November 2016

All Home Types
Detached
Attached/Townhouse
Condo & Coop

Local Market Insight

Potomac, MD

MarketStats by ShowingTime

Presented by
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November 2016
Potomac, MD

New Listings 43

-39.4% from Oct 2016: 71
2.4% from Nov 2015: 42

YTD	2016	2015	+/-
	1,022	1,008	1.4%

5-year Nov average: **38**

New Pendings 39

-15.2% from Oct 2016: 46
-2.5% from Nov 2015: 40

YTD	2016	2015	+/-
	662	647	2.3%

5-year Nov average: **42**

Closed Sales 40

11.1% from Oct 2016: 36
-11.1% from Nov 2015: 45

YTD	2016	2015	+/-
	585	547	6.9%

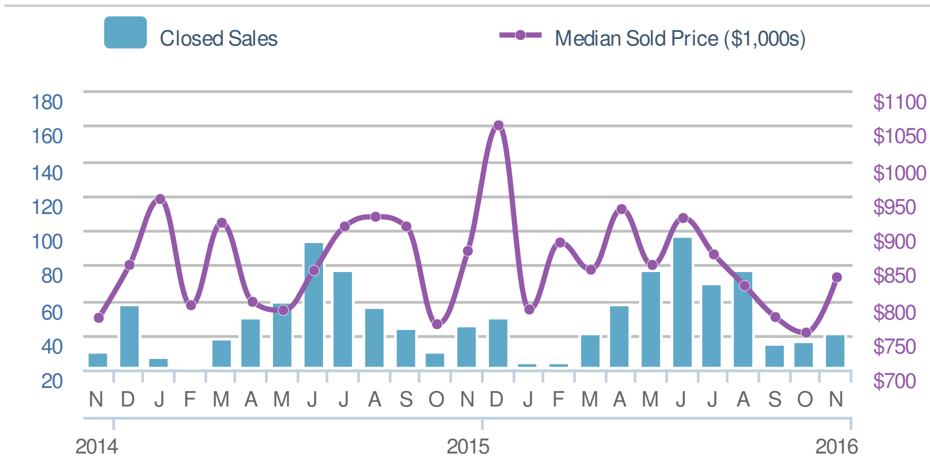
5-year Nov average: **39**

Median Sold Price $832,500

10.5% from Oct 2016: $753,500
-4.3% from Nov 2015: $870,000

YTD	2016	2015	+/-
	$835,000	$849,000	-1.6%

5-year Nov average: **$867,650**



Active Listings 189

189
Min 169
186
Max 219
5-year Nov average

Oct 2016	Nov 2015
240	219

Avg DOM 65

65
Min 50
60
Max 68
5-year Nov average

Oct 2016	Nov 2015	YTD
36	63	56

Avg Sold to OLP Ratio 94.2%

94.2%
Min 92.8%
94.4%
Max 96.2%
5-year Nov average

Oct 2016	Nov 2015	YTD
96.2%	96.2%	95.1%

Data Source: Bright MLS. Statistics calculated December 05, 2016.

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Potomac, MD - Detached

New Listings 37

-36.2% from Oct 2016: **58**

5.7% from Nov 2015: **35**

YTD	2016	2015	+/-
	856	**851**	0.6%

5-year Nov average: **31**

New Pendings 31

-20.5% from Oct 2016: **39**

-13.9% from Nov 2015: **36**

YTD	2016	2015	+/-
	550	**534**	3.0%

5-year Nov average: **34**

Closed Sales 29

3.6% from Oct 2016: **28**

-21.6% from Nov 2015: **37**

YTD	2016	2015	+/-
	480	**437**	9.8%

5-year Nov average: **31**

Median Sold Price $865,000

4.8% from Oct 2016: **$825,000**

-12.6% from Nov 2015: **$990,000**

YTD	2016	2015	+/-
	$869,500	**$902,000**	-3.6%

5-year Nov average: **$917,500**

Summary

In Potomac, MD, the median sold price for Detached properties for November was $865,000, representing an increase of 4.8% compared to last month and a decrease of 12.6% from Nov 2015. The average days on market for units sold in November was 68 days, 13% above the 5-year November average of 60 days. There was a 20.5% month over month decrease in new contract activity with 31 New Pendings; a 1.7% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 58; and a 20.1% decrease in supply to 163 active units.

This activity resulted in a Contract Ratio of 0.36 pendings per active listing, up from 0.29 in October and an increase from 0.35 in November 2015. The Contract Ratio is 6% lower than the 5-year November average of 0.38. 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 buyer's favor.

Active Listings 163

163

Min 151 | 162 5-year Nov average | Max 193

Oct 2016	Nov 2015
204	**193**

Avg DOM 68

68

Min 45 | 60 5-year Nov average | Max 71

Oct 2016	Nov 2015	YTD
37	**68**	**60**

Avg Sold to OLP Ratio 93.3%

93.3%

Min 92.2% | 94.0% 5-year Nov average | Max 95.7%

Oct 2016	Nov 2015	YTD
95.8%	**95.7%**	**94.7%**

Data Source: Bright MLS. Statistics calculated December 05, 2016.

