



The Long & Foster® Market Minute™



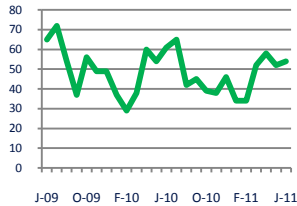
Focus On: Kensington and North Bethesda Housing Market

June 2011

Zip Code(s): 20895 and 20814

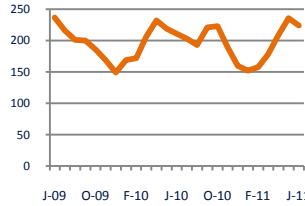
Units Sold

54



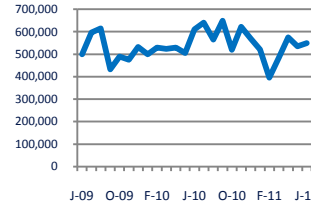
Active Inventory

224



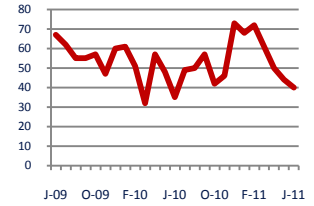
Median Sale Price

\$549,900



Days On Market

40



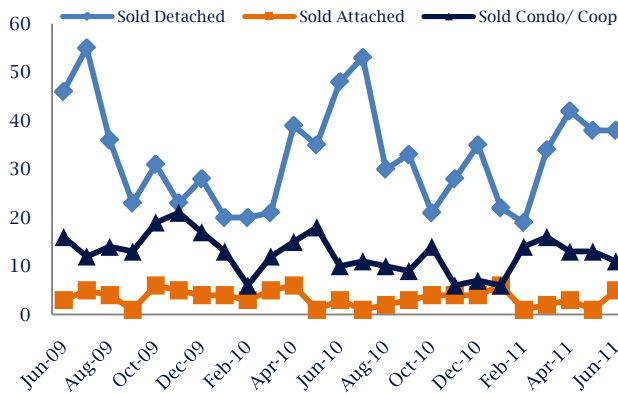
Down - 11%
Vs. Year Ago

Up 6%
Vs. Year Ago

Down - 10%
Vs. Year Ago

Up 14%
Vs. Year Ago

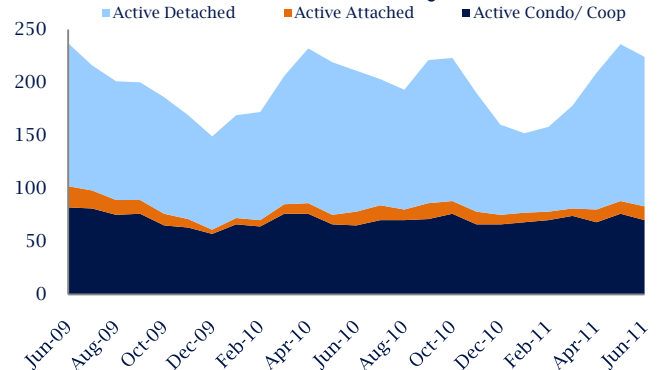
Units Sold*



Units Sold

There was an increase in total units sold in June, with 54 sold this month in Kensington and North Bethesda versus 52 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 11% versus June 2010.

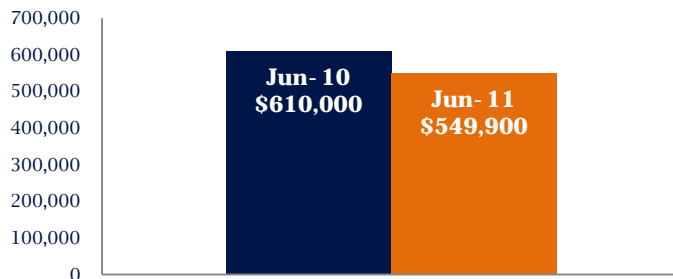
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 13 units or 6%. The total number of active inventory this June was 224 compared to 211 in June 2010. This month's total of 224 is lower than the previous month's total supply of available inventory of 236, a decrease of 5%.

