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LuxInsight

Montgomery County

Pennsylvania

Luxury Housing Market Update

June 2018



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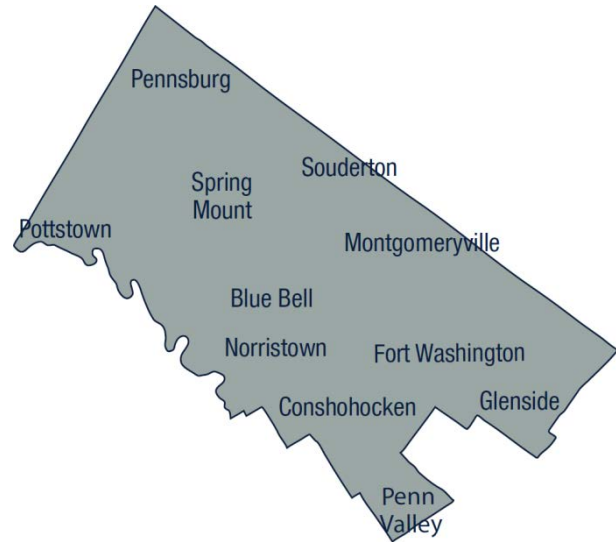
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Montgomery County, Pennsylvania - June 2018

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.

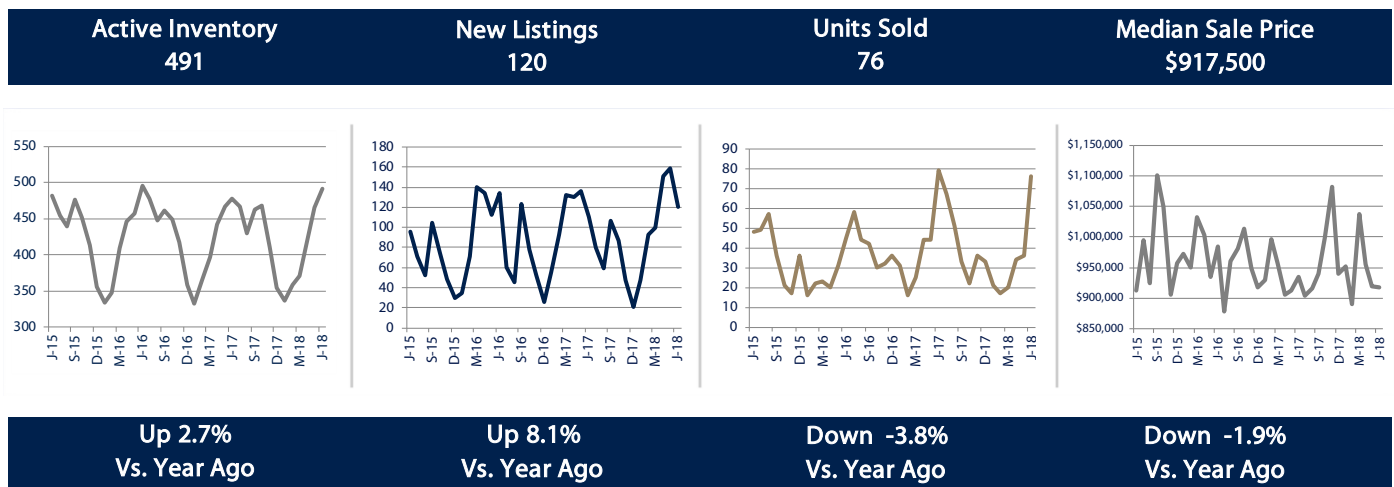
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

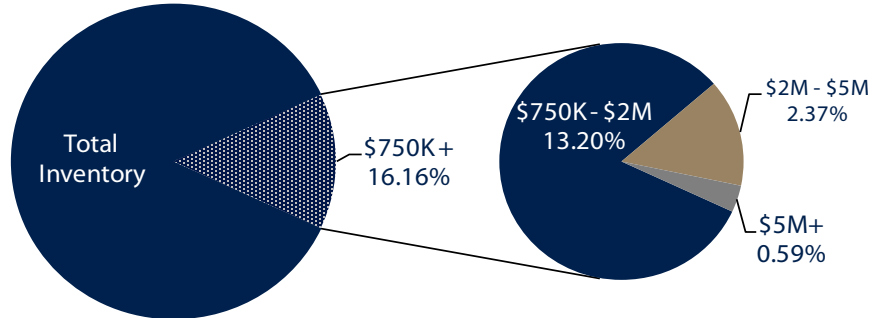


Montgomery County, Pennsylvania - June 2018

Compared to last June, the total number of homes more than \$750,000 available this month was higher by 2.7% and lower by 1.0% compared to June 2016.

