



The Long & Foster® Market Minute™



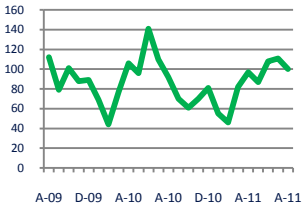
Focus On: Bethesda and Cabin John Housing Market

August 2011

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

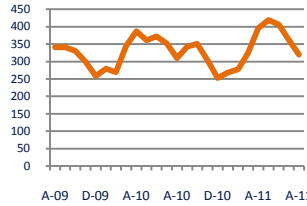
Units Sold

100



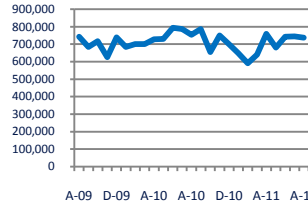
Active Inventory

320



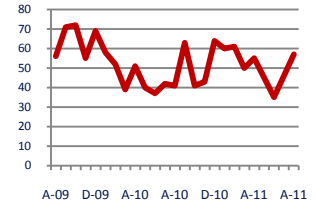
Median Sale Price

\$737,500



Days On Market

57



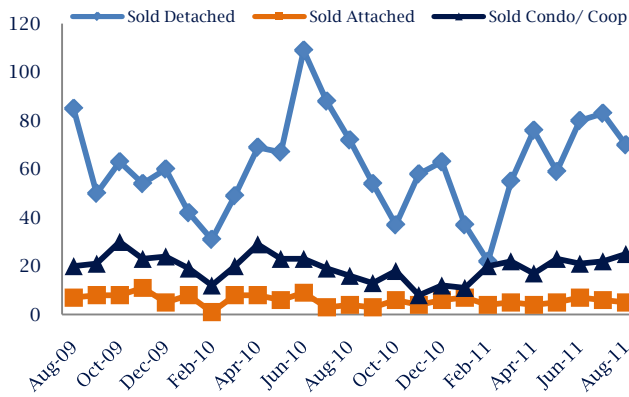
Up 9%
Vs. Year Ago

Up 3%
Vs. Year Ago

Down -2%
Vs. Year Ago

Up 39%
Vs. Year Ago

Units Sold*



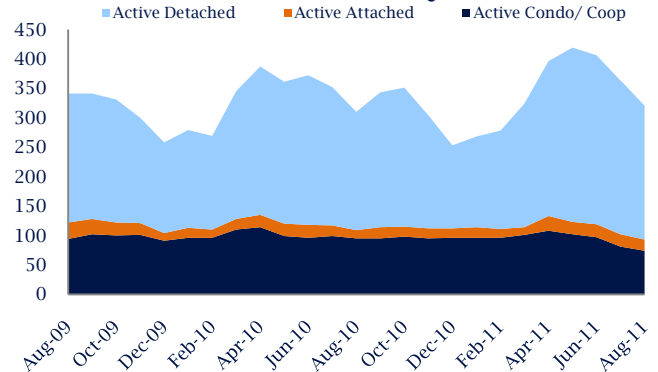
Units Sold

There was a decrease in total units sold in August, with 100 sold this month in Bethesda and Cabin John versus 111 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 9% versus August 2010.

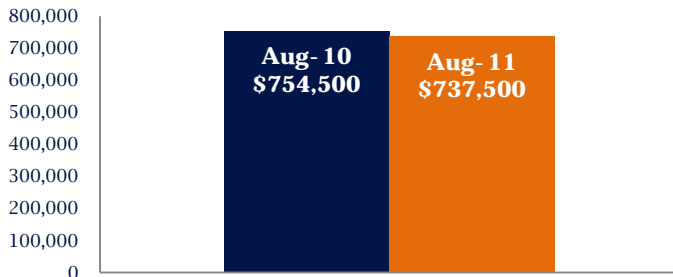
Active Inventory

Versus last year, the total number of homes available this month is higher by 10 units or 3%. The total number of active inventory this August was 320 compared to 310 in August 2010. This month's total of 320 is lower than the previous month's total supply of available inventory of 363, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Bethesda and Cabin John Homes was \$754,500. This August, the median sale price was \$737,500, a decrease of 2% or \$17,000 compared to last year. The current median sold price is 1% lower than in July.

