



The Long & Foster® Market Minute™



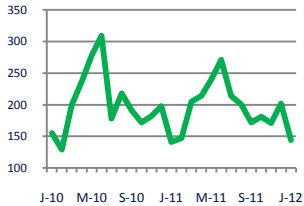
Focus On: Silver Spring Housing Market

January 2012

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

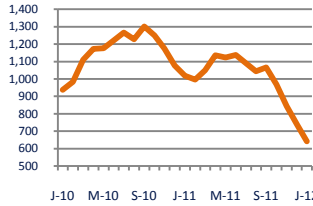
Units Sold

144



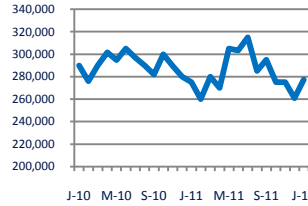
Active Inventory

642



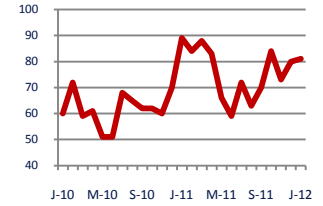
Median Sale Price

\$277,500



Days On Market

81



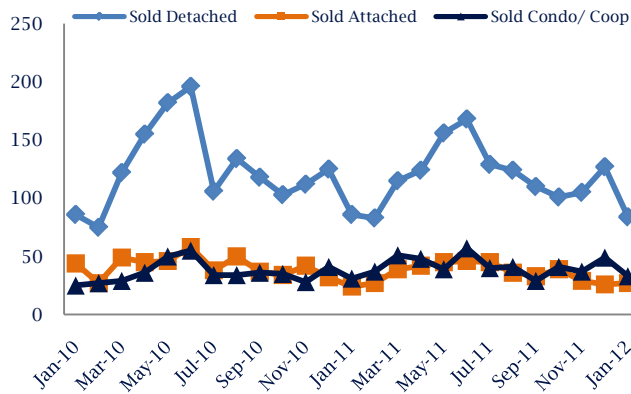
Up 2%
Vs. Year Ago

Down -37%
Vs. Year Ago

Up 1%
Vs. Year Ago

Down -9%
Vs. Year Ago

Units Sold*



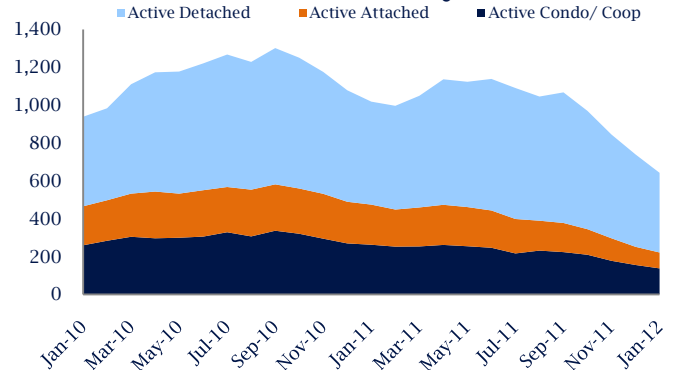
Units Sold

There was a decrease in total units sold in January, with 144 sold this month in Silver Spring versus 202 last month, a decrease of 29%. This month's total units sold was higher than at this time last year, an increase of 2% versus January 2011.

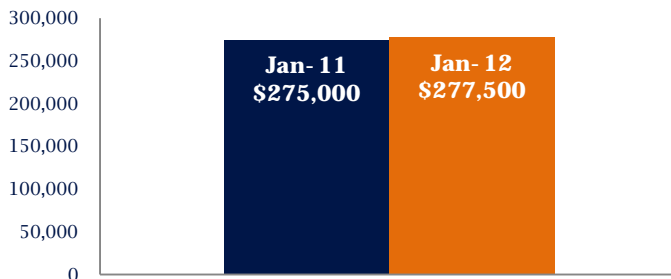
Active Inventory

Versus last year, the total number of homes available this month is lower by 376 units or 37%. The total number of active inventory this January was 642 compared to 1,018 in January 2011. This month's total of 642 is lower than the previous month's total supply of available inventory of 739, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Silver Spring Homes was \$275,000. This January, the median sale price was \$277,500, an increase of 1% or \$2,500 compared to last year. The current median sold price is 6% 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.

