

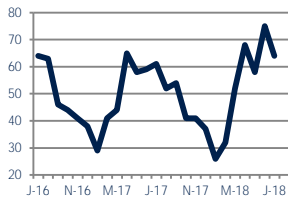
**Focus On:** Potomac Falls Housing Market

July 2018

Zip Code(s): 20165

**Units Sold**

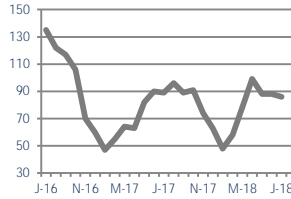
64



**Up 5%**  
Vs. Year Ago

**Active Inventory**

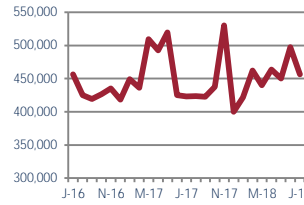
86



**Down -3%**  
Vs. Year Ago

**Median Sale Price**

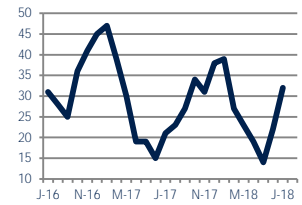
\$456,450



**Up 8%**  
Vs. Year Ago

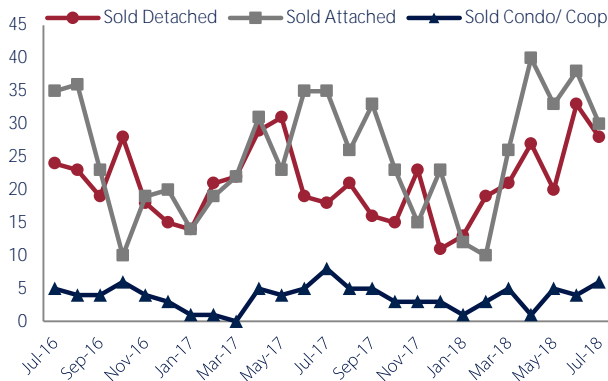
**Days On Market**

32



**Up 52%**  
Vs. Year Ago

**Units Sold\***



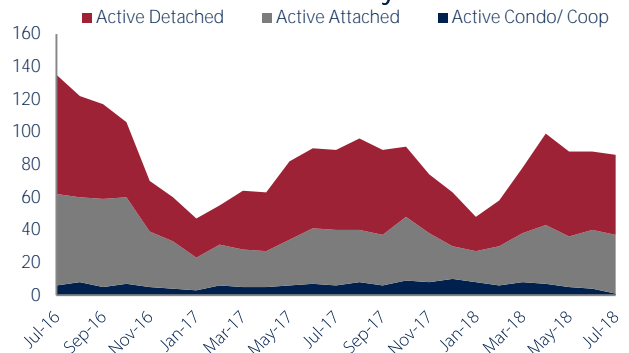
**Units Sold**

There was a decrease in total units sold in July, with 64 sold this month in Potomac Falls versus 75 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 5% versus July 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this July was 86 compared to 89 in July 2017. This month's total of 86 is lower than the previous month's total supply of available inventory of 88, a decrease of 2%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last July, the median sale price for Potomac Falls Homes was \$423,000. This July, the median sale price was \$456,450, an increase of 8% or \$33,450 compared to last year. The current median sold price is 8% lower than in June.

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.



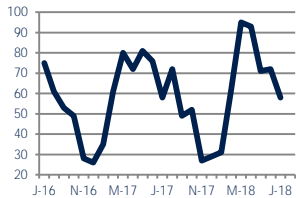
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July 2018

Zip Code(s): 20165

**New Listings**

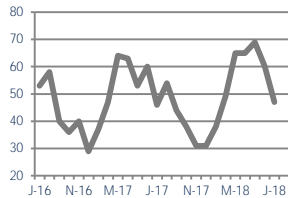
58



No Change  
Vs. Year Ago

**Current Contracts**

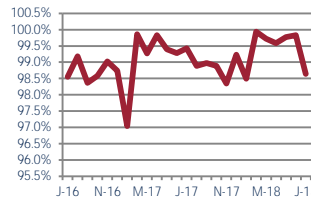
47



Up 2%  
Vs. Year Ago

**Sold Vs. List Price**

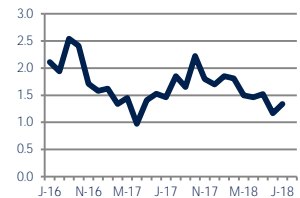
98.6%



Down -0.8%  
Vs. Year Ago

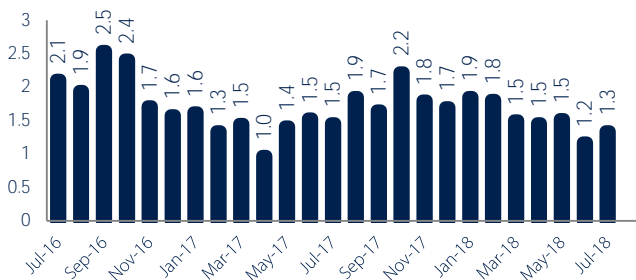
**Months of Supply**

1.3



Down -8%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

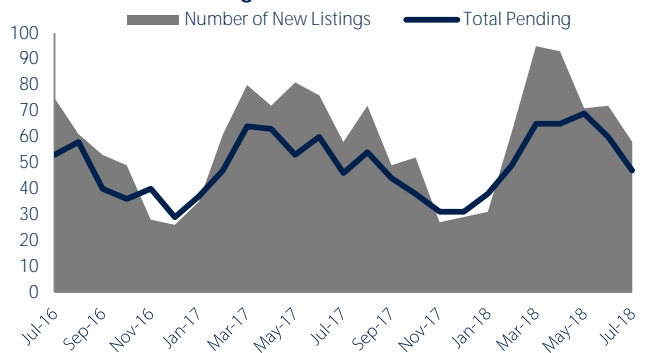
In July, there was 1.3 months of supply available in Potomac Falls, compared to 1.5 in July 2017. That is a decrease of 8% versus a year ago.

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.

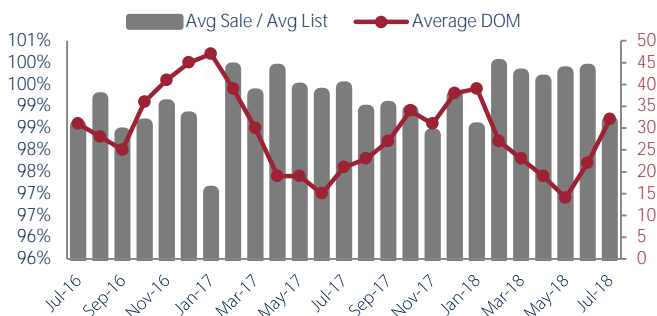
**New Listings & Current Contracts**

This month there were 58 homes newly listed for sale in Potomac Falls, which is similar to the amount in July 2017. There were 47 current contracts pending sale this July compared to 46 a year ago. The number of current contracts is 2% higher than last July.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In July, the average sale price in Potomac Falls was 98.6% of the average list price, which is 0.8% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 32, higher than the average last year, which was 21, an increase of 52%.



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