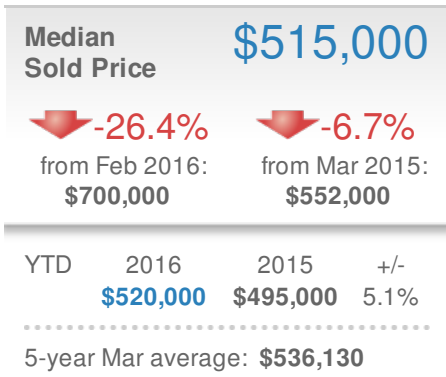
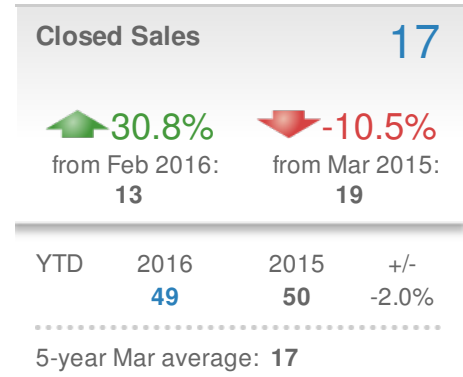
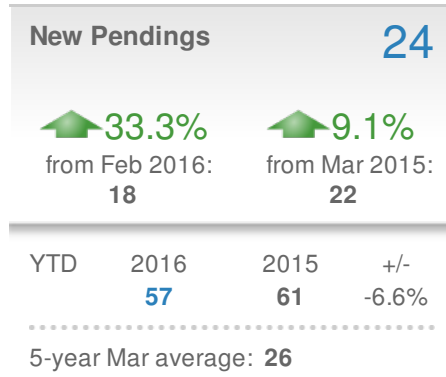
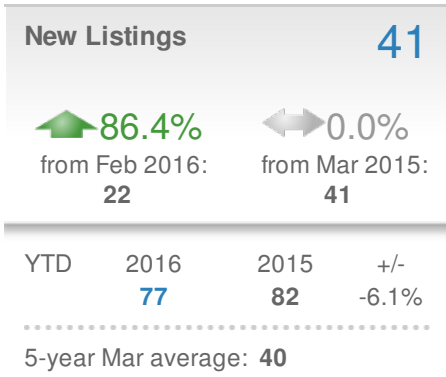


**March 2016**

20895 - Detached

**Greater Potomac Realty, INC.**  
Email: briddle@greater-potomac.com



**Summary**

In 20895, the median sold price for Detached properties for March was \$515,000, representing a decrease of 26.4% compared to last month and a decrease of 6.7% from Mar 2015. The average days on market for units sold in March was 106 days, 37% above the 5-year March average of 77 days. There was a 33.3% month over month increase in new contract activity with 24 New Pendings; a 26.9% MoM increase in All Pendings (new contracts + contracts carried over from February) to 33; and a 23.1% increase in supply to 48 active units.

This activity resulted in a Contract Ratio of 0.69 pendings per active listing, up from 0.67 in February and an increase from 0.67 in March 2015. The Contract Ratio is 26% lower than the 5-year March average of 0.93. 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.

