



The Long & Foster Market Minute™

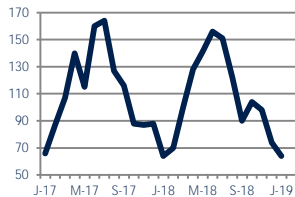
Focus On: Sterling Housing Market

January 2019

Zip Code(s): 20165, 20164 and 20166

Units Sold

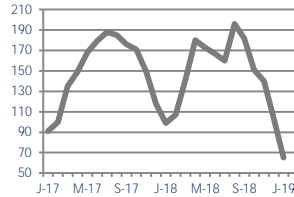
64



No Change
Vs. Year Ago

Active Inventory

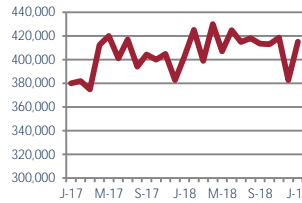
65



Down -34%
Vs. Year Ago

Median Sale Price

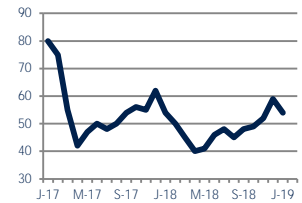
\$415,250



Up 3%
Vs. Year Ago

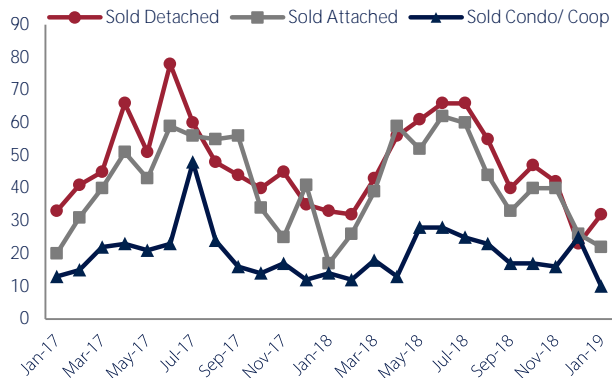
Days On Market

54



No Change
Vs. Year Ago

Units Sold*



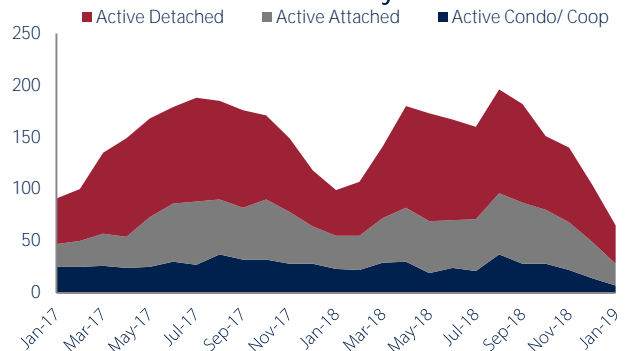
Units Sold

There was a decrease in total units sold in January, with 64 sold this month in Sterling, a decrease of 14%. This month's total units sold is similar compared to a year ago.

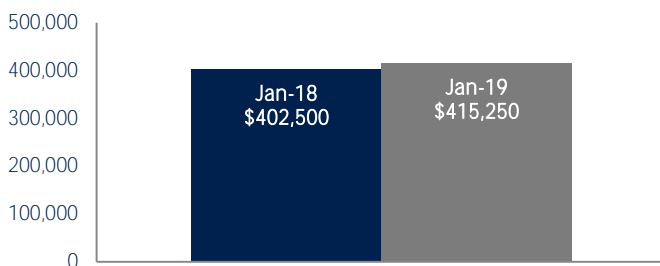
Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 34%. The total number of active inventory this January was 65 compared to 99 in January 2018. This month's total of 65 is lower than the previous month's total supply of available inventory of 104, a decrease of 38%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Sterling Homes was \$402,500. This January, the median sale price was \$415,250, an increase of 3% or \$12,750 compared to last year. The current median sold price is 9% 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 are defined as properties listed in zip code/s 20165, 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





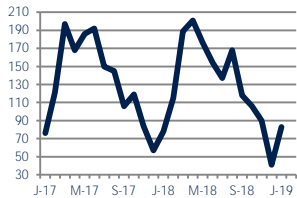
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New Listings

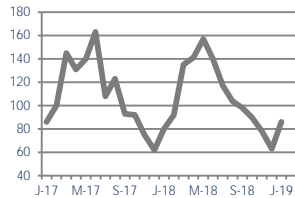
83



Up 6%
Vs. Year Ago

Current Contracts

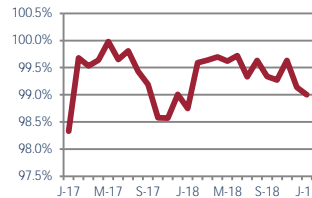
86



Up 7%
Vs. Year Ago

Sold Vs. List Price

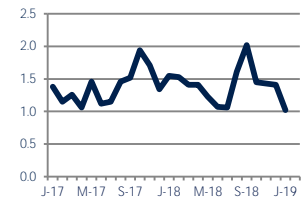
99.0%



No Change
Vs. Year Ago

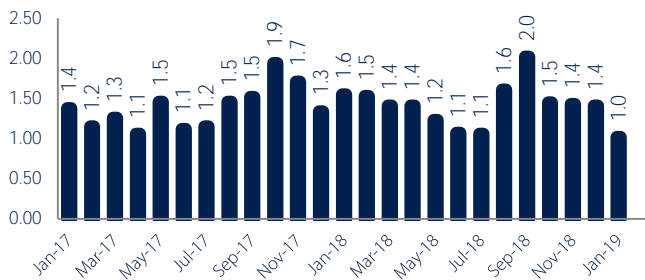
Months of Supply

1.0



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

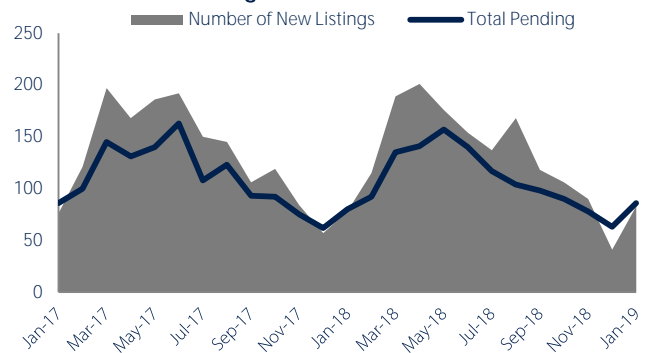
In January, there was 1.0 months of supply available in Sterling, compared to 1.5 in January 2018. That is a decrease of 34% versus a year ago.

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.

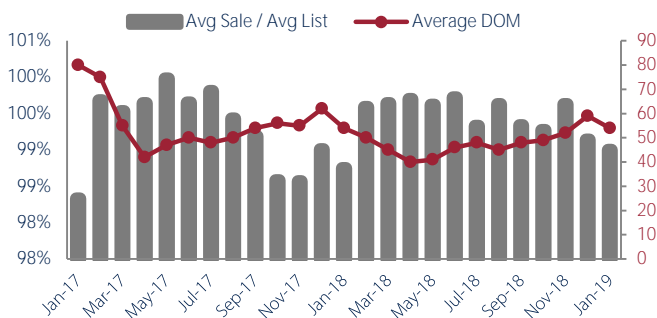
New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Sterling compared to 78 in January 2018, an increase of 6%. There were 86 current contracts pending sale this January compared to 80 a year ago. The number of current contracts is 8% 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 was 99.0% 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 54, which is similar compared to a year ago.



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