



LONG & FOSTER
REAL ESTATE
LUXURY HOMES
CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



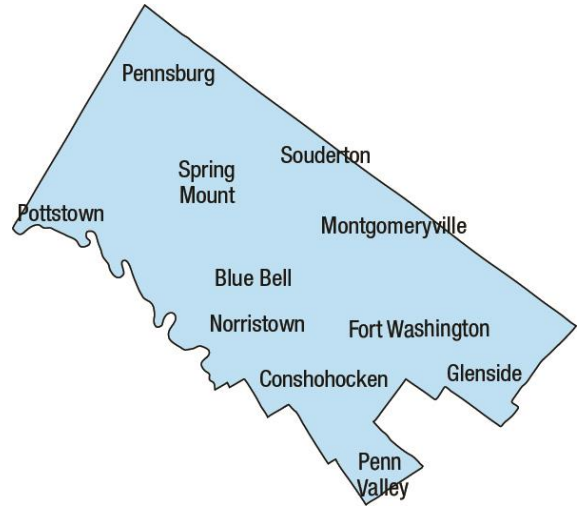
Montgomery County, Pennsylvania - May 2017

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.

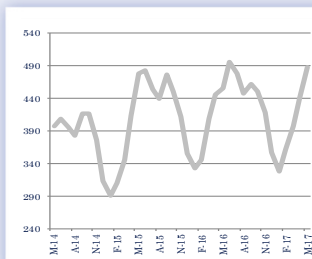
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

