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LuxInsight

Montgomery County

Pennsylvania

Luxury Housing Market Update

December 2018



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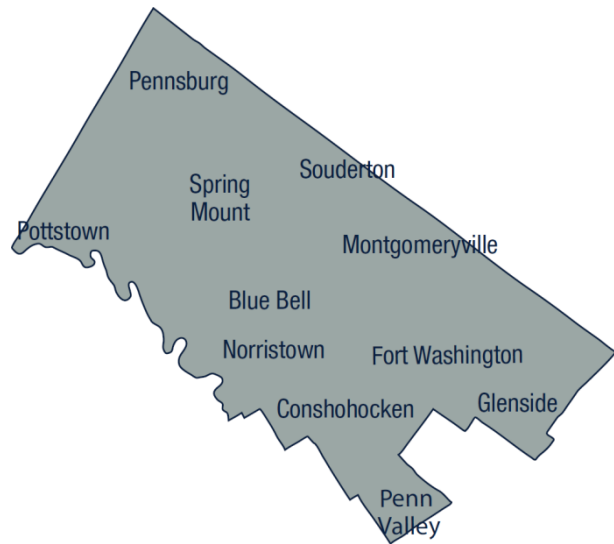
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Montgomery County, Pennsylvania - December 2018

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

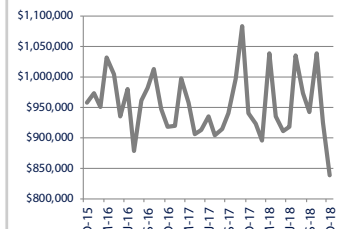
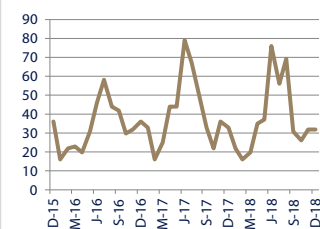
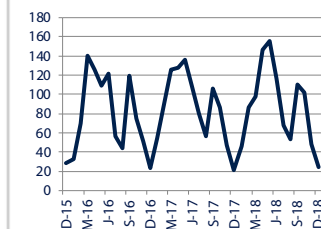
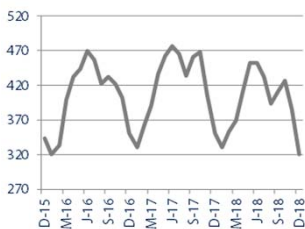
Homes \$750,000+

Active Inventory
320

New Listings
24

Units Sold
32

Median Sale Price
\$837,500



Down -8.8%
Vs. Year Ago

Up 14.3%
Vs. Year Ago

Down -3.0%
Vs. Year Ago

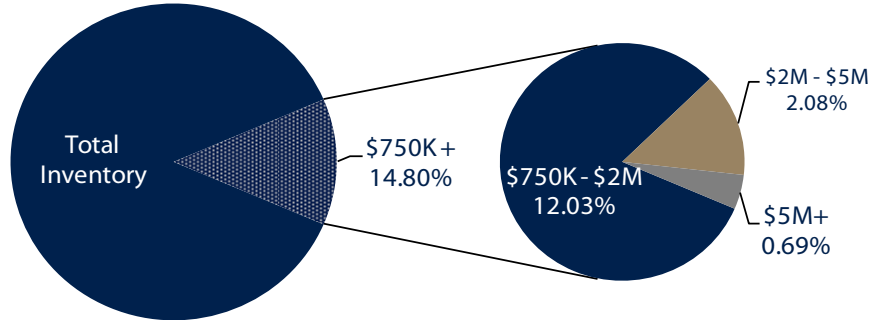
Down -10.9%
Vs. Year Ago

Montgomery County, Pennsylvania - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was lower by 8.8% and lower by 8.8% compared to December 2016.

