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CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Montgomery County

Maryland

Luxury Housing Market Update

September 2017



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Montgomery County, Maryland - September 2017

At Long & Foster, our dedication through the years to luxury properties is evidenced by the power of our Extraordinary Properties® brand. With highly-trained, professional sales associates and a powerful reach, Long & Foster sells more luxury homes throughout the Mid-Atlantic region than our nearest competitors, by far.

Long & Foster is proud to offer our exclusive Long & Foster® LuxInsight report, designed solely to keep our clients informed on the latest luxury market statistics in their local area. Published monthly, LuxInsight provides a broad overview of real estate market trends for luxury properties, including statistics on sale prices, inventory, housing demand, new listings and more.

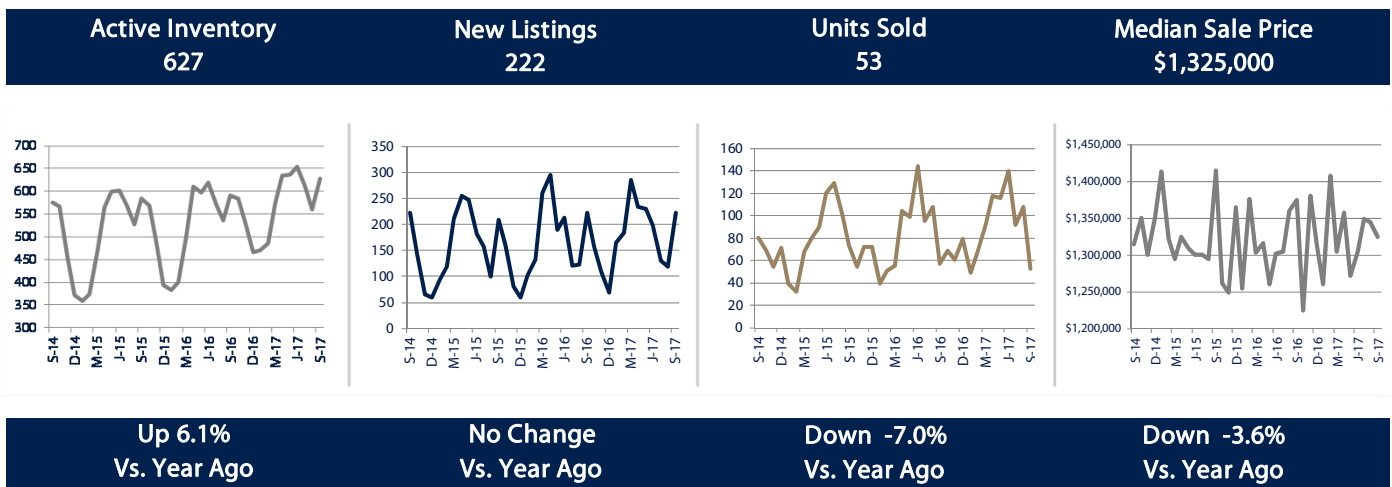
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, and Who's Who in Luxury Real Estate, our unique luxury marketing programs deliver exceptional value whether you're looking to buy or sell a luxury home. No other sales associates are better trained or better equipped to help you take advantage of opportunities in today's market.



If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

AT A GLANCE

Homes \$1 Million+



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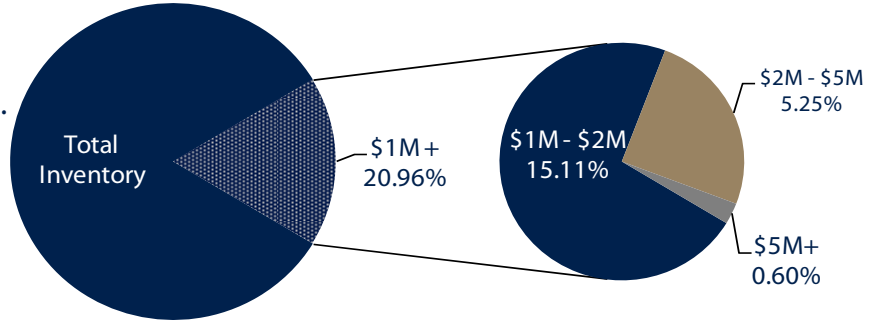
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Compared to last September, the total number of homes more than \$1 Million available this month was higher by 6.1% and higher by 7.4% compared to September 2015.

