



KELLER WILLIAMS REALTY
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REAL ESTATE MARKET REPORT · JANUARY 2022

PRESENTED BY JEAN GARRELL · YOUR POTOMAC STATION SPECIALIST AND NEIGHBOR

POTOMAC STATION

PREPARED ESPECIALLY FOR JOE AND JANE DOE

JEAN GARRELL · OWNER · REALTOR®
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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

SOLD IN 5 DAYS FOR FULL ASKING PRICE



43069 CANDLEWICK SQUARE
3 Beds · 3.1 Baths · 1,857 Sq. Ft.
Listed for \$475,000

819 SADDLEBACK PLACE NE
4 Beds · 3.1 Baths · 4,545 Sq. Ft.
Sold for \$898,000



JEAN GARRELL
NEIGHBOR · REALTOR®

703.599.1178
Jean@GarrellGroup.com

1,559
Families Served

102%
Average Sold Price/List Price
for 2021

21
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.

POTOMAC STATION HOMES CURRENTLY ACTIVE

There are no homes currently active in Potomac Station.

POTOMAC STATION HOMES CURRENTLY PENDING OR UNDER CONTRACT

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Pending	43144 Shadow Terrace	3	2.1	2,134	\$580,000	01/02/22
Under Contract	43074 Shadow Terrace	4	3.1	2,406	\$599,900	09/30/21
Under Contract	18657 Potomac Station Drive	4	2.2	2,682	\$755,000	11/08/21
Under Contract	43069 Candlewick Square	3	3.1	1,857	\$475,000	01/07/22

POTOMAC STATION HOMES SOLD IN THE LAST 30 DAYS

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	43098 Candlewick Square	4	3.1	2,178	\$505,000	01/03/22
Sold	528 McArthur Terrace NE	3	2.2	2,035	\$522,500	12/30/21
Sold	43054 Shadow Terrace	3	3.1	2,426	\$620,000	12/27/21
Sold	819 Saddleback Place NE	4	3.1	4,545	\$898,000	12/17/21



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What Everyone Wants To Know: Will Home Prices Decline in 2022?

If you're thinking of buying a home in today's housing market, you may be wondering how strong your investment will be.

The good news is, according to the experts, home prices are not projected to decline.

HERE'S WHY: With buyers still outweighing sellers, home prices are forecast to continue climbing in 2022, just at a slower or more moderate pace.

Why the continued increase? **It's the simple law of supply and demand.**



What Does This Mean for the Housing Market?

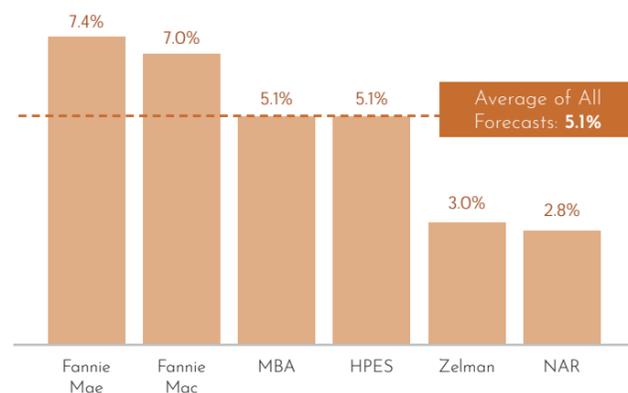
While home price appreciation is expected to continue, it isn't projected to be the record-breaking 18 to almost 20% increase the market saw over the past 12 months.

What Does That Mean for You?

With motivated buyers in the market and so few homes available to purchase, the imbalance of supply and demand will continue to put upward pressure on home prices in 2022.

And when home price appreciation is in the forecast, that's a clear indication your investment in homeownership is a sound one.

2022 Home Price Forecasts
Based on Expert Projections



Call us today to start the conversation. We're here to help!

703.599.1178

KIND WORDS FROM A HAPPY CLIENT

"It was such a pleasure working with Jean and her team. From the first outreach, their service was top-notch. My husband and I were just beginning to think about putting our home on the market as we considered downsizing. Jean came out within a week to view the home, give comps, and help us figure out what our home was worth in the market and whether it was the right time for us to sell. She also helped to arrange all the little details that pull a home together and get it ready to list - within 2 weeks we had fresh paint, small plumbing repairs, and

gorgeous landscaping that made our home really pop and she arranged staging as well, recommending the areas that were most impactful for making a sale. Of course the market was hot as-is, but I think the support she and her team offered to prep our home was invaluable and helped us to get an amazing offer within a few days of listing. We used her team again to buy a home in the same neighborhood and would do it again if we have any new real estate needs."

- Five-Star Zillow Review