



The Long & Foster® Market Minute™

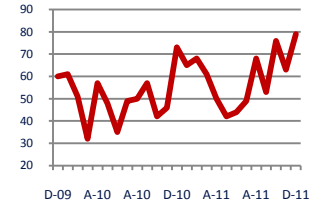
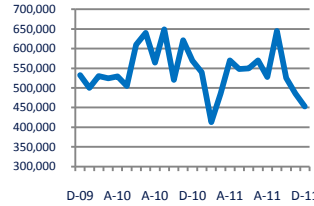
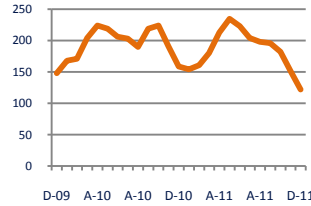
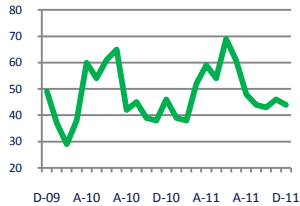


Focus On: Kensington and North Bethesda Housing Market

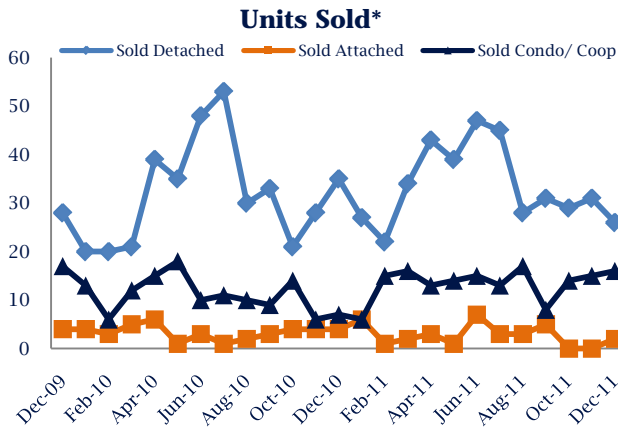
December 2011

Zip Code(s): 20895 and 20814

Units Sold 44	Active Inventory 122	Median Sale Price \$452,500	Days On Market 79
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Down -4% Vs. Year Ago	Down -23% Vs. Year Ago	Down -21% Vs. Year Ago	Up 8% Vs. Year Ago
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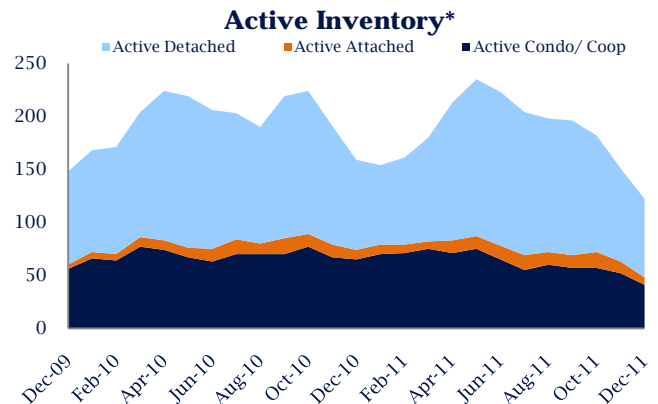


Units Sold

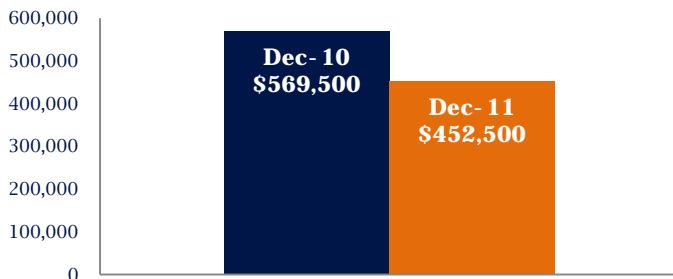
There was a decrease in total units sold in December, with 44 sold this month in Kensington and North Bethesda versus 46 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 4% versus December 2010.

Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 23%. The total number of active inventory this December was 122 compared to 159 in December 2010. This month's total of 122 is lower than the previous month's total supply of available inventory of 151, a decrease of 19%.



