



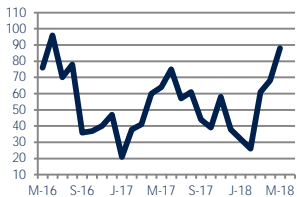
## Focus On: Potomac Housing Market

May 2018

Zip Code(s): 20854

### Units Sold

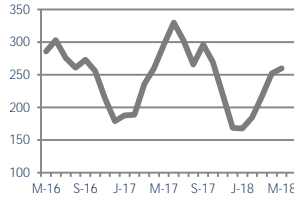
88



Up  
Vs. Year Ago

### Active Inventory

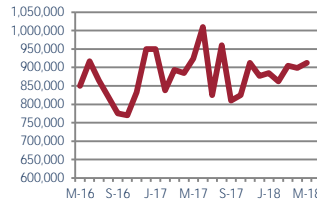
260



Down -12%  
Vs. Year Ago

### Median Sale Price

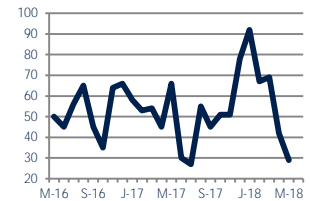
\$912,500



Down -1%  
Vs. Year Ago

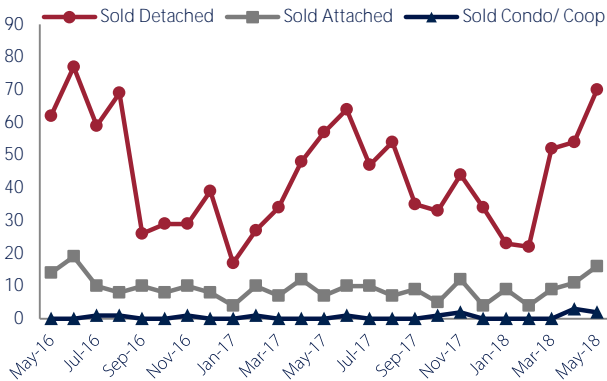
### Days On Market

29



Down -56%  
Vs. Year Ago

### Units Sold\*



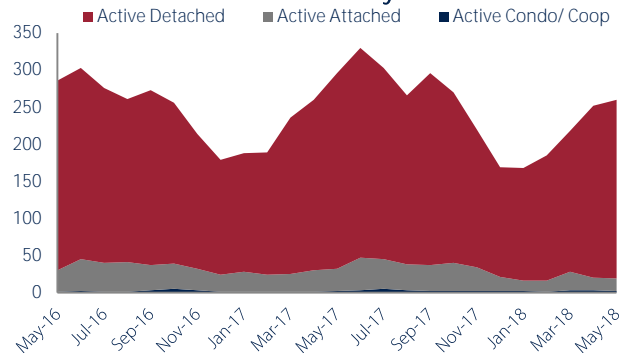
### Units Sold

There was an increase in total units sold in May, with 88 sold this month in Potomac. This month's total units sold was higher than at this time last year.

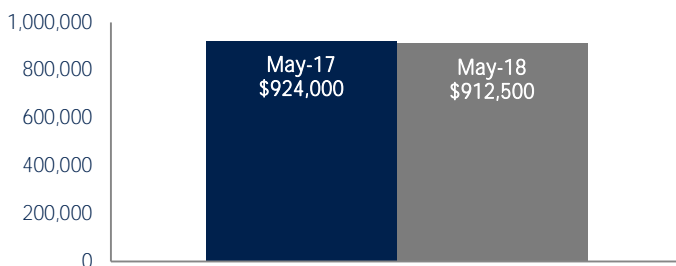
### Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 12%. The total number of active inventory this May was 260 compared to 296 in May 2017. This month's total of 260 is higher than the previous month's total supply of available inventory of 252, an increase of 3%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last May, the median sale price for Potomac Homes was \$924,000. This May, the median sale price was \$912,500, a decrease of 1% or \$11,500 compared to last year. The current median sold price is 2% 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.



Potomac are defined as properties listed in zip code/s 20854.

