



The Long & Foster® Market Minute™



Focus On: Bethesda and Cabin John Housing Market

October 2011

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

Units Sold

62

Active Inventory

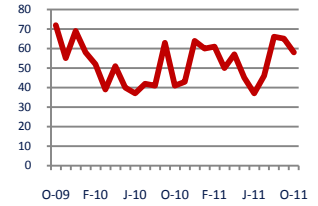
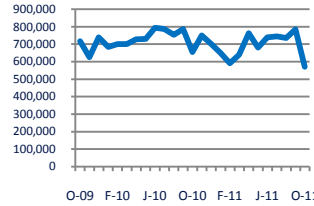
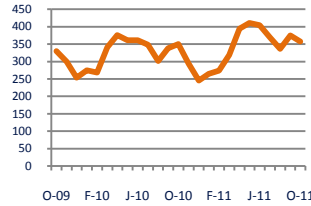
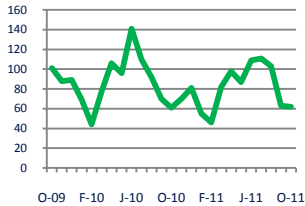
357

Median Sale Price

\$570,000

Days On Market

58



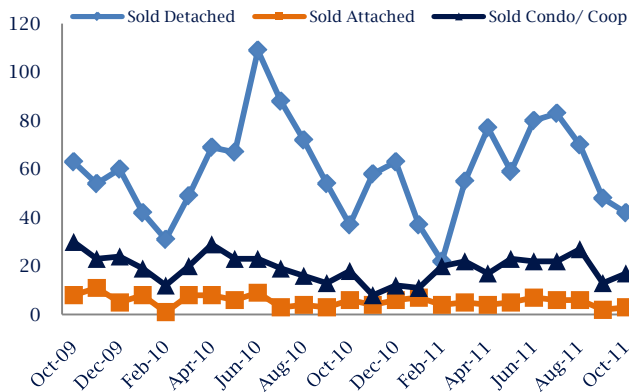
Up 2%
Vs. Year Ago

Up 2%
Vs. Year Ago

Down
Vs. Year Ago

Up 41%
Vs. Year Ago

Units Sold*



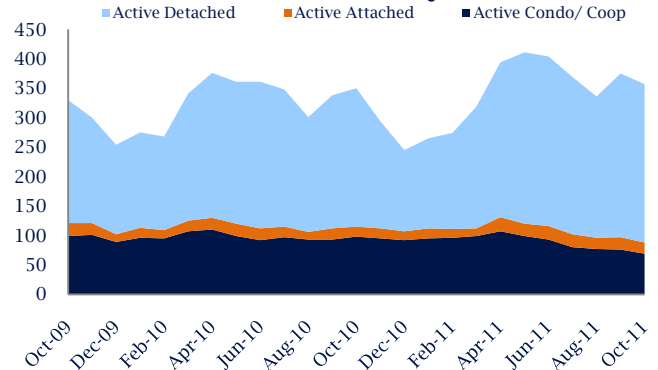
Units Sold

There was a decrease in total units sold in October, with 62 sold this month in Bethesda and Cabin John versus 63 last month, a decrease of 2%. This month's total units sold was higher than at this time last year, an increase of 2% versus October 2010.

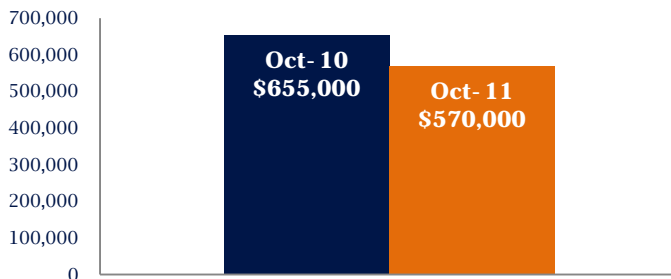
Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 2%. The total number of active inventory this October was 357 compared to 350 in October 2010. This month's total of 357 is lower than the previous month's total supply of available inventory of 375, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Bethesda and Cabin John Homes was \$655,000. This October, the median sale price was \$570,000, a decrease of \$85,000 compared to last year. The current median sold price is lower than in September.

