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INTERNATIONAL REAL ESTATE

LuxInsight

Montgomery County

Maryland

Luxury Housing Market Update

July 2017



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Montgomery County, Maryland - July 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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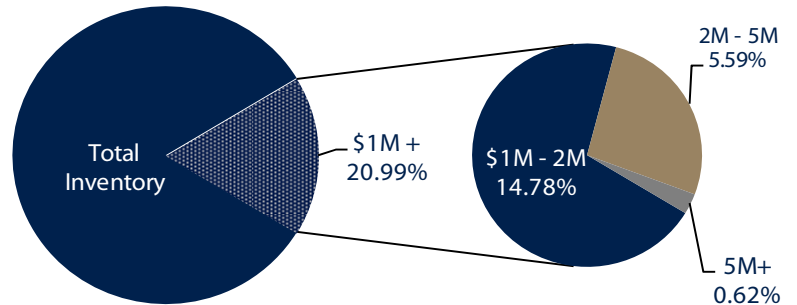
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Compared to last July, the total number of homes more than \$1 Million available this month was higher by 6.3% and higher by 6.7% compared to July 2015.

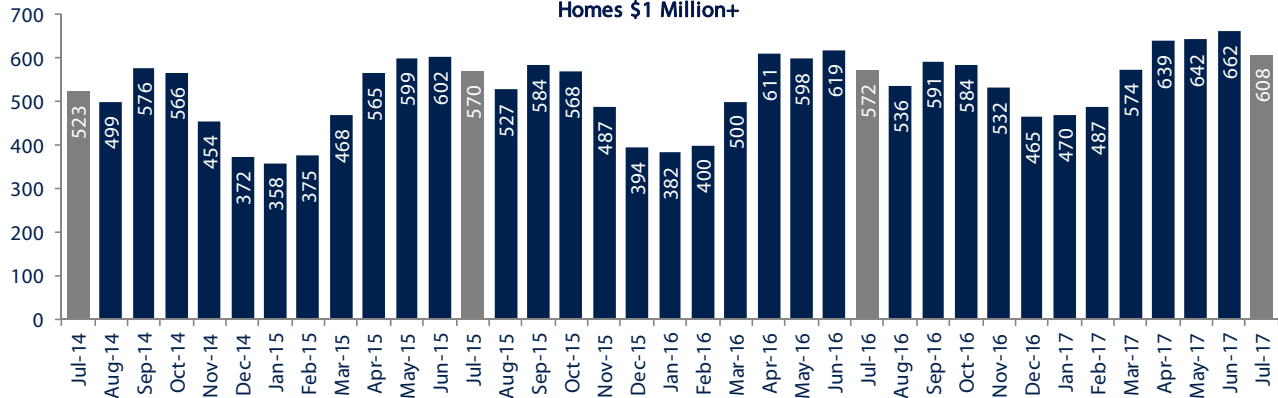
Active inventory this July was 8.2% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

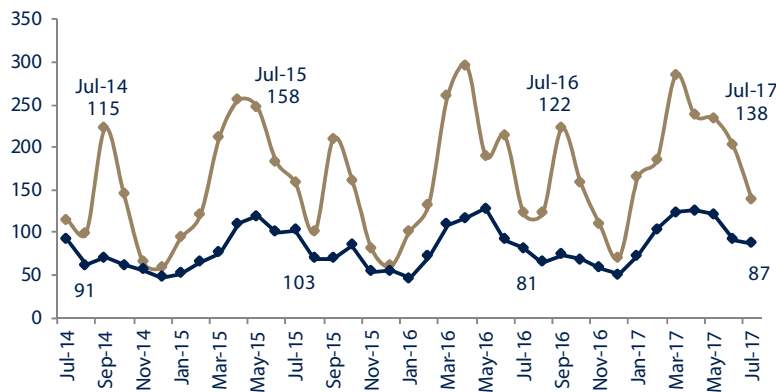
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

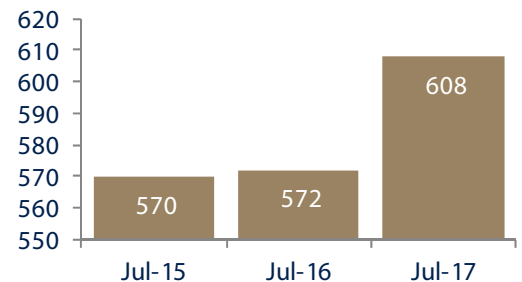
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