\*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.



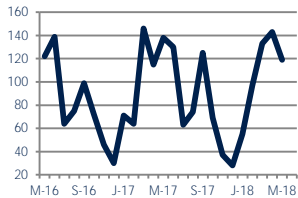
**Focus On:** Potomac Housing Market

May 2018

Zip Code(s): 20854

**New Listings**

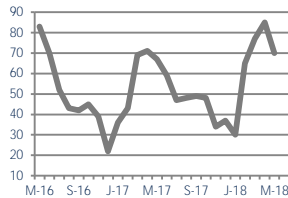
119



**Down -14%**  
Vs. Year Ago

**Current Contracts**

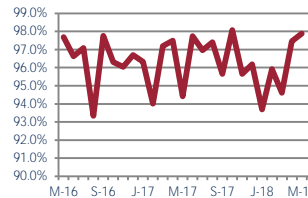
70



**Up 4%**  
Vs. Year Ago

**Sold Vs. List Price**

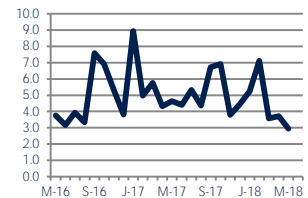
97.9%



**Up 3.7%**  
Vs. Year Ago

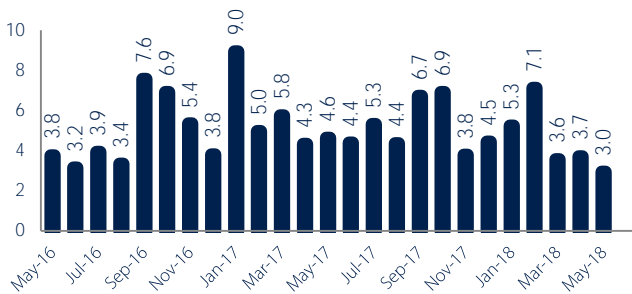
**Months of Supply**

3.0



**Down -36%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

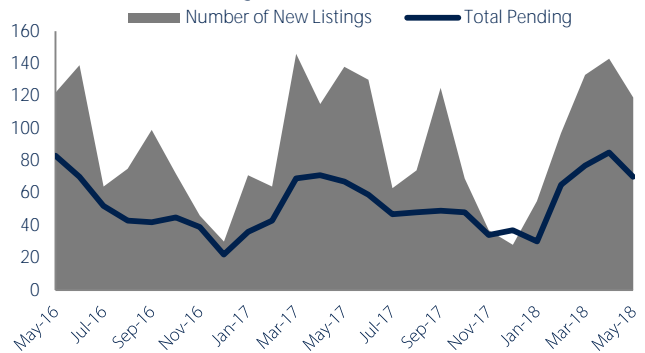
In May, there was 3.0 months of supply available in Potomac, compared to 4.6 in May 2017. That is a decrease of 36% versus a year ago.

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.

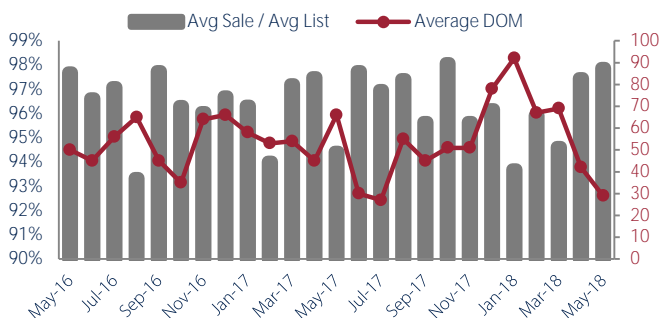
**New Listings & Current Contracts**

This month there were 119 homes newly listed for sale in Potomac compared to 138 in May 2017, a decrease of 14%. There were 70 current contracts pending sale this May compared to 67 a year ago. The number of current contracts is 4% 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 Potomac was 97.9% of the average list price, which is 3.5% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 29, lower than the average last year, which was 66, a decrease of 56%.



Potomac are defined as properties listed in zip code/s 20854.

\*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.

