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LuxInsight

Montgomery County

Pennsylvania

Luxury Housing Market Update

July 2017



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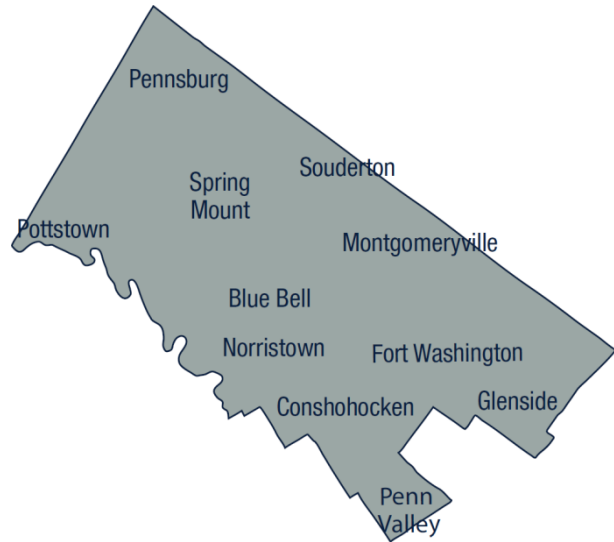
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate

Montgomery County, Pennsylvania - 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 \$750,000+

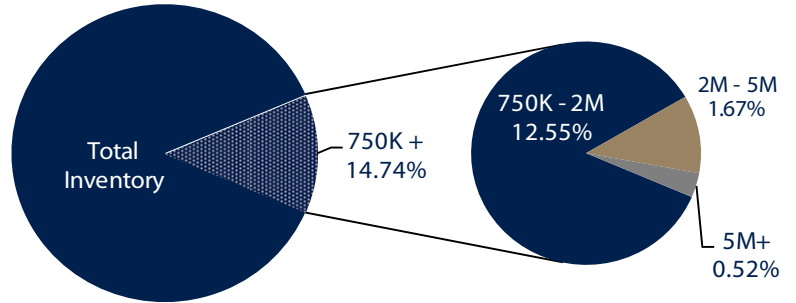


Montgomery County, Pennsylvania - July 2017

Versus last July, the total number of homes more than \$750,000 available this month is 478 units, which is similar compared to a year ago.

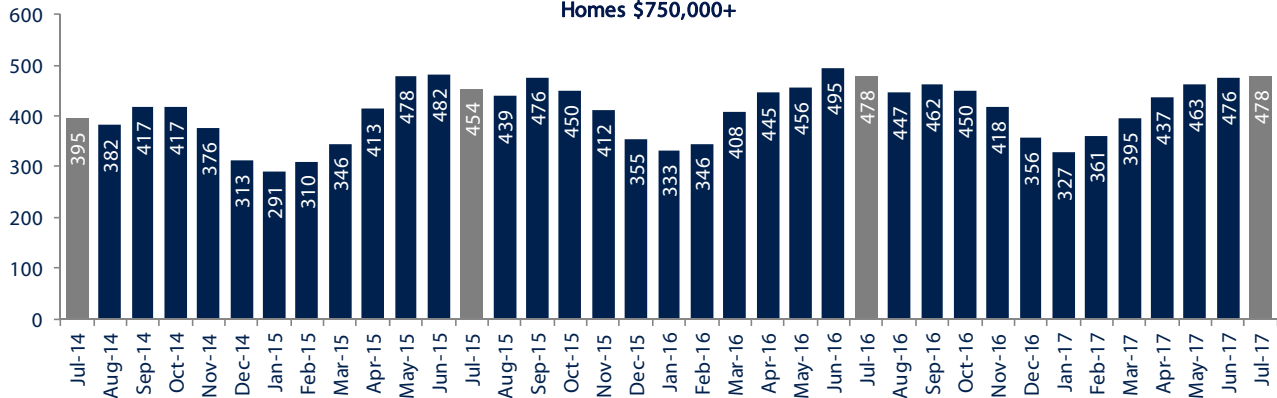
Active inventory this July was 0.4% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

