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# LuxInsight

Anne Arundel County

Maryland

Luxury Housing Market Update

April 2018



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## Anne Arundel County, Maryland - April 2018

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

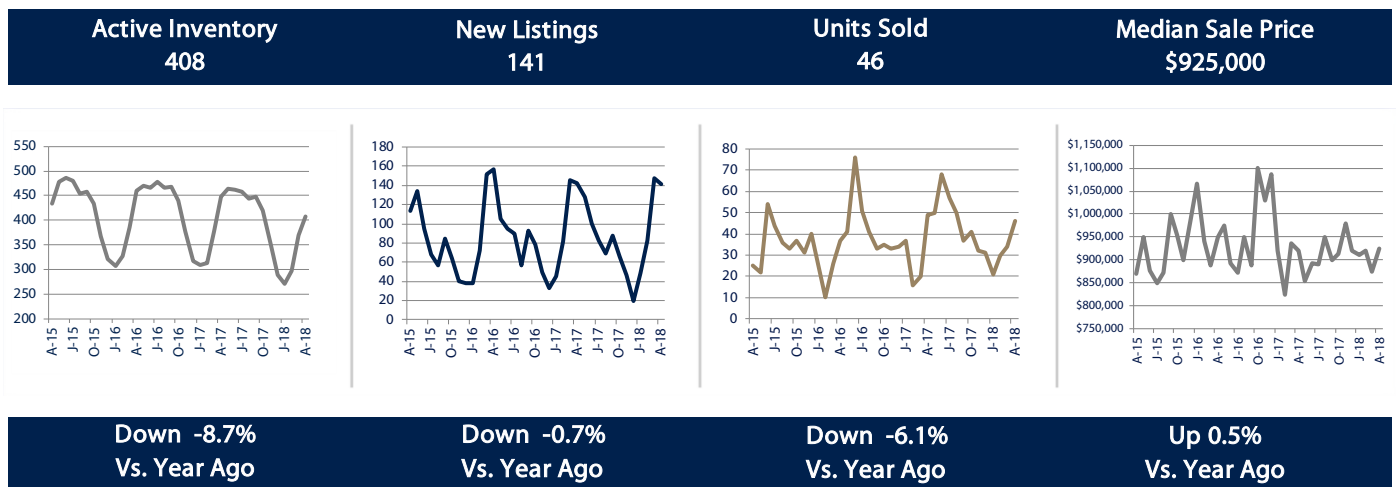
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



### AT A GLANCE

Homes \$750,000+



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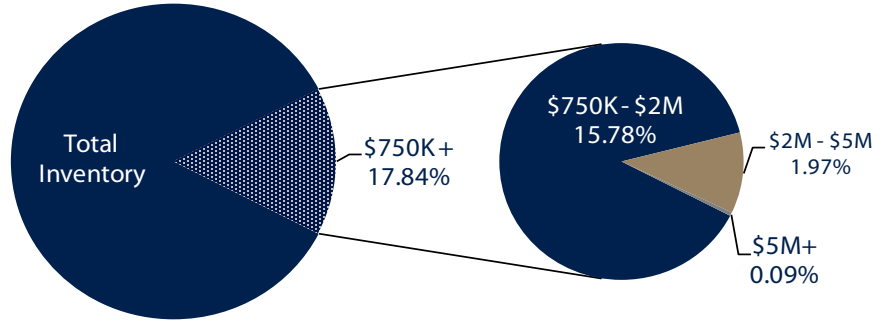
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Compared to last April, the total number of homes more than \$750,000 available this month was lower by 8.7% and lower by 11.1% compared to April 2016.

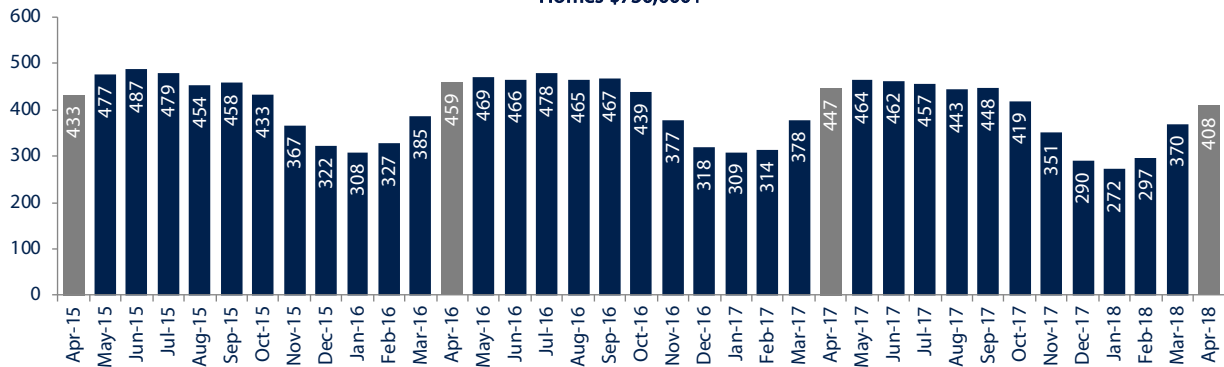
Active inventory this April was 10.3% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