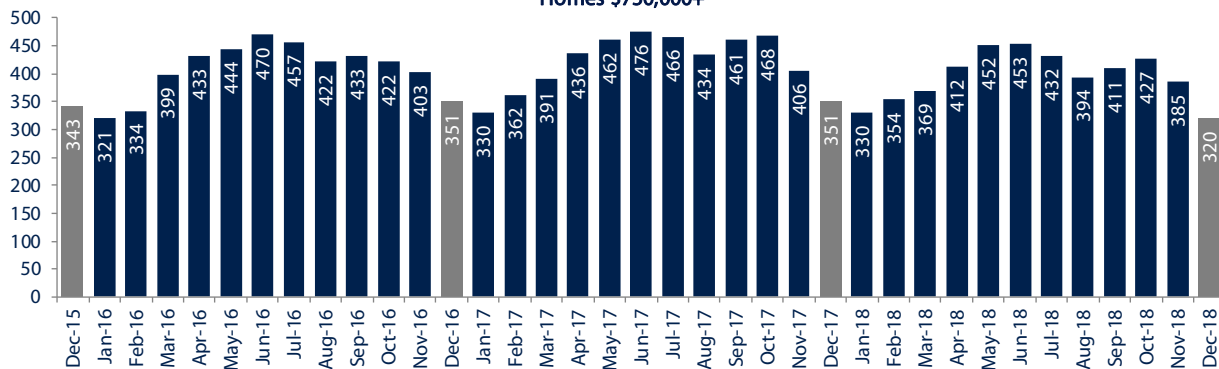
Active inventory this December was 16.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

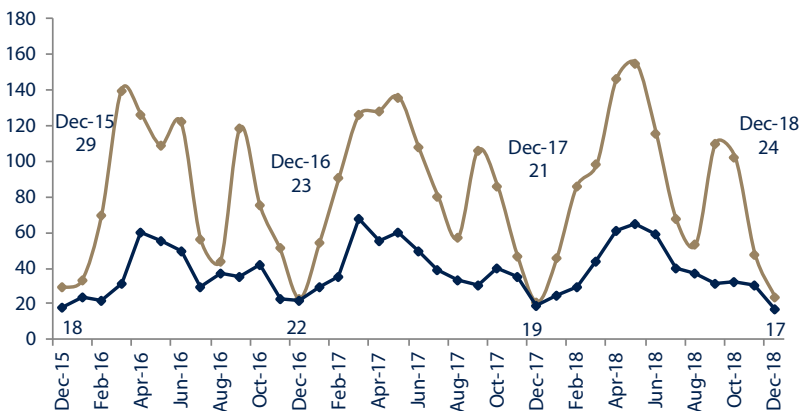
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

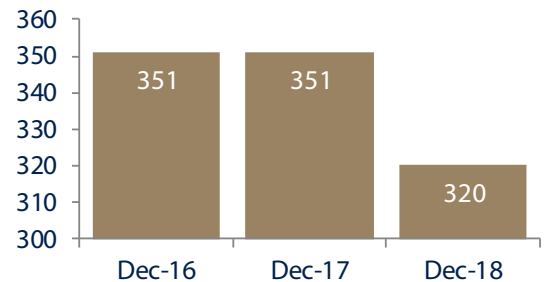
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

