

Leisure World Real Estate Report



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The Barbara Ciment Team

For Help Selling Your Home
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301-346-9126

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\$500 Million in Career Sales
Helped Over 500 Buyers/Renters
#1 Office Producer 25 Years in a Row
Over 1,000 Closed Sales Transactions

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Montgomery County (MoCo) Sept. 2019 Sales Report: Low Interest Rates Drive Sales

Comparing Sales: AUG '19 to AUG '18

Active ↓ Prices ↑ # Sold ↔ DOM ↓

All references in the dashboards below are to August in each year. **MoCo Inventory of Active Listings** in August '19 was down -8.9% compared to August '18. **Average Close Prices** were up 5.4% in August '19 vs. August '18. Despite low inventory, **MoCo Sold Volume** was steady, -0.4% in August '19 compared to last year August '18. **Days on Market (DOM)** of Sold Listings was down substantially, from an average of 49 days in August '18 to 33 days in August '19, a 32.7% drop. The **DOM** trend confirms the faster pace of sales in 2019 for well-priced homes.

Historically Low Interest Rates Fuel Market

Over the past 48 years, interest rates on the 30-Yr fixed-rate mortgage have ranged from a high of 18.63% in 1981 to a low of 3.31% in 2012. In September, the benchmark 30-Yr fixed-rate mortgage was 3.67%. A year ago, it was 4.69%. These historically low rates extend buyers affordability who are trying to lock in at these rates. We are taking new Active Listings and working on several contracts right now, as though it were still Spring! *It is a great time to Buy and Sell a home.*

Our Negotiating Skills

Our sales success relies on many skills and tools but, one skill that remains important no matter what technologies come along, is the ability to deal with people. My Team has patience and social skills to help people make deals. When other agents often give up, we double-down and work to achieve the desired result that our clients and customers want!

Recent Testimonials

Barbara is a Life Saver! I needed to sell my condo but lacked the time to clean & prep it. Barbara got her contractors in quickly and made the condo look brand new! Plus she sold it so quickly. She worked around my schedule and got it done! I can't thank her enough! Former Owners ~Smaro Karakatsanis, Great Falls, VA

We learned very quickly that we could trust Barbara. She is knowledgeable, professional and has excellent judgment. Her suggestions were invaluable, and she made the process of selling our home much easier than we had anticipated. ~Charlie & Anita Stopak,

Barbara was Fabulous – Best Realtor We've Ever Worked With. Professional and Friendly. Highly Recommend Her. Jeffrey & Lisa Rosen, Winter Park, FL ~ Former Owners of Unit 706 in 3330 Leisure World Blvd

Help You Get Ready For Sale

We specialize in helping you make decisions and getting the right experts to solve all your selling/moving problems. We will discuss how to prepare your home for sale with needed home repairs, possible renovations, yard work, and, 'declutter'. We will share our contacts of varied real estate/home-care professionals who serve you knowing, that we are very watchful how they treat our referrals.

See testimonials in next column from former clients attesting to these claims!