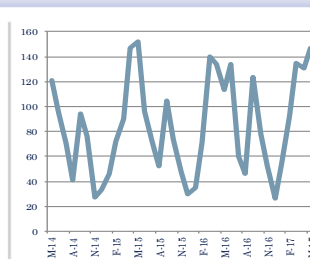
Homes \$750,000+

Active Inventory
488



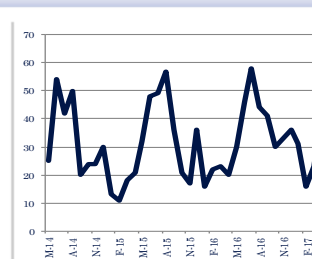
Up 7.0%
Vs. Year Ago

New Listings
147



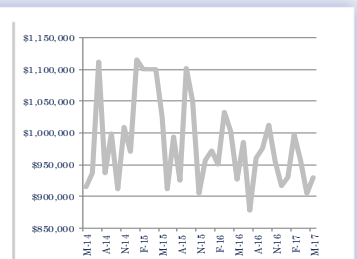
Up 30.1%
Vs. Year Ago

Units Sold
42



Up 40.0%
Vs. Year Ago

Median Sale Price
\$930,500



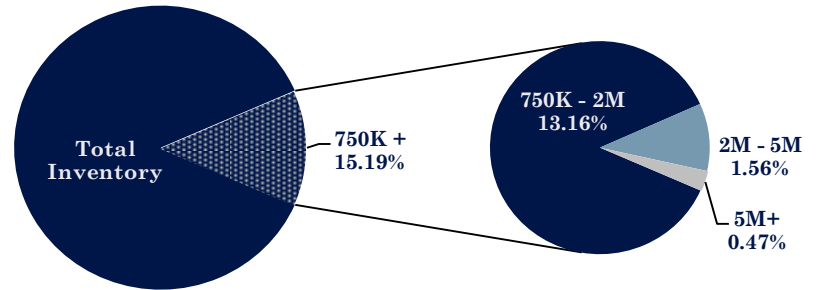
No Change
Vs. Year Ago

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Inventory Price Ranges

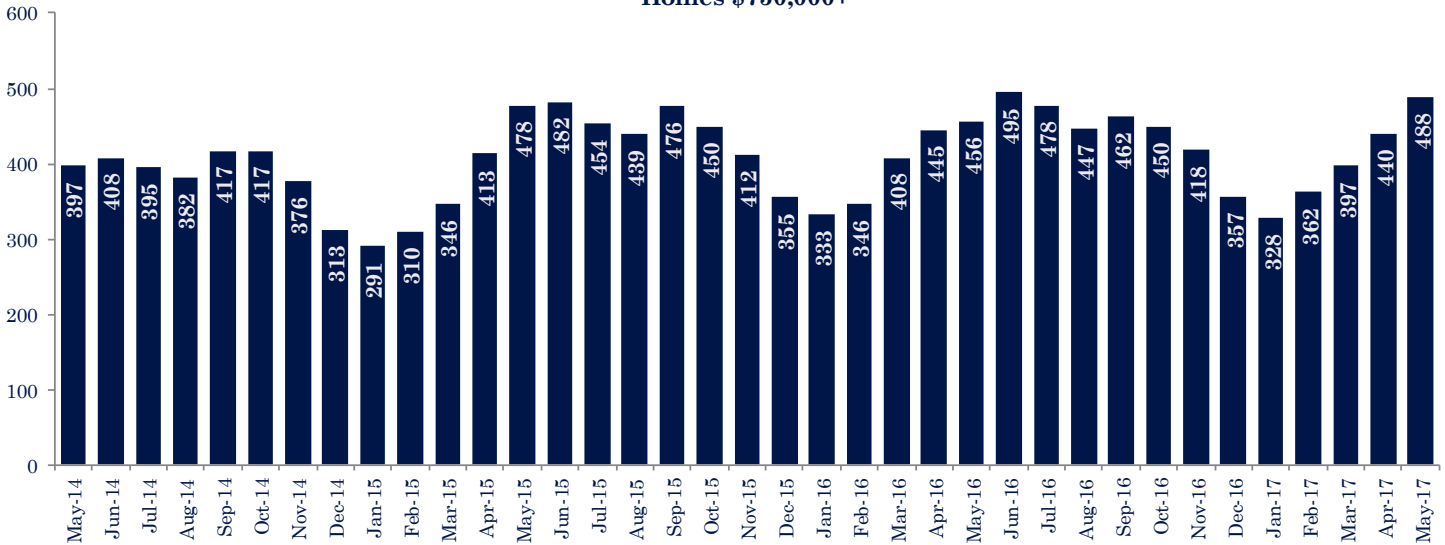
Compared to last May, the total number of homes more than \$750,000 available this month was higher by 7.0% and higher by 2.1% compared to May 2015.

Active inventory this May was 10.9% higher than the previous month's supply of available inventory.



Active Inventory

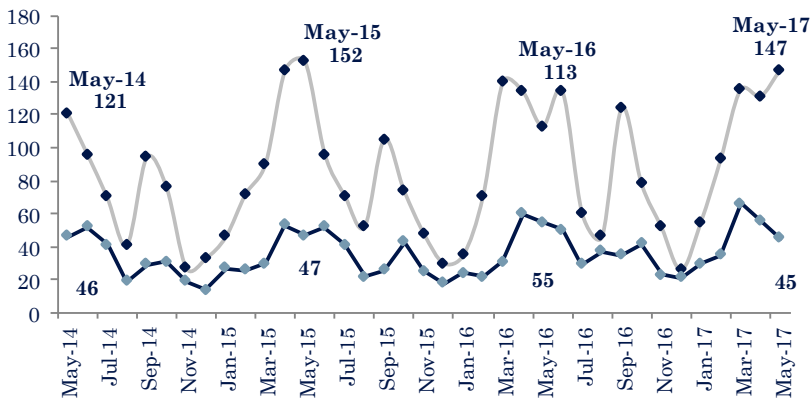
Homes \$750,000+



New Listings & New Contracts

Homes \$750,000+

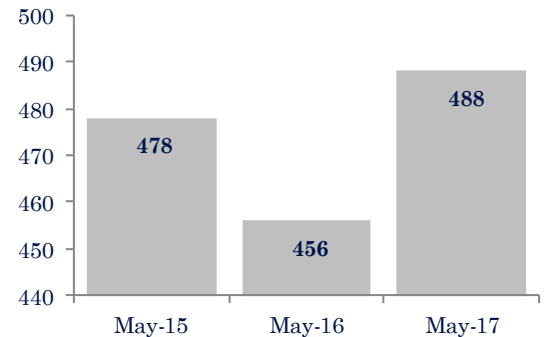
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$750,000+

