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LuxInsight

Montgomery County

Maryland

Luxury Housing Market Update

January 2019



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Montgomery County, Maryland - January 2019

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.

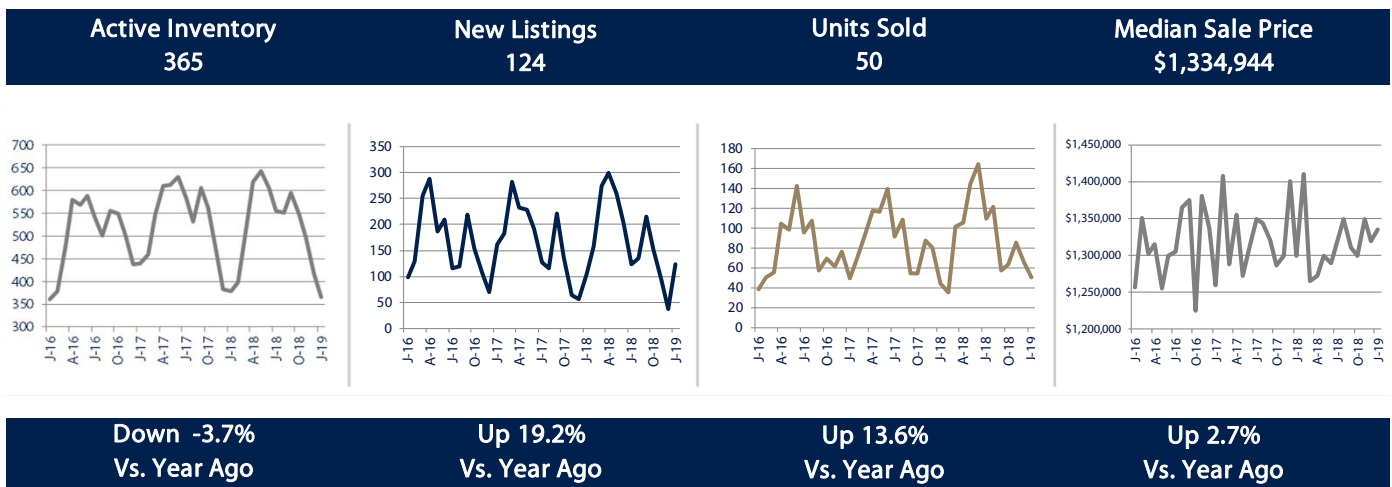
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+



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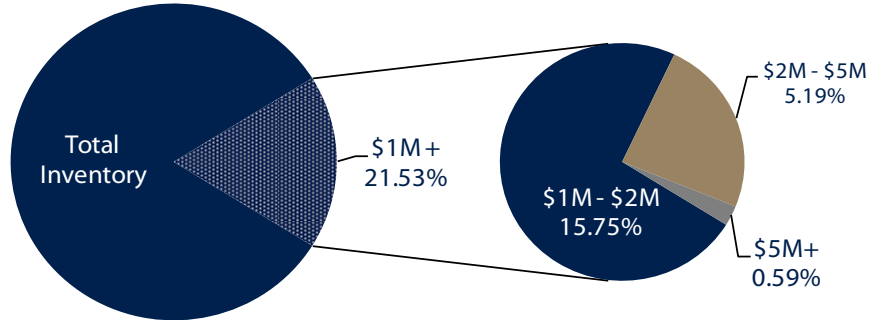
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Compared to last January, the total number of homes more than \$1 Million available this month was lower by 3.7% and lower by 17.2% compared to January 2017.

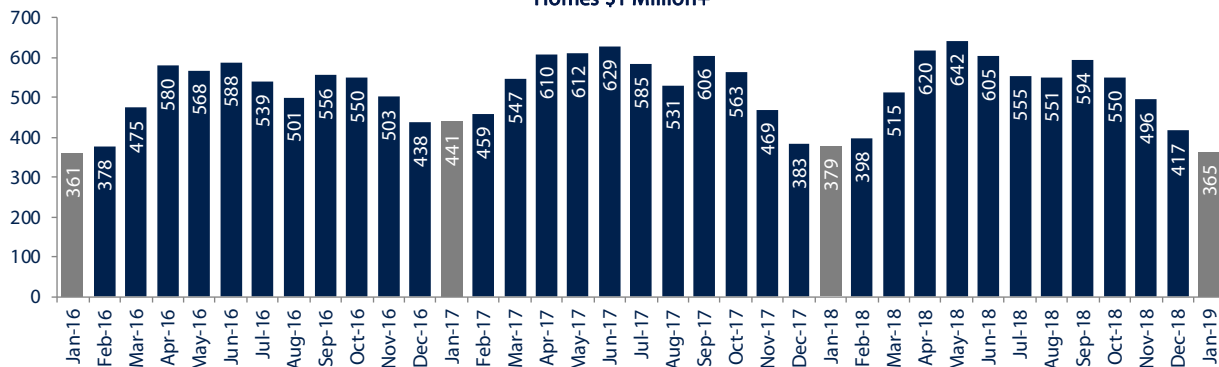
Active inventory this January was 12.5% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

