



The Long & Foster® Market Minute™



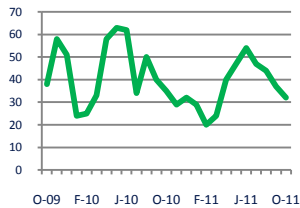
Focus On: Downtown Silver Spring and Takoma Park Housing Market

October 2011

Zip Code(s): 20910, 20912 and 20907

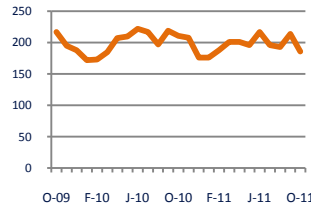
Units Sold

32



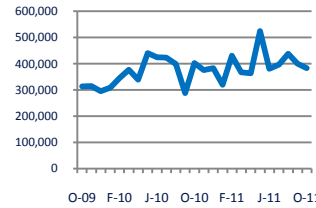
Active Inventory

186



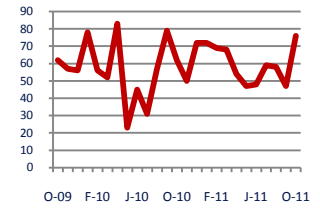
Median Sale Price

\$382,500



Days On Market

76



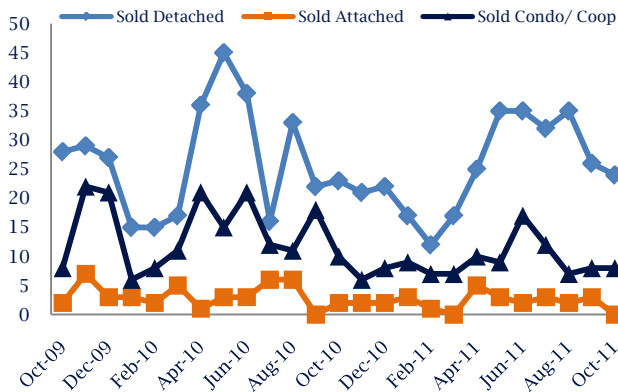
Down - 9%
Vs. Year Ago

Down - 12%
Vs. Year Ago

Down - 5%
Vs. Year Ago

Up 23%
Vs. Year Ago

Units Sold*



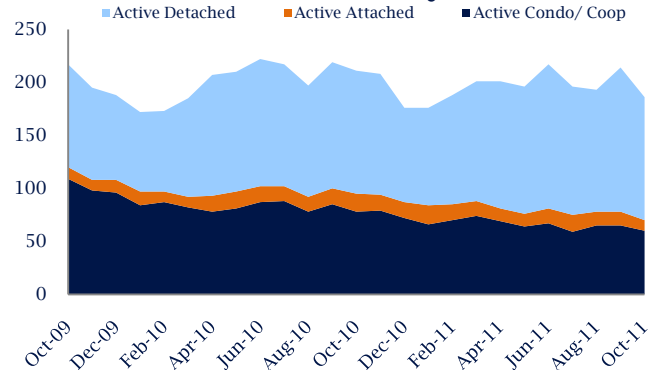
Units Sold

There was a decrease in total units sold in October, with 32 sold this month in Downtown Silver Spring and Takoma Park versus 37 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 9% versus October 2010.

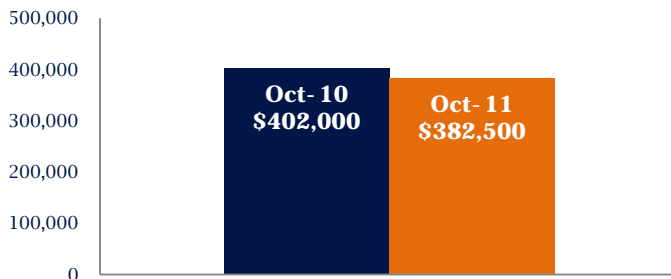
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 12%. The total number of active inventory this October was 186 compared to 211 in October 2010. This month's total of 186 is lower than the previous month's total supply of available inventory of 214, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Downtown Silver Spring and Takoma Park Homes was \$402,000. This October, the median sale price was \$382,500, a decrease of 5% or \$19,500 compared to last year. The current median sold price is 4% 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.

