



The Long & Foster® Market Minute™

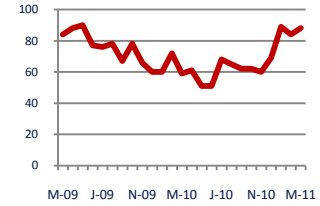
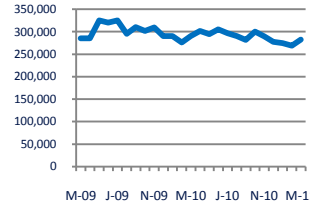
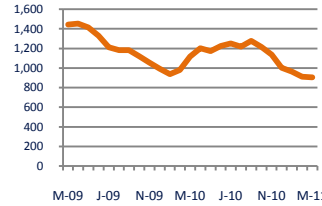
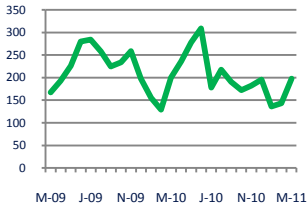


Focus On: Silver Spring Housing Market

March 2011

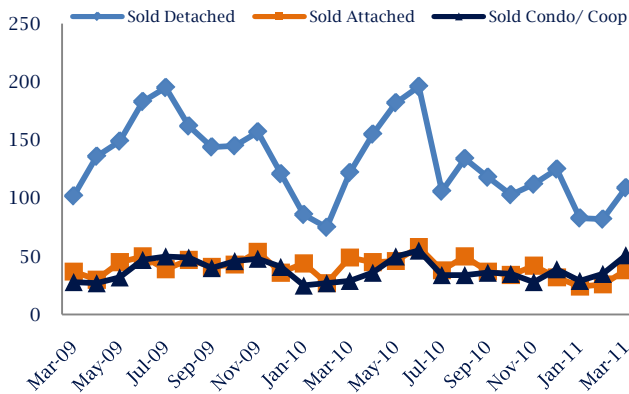
Zip Code(s): 20901, 20902, 20903, 20904, 20905, 20906 and 20910

Units Sold 198	Active Inventory 905	Median Sale Price \$282,450	Days On Market 88
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Down Vs. Year Ago	Down - 19% Vs. Year Ago	Down - 3% Vs. Year Ago	Up 49% Vs. Year Ago
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Units Sold*



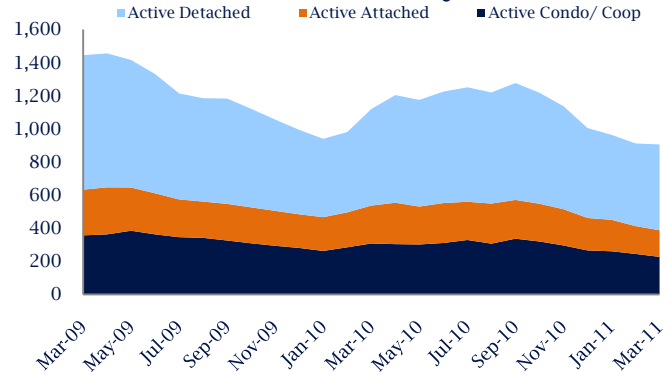
Units Sold

There was an increase in total units sold in March, with 198 sold this month in Silver Spring. This month's total units sold was lower than at this time last year.

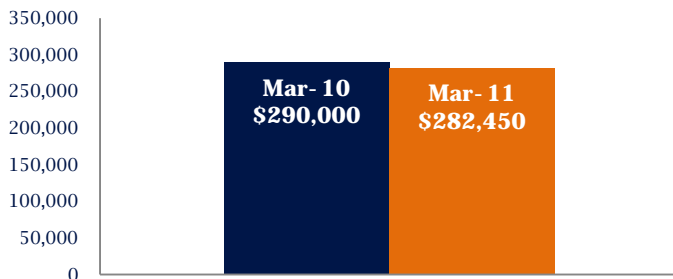
Active Inventory

Versus last year, the total number of homes available this month is lower by 214 units or 19%. The total number of active inventory this March was 905 compared to 1,119 in March 2010. This month's total of 905 is lower than the previous month's total supply of available inventory of 911, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Silver Spring Homes was \$290,000. This March, the median sale price was \$282,450, a decrease of 3% or \$7,550 compared to last year. The current median sold price is 5% higher than in February.

