



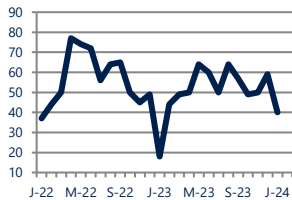
## Focus On: Sterling and Dulles Housing Market

January 2024

Zip Code(s): 20164 and 20166

### Units Sold

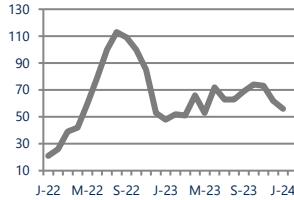
40



Up  
Vs. Year Ago

### Active Inventory

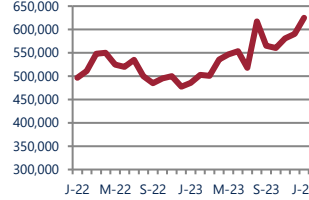
56



Up 17%  
Vs. Year Ago

### Median Sale Price

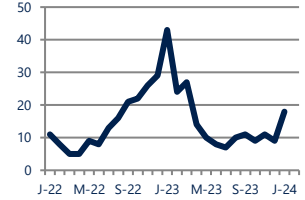
\$624,968



Up 29%  
Vs. Year Ago

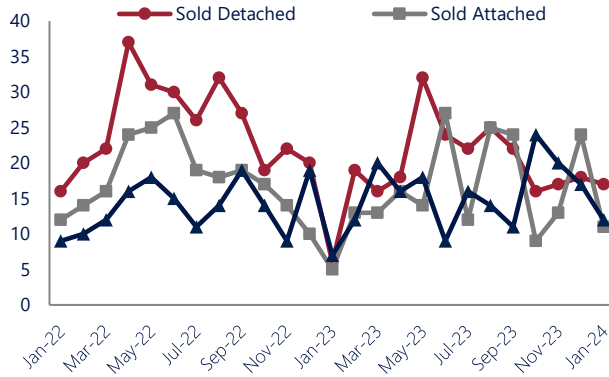
### Days On Market

18



Down -58%  
Vs. Year Ago

### Units Sold\*



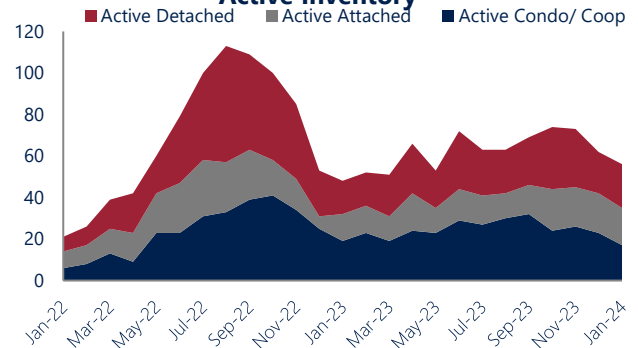
### Units Sold

There was a decrease in total units sold in January, with 40 sold this month in Sterling and Dulles. This month's total units sold was higher than at this time last year.

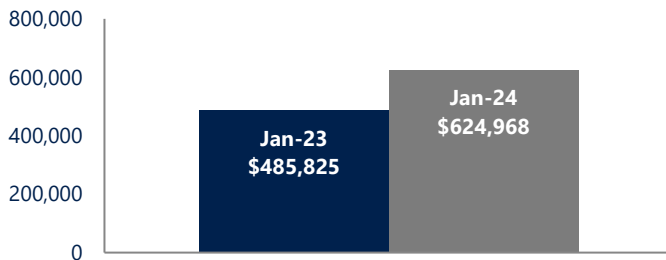
### Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 17%. The total number of active inventory this January was 56 compared to 48 in January 2023. This month's total of 56 is lower than the previous month's total supply of available inventory of 62, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Sterling and Dulles Homes was \$485,825. This January, the median sale price was \$624,968, an increase of \$139,143 compared to last year. The current median sold price is 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 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 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.