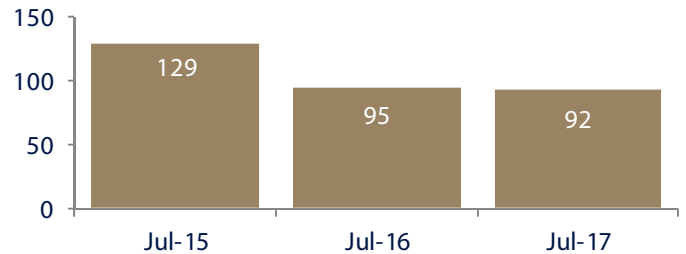


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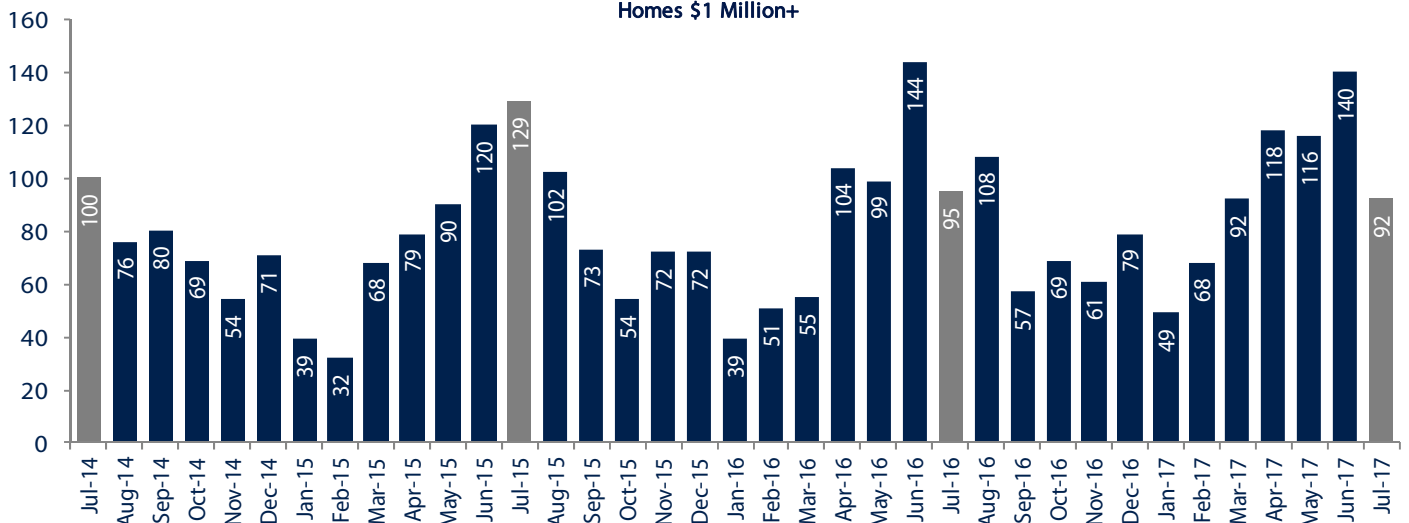
This month's units sold for homes more than \$1 Million was lower than at this time last year, a decrease of 3.2% versus last July and a decrease of 28.7% versus July of 2015.

There was a decrease of 34.3% in luxury units sold in July compared to June of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

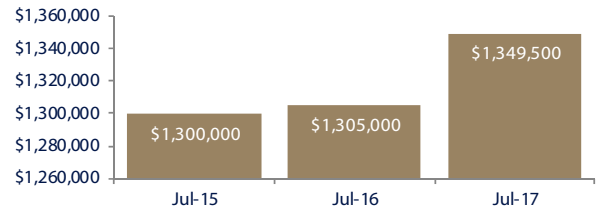
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
July 28, 2017	Bethesda	20817	\$2,495,000	\$2,400,000	96.2%	351	✓	
July 31, 2017	Bethesda	20814	\$2,395,000	\$2,300,000	96.0%	90	✓	
July 26, 2017	Bethesda	20817	\$2,155,000	\$2,000,000	92.8%	142		✓
July 6, 2017	Bethesda	20814	\$1,999,950	\$1,990,000	99.5%	171	✓	
July 14, 2017	Bethesda	20817	\$2,175,000	\$1,956,000	89.9%	62	✓	✓
July 28, 2017	Chevy Chase	20815	\$1,895,000	\$1,840,000	97.1%	25	✓	✓
July 27, 2017	Bethesda	20817	\$1,895,000	\$1,800,000	95.0%	30	✓	
July 22, 2017	Potomac	20854	\$1,799,000	\$1,688,250	93.8%	42		✓
July 20, 2017	Potomac	20854	\$1,699,500	\$1,650,000	97.1%	17		✓
July 14, 2017	Chevy Chase	20815	\$1,649,000	\$1,625,000	98.5%	9	✓	✓

