



The Long & Foster Market Minute™

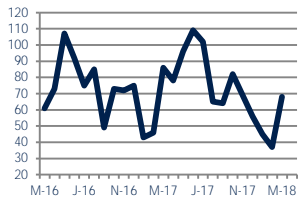
Focus On: North Potomac Housing Market

March 2018

Zip Code(s): 20878

Units Sold

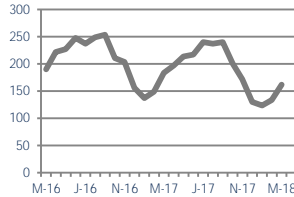
68



Down -21%
Vs. Year Ago

Active Inventory

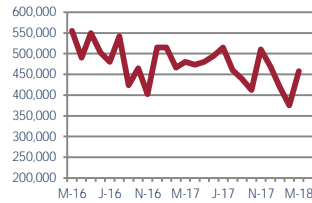
162



Down -12%
Vs. Year Ago

Median Sale Price

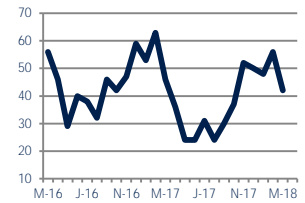
\$457,500



Down -5%
Vs. Year Ago

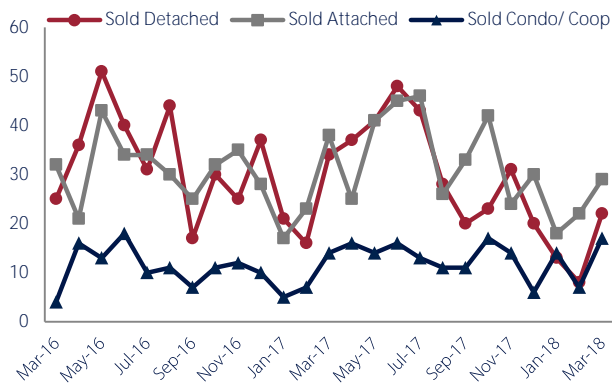
Days On Market

42



Down -9%
Vs. Year Ago

Units Sold*



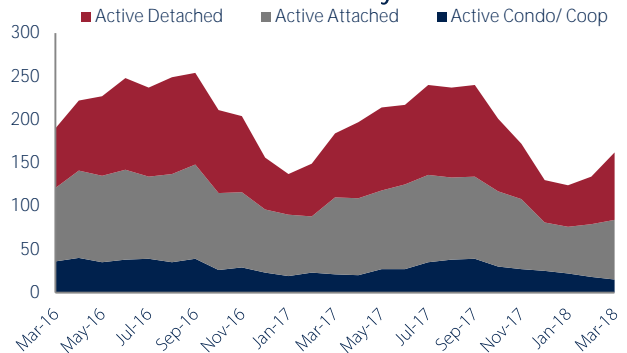
Units Sold

There was an increase in total units sold in March, with 68 sold this month in North Potomac. This month's total units sold was lower than at this time last year.

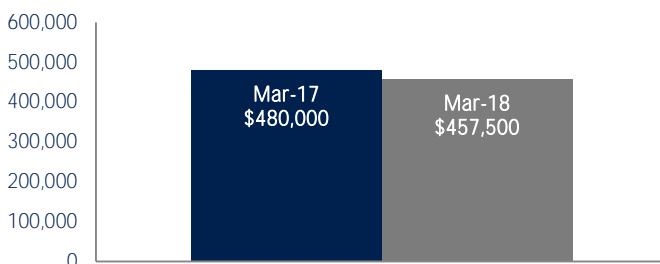
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 12%. The total number of active inventory this March was 162 compared to 184 in March 2017. This month's total of 162 is higher than the previous month's total supply of available inventory of 134, an increase of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for North Potomac Homes was \$480,000. This March, the median sale price was \$457,500, a decrease of 5% or \$22,500 compared to last year. The current median sold price is 22% higher than in February.

