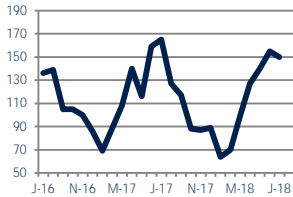


## Focus On: Sterling Housing Market

July 2018

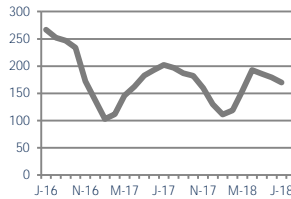
Zip Code(s): 20165, 20164 and 20166

### Units Sold 150



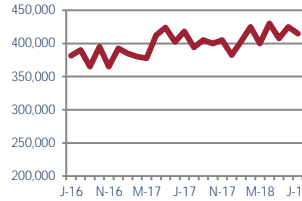
Down -9%  
Vs. Year Ago

### Active Inventory 170



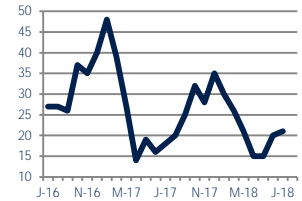
Down -16%  
Vs. Year Ago

### Median Sale Price \$415,000



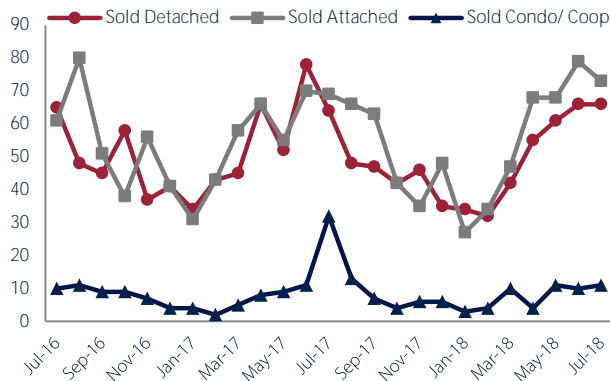
Down -1%  
Vs. Year Ago

### Days On Market 21



Up 17%  
Vs. Year Ago

### Units Sold\*



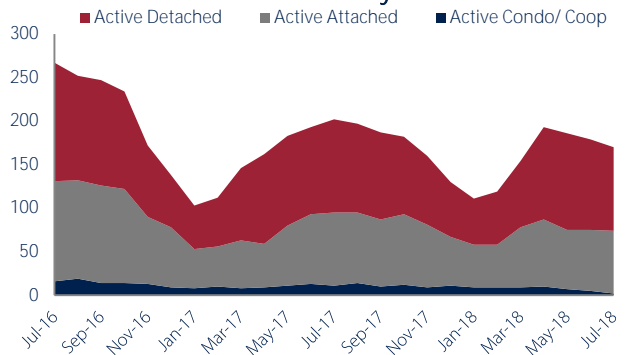
### Units Sold

There was a decrease in total units sold in July, with 150 sold this month in Sterling versus 155 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 9% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 16%. The total number of active inventory this July was 170 compared to 202 in July 2017. This month's total of 170 is lower than the previous month's total supply of available inventory of 179, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Sterling Homes was \$418,000. This July, the median sale price was \$415,000, a decrease of 1% or \$3,000 compared to last year. The current median sold price is 2% lower 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 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 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.





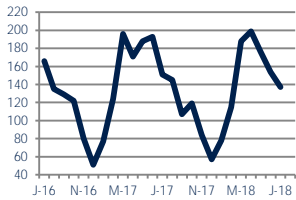
## Focus On: Sterling Housing Market

July 2018

Zip Code(s): 20165, 20164 and 20166

### New Listings

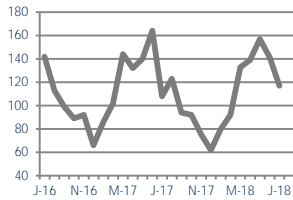
137



Down -9%  
Vs. Year Ago

### Current Contracts

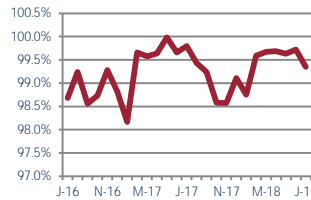
117



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

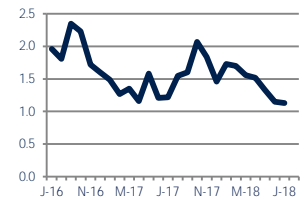
99.4%



No Change  
Vs. Year Ago

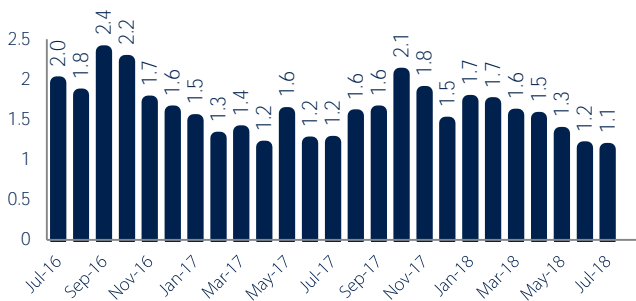
### Months of Supply

1.1



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

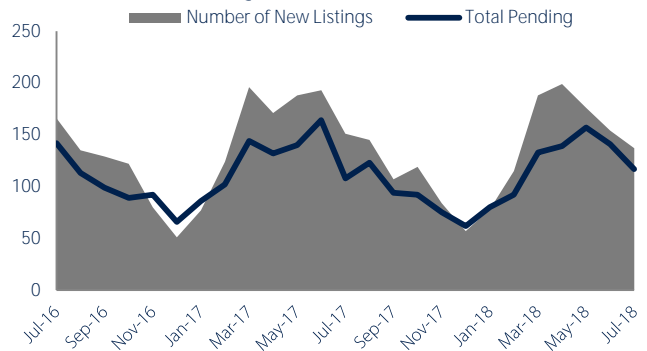
In July, there was 1.1 months of supply available in Sterling. The amount of supply is similar compared to a year ago.

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.

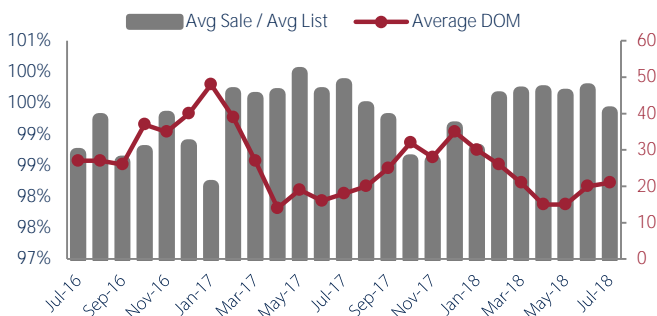
### New Listings & Current Contracts

This month there were 137 homes newly listed for sale in Sterling compared to 151 in July 2017, a decrease of 9%. There were 117 current contracts pending sale this July compared to 108 a year ago. The number of current contracts is 8% 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 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 21, higher than the average last year, which was 18, an increase of 17%.



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