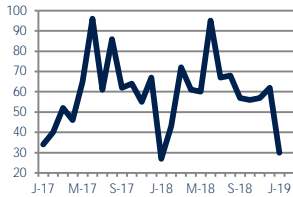


Zip Code(s): 20105 and 20117

Units Sold

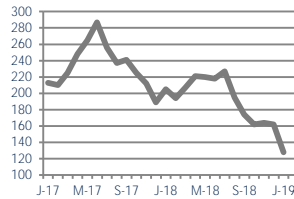
30



Up
Vs. Year Ago

Active Inventory

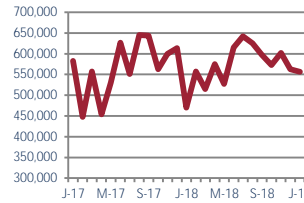
128



Down -38%
Vs. Year Ago

Median Sale Price

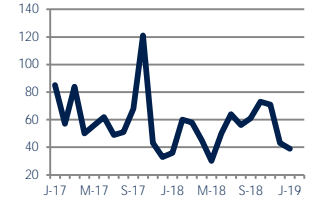
\$556,425



Up 18%
Vs. Year Ago

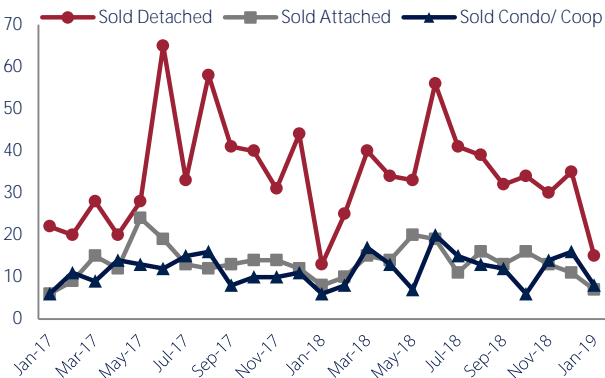
Days On Market

39



Up 8%
Vs. Year Ago

Units Sold*



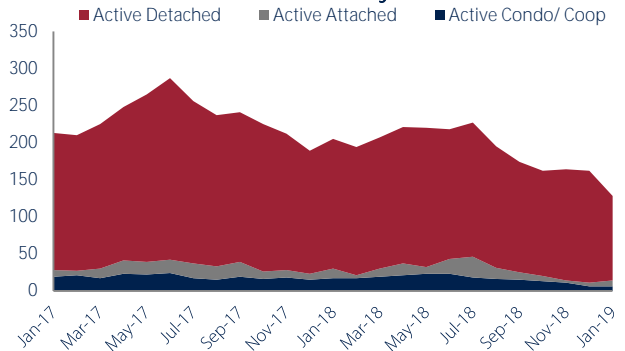
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 30 sold this month in Aldie, Stone Ridge, and Middleburg. This month's total units sold was higher than at this time last year, an increase from January 2018.

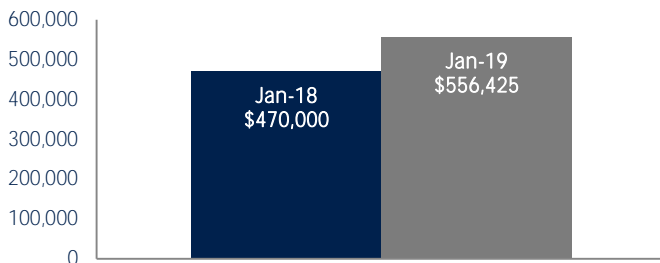
Active Inventory

Versus last year, the total number of homes available this month is lower by 77 units or 38%. The total number of active inventory this January was 128 compared to 205 in January 2018. This month's total of 128 is lower than the previous month's total supply of available inventory of 162, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Aldie, Stone Ridge, and Middleburg Homes was \$470,000. This January, the median sale price was \$556,425, an increase of 18% or \$86,425 compared to last year. The current median sold price is 1% lower 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.