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November 2016

Potomac, MD - Attached/Townhouse

New Listings 6

-33.3% from Oct 2016: **9**
-14.3% from Nov 2015: **7**

YTD	2016	2015	+/-
	151	**149**	1.3%

5-year Nov average: **7**

New Pendings 6

0.0% from Oct 2016: **6**
50.0% from Nov 2015: **4**

YTD	2016	2015	+/-
	105	**106**	-0.9%

5-year Nov average: **6**

Closed Sales 10

42.9% from Oct 2016: **7**
25.0% from Nov 2015: **8**

YTD	2016	2015	+/-
	98	**104**	-5.8%

5-year Nov average: **7**

Median Sold Price $817,500

55.7% from Oct 2016: **$525,000**
32.5% from Nov 2015: **$617,000**

YTD	2016	2015	+/-
	$742,500	**$652,500**	13.8%

5-year Nov average: **$723,300**

Summary

In Potomac, MD, the median sold price for Attached/Townhouse properties for November was $817,500, representing an increase of 55.7% compared to last month and an increase of 32.5% from Nov 2015. The average days on market for units sold in November was 60 days, 8% above the 5-year November average of 56 days. There was no month over month change in new contract activity with 6 New Pendings; a 25% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 9; and a 17.2% decrease in supply to 24 active units.

This activity resulted in a Contract Ratio of 0.38 pendings per active listing, down from 0.41 in October and an increase from 0.28 in November 2015. The Contract Ratio is 17% lower than the 5-year November average of 0.46. 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 buyer's favor.

Active Listings 24

24
Min 15 | 22 (5-year Nov average) | Max 26

Oct 2016	Nov 2015
29	**25**

Avg DOM 60

60
Min 42 | 56 (5-year Nov average) | Max 82

Oct 2016	Nov 2015	YTD
36	**45**	**37**

Avg Sold to OLP Ratio 96.0%

96.0%
Min 94.5% | 96.5% (5-year Nov average) | Max 98.3%

Oct 2016	Nov 2015	YTD
98.0%	**98.3%**	**97.1%**

Data Source: Bright MLS. Statistics calculated December 05, 2016.

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Potomac, MD - Condo & Coop

New Listings 0

-100.0% from Oct 2016: **4**

0.0% from Nov 2015: **0**

YTD	2016	2015	+/-
	15	**8**	87.5%

5-year Nov average: **1**

New Pendings 2

100.0% from Oct 2016: **1**

0.0% from Nov 2015: **0**

YTD	2016	2015	+/-
	7	**7**	0.0%

5-year Nov average: **1**

Closed Sales 1

0.0% from Oct 2016: **1**

0.0% from Nov 2015: **0**

YTD	2016	2015	+/-
	7	**6**	16.7%

5-year Nov average: **0**

Median Sold Price $795,000

93.9% from Oct 2016: **$410,000**

0.0% from Nov 2015: **$0**

YTD	2016	2015	+/-
	$700,000	**$639,000**	9.5%

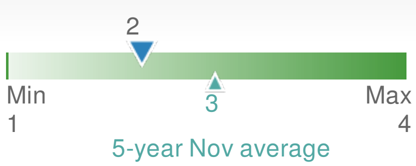
5-year Nov average: **$917,450**

Summary

In Potomac, MD, the median sold price for Condo & Coop properties for November was $795,000, representing an increase of 93.9% compared to last month and an increase of 0% from Nov 2015. The average days on market for units sold in November was 18 days, 50% above the 5-year November average of 12 days. There was a 100% month over month increase in new contract activity with 2 New Pendings; a 100% MoM increase in All Pendings (new contracts + contracts carried over from October) to 2; and a 71.4% decrease in supply to 2 active units.

This activity resulted in a Contract Ratio of 1.00 pendings per active listing, up from 0.14 in October and no change from November 2015. The Contract Ratio is 18% higher than the 5-year November average of 0.85. 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 buyer's favor.

Active Listings 2

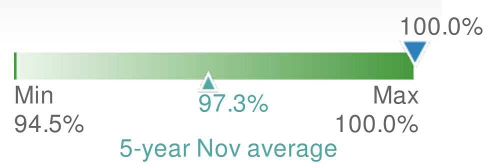


Oct 2016	Nov 2015
7	**1**

Avg DOM 18

Oct 2016	Nov 2015	YTD
17	**0**	**43**

Avg Sold to OLP Ratio 100.0%



Oct 2016	Nov 2015	YTD
96.5%	**0.0%**	**93.3%**

Data Source: Bright MLS. Statistics calculated December 05, 2016.