

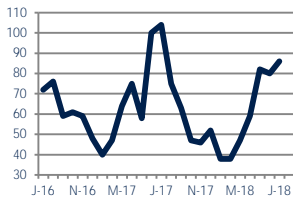
Focus On: Sterling and Dulles Housing Market

July 2018

Zip Code(s): 20164 and 20166

Units Sold

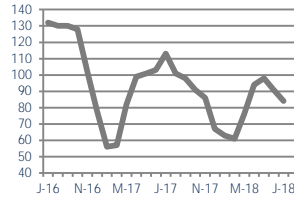
86



Down -17%
Vs. Year Ago

Active Inventory

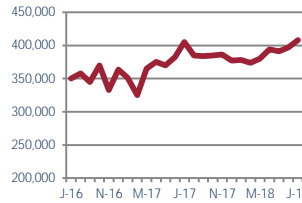
84



Down -26%
Vs. Year Ago

Median Sale Price

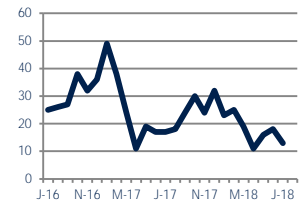
\$407,950



Up 1%
Vs. Year Ago

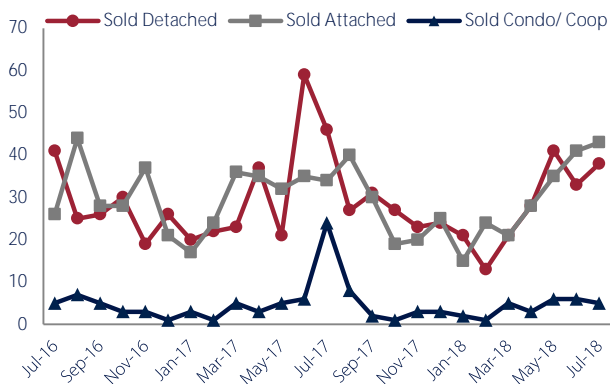
Days On Market

13



Down -24%
Vs. Year Ago

Units Sold*



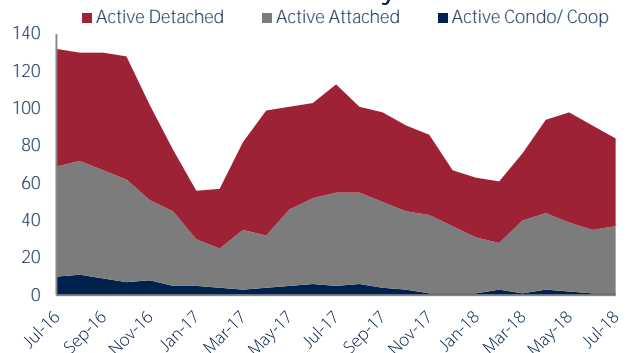
Units Sold

There was an increase in total units sold in July, with 86 sold this month in Sterling and Dulles versus 80 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 17% versus July 2017.

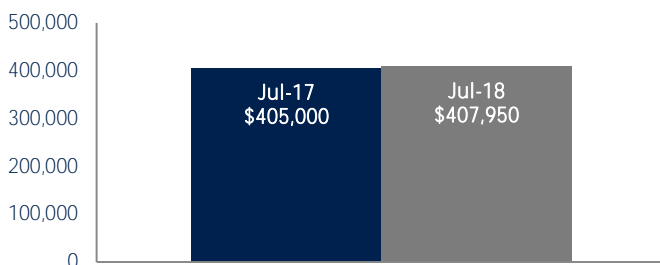
Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 26%. The total number of active inventory this July was 84 compared to 113 in July 2017. This month's total of 84 is lower than the previous month's total supply of available inventory of 91, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Sterling and Dulles Homes was \$405,000. This July, the median sale price was \$407,950, an increase of 1% or \$2,950 compared to last year. The current median sold price is 3% higher 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 and Dulles are defined as properties listed in zip code/s 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.





