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LuxInsight

Montgomery County

Maryland

Luxury Housing Market Update

September 2018



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Montgomery County, Maryland - 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.

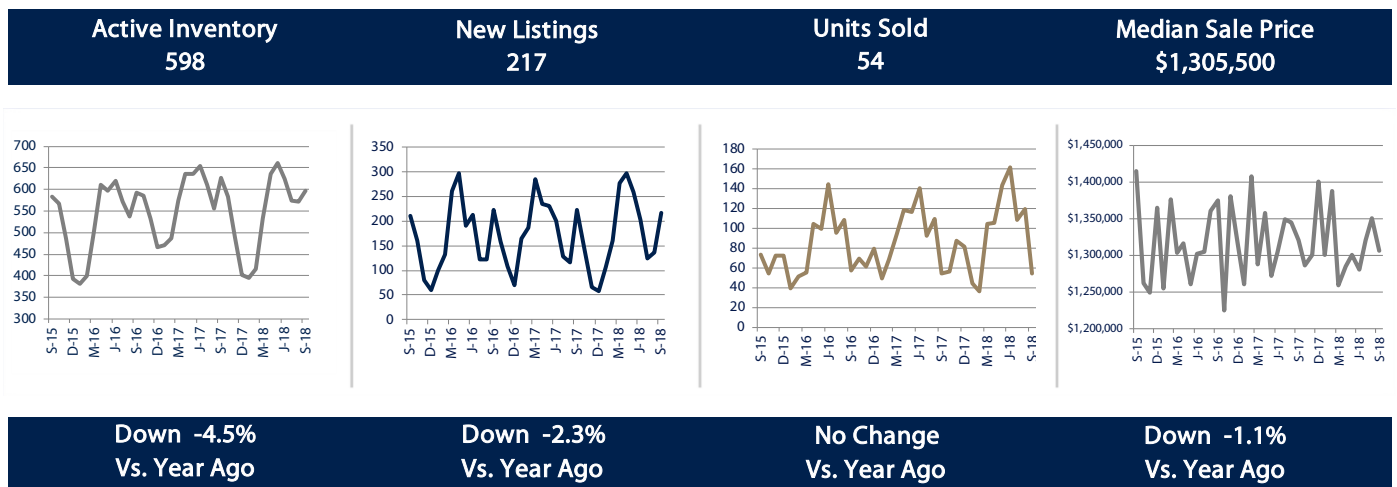
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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 \$1 Million+

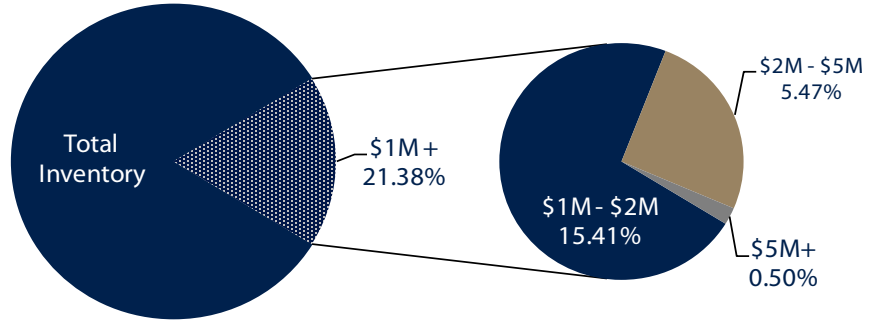


Montgomery County, Maryland - September 2018

Compared to last September, the total number of homes more than \$1 Million available this month was lower by 4.5% and higher by 1.0% compared to September 2016.

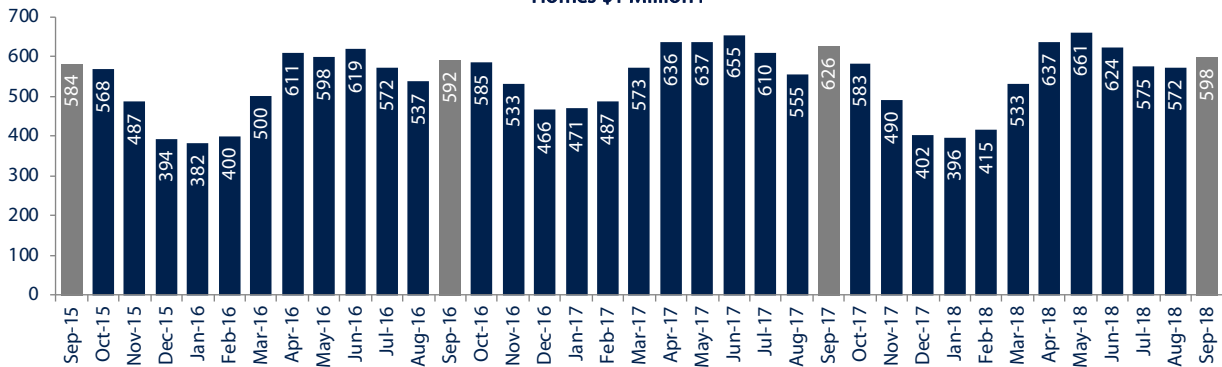
Active inventory this September was 4.5% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

