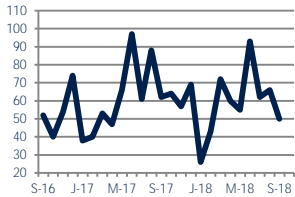


Zip Code(s): 20105 and 20117

### Units Sold

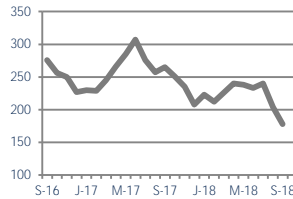
50



Down -19%  
Vs. Year Ago

### Active Inventory

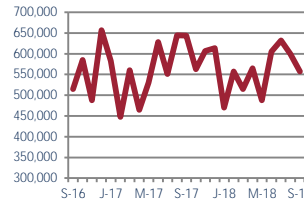
178



Down -33%  
Vs. Year Ago

### Median Sale Price

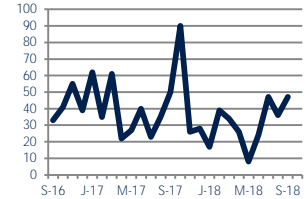
\$557,000



Down -13%  
Vs. Year Ago

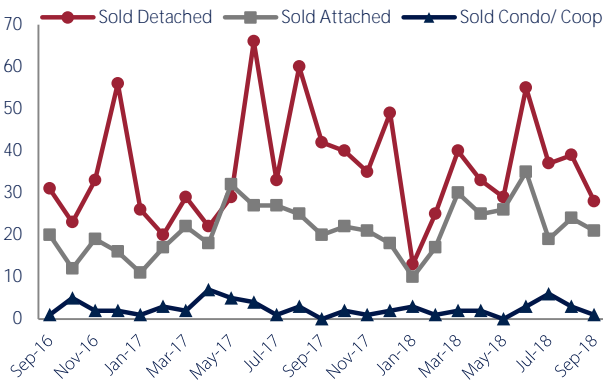
### Days On Market

47



Down -6%  
Vs. Year Ago

### Units Sold\*



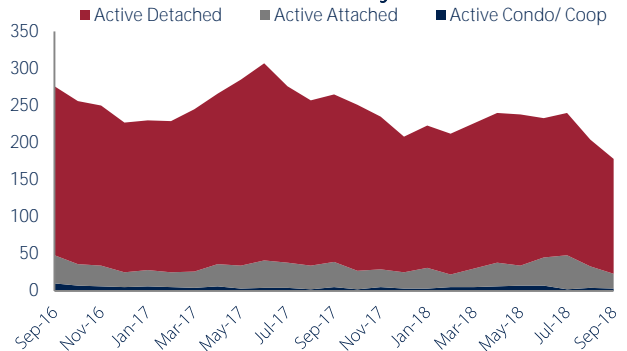
### Units Sold

There was a decrease in total units sold in September, with 50 sold this month in Aldie, Stone Ridge, and Middleburg versus 66 last month, a decrease of 24%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 33%. The total number of active inventory this September was 178 compared to 265 in September 2017. This month's total of 178 is lower than the previous month's total supply of available inventory of 204, a decrease of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Aldie, Stone Ridge, and Middleburg Homes was \$643,750. This September, the median sale price was \$557,000, a decrease of 13% or \$86,750 compared to last year. The current median sold price is 7% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Aldie, Stone Ridge, and Middleburg are defined as properties listed in zip code/s 20105 and 20117.

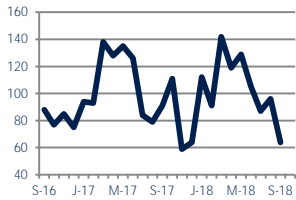
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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Zip Code(s): 20105 and 20117

### New Listings

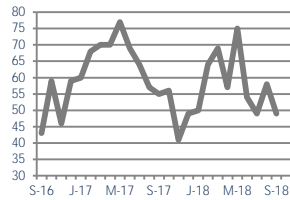
64



Down -30%  
Vs. Year Ago

### Current Contracts

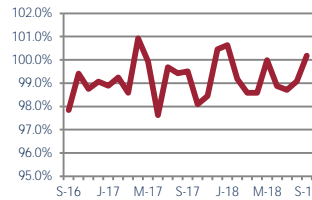
49



Down -11%  
Vs. Year Ago

### Sold Vs. List Price

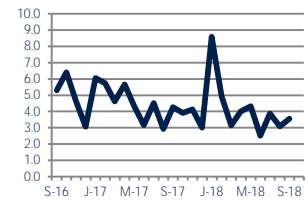
100.2%



Up 0.7%  
Vs. Year Ago

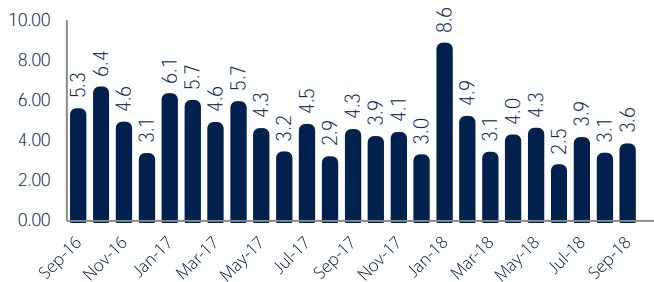
### Months of Supply

3.6



Down -17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

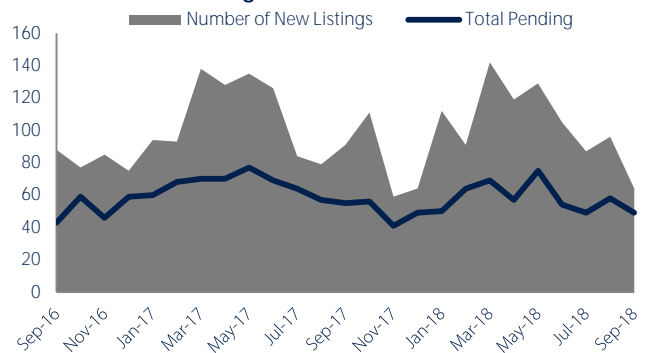
In September, there was 3.6 months of supply available in Aldie, Stone Ridge, and Middleburg, compared to 4.3 in September 2017. That is a decrease of 17% versus a year ago.

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.

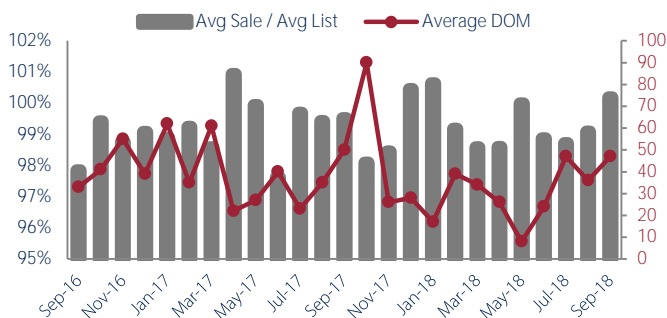
### New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Aldie, Stone Ridge, and Middleburg compared to 91 in September 2017, a decrease of 30%. There were 49 current contracts pending sale this September compared to 55 a year ago. The number of current contracts is 11% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Aldie, Stone Ridge, and Middleburg was 100.2% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 50, a decrease of 6%.



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