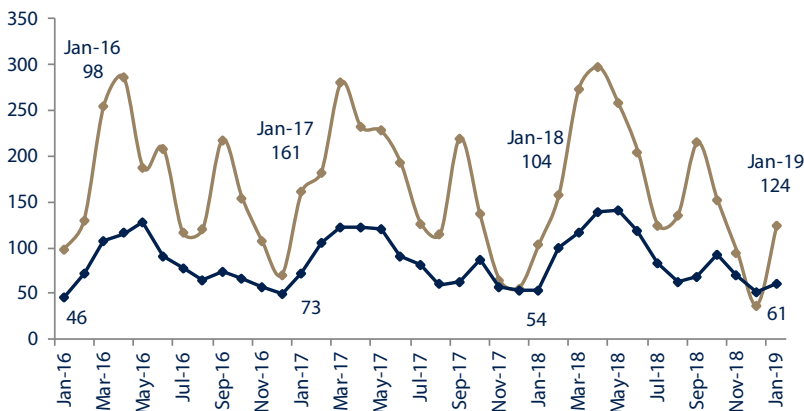
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

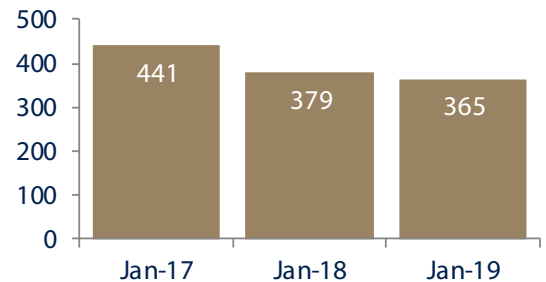
Homes \$1 Million+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$1 Million+

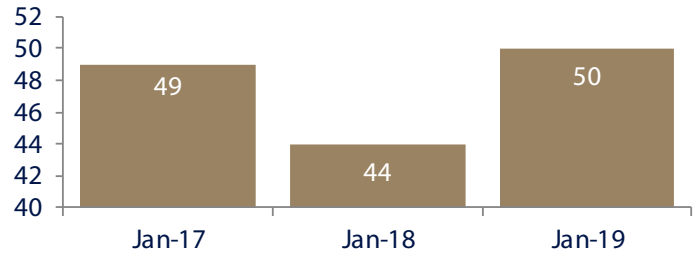


Montgomery County, Maryland - January 2019

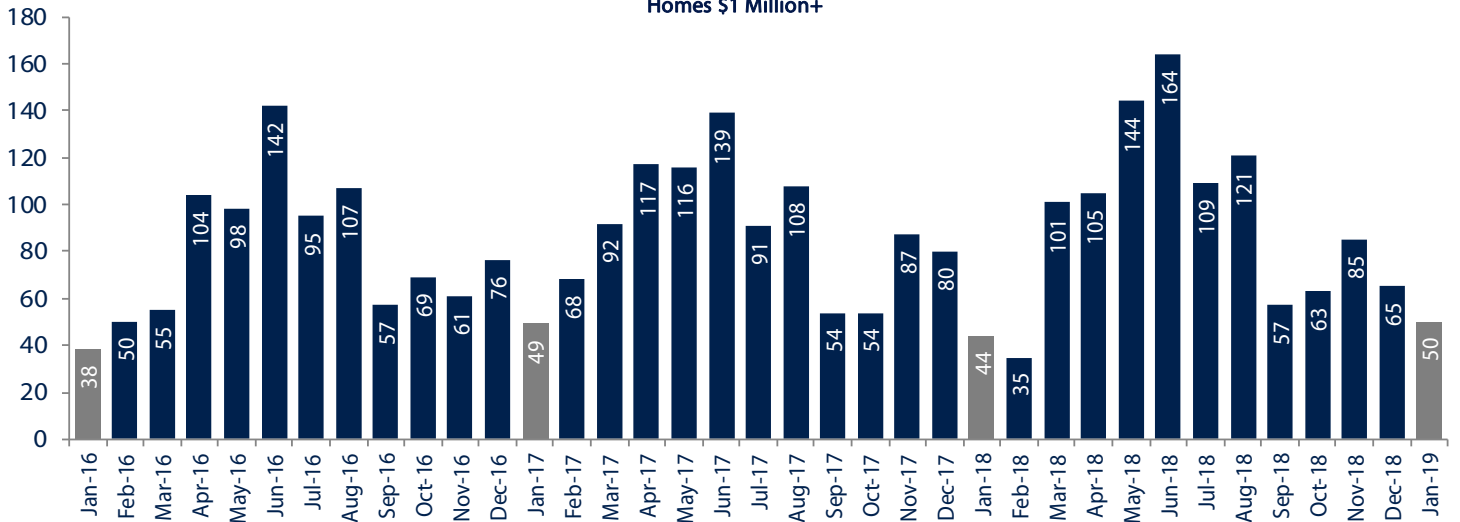
This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 13.6% versus last January and an increase of 2.0% versus January of 2017.

