



# The Long & Foster® Market Minute™



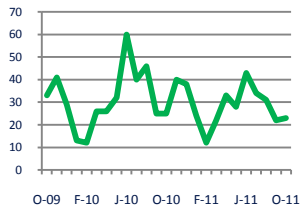
## Focus On: Chevy Chase North Housing Market

October 2011

Zip Code(s): 20815

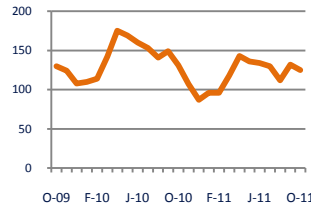
### Units Sold

23



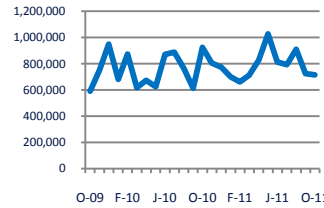
### Active Inventory

125



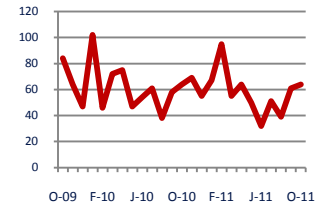
### Median Sale Price

\$715,000



### Days On Market

64



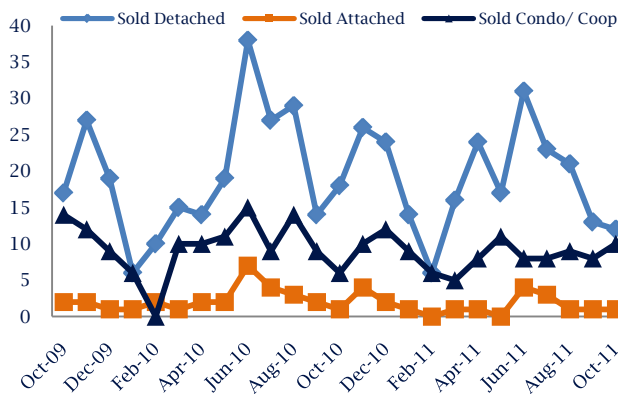
**Down - 8%**  
Vs. Year Ago

**Down - 5%**  
Vs. Year Ago

**Down - 23%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

### Units Sold\*



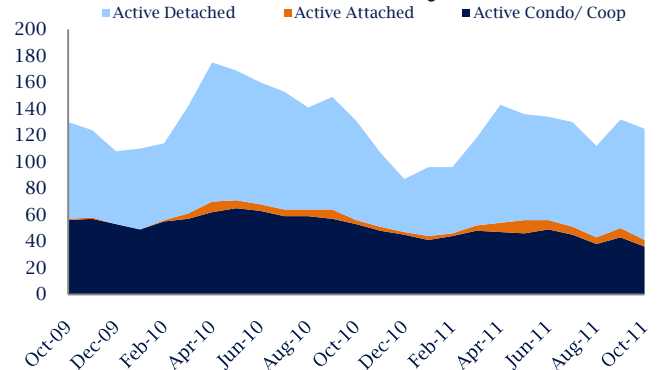
### Units Sold

There was an increase in total units sold in October, with 23 sold this month in Chevy Chase North versus 22 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 8% versus October 2010.

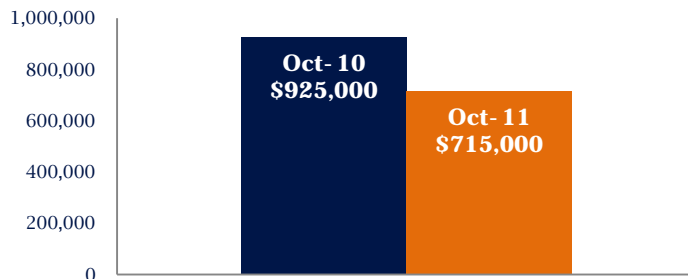
### Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 5%. The total number of active inventory this October was 125 compared to 131 in October 2010. This month's total of 125 is lower than the previous month's total supply of available inventory of 132, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last October, the median sale price for Chevy Chase North Homes was \$925,000. This October, the median sale price was \$715,000, a decrease of 23% or \$210,000 compared to last year. The current median sold price is 1% 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.

Chevy Chase North are defined as properties listed in zip code/s 20815.

\*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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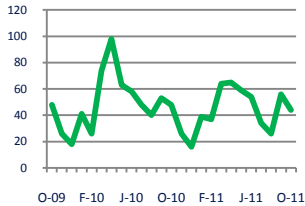
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October 2011

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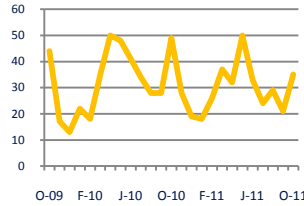
### New Listings

44



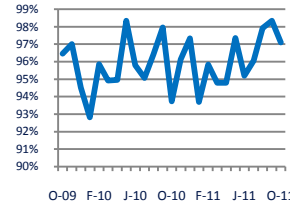
### Current Contracts

35



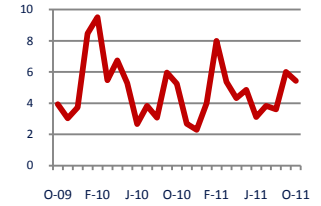
### Sold Vs. List Price

97.1%



### Months of Supply

5.4



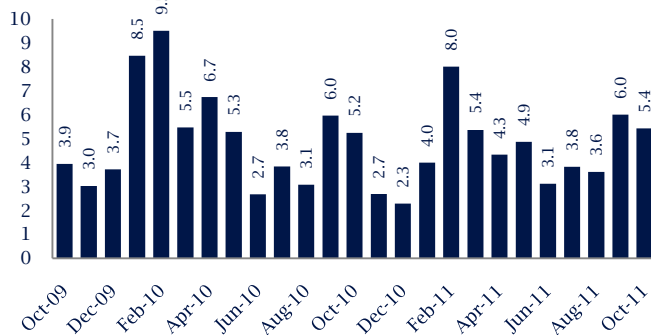
**Down - 8%**  
Vs. Year Ago

**Down - 29%**  
Vs. Year Ago

**Up 3.6%**  
Vs. Year Ago

**Up 4%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

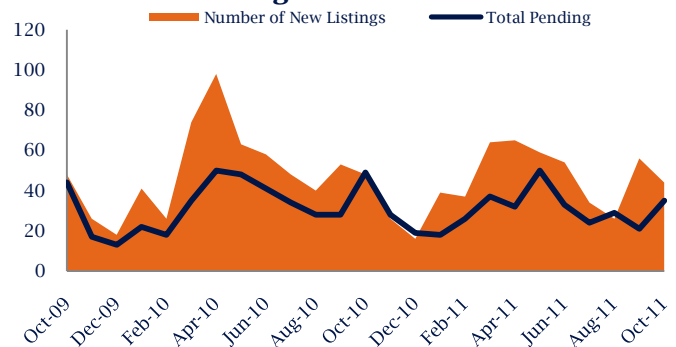
In October, there was 5.4 months of supply available in Chevy Chase North, compared to 5.2 in October 2010. That is an increase of 4% versus a year ago.

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 44 homes newly listed for sale in Chevy Chase North compared to 48 in October 2010, a decrease of 8%. There were 35 current contracts pending sale this October compared to 49 a year ago. The number of current contracts is 29% 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 Chevy Chase North was 97.1% of the average list price, which is 3.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 64, which is similar compared to a year ago.

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