



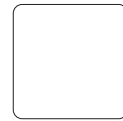
GARRELL GROUP
Real Estate



KELLERWILLIAMS.

Top Selling Team in Potomac Station
JEAN GARRELL · OWNER · REALTOR®
703.599.1178 (VA) 0225094186

50 Catocin Circle NE, Suite 101, Leesburg, VA 20176



REAL ESTATE MARKET REPORT · FEBRUARY 2023

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 IN POTOMAC STATION BY THE GARRELL GROUP

Joe and Jane,

Due to low supply and high demand, today is one of the strongest sellers' markets we've seen!

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

UNDER CONTRACT



GARRELL GROUP

UNDER CONTRACT - IN TWO DAYS ESCALATING OVER LIST PRICE

43008 BATTERY POINT PLACE

4 Beds · 3.1 Baths · 4,173 Sq. Ft. · Listed for \$895,000

43008 BATTERY POINT PLACE

4 Beds · 3.1 Baths · 4,173 Sq. Ft. · Listed for \$895,000

WHAT TO EXPECT FROM THE HOUSING MARKET IN 2023

In 2022, the market underwent a major shift as economic uncertainty and higher mortgage rates reduced buyer demand, slowed the pace of home sales, and moderated home prices.

WHAT ABOUT 2023?

An article from [HousingWire](#) offers this perspective:

"The red-hot housing market of the past 2 ½ years was characterized by sub-three percent mortgage rates, fast-paced bidding wars and record-low inventory. But more recently, market conditions have done an about-face. . . . **now is the opportunity for everyone to become re-educated about what a 'typical' housing market looks like.**"

This year, experts agree we may see the return of greater stability and predictability in the housing market if inflation continues to ease and mortgage rates stabilize.

If the past few years have taught us anything, it's that the market is unpredictable. If you're looking to buy or sell a home this year, the best way to ensure you're up to date on the latest market insights is by working with a knowledgeable Realtor®.

CALL ME TODAY TO DISCUSS YOUR OPTIONS IN TODAY'S MARKET.



GARRELL GROUP

JEAN GARRELL
NEIGHBOR · REALTOR®

703.599.1178

Jean@GarrellGroup.com

1,670 +
Families Served

103%
Average Sold Price/List Price
for 2022

10
Average Days on Market
for 2022

8 Years
Top Producing Team
in Loudoun County



Here's What Some Have To Say

"While 2022 may be remembered as a year of housing volatility, **2023 likely will become a year of long-lost normalcy returning to the market**, . . . mortgage rates are expected to stabilize while home sales and prices moderate after recent highs, . . ."

- 2023 National Association of Realtors (NAR) forecast

". . . **buyers will not face the extreme competition** that was commonplace over the past few years."

- Danielle Hale, Chief Economist at [realtor.com](#)

POTOMAC STATION

CURRENT MARKET ACTIVITY · JANUARY 2ND, 2023 THROUGH FEBRUARY 22ND, 2023

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	821 Sawback Square NE	3	2.2	2,120	\$681,998	02/14/23
Active	837 Sawback Square NE	3	2.1	2,120	\$682,990	06/24/22
Active	817 Sawback Square NE	3	2.1	2,120	\$690,332	02/14/23

POTOMAC STATION HOMES CURRENTLY PENDING OR UNDER CONTRACT

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	LIST PRICE	LIST DATE
Pending	43114 Shadow Terrace	3	2.2	2,134	\$590,000	01/12/23
Pending	816 Fountain Hall Court NE	6	3.1	4,306	\$875,000	02/14/23
Under Contract	43137 Binkley Circle	4	5.0	3,450	\$774,900	02/20/23
Under Contract	709 Invermere Drive NE	4	3.1	5,115	\$779,900	12/27/22
Under Contract	43008 Battery Point Place	4	3.1	4,173	\$895,000	02/13/23

POTOMAC STATION HOMES SOLD RECENTLY

STATUS	ADDRESS	BEDS	BATHS	EST. SQUARE FEET	SOLD PRICE	SOLD DATE
Sold	43183 Allenby Way	4	4.1	3,964	\$850,000	02/06/23
Sold	18582 Dettington Court	4	4.1	4,772	\$825,000	01/31/23

Jean Garrell, The Garrell Group, and Keller Williams Realty are not in any way affiliated with Potomac Station's Home Owners Association, nor is this in any way an official advertisement or publication of Potomac Station. ©2023 All rights reserved. This representation is based on sales and data reported by multiple brokers/agents to Bright MLS as of February 22nd, 2023. Listings and sales may not be those of Keller Williams Realty. The National Association of Realtors® and Bright MLS does not guarantee the accuracy of this data, which may not reflect all of the real estate activity in the area. E&OE covered. This market report is not intended to solicit properties already listed for sale nor intended to cause a breach of an existing agency relationship. ■ Represents Garrell Group's Listings. ■ Represented Buyer.