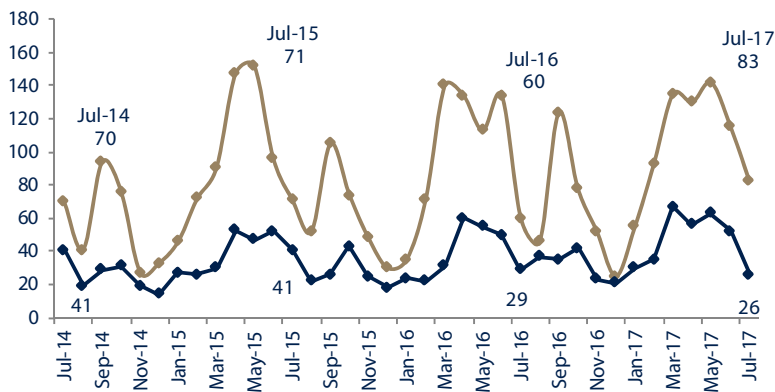
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

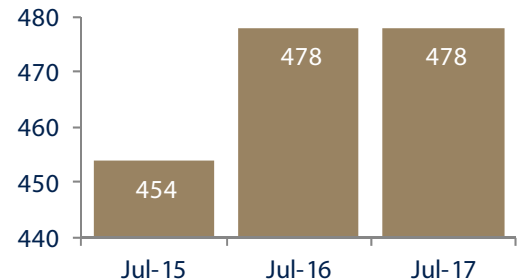
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

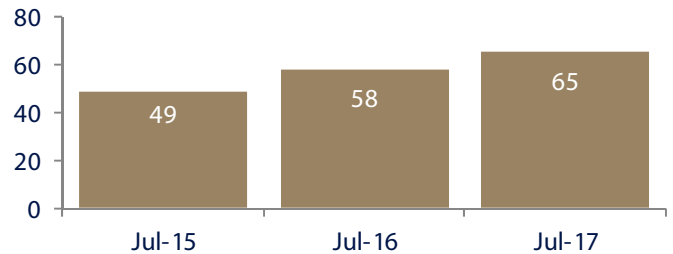


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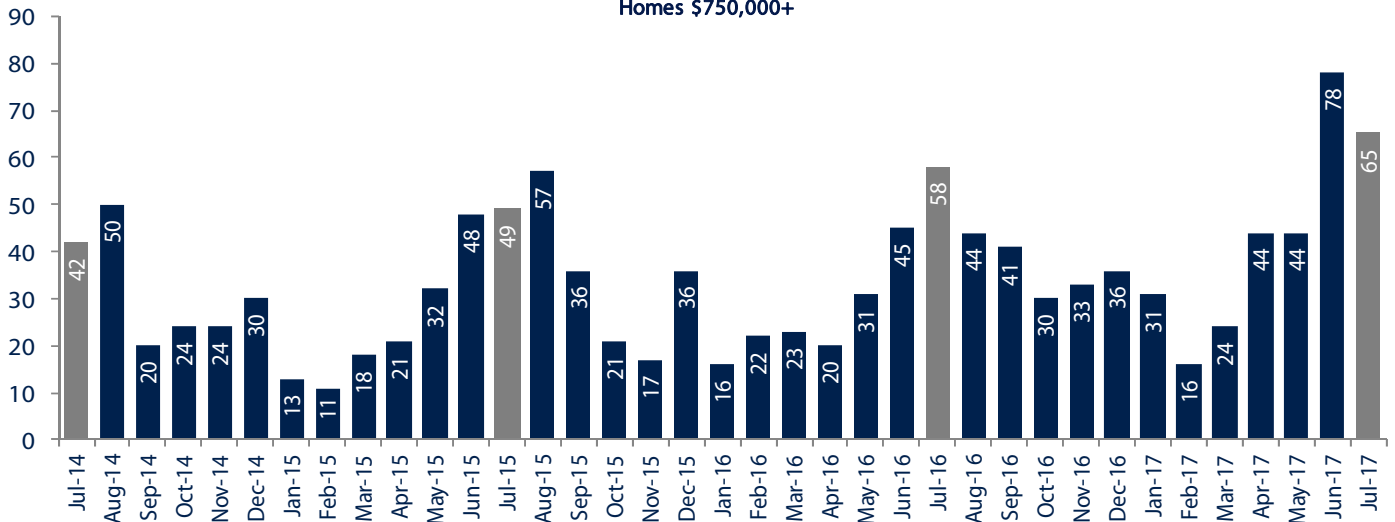
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 12.1% versus last July and an increase of 32.7% versus July of 2015.