There was a decrease of 23.1% in luxury units sold in January compared to December of this year.

UNITS SOLD
Versus Previous Years
Homes \$1 Million+



UNITS SOLD
Homes \$1 Million+



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

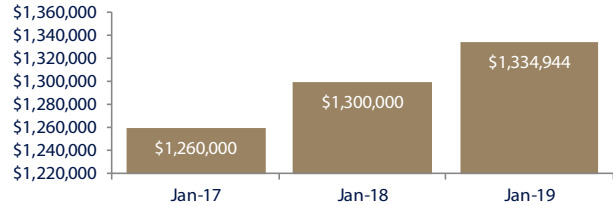
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
January 28, 2019	Bethesda	20817	\$3,200,000	\$3,200,000	100.0%	1	✓	
January 11, 2019	Bethesda	20816	\$2,125,000	\$2,060,000	96.9%	138		✓
January 25, 2019	Bethesda	20816	\$1,799,000	\$1,769,500	98.4%	240		✓
January 30, 2019	Chevy Chase	20815	\$1,400,000	\$1,613,000	115.2%	8	✓	
January 30, 2019	Garrett Park	20896	\$1,565,000	\$1,460,000	93.3%	341		✓
January 17, 2019	Bethesda	20814	\$1,525,000	\$1,450,000	95.1%	108	✓	
January 22, 2019	Bethesda	20817	\$1,499,900	\$1,450,000	96.7%	13	✓	✓
January 2, 2019	Bethesda	20817	\$1,448,000	\$1,450,000	100.1%	4		✓
January 11, 2019	Potomac	20854	\$1,500,000	\$1,417,500	94.5%	132		✓
January 31, 2019	Potomac	20854	\$1,399,000	\$1,339,888	95.8%	93		✓

Montgomery County, Maryland - January 2019

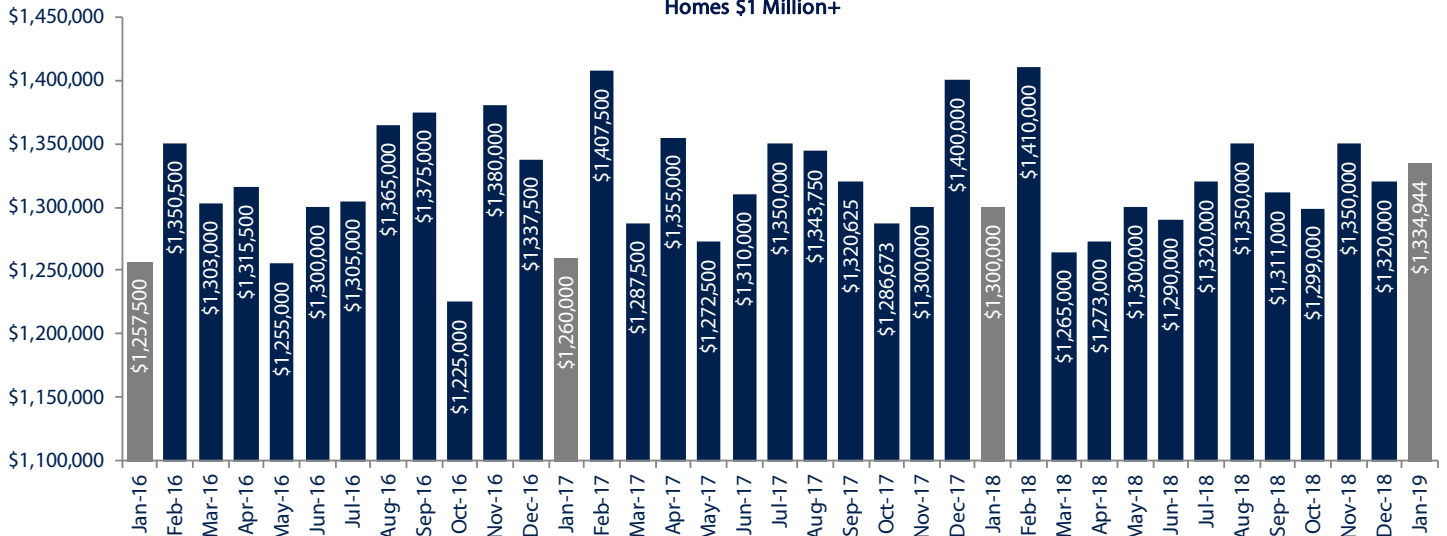
In January, the median sales price for homes more than \$1 Million was \$1,334,944, an increase of 2.7% compared to last year.

