



# The Long & Foster Market Minute™

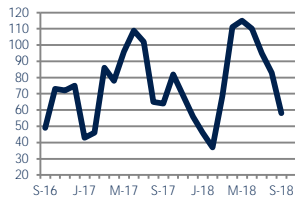
Focus On: North Potomac Housing Market

September 2018

Zip Code(s): 20878

## Units Sold

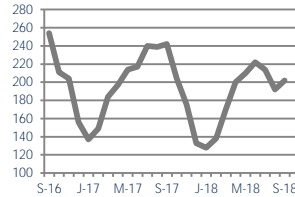
58



Down -9%  
Vs. Year Ago

## Active Inventory

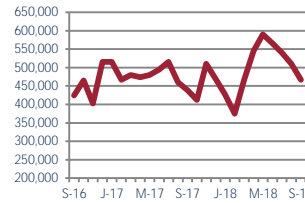
202



Down -17%  
Vs. Year Ago

## Median Sale Price

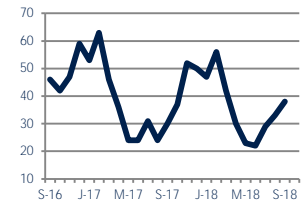
\$467,044



Up 6%  
Vs. Year Ago

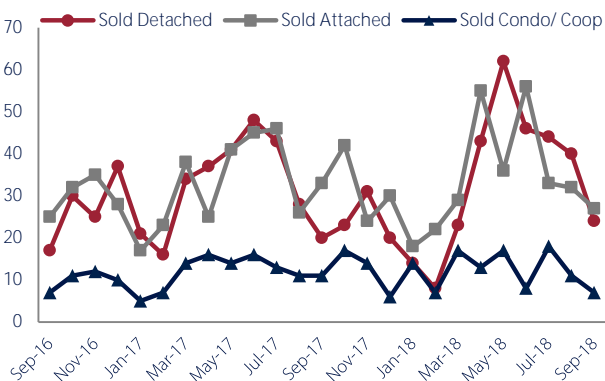
## Days On Market

38



Up 27%  
Vs. Year Ago

## Units Sold\*



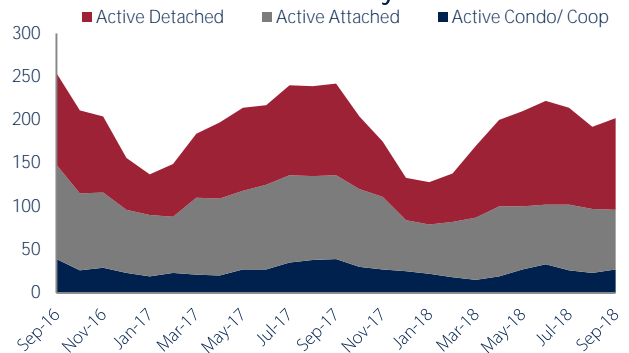
## Units Sold

There was a decrease in total units sold in September, with 58 sold this month in North Potomac versus 83 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 9% versus September 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 17%. The total number of active inventory this September was 202 compared to 242 in September 2017. This month's total of 202 is higher than the previous month's total supply of available inventory of 192, an increase of 5%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last September, the median sale price for North Potomac Homes was \$439,000. This September, the median sale price was \$467,044, an increase of 6% or \$28,044 compared to last year. The current median sold price is 8% 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.

North Potomac are defined as properties listed in zip code/s 20878.

\*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

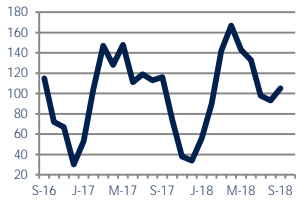




Zip Code(s): 20878

### New Listings

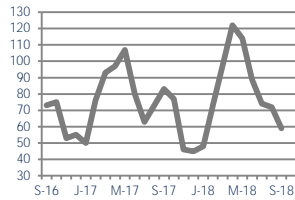
105



Down -9%  
Vs. Year Ago

### Current Contracts

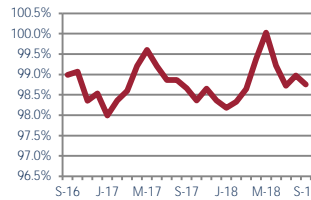
59



Down -29%  
Vs. Year Ago

### Sold Vs. List Price

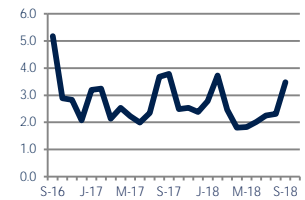
98.8%



No Change  
Vs. Year Ago

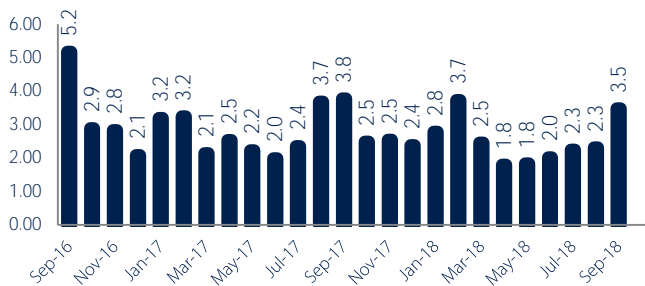
### Months of Supply

3.5



Down -8%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

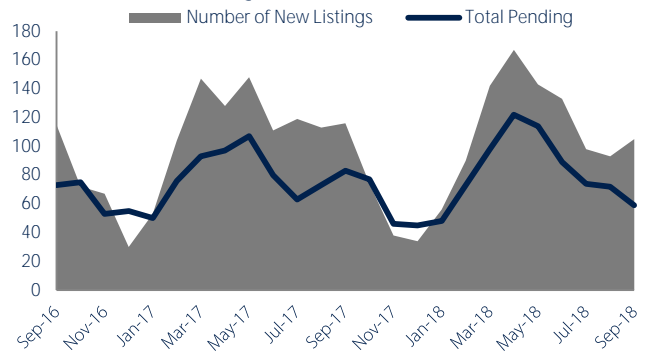
In September, there was 3.5 months of supply available in North Potomac, compared to 3.8 in September 2017. That is a decrease of 8% versus a year ago.

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.

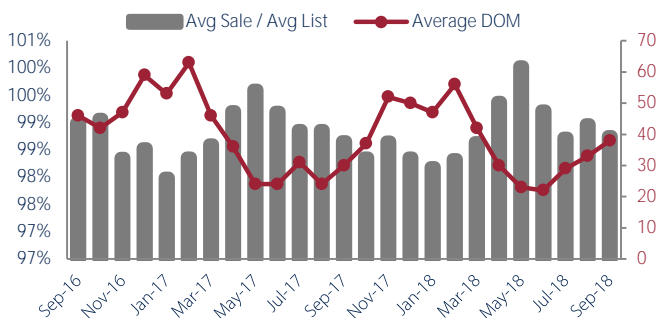
### New Listings & Current Contracts

This month there were 105 homes newly listed for sale in North Potomac compared to 116 in September 2017, a decrease of 9%. There were 59 current contracts pending sale this September compared to 83 a year ago. The number of current contracts is 29% lower 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 North Potomac was 98.8% 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 38, higher than the average last year, which was 30, an increase of 27%.



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