There was a decrease of 16.7% in luxury units sold in July compared to June 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
July 7, 2017	Ambler	19002	\$949,000	\$922,500	97.2%	24	✓	✓
July 7, 2017	Bryn Mawr	19010	\$850,000	\$836,000	98.4%	72		✓
July 6, 2017	Gladwyne	19035	\$850,000	\$830,000	97.6%	30	✓	
July 7, 2017	Plymouth Meeting	19462	\$825,000	\$790,000	95.8%	22	✓	
July 7, 2017	Collegeville	19426	\$591,995	\$778,658	131.5%	349	✓	
July 28, 2017	Wynnewood	19096	\$738,000	\$763,000	103.4%	4		✓
June 15, 2017	Miquon	19428	\$2,395,000	\$2,299,000	96.0%	139	✓	
June 26, 2017	Flourtown	19031	\$1,299,000	\$1,150,000	88.5%	31	✓	
June 29, 2017	Wynnewood	19096	\$1,195,000	\$1,135,000	95.0%	13		✓
June 29, 2017	Plymouth Meeting	19462	\$1,150,000	\$1,080,000	93.9%	52		✓

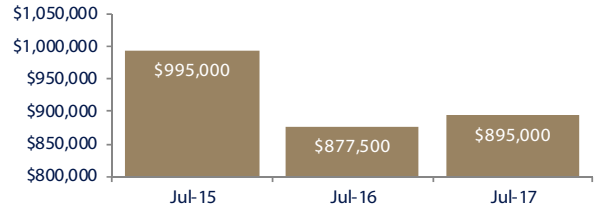
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In July, the median sales price for homes more than \$750,000 was \$895,000, an increase of 2.0% compared to last year.

The current median sales price was lower by 4.5% than in June.

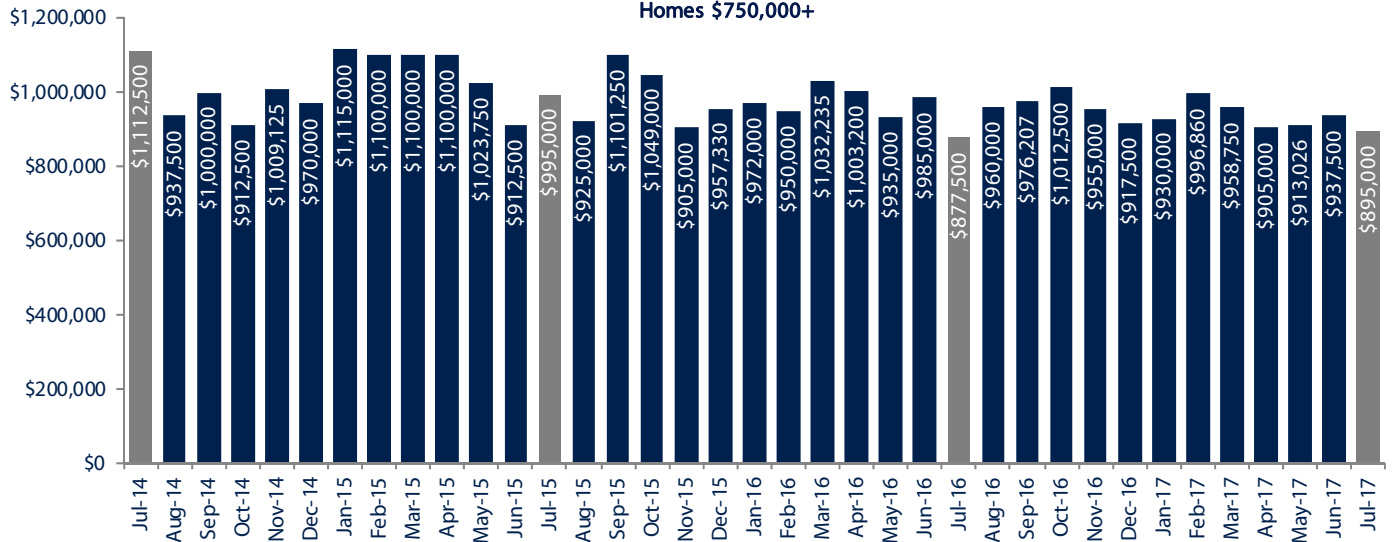
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