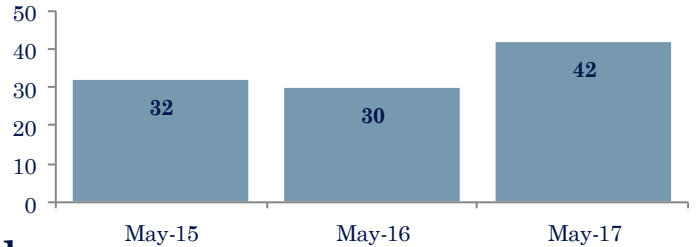


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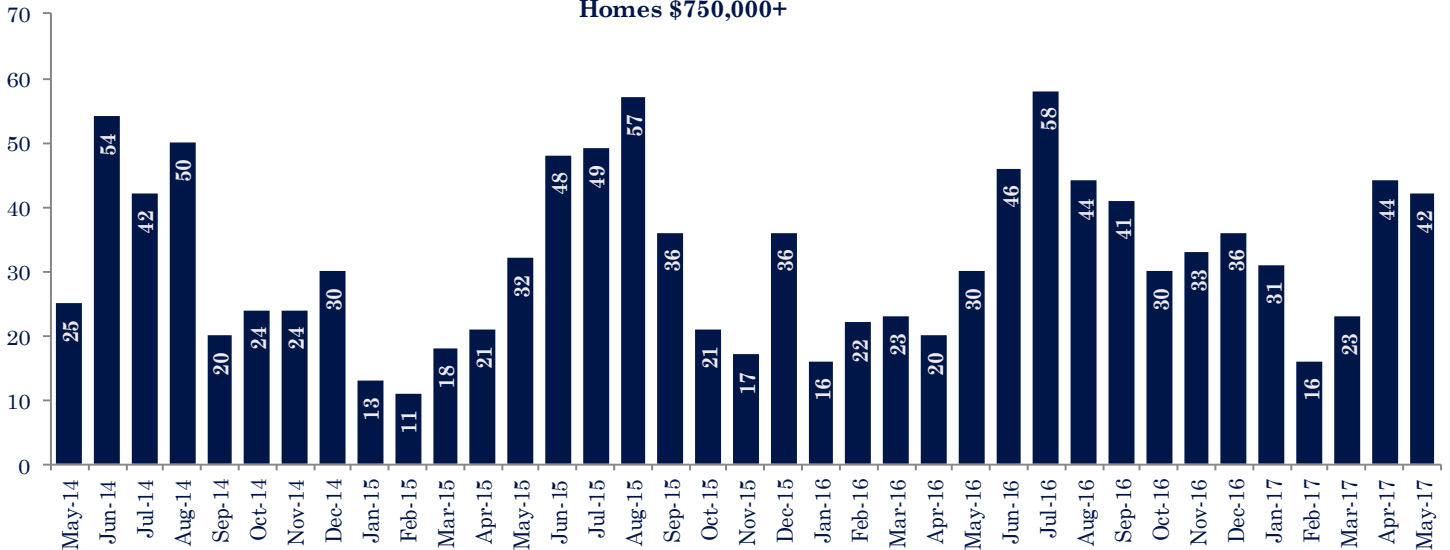
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 40.0% versus last May and an increase of 31.3% versus May of 2015.

There was a decrease of 4.5% in luxury units sold in May compared to April of this year.

