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# LuxInsight

**Bucks County**

Pennsylvania

Luxury Housing Market Update

September 2018



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## Bucks County, Pennsylvania - September 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.

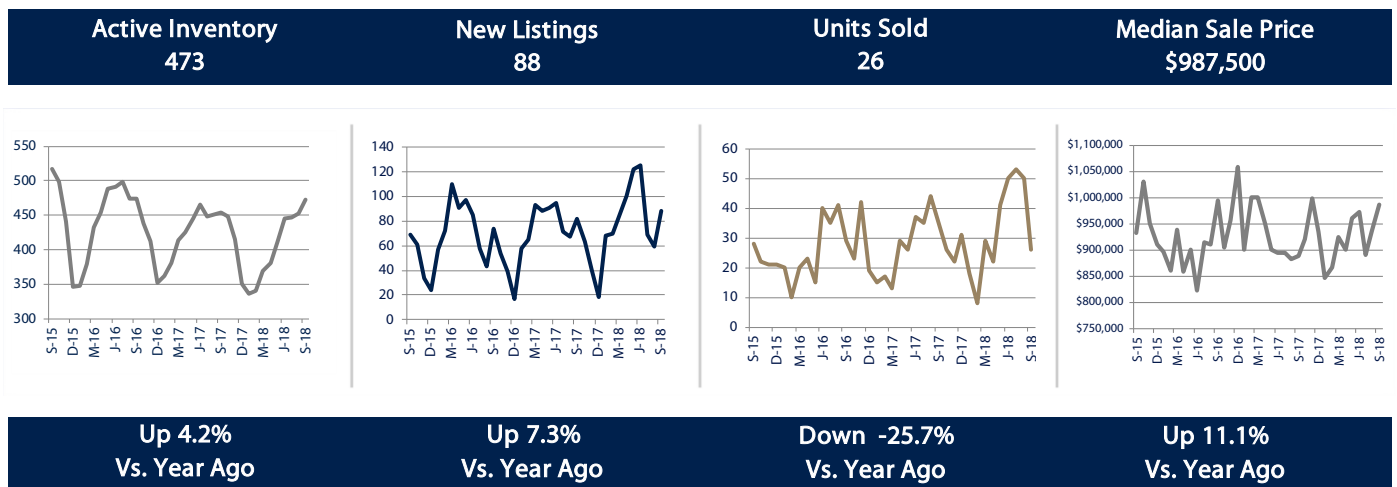
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

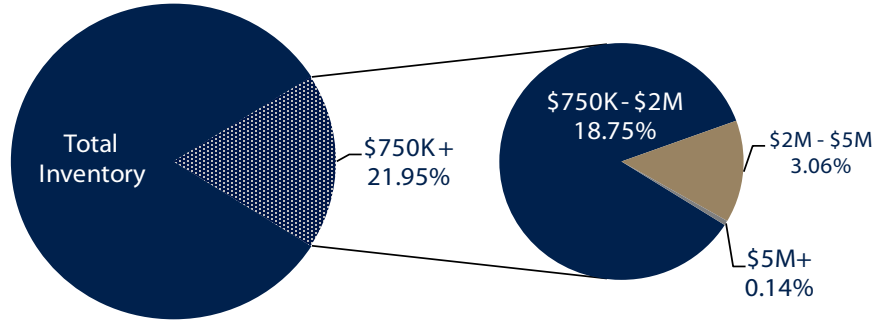


## Bucks County, Pennsylvania - September 2018

Compared to last September, the total number of homes more than \$750,000 available this month was higher by 4.2% and lower by 0.2% compared to September 2016.

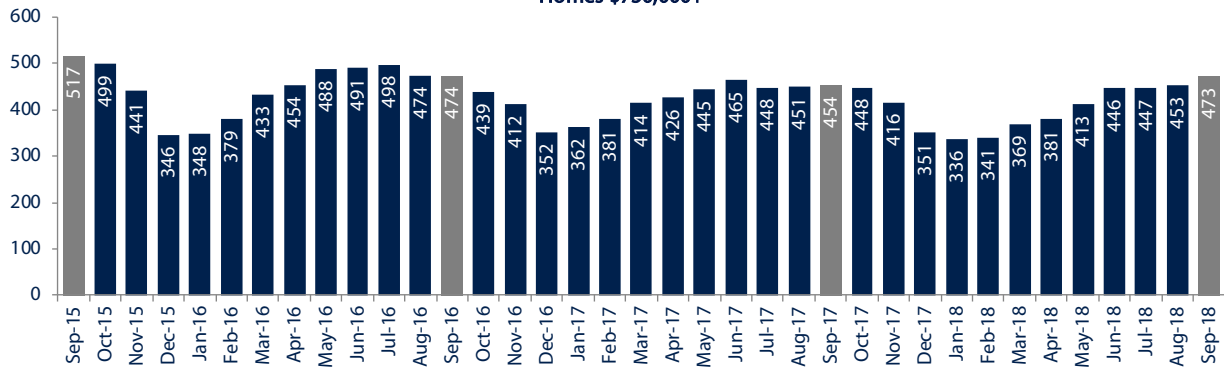
Active inventory this September was 4.4% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



