

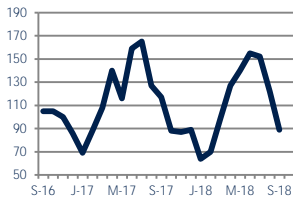
Focus On: Sterling Housing Market

September 2018

Zip Code(s): 20165, 20164 and 20166

Units Sold

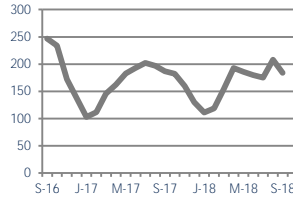
89



Down -24%
Vs. Year Ago

Active Inventory

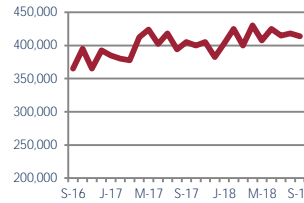
184



Down -2%
Vs. Year Ago

Median Sale Price

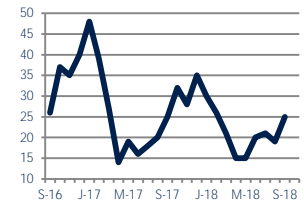
\$413,900



Up 2%
Vs. Year Ago

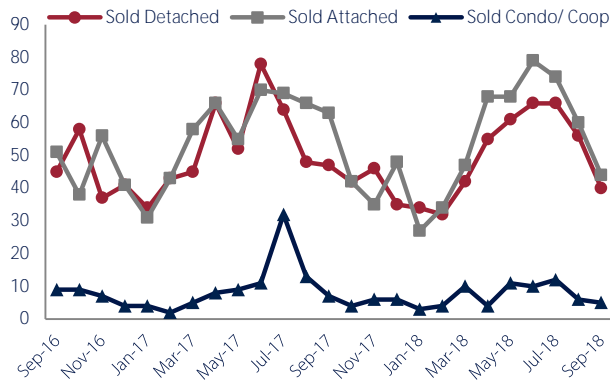
Days On Market

25



No Change
Vs. Year Ago

Units Sold*



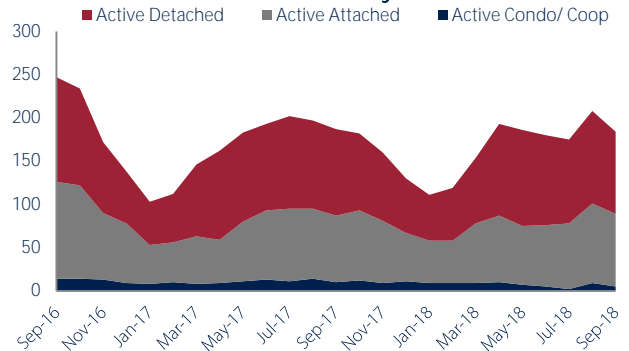
Units Sold

There was a decrease in total units sold in September, with 89 sold this month in Sterling versus 122 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 24% versus September 2017.

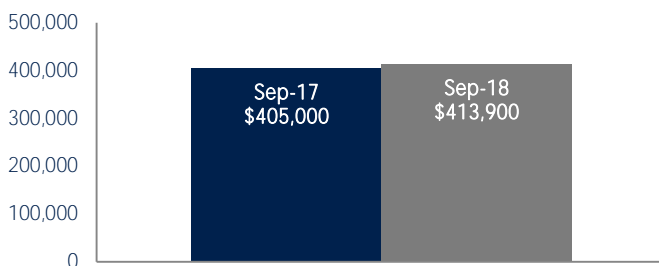
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 2%. The total number of active inventory this September was 184 compared to 187 in September 2017. This month's total of 184 is lower than the previous month's total supply of available inventory of 208, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Sterling Homes was \$405,000. This September, the median sale price was \$413,900, an increase of 2% or \$8,900 compared to last year. The current median sold price is 1% lower than in August.