Median Sale Price



Median Sale Price

Last June, the median sale price for Kensington and North Bethesda Homes was \$610,000. This June, the median sale price was \$549,900, a decrease of 10% or \$60,100 compared to last year. The current median sold price is 3% higher than in May.

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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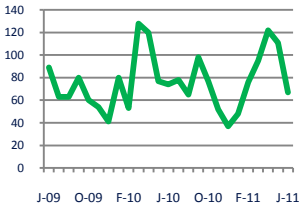
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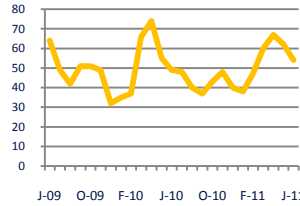
New Listings

67



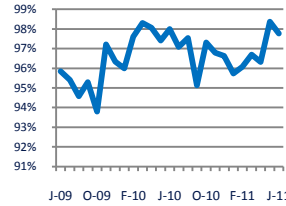
Current Contracts

54



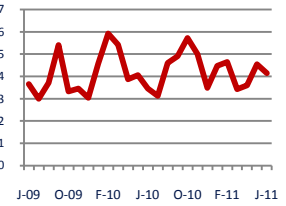
Sold Vs. List Price

97.8%



Months of Supply

4.2



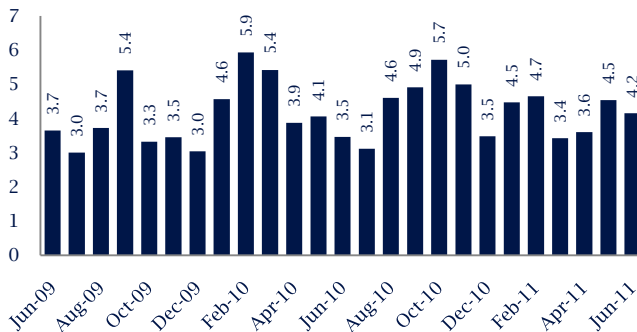
Down - 9%
Vs. Year Ago

Up 10%
Vs. Year Ago

No Change
Vs. Year Ago

Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

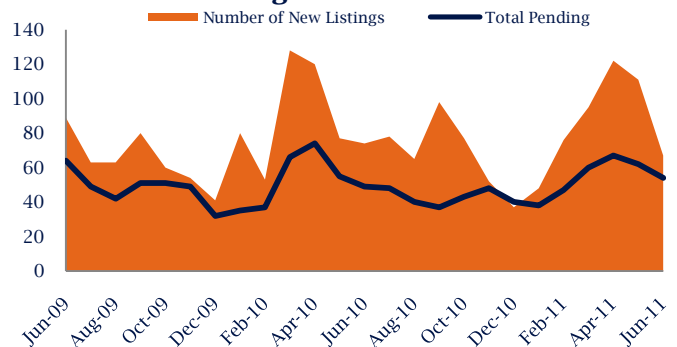
In June, there was 4.1 months of supply available in Kensington and North Bethesda, compared to 3.5 in June 2010. That is an increase of 20% versus a year ago.

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.

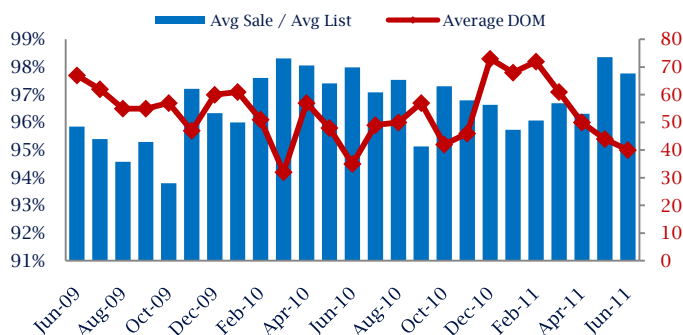
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Kensington and North Bethesda compared to 74 in June 2010, a decrease of 9%. There were 54 current contracts pending sale this June compared to 49 a year ago. The number of current contracts is 10% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Kensington and North Bethesda was 97.8% 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 40, higher than the average last year, which was 35, an increase of 14%.

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