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LuxInsight

Bucks County

Pennsylvania

Luxury Housing Market Update

June 2018



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Bucks County, Pennsylvania - June 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

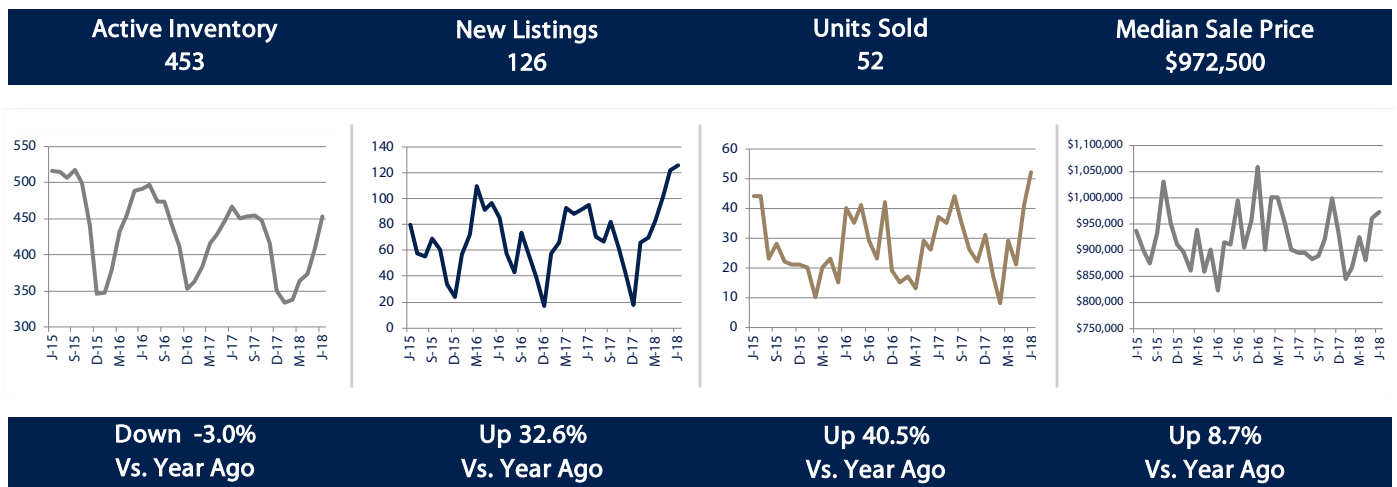
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE

Homes \$750,000+

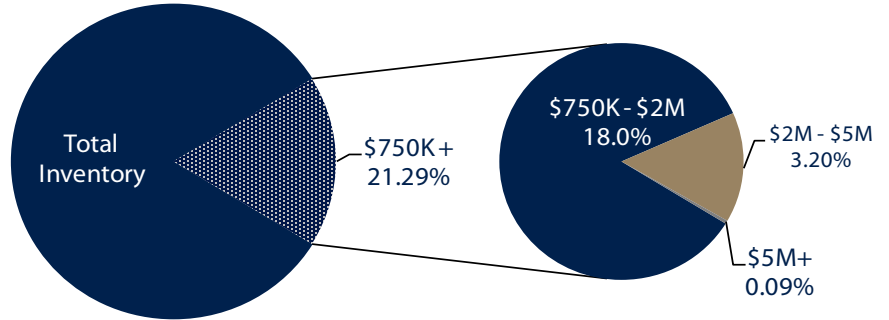


Bucks County, Pennsylvania - June 2018

Compared to last June, the total number of homes more than \$750,000 available this month was lower by 3.0% and lower by 7.7% compared to June 2016.

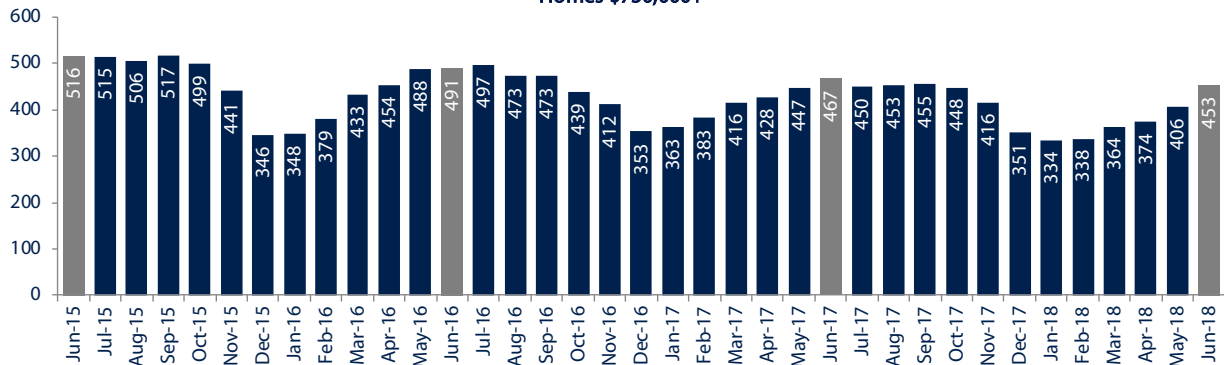
Active inventory this June was 11.6% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



