



The Long & Foster® Market Minute™



Focus On: Bethesda and Cabin John Housing Market

January 2012

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

Units Sold

57

Active Inventory

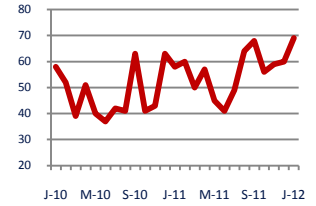
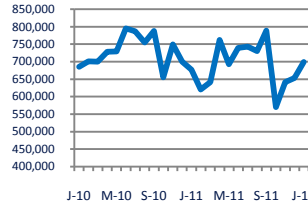
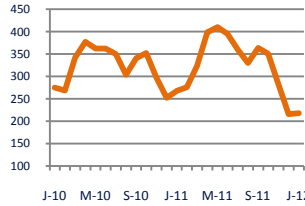
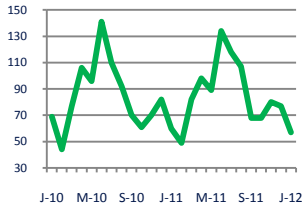
218

Median Sale Price

\$699,000

Days On Market

69



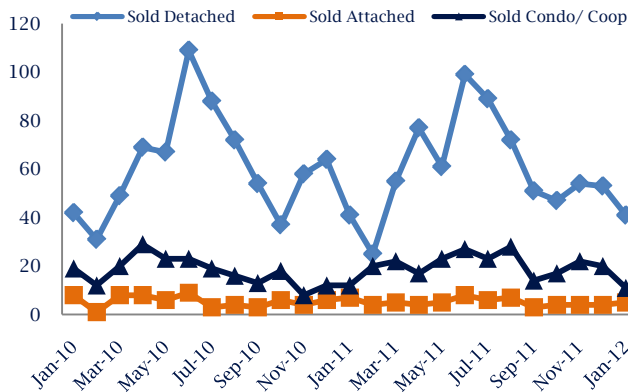
Down - 5%
Vs. Year Ago

Down - 19%
Vs. Year Ago

Up 3%
Vs. Year Ago

Up 19%
Vs. Year Ago

Units Sold*



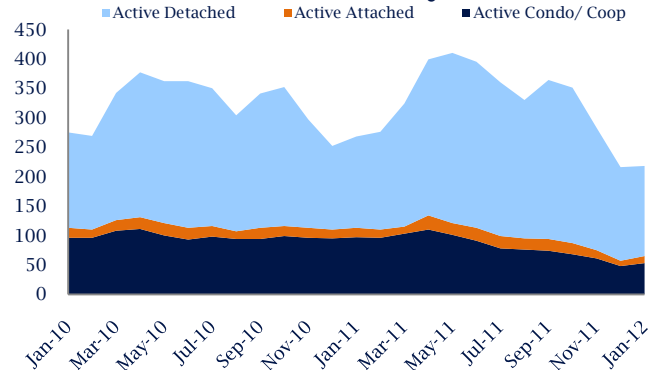
Units Sold

There was a decrease in total units sold in January, with 57 sold this month in Bethesda and Cabin John versus 77 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2011.

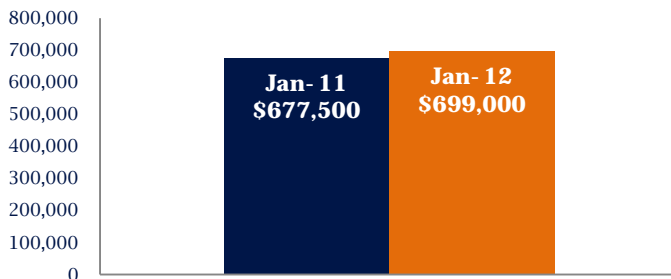
Active Inventory

Versus last year, the total number of homes available this month is lower by 50 units or 19%. The total number of active inventory this January was 218 compared to 268 in January 2011. This month's total of 218 is higher than the previous month's total supply of available inventory of 216, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Bethesda and Cabin John Homes was \$677,500. This January, the median sale price was \$699,000, an increase of 3% or \$21,500 compared to last year. The current median sold price is 7% higher than in December.

