



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.



Philadelphia Metropolitan Area - 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.

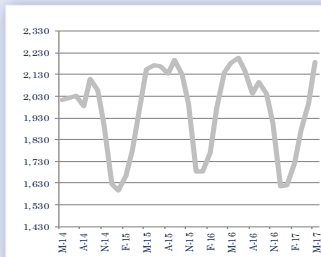
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

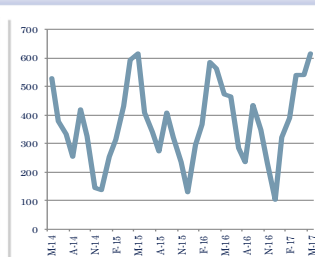
Homes \$750,000+

Active Inventory
2,186



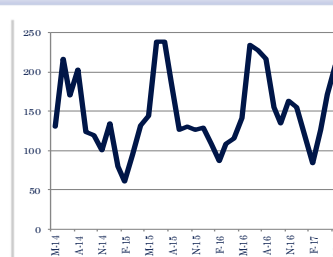
No Change
Vs. Year Ago

New Listings
617



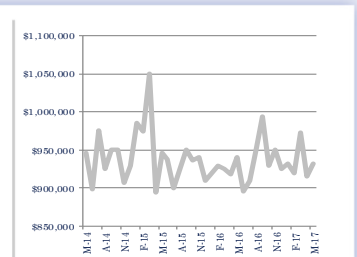
Up 30.7%
Vs. Year Ago

Units Sold
209



Up 47.2%
Vs. Year Ago

Median Sale Price
\$932,500



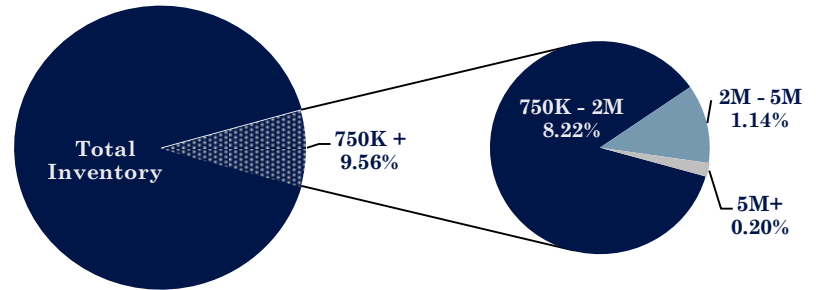
Down -0.8%
Vs. Year Ago

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Inventory Price Ranges

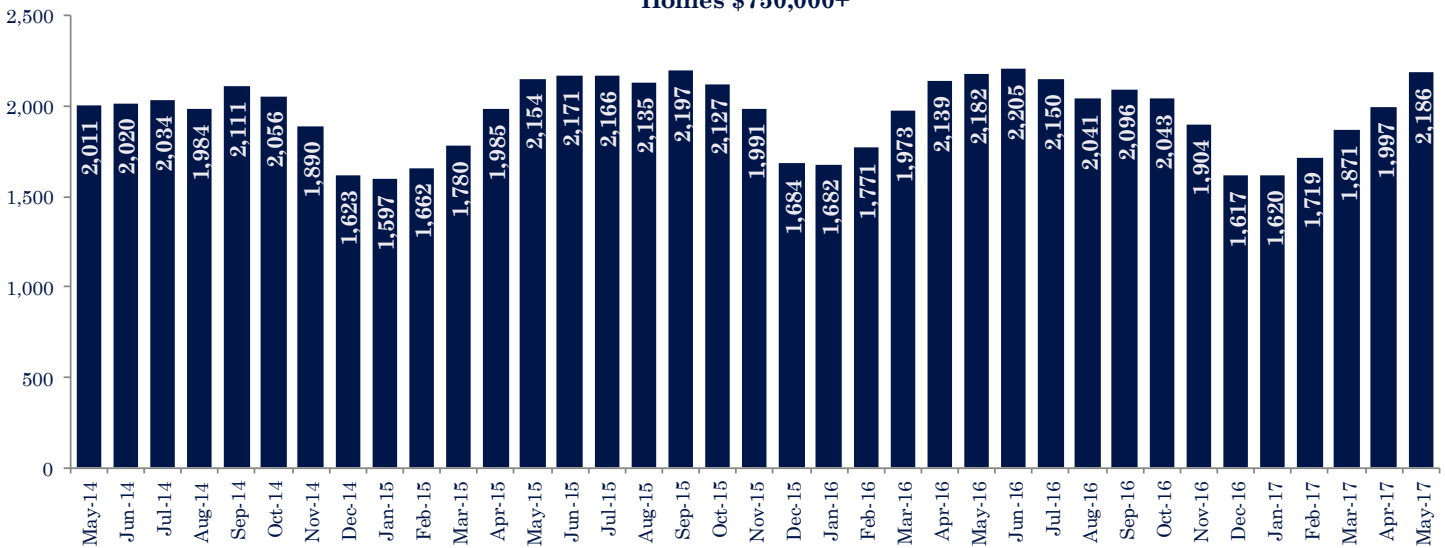
Versus last May, the total number of homes more than \$750,000 available this month is 2,186 units, which is similar compared to a year ago.

