



KELLER WILLIAMS REALTY
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REAL ESTATE MARKET REPORT · AUGUST 2021

PRESENTED BY JEAN GARRELL · YOUR POTOMAC STATION SPECIALIST AND NEIGHBOR

POTOMAC STATION

PREPARED ESPECIALLY FOR JOE AND JANE DOE

JEAN GARRELL · OWNER · REALTOR®
703.599.1178 (VA) 0225094186

FEATURED SUCCESS BY THE GARRELL GROUP

SOLD PRE-MARKET FOR \$20K OVER ASKING PRICE!



GARRELL
GROUP

Sold Pre-Market!
704 TONQUIN PLACE NE
4 BEDS · 4.1 BATHS · 4,346 SQ. FT.

704 TONQUIN PLACE NE · 4 Beds · 4.1 Baths · 4,346 Sq. Ft. · Sold for \$870,000

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



JEAN GARRELL
NEIGHBOR · REALTOR®

703.599.1178
Jean@GarrellGroup.com

1,551 Families Served	101% Average Sold Price/List Price for 2021
5 Average Days on Market for 2021	7 Years Top Producing Team in Loudoun County



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.

With interest rates low, houses are going fast, making it a **seller's market**. Call us to begin your journey.

GET INSTANT ACCESS TO LISTINGS AT WWW.GARRELLGROUP.COM

KIND WORDS FROM A HAPPY CLIENT

"Working with Jean was a great experience! She's an expert in the region, gives the best service I've ever known in real estate, and listens to what her clients want. We very highly recommend working with her and her team. We found the home that we love and she helped with

the negotiation process, through inspection, all the way to settlement to make the buying experience a pleasure. She's a great resource and provides confidence, insights, and assurance needed when searching for a new home, or selling to move to that next place."

- Five-Star Zillow Review

Waiting To Buy a Home Could Cost You

Joe and Jane,

Don't assume waiting a few years to buy will save you money. Here's a look at how the cost of waiting can add up when mortgage rates and home prices rise.

Call me today to discuss your options if you've been considering buying or selling.

\$750,000 HOME LOAN

	Home Loan Amount	Mortgage Interest Rate	Monthly Mortgage Payment ¹	Annual Home Appreciation Projection
January 2021	\$750,000	2.8%	\$3,082	12.1%
January 2022	\$840,750	3.4%	\$3,729	5.3%
January 2023	\$885,310	3.8%	\$4,125	N/A

Sources: © KCM (Keeping Current Matters) - Freddie Mac - ¹Principal and Interest

POTOMAC STATION HOMES CURRENTLY ACTIVE

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Active	706 Tonquin Place NE	5	3.1	4,699	\$915,000	08/25/21

POTOMAC STATION HOMES CURRENTLY PENDING OR UNDER CONTRACT

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Pending	713 Emerald Hill Drive NE	4	2.1	3,150	\$739,900	07/29/21
Pending	18984 Longhouse Place	4	3.1	3,296	\$739,900	06/24/21
Pending	709 Bonnie Ridge Drive NE	5	3.1	3,619	\$780,000	07/14/21
Pending	720 Sentinel Drive NE	5	3.1	3,645	\$815,000	07/30/21
Pending	43005 Battery Point Place	5	3.1	4,984	\$899,000	07/22/21
Under Contract	43064 Shadow Terrace	3	3.1	2,426	\$549,000	06/16/21
Under Contract	43097 Sherbrooke Terrace	4	2.2	2,476	\$550,000	06/09/21
Under Contract	819 Valemount Terrace NE	3	3.1	2,419	\$595,000	08/20/21

POTOMAC STATION HOMES SOLD IN THE LAST 30 DAYS

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	43119 Teaberry Drive	4	3.1	3,670	\$781,500	08/26/21
Sold	704 Tonquin Place NE	4	4.1	4,346	\$870,000	08/26/21
Sold	538 McArthur Terrace NE	2	2.1	1,803	\$440,000	08/25/21
Sold	18760 Trident Square	3	3.1	2,541	\$560,000	08/25/21
Sold	535 Edmonton Terrace NE	3	3.0	2,060	\$420,000	08/20/21
Sold	759 Hardy Court NE	5	3.1	4,395	\$890,000	08/12/21
Sold	508 Doyle Terrace NE	3	2.2	2,244	\$495,000	08/02/21
Sold	825 Sandpoint Court NE	5	3.1	4,055	\$915,000	07/30/21
Sold	18775 Trident Square	3	2.2	2,376	\$481,100	07/29/21
Sold	43134 Shadow Terrace	3	2.1	2,134	\$610,000	07/27/21

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