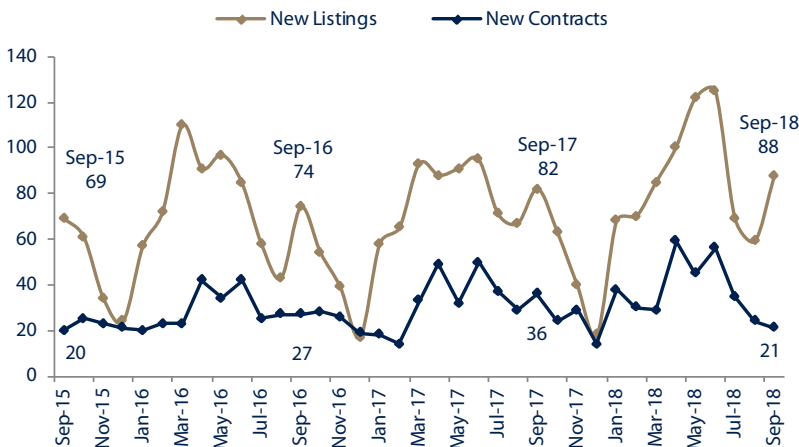
### ACTIVE INVENTORY

Homes \$750,000+



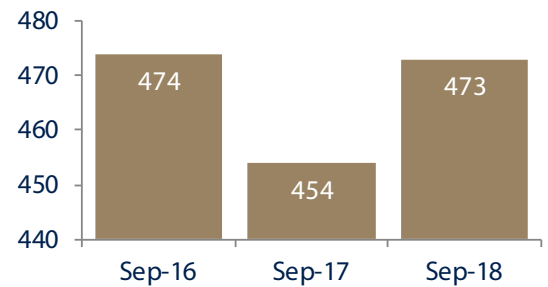
### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

