



The Long & Foster® Market Minute™



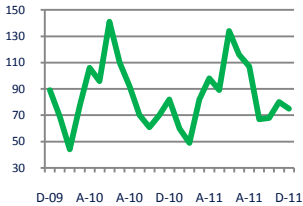
Focus On: Bethesda and Cabin John Housing Market

December 2011

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

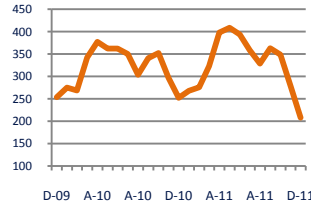
Units Sold

75



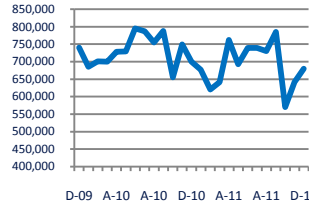
Active Inventory

208



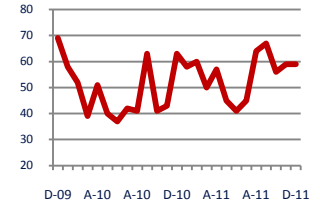
Median Sale Price

\$680,000



Days On Market

59



Down - 9%

Vs. Year Ago

Down - 17%

Vs. Year Ago

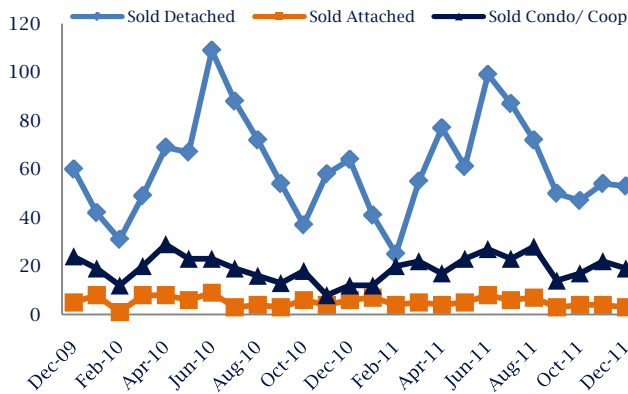
Down - 3%

Vs. Year Ago

Down - 6%

Vs. Year Ago

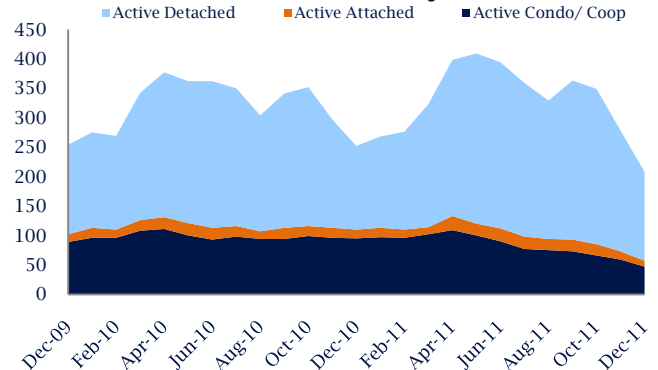
Units Sold*



Units Sold

There was a decrease in total units sold in December, with 75 sold this month in Bethesda and Cabin John versus 80 last month, a decrease of 6%. This month's total units sold was lower than at this time last year, a decrease of 9% versus December 2010.

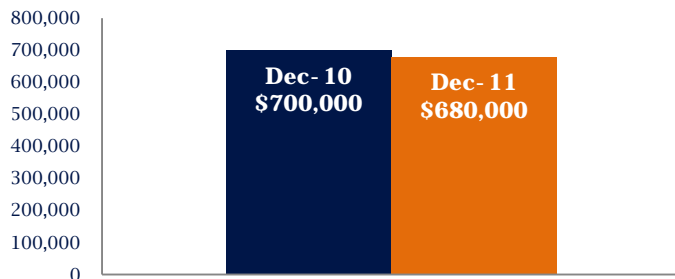
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 17%. The total number of active inventory this December was 208 compared to 252 in December 2010. This month's total of 208 is lower than the previous month's total supply of available inventory of 278, a decrease of 25%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Bethesda and Cabin John Homes was \$700,000. This December, the median sale price was \$680,000, a decrease of 3% or \$20,000 compared to last year. The current median sold price is 6% higher than in November.