**Call Today for
My Free Market Analysis!
301-346-9126**

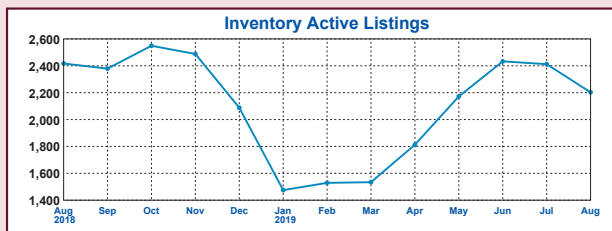


Fig. 1 Listings inventory was down -8.9% in AUG '19 compared to AUG '18

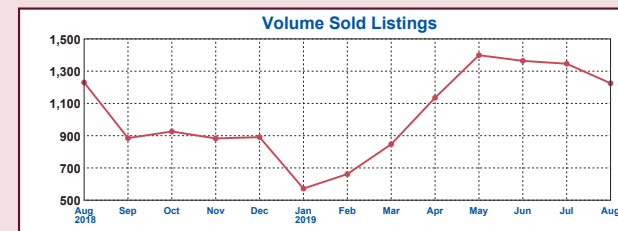


Fig. 3 Sold Volume was flat -0.4% in AUG '19 compared to AUG '18

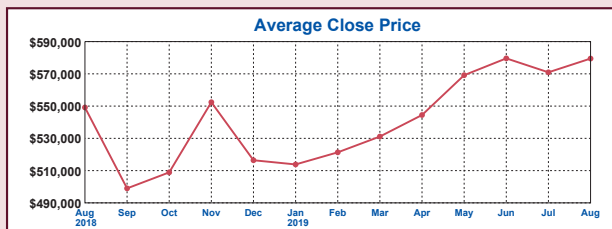


Fig. 2 Prices were up 5.4% in AUG '19 compared to AUG '18

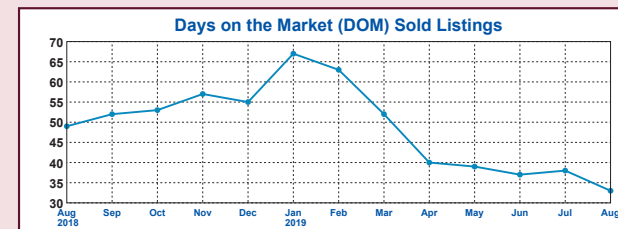


Fig. 4 DOM fell dramatically from 49 DOM in AUG '18 to 33 DOM in AUG '19

Call Today for My Personalized Free Market Analysis - from an Authorized Leisure World® Specialist

"Your Home Team" is Enhancing Leisure World Listing Services (C) 301-346-9126 barbara@ciment.com

Leisure World MD HiRise: Sales Comparison Chart: January-August

	2019					PRICE % CHANGE	2018			
	# UNITS	AVERAGE NET PRICE	\$/SQFT	DOM	# UNITS		AVERAGE NET PRICE	\$/SQFT	DOM	
Creekside At LW	7	\$344,928	216	56	11.13%	14	\$310,375	205	49	
2 Bedrooms	5	\$314,200	210	61	1.23%	14	\$310,375	205	49	
3 Bedrooms	2	\$421,750	227	44						
Fairways North LW	18	\$214,127	177	54	6.86%	10	\$200,384	161	29	
1 Bedrooms	1	\$129,965	139	15	2.60%	3	\$126,666	136	3	
2 Bedrooms	14	\$203,173	175	62	-3.39%	5	\$210,294	160	45	
3 Bedrooms	3	\$293,300	195	32	2.48%	2	\$286,189	190	29	
Fairways South LW	13	\$227,996	171	31	22.70%	18	\$185,814	155	53	
1 Bedrooms	1	\$123,000	144	42	-5.49%	5	\$130,141	139	20	
2 Bedrooms	7	\$175,785	155	12	-9.81%	11	\$194,904	155	57	
3 Bedrooms	5	\$322,090	196	54	17.12%	2	\$275,000	182	116	
Overlook At LW	9	\$288,916	237	27	-16.95%	9	\$347,888	251	48	
2 Bedrooms	8	\$273,780	233	29	-20.38%	8	\$343,875	252	43	
3 Bedrooms	1	\$410,000	262	12	7.89%	1	\$380,000	246	89	
The Greens I (Bldgs 1,2)	22	\$179,109	154	30	-0.27%	31	\$179,595	154	35	
1 Bedrooms	4	\$133,250	146	33	6.23%	4	\$125,437	141	19	
2 Bedrooms	17	\$183,964	154	30	5.47%	25	\$174,428	152	36	
3 Bedrooms	1	\$280,000	170	21	-20.57%	2	\$352,500	184	46	
The Greens II (Bldgs 3,4)	24	\$211,976	171	30	9.30%	24	\$193,933	154	59	
1 Bedrooms	2	\$128,380	135	20	18.14%	3	\$108,666	123	8	
2 Bedrooms	18	\$209,204	173	22	11.11%	16	\$188,287	152	74	
3 Bedrooms	4	\$266,250	173	73	1.17%	5	\$263,163	170	43	
Turnberry Courts	14	\$261,299	205	24	7.71%	19	\$242,597	200	49	
1 Bedrooms	1	\$136,000	152	23						
2 Bedrooms	11	\$254,090	199	26	6.67%	18	\$238,213	199	51	
3 Bedrooms	2	\$363,599	243	13	13.09%	1	\$321,501	212	9	
Vantage Point East	4	\$275,949	227	58	-13.55%	4	\$319,200	227	52	
2 Bedrooms	4	\$275,949	227	58	-11.63%	3	\$312,266	226	37	
3 Bedrooms						1	\$340,000	228	98	
Vantage Point West	5	\$286,000	222	39	21.26%	9	\$235,859	202	48	
1 Bedrooms	1	\$145,000	159	14	-2.03%	3	\$148,000	167	81	
2 Bedrooms	2	\$277,500	220	48	1.67%	5	\$272,947	215	17	
3 Bedrooms	2	\$365,000	243	43	16.24%	1	\$314,000	210	102	
Villa Cortese	6	\$276,316	204	35	15.89%	8	\$238,437	200	169	
1 Bedrooms	1	\$144,000	152	36	-8.28%	2	\$157,000	165	24	
2 Bedrooms	4	\$318,475	226	40	19.92%	6	\$265,583	209	217	
3 Bedrooms	1	\$240,000	158	13						
Totals	122	\$235,333	187	36	4.23%	146	\$225,774	180	53	

