

## August 2011

Montgomery County, MD

**Long & Foster Real Estate, Inc.**

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### New Listings **985**

**↓ -16.2%**  
from Jul 2011:  
**1,175**

**↓ -21.1%**  
from Aug 2010:  
**1,248**

YTD	2011	2010	+/-
	<b>10,429</b>	<b>11,769</b>	-11.4%

5-year Aug average: **1,278**

### New Pendings **892**

**↓ -11.7%**  
from Jul 2011:  
**1,010**

**↑ 4.1%**  
from Aug 2010:  
**857**

YTD	2011	2010	+/-
	<b>8,530</b>	<b>7,727</b>	10.4%

5-year Aug average: **834**

### Closed Sales **847**

**↓ -6.6%**  
from Jul 2011:  
**907**

**↓ -6.1%**  
from Aug 2010:  
**902**

YTD	2011	2010	+/-
	<b>6,613</b>	<b>7,358</b>	-10.1%

5-year Aug average: **921**

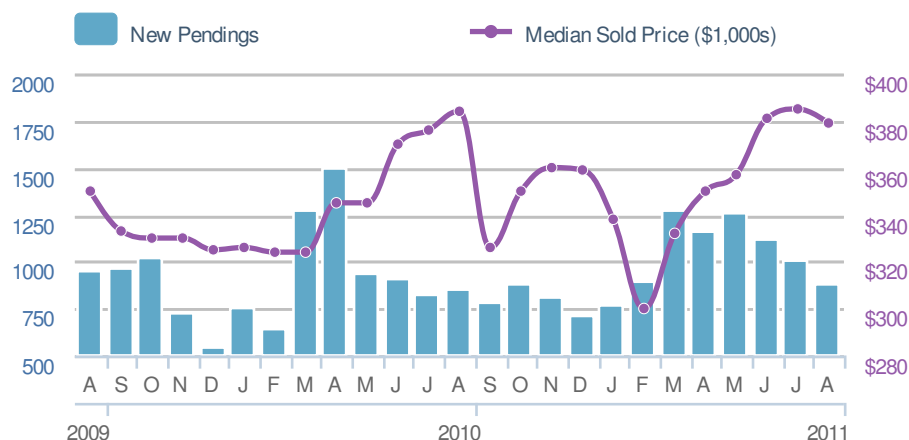
### Median Sold Price **\$379,900**

**↓ -1.3%**  
from Jul 2011:  
**\$385,000**

**↓ -1.1%**  
from Aug 2010:  
**\$384,000**

YTD	2011	2010	+/-
	<b>\$355,000</b>	<b>\$350,000</b>	1.4%

5-year Aug average: **\$398,336**



### Active Listings **3,247**

3,247

Min 3,191      4,254      Max 5,619

5-year Aug average

Jul 2011	Aug 2010
<b>3,424</b>	<b>3,689</b>

### Avg DOM **69**

69

Min 66      78      Max 98

5-year Aug average

Jul 2011	Aug 2010	YTD
<b>73</b>	<b>66</b>	<b>76</b>

### Avg Sold to OLP Ratio **93.8%**

93.8%

Min 91.4%      93.1%      Max 95.0%

5-year Aug average

Jul 2011	Aug 2010	YTD
<b>94.1%</b>	<b>93.7%</b>	<b>93.7%</b>