



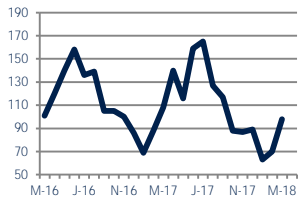
## Focus On: Sterling Housing Market

March 2018

Zip Code(s): 20165, 20164 and 20166

### Units Sold

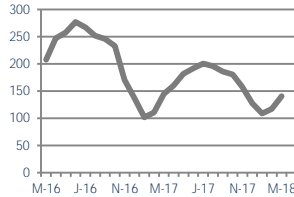
98



Down -9%  
Vs. Year Ago

### Active Inventory

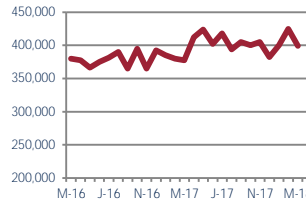
141



Down -3%  
Vs. Year Ago

### Median Sale Price

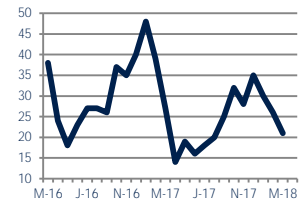
\$399,000



Up 6%  
Vs. Year Ago

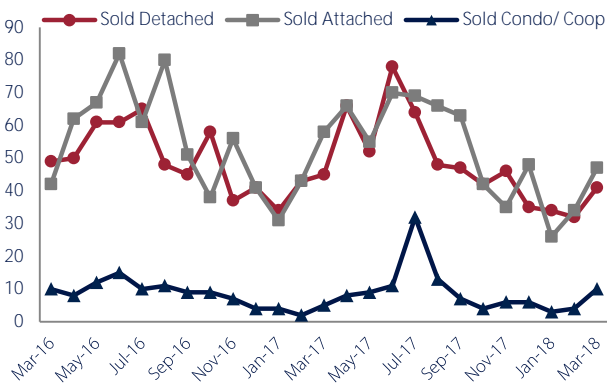
### Days On Market

21



Down -22%  
Vs. Year Ago

### Units Sold\*



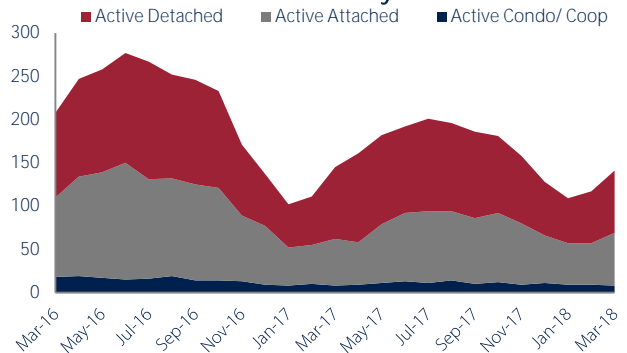
### Units Sold

There was an increase in total units sold in March, with 98 sold this month in Sterling. This month's total units sold was lower than at this time last year.

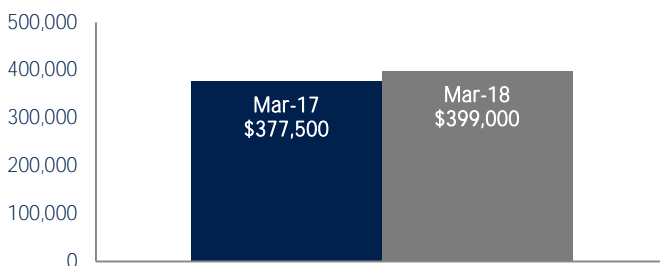
### Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 3%. The total number of active inventory this March was 141 compared to 145 in March 2017. This month's total of 141 is higher than the previous month's total supply of available inventory of 117, an increase of 21%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Sterling Homes was \$377,500. This March, the median sale price was \$399,000, an increase of 6% or \$21,500 compared to last year. The current median sold price is 6% lower 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.