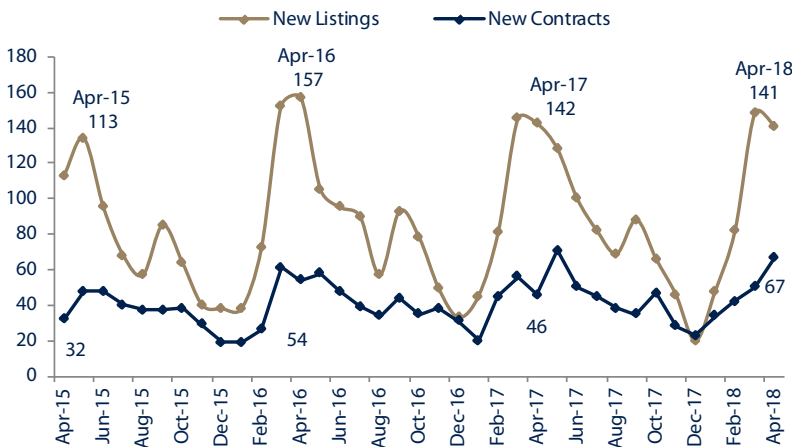
### ACTIVE INVENTORY

Homes \$750,000+



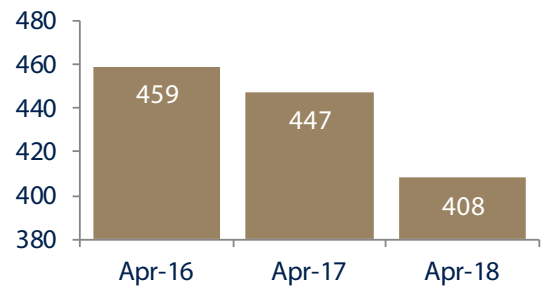
### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

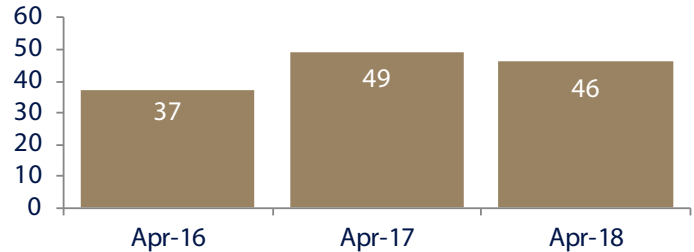


## Anne Arundel County, Maryland - April 2018

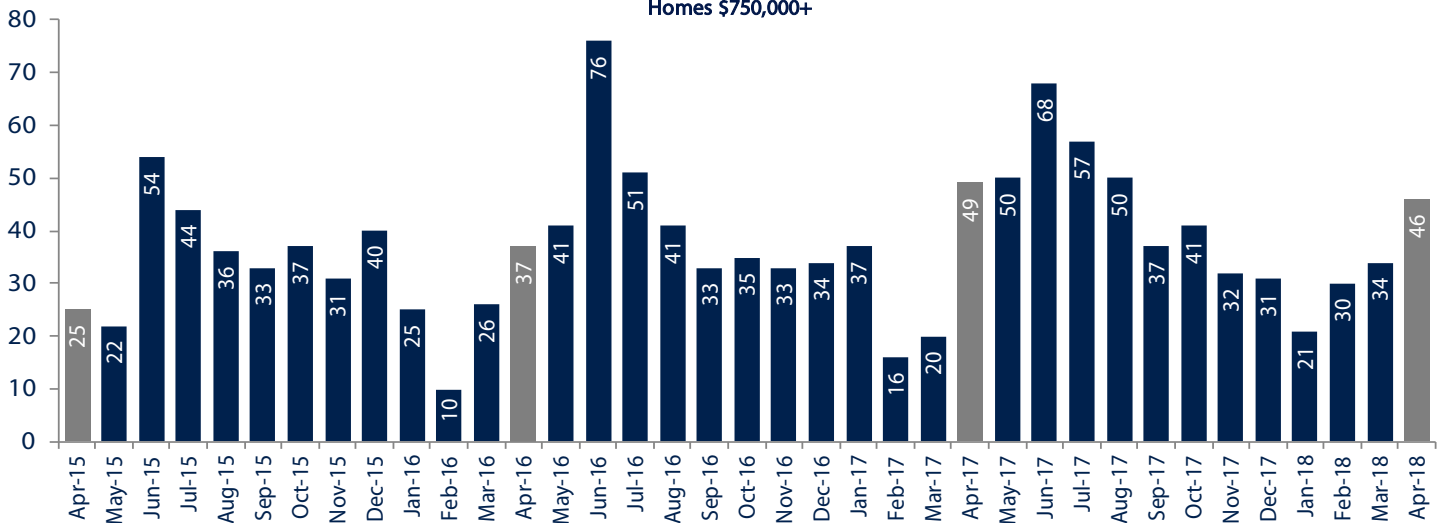
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 6.1% versus last April and an increase of 24.3% versus April of 2016.