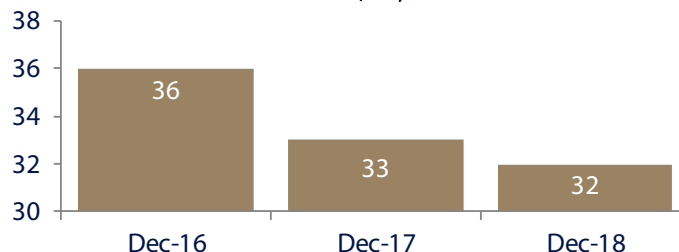


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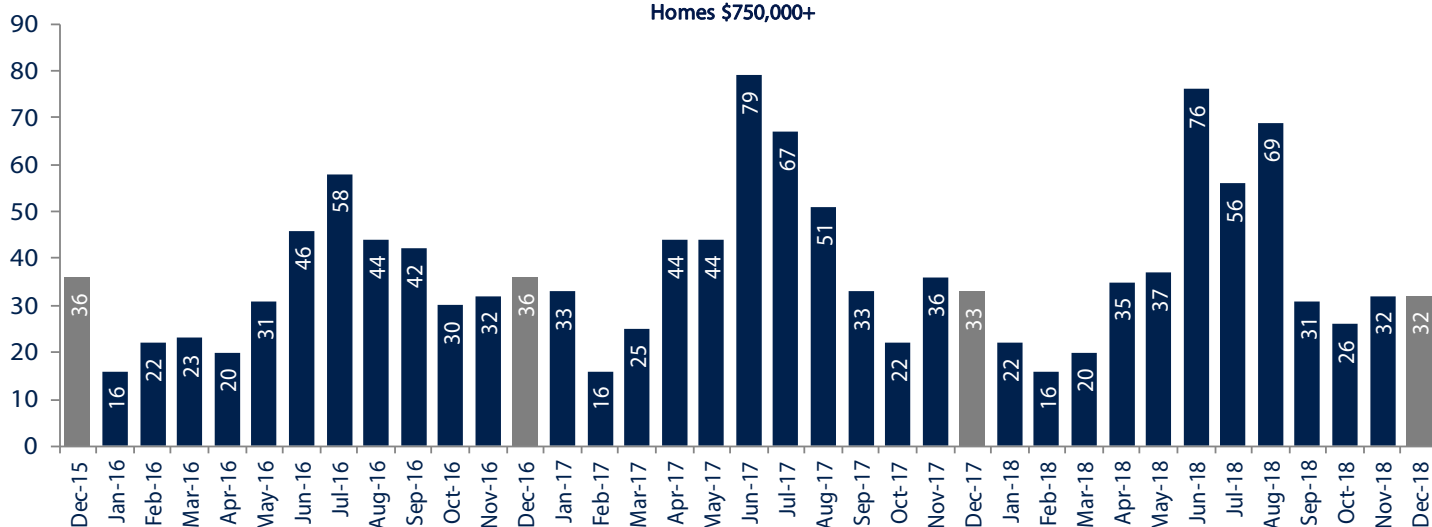
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 3.0% versus December of 2017 and a decrease of 11.1% versus December of 2016.

The number of luxury units sold in December remained stable compared to November 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 |

Coming Soon!

-1

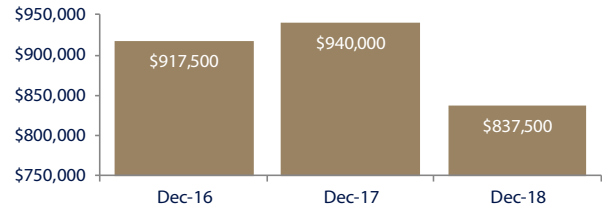
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In December, the median sales price for homes more than \$750,000 was \$837,500, a decrease of 10.9% compared to last year.

The current median sales price was lower by 9.5% than in November.

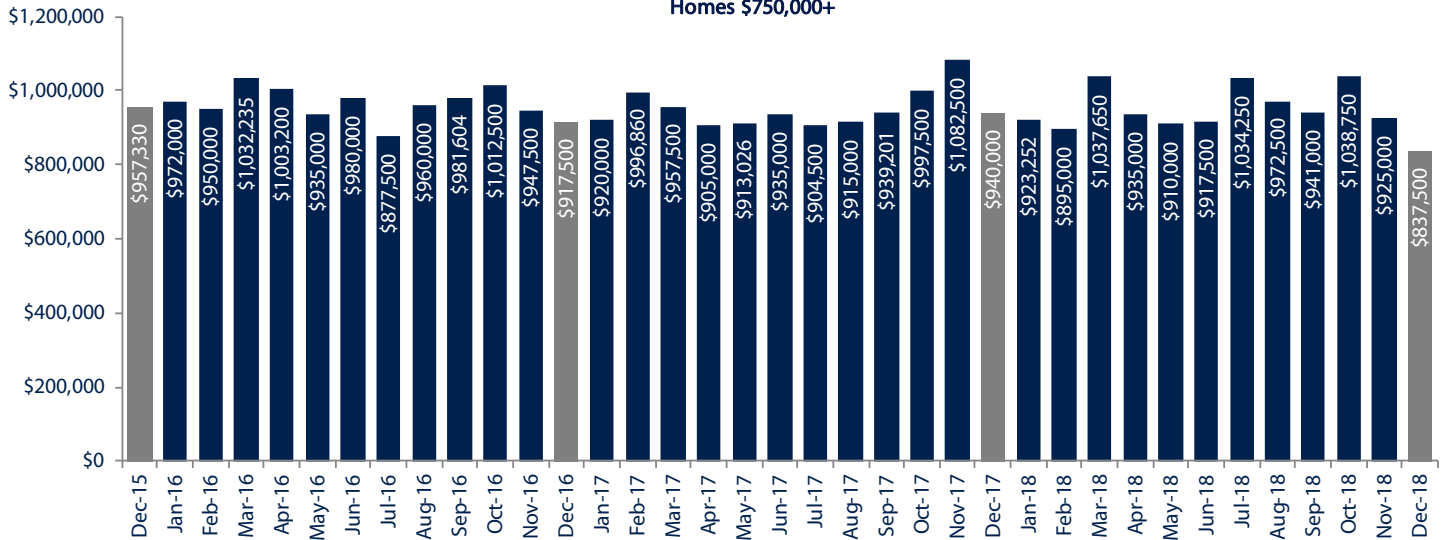
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



