



The Long & Foster Market Minute™

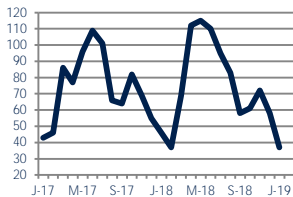
Focus On: North Potomac Housing Market

January 2019

Zip Code(s): 20878

Units Sold

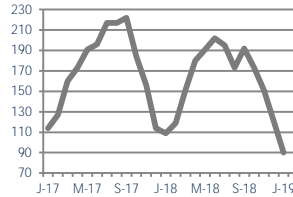
37



Down
Vs. Year Ago

Active Inventory

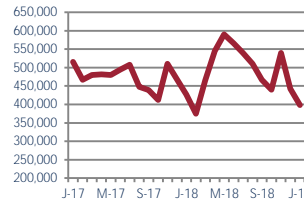
90



Down -17%
Vs. Year Ago

Median Sale Price

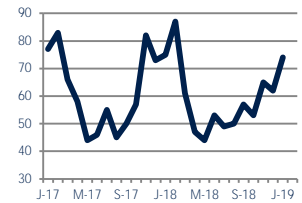
\$398,000



Down -7%
Vs. Year Ago

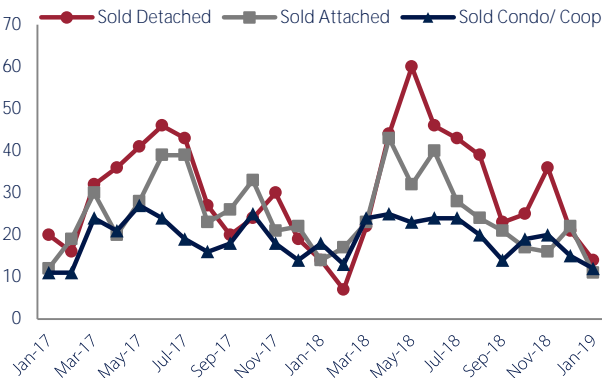
Days On Market

74



Down -1%
Vs. Year Ago

Units Sold*



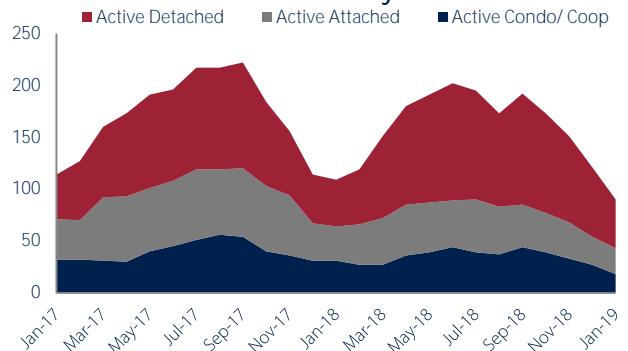
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 37 sold this month in North Potomac. This month's total units sold was lower than at this time last year, a decrease from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 17%. The total number of active inventory this January was 90 compared to 109 in January 2018. This month's total of 90 is lower than the previous month's total supply of available inventory of 121, a decrease of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for North Potomac Homes was \$426,500. This January, the median sale price was \$398,000, a decrease of 7% or \$28,500 compared to last year. The current median sold price is 10% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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INTERNATIONAL REAL ESTATE





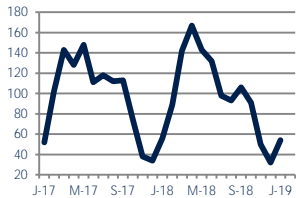
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January 2019

Zip Code(s): 20878

New Listings

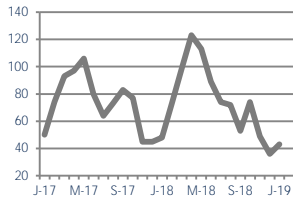
54



Down -4%
Vs. Year Ago

Current Contracts

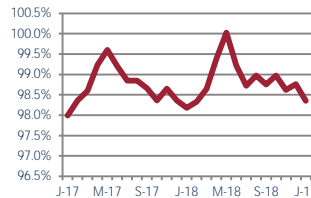
43



Down -10%
Vs. Year Ago

Sold Vs. List Price

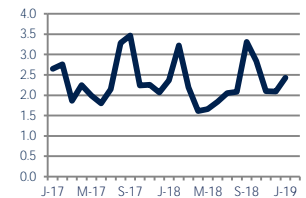
98.4%



No Change
Vs. Year Ago

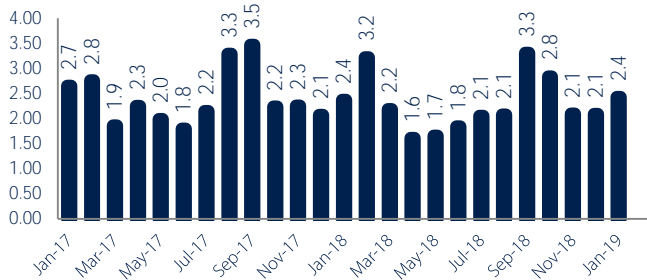
Months of Supply

2.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

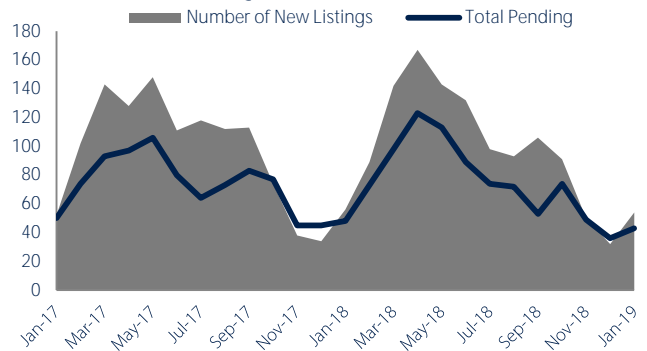
In January, there was 2.4 months of supply available in North Potomac. The amount of supply is similar compared to a year ago.

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.

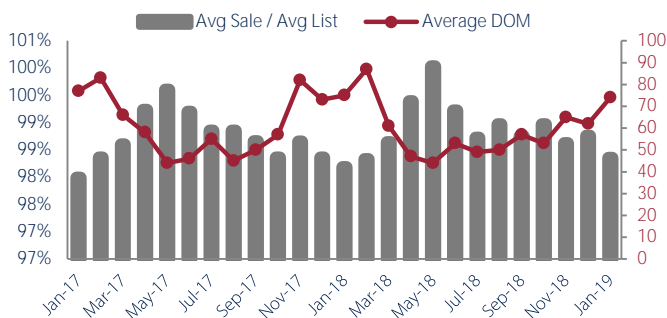
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in North Potomac compared to 56 in January 2018, a decrease of 4%. There were 43 current contracts pending sale this January compared to 48 a year ago. The number of current contracts is 10% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, 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 74, lower than the average last year, which was 75, a decrease of 1%.



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