All Home Types Detached Attached/Townhouse Condo & Coop

Local Market Insight

Potomac, MD



Presented by **Charles Chapman RE/MAX Realty Services** Email: Charlie@TheEncoreTeam.Net Work Phone: 240-403-0400 Mobile Phone: 240-351-8214 Web: www.SilverSpringHomeFinder.com

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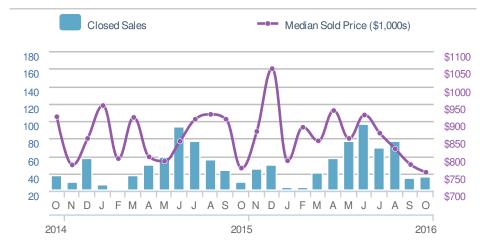
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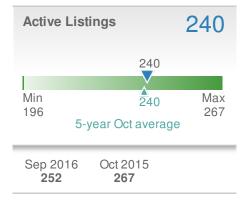
New L	istings		71
-28.3% from Sep 2016: 99		+-15.5% from Oct 2015: 84	
YTD	2016 979	2015 966	+/- 1.3%
5-year Oct average: 75			

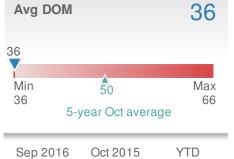




Median Sold Price		\$753,	500
-2.8% from Sep 2016: \$775,000		from Oc \$765,	t 2015:
YTD	2016 \$837,600	2015 \$849,000	+/- -1.3%
5-year Oct average: \$817,800			







42

55

46



Potomac, MD - Detached

New Listings 58 ➡-29.3% ►-19.4% from Sep 2016: from Oct 2015: 82 72 YTD 2016 2015 +/-0.4% 816 819 5-year Oct average: 62

1	4 7%	- -1	1.4%
-	ep 2016:	from C	oct 2015: 4
YTD	2016	2015	+/-
	519	498	4.2%

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Close	d Sales		28
	12.0% Sep 2016: 25	from C	6.7% oct 2015: 4
YTD	2016 450	2015 398	+/- 13.1%
5-year	Oct average	e: 30	

Median Sold Price		\$825,000	
6.5% from Sep 2016: \$775,000		4.1% from Oct 2015: \$792,500	
YTD	2016 \$872,500	2015 +/- \$899,000 -2.9%	
5-year Oct average: \$886,500			

Summary

In Potomac, MD, the median sold price for Detached properties for October was \$825,000, representing an increase of 6.5% compared to last month and an increase of 4.1% from Oct 2015. The average days on market for units sold in October was 37 days, 29% below the 5-year October average of 52 days. There was a 14.7% month over month increase in new contract activity with 39 New Pendings; a 9.3% MoM increase in All Pendings (new contracts + contracts carried over from September) to 59; and a 6.8% decrease in supply to 204 active units.

This activity resulted in a Contract Ratio of 0.29 pendings per active listing, up from 0.25 in September and a decrease from 0.31 in October 2015. The Contract Ratio is 4% lower than the 5-year October average of 0.30. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

Active L	istings	204	Avg DOM		37	Avg Sold t OLP Ratio	o (95.8%
	204		37					95.8%
Min 180	209 5-year Oct average	Max 237	Min 37 5-	52 year Oct avera	Max 63 ge	Min 93.1% 5-	94.99 year Oct avera	96.1%
Sep 2016 219	6 Oct 2015 237		Sep 2016 48	Oct 2015 49	YTD 60	Sep 2016 97.1%	Oct 2015 93.1%	YTD 94.7%



Potomac, MD - Attached/Townhouse

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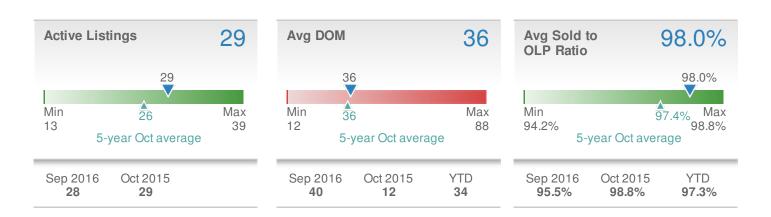
New L	istings.		9	New F	Pendings		6	Close	d Sales		7
	- 35.7% Sep 2016: 14	from C	25.0% Oct 2015: 2		- 53.8% Sep 2016: 13		4.3% Oct 2015: 7		-30.0% Sep 2016: 10	from C	6.7% Oct 2015: 6
YTD	2016 145	2015 142	+/- 2.1%	YTD	2016 98	2015 102	+/- -3.9%	YTD	2016 88	2015 96	+/- -8.3%
5-year	Oct averag	e: 10		5-year	Oct averag	le: 7		5-year	Oct averag	e: 6	

Media Sold	an Price	\$525,	000	
from	7-34.4% Sep 2016: 300,450	from Oc \$715,		
YTD 2016 \$735,000		2015 \$655,000	+/- 12.2%	
5-year Oct average: \$612,540				

Summary

In Potomac, MD, the median sold price for Attached/Townhouse properties for October was \$525,000, representing a decrease of 34.4% compared to last month and a decrease of 26.6% from Oct 2015. The average days on market for units sold in October was 36 days, the same as the 5-year October average of 36 days. There was a 53.8% month over month decrease in new contract activity with 6 New Pendings; a 7.7% MoM decrease in All Pendings (new contracts + contracts carried over from September) to 12; and a 3.6% increase in supply to 29 active units.

This activity resulted in a Contract Ratio of 0.41 pendings per active listing, down from 0.46 in September and an increase from 0.38 in October 2015. The Contract Ratio is 26% lower than the 5-year October average of 0.55. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.





Potomac, MD - Condo & Coop

New L	istings		4	
	← 33.3% from Sep 2016: 3).0% Oct 2015: 0	
YTD	2016 15	2015 8	+/- 87.5%	
5-year	5-year Oct average: 2			

New F	New Pendings		1	
	▶0.0% Sep 2016: 0		0.0% Oct 2015: 0	
YTD	2016 5	2015 7	+/- -28.6%	
5-year	5-year Oct average: 1			

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Close	d Sales		1
	▶0.0% Sep 2016: 0).0% ct 2015:)
YTD 2016 6		2015 6	+/- 0.0%
5-year	Oct average	: 2	

Medi Sold	an Price	\$410,000		
•••0.0% from Sep 2016: \$0		0.0% from Oct 2015: \$0		
YTD 2016 \$630,000		2015 +/- \$639,000 -1.4%		
5-year Oct average: \$629,563				

Summary

In Potomac, MD, the median sold price for Condo & Coop properties for October was \$410,000, representing an increase of 0% compared to last month and an increase of 0% from Oct 2015. The average days on market for units sold in October was 17 days, 50% below the 5-year October average of 34 days. There was a 0% month over month increase in new contract activity with 1 New Pendings; no MoM change in All Pendings (new contracts + contracts carried over from September) with 1; and a 40% increase in supply to 7 active units.

This activity resulted in a Contract Ratio of 0.14 pendings per active listing, down from 0.20 in September and a decrease from 1.00 in October 2015. The Contract Ratio is 70% lower than the 5-year October average of 0.47. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.

