



The Long & Foster Market Minute™

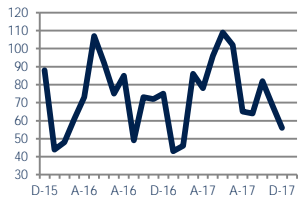
Focus On: North Potomac Housing Market

December 2017

Zip Code(s): 20878

Units Sold

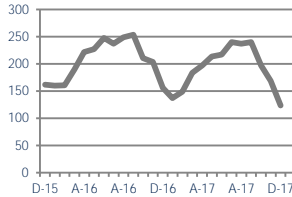
56



Down -25%
Vs. Year Ago

Active Inventory

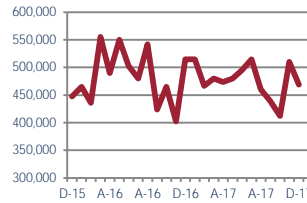
124



Down -21%
Vs. Year Ago

Median Sale Price

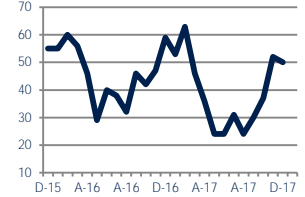
\$469,000



Down -9%
Vs. Year Ago

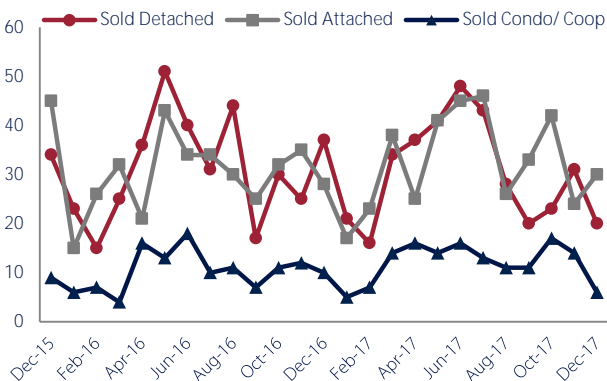
Days On Market

50



Down -15%
Vs. Year Ago

Units Sold*



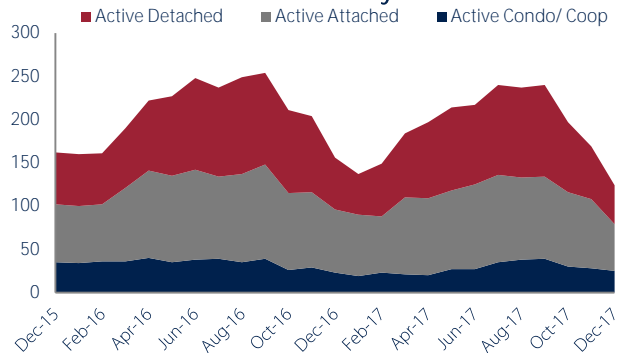
Units Sold

There was a decrease in total units sold in December, with 56 sold this month in North Potomac versus 69 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 25% versus December 2016.

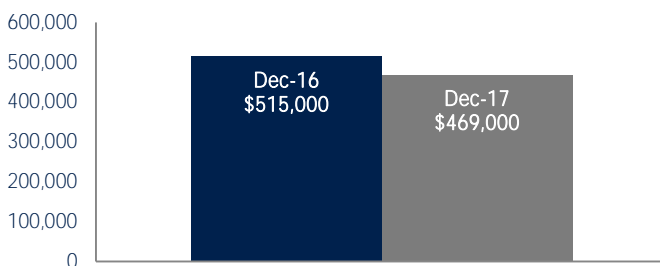
Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 21%. The total number of active inventory this December was 124 compared to 156 in December 2016. This month's total of 124 is lower than the previous month's total supply of available inventory of 169, a decrease of 27%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for North Potomac Homes was \$515,000. This December, the median sale price was \$469,000, a decrease of 9% or \$46,000 compared to last year. The current median sold price is 8% lower than in November.

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.

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INTERNATIONAL REAL ESTATE





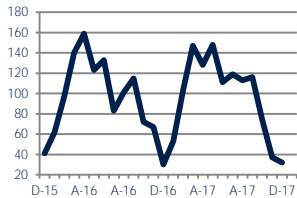
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New Listings

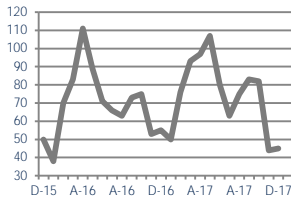
32



Up 7%
Vs. Year Ago

Current Contracts

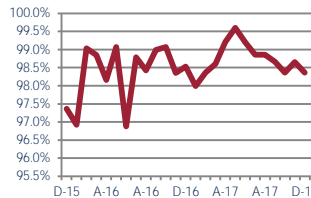
45



Down -18%
Vs. Year Ago

Sold Vs. List Price

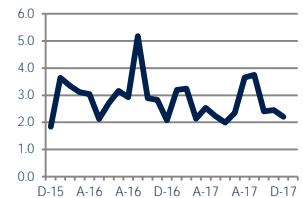
98.4%



No Change
Vs. Year Ago

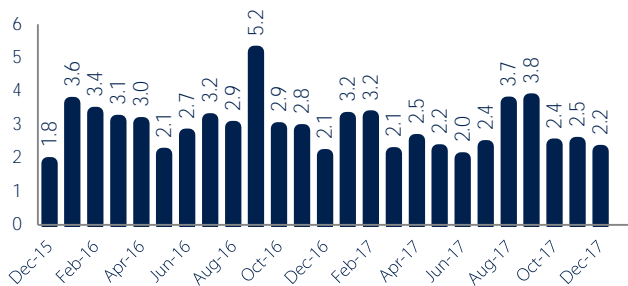
Months of Supply

2.2



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

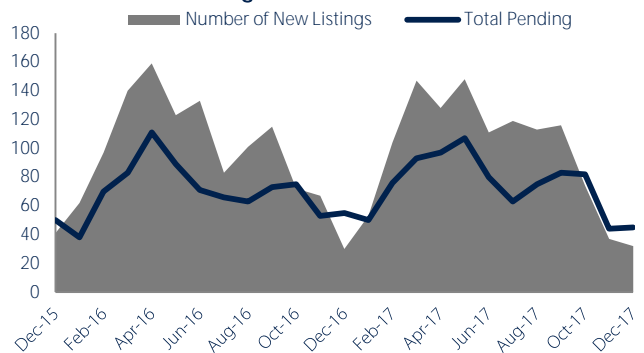
In December, there was 2.2 months of supply available in North Potomac, compared to 2.1 in December 2016. That is an increase of 6% versus a year ago.

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.

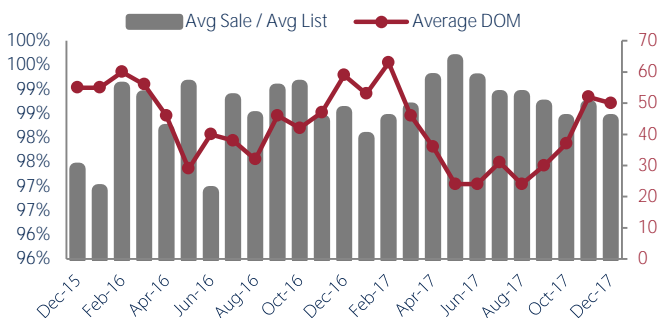
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in North Potomac compared to 30 in December 2016, an increase of 7%. There were 45 current contracts pending sale this December compared to 55 a year ago. The number of current contracts is 18% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in North Potomac was 98.4% 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 50, lower than the average last year, which was 59, a decrease of 15%.



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