

Leisure World Real Estate Report



Barbara Ciment Judi Shields Brooke Chamer Emily Lurie
Barbara Ciment, Associate Broker, Realtor®
Long & Foster Real Estate, Inc
795 Rockville Pike (O) 301-424-0900
Rockville, MD 20852

The Barbara Ciment Team
of Long and Foster Real Estate
For Help Selling Your Home
Call for My Free Market Analysis
301-346-9126

\$500 Million in Career Sales
GCAAR Gold Team 2019-2021
Helped Over 500 Buyers/Renters
Over 1,000 Closed Sales Transactions
barbara@ciment.com www.ciment.com



Leisure World Market Activity is Up 26%

The Covid-19 Pandemic created new real estate market realities. Primarily, we saw a significant shift from the inner city to suburbia, reflecting buyers moving away from apartment buildings (rental or condo) to private homes, which resulted in a slowdown in the pace of Leisure World sales in 2020.

HOWEVER LEISURE WORLD WAS BACK ON TRACK IN 2021!

See LW Condo Comparison Chart on Reverse Side:

LW sales were up sharply (26%) in Year 2021 versus Year 2020. Average prices were up slightly (3.6%). Days on Market (DOM) was down from 49 to 40, all good signs of market improvement. Still, the DOM numbers are in sharp contrast to the overall county residential market, where DOM was down to a remarkable low average of 18 over the year in 2021.

We are in a dynamic market and I expect that the amenities of LW of Maryland will once again begin to attract more buyers especially, those who have been priced-out in other areas. LW is a Good Value!

In 2021, My Team's Highest Sales Volume Ever!

My Team had **77 Closed Transactions (44 Listings and 33 Sales -A Balanced Team)** resulting in **\$44.6 M Sales Volume**. We appreciate your support and referrals that are the basis of our success. Our production proves that My Team responds well to our clients/customers needs.

We Help Home Owners Sell for Top Prices

Sellers who followed our advice have enjoyed minimal fix-up expenses and received attractive offers. Our professional contacts help prepare homes quickly and for reasonable costs. We will advise you on preparing your home for sale with needed home repairs, possible renovations, yard work, and declutter. We share our contacts of varied real estate/home-care professionals who serve you. They know we are very mindful of how they treat our clients and customers.

Need Help Selling Your Home and
Buying Your Next Home?
We Excel at Making Both Sides Happen Smoothly!

My Montgomery County (MoCo) Annual Report: Year 2021 to Year 2020

- Average Active Daily Listings were 1,106: Down 16%, Inventory is Historically Low
- Sales Pace was Faster: 27 DOM in 2020 to 18 DOM in 2021; Very Fast Average Pace
- Average Prices were Up 15.8%: from \$589,000 in 2020 to \$647,000 in 2021
- Full Year Sales Volume was Up 16.3%
- A Double Whammy for Buyers, Listings down ~16% while Volume was up ~16%

For MoCo: Comparing DEC 2021 Compared to DEC 2020

- Average Active Listings Down 23% (From 1,014 down to 781) - Extremely Low Level
- Closed Sales Volume was Down, 5% (From 1,331 in 2020 up to 1,264 in 2021)
- Sales Prices Up 4.8% Above 2020, (From Average Price \$595K up to \$624K)
- Days On Market Up from 22 DOM in '20 to 24 DOM in 2021, Still a Fast Pace for DEC!

Many of Our Listings Generated Bidding Wars when Homes were Well-Presented, Staged and Priced Right. Our Results Speak for How Well We Do for Our Clients!

