

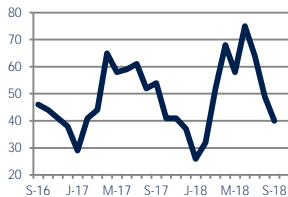
Focus On: Potomac Falls Housing Market

September 2018

Zip Code(s): 20165

Units Sold

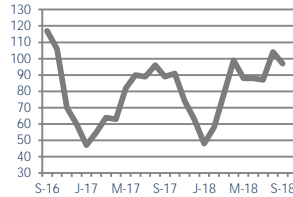
40



Down -26%
Vs. Year Ago

Active Inventory

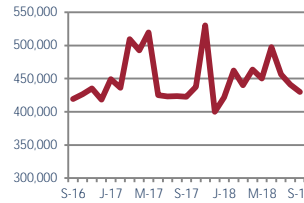
97



Up 9%
Vs. Year Ago

Median Sale Price

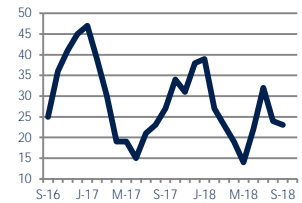
\$430,000



Up 2%
Vs. Year Ago

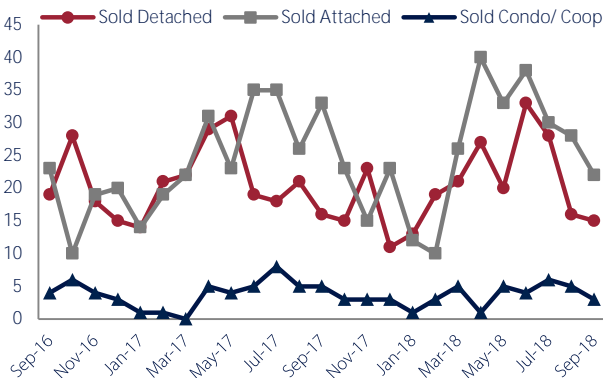
Days On Market

23



Down -15%
Vs. Year Ago

Units Sold*



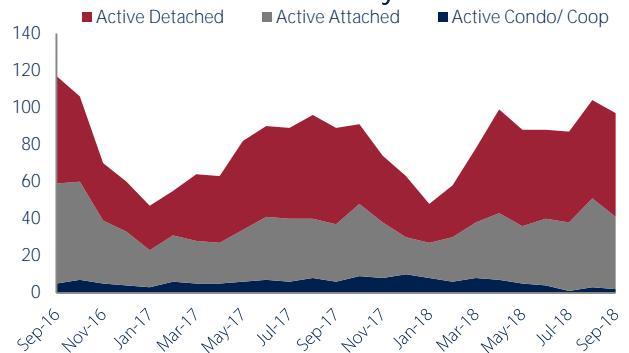
Units Sold

There was a decrease in total units sold in September, with 40 sold this month in Potomac Falls versus 49 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 26% versus September 2017.

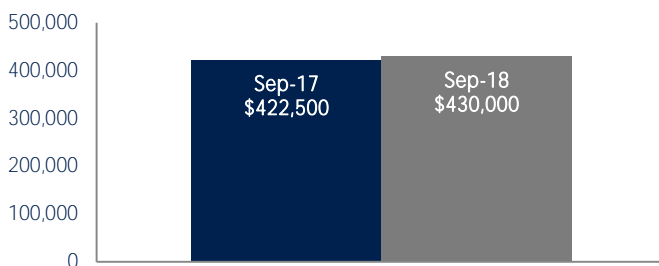
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 9%. The total number of active inventory this September was 97 compared to 89 in September 2017. This month's total of 97 is lower than the previous month's total supply of available inventory of 104, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Potomac Falls Homes was \$422,500. This September, the median sale price was \$430,000, an increase of 2% or \$7,500 compared to last year. The current median sold price is 2% 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.



Potomac Falls are defined as properties listed in zip code/s 20165.

*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.



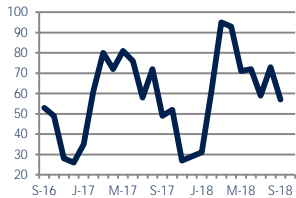
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September 2018

Zip Code(s): 20165

New Listings

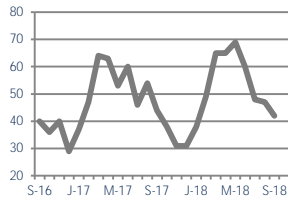
57



Up 16%
Vs. Year Ago

Current Contracts

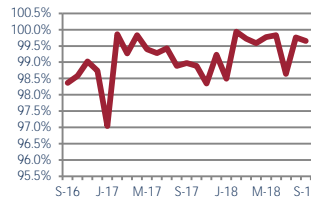
42



Down -5%
Vs. Year Ago

Sold Vs. List Price

99.7%



Up 0.7%
Vs. Year Ago

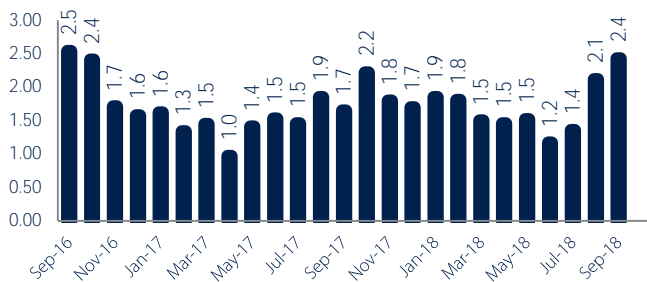
Months of Supply

2.4



Up 47%
Vs. Year Ago

Months Of Supply



Months of Supply

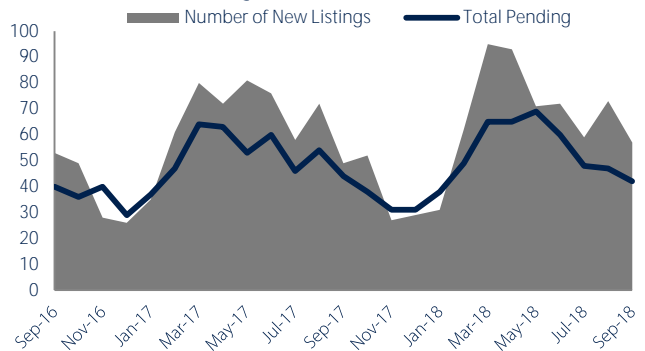
In September, there was 2.4 months of supply available in Potomac Falls, compared to 1.6 in September 2017. That is an increase of 47% versus a year ago.

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.

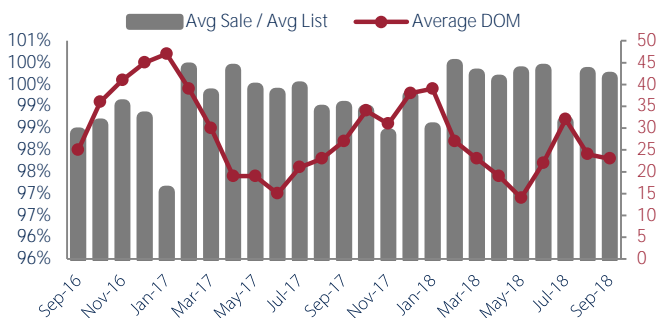
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Potomac Falls compared to 49 in September 2017, an increase of 16%. There were 42 current contracts pending sale this September compared to 44 a year ago. The number of current contracts is 5% 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 Potomac Falls was 99.7% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 27, a decrease of 15%.



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