



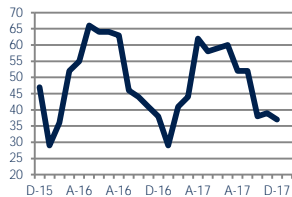
Focus On: Potomac Falls Housing Market

December 2017

Zip Code(s): 20165

Units Sold

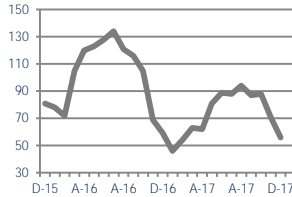
37



Down -3%
Vs. Year Ago

Active Inventory

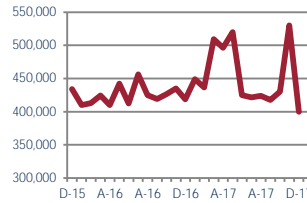
56



Down -5%
Vs. Year Ago

Median Sale Price

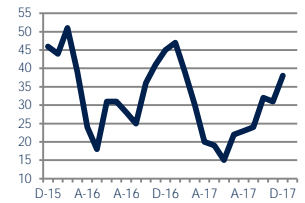
\$400,000



Down -4%
Vs. Year Ago

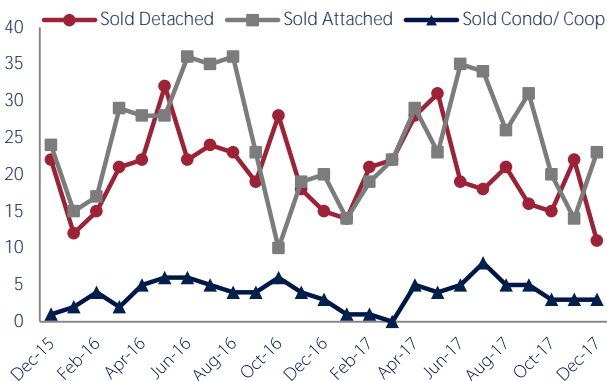
Days On Market

38



Down -16%
Vs. Year Ago

Units Sold*



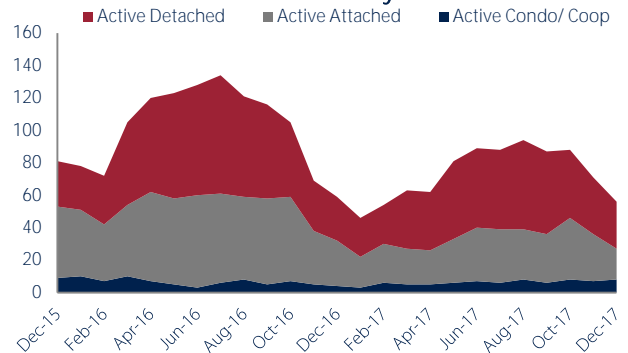
Units Sold

There was a decrease in total units sold in December, with 37 sold this month in Potomac Falls versus 39 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 3% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 5%. The total number of active inventory this December was 56 compared to 59 in December 2016. This month's total of 56 is lower than the previous month's total supply of available inventory of 71, a decrease of 21%.

Active Inventory*

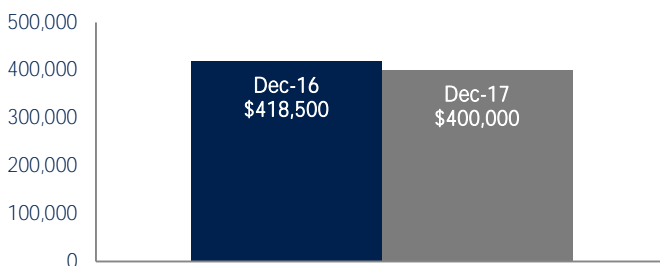


Median Sale Price

Last December, the median sale price for Potomac Falls Homes was \$418,500. This December, the median sale price was \$400,000, a decrease of 4% or \$18,500 compared to last year. The current median sold price is 25% 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.