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





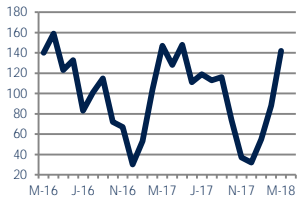
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Zip Code(s): 20878

New Listings

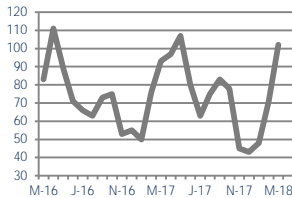
142



Down -3%
Vs. Year Ago

Current Contracts

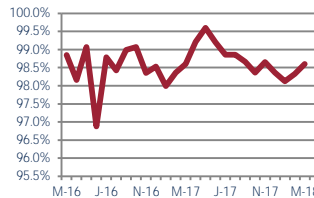
102



Up 10%
Vs. Year Ago

Sold Vs. List Price

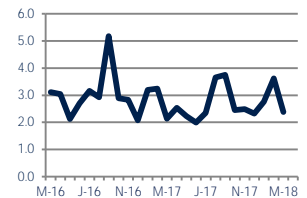
98.6%



No Change
Vs. Year Ago

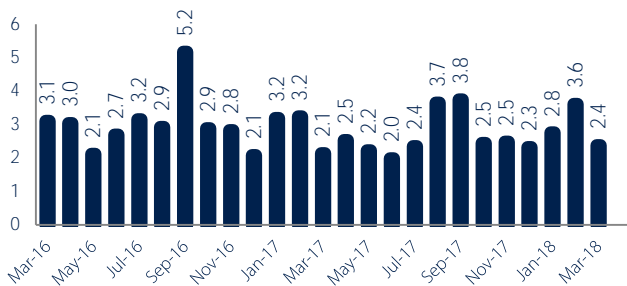
Months of Supply

2.4



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

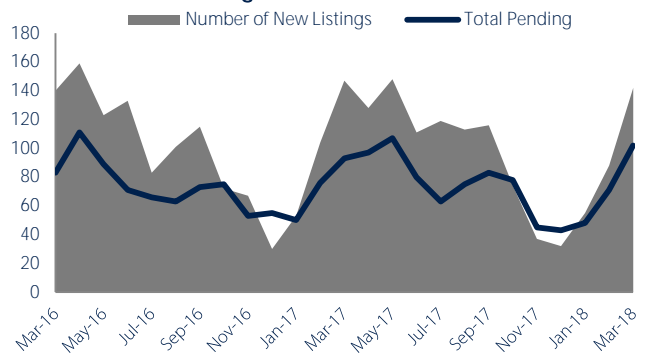
In March, there was 2.4 months of supply available in North Potomac, compared to 2.1 in March 2017. That is an increase of 11% versus a year ago.

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.

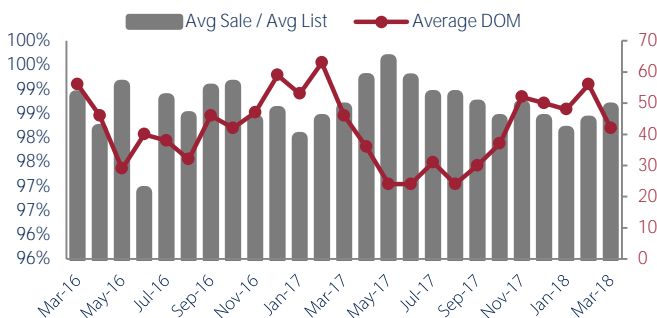
New Listings & Current Contracts

This month there were 142 homes newly listed for sale in North Potomac compared to 147 in March 2017, a decrease of 3%. There were 102 current contracts pending sale this March compared to 93 a year ago. The number of current contracts is 10% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in North Potomac was 98.6% 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 42, lower than the average last year, which was 46, a decrease of 9%.



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