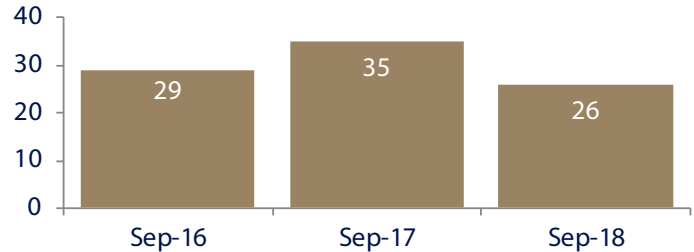


## Bucks County, Pennsylvania - September 2018

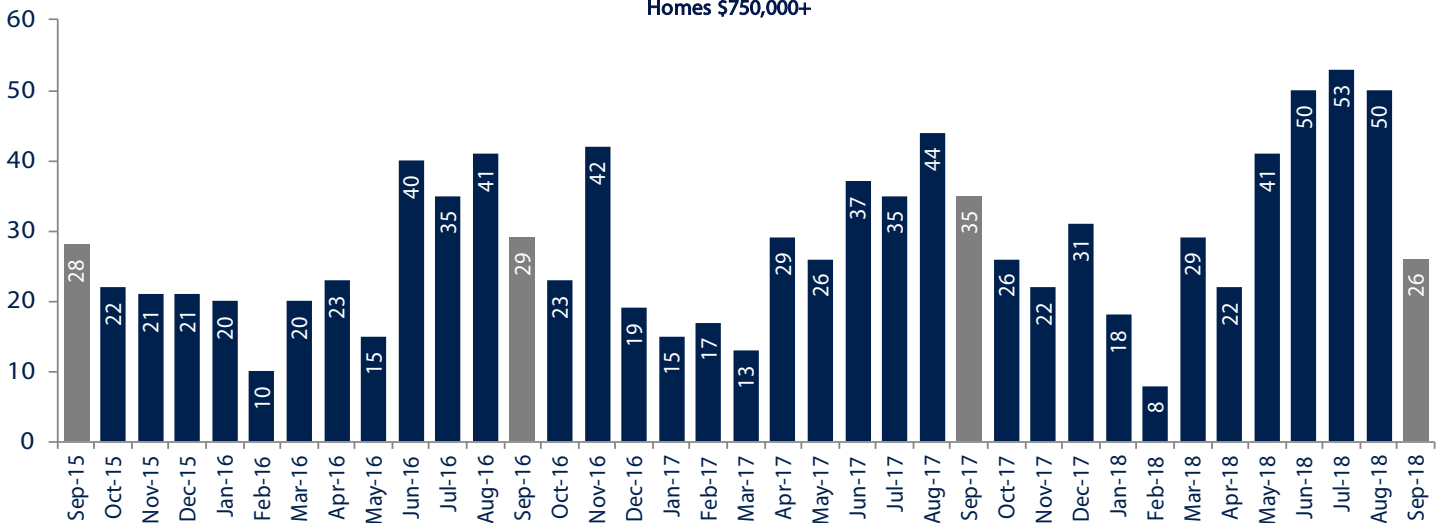
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 25.7% versus last September and a decrease of 10.3% versus September of 2016.

There was a decrease of 48.0% in luxury units sold in September compared to August 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
August 28, 2018	New Hope	18938	\$2,695,000	\$2,445,000	90.7%	76	✓	
August 16, 2018	Ivyland	18974	\$995,000	\$950,000	95.5%	76	✓	
August 16, 2018	Washington Crossing	18977	\$799,000	\$770,000	96.4%	26	✓	
July 13, 2018	Pipersville	18947	\$1,550,000	\$1,500,000	96.8%	230		✓
July 27, 2018	Newtown	18940	\$975,000	\$937,500	96.2%	66		✓
June 19, 2018	Upper Makefield	18940	\$1,169,995	\$1,566,375	133.9%	2	✓	
June 7, 2018	Newtown	18940	\$1,714,995	\$1,475,995	86.1%	159	✓	
June 22, 2018	Newtown	18940	\$939,900	\$930,000	98.9%	39	✓	
June 21, 2018	Doylestown	18902	\$889,900	\$915,000	102.8%	230	✓	✓
June 26, 2018	New Hope	18938	\$768,000	\$758,000	98.7%	7		✓

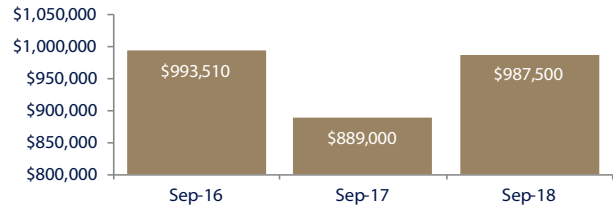
## Bucks County, Pennsylvania - September 2018

In September, the median sales price for homes more than \$750,000 was \$987,500, an increase of 11.1% compared to last year.

The current median sales price was higher by 5.3% than in August.