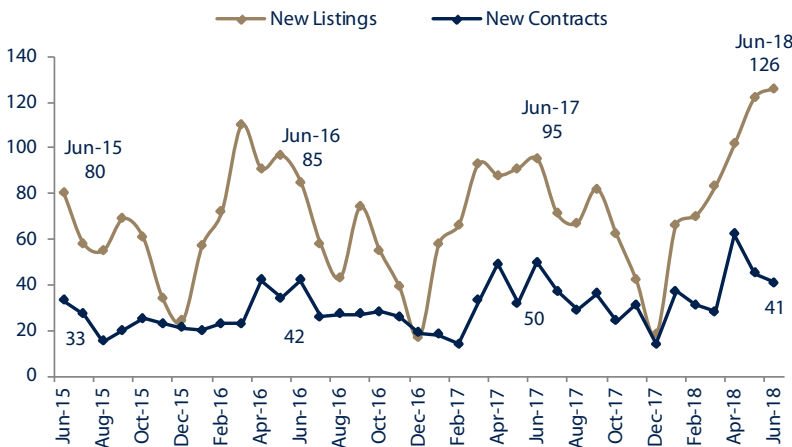
ACTIVE INVENTORY

Homes \$750,000+



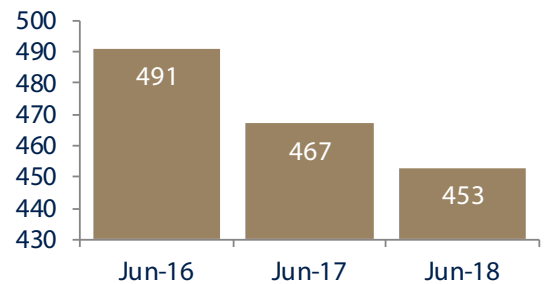
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

