

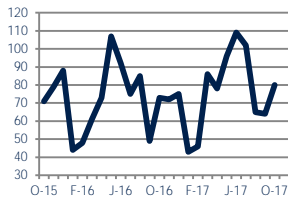
Focus On: North Potomac Housing Market

October 2017

Zip Code(s): 20878

Units Sold

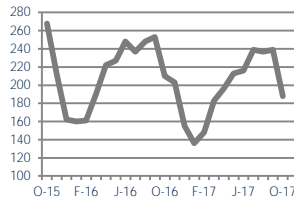
80



Up 10%
Vs. Year Ago

Active Inventory

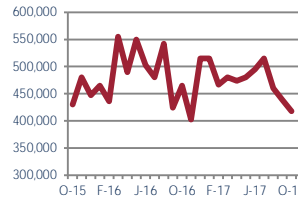
188



Down -10%
Vs. Year Ago

Median Sale Price

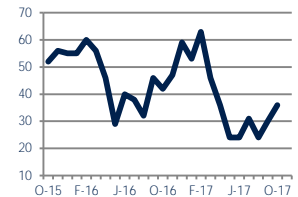
\$417,500



Down -10%
Vs. Year Ago

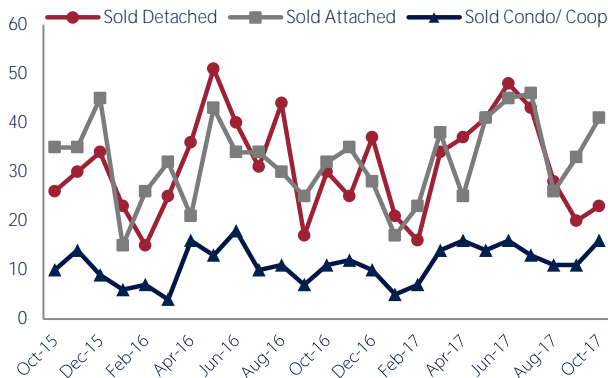
Days On Market

36



Down -14%
Vs. Year Ago

Units Sold*



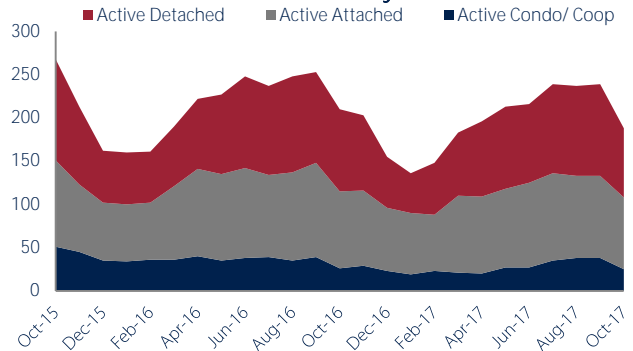
Units Sold

There was an increase in total units sold in October, with 80 sold this month in North Potomac versus 64 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 10% versus October 2016.

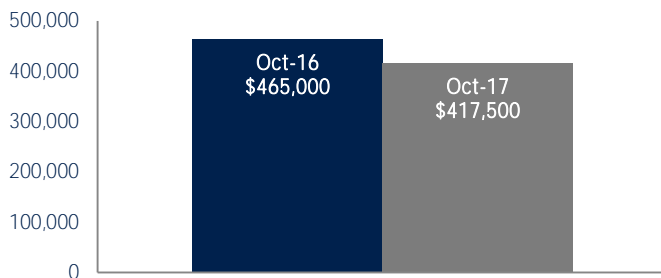
Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 10%. The total number of active inventory this October was 188 compared to 210 in October 2016. This month's total of 188 is lower than the previous month's total supply of available inventory of 239, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for North Potomac Homes was \$465,000. This October, the median sale price was \$417,500, a decrease of 10% or \$47,500 compared to last year. The current median sold price is 5% lower than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

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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.

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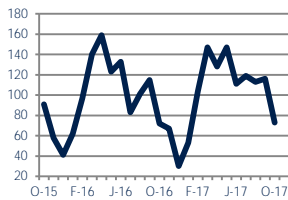
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New Listings

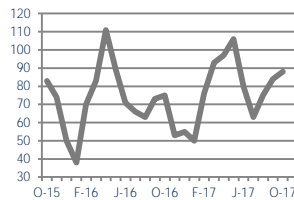
73



Up 1%
Vs. Year Ago

Current Contracts

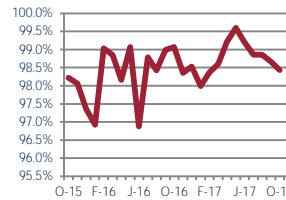
88



Up 17%
Vs. Year Ago

Sold Vs. List Price

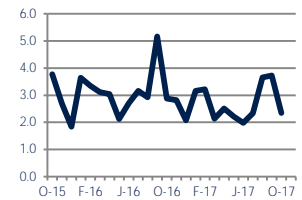
98.4%



Down -0.6%
Vs. Year Ago

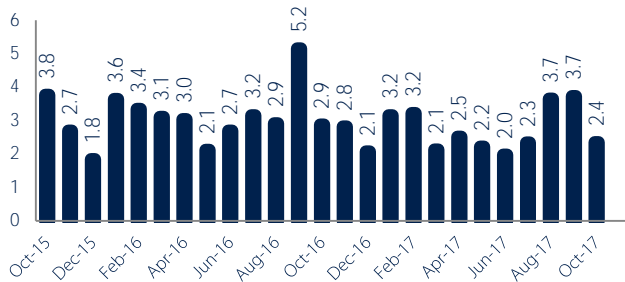
Months of Supply

2.4



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

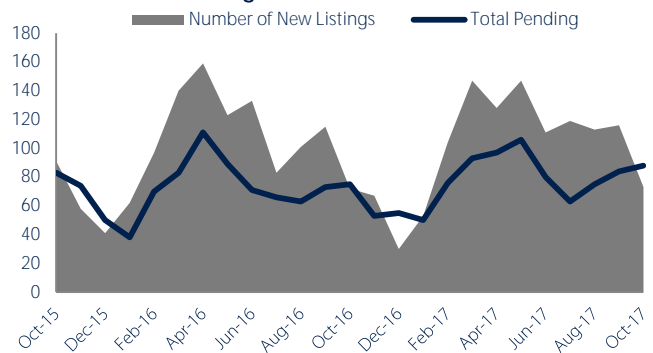
In October, there was 2.4 months of supply available in North Potomac, compared to 2.9 in October 2016. That is a decrease of 18% versus a year ago.

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.

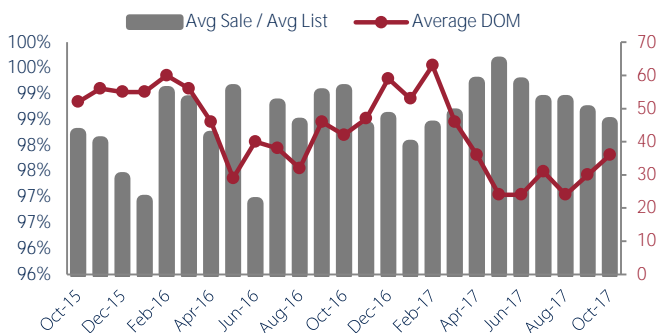
New Listings & Current Contracts

This month there were 73 homes newly listed for sale in North Potomac compared to 72 in October 2016, an increase of 1%. There were 88 current contracts pending sale this October compared to 75 a year ago. The number of current contracts is 17% higher than last October.

New Listings & Current Contracts



Sale Price / List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in North Potomac was 98.4% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 42, a decrease of 14%.