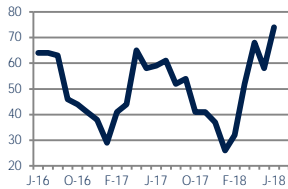


Focus On: Potomac Falls Housing Market

June 2018

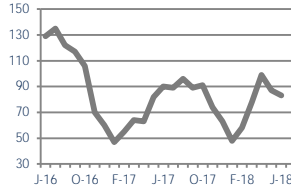
Zip Code(s): 20165

Units Sold
74



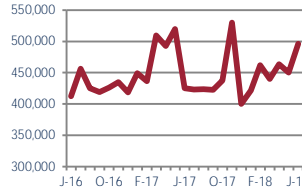
Up 25%
Vs. Year Ago

Active Inventory
83



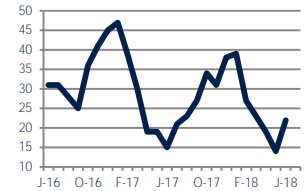
Down -8%
Vs. Year Ago

Median Sale Price
\$496,250



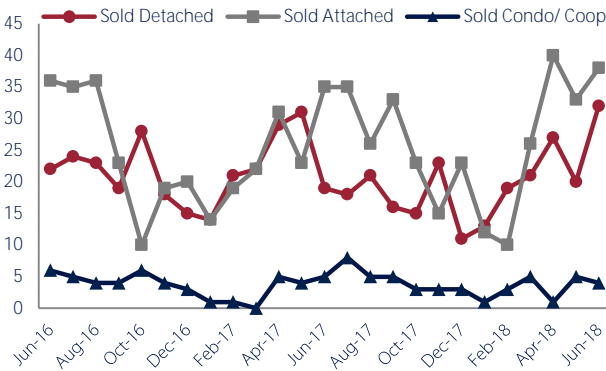
Up 17%
Vs. Year Ago

Days On Market
22



Up 47%
Vs. Year Ago

Units Sold*



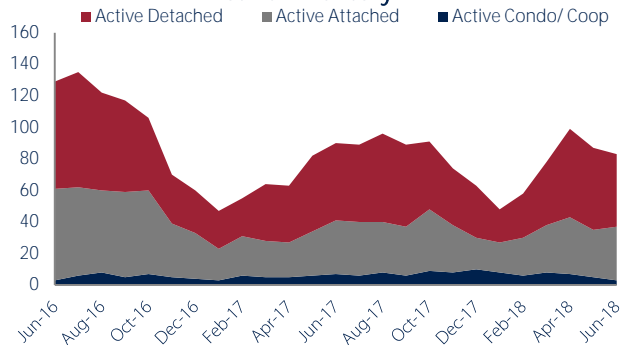
Units Sold

There was an increase in total units sold in June, with 74 sold this month in Potomac Falls versus 58 last month, an increase of 28%. This month's total units sold was higher than at this time last year, an increase of 25% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 8%. The total number of active inventory this June was 83 compared to 90 in June 2017. This month's total of 83 is lower than the previous month's total supply of available inventory of 87, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Potomac Falls Homes was \$425,000. This June, the median sale price was \$496,250, an increase of 17% or \$71,250 compared to last year. The current median sold price is 10% higher than in May.

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





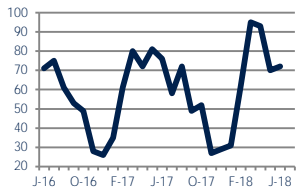
Focus On: Potomac Falls Housing Market

June 2018

Zip Code(s): 20165

New Listings

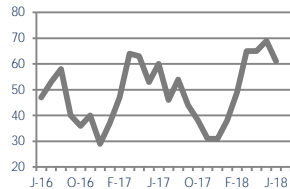
72



Down -5%
Vs. Year Ago

Current Contracts

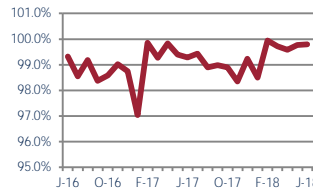
61



Up 2%
Vs. Year Ago

Sold Vs. List Price

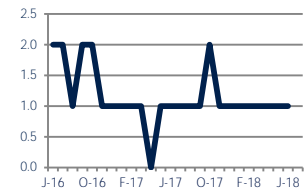
99.8%



Up 0.5%
Vs. Year Ago

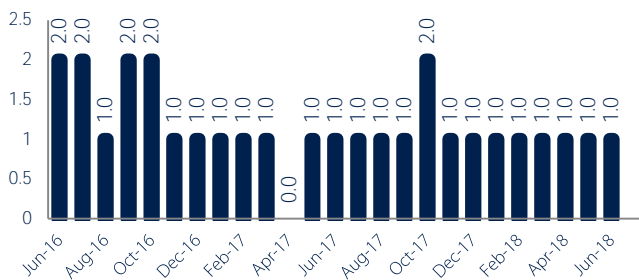
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

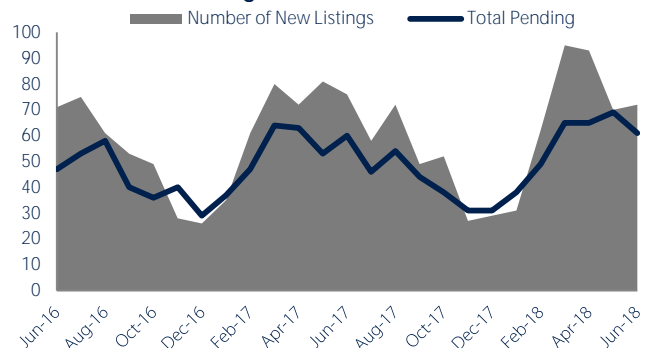
In June, there was 1.1 months of supply available in Potomac Falls, compared to 1.5 in June 2017. That is a decrease of 26% versus a year ago.

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.

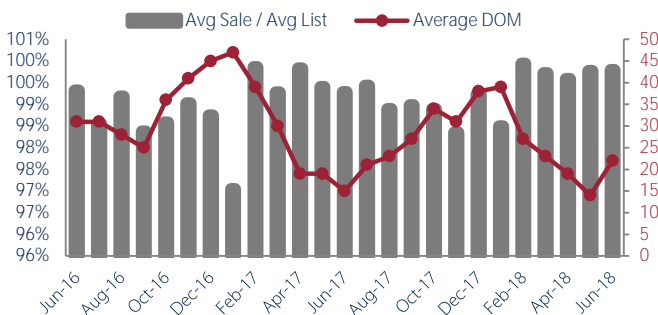
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Potomac Falls compared to 76 in June 2017, a decrease of 5%. There were 61 current contracts pending sale this June compared to 60 a year ago. The number of current contracts is 2% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Potomac Falls was 99.8% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, higher than the average last year, which was 15, an increase of 47%.



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