Active inventory this May was 9.5% higher than the previous month's supply of available inventory.



Active Inventory

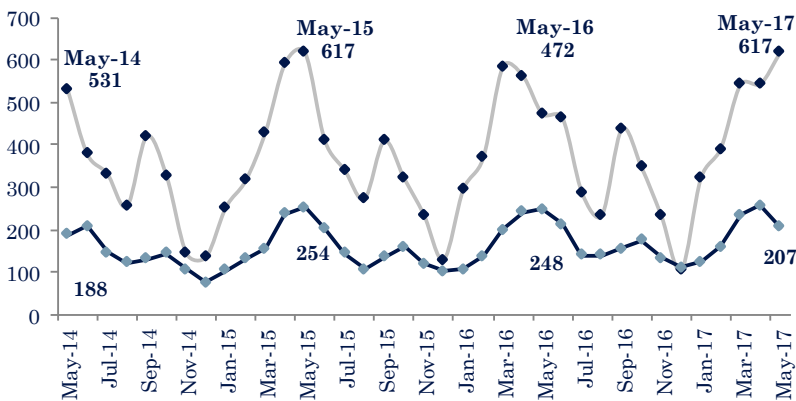
Homes \$750,000+



New Listings & New Contracts

Homes \$750,000+

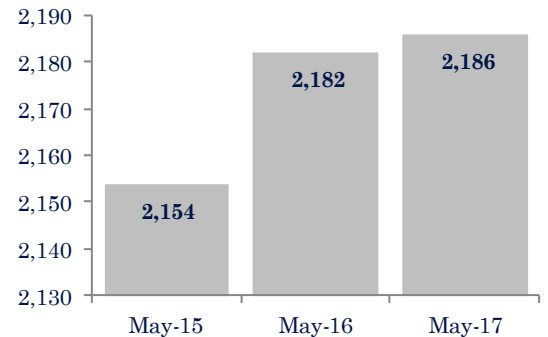
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$750,000+

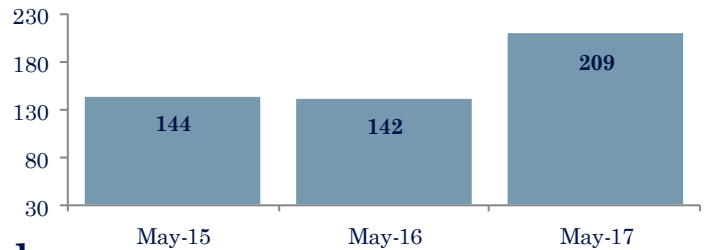


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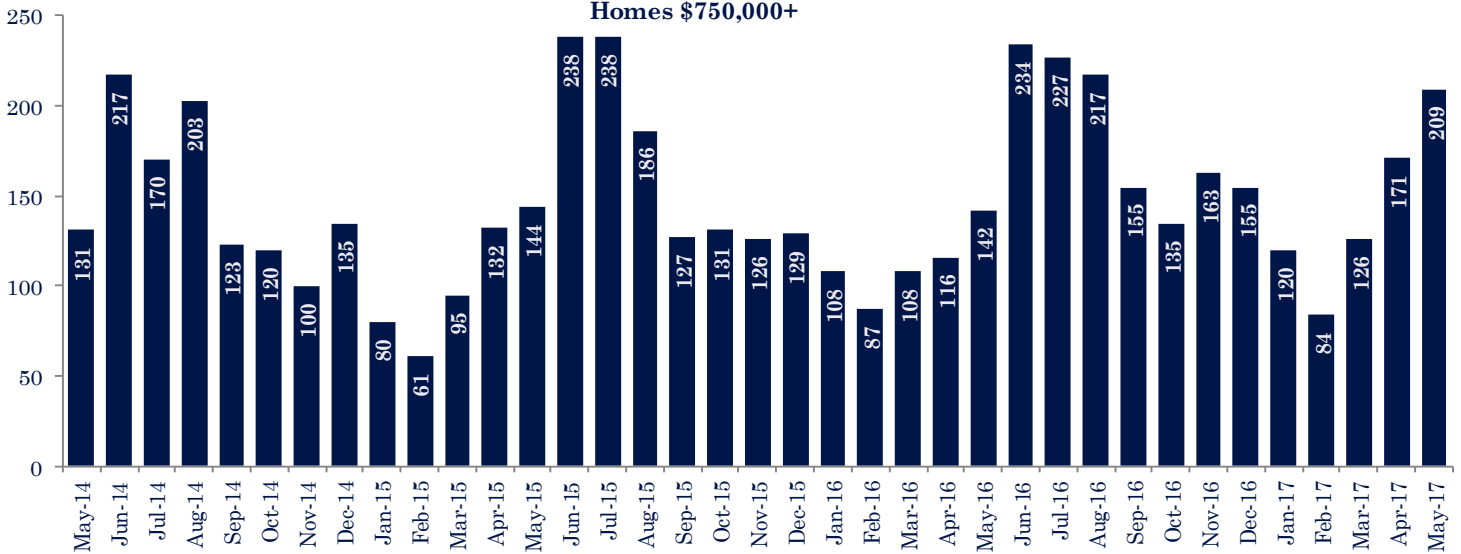
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 47.2% versus last May and an increase of 45.1% versus May of 2015.