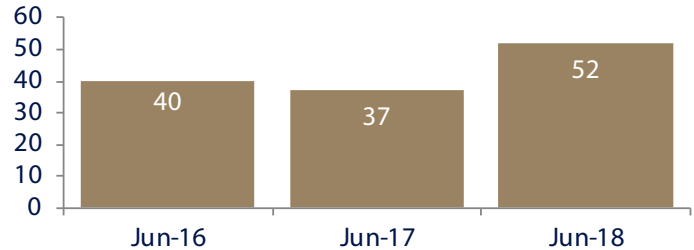


Bucks County, Pennsylvania - June 2018

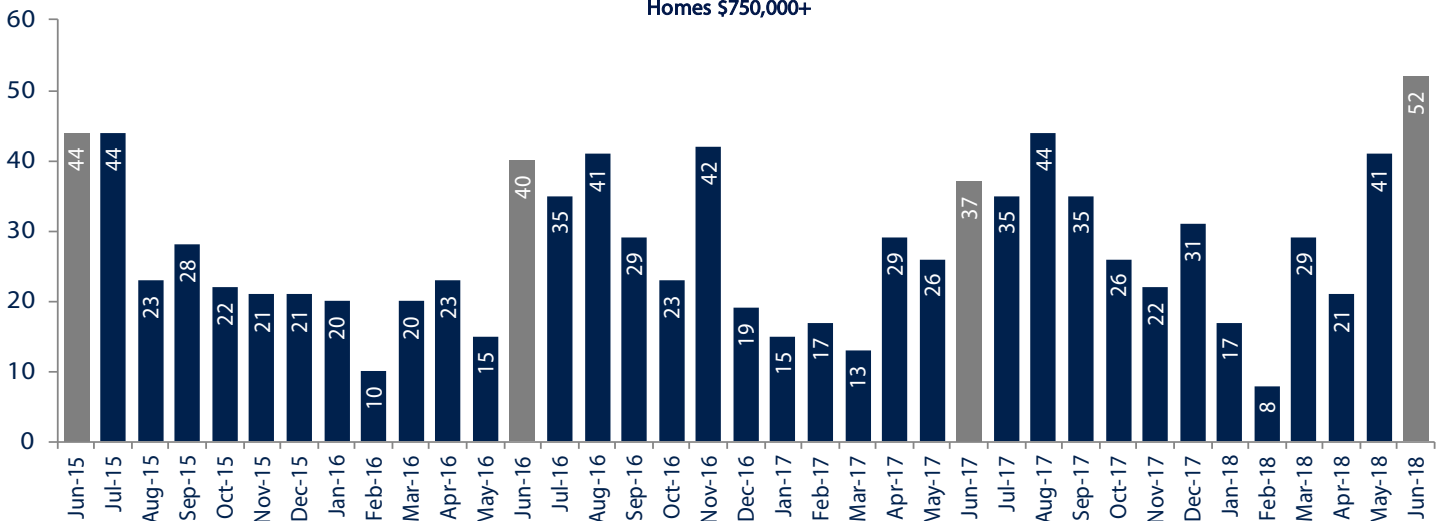
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 40.5% versus last June and an increase of 30.0% versus June of 2016.

There was an increase of 26.8% in luxury units sold in June compared to May of this year.

UNITS SOLD
Versus Previous Years
Homes \$750,000+



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

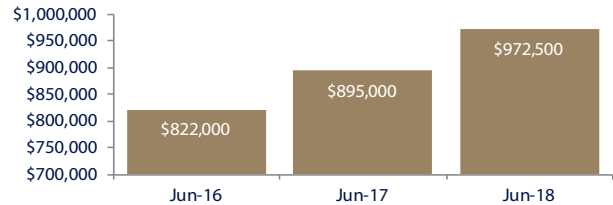
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 11, 2018	Newtown	18940	\$1,289,000	\$1,260,000	97.8%	180		✓
May 10, 2018	Doylestown	18902	\$839,900	\$842,260	100.3%	22	✓	
May 23, 2018	Doylestown	18902	\$850,000	\$835,000	98.2%	8		✓
April 27, 2018	Churchville	18966	\$799,900	\$775,000	96.9%	1		✓
March 23, 2018	New Hope	18938	\$1,299,000	\$1,177,000	90.6%	127	✓	
March 30, 2018	Furlong	18925	\$999,995	\$989,995	99.0%	210	✓	
March 23, 2018	Washington Crossing	18977	\$799,000	\$773,750	96.8%	95		✓
February 27, 2018	Ivyland	18974	\$800,000	\$755,000	94.4%	58		✓
January 31, 2018	Newtown	18940	\$824,000	\$800,000	97.1%	109		✓
January 30, 2018	Pipersville	18947	\$795,000	\$795,000	100.0%	89		✓

Bucks County, Pennsylvania - June 2018

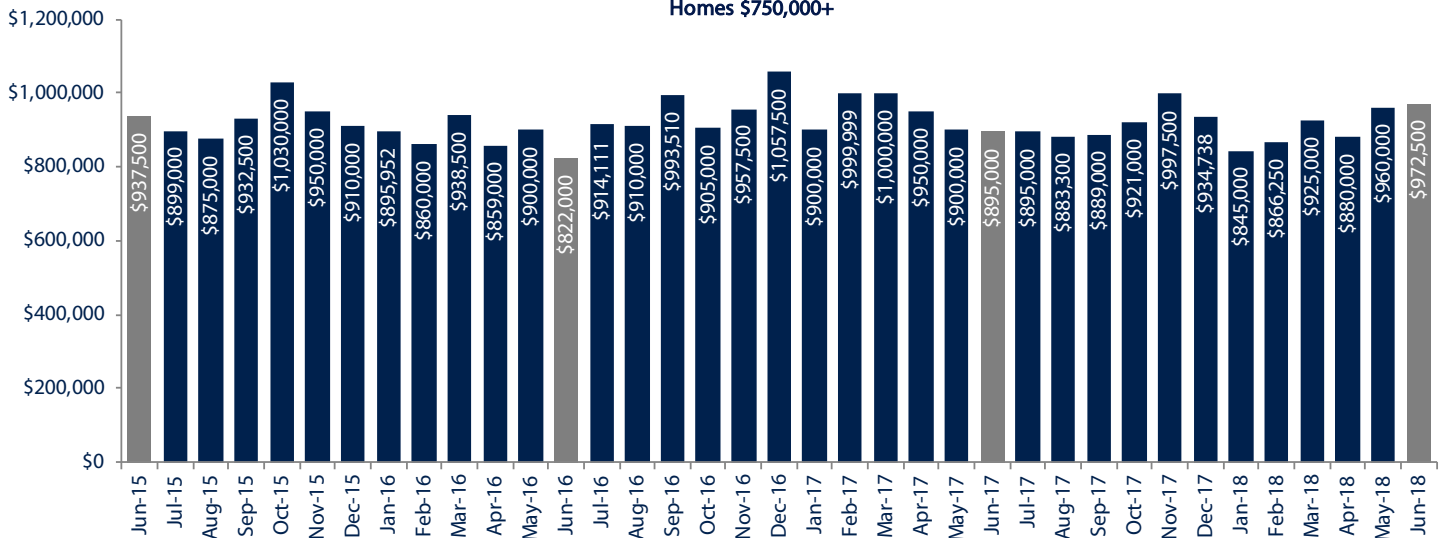
In June, the median sales price for homes more than \$750,000 was \$972,500, an increase of 8.7% compared to last year.