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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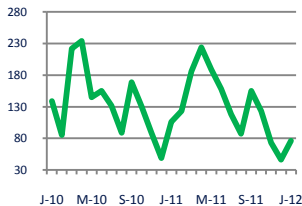
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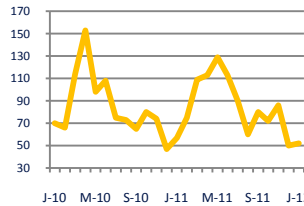
New Listings

76



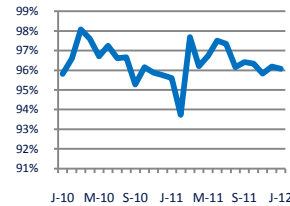
Current Contracts

52



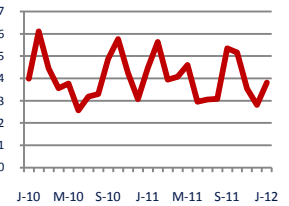
Sold Vs. List Price

96.1%



Months of Supply

3.8



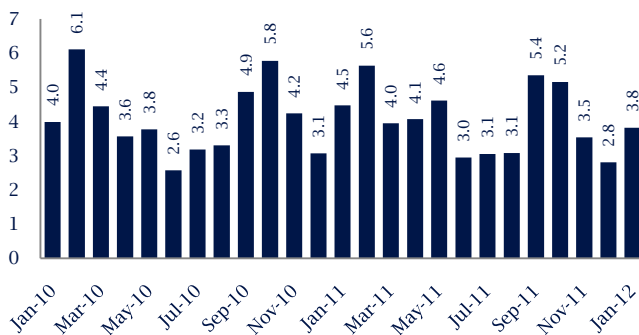
Down -28%
Vs. Year Ago

Down -9%
Vs. Year Ago

Up 0.5%
Vs. Year Ago

Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

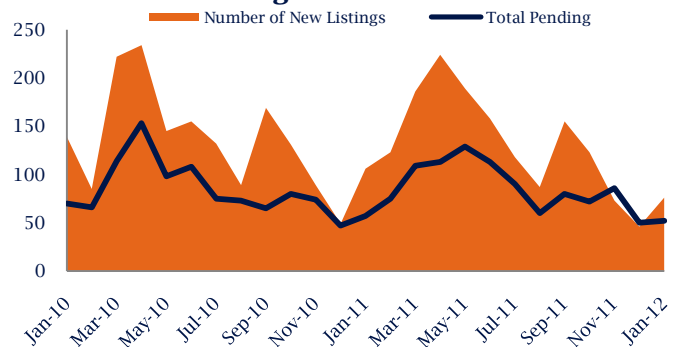
In January, there was 3.8 months of supply available in Bethesda and Cabin John, compared to 4.5 in January 2011. That is a decrease of 14% versus a year ago.

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.

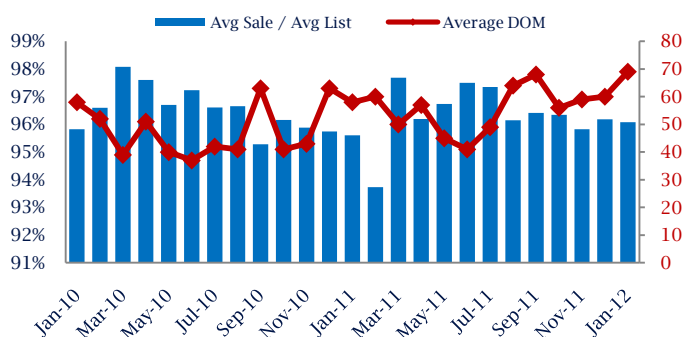
New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Bethesda and Cabin John compared to 106 in January 2011, a decrease of 28%. There were 52 current contracts pending sale this January compared to 57 a year ago. The number of current contracts is 9% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Bethesda and Cabin John was 96.1% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 69, higher than the average last year, which was 58, an increase of 19%.

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