



The Long & Foster® Market Minute™

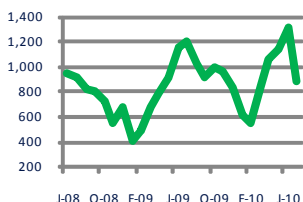


Focus On: Montgomery County, Maryland

July, 2010

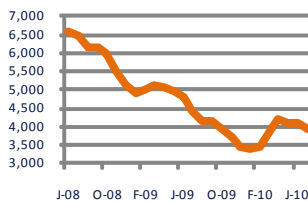
Units Sold

885



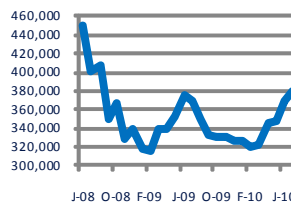
Active Inventory

3,937



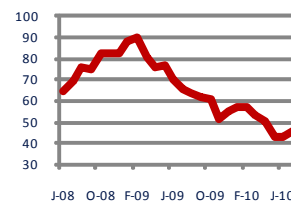
Median Sale Price

\$380,000



Days On Market

46



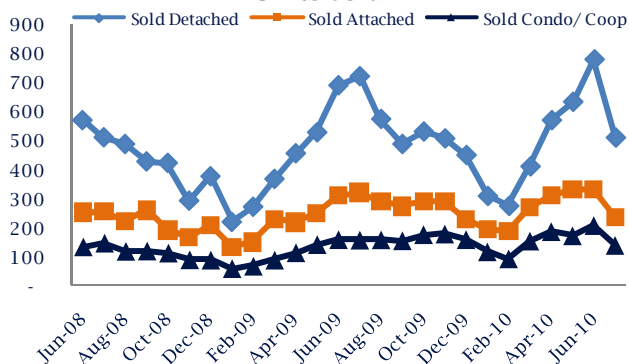
Down - 26%
Vs. Year Ago

Down - 11%
Vs. Year Ago

Up 3%
Vs. Year Ago

Down - 30%
Vs. Year Ago

Units Sold*



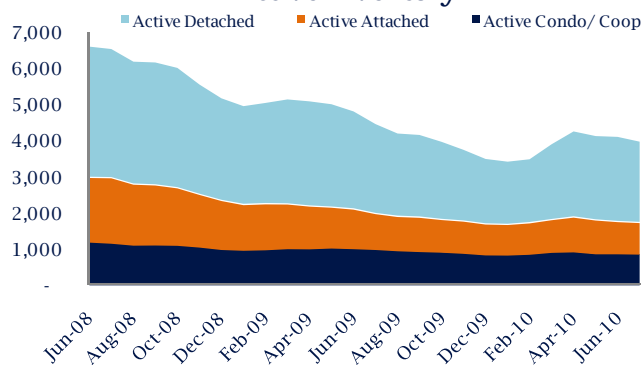
Units Sold

There was a decrease in total units sold in July, with 885 sold this month in Montgomery County versus 1,315 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 26% versus July, 2009. The current month's total is lower than the twelve month average of 929.

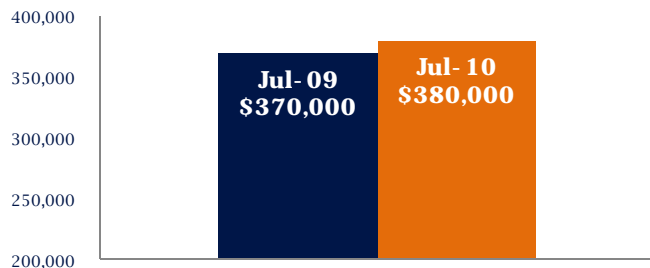
Active Inventory

Versus last year, the total number of homes available this month is lower by 486 units or 11%. The total number of active inventory this July was 3,937 compared to 4,423 in July, 2009. This month's total of 3,937 is lower than the previous month's total supply of available inventory of 4,070, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price in Montgomery County was \$370,000. This July, the median sale price was \$380,000, an increase of 3% or \$10,000 compared to last year. The current median sold price is 3% higher 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.