Median Sale Price



Median Sale Price

Last December, the median sale price for Kensington and North Bethesda Homes was \$569,500. This December, the median sale price was \$452,500, a decrease of 21% or \$117,000 compared to last year. The current median sold price is 7% 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.

Kensington and North Bethesda are defined as properties listed in zip code/s 20895 and 20814.

*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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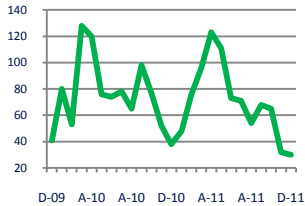
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December 2011

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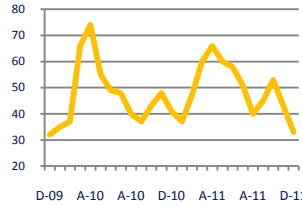
New Listings

30



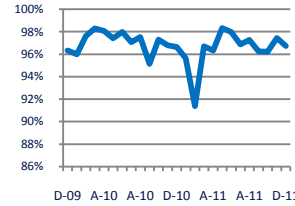
Current Contracts

33



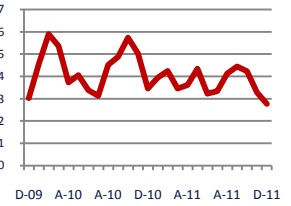
Sold Vs. List Price

96.7%



Months of Supply

2.8



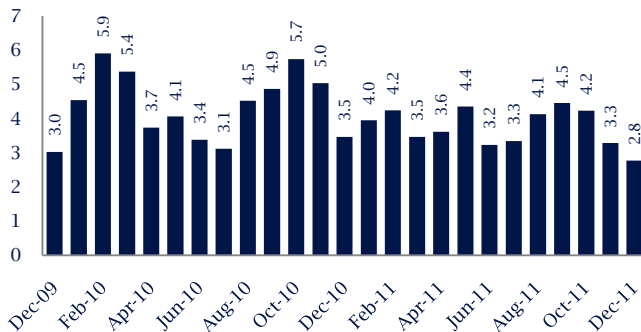
Down -21%
Vs. Year Ago

Down -20%
Vs. Year Ago

No Change
Vs. Year Ago

Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

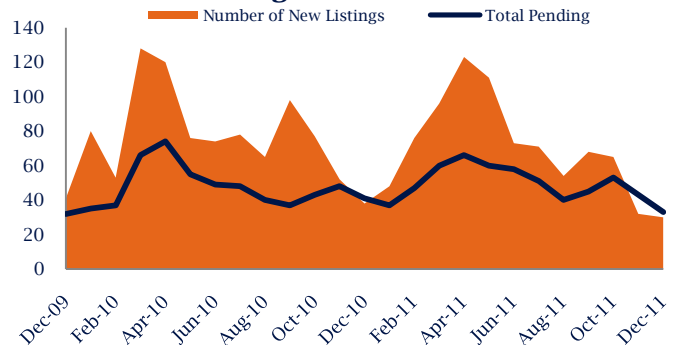
In December, there was 2.8 months of supply available in Kensington and North Bethesda, compared to 3.5 in December 2010. That is a decrease of 20% versus a year ago.

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.

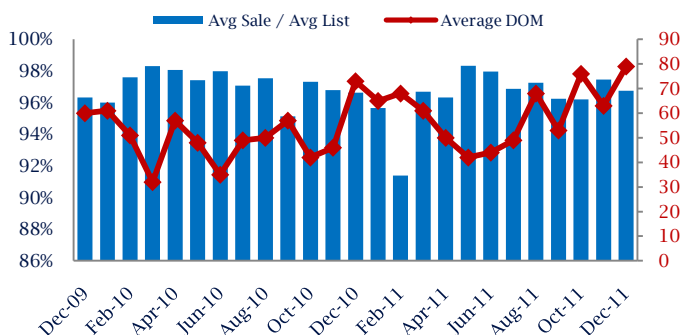
New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Kensington and North Bethesda compared to 38 in December 2010, a decrease of 21%. There were 33 current contracts pending sale this December compared to 41 a year ago. The number of current contracts is 20% 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 Kensington and North Bethesda was 96.7% 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 79, higher than the average last year, which was 73, an increase of 8%.

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