



# The Long & Foster Market Minute™

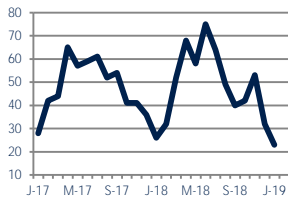
Focus On: Potomac Falls Housing Market

January 2019

Zip Code(s): 20165

## Units Sold

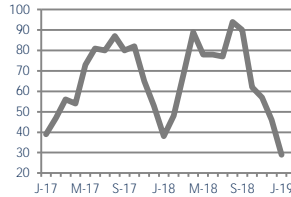
23



Down -12%  
Vs. Year Ago

## Active Inventory

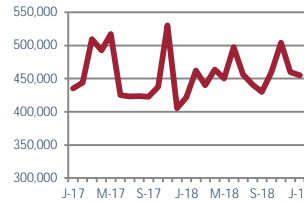
29



Down -24%  
Vs. Year Ago

## Median Sale Price

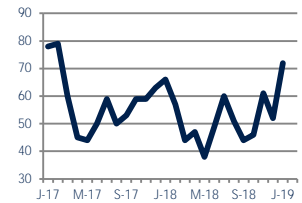
\$455,000



Up 8%  
Vs. Year Ago

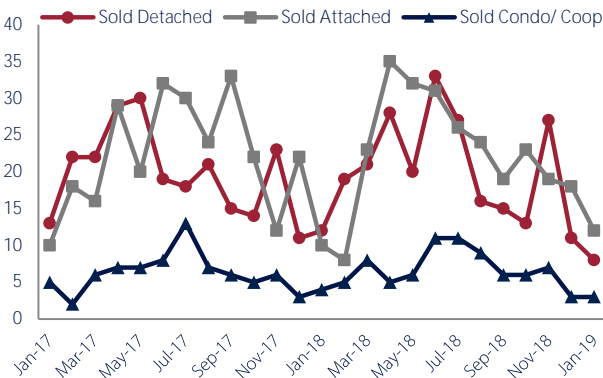
## Days On Market

72



Up 9%  
Vs. Year Ago

### Units Sold\*



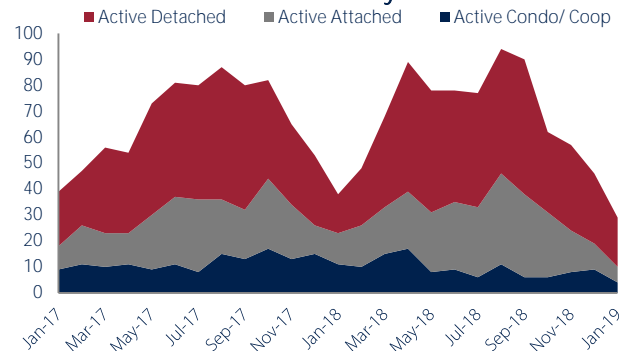
## Units Sold

There was a decrease in total units sold in January, with 23 sold this month in Potomac Falls versus 32 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 12% versus January 2018.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 24%. The total number of active inventory this January was 29 compared to 38 in January 2018. This month's total of 29 is lower than the previous month's total supply of available inventory of 46, a decrease of 37%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Potomac Falls Homes was \$421,500. This January, the median sale price was \$455,000, an increase of 8% or \$33,500 compared to last year. The current median sold price is 1% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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INTERNATIONAL REAL ESTATE



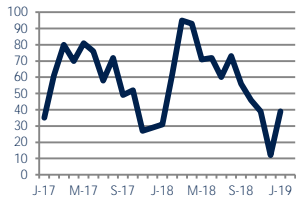
**Focus On:** Potomac Falls Housing Market

January 2019

Zip Code(s): 20165

**New Listings**

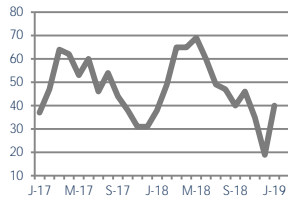
39



Up 26%  
Vs. Year Ago

**Current Contracts**

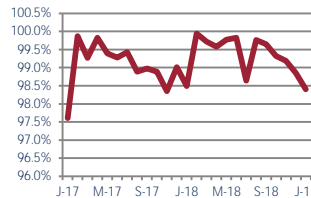
40



Up 5%  
Vs. Year Ago

**Sold Vs. List Price**

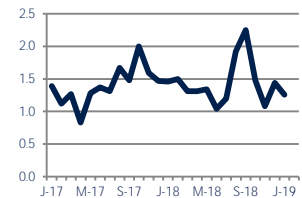
98.4%



No Change  
Vs. Year Ago

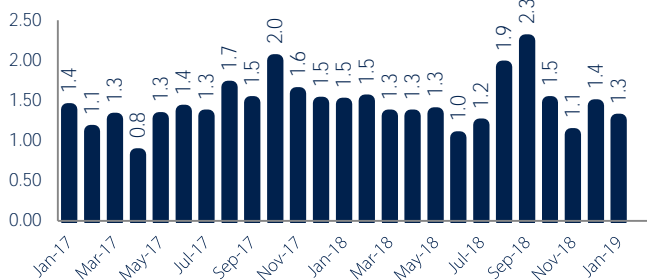
**Months of Supply**

1.3



Down -14%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

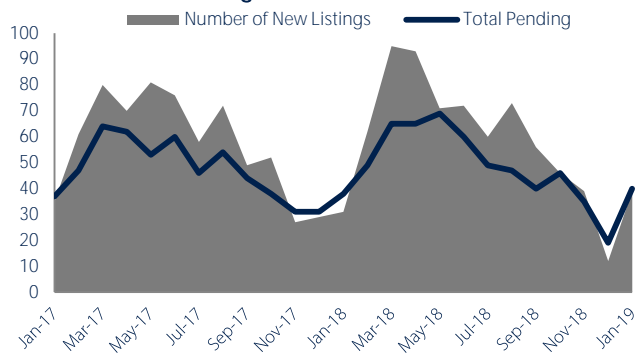
In January, there was 1.3 months of supply available in Potomac Falls, compared to 1.5 in January 2018. That is a decrease of 14% versus a year ago.

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.

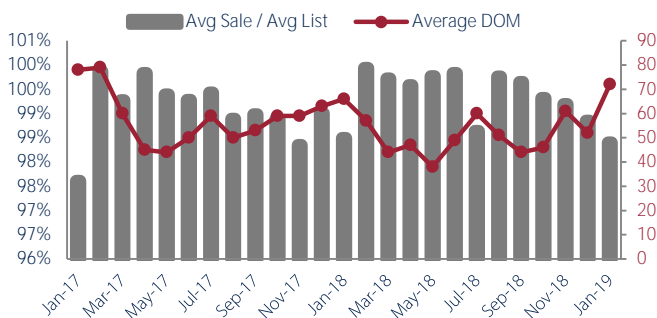
**New Listings & Current Contracts**

This month there were 39 homes newly listed for sale in Potomac Falls compared to 31 in January 2018, an increase of 26%. There were 40 current contracts pending sale this January compared to 38 a year ago. The number of current contracts is 5% higher than last January.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Potomac Falls was 98.4% 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 72, higher than the average last year, which was 66, an increase of 9%.



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