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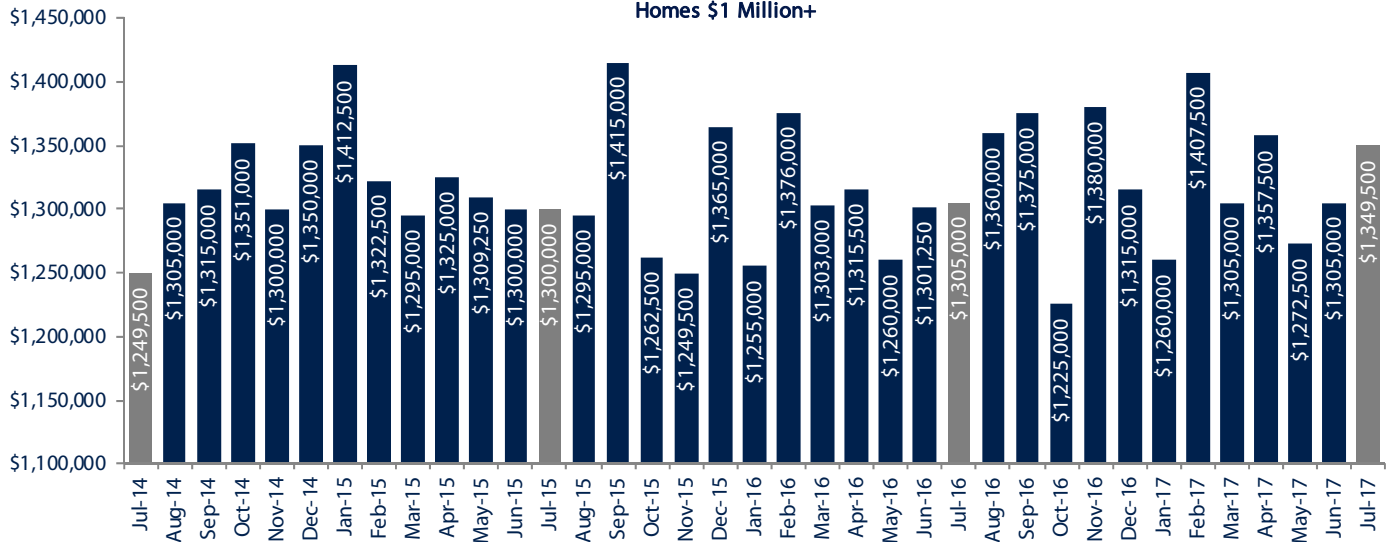
In July, the median sales price for homes more than \$1 Million was \$1,349,500, an increase of 3.4% compared to last year.

The current median sales price was higher by 3.4% than in June.

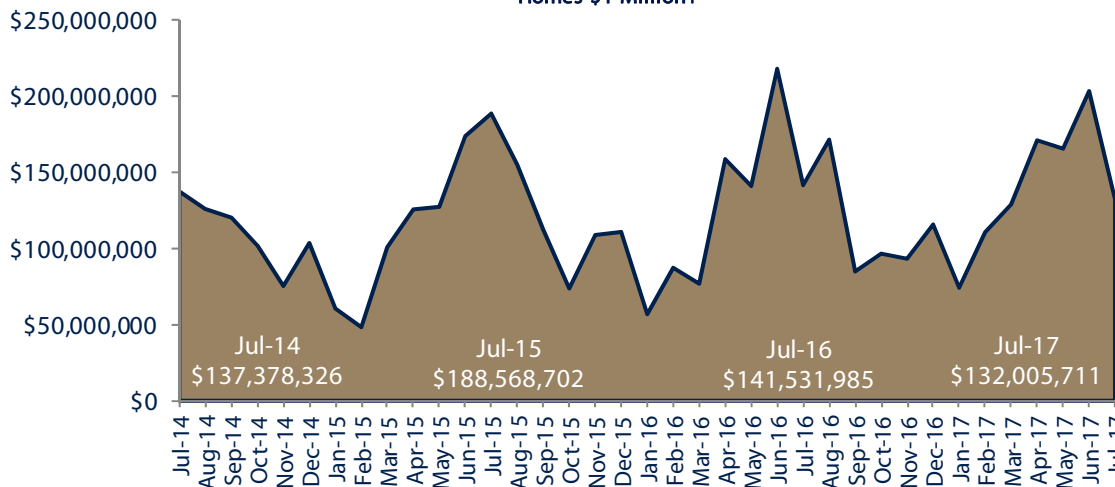
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this July was 6.7% lower than the same month one year ago.