AVERAGE NET PRICE: Average (Close Prices - Seller Subsidies). DOM - Days on the Market.

Leisure World Hi-Rise/Mid-Rise Recent Sales in 2019

SUBDIVISION	ADDRESS	CLOSE PRICE	SELLER SUBSIDY	CLOSE DATE	DOM	BR	BA/HBA	GARAGE SPACES	\$/SQ FT
Creekside At LW	2901 Leisure World Blvd #518	\$350,000		06/27/19	7	2	2	1	\$230
Creekside At LW	2901 Leisure World Blvd #205	\$335,000		08/29/19	14	2	2	1	\$223
Fairways North LW	3310 Leisure World Blvd #901	\$275,000		07/10/19	69	3	2/1	1	\$186
Fairways North LW	3310 Leisure World Blvd #530	\$247,000		07/12/19	70	2	2	0	\$174
Fairways North LW	3310 Leisure World Blvd #305	\$230,010		07/26/19	5	2	2	1	\$202
Fairways North LW	3310 Leisure World Blvd #805	\$230,000		06/28/19	12	2	2	1	\$202
Fairways North LW	3310 Leisure World Blvd #1024	\$215,000		07/30/19	4	2	2	1	\$180
Fairways North LW	3310 Leisure World Blvd #407	\$207,500		08/21/19	374	2	2	0	\$186
Fairways North LW	3310 Leisure World Blvd #518	\$158,000	\$1,580	06/28/19	22	2	2	0	\$161
Fairways North LW	3310 Leisure World Blvd #815	\$147,500		06/25/19	114	2	2	0	\$151
Fairways South LW	3330 Leisure World Blvd #431	\$319,900		08/16/19	11	3	2/1	1	\$216
Fairways South LW	3330 Leisure World Blvd #1028	\$287,000		07/15/19	17	3	2/1	1	\$188
Fairways South LW	3330 Leisure World Blvd #201	\$282,500	\$7,250	08/30/19	78	3	2/1	0	\$191
Fairways South LW	3330 Leisure World Blvd #915	\$152,500		07/30/19	16	2	2	0	\$156
Fairways South LW	3330 Leisure World Blvd #625	\$151,000		09/06/19	84	2	2	0	\$135
Fairways South LW	3330 Leisure World Blvd #112	\$150,000		08/23/19	7	2	2	0	\$153
Overlook At LW	3100 Leisure World Blvd #1026	\$440,000		07/23/19	27	2	2	1	\$289
Overlook At LW	3100 Leisure World Blvd #425	\$342,500		08/07/19	58	2	2	1	\$258
Overlook At LW	3100 Leisure World Blvd #620	\$285,000		08/01/19	31	2	2	0	\$215
Overlook At LW	3100 Leisure World Blvd #1002	\$233,000		07/26/19	14	2	2	0	\$214
The Greens I (Bldgs 1,2)	15101 Interlachen Dr #414	\$280,000		07/30/19	21	3	2	1	\$171
The Greens I (Bldgs 1,2)	15101 Interlachen Dr #610	\$232,000		07/17/19	17	2	2	1	\$189
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #122	\$172,000		07/08/19	98	2	2	0	\$154
The Greens I (Bldgs 1,2)	15101 Interlachen Dr #108	\$165,000		07/30/19	11	2	2	0	\$147
The Greens I (Bldgs 1,2)	15101 Interlachen Dr #207	\$162,500	\$2,000	07/19/19	80	2	2	0	\$164
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #309	\$160,000		07/26/19	64	2	2	1	\$132
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #108	\$155,900	\$9,000	07/02/19	77	2	2	0	\$139
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #708	\$210,000		07/26/19	14	2	2	1	\$188
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #908	\$205,000		08/20/19	6	2	2	0	\$184
