



The Long & Foster® Market Minute™



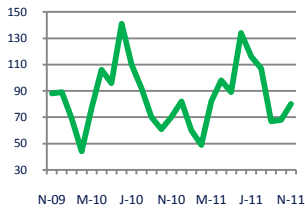
Focus On: Bethesda and Cabin John Housing Market

November 2011

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

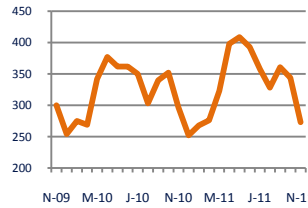
Units Sold

80



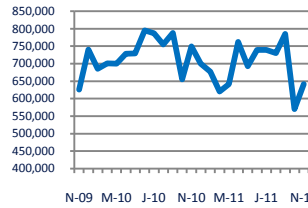
Active Inventory

273



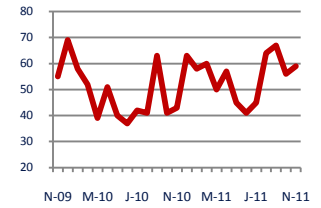
Median Sale Price

\$641,000



Days On Market

59



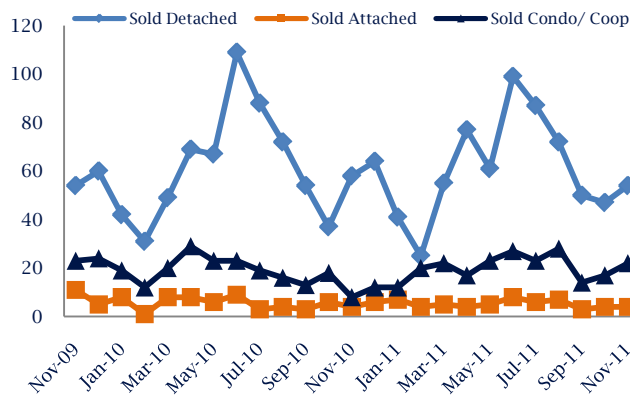
Up 14%
Vs. Year Ago

Down -8%
Vs. Year Ago

Down -14%
Vs. Year Ago

Up 37%
Vs. Year Ago

Units Sold*



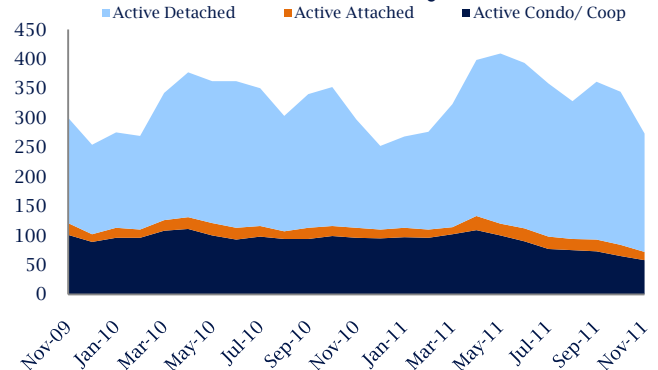
Units Sold

There was an increase in total units sold in November, with 80 sold this month in Bethesda and Cabin John versus 68 last month, an increase of 18%. This month's total units sold was higher than at this time last year, an increase of 14% versus November 2010.

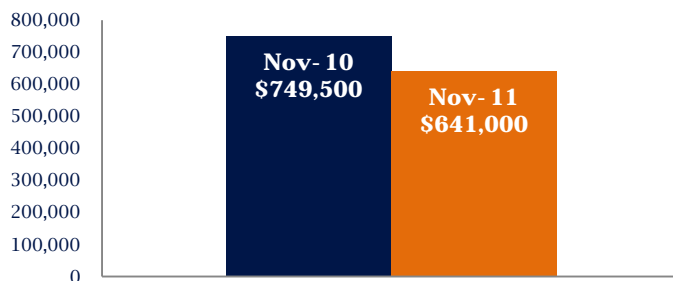
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 8%. The total number of active inventory this November was 273 compared to 297 in November 2010. This month's total of 273 is lower than the previous month's total supply of available inventory of 344, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Bethesda and Cabin John Homes was \$749,500. This November, the median sale price was \$641,000, a decrease of 14% or \$108,500 compared to last year. The current median sold price is 12% higher than in October.