There was an increase of 22.2% 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+

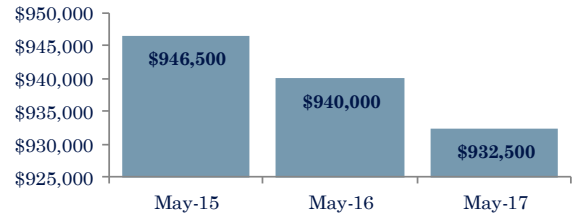
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 19, 2017	Philadelphia	19106	\$1,575,000	\$1,500,000	95.2%	135	✓	
May 9, 2017	Newtown Square	19073	\$1,650,000	\$1,500,000	90.9%	168	✓	
May 3, 2017	Bryn Mawr	19010	\$1,595,000	\$1,430,000	89.7%	13	✓	
May 31, 2017	New Hope	18938	\$1,175,000	\$1,075,000	91.5%	8	✓	✓
May 5, 2017	Haverford	19041	\$1,095,000	\$1,012,000	92.4%	48	✓	
May 17, 2017	Philadelphia	19102	\$995,000	\$978,000	98.3%	13	✓	
May 19, 2017	Moorestown	8057	\$999,000	\$975,000	97.6%	32	✓	
May 22, 2017	Pottstown	19465	\$1,100,000	\$950,000	86.4%	10	✓	
May 8, 2017	Bryn Mawr	19010	\$975,000	\$936,000	96.0%	169	✓	
May 23, 2017	Newtown	18940	\$879,900	\$870,000	98.9%	5	✓	

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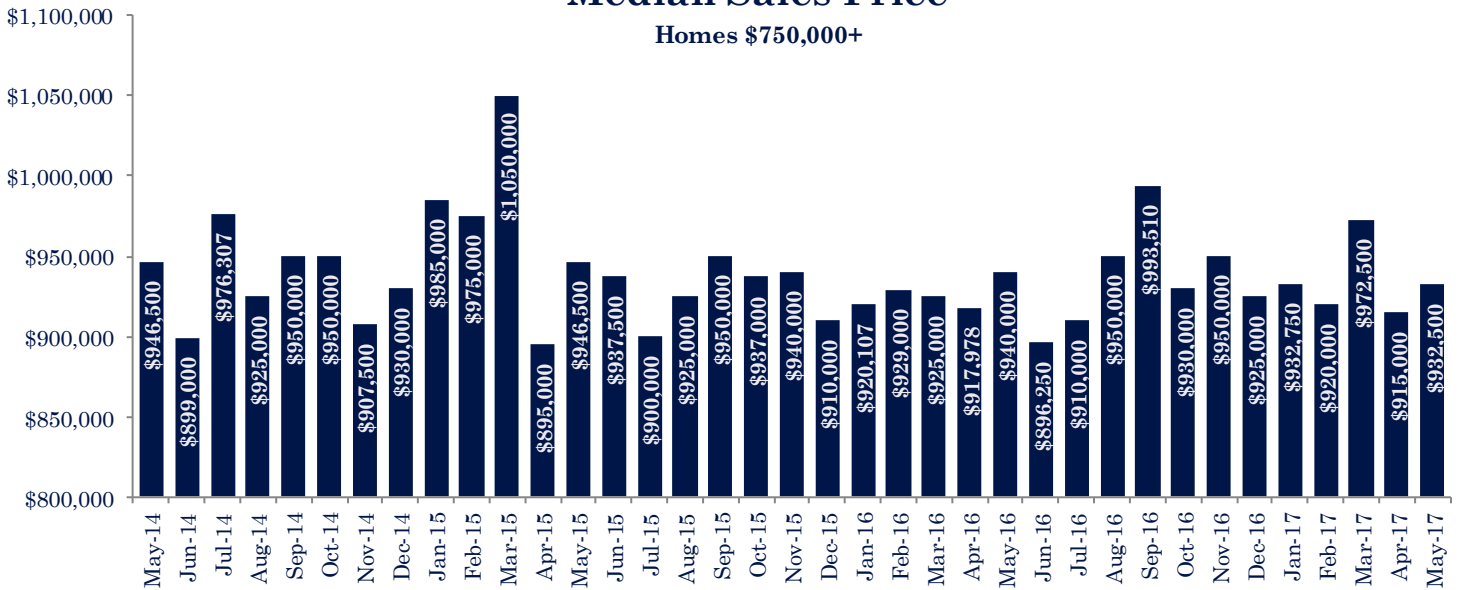
In May, the median sales price for homes more than \$750,000 was \$932,500, a decrease of 0.8% compared to last year.

