



The Long & Foster® Market Minute™



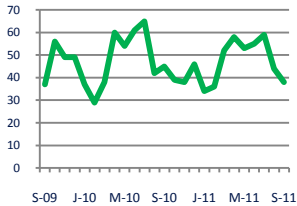
Focus On: Kensington and North Bethesda Housing Market

September 2011

Zip Code(s): 20895 and 20814

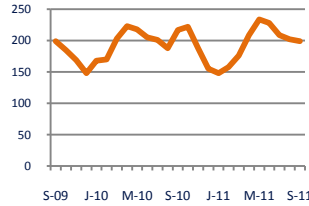
Units Sold

38



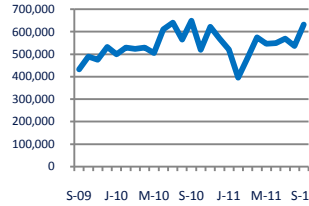
Active Inventory

199



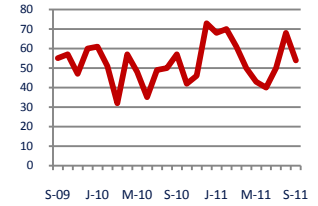
Median Sale Price

\$632,000



Days On Market

54



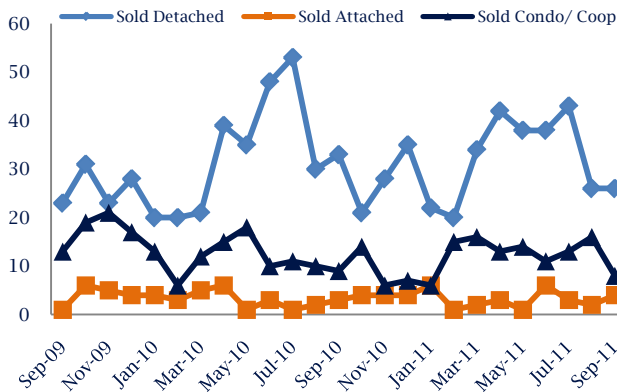
Down - 16%
Vs. Year Ago

Down - 8%
Vs. Year Ago

Down - 3%
Vs. Year Ago

Down - 5%
Vs. Year Ago

Units Sold*



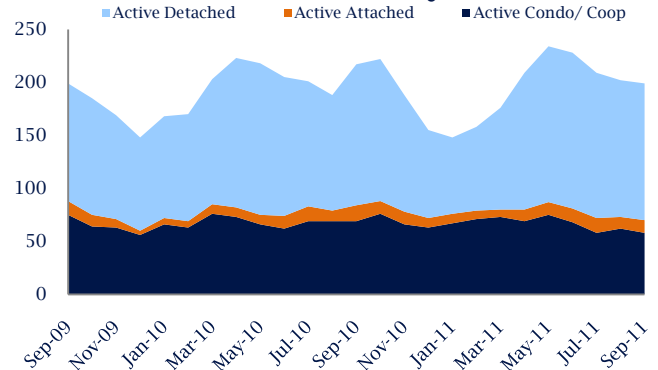
Units Sold

There was a decrease in total units sold in September, with 38 sold this month in Kensington and North Bethesda versus 44 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 16% versus September 2010.

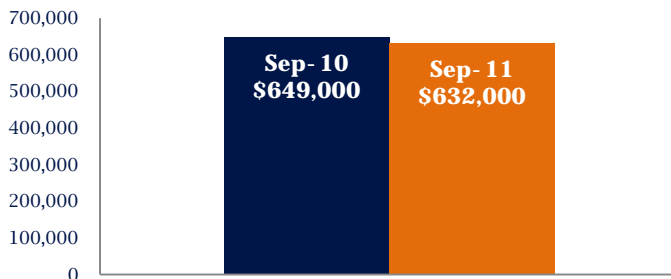
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 8%. The total number of active inventory this September was 199 compared to 217 in September 2010. This month's total of 199 is lower than the previous month's total supply of available inventory of 202, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Kensington and North Bethesda Homes was \$649,000. This September, the median sale price was \$632,000, a decrease of 3% or \$17,000 compared to last year. The current median sold price is 18% 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.