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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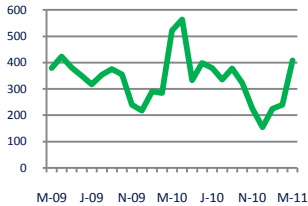
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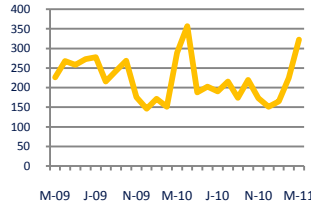
New Listings

408



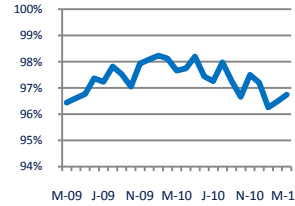
Current Contracts

323



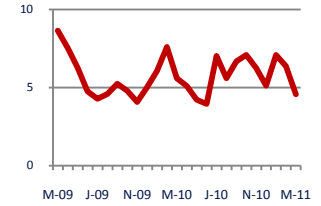
Sold Vs. List Price

96.7%



Months of Supply

4.6



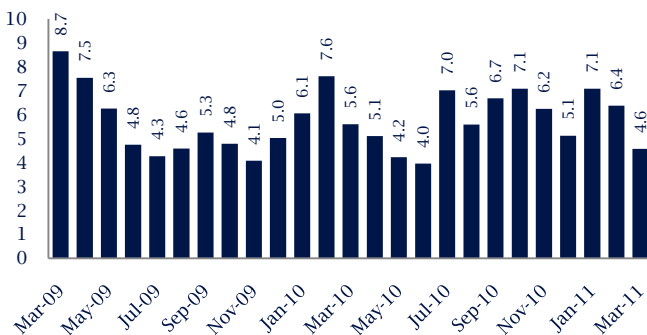
Down - 22%
Vs. Year Ago

Up 12%
Vs. Year Ago

Down - 0.9%
Vs. Year Ago

Down - 18%
Vs. Year Ago

Months Of Supply



Months of Supply

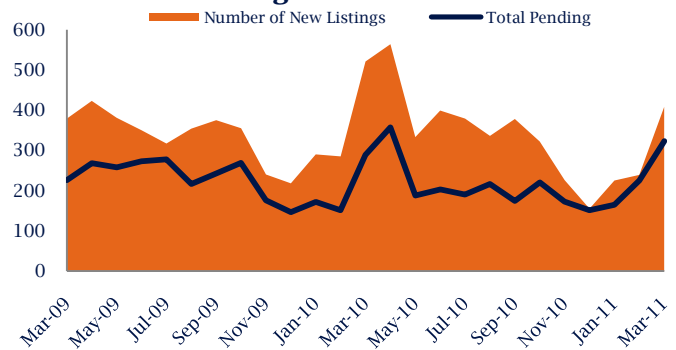
In March, there was 4.6 months of supply available in Silver Spring, compared to 5.6 in March 2010. That is a decrease of 18% versus a year ago.

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.

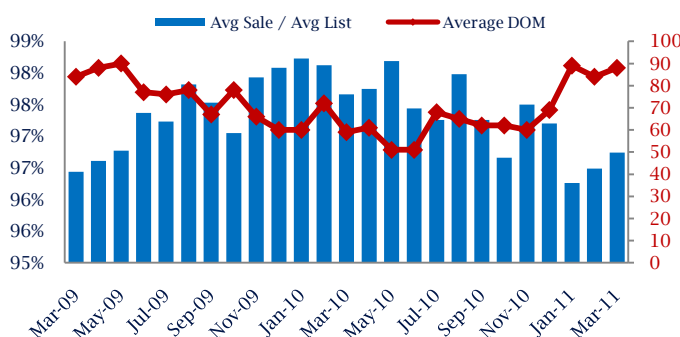
New Listings & Current Contracts

This month there were 408 homes newly listed for sale in Silver Spring compared to 521 in March 2010, a decrease of 22%. There were 323 current contracts pending sale this March compared to 289 a year ago. The number of current contracts is 12% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Silver Spring was 96.7% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 88, higher than the average last year, which was 59, an increase of 49%.

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