The current median sales price was higher by 1.9% than in April.

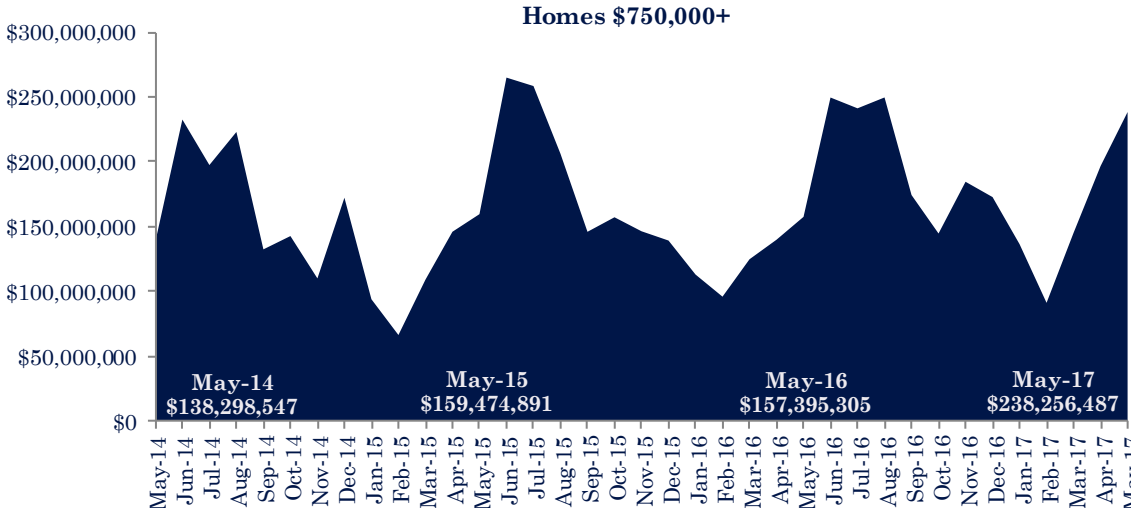
Median Sales Price Versus Previous Years Homes \$750,000+



Median Sales Price Homes \$750,000+



Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 51.4% higher than the same month one year ago.

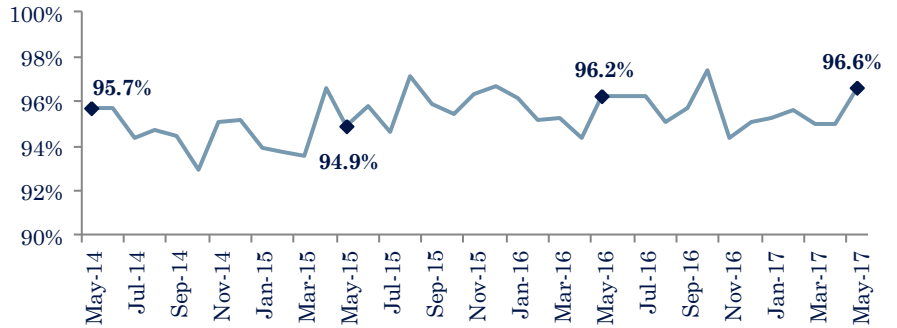
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In May, the average sale price for homes more than \$750,000 was 96.6% of the average list price, which is 0.4% higher than at this time last year.

This month, the average number of days on market was 102, lower than the average last year, which was 104, a decrease of 1.9%.

