



Focus On: Bethesda and Cabin John Housing Market

April 2012

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

Units Sold

101

Active Inventory

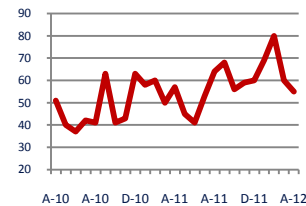
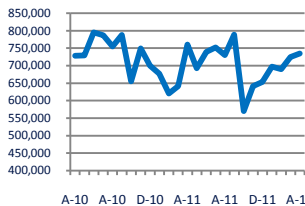
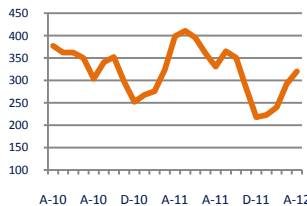
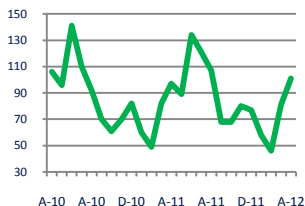
320

Median Sale Price

\$735,000

Days On Market

55



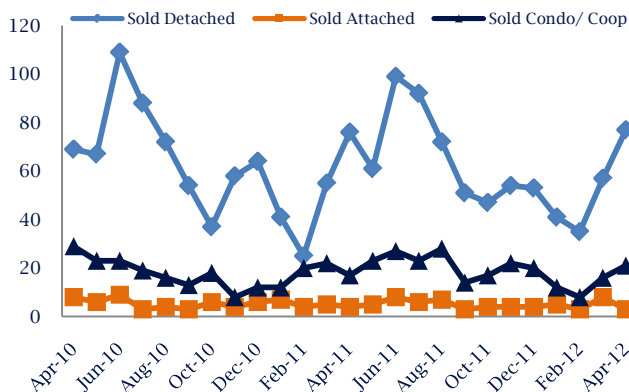
Up 4%
Vs. Year Ago

Down -20%
Vs. Year Ago

Down -3%
Vs. Year Ago

Down -4%
Vs. Year Ago

Units Sold*



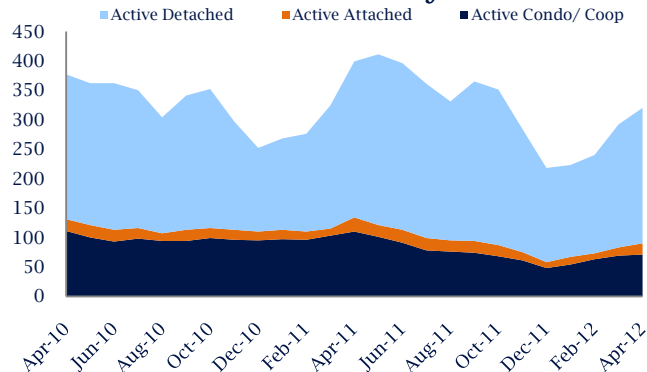
Units Sold

There was an increase in total units sold in April, with 101 sold this month in Bethesda and Cabin John versus 81 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 4% versus April 2011.

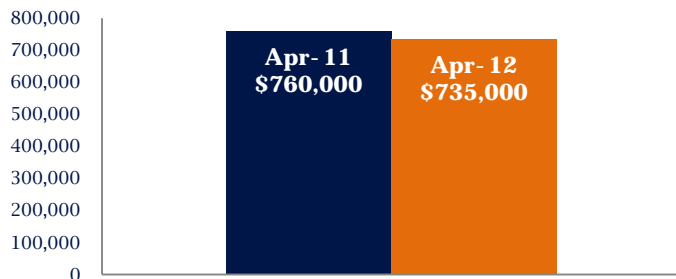
Active Inventory

Versus last year, the total number of homes available this month is lower by 79 units or 20%. The total number of active inventory this April was 320 compared to 399 in April 2011. This month's total of 320 is higher than the previous month's total supply of available inventory of 292, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Bethesda and Cabin John Homes was \$760,000. This April, the median sale price was \$735,000, a decrease of 3% or \$25,000 compared to last year. The current median sold price is 1% higher than in March.