Units Sold
Versus Previous Years
Homes \$750,000+



Units Sold
Homes \$750,000+



Recent Selected Luxury Sales

Homes \$750,000+

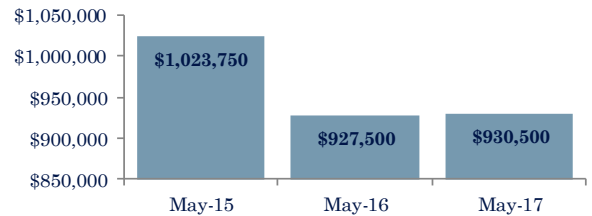
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 8, 2017	Bryn Mawr	19010	\$975,000	\$936,000	96.0%	169	✓	
May 12, 2017	Blue Bell	19422	\$849,900	\$810,000	95.3%	219		✓
April 12, 2017	Bryn Mawr	19010	\$1,324,985	\$1,258,000	94.9%	13	✓	✓
April 28, 2017	Narberth	19072	\$1,175,000	\$1,100,000	93.6%	30	✓	
March 13, 2017	Narberth	19072	\$1,025,000	\$957,500	93.4%	32		✓
February 22, 2017	Bryn Mawr	19010	\$2,495,000	\$2,200,000	88.2%	23		✓
February 28, 2017	Wynnewood	19096	\$1,425,000	\$1,330,000	93.3%	55		✓
February 24, 2017	Flourtown	19031	\$1,099,999	\$1,100,000	100.0%	8	✓	
February 22, 2017	Lower Gwynedd	19002	\$1,025,000	\$955,000	93.2%	34		✓
February 28, 2017	Penn Valley	19072	\$975,000	\$884,000	90.7%	367		✓

Montgomery County, Pennsylvania - May 2017

In May, the median sales price for homes more than \$750,000 was \$930,500, similar compared to the same time last year.

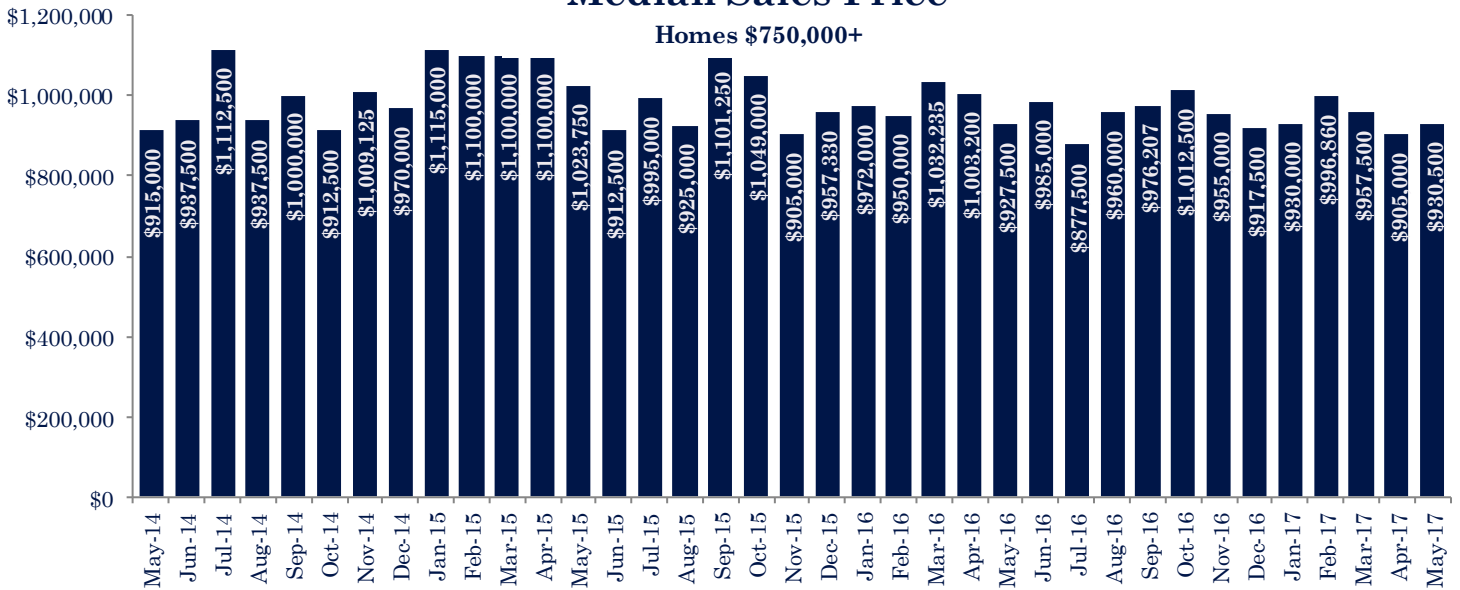
The current median sales price is higher by 2.8% than in April.

