



# The Long & Foster<sup>®</sup> Market Minute<sup>™</sup>



## Focus On: Bethesda and Cabin John Housing Market

July 2011

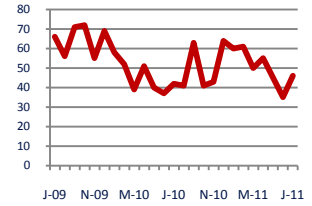
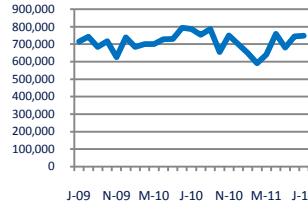
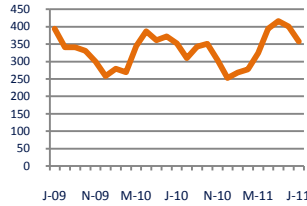
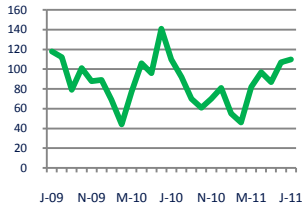
Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

**Units Sold**  
110

**Active Inventory**  
357

**Median Sale Price**  
\$748,500

**Days On Market**  
46



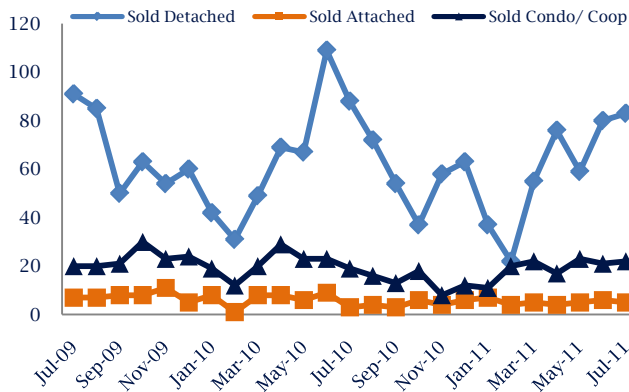
**No Change**  
Vs. Year Ago

**Up 1%**  
Vs. Year Ago

**Down -5%**  
Vs. Year Ago

**Up 10%**  
Vs. Year Ago

### Units Sold\*



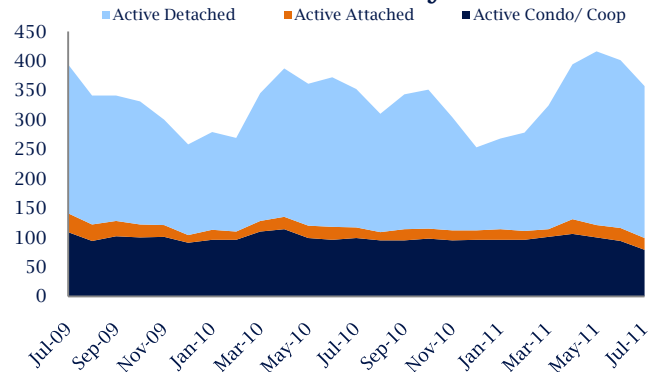
### Units Sold

There was an increase in total units sold in July, with 110 sold this month in Bethesda and Cabin John, an increase of 3%. This month's total units sold is similar compared to a year ago.

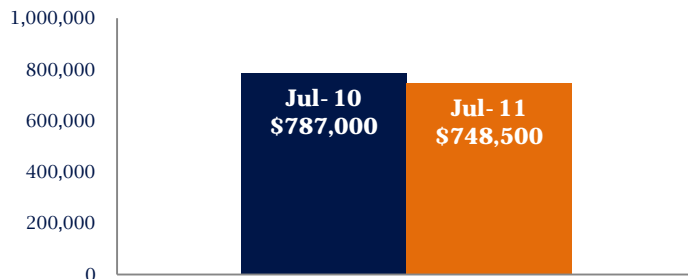
### Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 1%. The total number of active inventory this July was 357 compared to 352 in July 2010. This month's total of 357 is lower than the previous month's total supply of available inventory of 401, a decrease of 11%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Bethesda and Cabin John Homes was \$787,000. This July, the median sale price was approximately the same at \$748,500. The current median sold price is 5% lower than in July 2010.