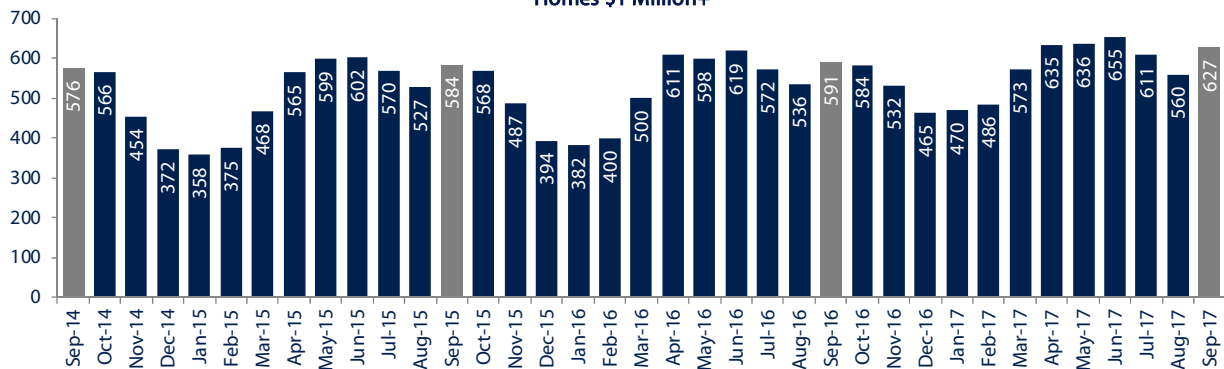
Active inventory this September was 12.0% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

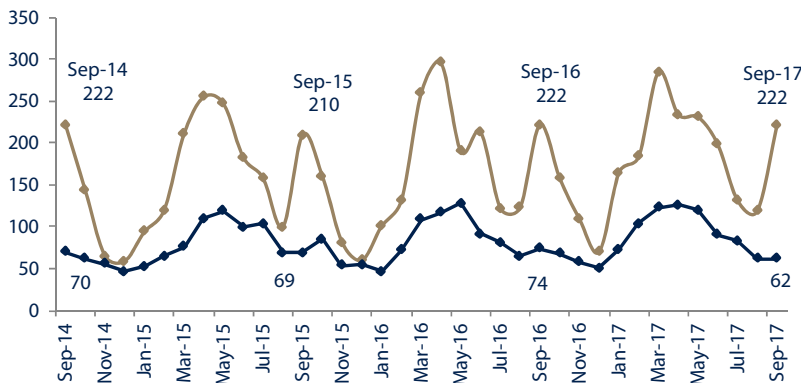
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

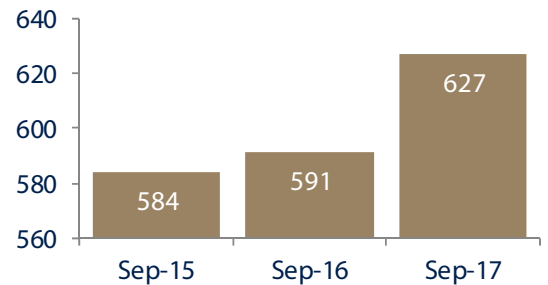
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

