



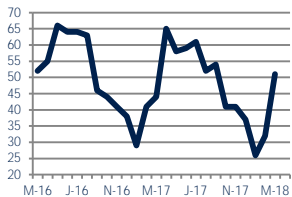
## Focus On: Potomac Falls Housing Market

March 2018

Zip Code(s): 20165

### Units Sold

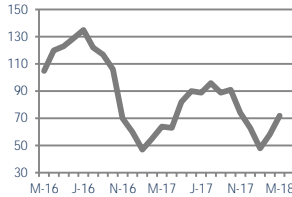
51



Up 16%  
Vs. Year Ago

### Active Inventory

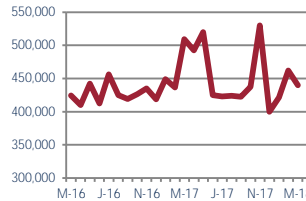
72



Up 13%  
Vs. Year Ago

### Median Sale Price

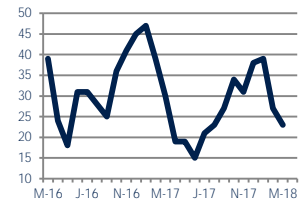
\$440,000



Down -14%  
Vs. Year Ago

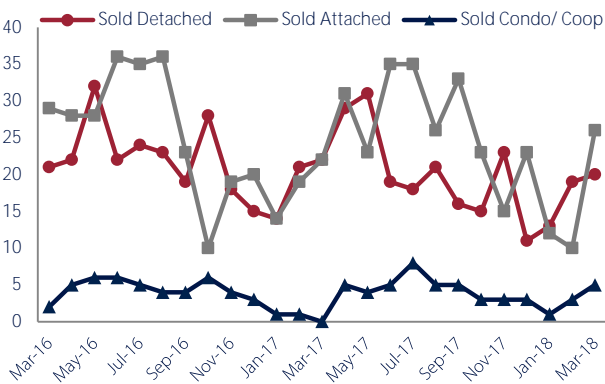
### Days On Market

23



Down -23%  
Vs. Year Ago

### Units Sold\*



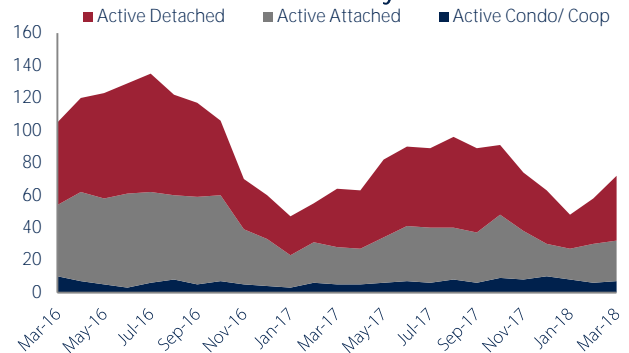
### Units Sold

There was an increase in total units sold in March, with 51 sold this month in Potomac Falls. This month's total units sold was higher than at this time last year.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 13%. The total number of active inventory this March was 72 compared to 64 in March 2017. This month's total of 72 is higher than the previous month's total supply of available inventory of 58, an increase of 24%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for Potomac Falls Homes was \$509,500. This March, the median sale price was \$440,000, a decrease of 14% or \$69,500 compared to last year. The current median sold price is 5% lower 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.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



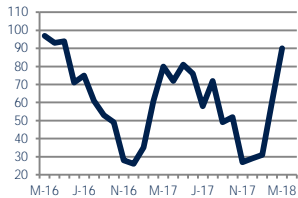
## Focus On: Potomac Falls Housing Market

March 2018

Zip Code(s): 20165

### New Listings

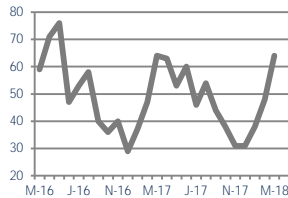
90



Up 13%  
Vs. Year Ago

### Current Contracts

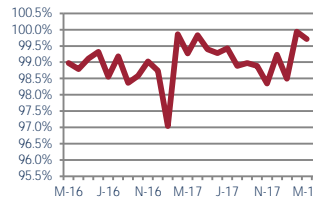
64



No Change  
Vs. Year Ago

### Sold Vs. List Price

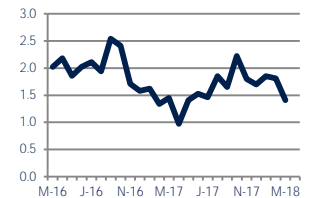
99.7%



No Change  
Vs. Year Ago

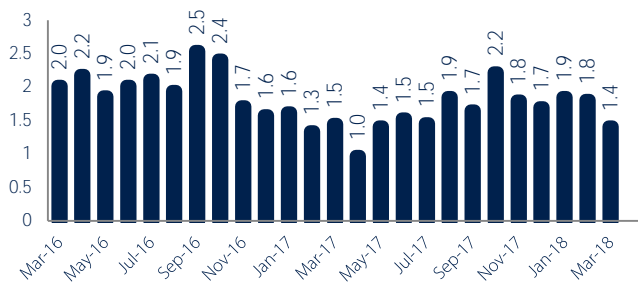
### Months of Supply

1.4



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

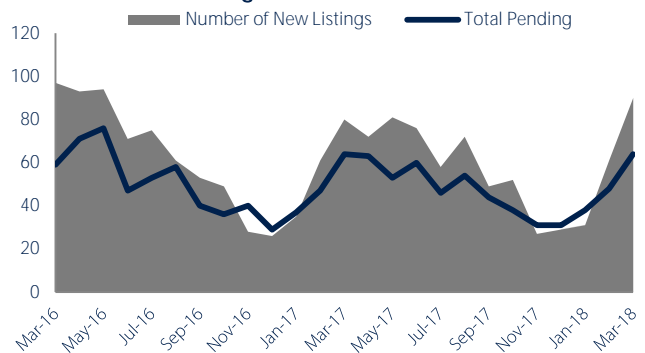
In March, there was 1.4 months of supply available in Potomac Falls. The amount of supply is similar compared to a year ago.

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.

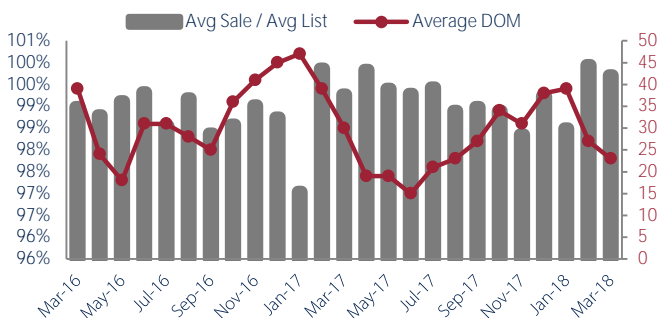
### New Listings & Current Contracts

This month there were 90 homes newly listed for sale in Potomac Falls compared to 80 in March 2017, an increase of 13%. There were 64 current contracts pending sale this March, consistent with the volume a year ago. The number of current contracts is 33% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Potomac Falls was 99.7% 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 23, lower than the average last year, which was 30, a decrease of 23%.



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