The current median sales price was higher by 1.1% than in December.

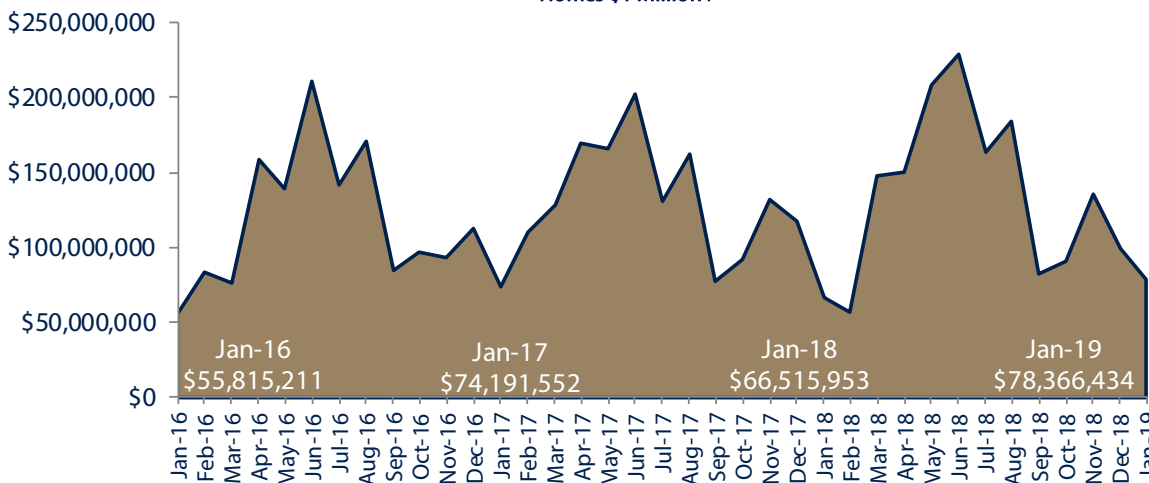
MEDIAN SALES PRICE
Versus Previous Years
Homes \$1 Million+



MEDIAN SALES PRICE
Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD
Homes \$1 Million+



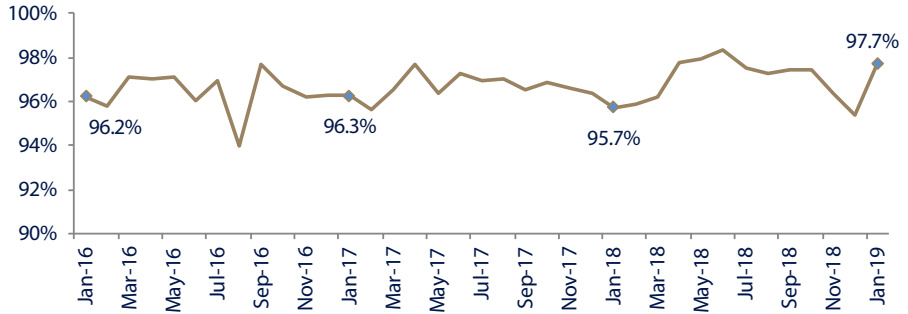
Total volume sold this January was 17.8% higher than the same month one year ago.