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





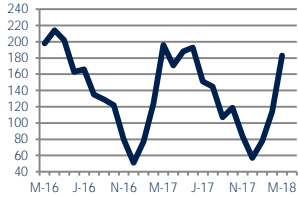
## Focus On: Sterling Housing Market

March 2018

Zip Code(s): 20165, 20164 and 20166

### New Listings

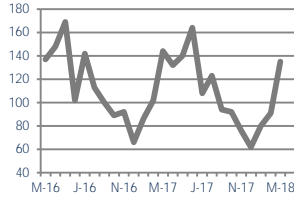
183



Down -7%  
Vs. Year Ago

### Current Contracts

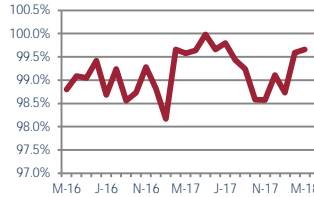
135



Down -6%  
Vs. Year Ago

### Sold Vs. List Price

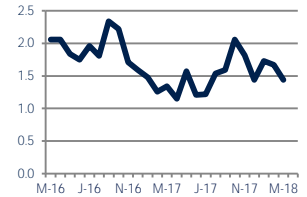
99.7%



No Change  
Vs. Year Ago

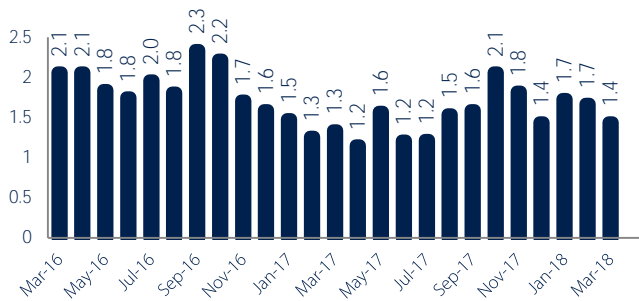
### Months of Supply

1.4



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

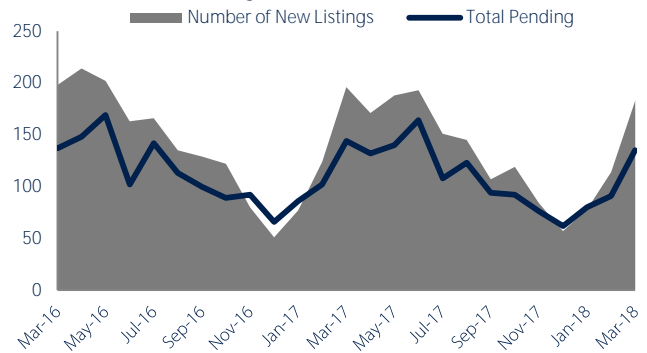
In March, there was 1.4 months of supply available in Sterling. The amount of supply is similar compared to a year ago.

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.

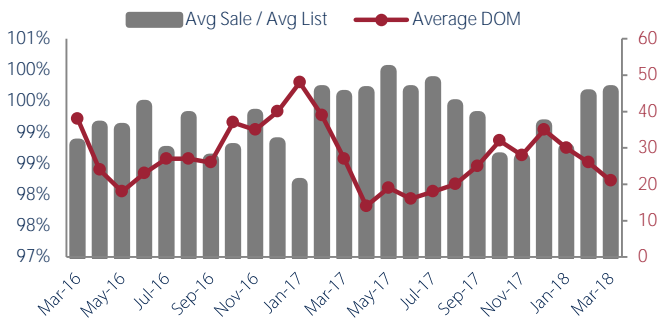
### New Listings & Current Contracts

This month there were 183 homes newly listed for sale in Sterling compared to 196 in March 2017, a decrease of 7%. There were 135 current contracts pending sale this March compared to 144 a year ago. The number of current contracts is 6% 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 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 21, lower than the average last year, which was 27, a decrease of 22%.



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