



The Long & Foster Market Minute™

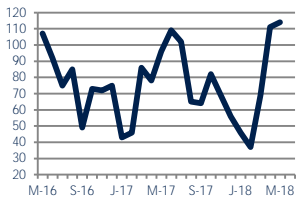
Focus On: North Potomac Housing Market

May 2018

Zip Code(s): 20878

Units Sold

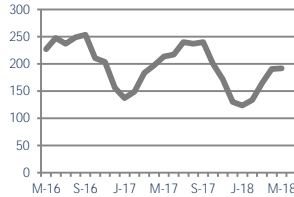
114



Up 19%
Vs. Year Ago

Active Inventory

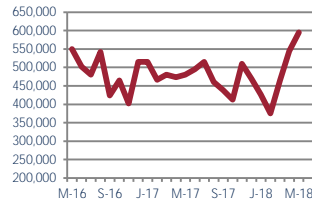
192



Down -10%
Vs. Year Ago

Median Sale Price

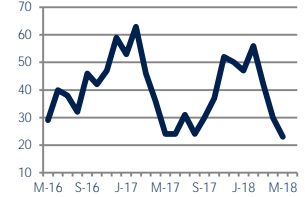
\$594,950



Up 24%
Vs. Year Ago

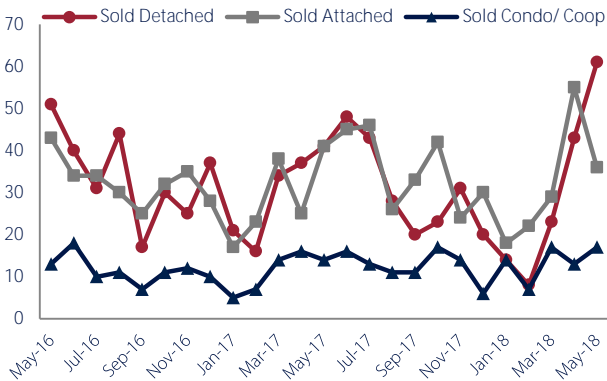
Days On Market

23



Down -4%
Vs. Year Ago

Units Sold*



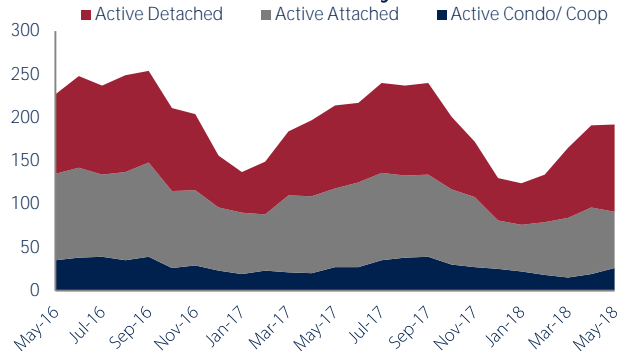
Units Sold

There was an increase in total units sold in May, with 114 sold this month in North Potomac versus 111 last month, an increase of 3%. This month's total units sold was higher than at this time last year, an increase of 19% versus May 2017.

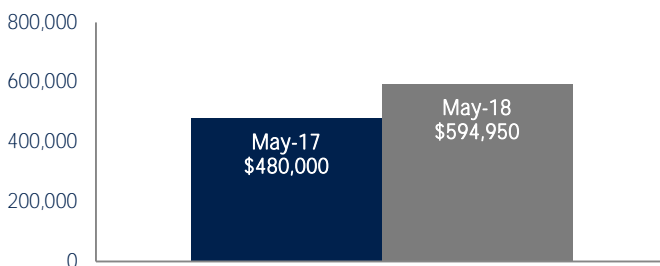
Active Inventory

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 May was 192 compared to 214 in May 2017. This month's total of 192 is higher than the previous month's total supply of available inventory of 191, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for North Potomac Homes was \$480,000. This May, the median sale price was \$594,950, an increase of 24% or \$114,950 compared to last year. The current median sold price is 9% higher than in April.