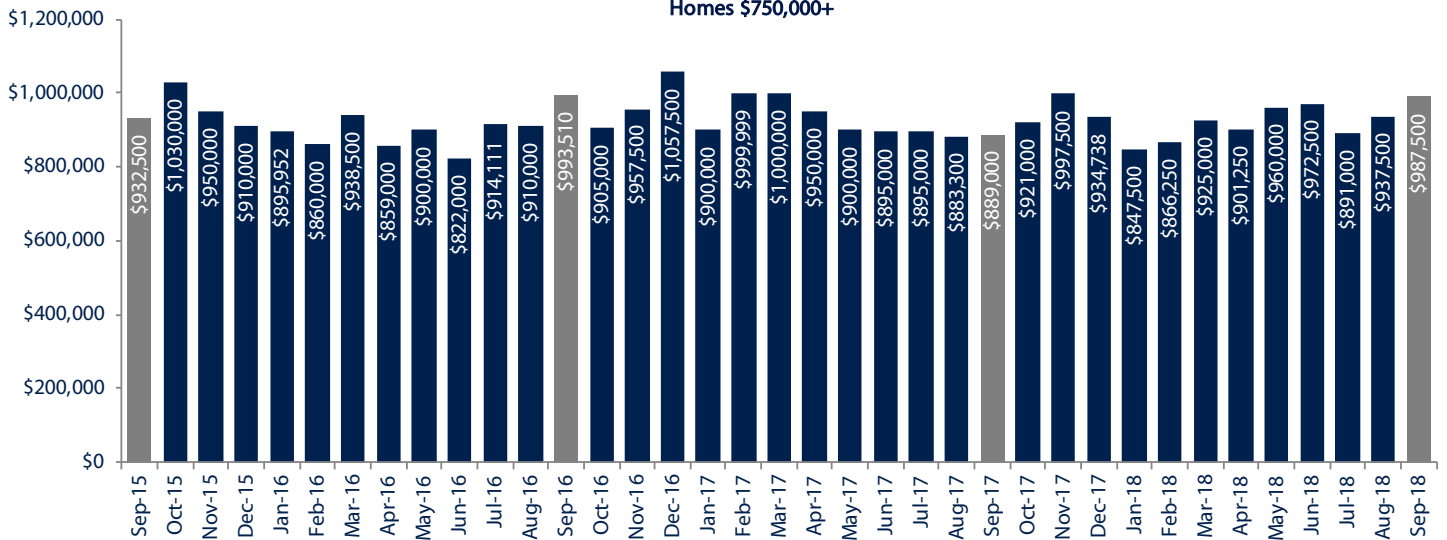
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$750,000+



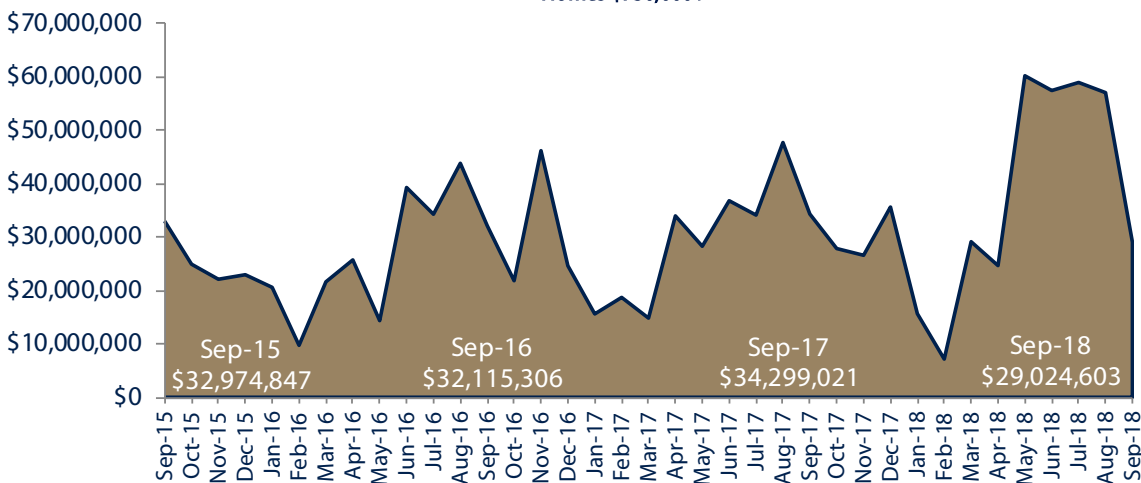
### MEDIAN SALES PRICE

Homes \$750,000+



### TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this September was 15.4% lower than the same month one year ago.

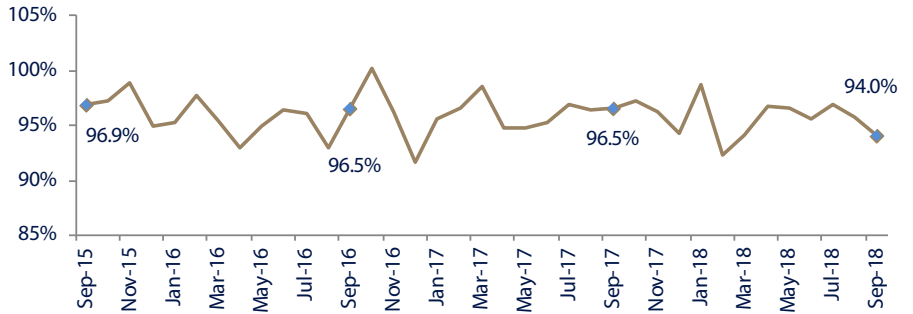
## Bucks County, Pennsylvania - September 2018

In September, the average sale price for homes more than \$750,000 was 94.0% of the average list price, which is 2.5% lower than at this time last year.