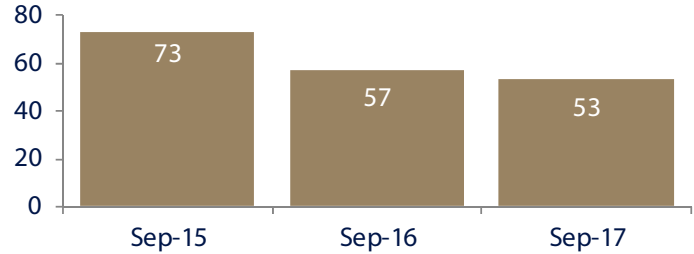


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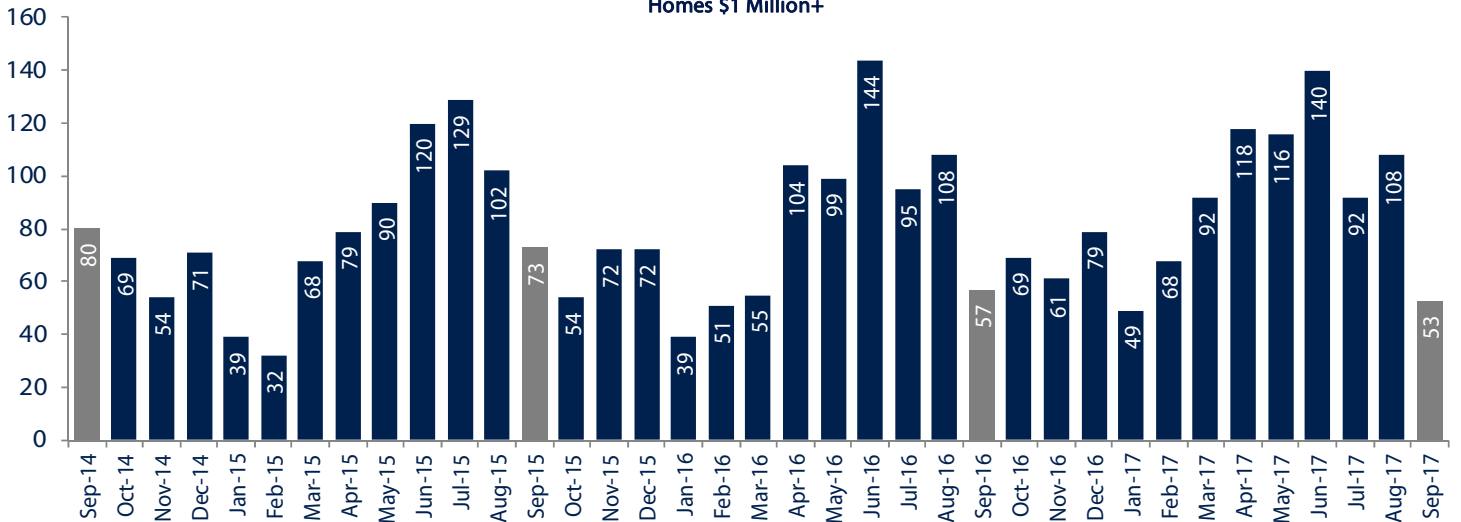
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 7.0% versus last September and a decrease of 27.4% versus September of 2015.

There was a decrease of 50.9% in luxury units sold in September compared to August of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

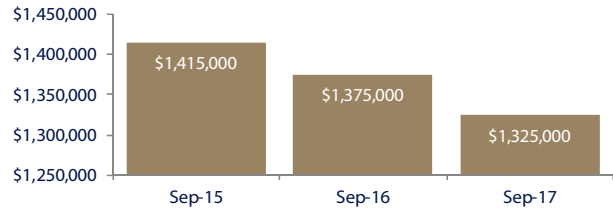
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 8, 2017	Bethesda	20816	\$2,950,000	\$2,850,000	96.6%	63	✓	
September 8, 2017	Bethesda	20816	\$2,195,000	\$2,100,000	95.7%	43	✓	
September 29, 2017	Rockville	20852	\$1,879,000	\$1,760,000	93.7%	27		✓
September 11, 2017	Potomac	20854	\$1,698,000	\$1,637,500	96.4%	66	✓	
September 29, 2017	Rockville	20852	\$1,649,900	\$1,600,000	97.0%	28	✓	
September 21, 2017	Bethesda	20817	\$1,599,000	\$1,599,000	100.0%	43	✓	
September 15, 2017	Bethesda	20817	\$1,650,000	\$1,550,000	93.9%	81	✓	✓
September 27, 2017	Bethesda	20814	\$1,597,500	\$1,521,608	95.2%	110	✓	✓
September 29, 2017	Potomac	20854	\$1,645,000	\$1,475,000	89.7%	102	✓	✓
September 20, 2017	Bethesda	20816	\$1,449,500	\$1,425,000	98.3%	50		✓