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

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.

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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INTERNATIONAL REAL ESTATE





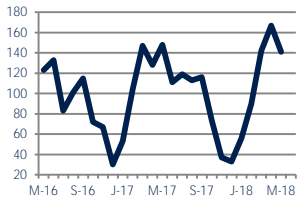
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New Listings

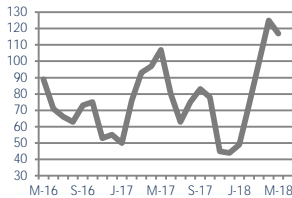
141



Down -5%
Vs. Year Ago

Current Contracts

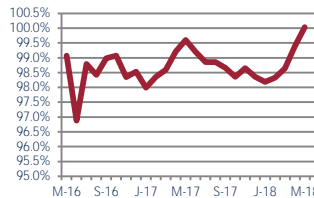
117



Up 9%
Vs. Year Ago

Sold Vs. List Price

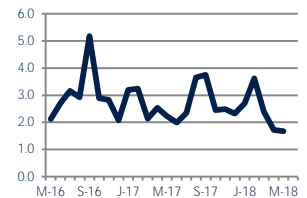
100.0%



No Change
Vs. Year Ago

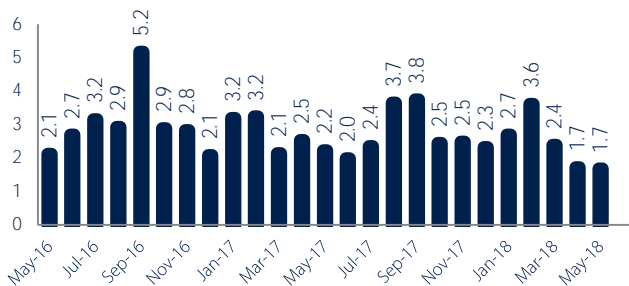
Months of Supply

1.7



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

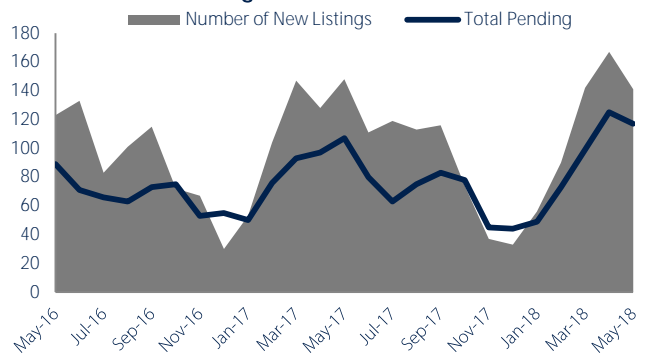
In May, there was 1.7 months of supply available in North Potomac, compared to 2.2 in May 2017. That is a decrease of 24% versus a year ago.

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.

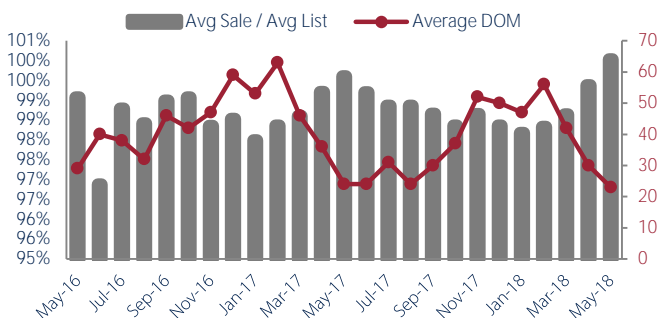
New Listings & Current Contracts

This month there were 141 homes newly listed for sale in North Potomac compared to 148 in May 2017, a decrease of 5%. There were 117 current contracts pending sale this May compared to 107 a year ago. The number of current contracts is 9% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in North Potomac was 100.0% 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 24, a decrease of 4%.



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