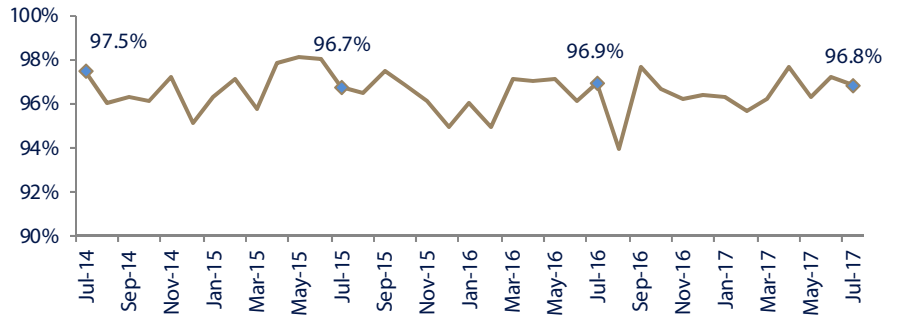
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In July, the average sale price for homes more than \$1 Million was 96.8% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 42, lower than the average last year, which was 65, a decrease of 35.4%.

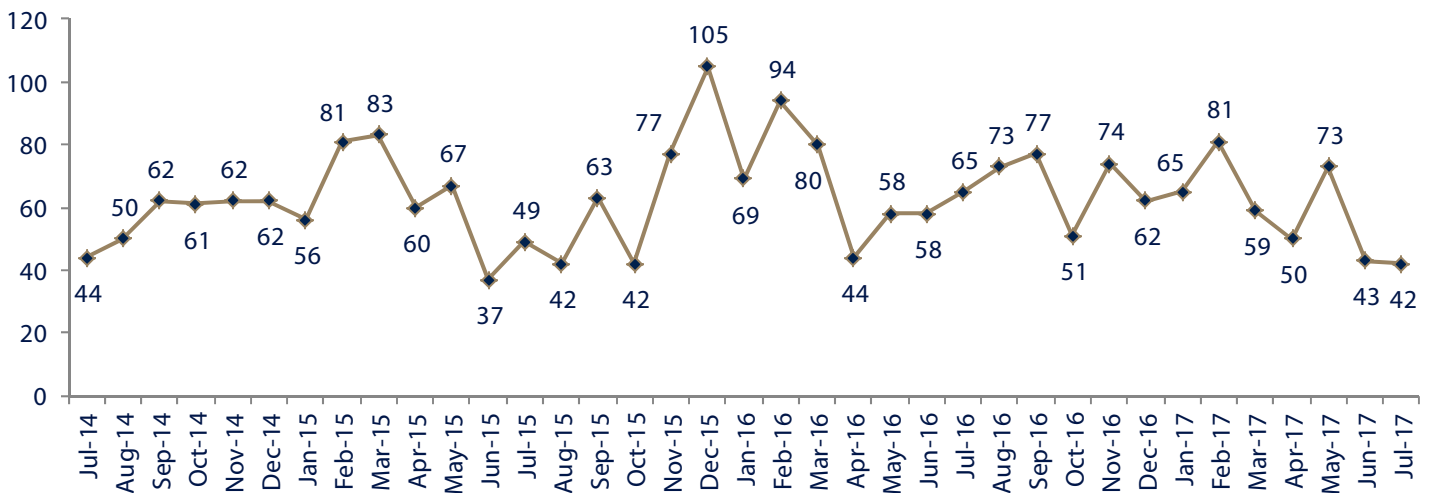
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

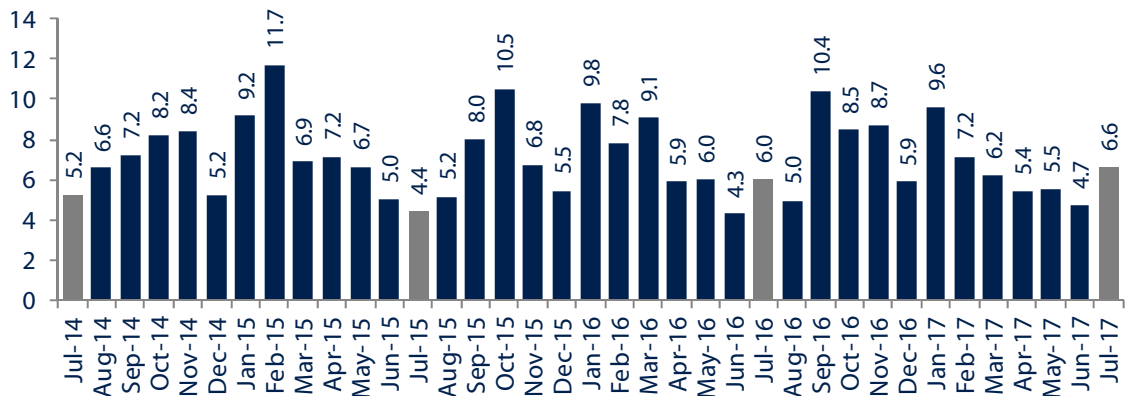
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In July, there were 6.6 months of supply available, compared to 6.0 in July of 2016. That is an increase of 10.0% versus a year ago.



Montgomery County, Maryland - July 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 July 1, 2014 through July 31, 2017.

Contacts & Disclaimers

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