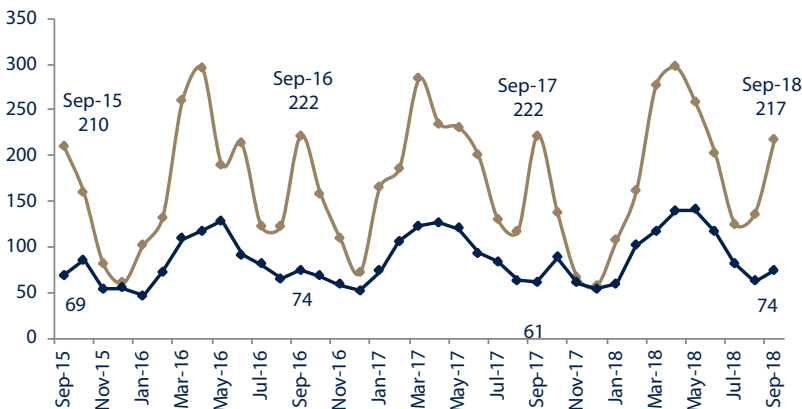
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+

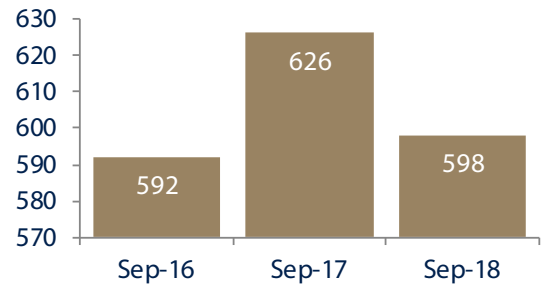
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$1 Million+

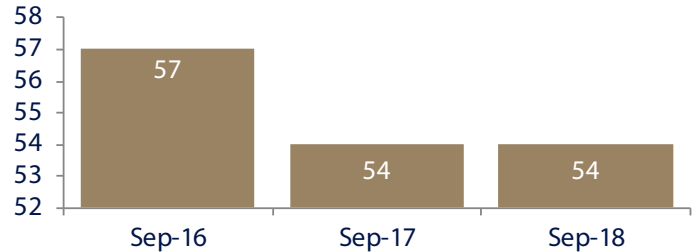


Montgomery County, Maryland - September 2018

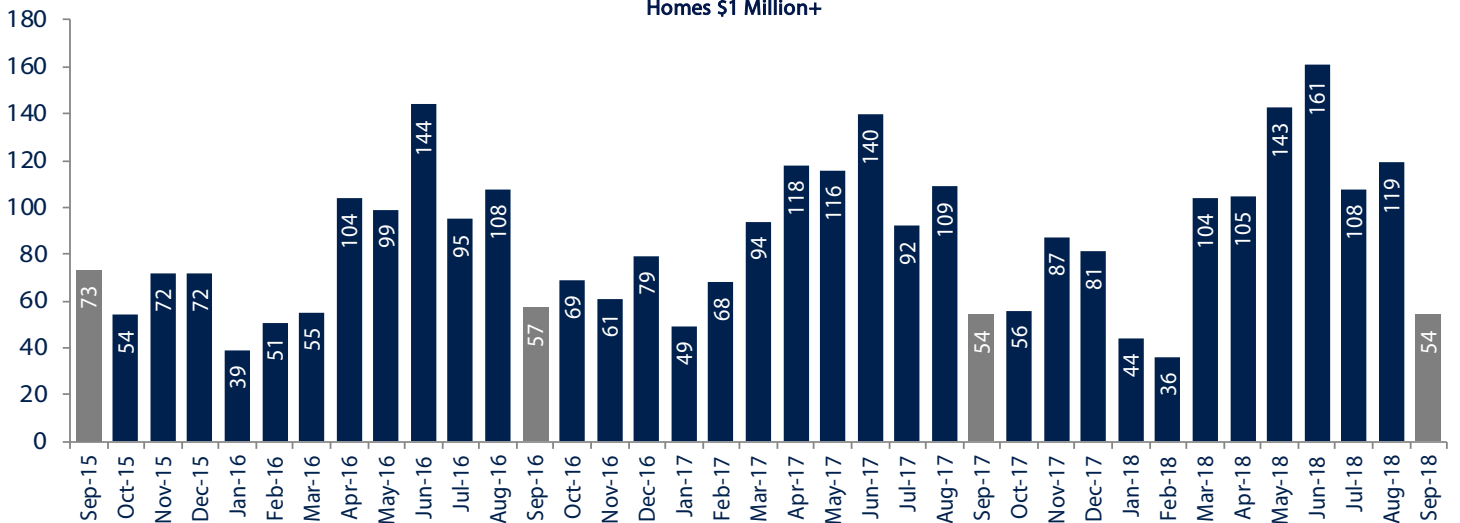
This month's total units sold for homes more than \$1 Million is similar compared to a year ago.