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.





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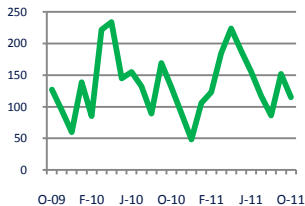
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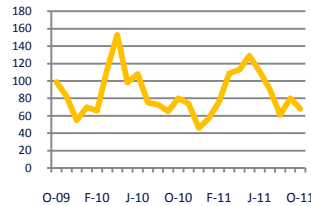
New Listings

115



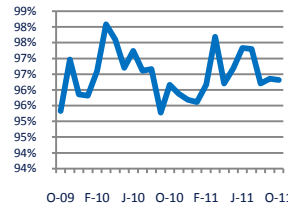
Current Contracts

68



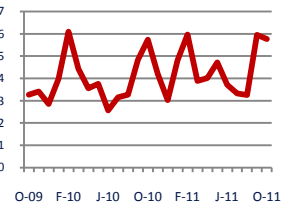
Sold Vs. List Price

96.3%



Months of Supply

5.8



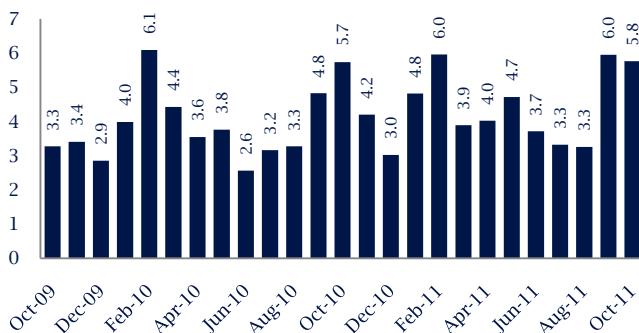
Down - 12%
Vs. Year Ago

Down - 15%
Vs. Year Ago

No Change
Vs. Year Ago

No Change
Vs. Year Ago

Months Of Supply



Months of Supply

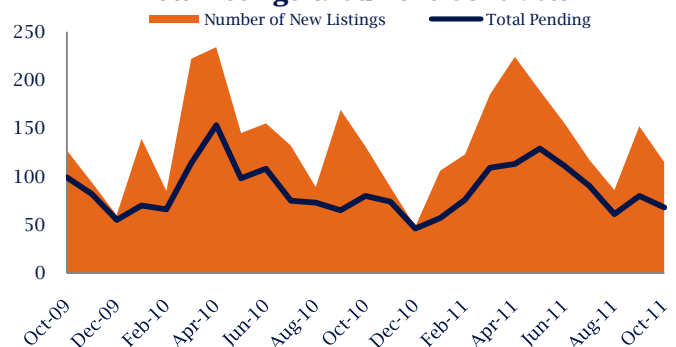
In October, there was 5.8 months of supply available in Bethesda and Cabin John. The amount of supply is similar compared to a year ago.

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.

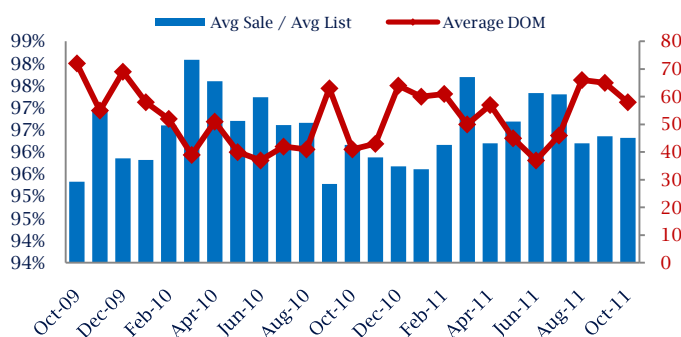
New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Bethesda and Cabin John compared to 131 in October 2010, a decrease of 12%. There were 68 current contracts pending sale this October compared to 80 a year ago. The number of current contracts is 15% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Bethesda and Cabin John was 96.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 58, higher than the average last year, which was 41, an increase of 41%.

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