There was an increase of 35.3% in luxury units sold in April compared to March of this year.

**UNITS SOLD**  
Versus Previous Years  
Homes \$750,000+



**UNITS SOLD**  
Homes \$750,000+



### RECENT SELECTED LUXURY SALES

Homes \$750,000+

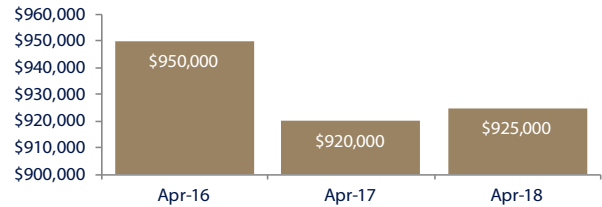
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 10, 2018	Gibson Island	21056	\$2,495,000	\$2,400,000	96.2%	10	✓	
April 17, 2018	Crownsville	21032	\$1,679,000	\$1,650,000	98.3%	4	✓	✓
April 30, 2018	Pasadena	21122	\$1,700,000	\$1,625,000	95.6%	12	✓	✓
April 30, 2018	Edgewater	21037	\$1,299,900	\$1,275,000	98.1%	35	✓	
April 2, 2018	Annapolis	21403	\$1,245,000	\$1,225,000	98.4%	11	✓	✓
April 30, 2018	Davidsonville	21035	\$1,249,500	\$1,180,000	94.4%	375		✓
April 24, 2018	Annapolis	21403	\$1,185,000	\$1,115,000	94.1%	26	✓	
April 20, 2018	Annapolis	21401	\$1,049,900	\$1,010,000	96.2%	15		✓
April 27, 2018	Annapolis	21403	\$995,000	\$995,000	100.0%	2		✓
April 12, 2018	Pasadena	21122	\$1,035,000	\$982,500	94.9%	1		✓

## Anne Arundel County, Maryland - April 2018

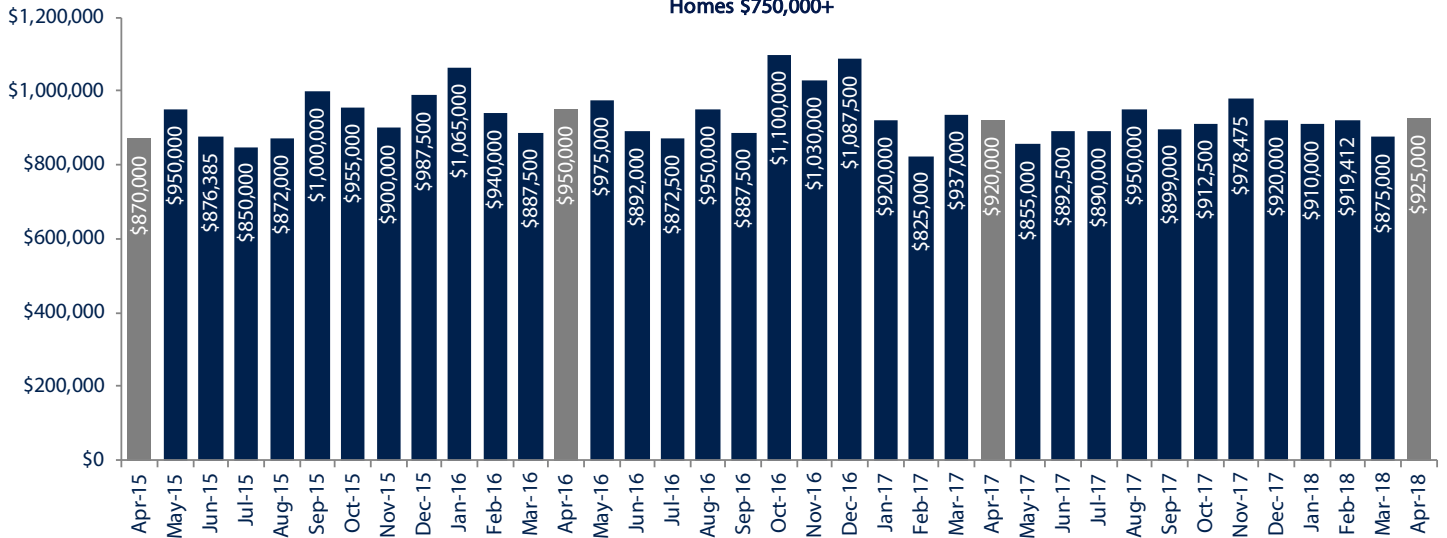
In April, the median sales price for homes more than \$750,000 was \$925,000, similar compared to the same time last year.