Median Sales Price
Versus Previous Years
Homes \$750,000+



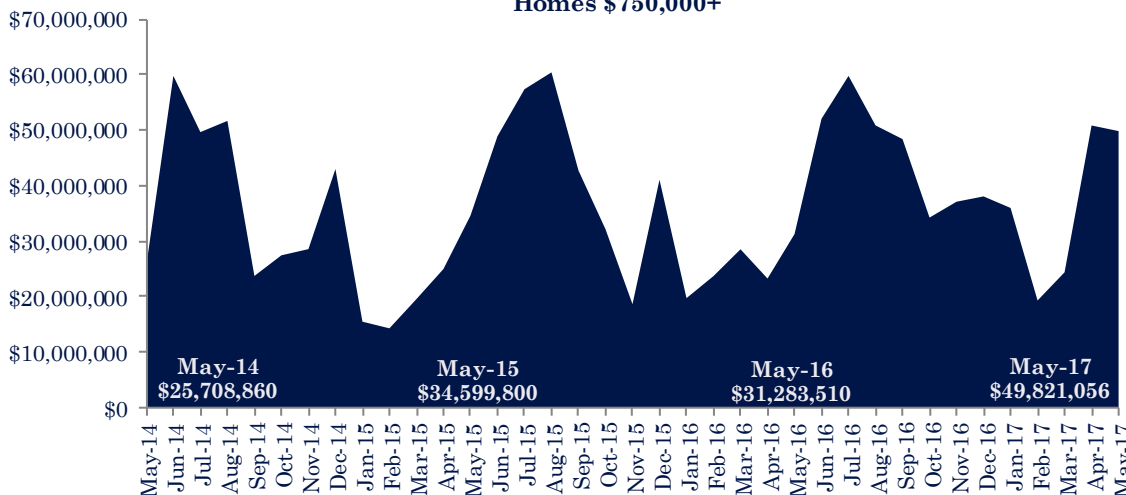
Median Sales Price

Homes \$750,000+



Total Dollar Volume Sold

Homes \$750,000+



Total Volume sold this May was 59.3% higher than the same month one year ago.

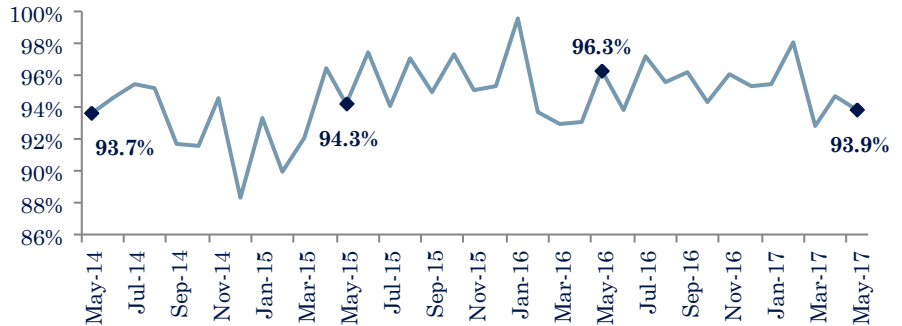
Montgomery County, Pennsylvania - May 2017

In May, the average sale price for homes more than \$750,000 was 93.9% of the average list price, which is 2.4% lower than at this time last year.

This month, the average number of days on market was 90, lower than the average last year, which was 99, a decrease of 9.1%.