The current median sales price was higher by 1.3% than in May.

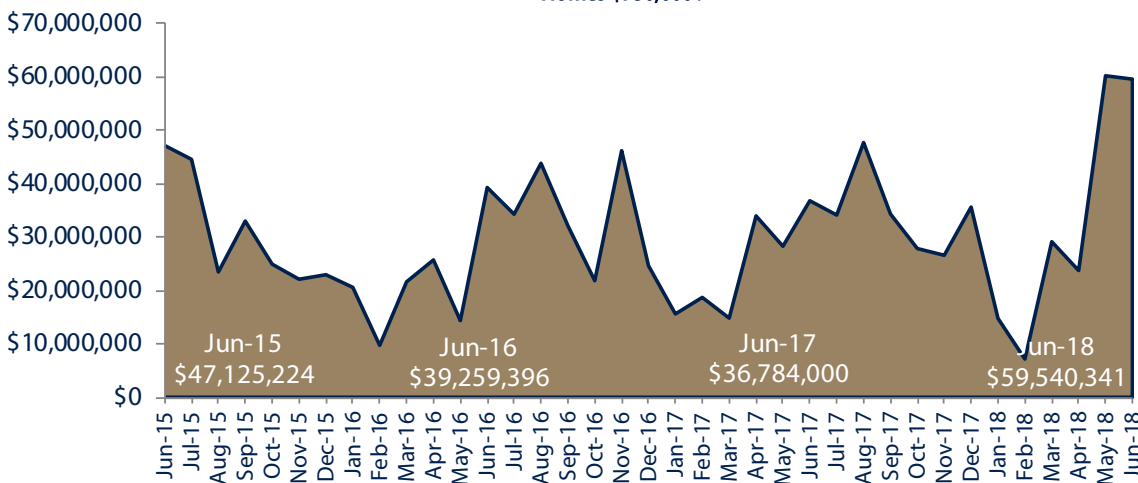
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this June was 61.9% higher than the same month one year ago.

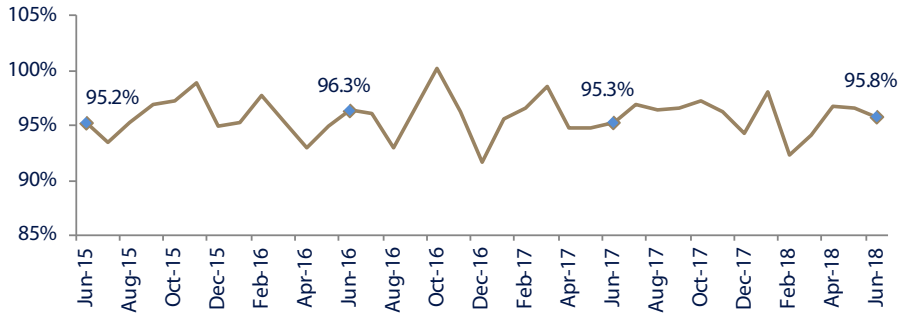
Bucks County, Pennsylvania - June 2018

In June, the average sale price for homes more than \$750,000 was 95.8% of the average list price, which is 0.5% higher than at this time last year.

