



The Long & Foster Market Minute™

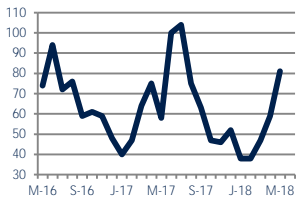
Focus On: Sterling and Dulles Housing Market

May 2018

Zip Code(s): 20164 and 20166

Units Sold

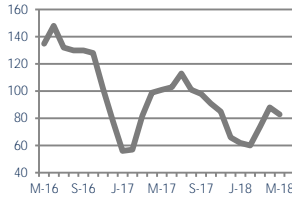
81



Up
Vs. Year Ago

Active Inventory

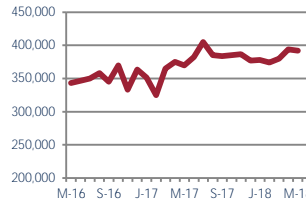
83



Down -18%
Vs. Year Ago

Median Sale Price

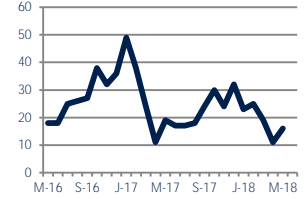
\$392,000



Up 6%
Vs. Year Ago

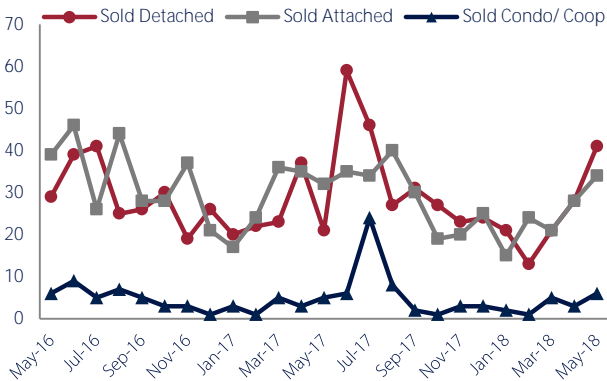
Days On Market

16



Down -16%
Vs. Year Ago

Units Sold*



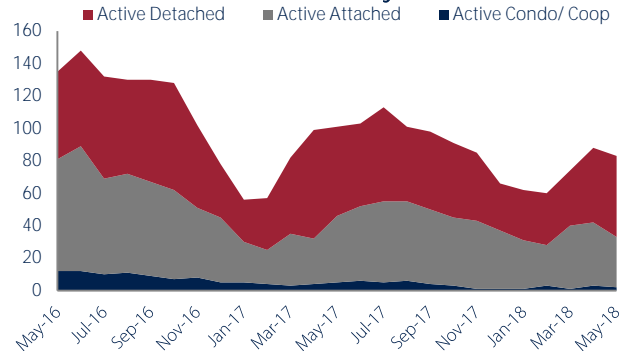
Units Sold

There was an increase in total units sold in May, with 81 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 lower by 18 units or 18%. The total number of active inventory this May was 83 compared to 101 in May 2017. This month's total of 83 is lower than the previous month's total supply of available inventory of 88, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Sterling and Dulles Homes was \$369,950. This May, the median sale price was \$392,000, an increase of 6% or \$22,050 compared to last year. The current median sold price is 1% lower than in April.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



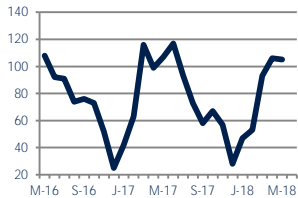
Focus On: Sterling and Dulles Housing Market

May 2018

Zip Code(s): 20164 and 20166

New Listings

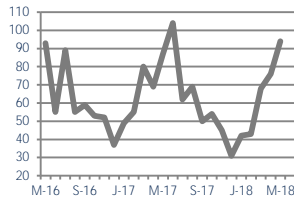
105



Down -2%
Vs. Year Ago

Current Contracts

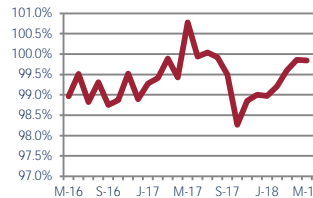
94



Up 8%
Vs. Year Ago

Sold Vs. List Price

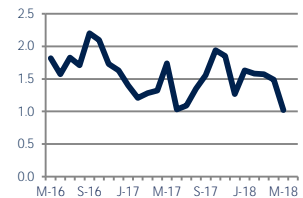
99.8%



Down -0.9%
Vs. Year Ago

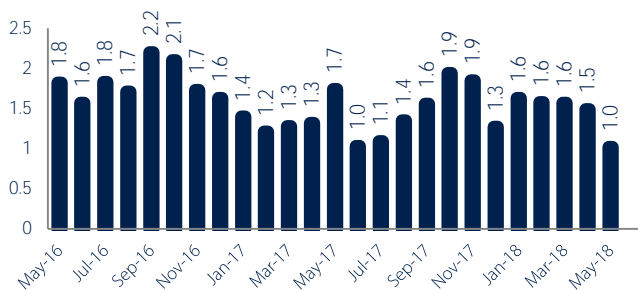
Months of Supply

1.0



Down -41%
Vs. Year Ago

Months Of Supply



Months of Supply

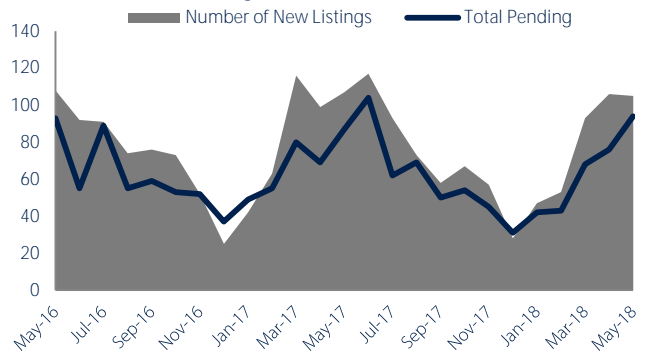
In May, there was 1.0 months of supply available in Sterling and Dulles, compared to 1.7 in May 2017. That is a decrease of 41% versus a year ago.

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.

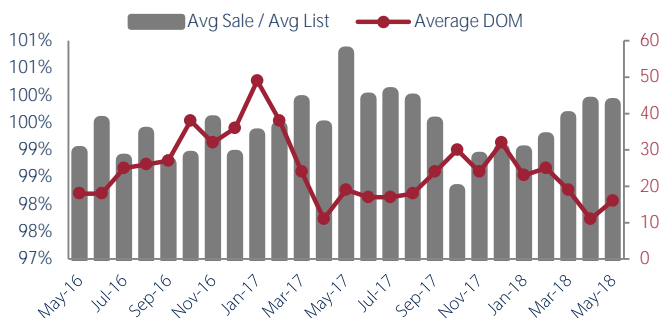
New Listings & Current Contracts

This month there were 105 homes newly listed for sale in Sterling and Dulles compared to 107 in May 2017, a decrease of 2%. There were 94 current contracts pending sale this May compared to 87 a year ago. The number of current contracts is 8% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Sterling and Dulles was 99.8% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 19, a decrease of 16%.



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