*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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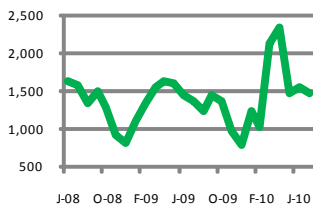


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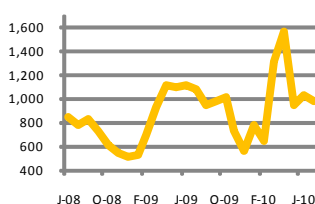
New Listings

1,486



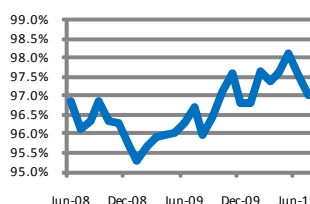
Current Contracts

981



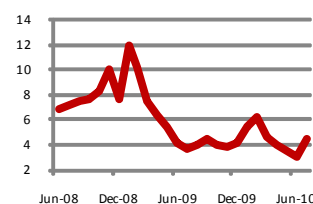
Sold Vs. List Price

97.0%



Months of Supply

4.5



Up 8%

Vs. Year Ago

Down -9%

Vs. Year Ago

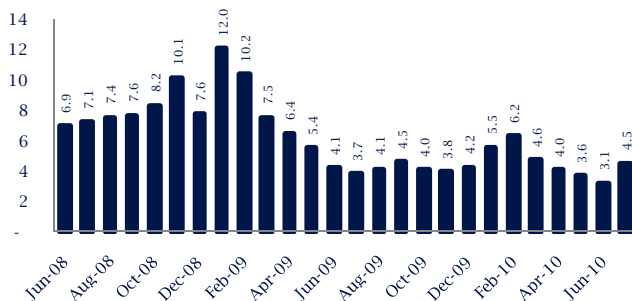
Up 0.3%

Vs. Year Ago

Up 20%

Vs. Year Ago

Months Of Supply



Months Of Supply

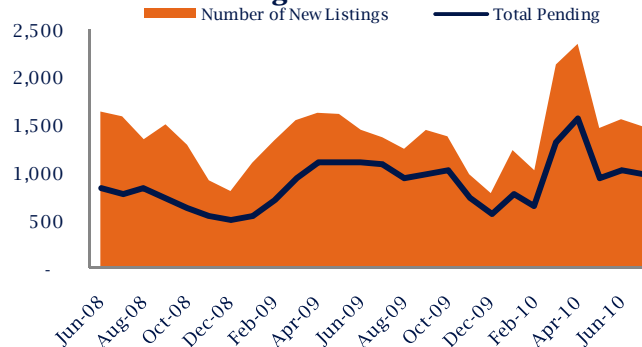
In July, there was 4.5 months of supply available in Montgomery County, compared to 3.7 in July, 2009. That is an increase of 20% versus a year ago.

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.

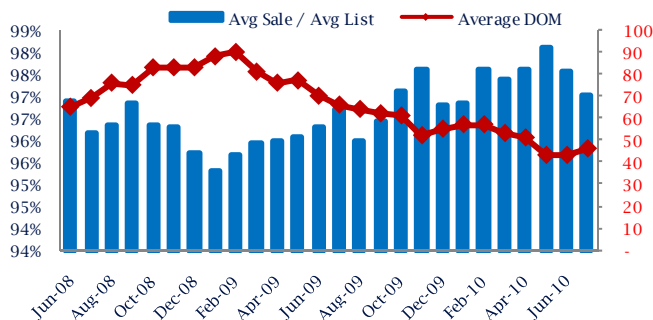
New Listings & Current Contracts

This month there were 1,486 homes newly listed for sale in Montgomery County compared to 1,372 in July, 2009, an increase of 8%. There were 981 current contracts pending sale this July compared to 1,083 a year ago. The number of current contracts is 4% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Montgomery County was 97.0% percent of the average list price, which is 0.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 66, a decrease of 30%.

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