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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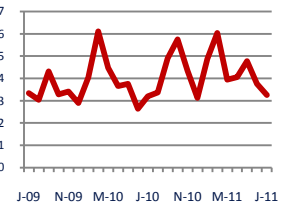
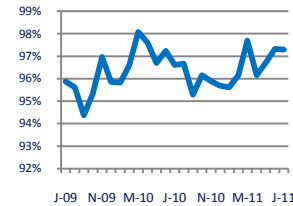
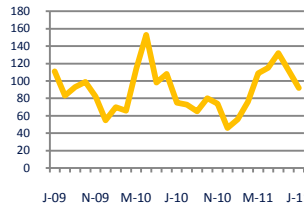
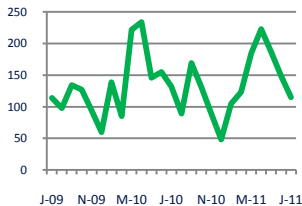


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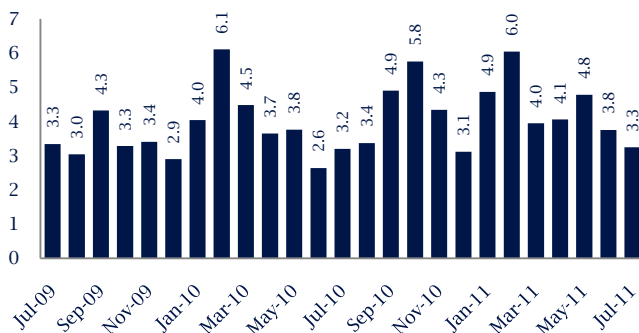
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<b>New Listings</b> 115	<b>Current Contracts</b> 92	<b>Sold Vs. List Price</b> 97.3%	<b>Months of Supply</b> 3.3
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<b>Down -13%</b> Vs. Year Ago	<b>Up 23%</b> Vs. Year Ago	<b>Up 0.7%</b> Vs. Year Ago	<b>Up 2%</b> Vs. Year Ago
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### Months Of Supply



### Months of Supply

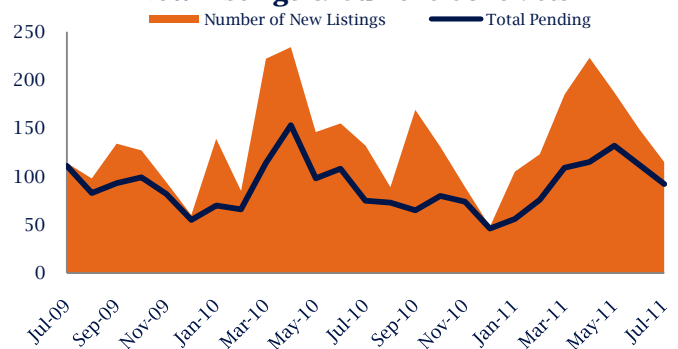
In July, there was 3.2 months of supply available in Bethesda and Cabin John, compared to 3.2 in July 2010. That is an increase of 1% versus a year ago.

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.

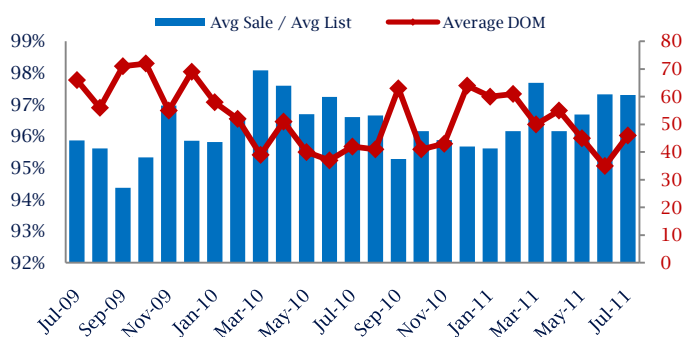
### New Listings & Current Contracts

This month there were 115 homes newly listed for sale in Bethesda and Cabin John compared to 132 in July 2010, a decrease of 13%. There were 92 current contracts pending sale this July compared to 75 a year ago. The number of current contracts is 23% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Bethesda and Cabin John was 97.3% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 46, higher than the average last year, which was 42, an increase of 10%.

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