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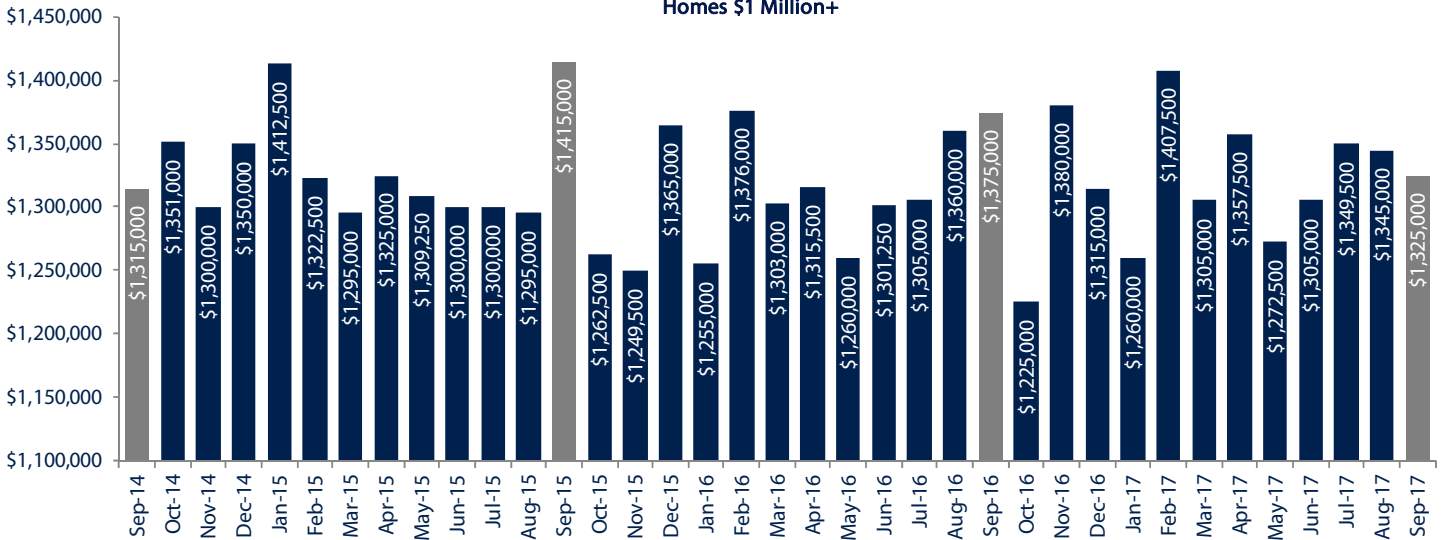
In September, the median sales price for homes more than \$1 Million was \$1,325,000, a decrease of 3.6% compared to last year.

The current median sales price was lower by 1.5% than in August.

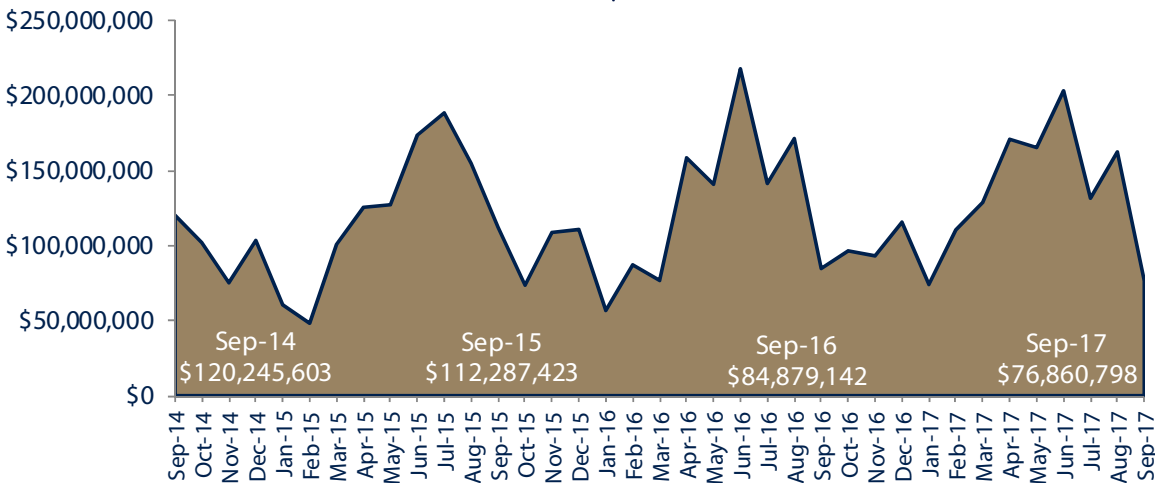
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this September was 9.4% lower than the same month one year ago.

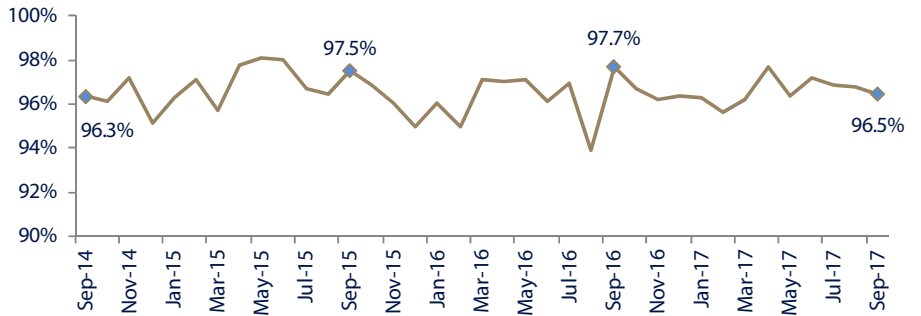
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In September, the average sale price for homes more than \$1 Million was 96.5% of the average list price, which is 1.2% lower than at this time last year.