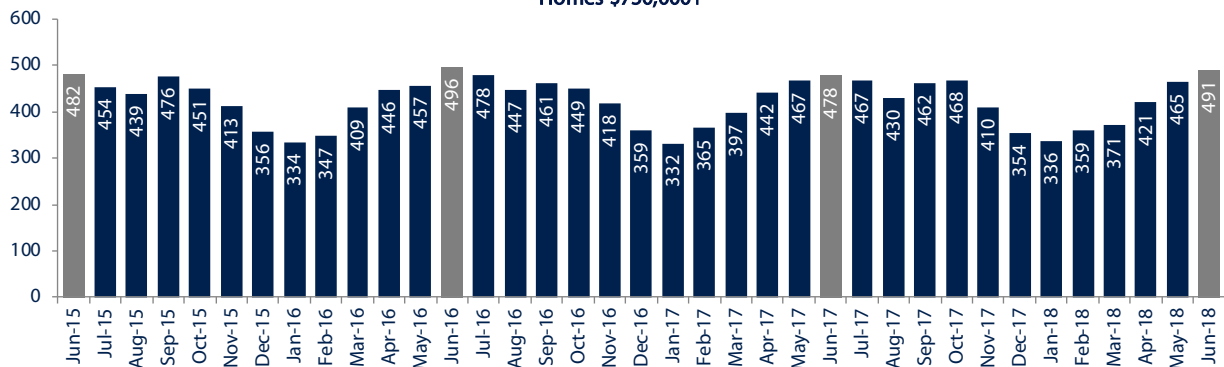
Active inventory this June was 5.6% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



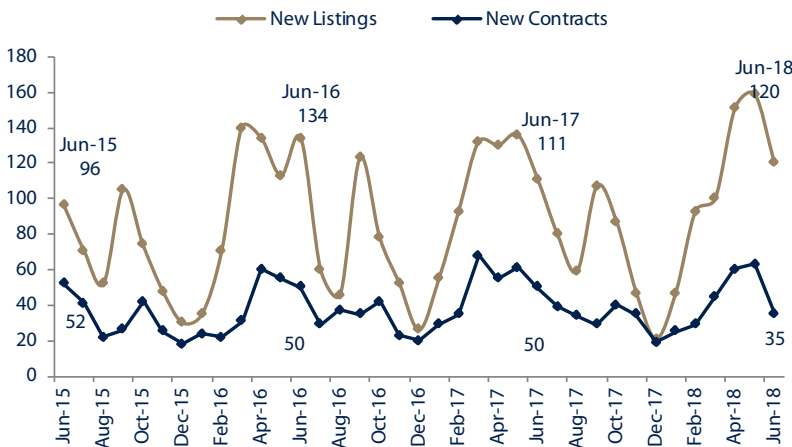
ACTIVE INVENTORY

Homes \$750,000+



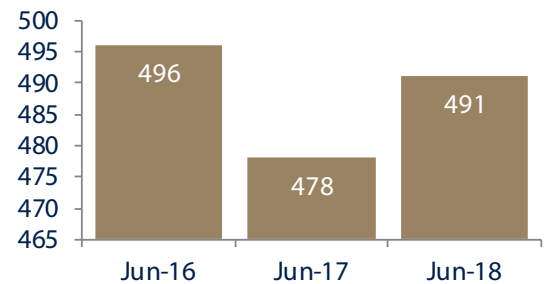
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

