



The Long & Foster[®] Market Minute[™]



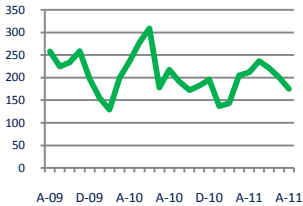
Focus On: Silver Spring Housing Market

August 2011

Zip Code(s): 20901, 20902, 20903, 20904, 20905, 20906 and 20910

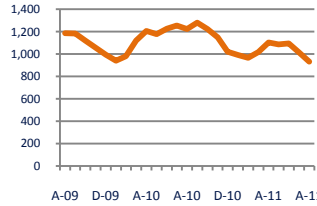
Units Sold

175



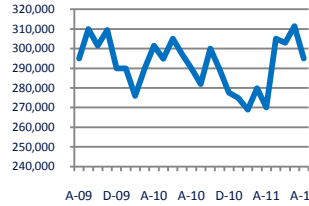
Active Inventory

932



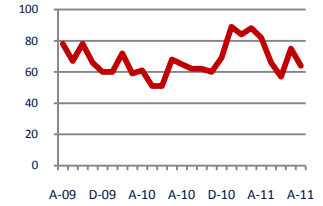
Median Sale Price

\$295,000



Days On Market

64



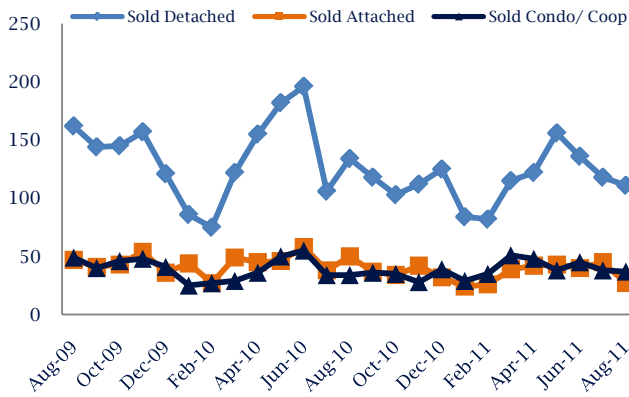
Down -20%
Vs. Year Ago

Down -24%
Vs. Year Ago

Up 2%
Vs. Year Ago

Down -2%
Vs. Year Ago

Units Sold*



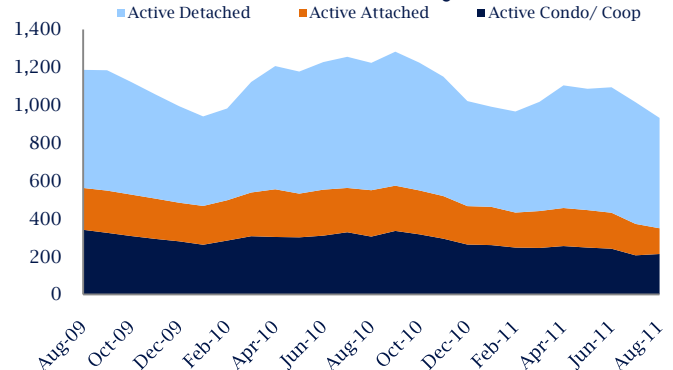
Units Sold

There was a decrease in total units sold in August, with 175 sold this month in Silver Spring versus 201 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 20% versus August 2010.

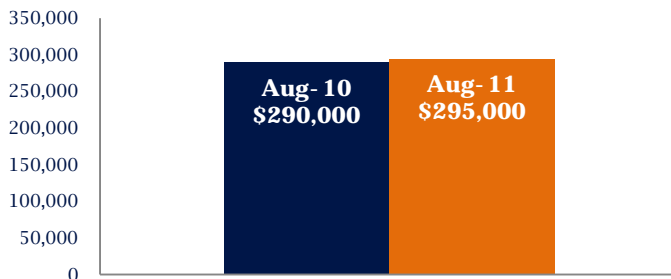
Active Inventory

Versus last year, the total number of homes available this month is lower by 291 units or 24%. The total number of active inventory this August was 932 compared to 1,223 in August 2010. This month's total of 932 is lower than the previous month's total supply of available inventory of 1,015, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Silver Spring Homes was \$290,000. This August, the median sale price was \$295,000, an increase of 2% or \$5,000 compared to last year. The current median sold price is 5% 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.

