January 2019
20854, Potomac, MD

## Sold Summary

|  | Jan 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Sold Dollar Volume | $\$ 25,502,938$ | $\$ 30,367,265$ | $-16.02 \%$ |
| Avg Sold Price | $\$ 1,062,622$ | $\$ 979,589$ | $8.48 \%$ |
| Median Sold Price | $\$ 880,000$ | $\$ 875,000$ | $0.57 \%$ |
| Units Sold | 24 | 31 | $-22.58 \%$ |
| Avg Days on Market | 117 | 93 | $25.81 \%$ |
| Avg List Price for Solds | $\$ 1,096,539$ | $\$ 1,046,138$ | $4.82 \%$ |
| Avg SP to OLP Ratio | $92.7 \%$ | $91.1 \%$ | $1.72 \%$ |
| Ratio of Avg SP to Avg OLP | $92.3 \%$ | $89.9 \%$ | $2.75 \%$ |
| Attached Avg Sold Price | $\$ 719,500$ | $\$ 704,807$ | $2.08 \%$ |
| Detached Avg Sold Price | $\$ 1,131,247$ | $\$ 1,092,000$ | $3.59 \%$ |
| Attached Units Sold | 4 | 9 | $-55.56 \%$ |
| Detached Units Sold | 20 | 22 | $-9.09 \%$ |
|  |  |  |  |

## 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 2019 | Jan 2018 | \% Change |
| :--- | :---: | :---: | :---: |
| Active Listings | 135 | 144 | $-6.25 \%$ |
| New Listings | 56 | 53 | $5.66 \%$ |
| New Under Contracts | 13 | 16 | $-18.75 \%$ |
| New Contingents | 19 | 20 | $-5.00 \%$ |
| New Pendings | 32 | 36 | $-11.11 \%$ |
| All Pendings | 57 | 58 | $-1.72 \%$ |

## Financing (Sold)

| Assumption | 0 |
| :--- | :---: |
| Cash | 3 |
| Conventional | 18 |
| FHA | 1 |
| Other | 2 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| 0 | 0 |
| :--- | :--- |
| 1 to 10 | 2 |
| 11 to 20 | 1 |
| 21 to 30 | 0 |
| 31 to 60 | 8 |
| 61 to 90 | 1 |
| 91 to 120 | 3 |
| 121 to 180 | 3 |
| 181 to 360 | 2 |
| 361 to 720 | 2 |
| $721+$ |  |

## 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 | 0 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 2 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 2 | 6 | 1 | 0 | 10 | 2 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 1 | 2 | 0 | 0 | 14 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 11 | 0 | 0 | 78 | 3 | 1 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 17 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 5 | 0 | 0 |
| Total | 0 | 0 | 0 | 3 | 20 | 1 | 0 | 125 | 8 | 2 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$747,667 | \$1,131,247 | \$635,000 | \$0 |  |  |  |
| Prev Year - Avg Sold Price | \$875,000 | \$950,000 | \$0 | \$536,252 | \$1,102,333 | \$904,000 | \$0 |  |  |  |
| Avg Sold \% Change | 0.00\% | 0.00\% | 0.00\% | 39.42\% | 2.62\% | -29.76\% | 0.00\% |  |  |  |
| Prev Year - \# of Solds | 1 | 1 | 0 | 5 | 21 | 3 | 0 |  |  |  |