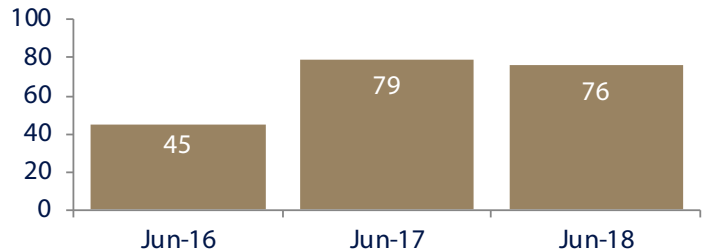


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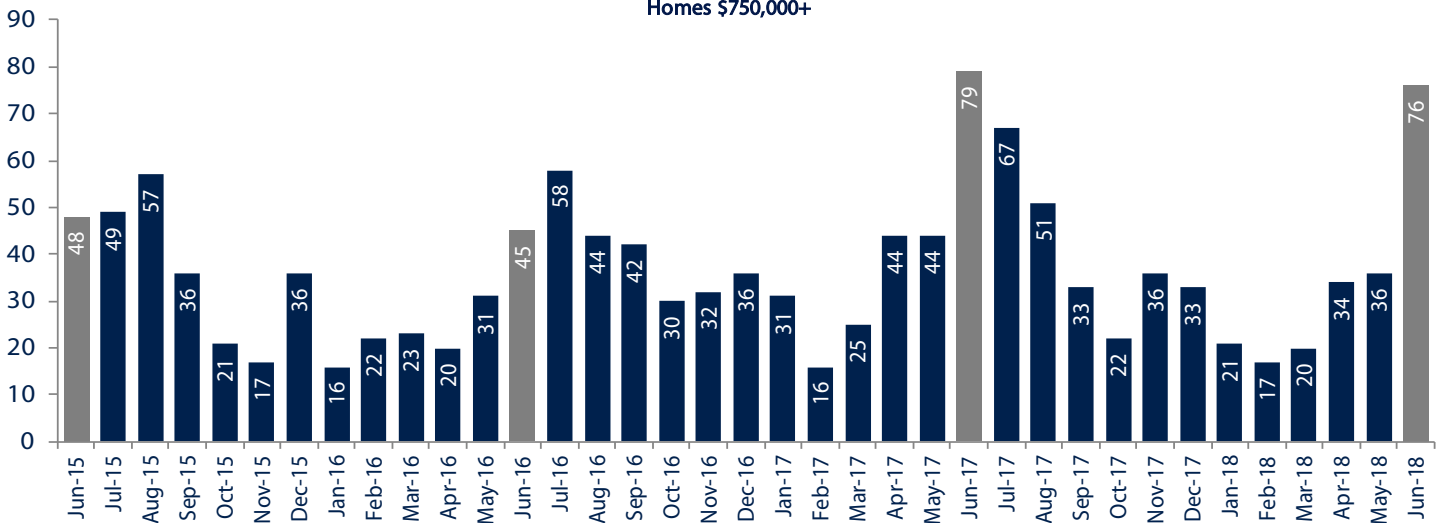
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 3.8% versus last June and an increase of 68.9% versus June of 2016.

There was an increase of 111.1% in luxury units sold in June compared to May 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 21, 2018	Fort Washington	19034	\$1,675,000	\$1,600,000	95.5%	6		✓
May 24, 2018	Ambler	19002	\$1,260,846	\$1,359,253	107.8%	2	✓	✓
May 31, 2018	Lansdale	19446	\$1,550,000	\$1,300,000	83.9%	429	✓	✓
May 11, 2018	Penn Valley	19072	\$850,000	\$800,000	94.1%	34		✓
May 24, 2018	Merion Station	19066	\$735,000	\$757,000	103.0%	5	✓	
April 4, 2018	Lafayette Hill	19128	\$2,250,000	\$2,600,000	115.6%	12		✓
April 20, 2018	Ambler	19002	\$1,495,900	\$1,415,000	94.6%	53		✓
March 23, 2018	Ardmore	19003	\$835,000	\$835,000	100.0%	2		✓
March 16, 2018	Blue Bell	19422	\$865,000	\$810,000	93.6%	60	✓	
March 30, 2018	Blue Bell	19422	\$779,900	\$750,000	96.2%	9		✓

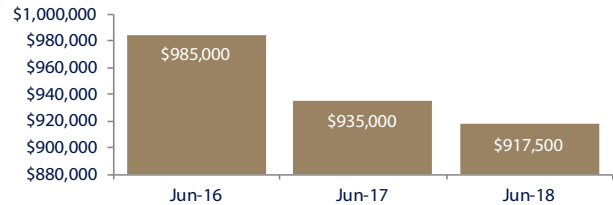
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In June, the median sales price for homes more than \$750,000 was \$917,500, a decrease of 1.9% compared to last year.

The current median sales price is approximately the same as May.

