



KELLER WILLIAMS REALTY
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Leesburg, VA 20176



REAL ESTATE MARKET REPORT · NOVEMBER 2020

PRESENTED BY JEAN GARRELL · YOUR POTOMAC STATION SPECIALIST AND NEIGHBOR

POTOMAC STATION

PREPARED ESPECIALLY FOR JOE AND JANE DOE

GET INSTANT ACCESS TO LISTINGS AT WWW.GARRELLGROUP.COM

FEATURED SUCCESS BY THE GARRELL GROUP

Joe and Jane,
It would be my honor to feature your home and get incredible results. Contact me at 703.599.1178 to discuss.

UNDER CONTRACT



729 VERMILLION DRIVE
4 Beds · 3.1 Baths · 4,040 Sq. Ft.
Listed for \$729,000



UNDER CONTRACT



43246 PARKERS RIDGE DRIVE
5 Beds · 4.1 Baths · 5,824 Sq. Ft.
Listed for \$1,025,000

UNDER CONTRACT



18761 UPPER MEADOW DRIVE
4 Beds · 4.1 Baths · 6,266 Sq. Ft.
Listed for \$1,165,000

SOLD



16 LIBERTY STREET
3 Beds · 3 Baths · 2,200 Sq. Ft.
Listed for \$850,000

SOLD



18772 RIDGEBACK COURT
6 Beds · 5.2 Baths · 7,002 Sq. Ft.
Sold for \$1,335,000



Under Contract

729 VERMILLION DRIVE

UNDER CONTRACT IN JUST 2 DAYS · MULTIPLE OFFERS RECEIVED · \$32K OVER ASKING



JEAN GARRELL · REALTOR®
 703.599.1178
 Jean@GarrellGroup.com
 GarrellGroup.com



1,427 Families Served	99% Average Sold Price/List Price for 2020
9 Average Days on Market for 2020	5 Years Top Producing Team in Loudoun County



WISHING YOU A JOYOUS

Holiday Season

During this season, and especially after the year we've had, it feels good to reflect and acknowledge our many blessings – family and friends, our amazing team, our loyal clients, and you, our broader community. We truly appreciate your support and look forward to serving you in the year ahead.

Warm regards,
 Jean Garrell & The Garrell Group

THREE WAYS LOW INVENTORY IS A WIN FOR SELLERS

The number of houses for sale today is significantly lower than the high buyer activity in the current housing market. When the demand for homes is higher than what's available for sale, it's a great time for homeowners to sell their house. Here are three ways low inventory can help you win if you're ready to make a move this fall.

1

HIGHER PRICES

With so many more buyers in the market than homes available for sale, homebuyers are frequently entering into bidding wars for the houses they want to purchase. This buyer competition drives home prices up. As a seller, this can definitely work to your advantage, potentially netting you more for your house when you close the deal.

2

RISING EQUITY

Rising prices mean homes are also gaining value, which drives an increase in the equity you have in your home. This year-over-year growth in equity gives you the ability to put that money toward a down payment on your next home or to keep it as extra savings.

3

BETTER TERMS

When we're in a sellers' market like we are today, you're in the driver's seat if you sell your house. You have the power to sell on your terms, and buyers are more likely to work with you if it means they can finally move into their dream home.

Joe and Jane,

If you're interested in taking advantage of the current sellers' market, contact me at 703.599.1178 to discuss.

Joe and Jane,

This market report was created especially for you because we feel you deserve to know what's happening in the Potomac Station neighborhood and have access to agents with experience, access, and resources to get exceptional results for you.

Call us to begin your journey.

POTOMAC STATION HOMES CURRENTLY ACTIVE

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Active	500 Doyle Terrace NE	3	2.2	2,262	\$450,000	11/05/20
Active	18785 Birdwood Court	4	3.1	3,991	\$750,000	11/04/20

POTOMAC STATION HOMES CURRENTLY PENDING OR UNDER CONTRACT

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Pending	43130 Shadow Terrace	3	3.1	2,616	\$430,000	11/06/20
Pending	830 Revelstore Terrace NE	3	3.1	2,423	\$499,999	10/24/20
Pending	812 Larch Valley Court NE	4	3.1	3,620	\$679,900	10/27/20
Pending	703 Vermillion Drive NE	5	4.1	4,581	\$709,000	11/05/20
Under Contract	43086 Shadow Terrace	3	2.1	2,426	\$500,000	10/31/20
Under Contract	715 Emerald Hill Drive NE	4	3.1	4,377	\$700,000	11/05/20
Under Contract	729 Vermillion Drive NE	4	3.1	4,040	\$729,000	11/20/20

POTOMAC STATION HOMES SOLD IN THE LAST 30 DAYS

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	43069 Shadow Terrace	3	2.1	2,134	\$500,000	11/06/20
Sold	18790 Trident Square	3	3.1	2,344	\$480,000	10/29/20
Sold	43106 Shadow Terrace	3	3.1	2,134	\$494,999	10/29/20
Sold	43080 Binkley Circle	4	3.1	3,472	\$630,000	10/23/20
Sold	18689 Potomac Station Drive	4	3.1	3,390	\$650,000	10/23/20
Sold	18850 Silverwood Terrace	3	2.1	2,134	\$490,000	10/22/20
Sold	43033 Battery Point Place	4	3.1	3,728	\$743,000	10/21/20
Sold	19005 Snowberry Court	4	3.1	3,786	\$723,150	10/19/20
Sold	43193 Cardston Place	4	3.1	3,348	\$615,000	10/09/20

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