INSTITUTE for LUXURY HOME MARKETING®

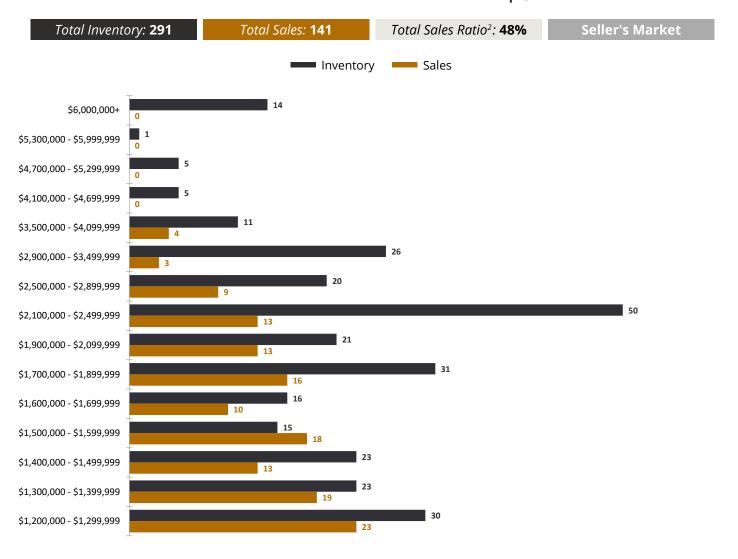
by Colibri Real Estate





Luxury Benchmark Price<sup>1</sup>: \$1,200,000

# LUXURY INVENTORY VS. SALES | JULY 2025



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 2,999                           | \$1,410,000            | 4                     | 4                      | 51              | 54                   | 94%                             |
| 3,000 - 3,999                       | \$1,563,750            | 5                     | 5                      | 38              | 77                   | 49%                             |
| 4,000 - 4,999                       | \$1,836,000            | 5                     | 6                      | 27              | 56                   | 48%                             |
| 5,000 - 5,999                       | \$2,185,000            | 6                     | 6                      | 18              | 46                   | 39%                             |
| 6,000 - 6,999                       | \$2,150,000            | 6                     | 7                      | 4               | 25                   | 16%                             |
| 7,000+                              | \$2,875,000            | 6                     | 8                      | 2               | 26                   | 8%                              |

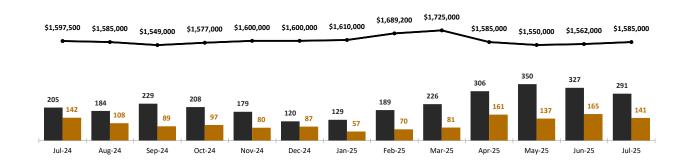
<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# MONTGOMERY COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$1,200,000

#### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





#### MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

205 291

VARIANCE: 42%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$534 \$493

VARIANCE: -8%

TOTAL SOLDS

Jul. 2024 Jul. 2025

142 141

VARIANCE: -1 %

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

100.00% 99.55%

VARIANCE: **0**%

SALES PRICE

Jul. 2024 Jul. 2025

\$1.60m \$1.59m

VARIANCE: -1%

DAYS ON MARKET

Jul. 2024 Jul. 2025

> 9 12

VARIANCE: 33%

### MONTGOMERY COUNTY MARKET SUMMARY | JULY 2025

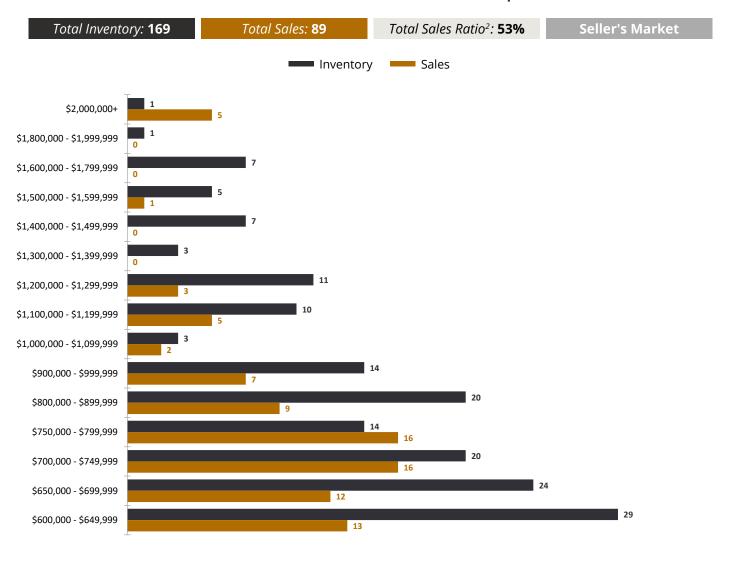
- The single-family luxury market is a **Seller's Market** with a **48% Sales Ratio**.
- Homes sold for a median of **99.55% of list price** in July 2025.
- The most active price band is \$1,500,000-\$1,599,999, where the sales ratio is 120%.
- The median luxury sales price for single-family homes is \$1,585,000.
- The median days on market for July 2025 was 12 days, up from 9 in July 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

# MONTGOMERY COUNTY

Luxury Benchmark Price 1: \$600,000

# LUXURY INVENTORY VS. SALES | JULY 2025



| Square Feet <sup>3</sup><br>-Range- | Price<br>-Median Sold- | Beds<br>-Median Sold- | Baths<br>-Median Sold- | Sold<br>-Total- | Inventory<br>-Total- | Sales Ratio<br>-Sold/Inventory- |
|-------------------------------------|------------------------|-----------------------|------------------------|-----------------|----------------------|---------------------------------|
| 0 - 999                             | NA                     | NA                    | NA                     | 0               | 2                    | 0%                              |
| 1,000 - 1,499                       | \$733,000              | 2                     | 3                      | 14              | 23                   | 61%                             |
| 1,500 - 1,999                       | \$775,000              | 3                     | 4                      | 29              | 61                   | 48%                             |
| 2,000 - 2,499                       | \$760,440              | 4                     | 4                      | 21              | 36                   | 58%                             |
| 2,500 - 2,999                       | \$737,500              | 3                     | 3                      | 19              | 28                   | 68%                             |
| 3,000+                              | \$3,180,000            | 3                     | 4                      | 4               | 18                   | 22%                             |

<sup>&</sup>lt;sup>1</sup> The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

# MONTGOMERY COUNTY

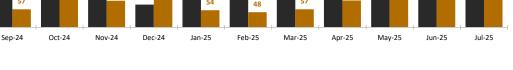
Median Sales Price

#### ATTACHED HOMES

Luxury Benchmark Price 1: \$600,000

#### 13-MONTH LUXURY MARKET TREND<sup>4</sup>





Inventory Solds

#### MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Aug-24

Jul-24

Jul. 2024 Jul. 2025

106 169

VARIANCE: 59%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$368 \$419

VARIANCE: **14%** 

TOTAL SOLDS

Jul. 2024 Jul. 2025

111 89

VARIANCE: -20%

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

101.62% 100.00%

VARIANCE: -2%

SALES PRICE

Jul. 2024 Jul. 2025

\$739k \$750k

VARIANCE: 1%

DAYS ON MARKET

Jul. 2024 Jul. 2025

6 8

VARIANCE: 33%

### MONTGOMERY COUNTY MARKET SUMMARY | JULY 2025

- The attached luxury market is a Seller's Market with a 53% Sales Ratio.
- Homes sold for a median of 100.00% of list price in July 2025.
- The most active price band is \$2,000,000+, where the sales ratio is 500%.
- The median luxury sales price for attached homes is \$750,000.
- The median days on market for July 2025 was 8 days, up from 6 in July 2024.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed. <sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.