There was a decrease of 54.6% 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+

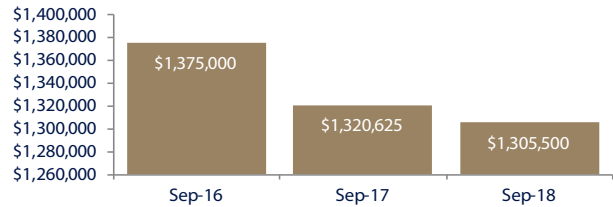
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 27, 2018	Chevy Chase	20815	\$2,649,900	\$2,675,000	100.9%	185		✓
September 5, 2018	Rockville	20852	\$2,395,000	\$2,550,000	106.5%	85		✓
September 14, 2018	Potomac	20854	\$2,295,000	\$2,100,000	91.5%	121	✓	✓
September 28, 2018	Bethesda	20814	\$1,975,000	\$1,850,000	93.7%	189	✓	
September 14, 2018	Bethesda	20814	\$1,799,000	\$1,755,000	97.6%	131	✓	✓
September 17, 2018	Potomac	20854	\$1,595,000	\$1,550,000	97.2%	108	✓	
September 4, 2018	Chevy Chase	20815	\$1,595,000	\$1,550,000	97.2%	51		✓
September 26, 2018	Chevy Chase	20815	\$1,475,000	\$1,549,999	105.1%	1	✓	
September 28, 2018	Potomac	20854	\$1,898,000	\$1,500,000	79.0%	164		✓
September 21, 2018	Bethesda	20817	\$1,489,000	\$1,455,000	97.7%	116		✓

Montgomery County, Maryland - September 2018

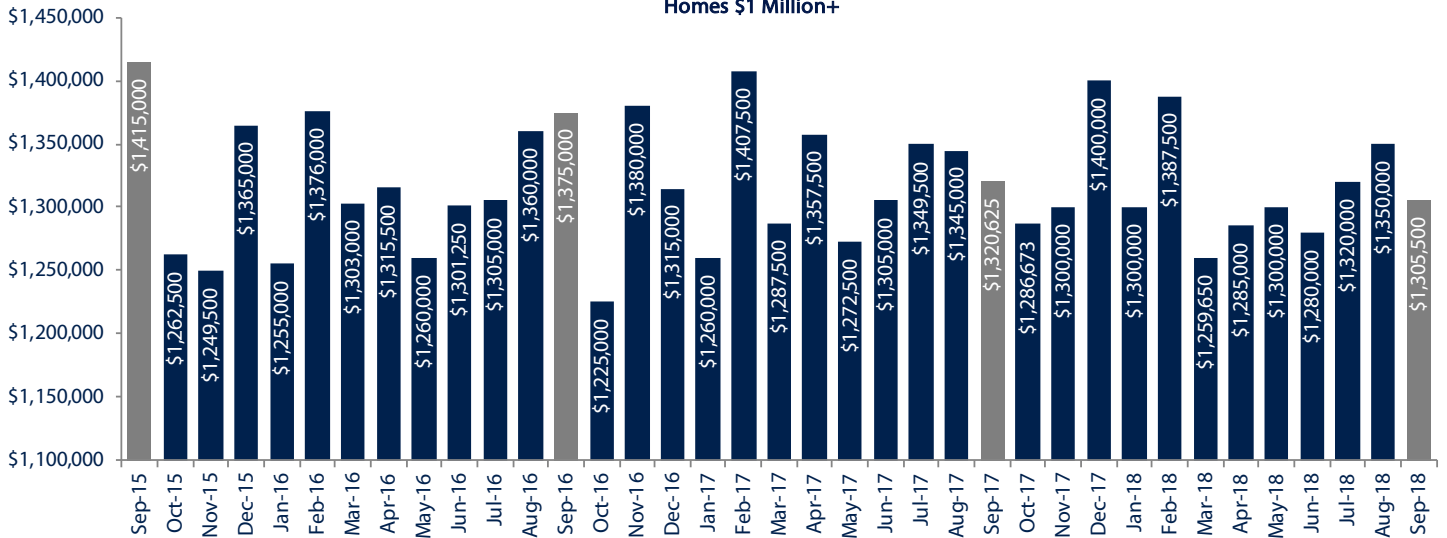
In September, the median sales price for homes more than \$1 Million was \$1,305,500, a decrease of 1.1% compared to last year.