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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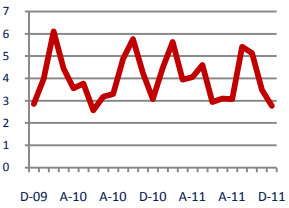
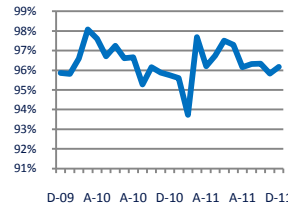
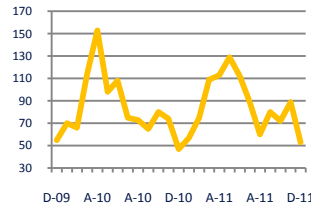
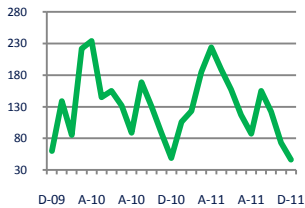


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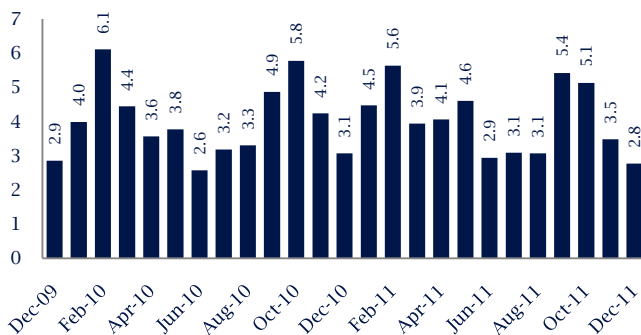
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New Listings 46	Current Contracts 53	Sold Vs. List Price 96.2%	Months of Supply 2.8
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Down - 6% Vs. Year Ago	Up 13% Vs. Year Ago	No Change Vs. Year Ago	Down - 10% Vs. Year Ago
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Months Of Supply



Months of Supply

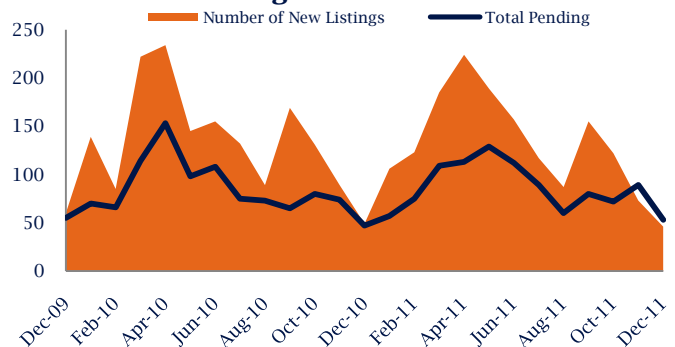
In December, there was 2.8 months of supply available in Bethesda and Cabin John, compared to 3.1 in December 2010. That is a decrease of 10% versus a year ago.

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.

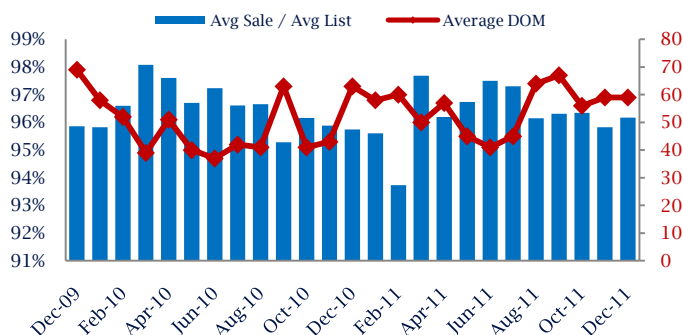
New Listings & Current Contracts

This month there were 46 homes newly listed for sale in Bethesda and Cabin John compared to 49 in December 2010, a decrease of 6%. There were 53 current contracts pending sale this December compared to 47 a year ago. The number of current contracts is 13% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Bethesda and Cabin John was 96.2% 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, lower than the average last year, which was 63, a decrease of 6%.

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