



The Long & Foster® Market Minute™



Focus On: Bethesda and Cabin John Housing Market

September 2011

Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

Units Sold

59

Active Inventory

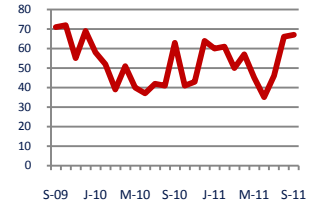
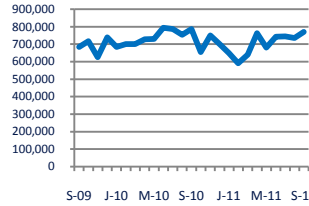
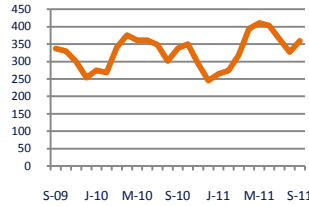
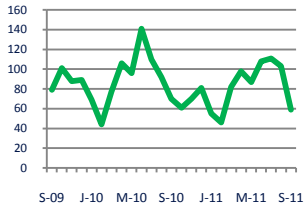
359

Median Sale Price

\$770,000

Days On Market

67



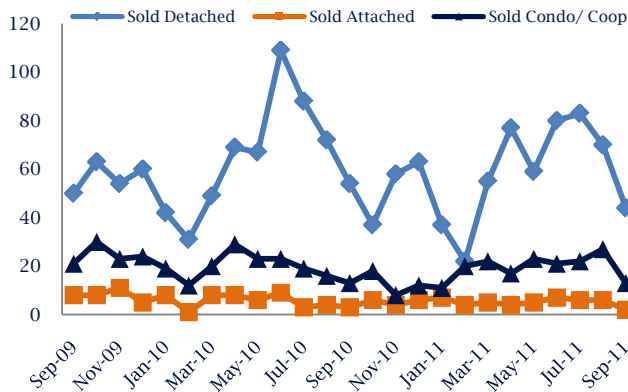
Down
Vs. Year Ago

Up 6%
Vs. Year Ago

Down -2%
Vs. Year Ago

Up 6%
Vs. Year Ago

Units Sold*



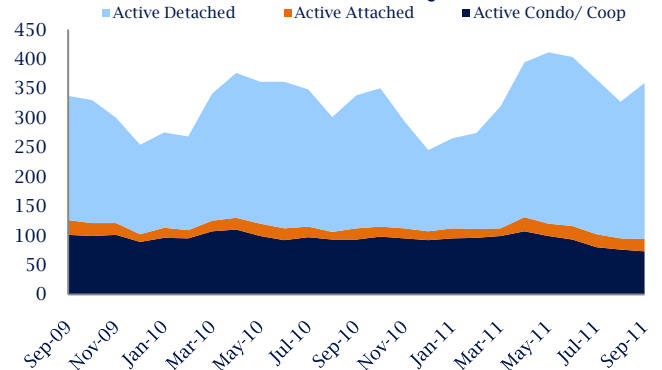
Units Sold

There was a decrease in total units sold in September, with 59 sold this month in Bethesda and Cabin John. This month's total units sold was lower than at this time last year.

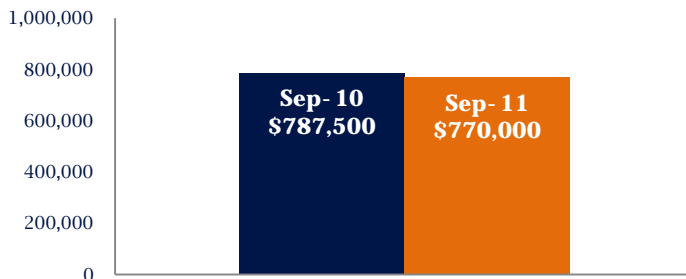
Active Inventory

Versus last year, the total number of homes available this month is higher by 21 units or 6%. The total number of active inventory this September was 359 compared to 338 in September 2010. This month's total of 359 is higher than the previous month's total supply of available inventory of 327, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Bethesda and Cabin John Homes was \$787,500. This September, the median sale price was \$770,000, a decrease of 2% or \$17,500 compared to last year. The current median sold price is 5% higher than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Bethesda and Cabin John are defined as properties listed in zip code/s 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