Montgomery County, Maryland - January 2019

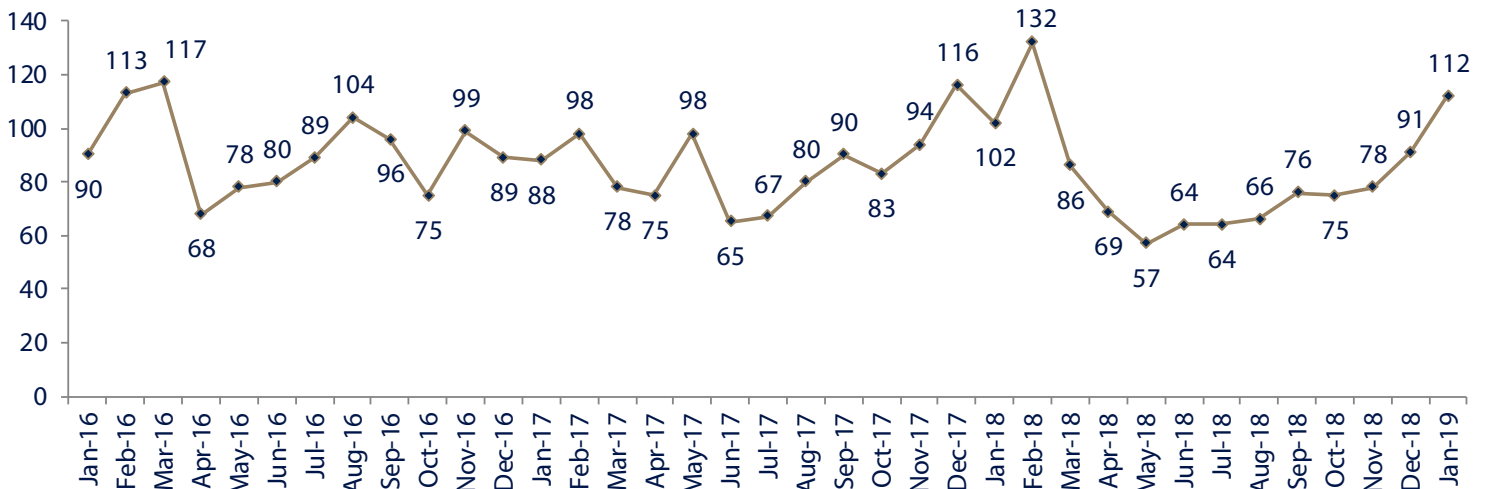
In January, the average sale price for homes more than \$1 Million was 97.7% of the average list price, which is 2.0% higher than at this time last year.

This month, the average number of days on market was 112, higher than the average last year, which was 102, an increase of 9.8%.

SALE PRICE AS % OF LIST PRICE
Homes \$1 Million+

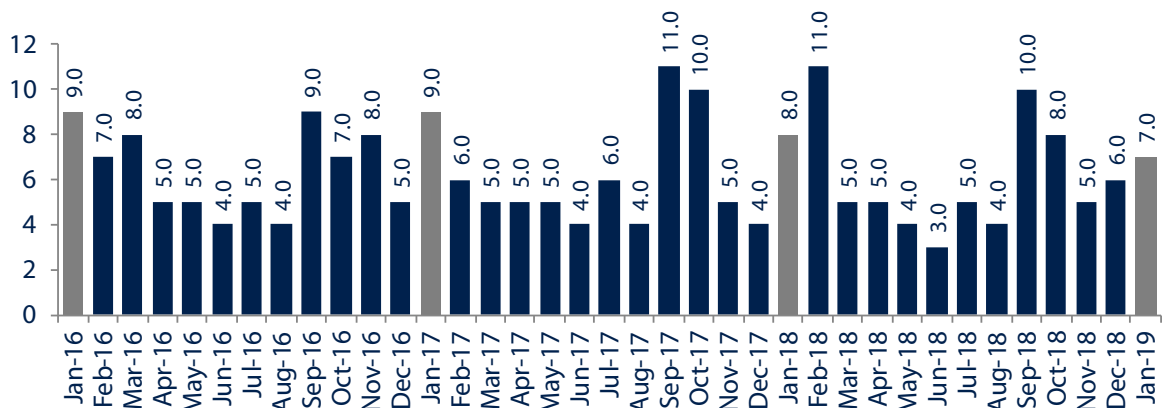


DAYS ON MARKET
Homes \$1 Million+



MONTHS OF SUPPLY
Homes \$1 Million+

In January, there were 7.0 months of supply available, compared to 8.0 in January of 2018. That is a decrease of 12.5% versus a year ago.



Montgomery County, Maryland - January 2019

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 January 1, 2016 through January 31, 2019.

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 January 1, 2016 through January 31, 2019".

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