



The Long & Foster[®] Market Minute[™]



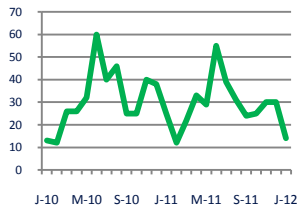
Focus On: Chevy Chase North Housing Market

January 2012

Zip Code(s): 20815

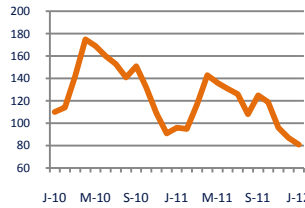
Units Sold

14



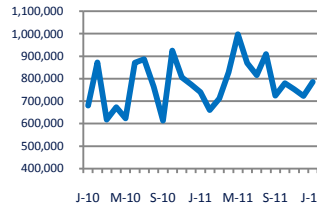
Active Inventory

81



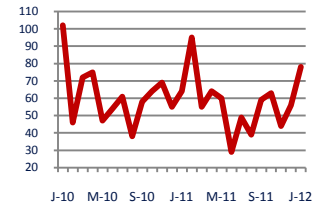
Median Sale Price

\$786,000



Days On Market

78



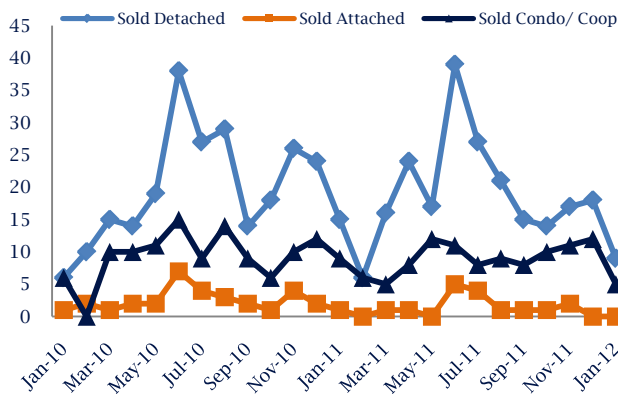
Down
Vs. Year Ago

Down - 16%
Vs. Year Ago

Up 6%
Vs. Year Ago

Up 22%
Vs. Year Ago

Units Sold*



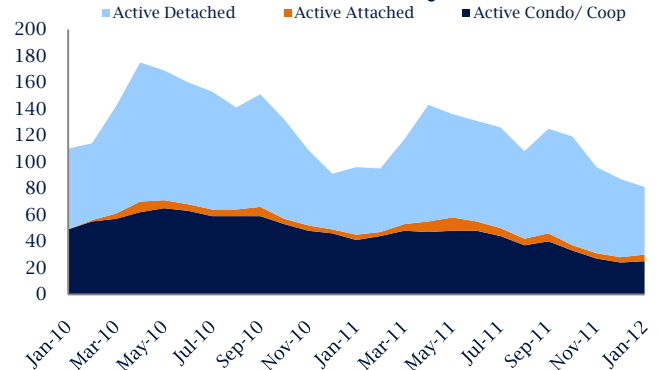
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 14 sold this month in Chevy Chase North. This month's total units sold was lower than at this time last year, a decrease from January 2011.

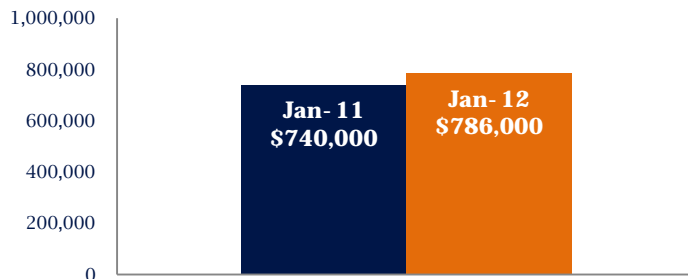
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 16%. The total number of active inventory this January was 81 compared to 96 in January 2011. This month's total of 81 is lower than the previous month's total supply of available inventory of 87, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Chevy Chase North Homes was \$740,000. This January, the median sale price was \$786,000, an increase of 6% or \$46,000 compared to last year. The current median sold price is 9% 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.

Chevy Chase North are defined as properties listed in zip code/s 20815.

*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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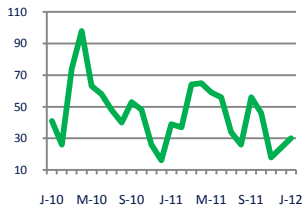
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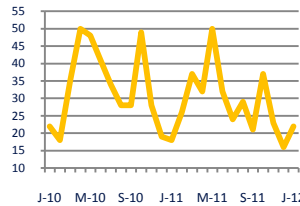
New Listings

30



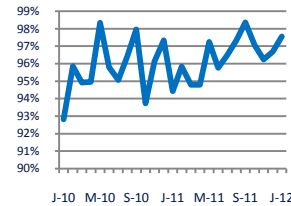
Current Contracts

22



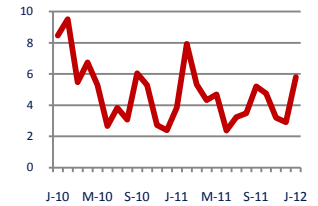
Sold Vs. List Price

97.6%



Months of Supply

5.8



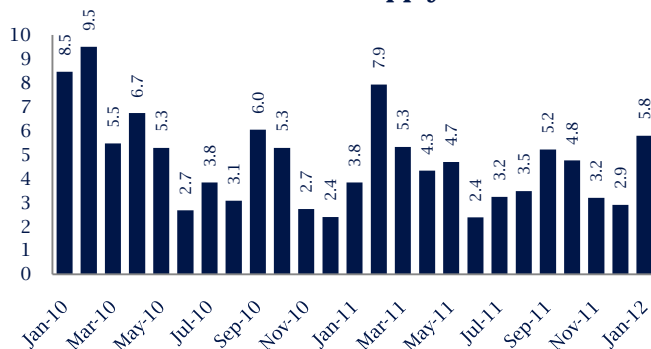
Down -23%
Vs. Year Ago

Up 22%
Vs. Year Ago

Up 3.3%
Vs. Year Ago

Up 51%
Vs. Year Ago

Months Of Supply



Months of Supply

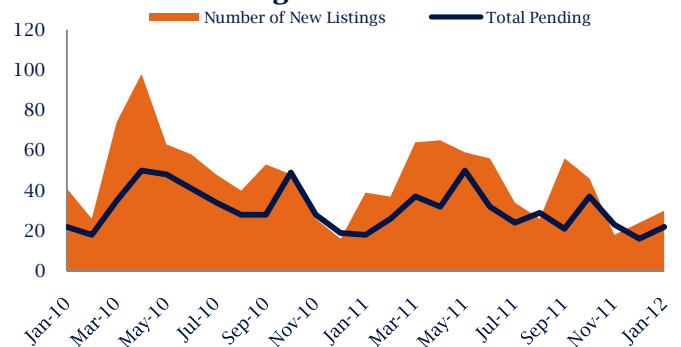
In January, there was 5.8 months of supply available in Chevy Chase North, compared to 3.8 in January 2011. That is an increase of 51% versus a year ago.

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 30 homes newly listed for sale in Chevy Chase North compared to 39 in January 2011, a decrease of 23%. There were 22 current contracts pending sale this January compared to 18 a year ago. The number of current contracts is 22% higher 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 Chevy Chase North was 97.6% of the average list price, which is 3.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 78, higher than the average last year, which was 64, an increase of 22%.

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