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CHRISTIE'S
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LuxInsight

Anne Arundel County

Maryland

Luxury Housing Market Update

July 2017



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Anne Arundel County, Maryland - July 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.

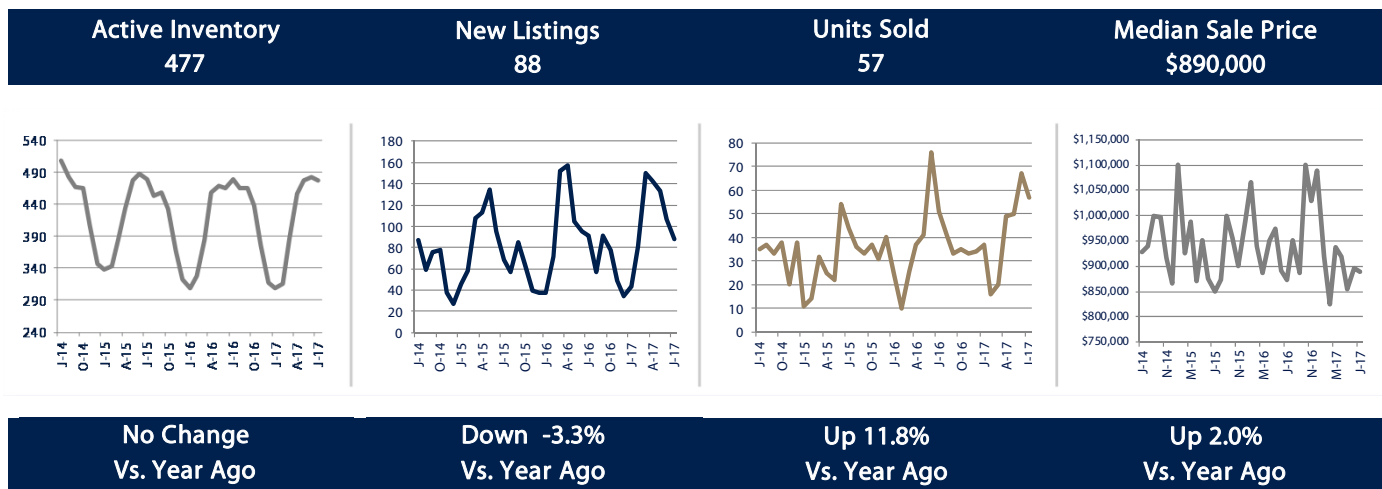
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, 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+



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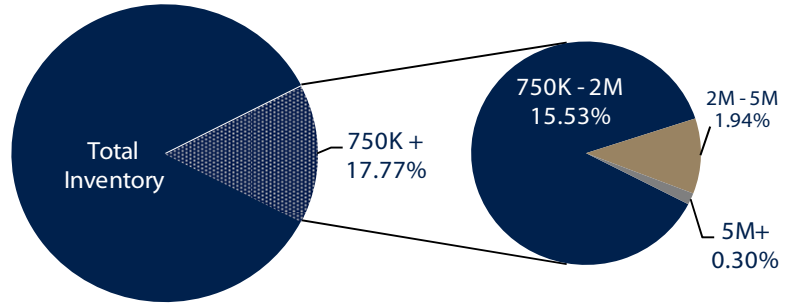
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Versus last July, the total number of homes more than \$750,000 available this month is 477 units, which is similar compared to a year ago.

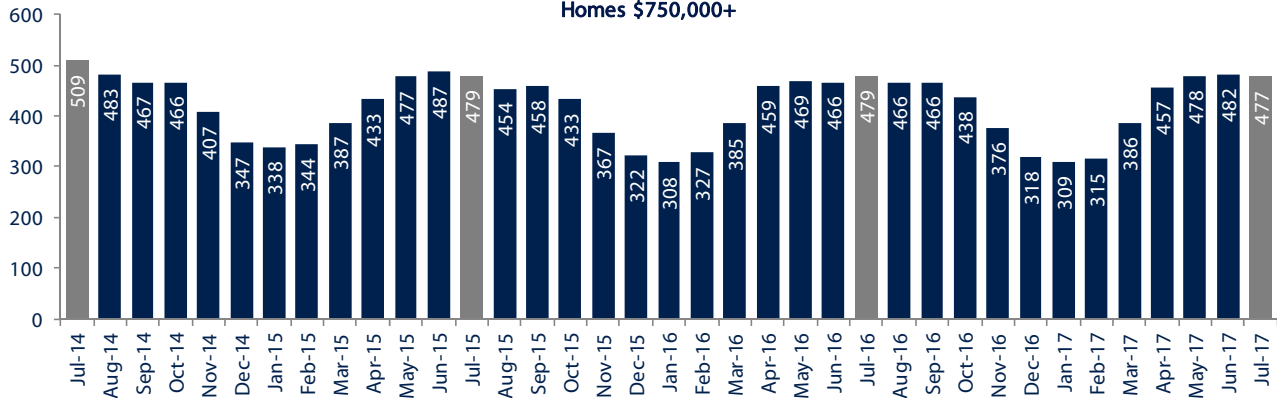
Active inventory this July was 1.0% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