The current median sales price was lower by 3.3% than in August.

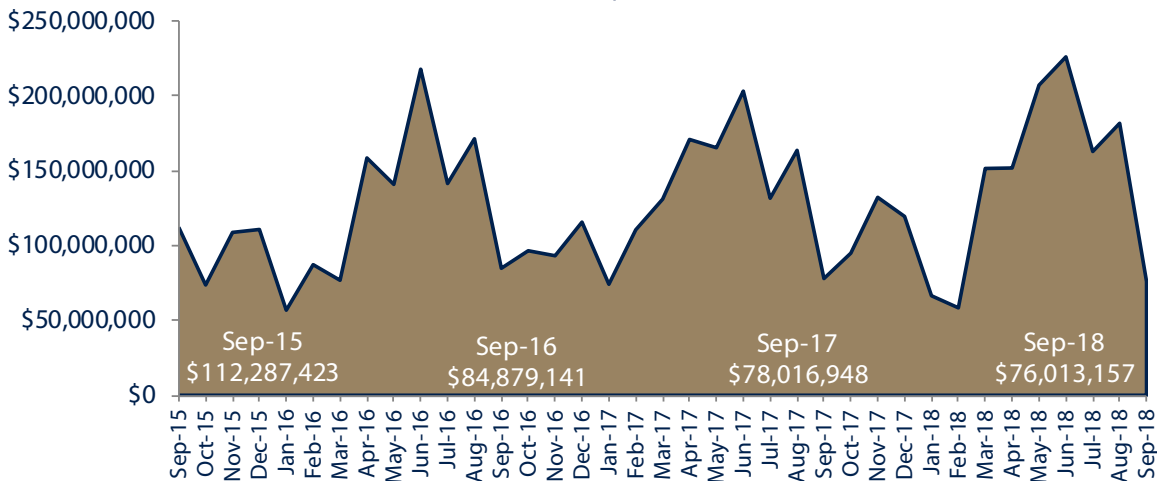
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



Total volume sold this September was 2.6% lower than the same month one year ago.

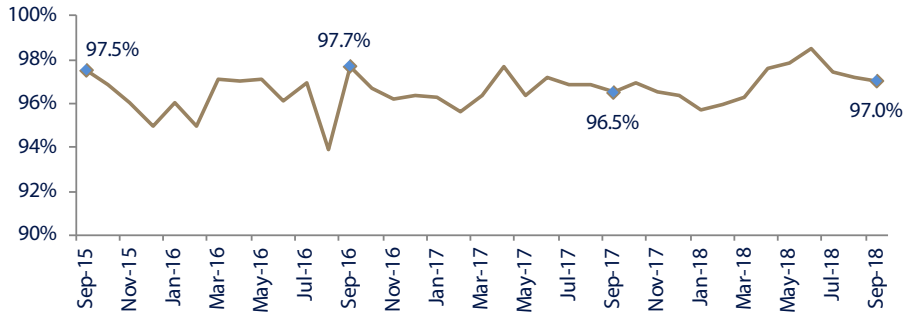
Montgomery County, Maryland - September 2018

In September, the average sale price for homes more than \$1 Million was 97.0% 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 53, lower than the average last year, which was 67, a decrease of 20.9%.

