

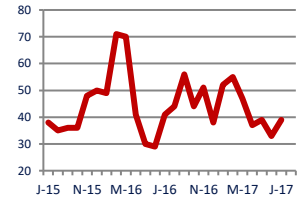
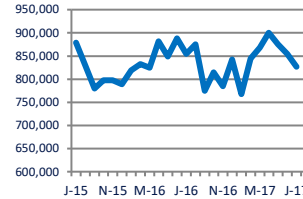
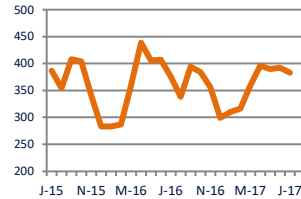
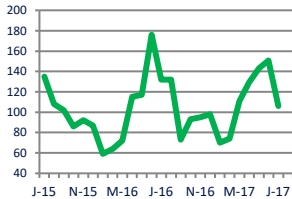


Focus On: Bethesda and Cabin John Housing Market

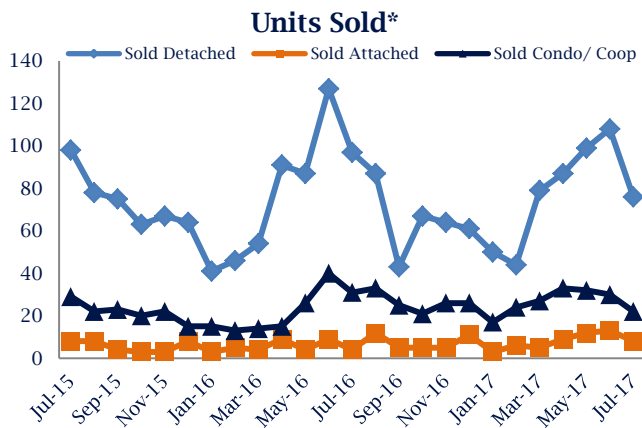
July 2017

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

Units Sold 106	Active Inventory 383	Median Sale Price \$827,000	Days On Market 39
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Down -20% Vs. Year Ago	Up 2% Vs. Year Ago	Down -3% Vs. Year Ago	Down -5% Vs. Year Ago
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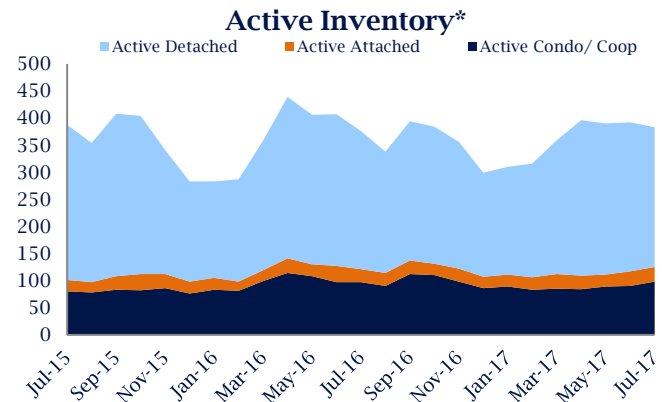


Units Sold

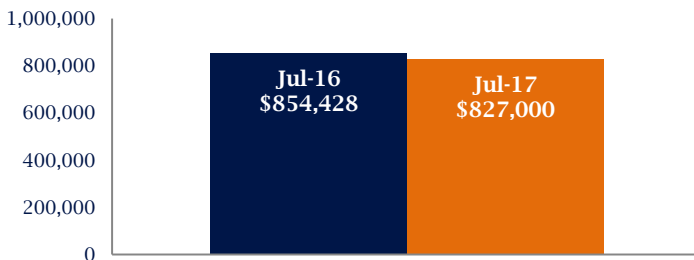
There was a decrease in total units sold in July, with 106 sold this month in Bethesda and Cabin John versus 151 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 20% versus July 2016.

Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 2%. The total number of active inventory this July was 383 compared to 376 in July 2016. This month's total of 383 is lower than the previous month's total supply of available inventory of 392, a decrease of 2%.



Median Sale Price



Median Sale Price

Last July, the median sale price for Bethesda and Cabin John Homes was \$854,428. This July, the median sale price was \$827,000, a decrease of 3% or \$27,428 compared to last year. The current median sold price is 3% lower than in June.

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.



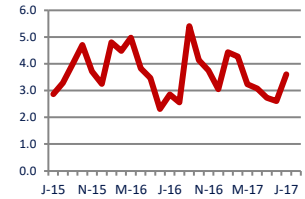
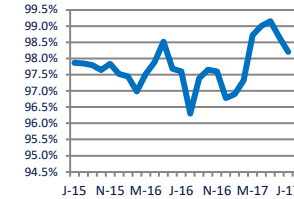
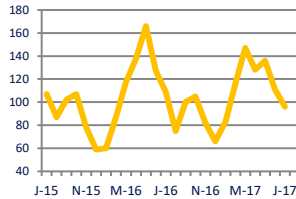
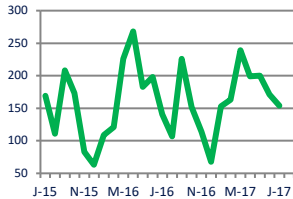


Focus On: Bethesda and Cabin John Housing Market

July 2017

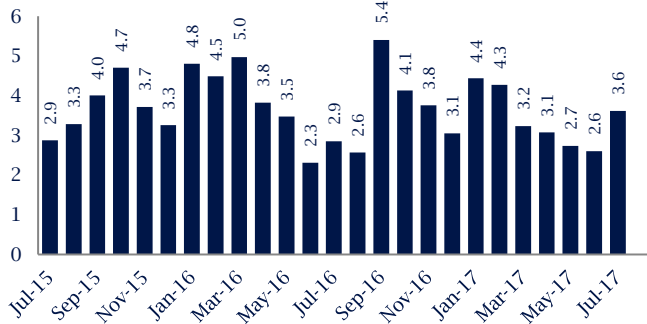
Zip Code(s): 20814, 20816, 20817, 20818, 20812, 20889, 20892 and 20894

New Listings 154	Current Contracts 96	Sold Vs. List Price 98.2%	Months of Supply 3.6
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Up 9% Vs. Year Ago	Down -12% Vs. Year Ago	Up 0.6% Vs. Year Ago	Up 27% Vs. Year Ago
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Months Of Supply



Months of Supply

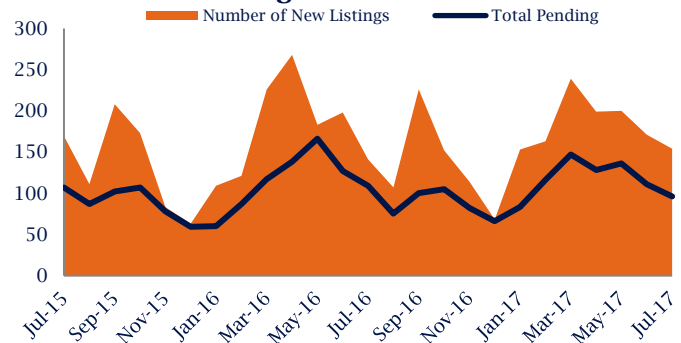
In July, there was 3.6 months of supply available in Bethesda and Cabin John, compared to 2.8 in July 2016. That is an increase of 27% versus a year ago.

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 154 homes newly listed for sale in Bethesda and Cabin John compared to 141 in July 2016, an increase of 9%. There were 96 current contracts pending this July compared to 109 a year ago. The number of current contracts is 12% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Bethesda and Cabin John was 98.2% 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 39, lower than the average last year, which was 41, a decrease of 5%.

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