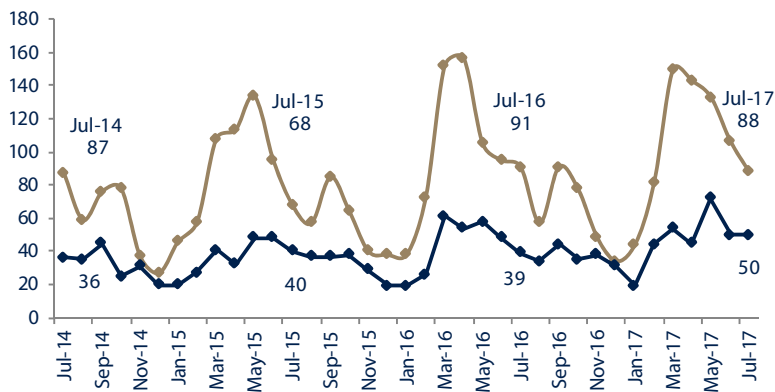
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

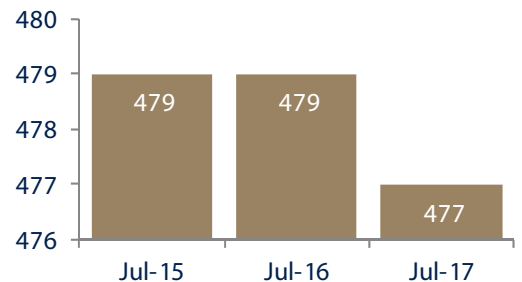
Homes \$750,000+

— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

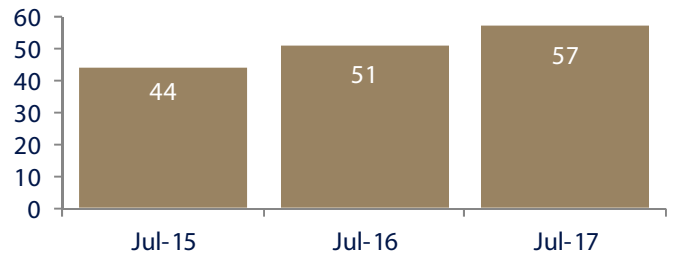


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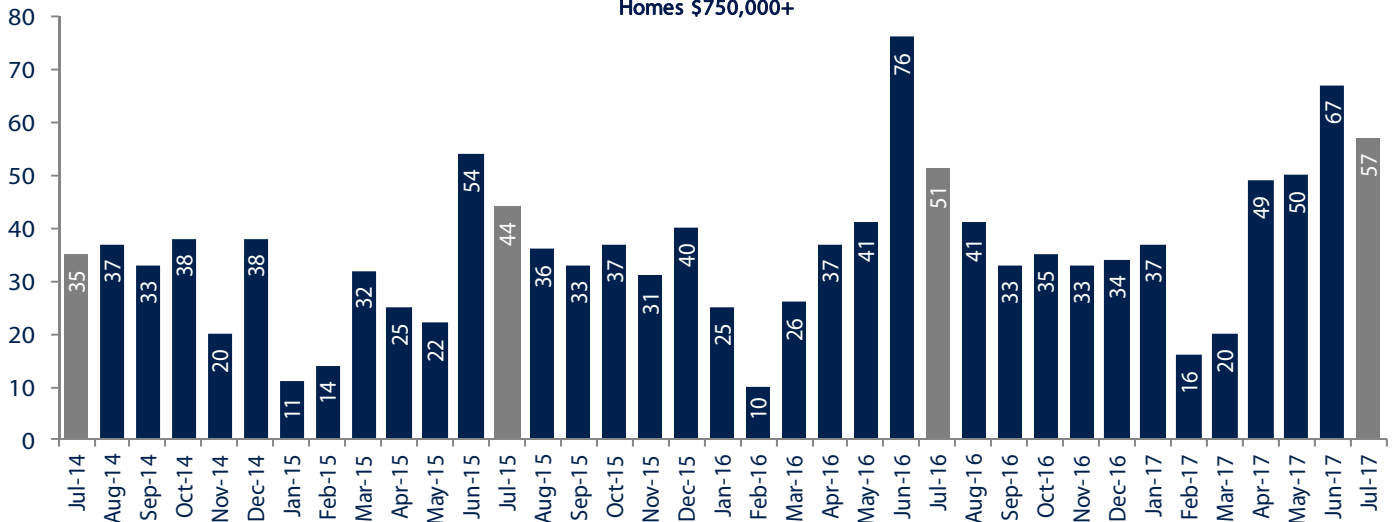
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 11.8% versus last July and an increase of 29.5% versus July of 2015.

