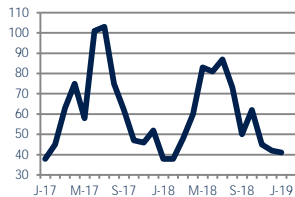


Zip Code(s): 20164 and 20166

### Units Sold

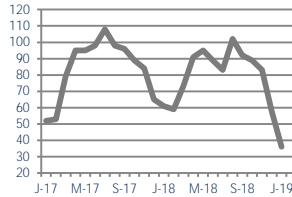
41



Up 8%  
Vs. Year Ago

### Active Inventory

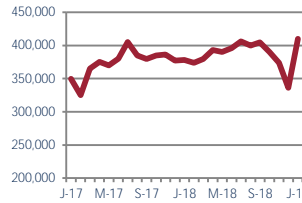
36



Down -41%  
Vs. Year Ago

### Median Sale Price

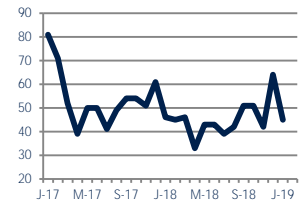
\$409,990



Up 8%  
Vs. Year Ago

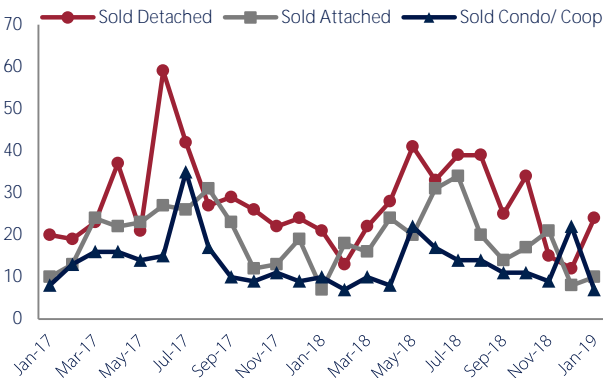
### Days On Market

45



Down -2%  
Vs. Year Ago

### Units Sold\*



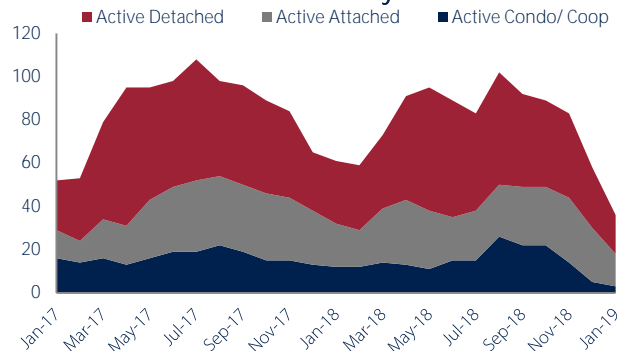
### Units Sold

There was a decrease in total units sold in January, with 41 sold this month in Sterling and Dulles versus 42 last month, a decrease of 2%. This month's total units sold was higher than at this time last year, an increase of 8% versus January 2018.

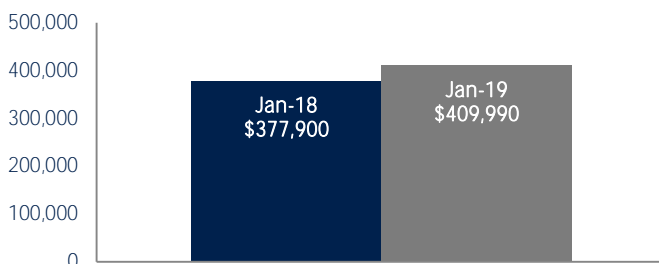
### Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 41%. The total number of active inventory this January was 36 compared to 61 in January 2018. This month's total of 36 is lower than the previous month's total supply of available inventory of 58, a decrease of 38%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Sterling and Dulles Homes was \$377,900. This January, the median sale price was \$409,990, an increase of 8% or \$32,090 compared to last year. The current median sold price is 22% 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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE