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.





The Long & Foster® Market Minute™

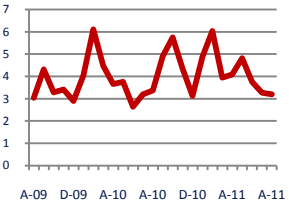
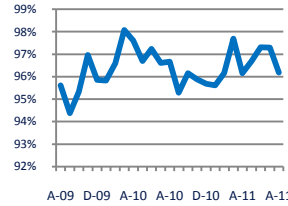
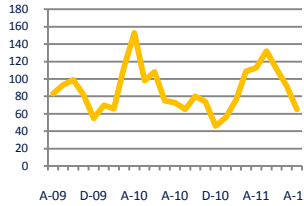
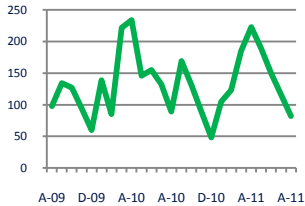


Focus On: Bethesda and Cabin John Housing Market

August 2011

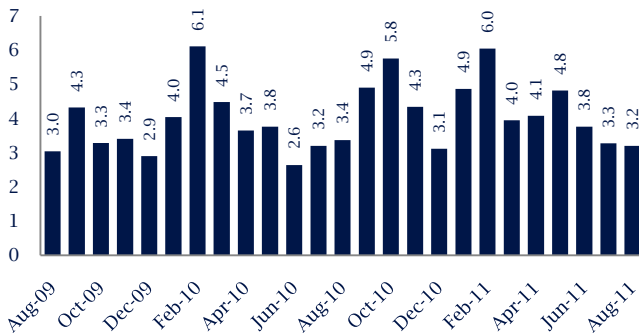
Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

New Listings 82	Current Contracts 65	Sold Vs. List Price 96.2%	Months of Supply 3.2
---------------------------	--------------------------------	-------------------------------------	--------------------------------



Down - 8% Vs. Year Ago	Down - 11% Vs. Year Ago	No Change Vs. Year Ago	Down - 5% Vs. Year Ago
----------------------------------	-----------------------------------	----------------------------------	----------------------------------

Months Of Supply



Months of Supply

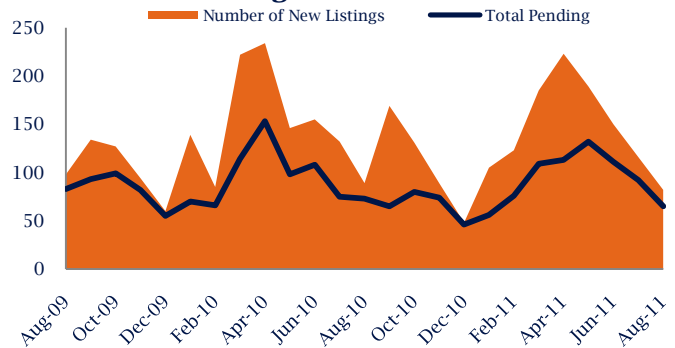
In August, there was 3.2 months of supply available in Bethesda and Cabin John, compared to 3.4 in August 2010. That is a decrease of 5% versus a year ago.

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.

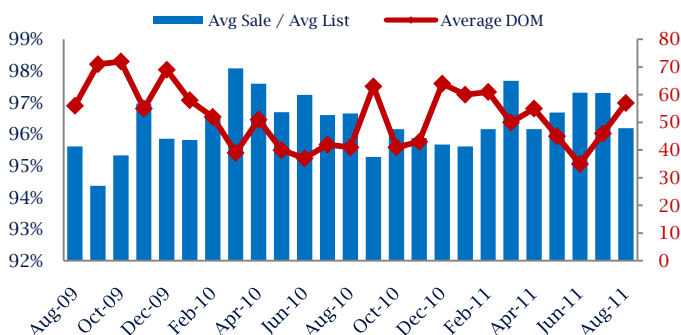
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in Bethesda and Cabin John compared to 89 in August 2010, a decrease of 8%. There were 65 current contracts pending sale this August compared to 73 a year ago. The number of current contracts is 11% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, 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 57, higher than the average last year, which was 41, an increase of 39%.

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.

