



The Long & Foster® Market Minute™



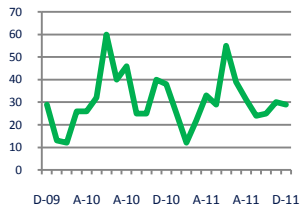
Focus On: Chevy Chase North Housing Market

December 2011

Zip Code(s): 20815

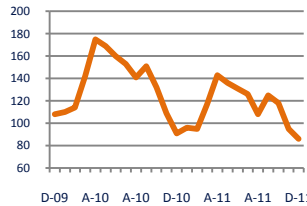
Units Sold

29



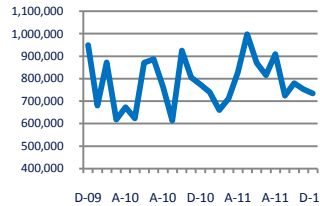
Active Inventory

86



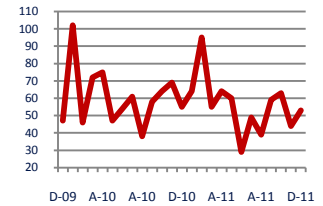
Median Sale Price

\$735,000



Days On Market

53



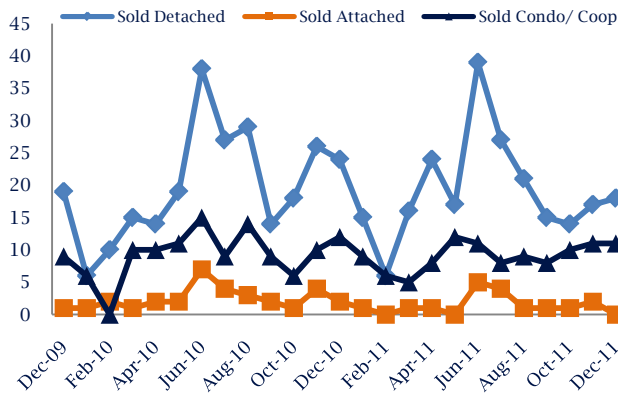
Down -24%
Vs. Year Ago

Down -5%
Vs. Year Ago

Down -5%
Vs. Year Ago

Down -4%
Vs. Year Ago

Units Sold*



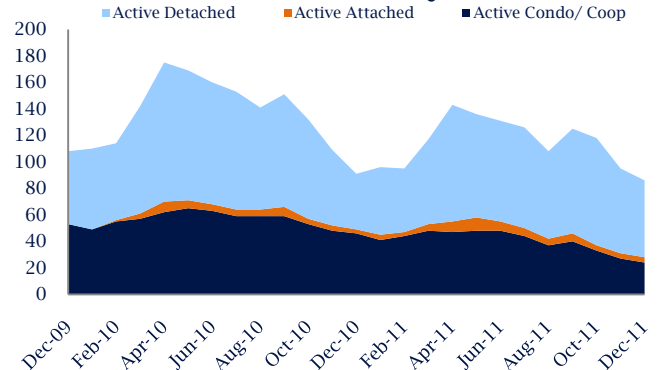
Units Sold

There was a decrease in total units sold in December, with 29 sold this month in Chevy Chase North versus 30 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 24% versus December 2010.

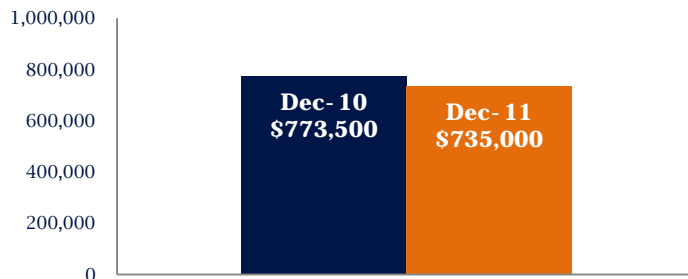
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 5%. The total number of active inventory this December was 86 compared to 91 in December 2010. This month's total of 86 is lower than the previous month's total supply of available inventory of 95, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Chevy Chase North Homes was \$773,500. This December, the median sale price was \$735,000, a decrease of 5% or \$38,500 compared to last year. The current median sold price is 2% lower 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.

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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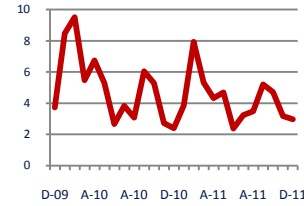
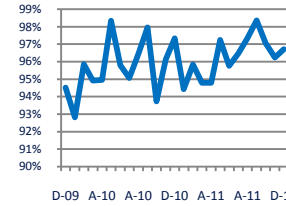
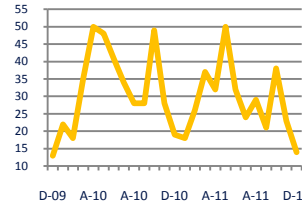
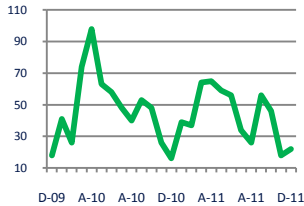


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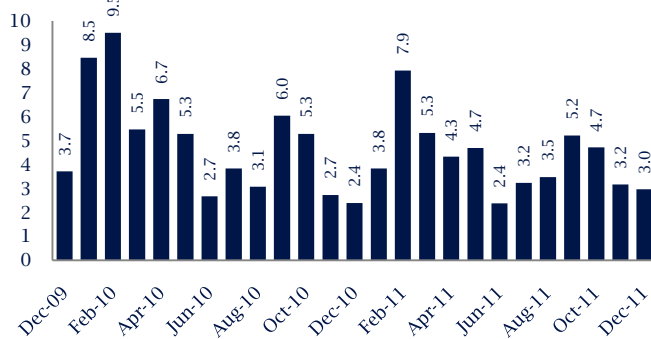
Zip Code(s): 20815

New Listings 22	Current Contracts 14	Sold Vs. List Price 96.7%	Months of Supply 3.0
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Up 38% Vs. Year Ago	Down -26% Vs. Year Ago	Down -0.6% Vs. Year Ago	Up 24% Vs. Year Ago
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Months Of Supply



Months of Supply

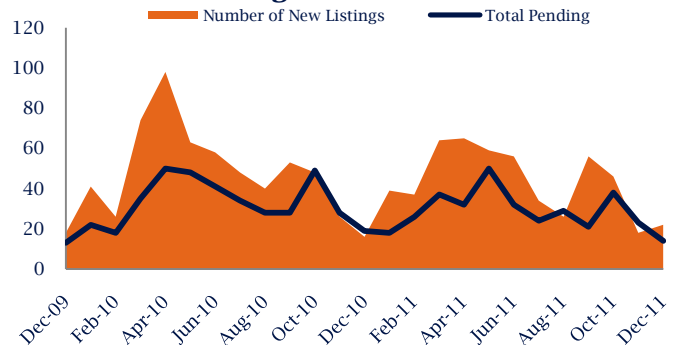
In December, there was 3.0 months of supply available in Chevy Chase North, compared to 2.4 in December 2010. That is an increase of 24% versus a year ago.

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 22 homes newly listed for sale in Chevy Chase North compared to 16 in December 2010, an increase of 38%. There were 14 current contracts pending sale this December compared to 19 a year ago. The number of current contracts is 26% lower 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 Chevy Chase North was 96.7% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 55, a decrease of 4%.

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