This month, the average number of days on market was 68, lower than the average last year, which was 77, a decrease of 11.7%.

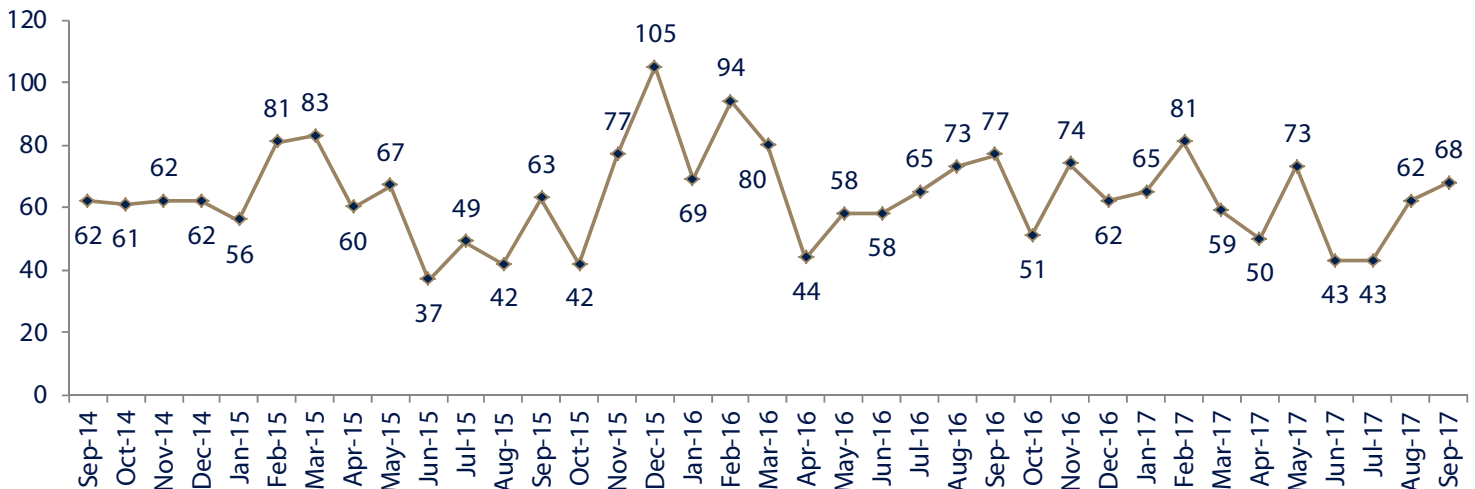
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

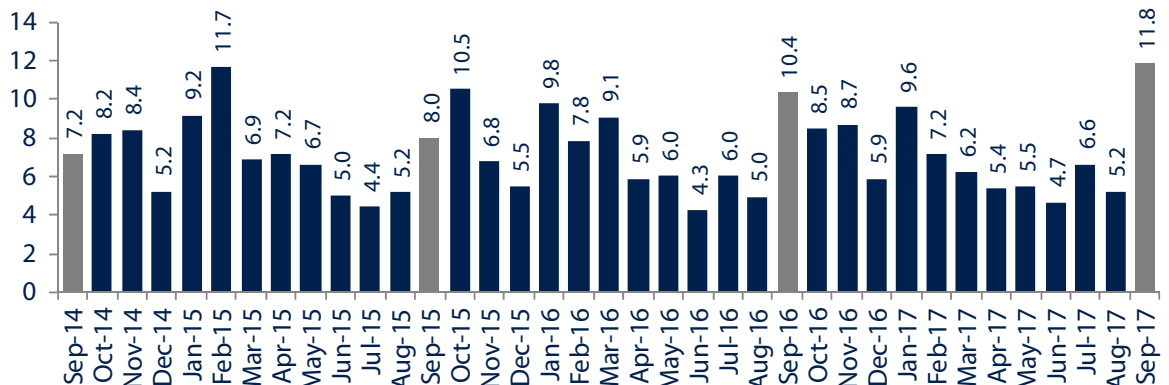
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In September, there were 11.8 months of supply available, compared to 10.4 in September of 2016. That is an increase of 13.5% versus a year ago.



Montgomery County, Maryland - September 2017

References & Definitions

MONTGOMERY, MD: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Metropolitan Regional Information Systems (MRIS) 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 Montgomery, Maryland only.

Analysis dates for all regions are September 1, 2014 through September 30, 2017.

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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