January 2018
20854, Potomac, MD

## Sold Summary

|  | Jan 2018 | Jan 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 30,367,265$ | $\$ 17,227,500$ | $76.27 \%$ |
| Avg Sold Price | $\$ 979,589$ | $\$ 906,711$ | $8.04 \%$ |
| Median Sold Price | $\$ 875,000$ | $\$ 880,000$ | $-0.57 \%$ |
| Units Sold | 31 | 19 | $63.16 \%$ |
| Avg Days on Market | 93 | 59 | $57.63 \%$ |
| Avg List Price for Solds | $\$ 1,046,138$ | $\$ 946,284$ | $10.55 \%$ |
| Avg SP to OLP Ratio | $91.1 \%$ | $93.8 \%$ | $-2.90 \%$ |
| Ratio of Avg SP to Avg OLP | $89.9 \%$ | $93.2 \%$ | $-3.57 \%$ |
| Attached Avg Sold Price | $\$ 704,807$ | $\$ 704,000$ | $0.11 \%$ |
| Detached Avg Sold Price | $\$ 1,092,000$ | $\$ 960,767$ | $13.66 \%$ |
| Attached Units Sold | 9 | 4 | $125.00 \%$ |
| Detached Units Sold | 22 | 15 | $46.67 \%$ |
|  |  |  |  |

## Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

|  | Jan 2018 | Jan 2017 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 144 | 168 | $-14.29 \%$ |
| New Listings | 53 | 69 | $-23.19 \%$ |
| New Under Contracts | 16 | 20 | $-20.00 \%$ |
| New Contingents | 20 | 19 | $5.26 \%$ |
| New Pendings | 36 | 39 | $-7.69 \%$ |
| All Pendings | 58 | 61 | $-4.92 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 7 |
| Conventional | 22 |
| FHA | 0 |
| Other | 3 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :--- |
| 1 to 10 | 2 |
| 11 to 20 | 1 |
| 21 to 30 | 3 |
| 31 to 60 | 6 |
| 61 to 90 | 4 |
| 91 to 120 | 4 |
| 121 to 180 | 3 |
| 181 to 360 | 0 |
| 361 to 720 |  |
| $721+$ |  |

## Sold Detail

| Price Ranges | Residential |  |  |  |  |  | Condo/Coop | Active Listings |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2 or Less BR |  | 3 BR |  | 4 or More BR |  | All <br> Attached | Residential |  | Condo/Coop <br> Attached |
|  | Detached | Attached/TH | Detached | Attached/TH | Detached | Attached/TH |  | Detached | Attached/TH |  |
| < \$50,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$300K to \$399,999 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 8 | 1 | 0 | 6 | 1 | 0 |
| \$800K to \$999,999 | 1 | 1 | 0 | 1 | 3 | 1 | 0 | 12 | 2 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 9 | 1 | 0 | 77 | 7 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 30 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 6 | 0 | 0 |
| Total | 1 | 1 | 0 | 5 | 21 | 3 | 0 | 132 | 10 | 2 |
| Avg Sold Price | \$875,000 | \$950,000 | \$0 | \$536,252 | \$1,102,333 | \$904,000 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$0 | \$0 | \$0 | \$622,000 | \$960,767 | \$950,000 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 0.00\% | -13.79\% | 14.73\% | -4.84\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 0 | 0 | 0 | 3 | 15 | 1 | 0 |  |  |  |