The Long & Foster[®] Market Minute[™]



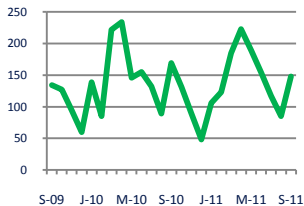
Focus On: Bethesda and Cabin John Housing Market

September 2011

Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

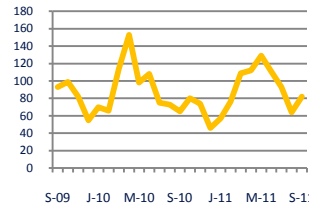
New Listings

148



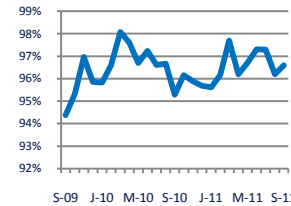
Current Contracts

82



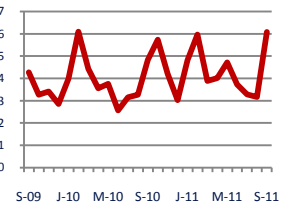
Sold Vs. List Price

96.6%



Months of Supply

6.1



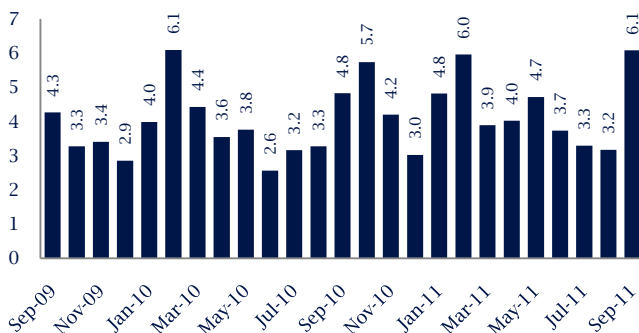
Down -12%
Vs. Year Ago

Up 26%
Vs. Year Ago

Up 1.4%
Vs. Year Ago

Up 26%
Vs. Year Ago

Months Of Supply



Months of Supply

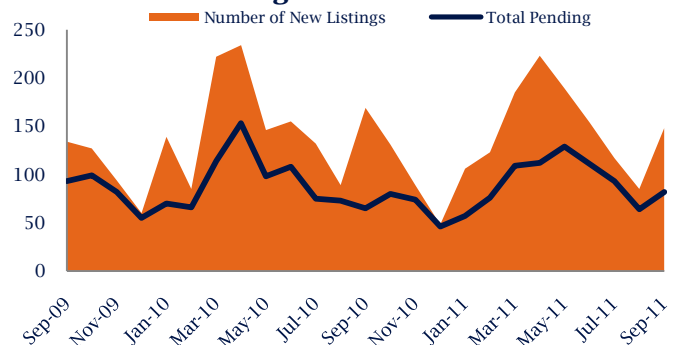
In September, there was 6.1 months of supply available in Bethesda and Cabin John, compared to 4.8 in September 2010. That is an increase of 26% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

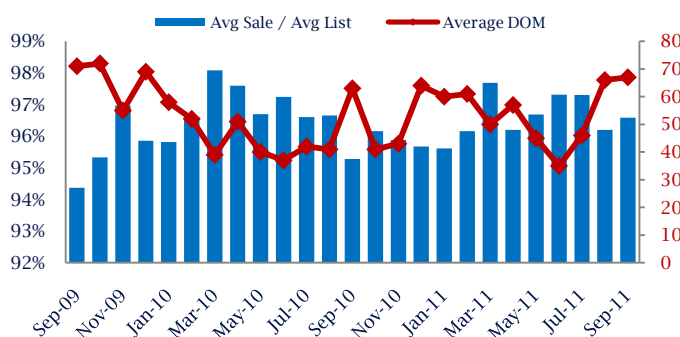
New Listings & Current Contracts

This month there were 148 homes newly listed for sale in Bethesda and Cabin John compared to 169 in September 2010, a decrease of 12%. There were 82 current contracts pending sale this September compared to 65 a year ago. The number of current contracts is 26% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Bethesda and Cabin John was 96.6% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 67, higher than the average last year, which was 63, an increase of 6%.

Bethesda and Cabin John are defined as properties listed in zip code/s 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.