There was a decrease of 14.9% in luxury units sold in July compared to June 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
July 31, 2017	Annapolis	21403	\$2,499,000	\$2,225,000	89.0%	65	✓	✓
July 14, 2017	Riva	21140	\$1,800,000	\$1,615,000	89.7%	39	✓	✓
July 26, 2017	Arnold	21012	\$1,499,000	\$1,300,000	86.7%	365	✓	
July 21, 2017	Annapolis	21409	\$1,600,000	\$1,200,000	75.0%	146		✓
July 7, 2017	Crownsville	21032	\$1,350,000	\$1,012,500	75.0%	151		✓
July 18, 2017	Annapolis	21401	\$949,000	\$915,000	96.4%	154		✓
July 17, 2017	Annapolis	21401	\$969,000	\$890,000	91.8%	17	✓	✓
July 13, 2017	Severna Park	21146	\$920,000	\$885,000	96.2%	47		✓
June 9, 2017	Annapolis	21401	\$3,495,000	\$3,250,000	93.0%	203	✓	
June 14, 2017	Pasadena	21122	\$1,900,000	\$1,800,000	94.7%	32		✓

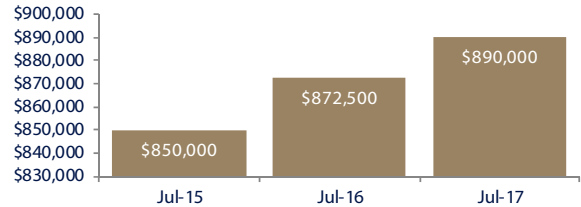
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In July, the median sales price for homes more than \$750,000 was \$890,000, an increase of 2.0% compared to last year.

The current median sales price was lower by 0.6% than in June.

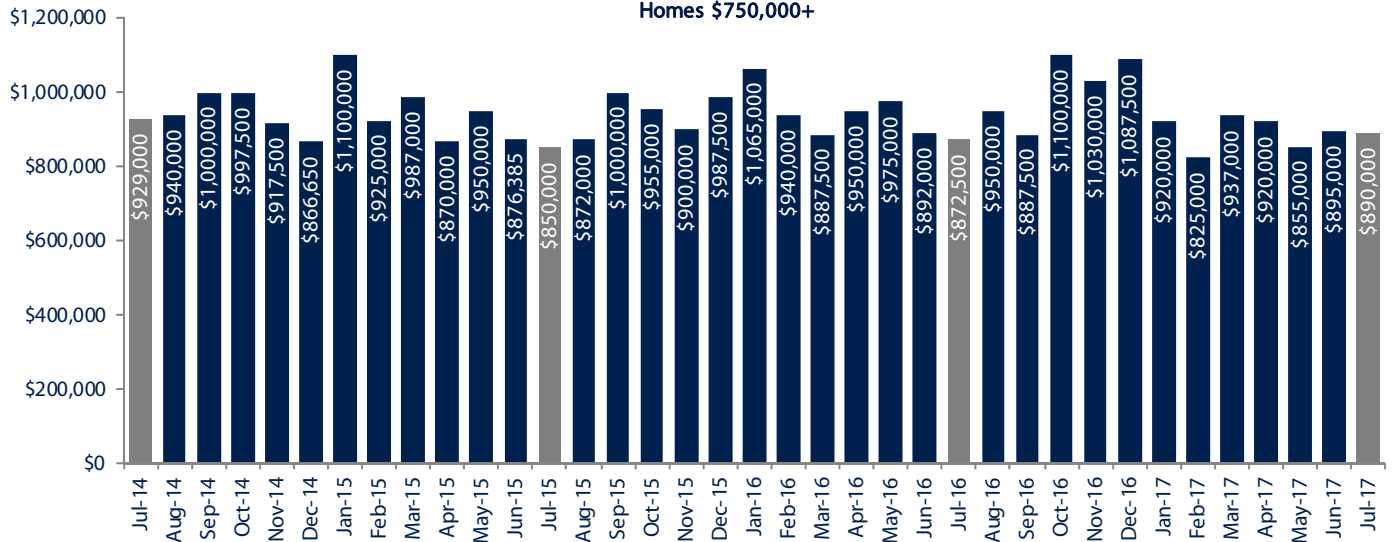
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



