



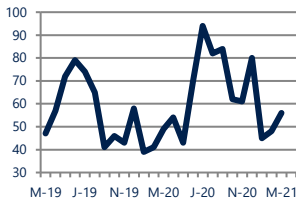
Focus On: Potomac Housing Market

March 2021

Zip Code(s): 20854

Units Sold

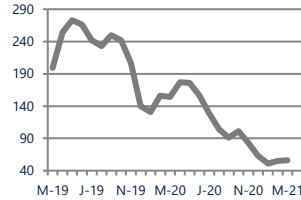
56



Up 14%
Vs. Year Ago

Active Inventory

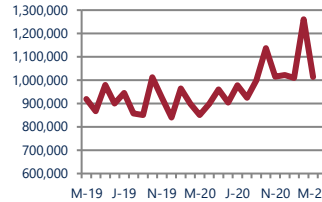
56



Down -64%
Vs. Year Ago

Median Sale Price

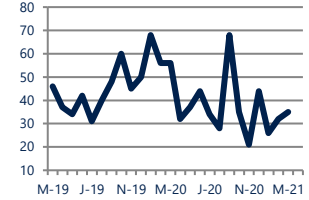
\$1,014,250



Up 19%
Vs. Year Ago

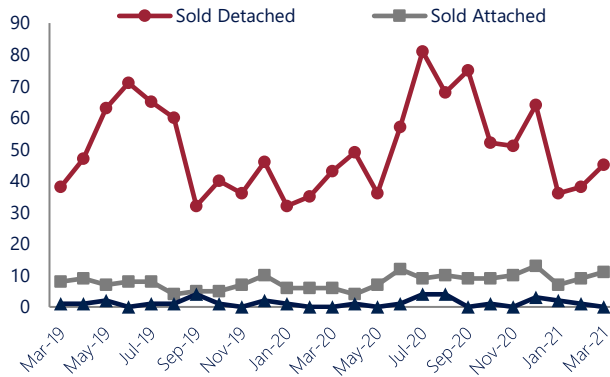
Days On Market

35



Down -38%
Vs. Year Ago

Units Sold*



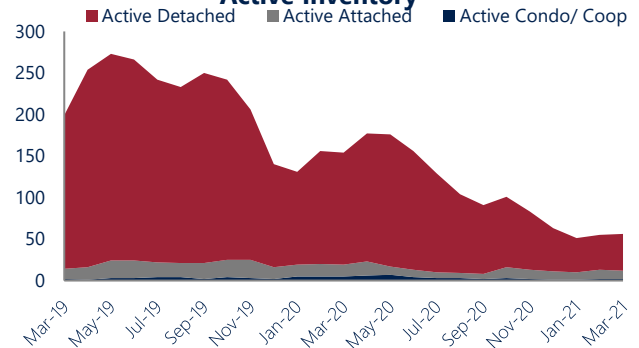
Units Sold

There was an increase in total units sold in March, with 56 sold this month in Potomac versus 48 last month, an increase of 17%. This month's total units sold was higher than at this time last year, an increase of 14% versus March 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 98 units or 64%. The total number of active inventory this March was 56 compared to 154 in March 2020. This month's total of 56 is higher than the previous month's total supply of available inventory of 55, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Potomac Homes was \$850,000. This March, the median sale price was \$1,014,250, an increase of 19% or \$164,250 compared to last year. The current median sold price is 20% lower than in February.

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 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.





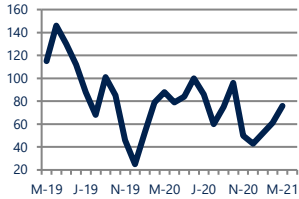
Focus On: Potomac Housing Market

March 2021

Zip Code(s): 20854

New Listings

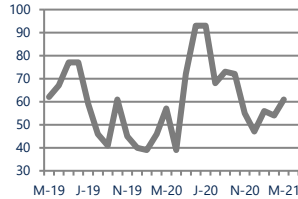
76



Down -14%
Vs. Year Ago

Current Contracts

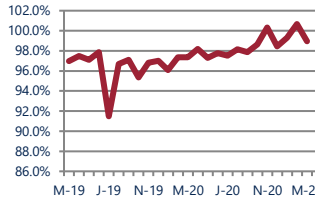
61



Up 7%
Vs. Year Ago

Sold Vs. List Price

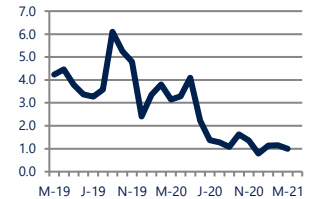
99.0%



Up 1.6%
Vs. Year Ago

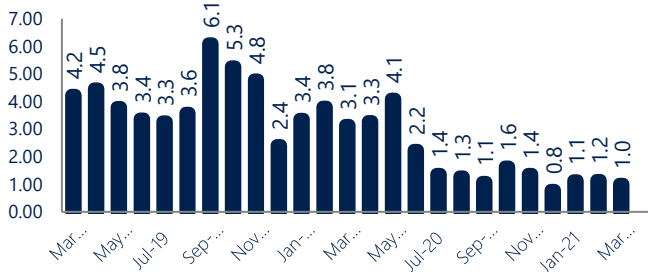
Months of Supply

1.0



Down -68%
Vs. Year Ago

Months Of Supply



Months of Supply

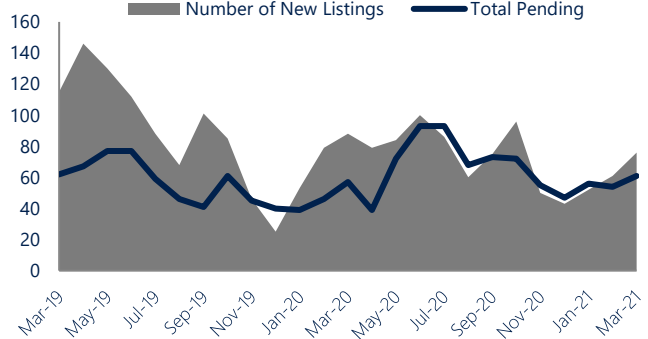
In March, there was 1.0 months of supply available in Potomac, compared to 3.1 in March 2020. That is a decrease of 68% versus a year ago.

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.

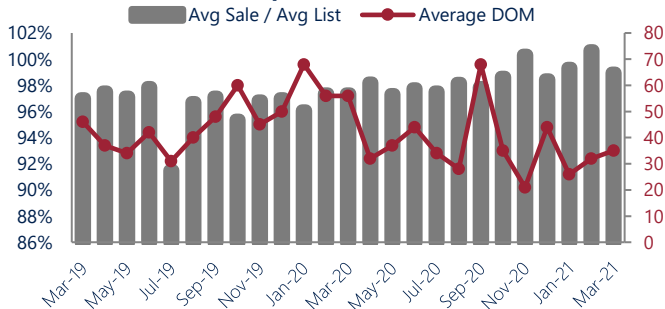
New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Potomac compared to 88 in March 2020, a decrease of 14%. There were 61 current contracts pending sale this March compared to 57 a year ago. The number of current contracts is 7% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Potomac was 99.0% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 56, a decrease of 38%.

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 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.