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

PRSR STD
US POSTAGE
PAID
SUBURBAN MD
PERMIT NO 2803

Leisure World MD HiRise: Sales Comparison Chart: Full Year

	2021				PRICE % CHANGE	UNIT % CHANGE	2020			
	# UNITS	AVERAGE NET PRICE	\$/SQFT	DOM			# UNITS	AVERAGE NET PRICE	\$/SQFT	DOM
Creekside At LW	9	\$350,861	233	28	-13.00%	12.50%	8	\$403,278	222	67
2 Bedrooms	7	\$298,250	208	31	-19.58%	16.67%	6	\$370,871	230	88
3 Bedrooms	2	\$535,000	288	15	6.89%	0.00%	2	\$500,500	206	4
Fairways North LW	21	\$215,682	181	26	-0.22%	-16.00%	25	\$216,152	179	26
1 Bedrooms	4	\$142,750	164	5	-1.07%	0.00%	4	\$144,287	162	11
2 Bedrooms	16	\$229,271	183	31	5.69%	-11.11%	18	\$216,925	177	29
3 Bedrooms	1	\$290,000	195	27	-5.64%	-66.67%	3	\$307,333	203	27
Fairways South LW	24	\$220,307	185	23	5.01%	140.00%	10	\$209,793	178	37
1 Bedrooms	4	\$149,875	164	36	6.84%	100.00%	2	\$140,275	157	5
2 Bedrooms	16	\$207,355	175	19	3.47%	166.67%	6	\$200,397	171	43
3 Bedrooms	4	\$342,550	225	22	11.40%	100.00%	2	\$307,500	207	54
Overlook At LW	27	\$337,789	250	31	1.34%	42.11%	19	\$333,322	244	58
1 Bedrooms							1	\$200,000	215	5
2 Bedrooms	22	\$319,532	247	31	-5.26%	29.41%	17	\$337,263	245	63
3 Bedrooms	5	\$418,120	261	33	4.62%	400.00%	1	\$399,645	258	19
The Greens I (Bldgs 1,2)	40	\$203,896	175	39	7.42%	8.11%	37	\$189,804	166	46
1 Bedrooms	9	\$146,612	159	29	3.26%	12.50%	8	\$141,987	149	8
2 Bedrooms	28	\$213,365	179	36	7.22%	3.70%	27	\$198,994	169	57
3 Bedrooms	3	\$287,366	176	97	11.82%	50.00%	2	\$257,000	165	52
The Greens II (Bldgs 3,4)	47	\$221,529	170	53	-1.23%	88.00%	25	\$224,289	166	50
1 Bedrooms	9	\$137,211	153	21	9.77%	800.00%	1	\$125,000	147	8
2 Bedrooms	25	\$211,811	169	53	6.57%	78.57%	14	\$198,748	164	44
3 Bedrooms	13	\$298,592	179	74	10.60%	30.00%	10	\$269,975	169	63
Turnberry Courts	22	\$263,988	212	35	0.28%	-8.33%	24	\$263,260	209	58
1 Bedrooms	1	\$151,500	169	24	-4.55%	-75.00%	4	\$158,725	178	14
2 Bedrooms	19	\$260,750	211	38	2.61%	35.71%	14	\$254,110	203	80
3 Bedrooms	2	\$351,000	233	22	-0.93%	-66.67%	6	\$354,300	240	37
Vantage Point East	16	\$327,247	232	96	17.78%	6.67%	15	\$277,843	219	77
2 Bedrooms	11	\$296,659	225	105	15.55%	-15.38%	13	\$256,742	212	71
3 Bedrooms	5	\$394,543	244	76	-4.93%	150.00%	2	\$415,000	247	115
Vantage Point West	17	\$324,283	234	32	2.84%	88.89%	9	\$315,333	234	45
1 Bedrooms	2	\$169,387	186	37						
2 Bedrooms	10	\$318,740	240	31	6.35%	42.86%	7	\$299,714	231	52
3 Bedrooms	5	\$397,330	235	31	7.39%	150.00%	2	\$370,000	255	21
Villa Cortese	10	\$349,320	246	20	29.70%	-23.08%	13	\$269,338	218	44
1 Bedrooms							3	\$169,300	194	14
2 Bedrooms	7	\$337,785	254	21	25.04%	0.00%	7	\$270,135	214	54
3 Bedrooms	3	\$376,233	236	18	2.37%	0.00%	3	\$367,515	237	51
Totals	233	\$260,567	202	40	3.63%	25.95%	185	\$251,439	196	49