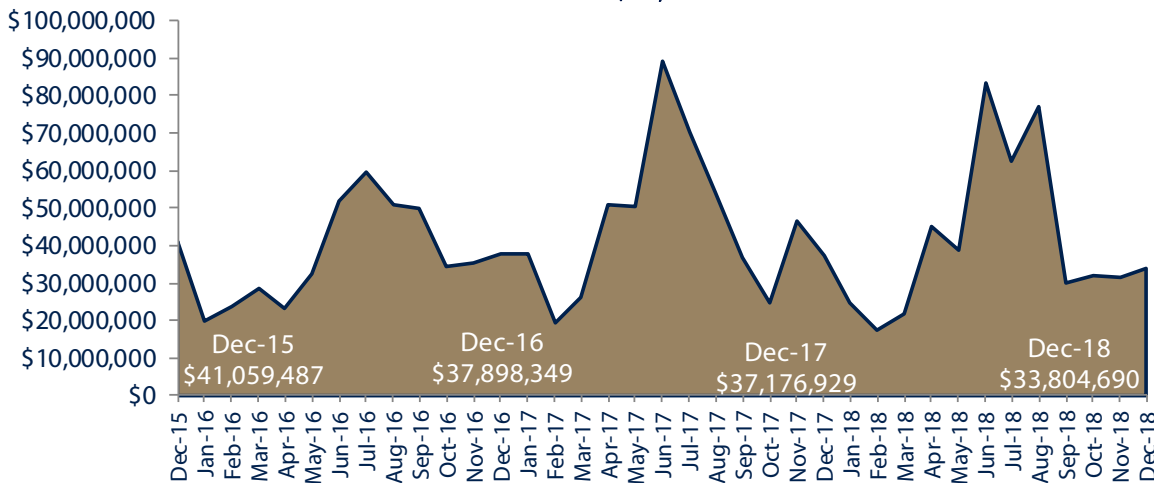
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this December was 9.1% lower than the same month one year ago.

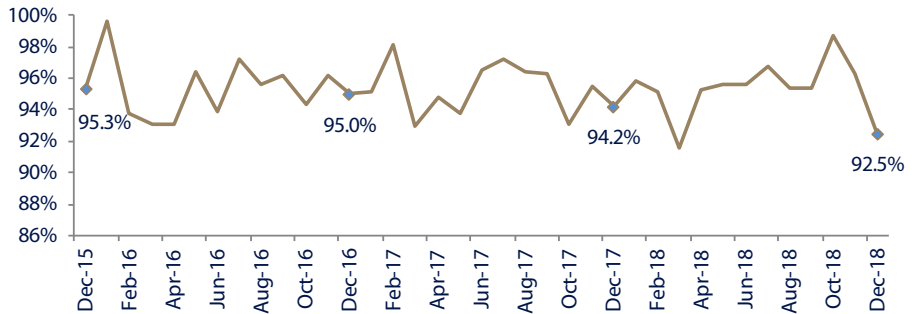
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In December, the average sale price for homes more than \$750,000 was 92.5% of the average list price, which is 1.7% lower than at this time last year.

This month, the average number of days on market was 101, lower than the average last year, which was 102, a decrease of 1.0%.