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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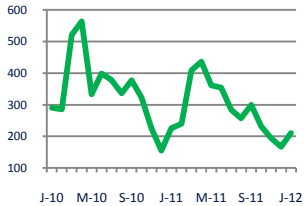
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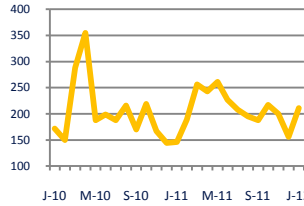
New Listings

210



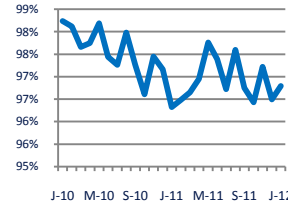
Current Contracts

211



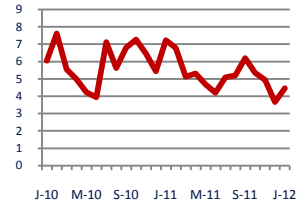
Sold Vs. List Price

96.8%



Months of Supply

4.5



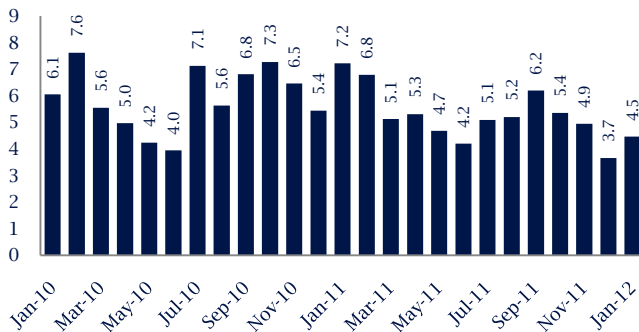
Down - 7%
Vs. Year Ago

Up 45%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 38%
Vs. Year Ago

Months Of Supply



Months of Supply

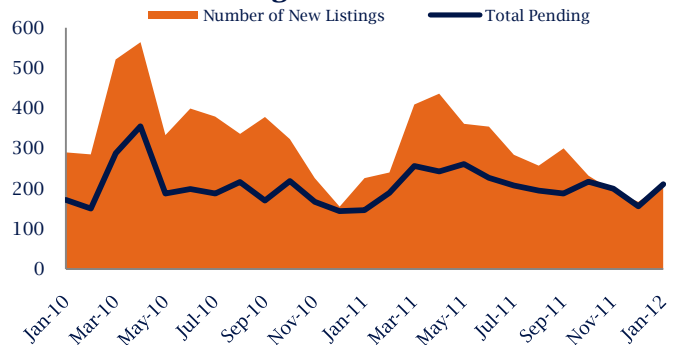
In January, there was 4.5 months of supply available in Silver Spring, compared to 7.2 in January 2011. That is a decrease of 38% versus a year ago.

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.

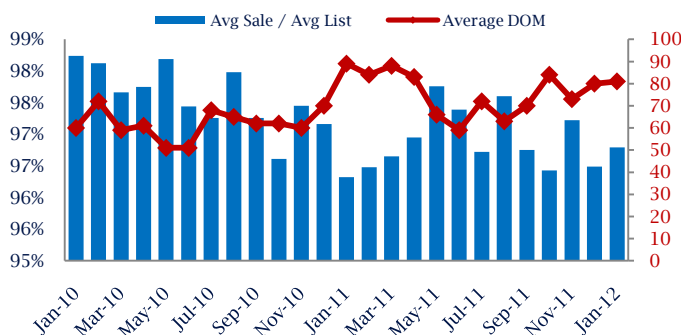
New Listings & Current Contracts

This month there were 210 homes newly listed for sale in Silver Spring compared to 226 in January 2011, a decrease of 7%. There were 211 current contracts pending sale this January compared to 146 a year ago. The number of current contracts is 45% 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 Silver Spring was 96.8% 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 81, lower than the average last year, which was 89, a decrease of 9%.

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