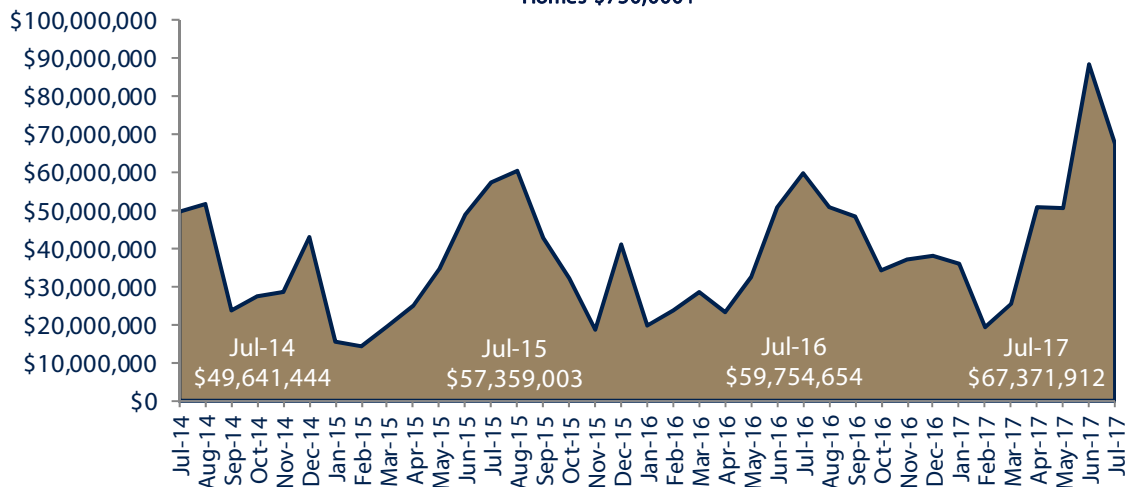
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 12.7% higher than the same month one year ago.

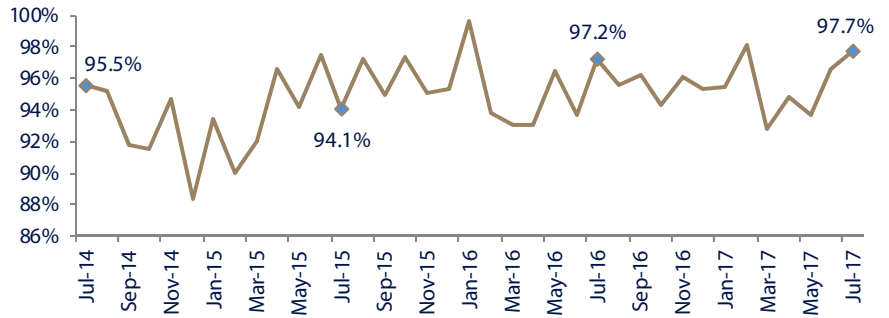
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In July, the average sale price for homes more than \$750,000 was 97.7% of the average list price, which is 0.5% higher than at this time last year.

This month, the average number of days on market was 66, lower than the average last year, which was 76, a decrease of 13.2%.