This month, the average number of days on market was 150, higher than the average last year, which was 125, an increase of 20.0%.

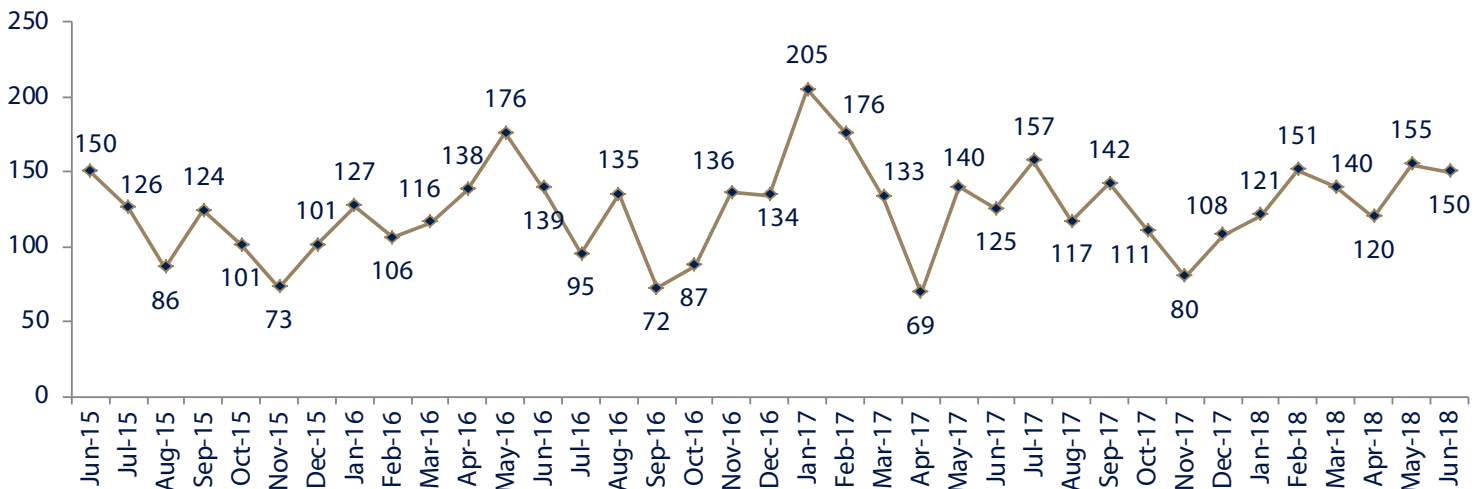
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

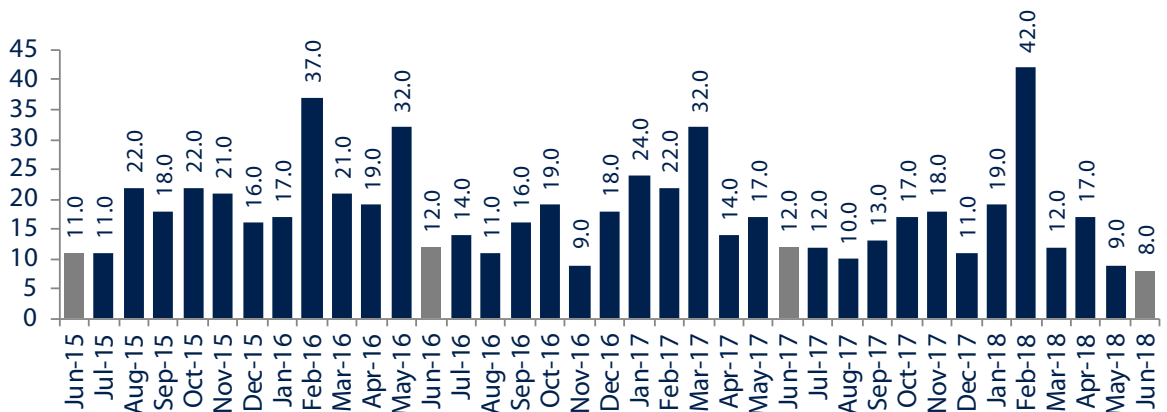
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In June, there were 8.0 months of supply available, compared to 12.0 in June of 2017. That is a decrease of 33.3% versus a year ago.



Bucks County, Pennsylvania - June 2018

References & Definitions

BUCKS, PA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the county of Bucks, Pennsylvania only.

Analysis dates for all regions are June 1, 2015 through June 30, 2018.

Contacts & Disclaimers

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

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