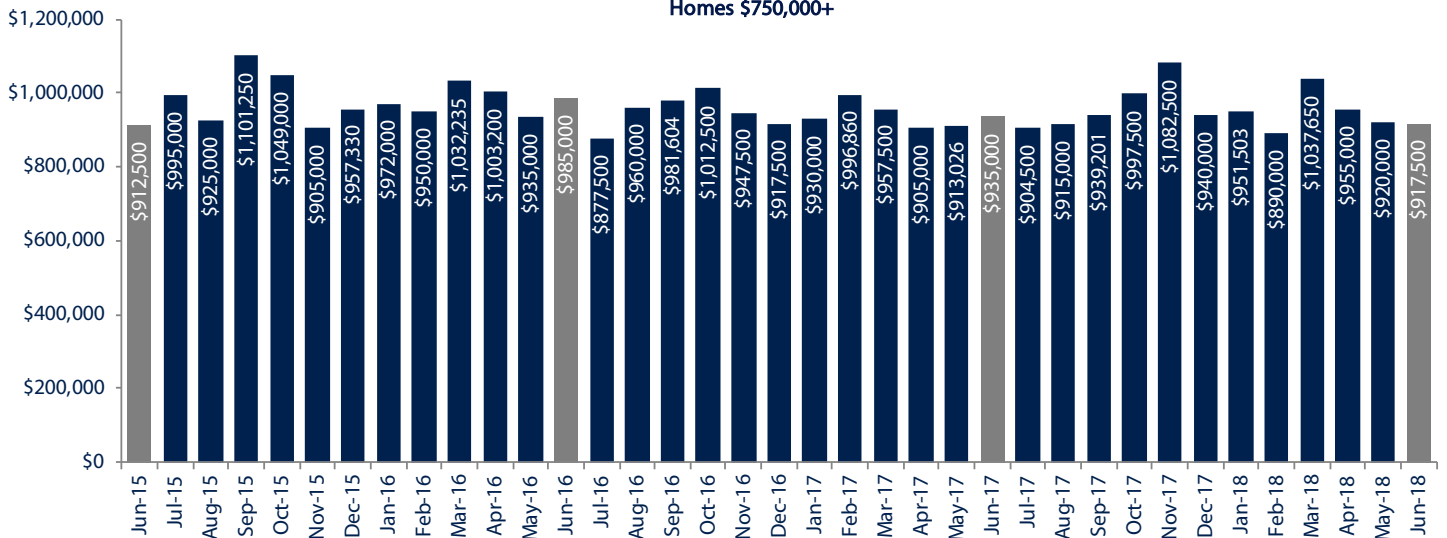
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



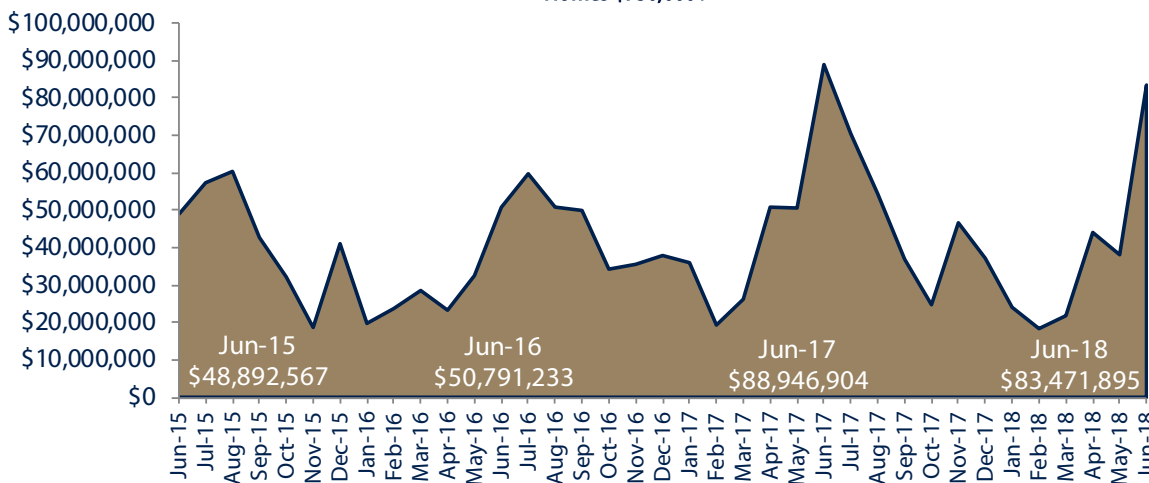
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this June was 6.2% lower than the same month one year ago.

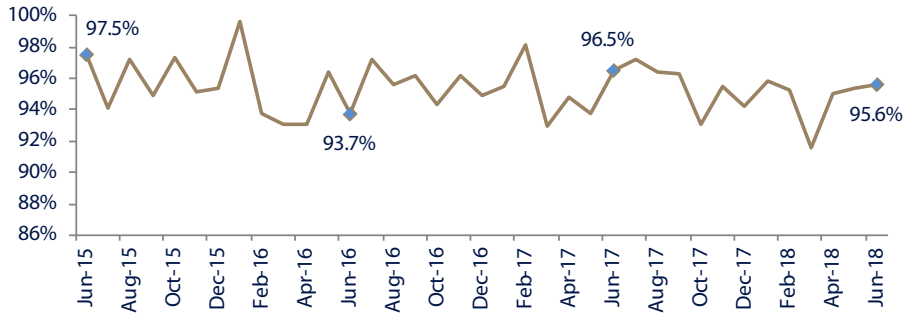
Montgomery County, Pennsylvania - June 2018

In June, the average sale price for homes more than \$750,000 was 95.6% of the average list price, which is 0.9% lower than at this time last year.

