

THE LONG & FOSTER MARKET MINUTE™

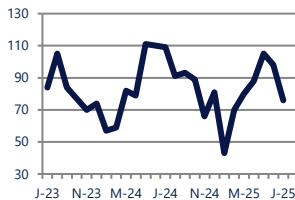
FOCUS ON: **STERLING HOUSING MARKET**

JULY 2025

Zip Code(s): 20165, 20164 and 20166

Units Sold

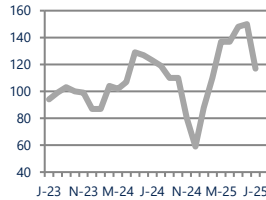
76



Down -30%
Vs. Year Ago

Active Inventory

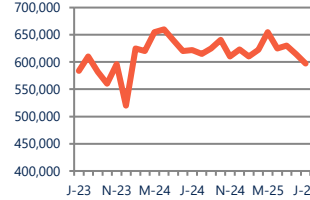
117



Down -5%
Vs. Year Ago

Median Sale Price

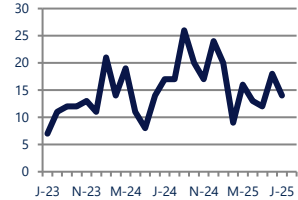
\$597,500



Down -4%
Vs. Year Ago

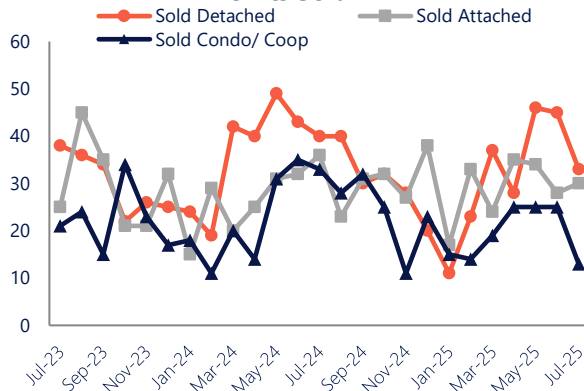
Days On Market

14



Down -18%
Vs. Year Ago

Units Sold*



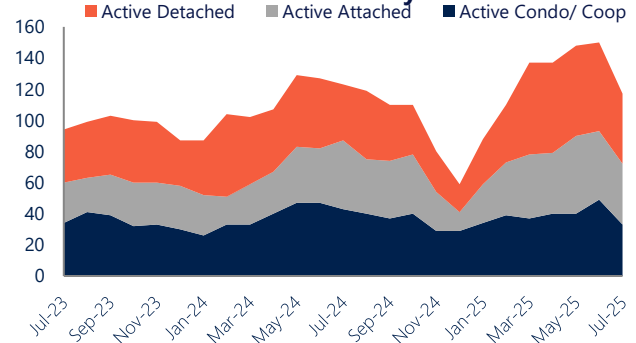
Units Sold

There was a decrease in total units sold in July, with 76 sold this month in Sterling versus 98 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 30% versus July 2024.

Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 5%. The total number of active inventory this July was 117 compared to 123 in July 2024. This month's total of 117 is lower than the previous month's total supply of available inventory of 150, a decrease of 22%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Sterling Homes was \$622,000. This July, the median sale price was \$597,500, a decrease of 4% or \$24,500 compared to last year. The current median sold price is 3% lower than in June.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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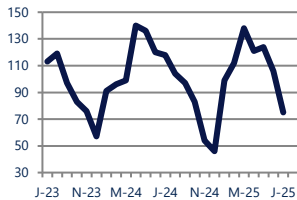
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JULY 2025

Zip Code(s): 20165, 20164 and 20166

New Listings

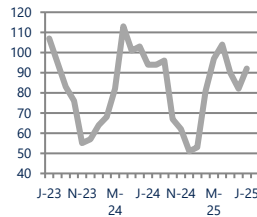
75



Down -36%
Vs. Year Ago

Current Contracts

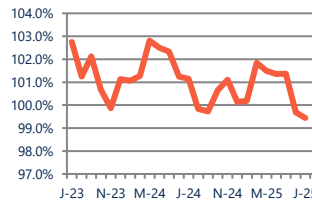
92



Down -2%
Vs. Year Ago

Sold Vs. List Price

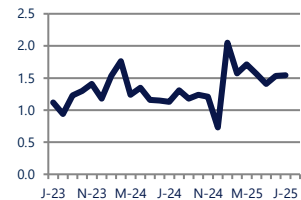
99.4%



Down -1.7%
Vs. Year Ago

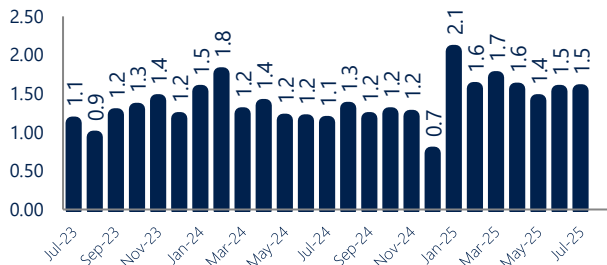
Months of Supply

1.5



Up 36%
Vs. Year Ago

Months Of Supply



Months of Supply

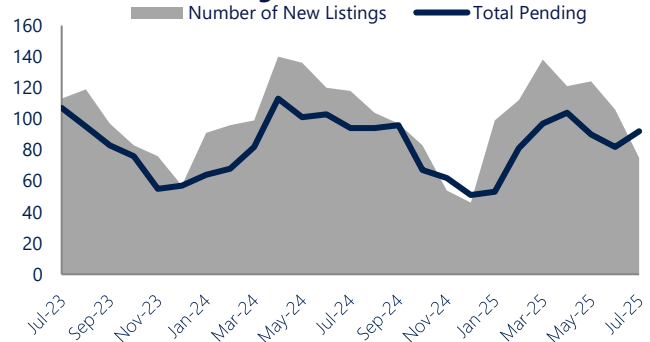
In July, there was 1.5 months of supply available in Sterling, compared to 1.1 in July 2024. That is an increase of 36% versus a year ago.

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.

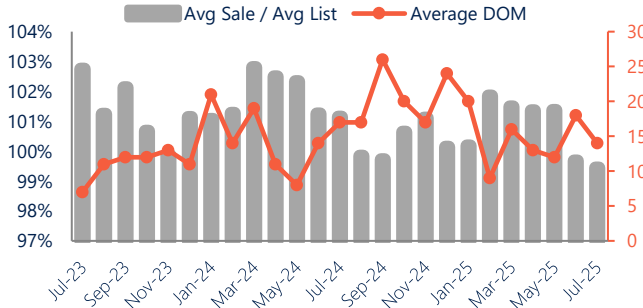
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Sterling compared to 118 in July 2024, a decrease of 36%. There were 92 current contracts pending sale this July compared to 94 a year ago. The number of current contracts is 2% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Sterling was 99.4% of the average list price, which is 1.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 14, lower than the average last year, which was 17, a decrease of 18%.

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