

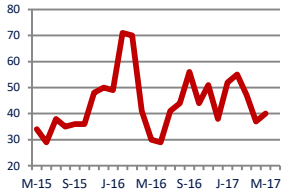
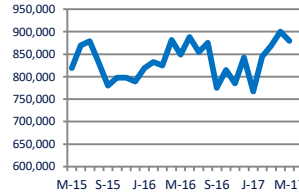
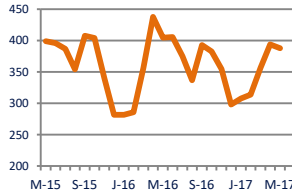
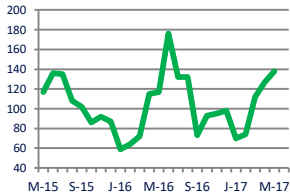


Focus On: Bethesda and Cabin John Housing Market

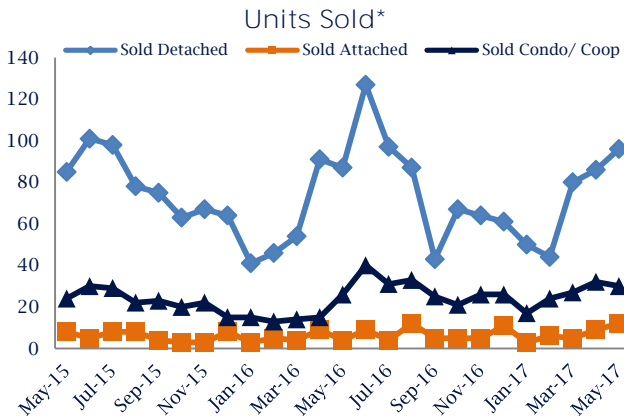
May 2017

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

Units Sold 138	Active Inventory 388	Median Sale Price \$880,000	Days On Market 40
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Up 18% Vs. Year Ago	Down -4% Vs. Year Ago	Up 4% Vs. Year Ago	Up 33% Vs. Year Ago
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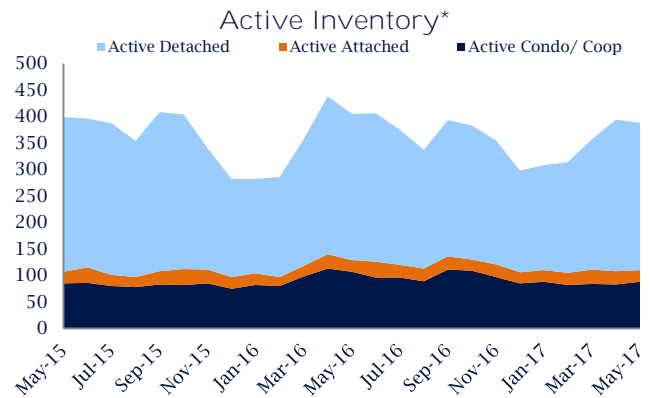


Units Sold

There was an increase in total units sold in May, with 138 sold this month in Bethesda and Cabin John versus 127 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 18% versus May 2016.

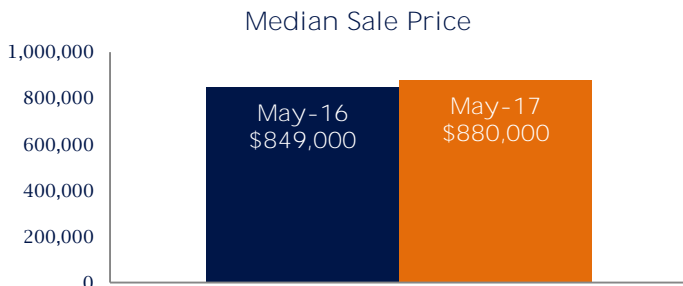
Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 4%. The total number of active inventory this May was 388 compared to 405 in May 2016. This month's total of 388 is lower than the previous month's total supply of available inventory of 394, a decrease of 2%.



Median Sale Price

Last May, the median sale price for Bethesda and Cabin John Homes was \$849,000. This May, the median sale price was \$880,000, an increase of 4% or \$31,000 compared to last year. The current median sold price is 2% lower than in April.



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.



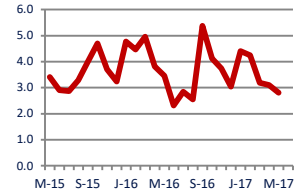
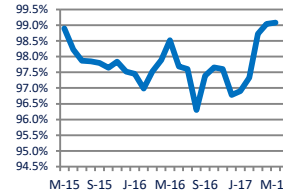
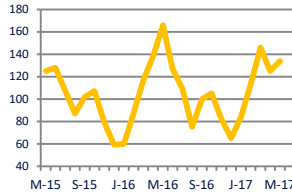
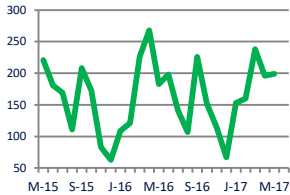


Focus On: Bethesda and Cabin John Housing Market

May 2017

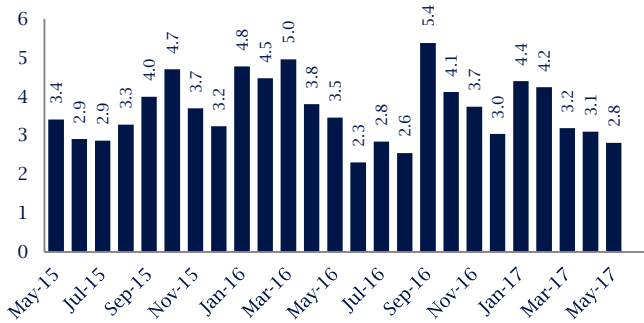
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New Listings 199	Current Contracts 134	Sold Vs. List Price 99.1%	Months of Supply 2.8
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Up 9% Vs. Year Ago	Down -19% Vs. Year Ago	Up 0.6% Vs. Year Ago	Down -19% Vs. Year Ago
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Months Of Supply



Months of Supply

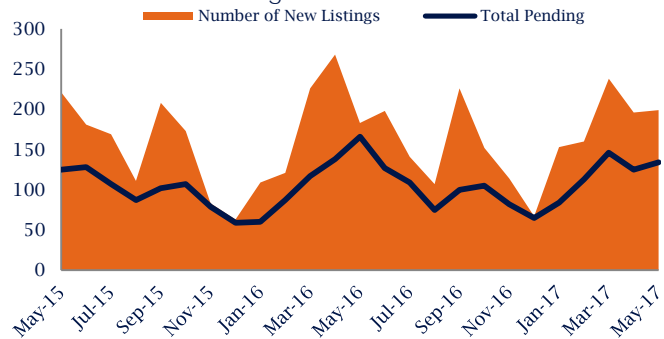
In May, there was 2.8 months of supply available in Bethesda and Cabin John, compared to 3.5 in May 2016. That is a decrease of 19% versus a year ago.

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 199 homes newly listed for sale in Bethesda and Cabin John compared to 183 in May 2016, an increase of 9%. There were 134 current contracts pending sale this May compared to 166 a year ago. The number of current contracts is 19% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Bethesda and Cabin John was 99.1% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 40, higher than the average last year, which was 30, an increase of 33%.

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