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.

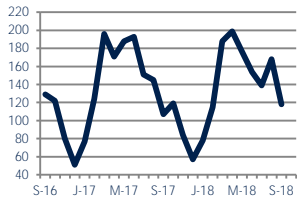
Focus On: Sterling Housing Market

September 2018

Zip Code(s): 20165, 20164 and 20166

New Listings

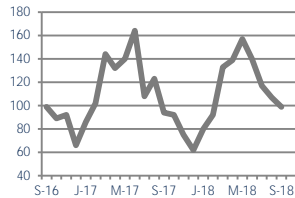
118



Up 10%
Vs. Year Ago

Current Contracts

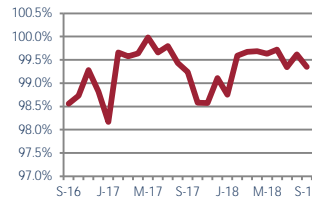
99



Up 5%
Vs. Year Ago

Sold Vs. List Price

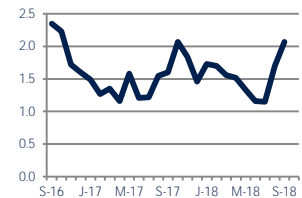
99.4%



No Change
Vs. Year Ago

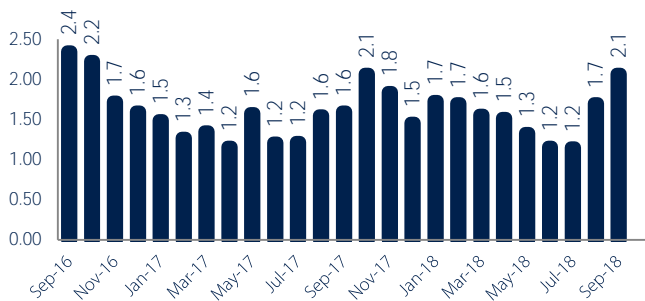
Months of Supply

2.1



Up 29%
Vs. Year Ago

Months Of Supply



Months of Supply

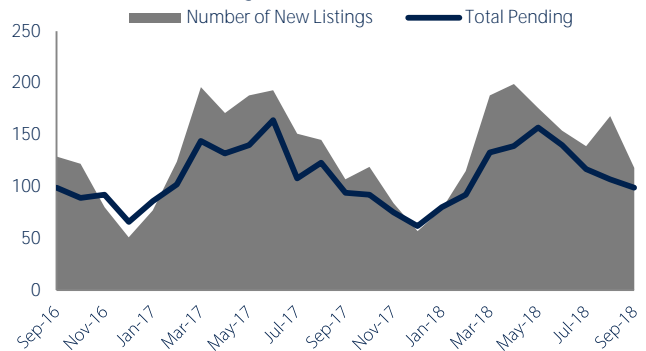
In September, there was 2.1 months of supply available in Sterling, compared to 1.6 in September 2017. That is an increase of 29% versus a year ago.

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.

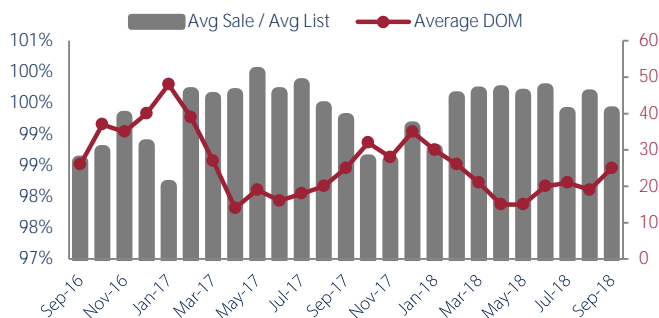
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Sterling compared to 107 in September 2017, an increase of 10%. There were 99 current contracts pending sale this September compared to 94 a year ago. The number of current contracts is 5% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, 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 25, which is similar compared to a year ago.



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