



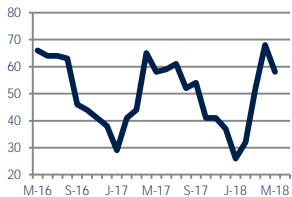
Focus On: Potomac Falls Housing Market

May 2018

Zip Code(s): 20165

Units Sold

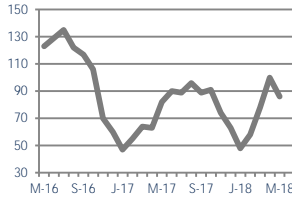
58



No Change
Vs. Year Ago

Active Inventory

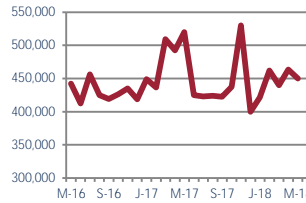
86



Up 5%
Vs. Year Ago

Median Sale Price

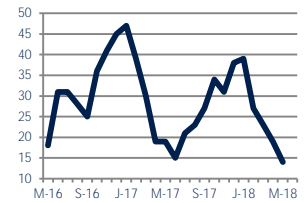
\$450,000



Down -13%
Vs. Year Ago

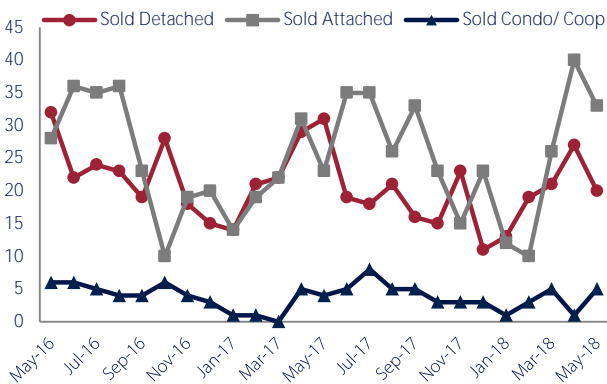
Days On Market

14



Down -26%
Vs. Year Ago

Units Sold*



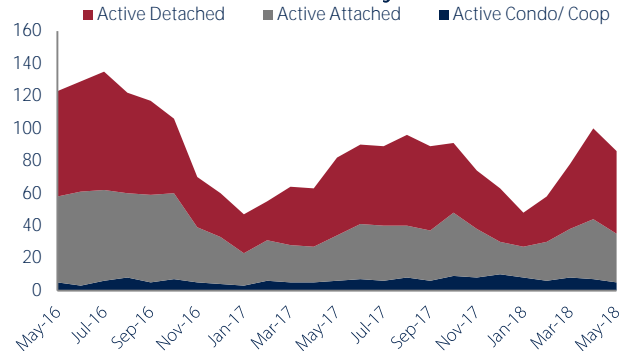
Units Sold

There was a decrease in total units sold in May, with 58 sold this month in Potomac Falls, a decrease of 15%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 5%. The total number of active inventory this May was 86 compared to 82 in May 2017. This month's total of 86 is lower than the previous month's total supply of available inventory of 100, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Potomac Falls Homes was \$519,750. This May, the median sale price was \$450,000, a decrease of 13% or \$69,750 compared to last year. The current median sold price is 3% lower 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 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.



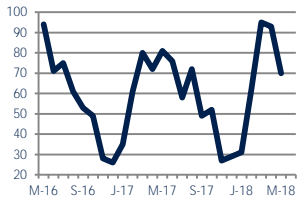
Focus On: Potomac Falls Housing Market

May 2018

Zip Code(s): 20165

New Listings

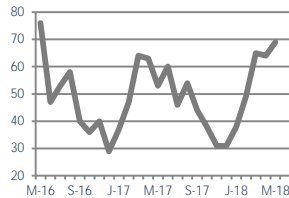
70



Down -14%
Vs. Year Ago

Current Contracts

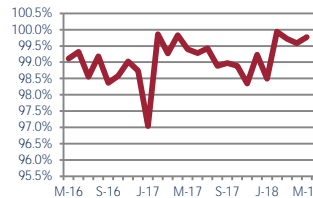
69



Up 30%
Vs. Year Ago

Sold Vs. List Price

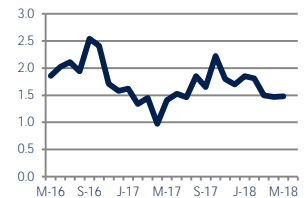
99.8%



No Change
Vs. Year Ago

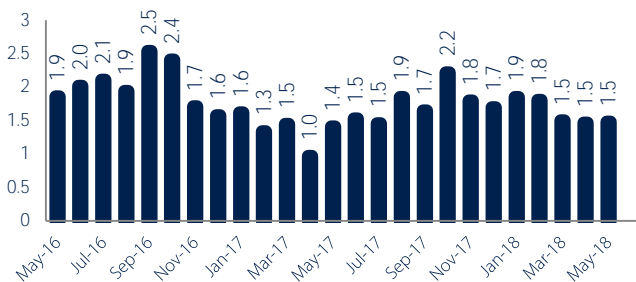
Months of Supply

1.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

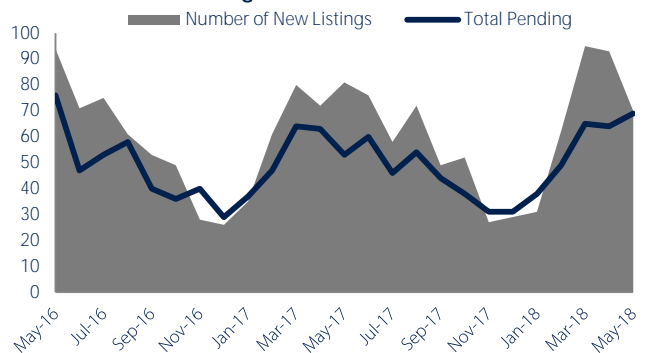
In May, there was 1.5 months of supply available in Potomac Falls. The amount of supply is similar compared to a year ago.

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.

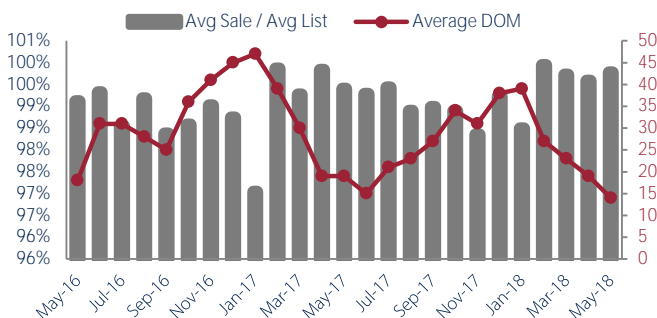
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Potomac Falls compared to 81 in May 2017, a decrease of 14%. There were 69 current contracts pending sale this May compared to 53 a year ago. The number of current contracts is 30% 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 Falls was 99.8% 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 14, lower than the average last year, which was 19, a decrease of 26%.



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