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

Leisure World Hi-Rise/Mid-Rise Recent Sales

SUBDIVISION	ADDRESS	CLOSE PRICE	CLOSE DATE	DOM	BR	BA/HBA	GARAGE SPACES	TOTAL SQ FT	\$/SQ FT
Creekside At LW	2901 Leisure World Blvd #206	\$611,000	11/15/21	8	3	2/1	1	1,989	\$307
Creekside At LW	2901 Leisure World Blvd #536	\$223,000	12/02/21	5	2	2	0	1,272	\$175
Fairways North LW	3310 Leisure World Blvd #226	\$295,000	12/15/21	18	2	2	1	1,460	\$202
Fairways North LW	3310 Leisure World Blvd #208	\$208,000	12/15/21	31	2	2	0	1,195	\$174
Fairways South LW	3330 Leisure World Blvd #119	\$248,000	12/17/21	13	2	2	0	1,317	\$188
Fairways South LW	3330 Leisure World Blvd #416	\$190,000	11/17/21	33	2	2	0	1,115	\$170
Fairways South LW	3330 Leisure World Blvd #210	\$155,000	12/20/21	10	1	1/1	0	930	\$167
Fairways South LW	3330 Leisure World Blvd #903	\$130,000	12/23/21	52	1	1	0	850	\$153
Overlook At LW	3100 Leisure World Blvd #512	\$354,000	11/12/21	3	2	2	1	1,325	\$267
Overlook At LW	3100 Leisure World Blvd #115	\$275,000	11/09/21	36	2	2	0	1,242	\$221
Overlook At LW	3100 Leisure World Blvd #816	\$265,000	01/10/22	96	2	2	1	1,035	\$256
The Greens I (Bldgs 1,2)	15101 Interlachen Dr #418	\$295,000	11/30/21	5	2	2	1	1,520	\$194
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #718	\$275,000	11/08/21	10	2	2	0	1,520	\$181
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #208	\$230,000	12/31/21	11	2	2	1	1,120	\$205
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #719	\$169,000	12/30/21	18	2	1/1	0	950	\$178
The Greens I (Bldgs 1,2)	15107 Interlachen Dr #406	\$168,000	12/07/21	46	2	2	1	990	\$170
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #423	\$290,000	12/08/21	1	3	2/1	1	1,615	\$180
The Greens II (Bldgs 3,4)	15115 Interlachen Dr #807	\$274,500	12/30/21	8	3	2/1	0	1,530	\$179
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #218	\$268,250	12/29/21	7	2	2	1	1,480	\$181
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #112	\$228,000	12/20/21	11	2	2	0	1,225	\$186
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #924	\$207,000	12/30/21	37	2	2	0	N/A	N/A
The Greens II (Bldgs 3,4)	15100 Interlachen Dr #1006	\$170,000	12/30/21	8	2	2	0	980	\$173
Turnberry Courts	3005 Leisure World Blvd #810	\$375,000	12/17/21	5	2	2	1	1,506	\$249
Turnberry Courts	3005 Leisure World Blvd #115	\$301,100	11/29/21	6	2	2	0	1,243	\$242
Turnberry Courts	3005 Leisure World Blvd #812	\$300,000	01/05/22	20	2	2	1	1,315	\$228
Turnberry Courts	2900 Leisure World Blvd #202	\$284,000	12/01/21	1	2	2	0	1,314	\$216
Turnberry Courts	2904 Leisure World Blvd #401	\$264,900	11/23/21	24	2	2	1	1,111	\$238
Turnberry Courts	2900 Leisure World Blvd #512	\$153,000	11/08/21	24	1	1	0	896	\$171
Vantage Point East	3200 Leisure World Blvd #616	\$515,000	11/17/21	0	3	3	1	1,870	\$275
Vantage Point East	3200 Leisure World Blvd #205	\$430,000	11/19/21	23	3	2	1	1,489	\$289
Vantage Point East	3200 Leisure World Blvd #705	\$400,000	01/21/22	5	3	2	1	1,489	\$269
Vantage Point West	3210 Leisure World Blvd #606	\$490,000	12/17/21	2	2	2	1	1,720	\$285
Vantage Point West	3210 Leisure World Blvd #916	\$405,000	12/27/21	4	2	2	10	1,505	\$269
Vantage Point West	3210 Leisure World Blvd #502	\$266,000	11/09/21	37	2	2	1	1,090	\$244
Vantage Point West	3210 Leisure World Blvd #911	\$230,000	01/24/22	106	2	2	0	1,035	\$222
Villa Cortese	15000 Pennfield Cir #310	\$435,000	12/29/21	10	2	2	0	1,543	\$282
Villa Cortese	14805 Pennfield Cir #206	\$335,500	12/08/21	56	2	2	1	N/A	N/A
Villa Cortese	14809 Pennfield Cir #315	\$325,000	12/10/21	41	2	2	0	1,353	\$240

Bright MLS data subject to change. No inference should be made, nor is intended, that transactions involve my team or my broker.