Silver Spring are defined as properties listed in zip code/s 20901, 20902, 20903, 20904, 20905, 20906 and 20910.

*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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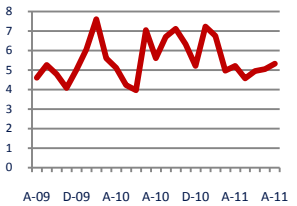
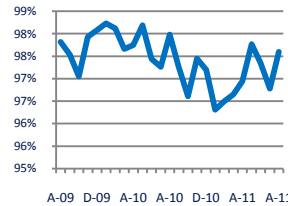
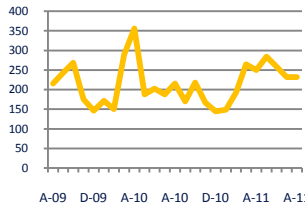
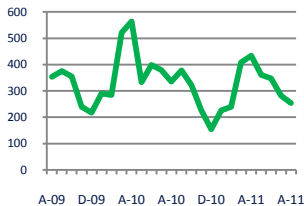


Focus On: Silver Spring Housing Market

August 2011

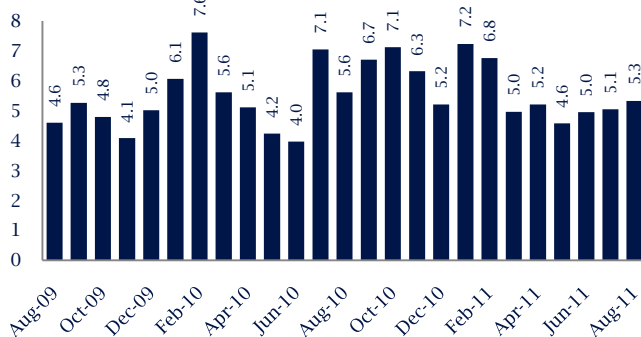
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New Listings 254	Current Contracts 232	Sold Vs. List Price 97.6%	Months of Supply 5.3
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Down -24% Vs. Year Ago	Up 7% Vs. Year Ago	No Change Vs. Year Ago	Down -5% Vs. Year Ago
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Months Of Supply



Months of Supply

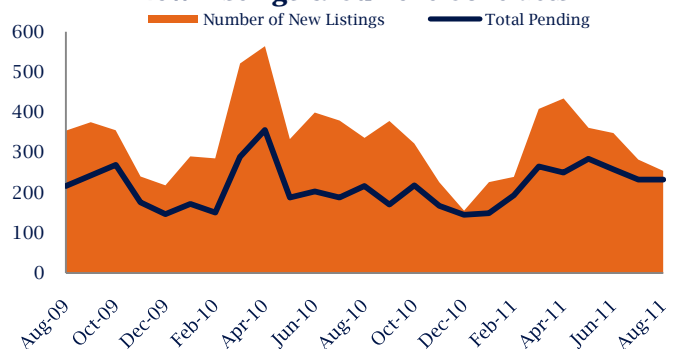
In August, there was 5.3 months of supply available in Silver Spring, compared to 5.6 in August 2010. That is a decrease of 5% versus a year ago.

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.

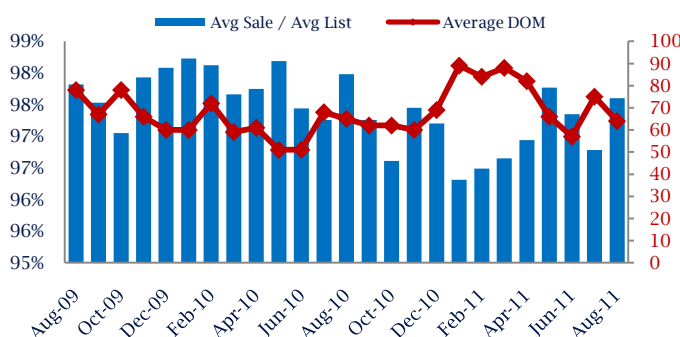
New Listings & Current Contracts

This month there were 254 homes newly listed for sale in Silver Spring compared to 336 in August 2010, a decrease of 24%. There were 232 current contracts pending sale this August compared to 216 a year ago. The number of current contracts remained stable as compared to last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Silver Spring was 97.6% 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 64, lower than the average last year, which was 65, a decrease of 2%.

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