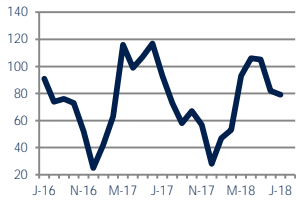
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July 2018

Zip Code(s): 20164 and 20166

New Listings

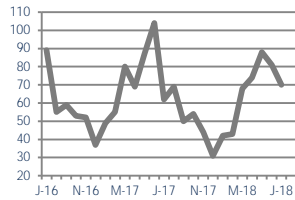
79



Down -15%
Vs. Year Ago

Current Contracts

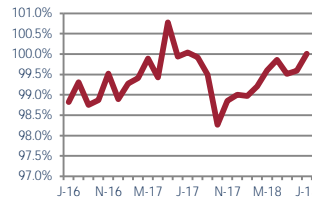
70



Up 13%
Vs. Year Ago

Sold Vs. List Price

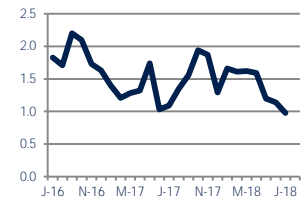
100.0%



No Change
Vs. Year Ago

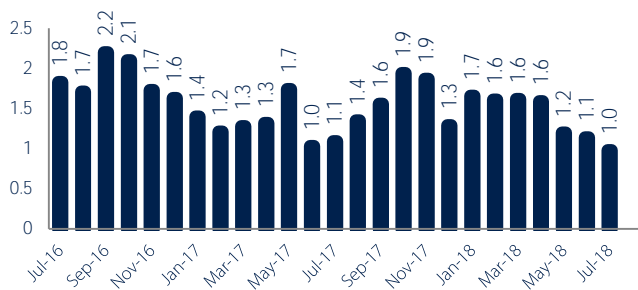
Months of Supply

1.0



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

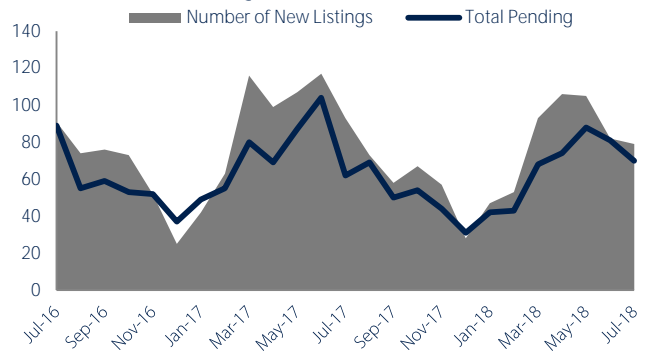
In July, there was 1.0 months of supply available in Sterling and Dulles, compared to 1.1 in July 2017. That is a decrease of 10% versus a year ago.

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.

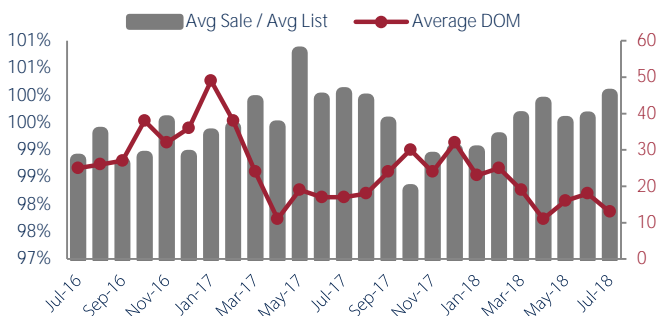
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Sterling and Dulles compared to 93 in July 2017, a decrease of 15%. There were 70 current contracts pending sale this July compared to 62 a year ago. The number of current contracts is 13% higher 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 and Dulles was 100.0% 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 13, lower than the average last year, which was 17, a decrease of 24%.



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