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. 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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

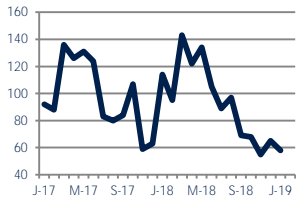




Zip Code(s): 20105 and 20117

New Listings

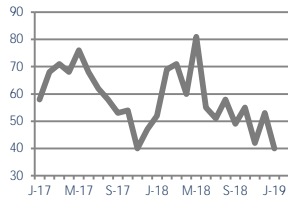
58



Down -49%
Vs. Year Ago

Current Contracts

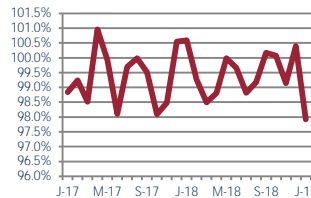
40



Down -23%
Vs. Year Ago

Sold Vs. List Price

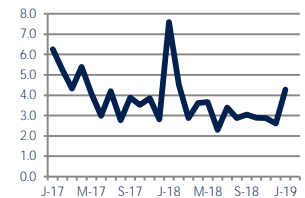
97.9%



Down -2.7%
Vs. Year Ago

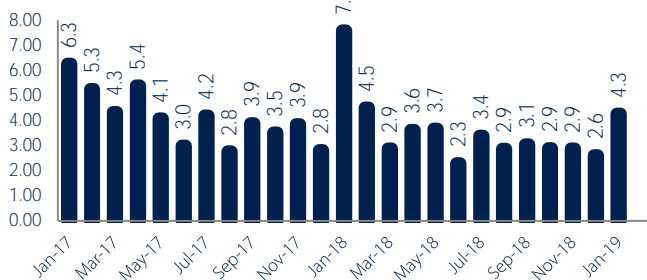
Months of Supply

4.3



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

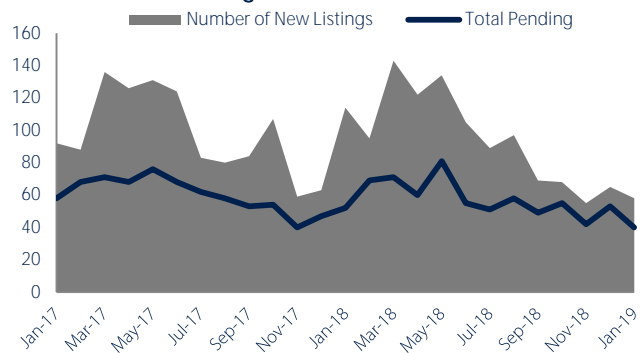
In January, there was 4.3 months of supply available in Aldie, Stone Ridge, and Middleburg, compared to 7.6 in January 2018. That is a decrease of 44% versus a year ago.

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.

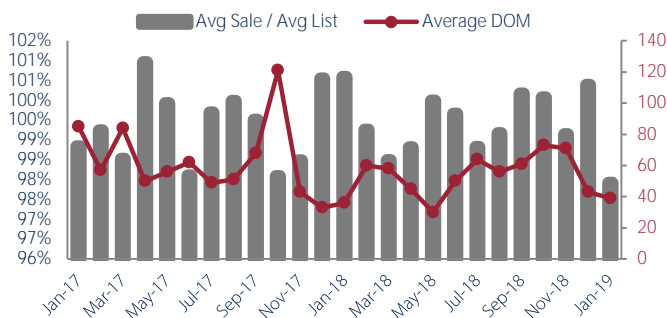
New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Aldie, Stone Ridge, and Middleburg compared to 114 in January 2018, a decrease of 49%. There were 40 current contracts pending sale this January compared to 52 a year ago. The number of current contracts is 23% 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 Aldie, Stone Ridge, and Middleburg was 97.9% of the average list price, which is 2.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 39, higher than the average last year, which was 36, an increase of 8%.



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