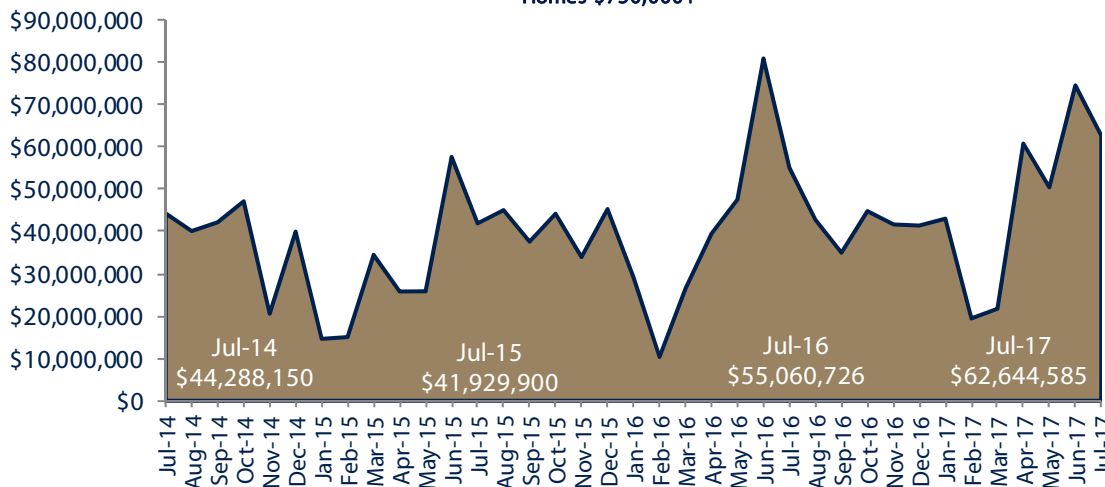
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 13.8% higher than the same month one year ago.

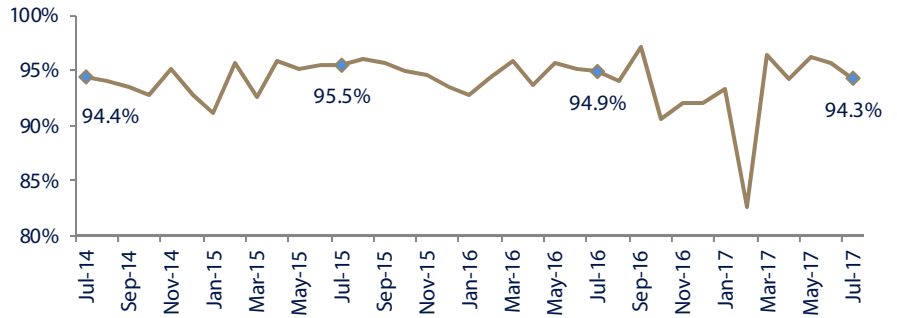
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In July, the average sale price for homes more than \$750,000 was 94.3% of the average list price, which is 0.6% lower than at this time last year.

This month, the average number of days on market was 114, higher than the average last year, which was 61.