Median Sale Price



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.

LONG & FOSTER
REAL ESTATE

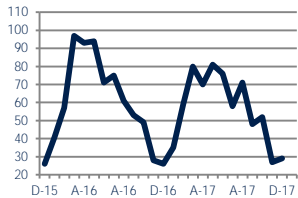
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20165

New Listings

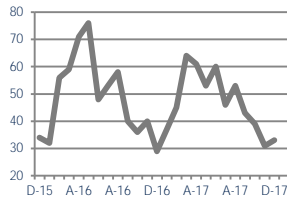
29



Up 12%
Vs. Year Ago

Current Contracts

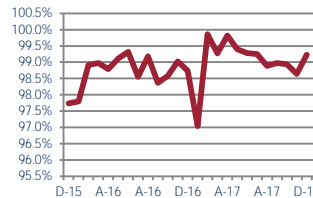
33



Up 14%
Vs. Year Ago

Sold Vs. List Price

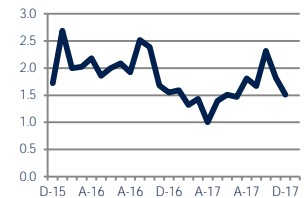
99.2%



No Change
Vs. Year Ago

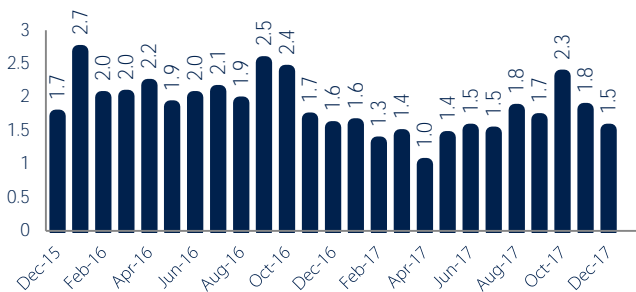
Months of Supply

1.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

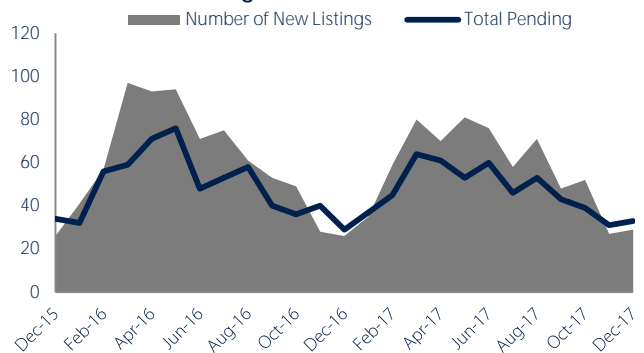
In December, there was 1.5 months of supply available in Potomac Falls. The amount of supply is similar compared to a year ago.

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.

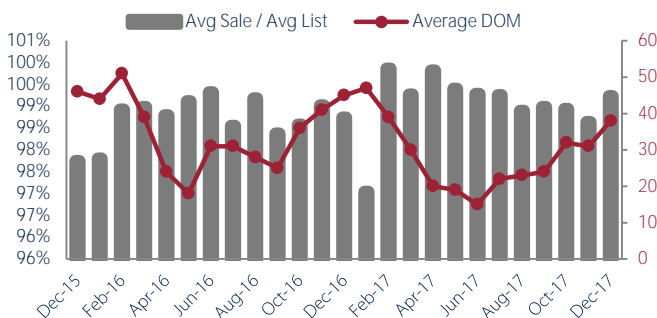
New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Potomac Falls compared to 26 in December 2016, an increase of 12%. There were 33 current contracts pending sale this December compared to 29 a year ago. The number of current contracts is 14% higher 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 Potomac Falls was 99.2% 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 38, lower than the average last year, which was 45, a decrease of 16%.



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