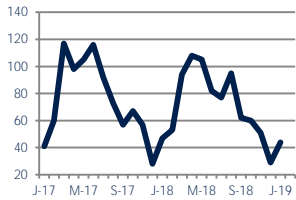
## Focus On: Sterling and Dulles Housing Market

January 2019

Zip Code(s): 20164 and 20166

### New Listings

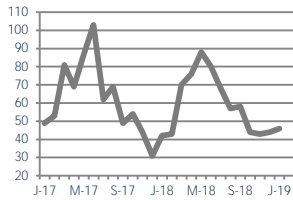
44



Down -6%  
Vs. Year Ago

### Current Contracts

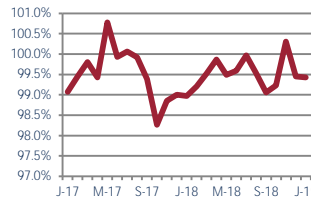
46



Up 10%  
Vs. Year Ago

### Sold Vs. List Price

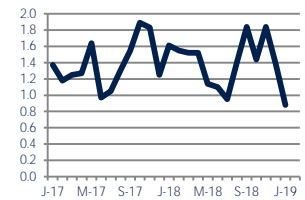
99.4%



No Change  
Vs. Year Ago

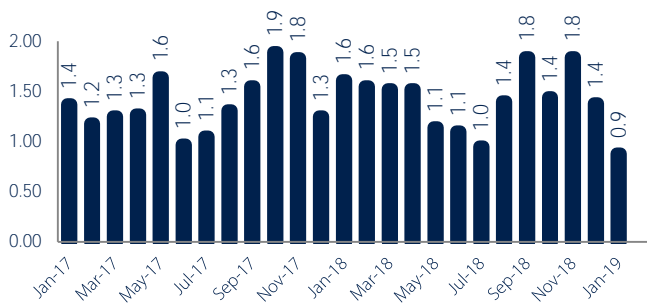
### Months of Supply

0.9



Down -45%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

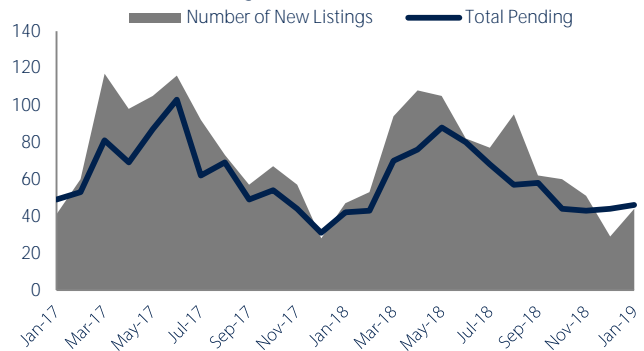
In January, there was 0.9 months of supply available in Sterling and Dulles, compared to 1.6 in January 2018. That is a decrease of 45% versus a year ago.

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.

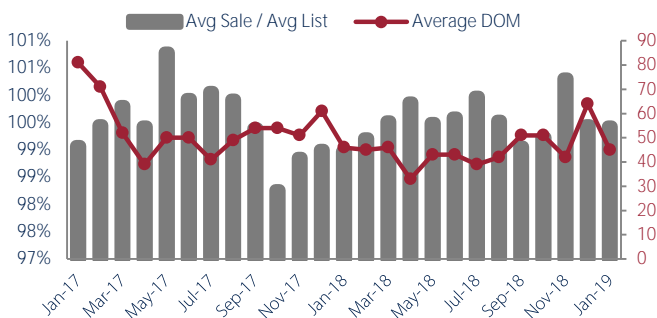
### New Listings & Current Contracts

This month there were 44 homes newly listed for sale in Sterling and Dulles compared to 47 in January 2018, a decrease of 6%. There were 46 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 10% higher 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 Sterling and Dulles was 99.4% 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 45, lower than the average last year, which was 46, a decrease of 2%.



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