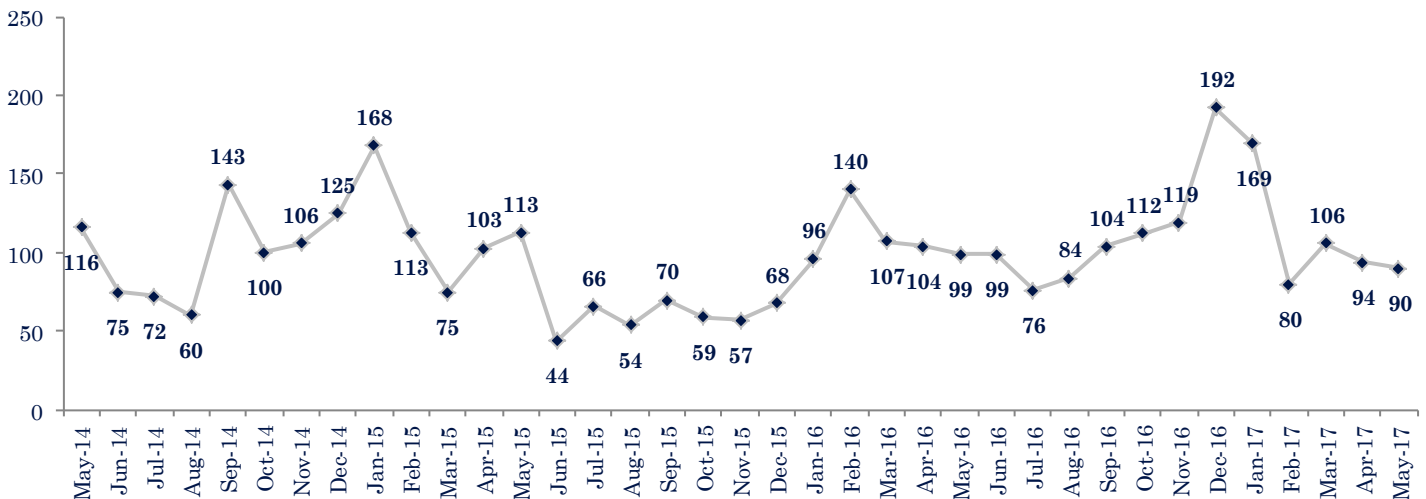
Sale Price as % of List Price

Homes \$750,000+



Days on Market

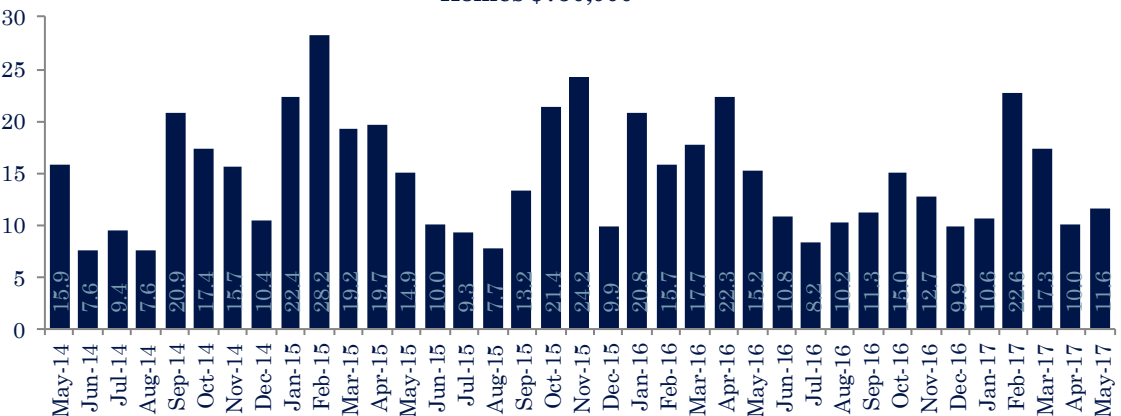
Homes \$750,000+



Months of Supply

Homes \$750,000+

In May, there were 11.6 months of supply available, compared to 15.2 in May of 2016. That is a decrease of 23.7% versus a year ago.



Montgomery County, Pennsylvania - May 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 all regions are May 1, 2014 through May 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 Home 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 May 1, 2014 through May 31, 2017".

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