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #306	\$180,000		08/27/19	14	2	2	0	\$184
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #308	\$175,000		08/28/19	83	2	2	0	\$157
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #317	\$175,000	\$2,625	07/26/19	7	2	2	0	\$133
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #124	\$140,000		07/30/19	1	2	2	0	\$117
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #811	\$137,000	\$2,740	07/31/19	7	1	1	1	\$145
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #125	\$134,000	\$4,000	09/09/19	6	1	1	0	\$142
Turnberry Courts	3005 Leisure World Blvd #216	\$367,500	\$300	07/10/19	23	3	2	1	\$246
Turnberry Courts	2904 Leisure World Blvd #317	\$249,900		09/04/19	61	2	2	0	N/A
Turnberry Courts	2900 Leisure World Blvd #309	\$235,000	\$1,000	07/01/19	16	2	2	0	\$186
Turnberry Courts	3005 Leisure World Blvd #422	\$225,000		09/06/19	13	2	2	0	\$218
Turnberry Courts	2900 Leisure World Blvd #307	\$225,000	\$2,250	08/31/19	15	2	2	0	\$218
Turnberry Courts	3005 Leisure World Blvd #314	\$219,500		06/24/19	61	2	2	0	\$201
Turnberry Courts	3005 Leisure World Blvd #702	\$213,000		07/19/19	22	2	2	0	\$195
Turnberry Courts	2904 Leisure World Blvd #509	\$136,000		08/22/19	23	1	1	0	\$153
Vantage Point East	3200 Leisure World Blvd #1012	\$305,000	\$1,200	06/14/19	19	2	2	1	\$242
Vantage Point East	3200 Leisure World Blvd #112	\$294,000		06/19/19	187	2	2	1	\$233
Vantage Point West	3210 Leisure World Blvd #816	\$375,000		07/22/19	5	3	2	1	\$249
Vantage Point West	3210 Leisure World Blvd #505	\$355,000		08/09/19	81	3	2	1	\$238
Vantage Point West	3210 Leisure World Blvd #912	\$295,000		07/10/19	54	2	2	1	\$234
Vantage Point West	3210 Leisure World Blvd #312	\$260,000		06/26/19	43	2	2	0	\$206
Villa Cortese	15000 Pennfield Cir #201	\$485,000		09/03/19	95	3	2	1	\$310
Villa Cortese	14805 Pennfield Cir #409	\$385,000		08/12/19	53	2	2	1	\$254
Villa Cortese	14801 Pennfield Cir #306	\$275,000		08/16/19	27	2	2	0	\$210

Days on Market (DOM), Cost per Square Foot (\$/SQ FT). Copyright 2019

The above chart shows the activity in each building/development by unit size based on the number of bedrooms.

The chart on right shows individual sales along with unit Total SQ. FT./Tax Living Area data.

Sales Volume is down across some buildings but, it really comes down to individual listings. The one observation that seems to hold generally is that sales are moving more quickly, as DOM is down dramatically across all sales from 53 DOM in 2018 to 36 DOM in 2019.

Track the Market Activity for the above Leisure World Buildings

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www.LWmdHiRise.com or, Call Me 301-346-9126