Kensington and North Bethesda are defined as properties listed in zip code/s 20895 and 20814.

*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.





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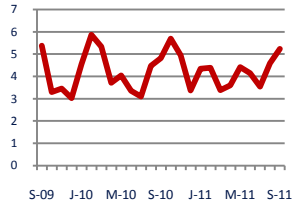
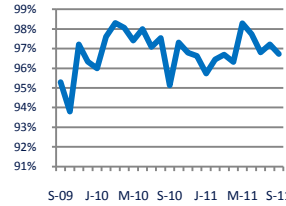
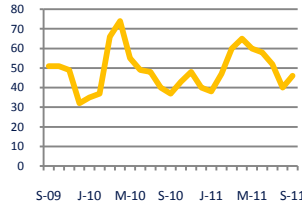
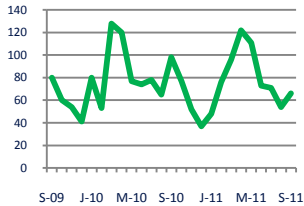


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September 2011

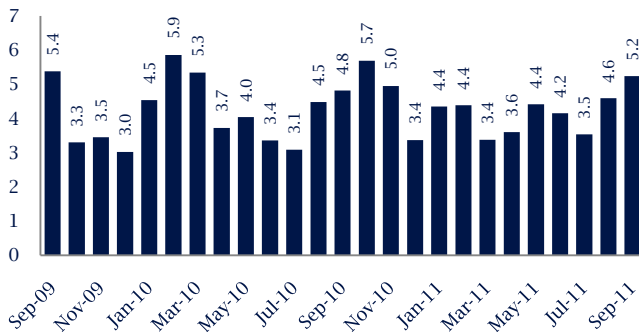
Zip Code(s): 20895 and 20814

New Listings 66	Current Contracts 46	Sold Vs. List Price 96.7%	Months of Supply 5.2
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Down -33% Vs. Year Ago	Up 24% Vs. Year Ago	Up 1.7% Vs. Year Ago	Up 9% Vs. Year Ago
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Months Of Supply



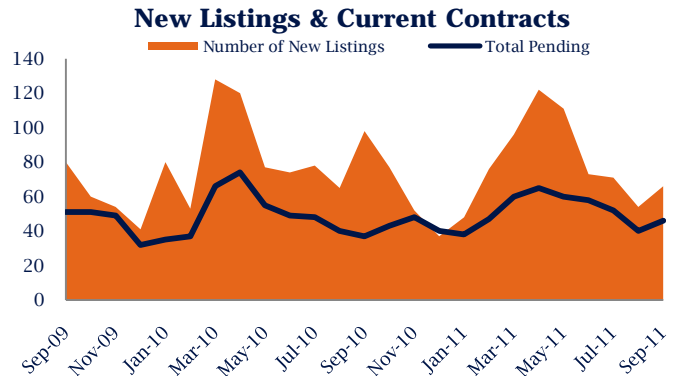
Months of Supply

In September, there was 5.2 months of supply available in Kensington and North Bethesda, compared to 4.8 in September 2010. That is an increase of 9% versus a year ago.

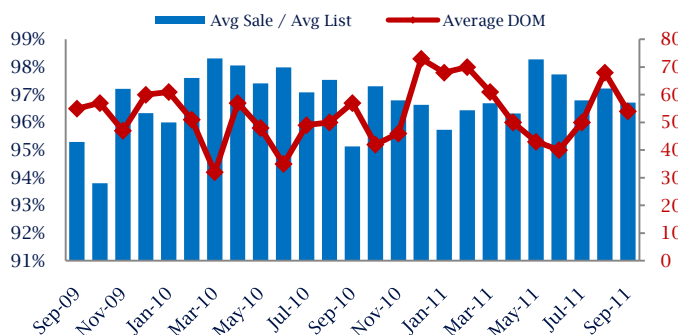
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 66 homes newly listed for sale in Kensington and North Bethesda compared to 98 in September 2010, a decrease of 33%. There were 46 current contracts pending sale this September compared to 37 a year ago. The number of current contracts is 24% higher than last month.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Kensington and North Bethesda was 96.7% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 57, a decrease of 5%.

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