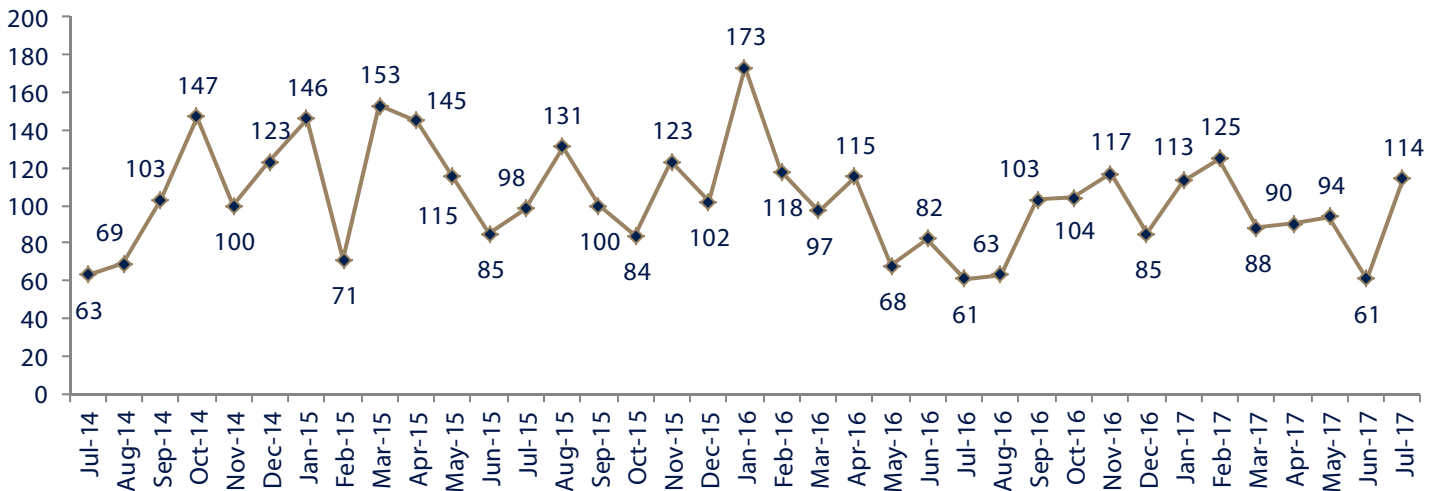
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

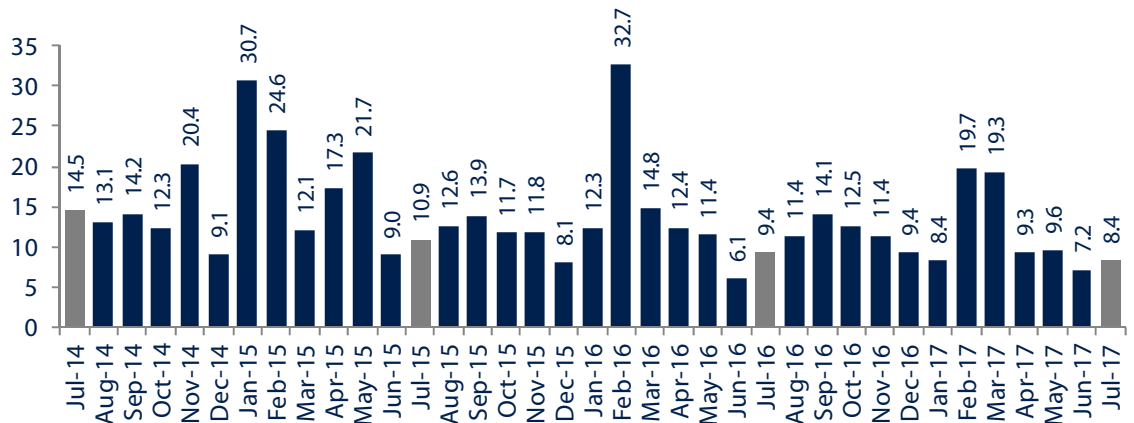
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 8.4 months of supply available, compared to 9.4 in July of 2016. That is a decrease of 10.6% versus a year ago.



Anne Arundel County, Maryland - July 2017

References & Definitions

ANNE ARUNDEL, MD: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Metropolitan Regional Information Systems (MRIS) 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 Anne Arundel, Maryland only.

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

Contacts & Disclaimers

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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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