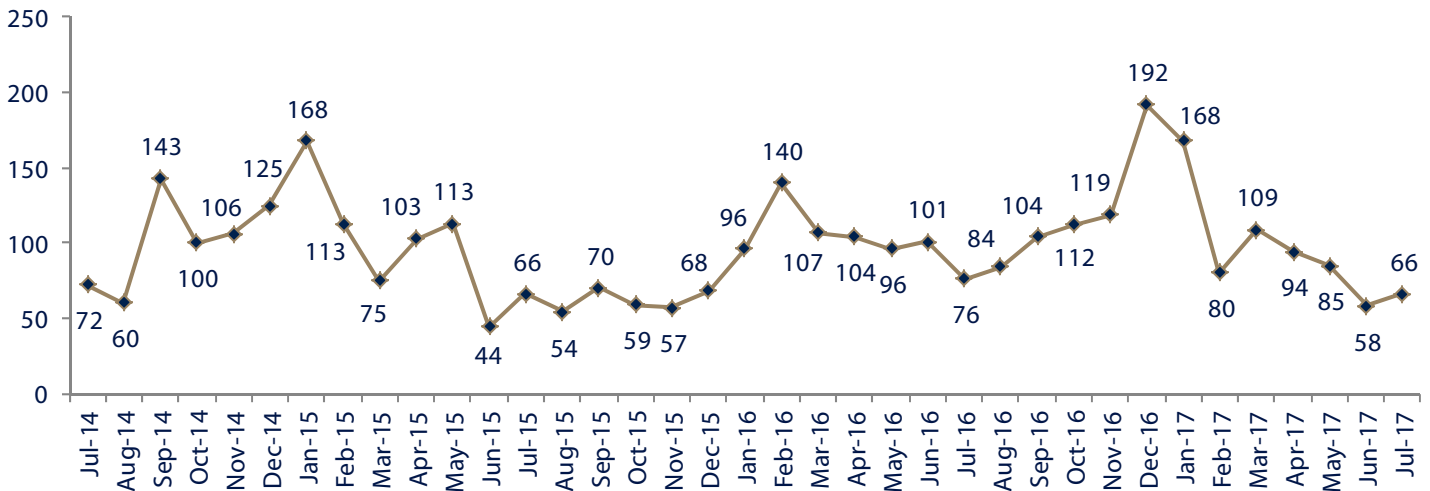
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

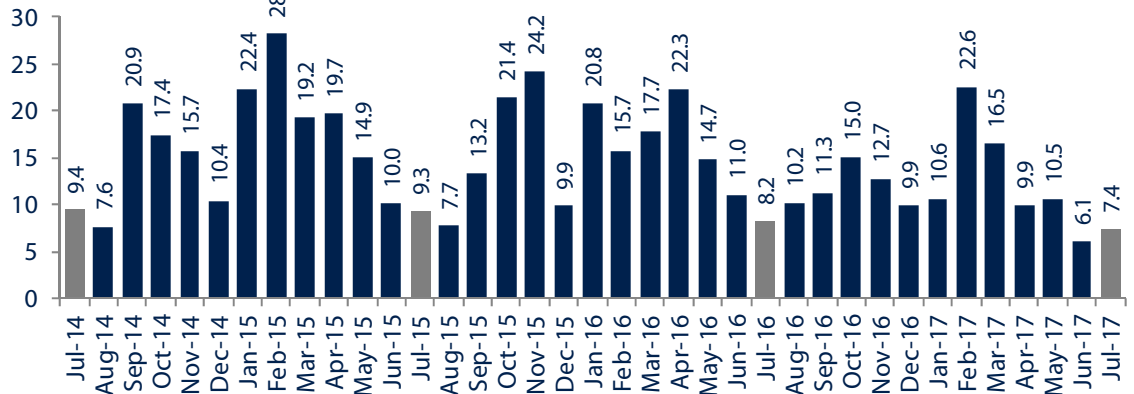
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 7.4 months of supply available, compared to 8.2 in July of 2016. That is a decrease of 9.8% versus a year ago.



Montgomery County, Pennsylvania - July 2017

References & Definitions

MONTGOMERY, 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 Montgomery, Pennsylvania only.

Analysis dates for all regions are July 1, 2014 through July 31, 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."

"# 1 Seller of Luxury Homes in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are July 1, 2014 through July 31, 2017".

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