



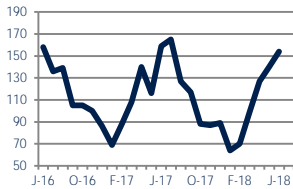
The Long & Foster Market Minute™

Focus On: Sterling Housing Market

June 2018

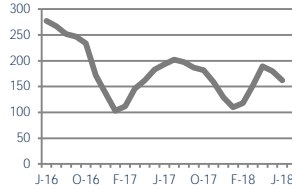
Zip Code(s): 20165, 20164 and 20166

Units Sold
154



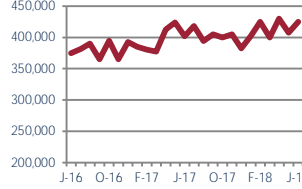
Down -3%
Vs. Year Ago

Active Inventory
162



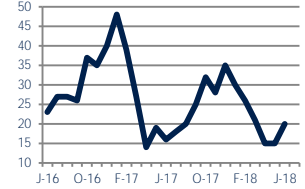
Down -16%
Vs. Year Ago

Median Sale Price
\$424,850



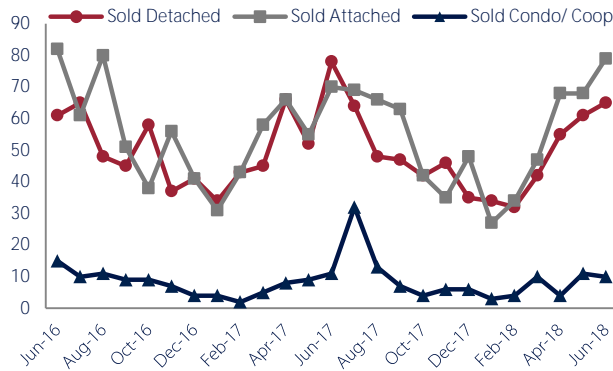
Up 6%
Vs. Year Ago

Days On Market
20



Up 25%
Vs. Year Ago

Units Sold*



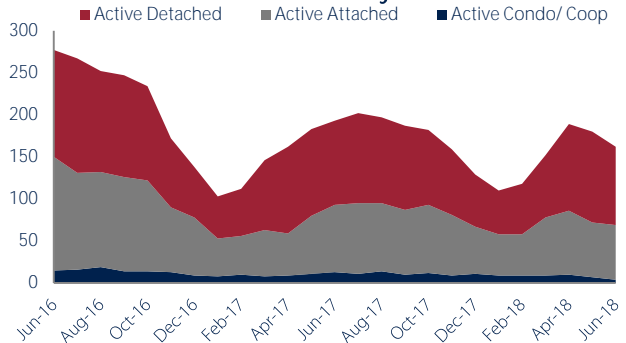
Units Sold

There was an increase in total units sold in June, with 154 sold this month in Sterling versus 140 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 16%. The total number of active inventory this June was 162 compared to 193 in June 2017. This month's total of 162 is lower than the previous month's total supply of available inventory of 180, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Sterling Homes was \$402,000. This June, the median sale price was \$424,850, an increase of 6% or \$22,850 compared to last year. The current median sold price is 4% 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 are defined as properties listed in zip code/s 20165, 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





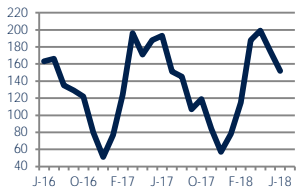
Focus On: Sterling Housing Market

June 2018

Zip Code(s): 20165, 20164 and 20166

New Listings

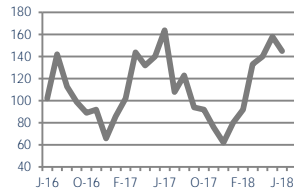
152



Down -21%
Vs. Year Ago

Current Contracts

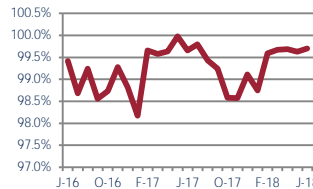
145



Down -12%
Vs. Year Ago

Sold Vs. List Price

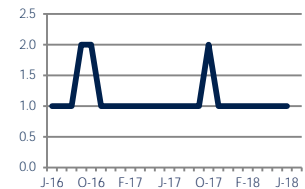
99.7%



No Change
Vs. Year Ago

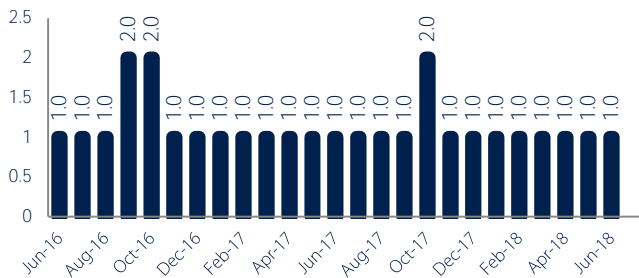
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

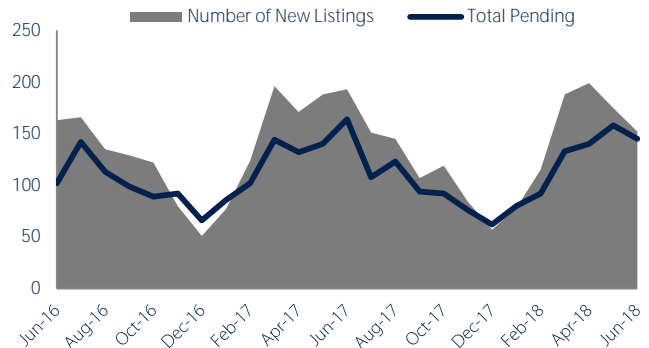
In June, there was 1.1 months of supply available in Sterling, compared to 1.2 in June 2017. That is a decrease of 13% versus a year ago.

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.

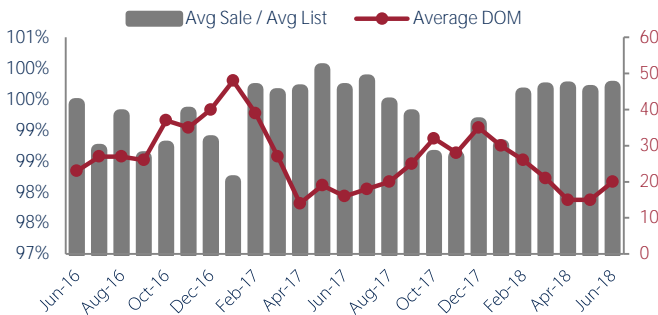
New Listings & Current Contracts

This month there were 152 homes newly listed for sale in Sterling compared to 193 in June 2017, a decrease of 21%. There were 145 current contracts pending sale this June compared to 164 a year ago. The number of current contracts is 12% 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 was 99.7% 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 20, higher than the average last year, which was 16, an increase of 25%.



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