This month, the average number of days on market was 69, higher than the average last year, which was 63, an increase of 9.5%.

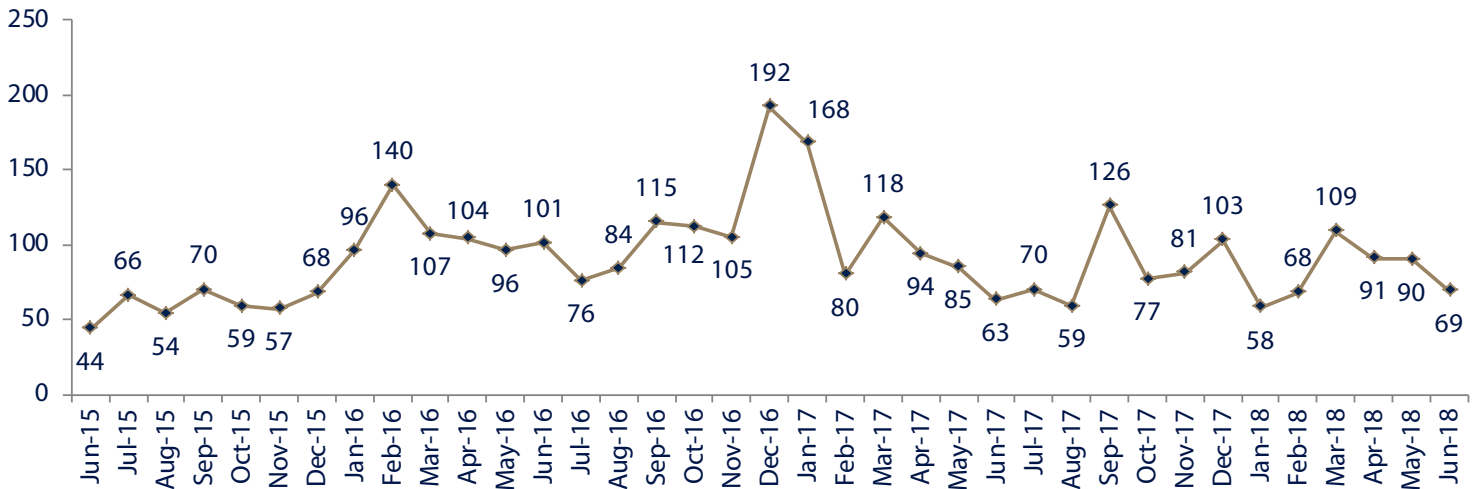
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

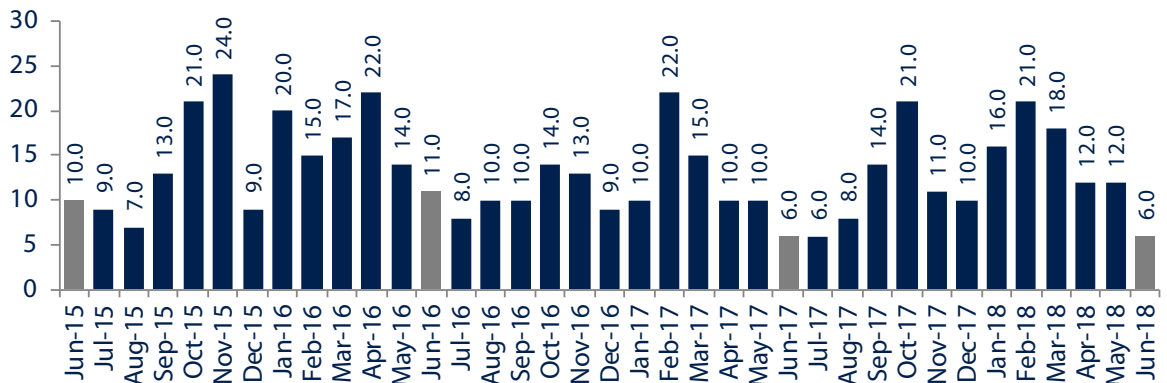
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In June, there was 6.0 months of supply available. The amount of supply is similar compared to a year ago.



Montgomery County, Pennsylvania - June 2018

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 June 1, 2015 through June 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."

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