



The Long & Foster Market Minute™

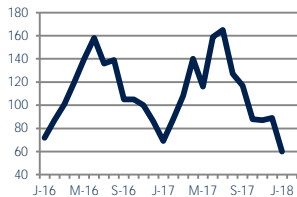
Focus On: Sterling Housing Market

January 2018

Zip Code(s): 20165, 20164 and 20166

Units Sold

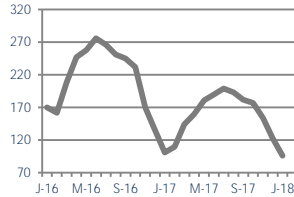
60



Down -13%
Vs. Year Ago

Active Inventory

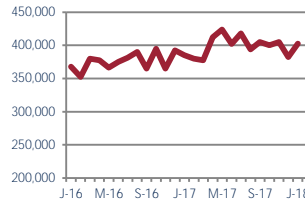
96



Down -5%
Vs. Year Ago

Median Sale Price

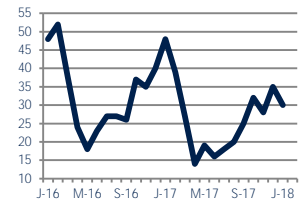
\$402,500



Up 5%
Vs. Year Ago

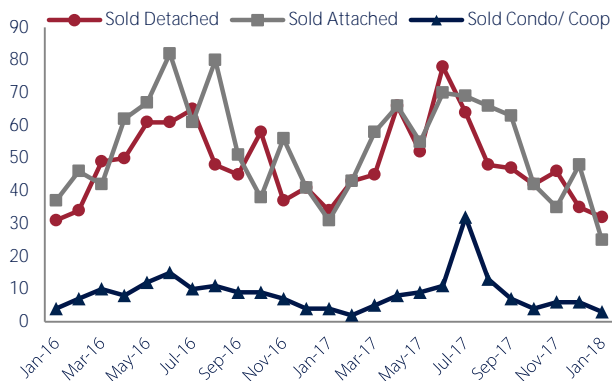
Days On Market

30



Down -38%
Vs. Year Ago

Units Sold*



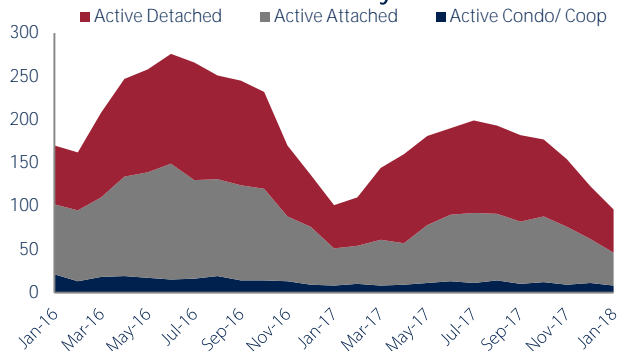
Units Sold

There was a decrease in total units sold in January, with 60 sold this month in Sterling versus 89 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 13% versus January 2017.

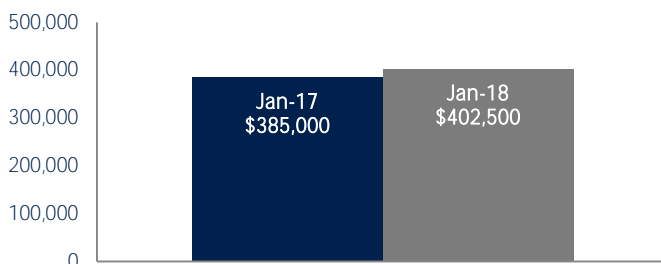
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 5%. The total number of active inventory this January was 96 compared to 101 in January 2017. This month's total of 96 is lower than the previous month's total supply of available inventory of 123, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Sterling Homes was \$385,000. This January, the median sale price was \$402,500, an increase of 5% or \$17,500 compared to last year. The current median sold price is 5% higher than in December.

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





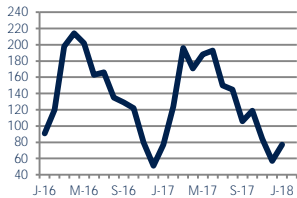
Focus On: Sterling Housing Market

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Zip Code(s): 20165, 20164 and 20166

New Listings

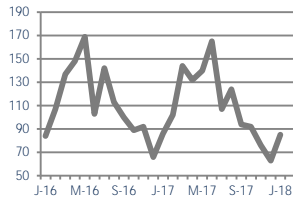
77



No Change
Vs. Year Ago

Current Contracts

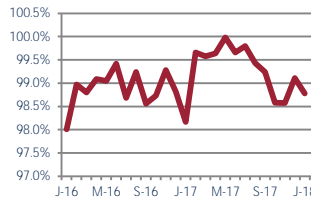
85



Down -1%
Vs. Year Ago

Sold Vs. List Price

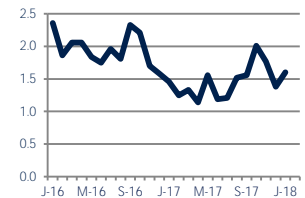
98.8%



Up 0.6%
Vs. Year Ago

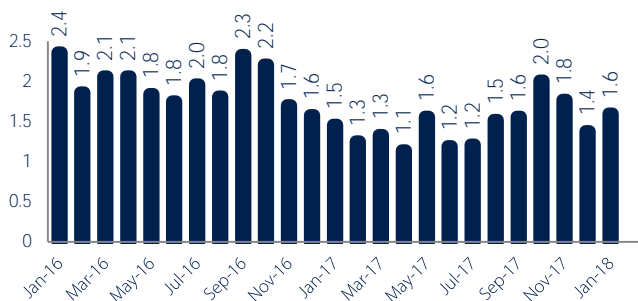
Months of Supply

1.6



Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

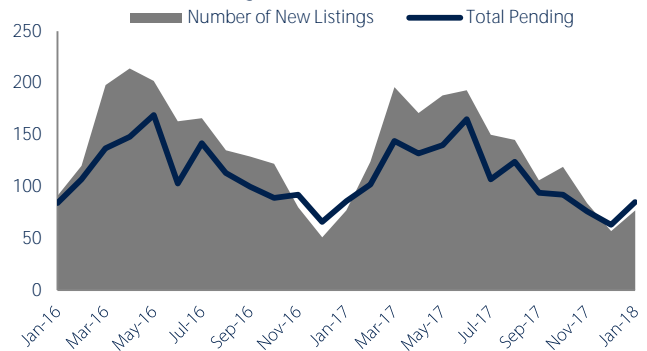
In January, there was 1.6 months of supply available in Sterling, compared to 1.5 in January 2017. That is an increase of 9% versus a year ago.

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.

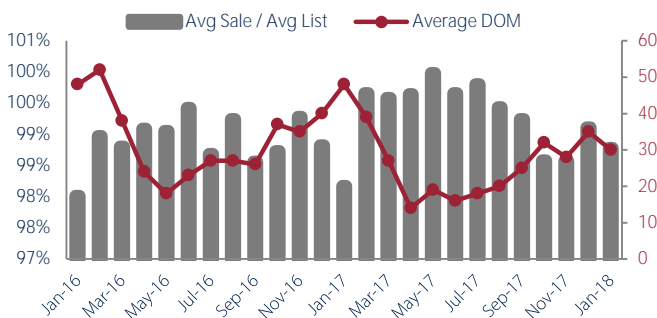
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Sterling, which is similar to the amount in January 2017. There were 85 current contracts pending sale this January compared to 86 a year ago. The number of current contracts is 1% 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 was 98.8% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 48, a decrease of 38%.



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