This month, the average number of days on market was 128, lower than the average last year, which was 142, a decrease of 9.9%.

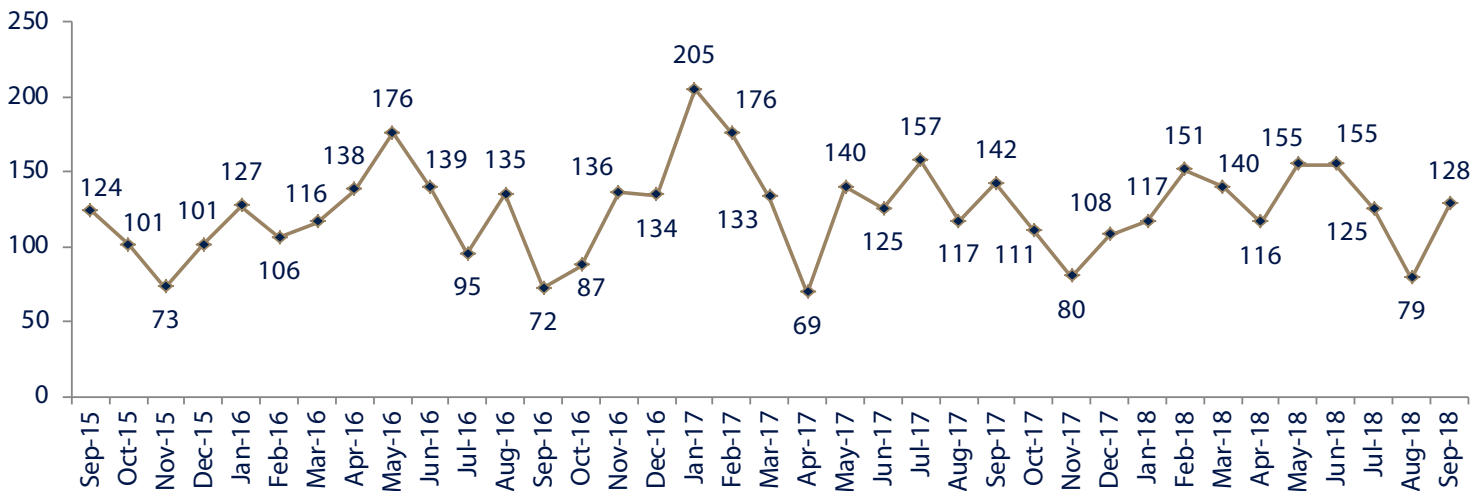
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

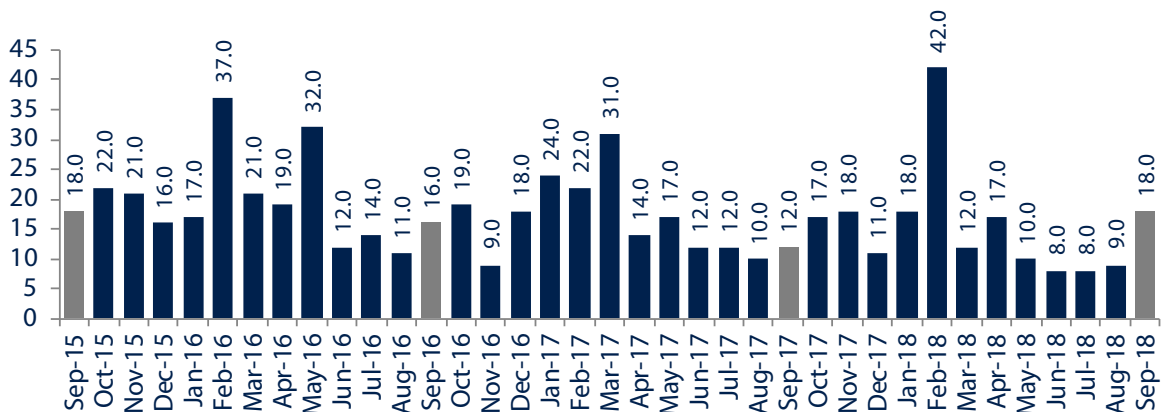
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In September, there was 18.0 months of supply available, compared to 12.0 in September of 2017. That is an increase versus a year ago.



## Bucks County, Pennsylvania - September 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 September 1, 2015 through September 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."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are September 1, 2015 through September 30, 2018".

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