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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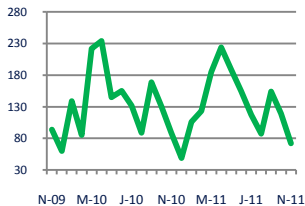
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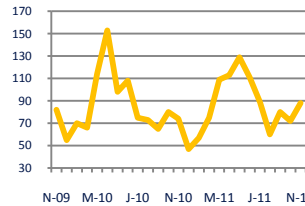
New Listings

72



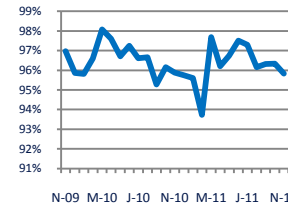
Current Contracts

88



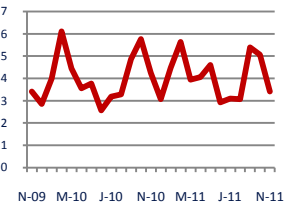
Sold Vs. List Price

95.8%



Months of Supply

3.4



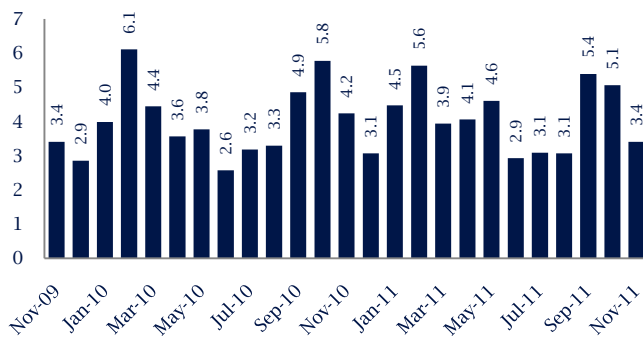
Down - 19%
Vs. Year Ago

Up 19%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 20%
Vs. Year Ago

Months Of Supply



Months of Supply

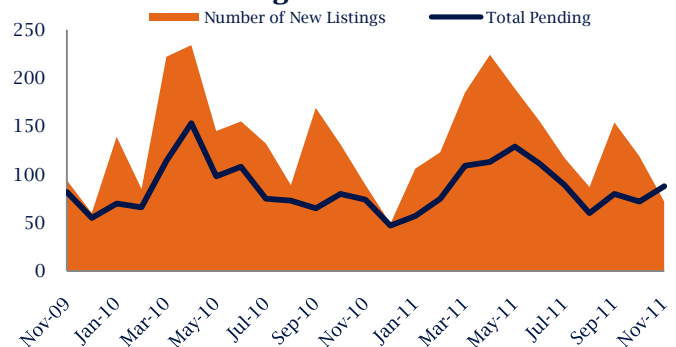
In November, there was 3.4 months of supply available in Bethesda and Cabin John, compared to 4.2 in November 2010. That is a decrease of 20% versus a year ago.

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.

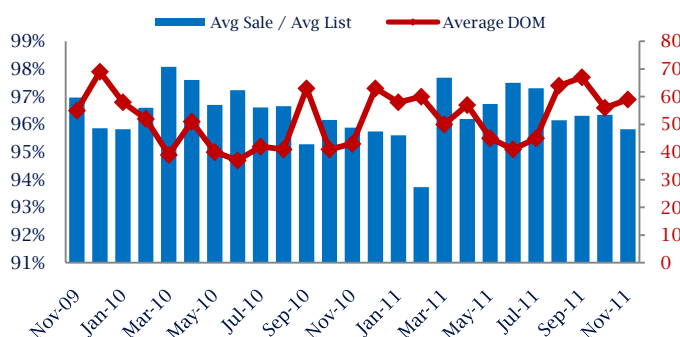
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Bethesda and Cabin John compared to 89 in November 2010, a decrease of 19%. There were 88 current contracts pending sale this November compared to 74 a year ago. The number of current contracts is 19% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Bethesda and Cabin John was 95.8% 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 59, higher than the average last year, which was 43, an increase of 37%.

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