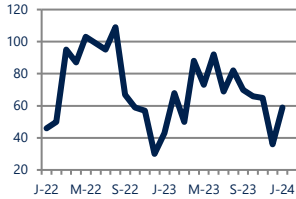
## Focus On: Sterling and Dulles Housing Market

January 2024

Zip Code(s): 20164 and 20166

### New Listings

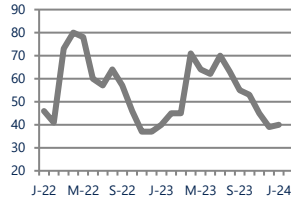
59



**Up 37%**  
Vs. Year Ago

### Current Contracts

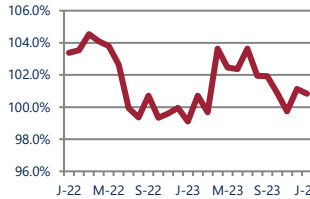
40



**No Change**  
Vs. Year Ago

### Sold Vs. List Price

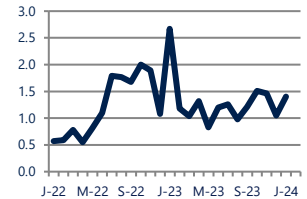
100.8%



**Up 1.7%**  
Vs. Year Ago

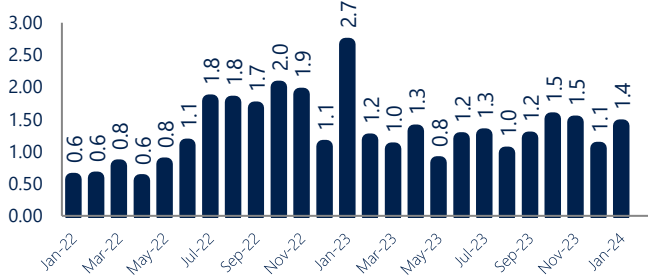
### Months of Supply

1.4



**Down -48%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In January, there was 1.4 months of supply available in Sterling and Dulles, compared to 2.7 in January 2023. That is a decrease of 48% versus a year ago.

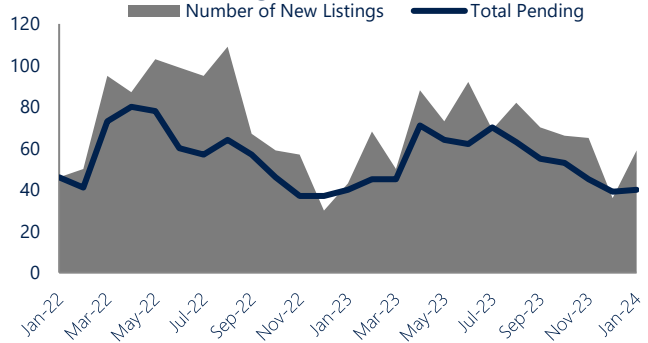
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

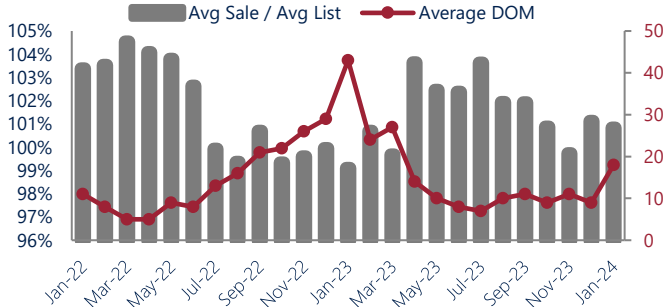
This month there were 59 homes newly listed for sale in Sterling and Dulles compared to 43 in January 2023, an increase of 37%.

There were 40 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 3% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Sterling and Dulles was 100.8% of the average list price, which is 1.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 43, a decrease of 58%.

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