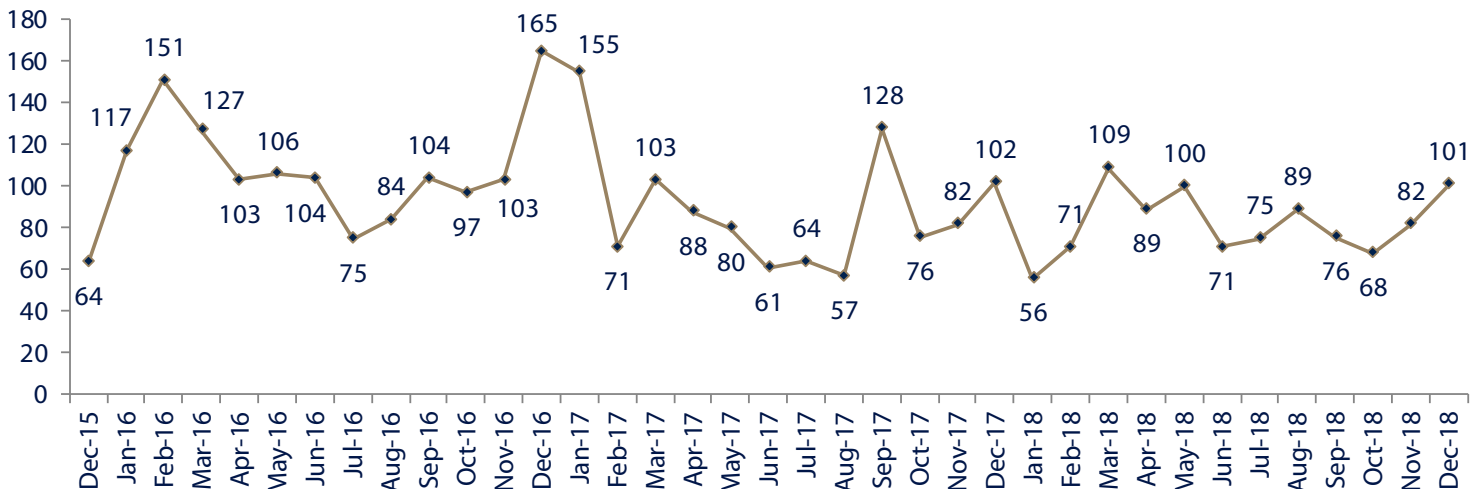
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

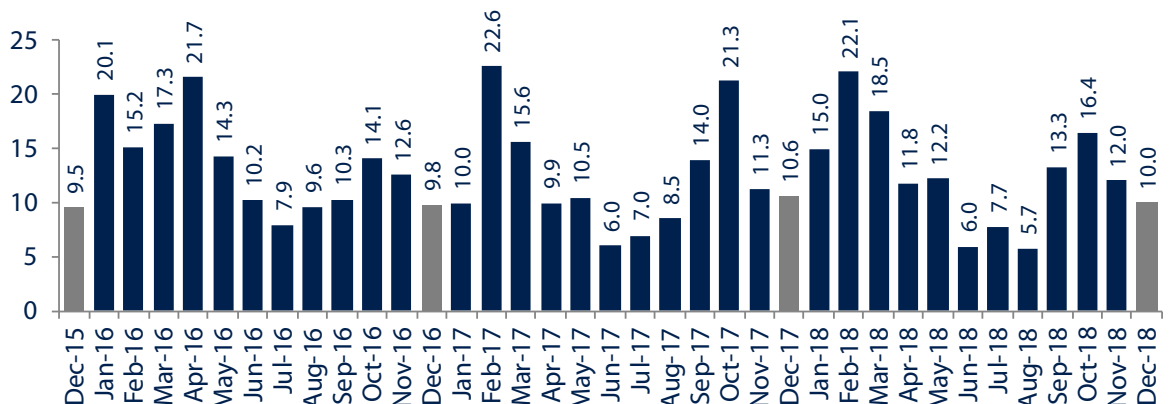
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In December, there was 10.0 months of supply available. The amount of supply is similar compared to a year ago.



Montgomery County, Pennsylvania - December 2018

References & Definitions

MONTGOMERY, PA: 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, Pennsylvania only.

Analysis dates for all regions are December 1, 2015 through December 31, 2018.

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 December 1, 2015 through December 31, 2018".

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