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.





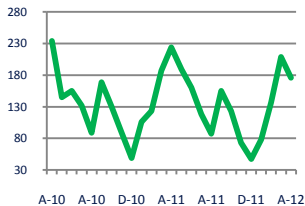
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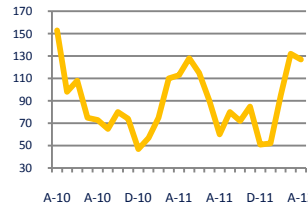
New Listings

176



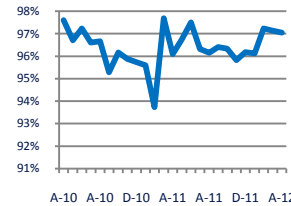
Current Contracts

127



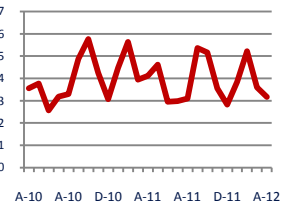
Sold Vs. List Price

97.1%



Months of Supply

3.2



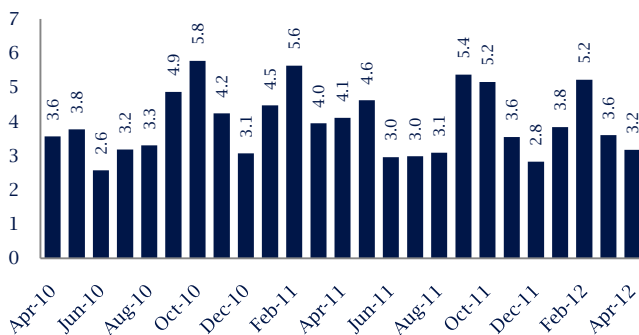
Down -21%
Vs. Year Ago

Up 12%
Vs. Year Ago

Up 1%
Vs. Year Ago

Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

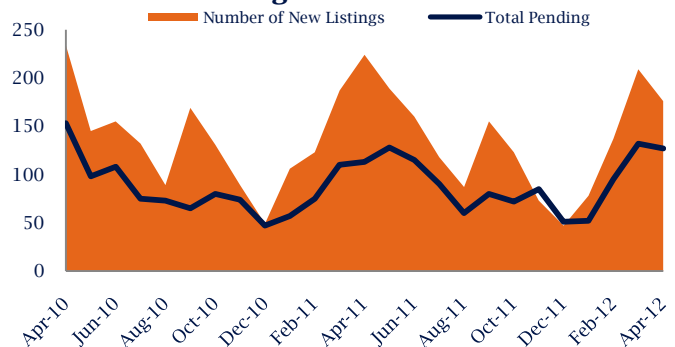
In April, there was 3.2 months of supply available in Bethesda and Cabin John, compared to 4.1 in April 2011. That is a decrease of 23% versus a year ago.

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.

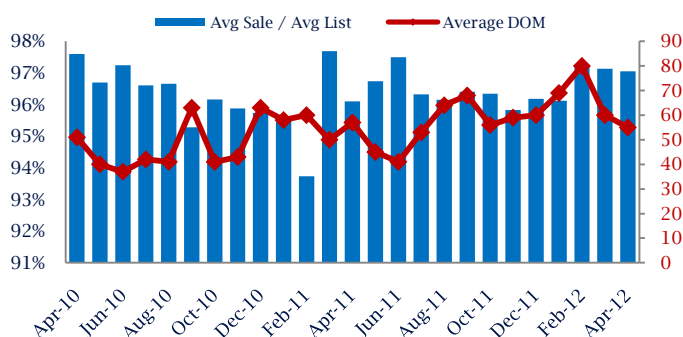
New Listings & Current Contracts

This month there were 176 homes newly listed for sale in Bethesda and Cabin John compared to 224 in April 2011, a decrease of 21%. There were 127 current contracts pending sale this April compared to 113 a year ago. The number of current contracts is 12% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Bethesda and Cabin John was 97.1% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 57, a decrease of 4%.

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