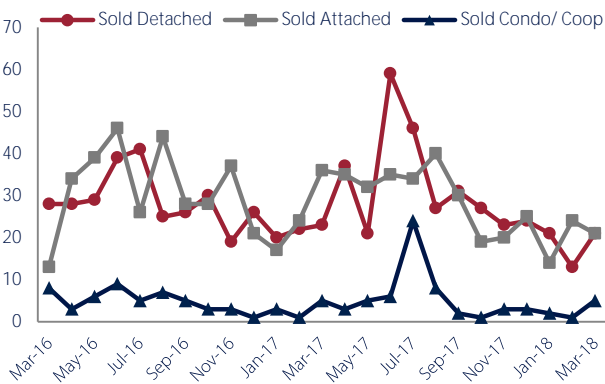
## Days On Market

19



Down -21%  
Vs. Year Ago

### Units Sold\*



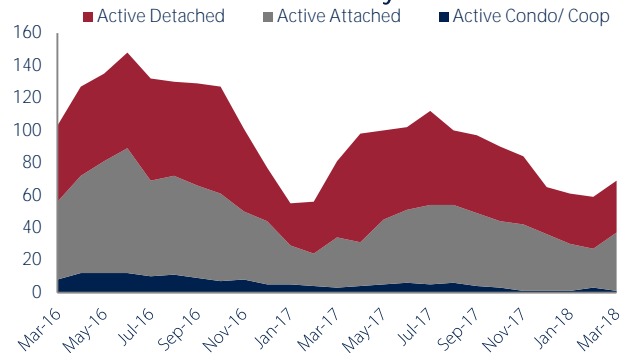
## Units Sold

There was an increase in total units sold in March, with 47 sold this month in Sterling and Dulles versus 38 last month, an increase of 24%. This month's total units sold was lower than at this time last year, a decrease of 27% versus March 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 15%. The total number of active inventory this March was 69 compared to 81 in March 2017. This month's total of 69 is higher than the previous month's total supply of available inventory of 59, an increase of 17%.

### Active Inventory\*

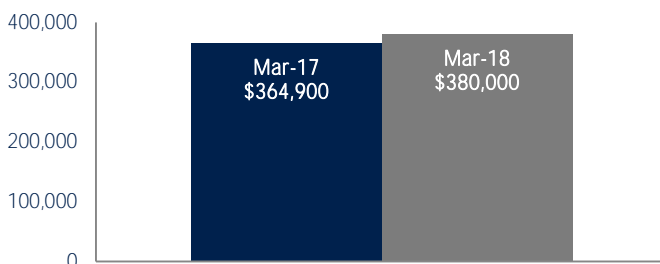


## Median Sale Price

Last March, the median sale price for Sterling and Dulles Homes was \$364,900. This March, the median sale price was \$380,000, an increase of 4% or \$15,100 compared to last year. The current median sold price is 2% higher 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.

### 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



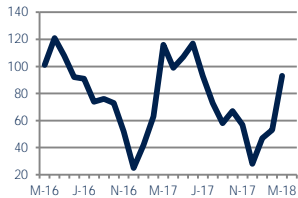
## Focus On: Sterling and Dulles Housing Market

March 2018

Zip Code(s): 20164 and 20166

### New Listings

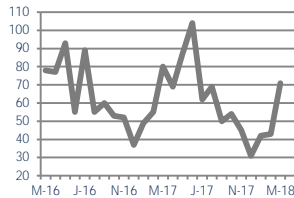
93



Down -20%  
Vs. Year Ago

### Current Contracts

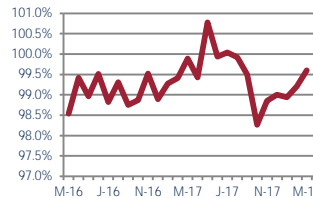
71



Down -11%  
Vs. Year Ago

### Sold Vs. List Price

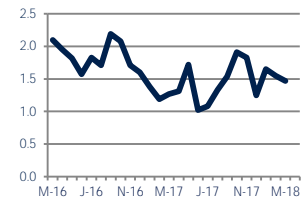
99.6%



No Change  
Vs. Year Ago

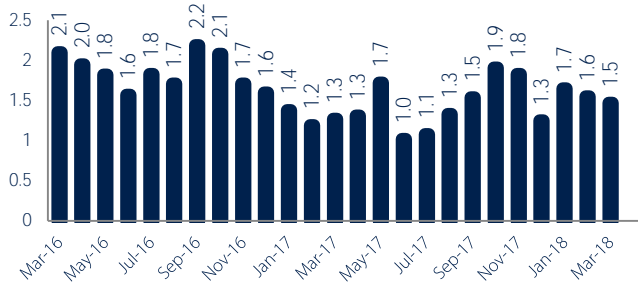
### Months of Supply

1.5



Up 16%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

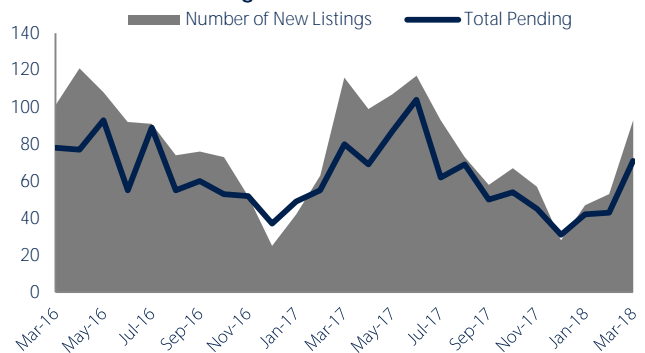
In March, there was 1.5 months of supply available in Sterling and Dulles, compared to 1.3 in March 2017. That is an increase of 16% versus a year ago.

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.

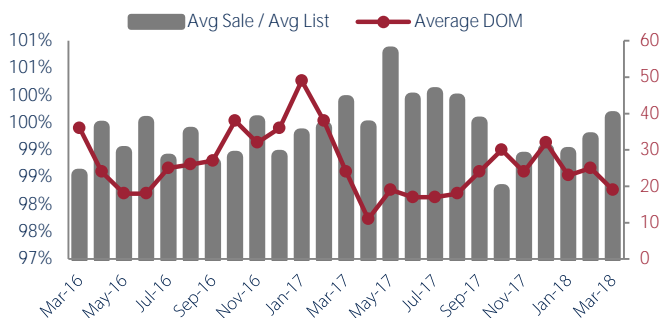
### New Listings & Current Contracts

This month there were 93 homes newly listed for sale in Sterling and Dulles compared to 116 in March 2017, a decrease of 20%. There were 71 current contracts pending sale this March compared to 80 a year ago. The number of current contracts is 11% 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 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 19, lower than the average last year, which was 24, a decrease of 21%.



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