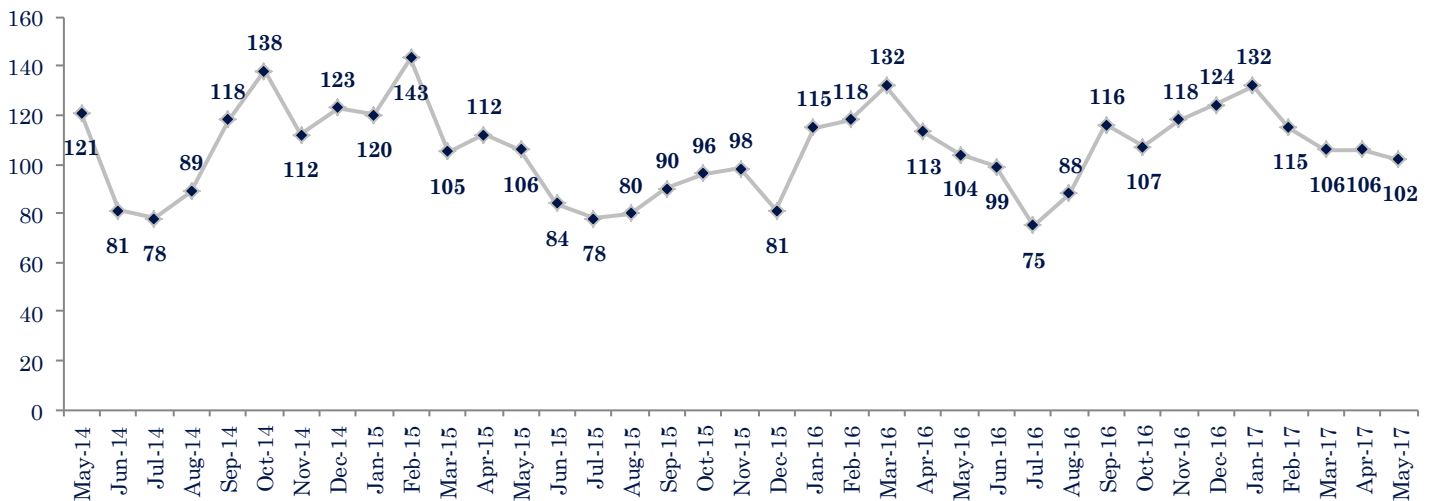
Sale Price as % of List Price

Homes \$750,000+



Days on Market

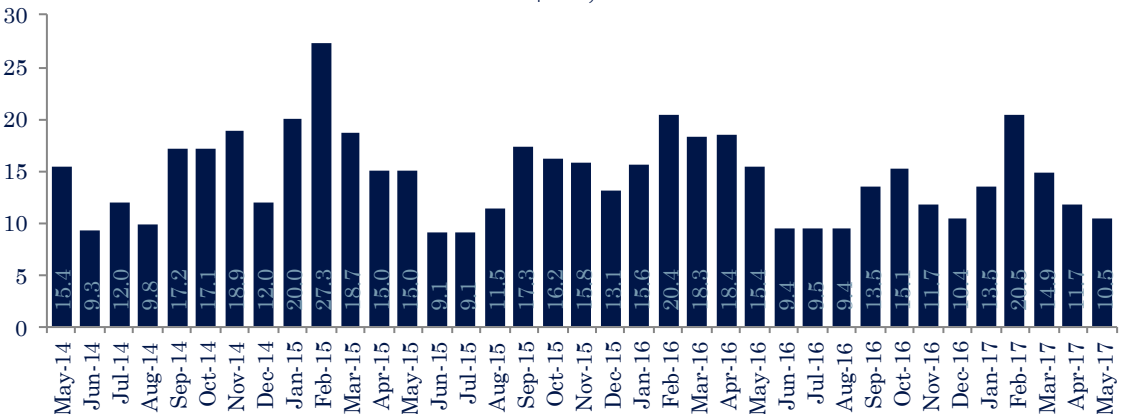
Homes \$750,000+



Months of Supply

Homes \$750,000+

In May, there were 10.5 months of supply available, compared to 15.4 in May of 2016. That is a decrease of 31.8% versus a year ago.



Philadelphia Metropolitan Area - May 2017

References & Definitions

PHILADELPHIA METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by TREND MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Bucks, Chester, Delaware, Montgomery, and Philadelphia Counties in Pennsylvania and Gloucester, Camden, Burlington and counties in New Jersey.

Analysis dates all regions are May 1, 2014 through May 31, 2017.

Contacts & Disclaimers

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"# 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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