Downtown Silver Spring and Takoma Park are defined as properties listed in zip code/s 20910, 20912 and 20907.

*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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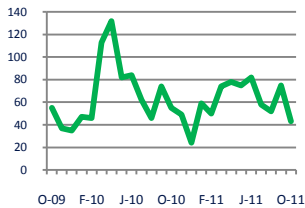
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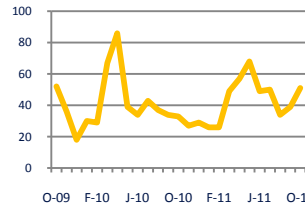
New Listings

43



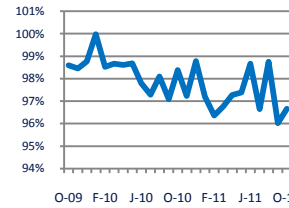
Current Contracts

51



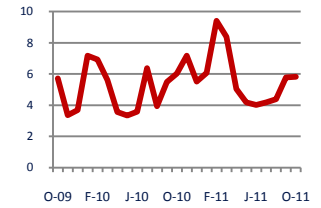
Sold Vs. List Price

96.7%



Months of Supply

5.8



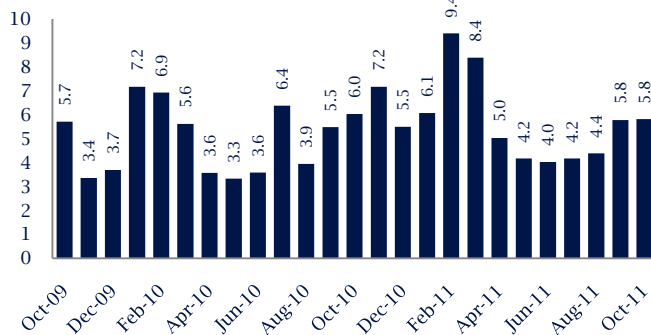
Down -22%
Vs. Year Ago

Up 55%
Vs. Year Ago

Down -1.7%
Vs. Year Ago

Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

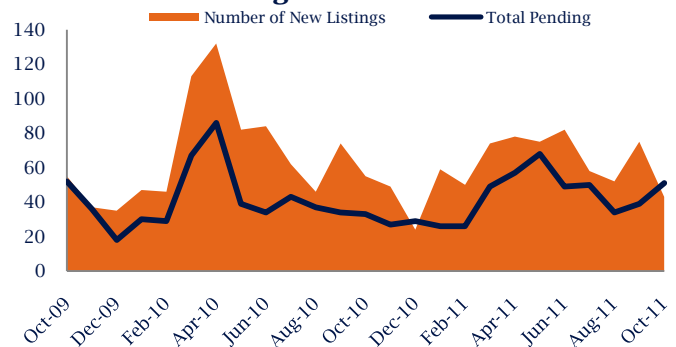
In October, there was 5.8 months of supply available in Downtown Silver Spring and Takoma Park, compared to 6.0 in October 2010. That is a decrease of 4% versus a year ago.

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.

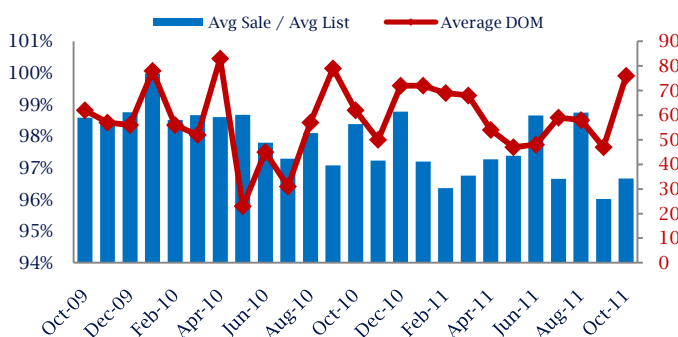
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Downtown Silver Spring and Takoma Park compared to 55 in October 2010, a decrease of 22%. There were 51 current contracts pending sale this October compared to 33 a year ago. The number of current contracts is 55% higher 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 Downtown Silver Spring and Takoma Park was 96.7% of the average list price, which is 1.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, higher than the average last year, which was 62, an increase of 23%.

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