



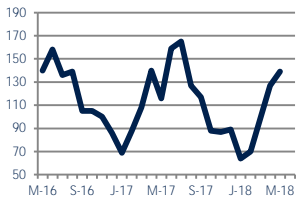
## Focus On: Sterling Housing Market

May 2018

Zip Code(s): 20165, 20164 and 20166

### Units Sold

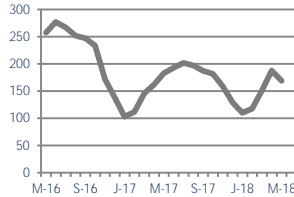
139



Up 20%  
Vs. Year Ago

### Active Inventory

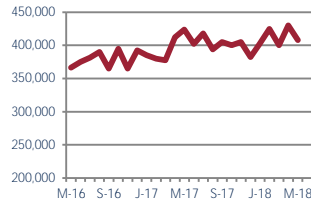
169



Down -8%  
Vs. Year Ago

### Median Sale Price

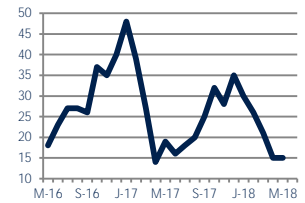
\$408,000



Down -4%  
Vs. Year Ago

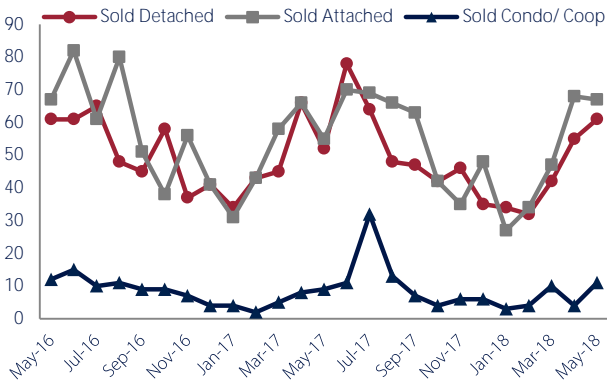
### Days On Market

15



Down -21%  
Vs. Year Ago

### Units Sold\*



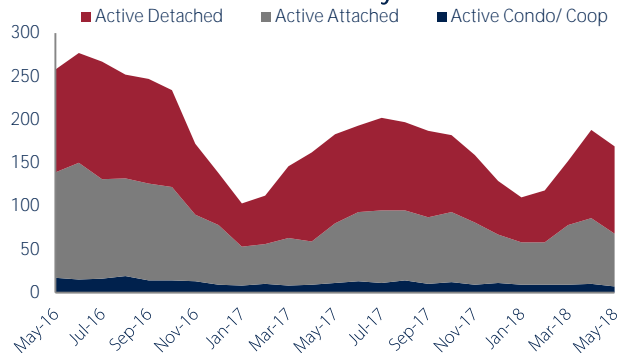
### Units Sold

There was an increase in total units sold in May, with 139 sold this month in Sterling versus 127 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 20% versus May 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 8%. The total number of active inventory this May was 169 compared to 183 in May 2017. This month's total of 169 is lower than the previous month's total supply of available inventory of 188, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last May, the median sale price for Sterling Homes was \$424,000. This May, the median sale price was \$408,000, a decrease of 4% or \$16,000 compared to last year. The current median sold price is 5% 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 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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



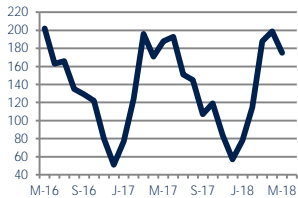
## Focus On: Sterling Housing Market

May 2018

Zip Code(s): 20165, 20164 and 20166

### New Listings

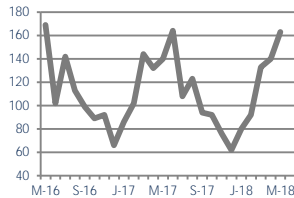
175



Down -7%  
Vs. Year Ago

### Current Contracts

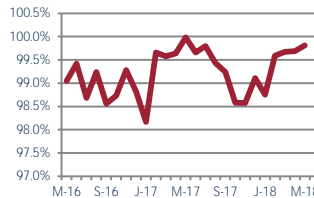
163



Up 16%  
Vs. Year Ago

### Sold Vs. List Price

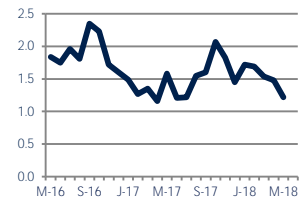
99.8%



No Change  
Vs. Year Ago

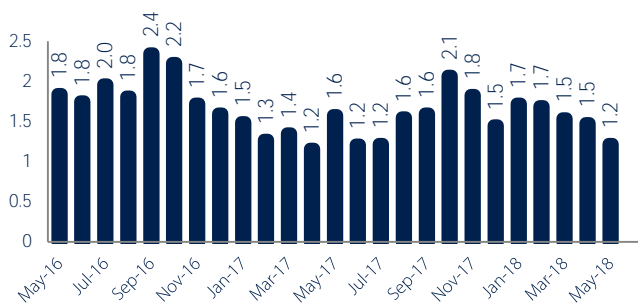
### Months of Supply

1.2



Down -23%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

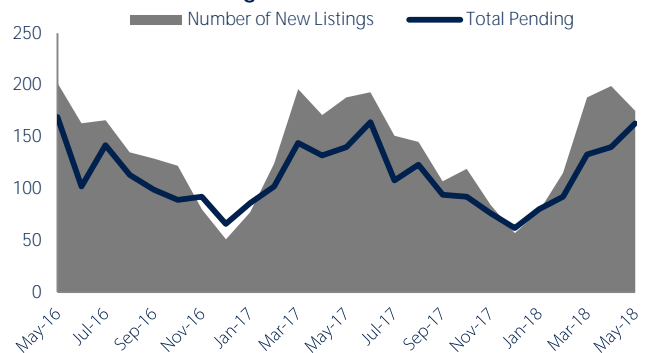
In May, there was 1.2 months of supply available in Sterling, compared to 1.6 in May 2017. That is a decrease of 23% versus a year ago.

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.

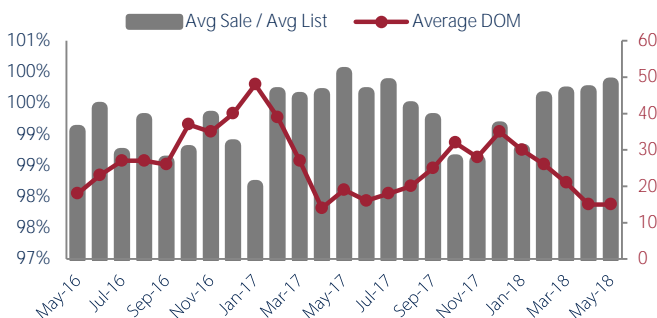
### New Listings & Current Contracts

This month there were 175 homes newly listed for sale in Sterling compared to 188 in May 2017, a decrease of 7%. There were 163 current contracts pending sale this May compared to 140 a year ago. The number of current contracts is 16% 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 was 99.8% 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 15, lower than the average last year, which was 19, a decrease of 21%.



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