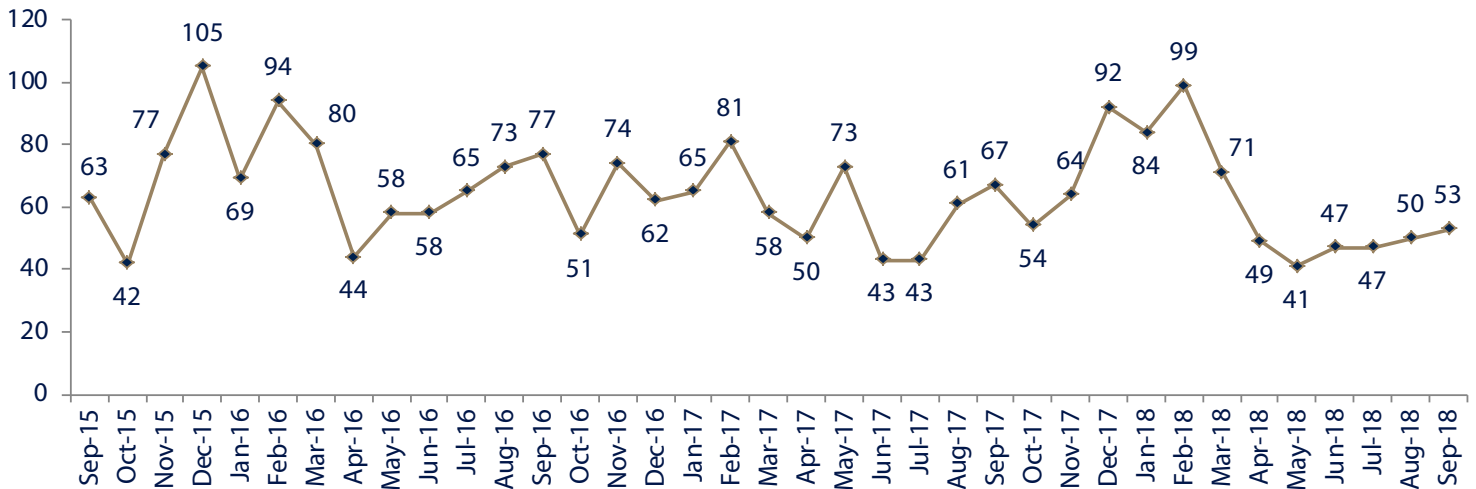
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

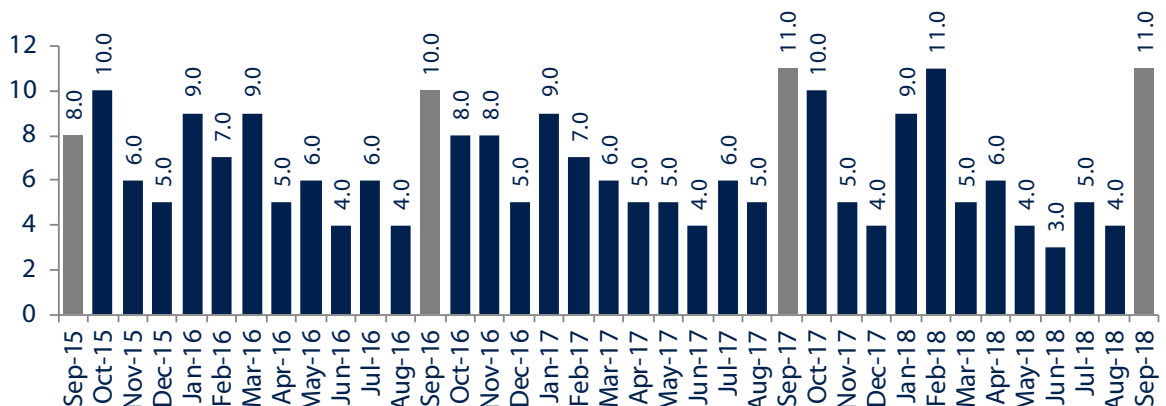
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In September, there was 11.0 months of supply available. The amount of supply is similar compared to a year ago.



Montgomery County, Maryland - September 2018

References & Definitions

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

Based on data supplied by Bright 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, 2015 through September 30, 2018.

Contacts & Disclaimers

MEDIA CONTACT

Vicki Bendure, Bendure Communications

Email: Vicki@bendurepr.com

Phone: (540) 687-3360

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.

Senior Market Research Analyst

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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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