The current median sales price is higher by 5.7% than in March.

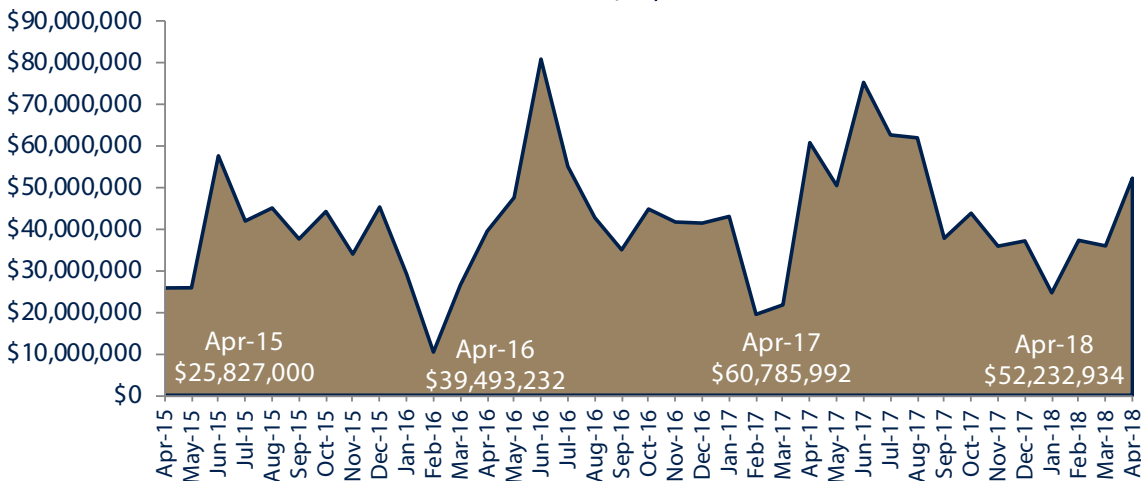
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$750,000+



**MEDIAN SALES PRICE**  
Homes \$750,000+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$750,000+



Total volume sold this April was 14.1% lower than the same month one year ago.

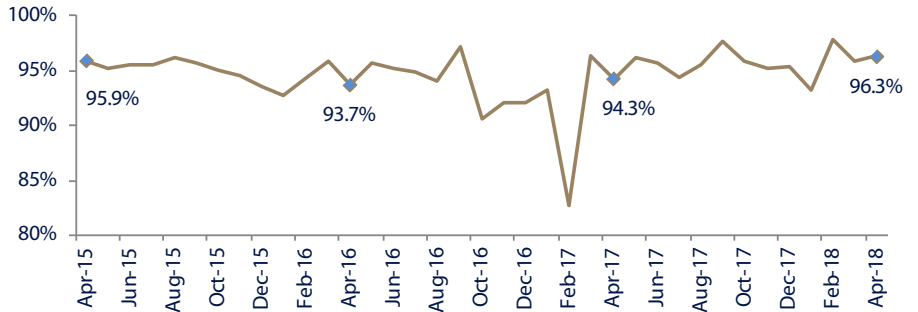
## Anne Arundel County, Maryland - April 2018

In April, the average sale price for homes more than \$750,000 was 96.3% of the average list price, which is 2.0% higher than at this time last year.

This month, the average number of days on market was 96, higher than the average last year, which was 90, an increase of 6.7%.

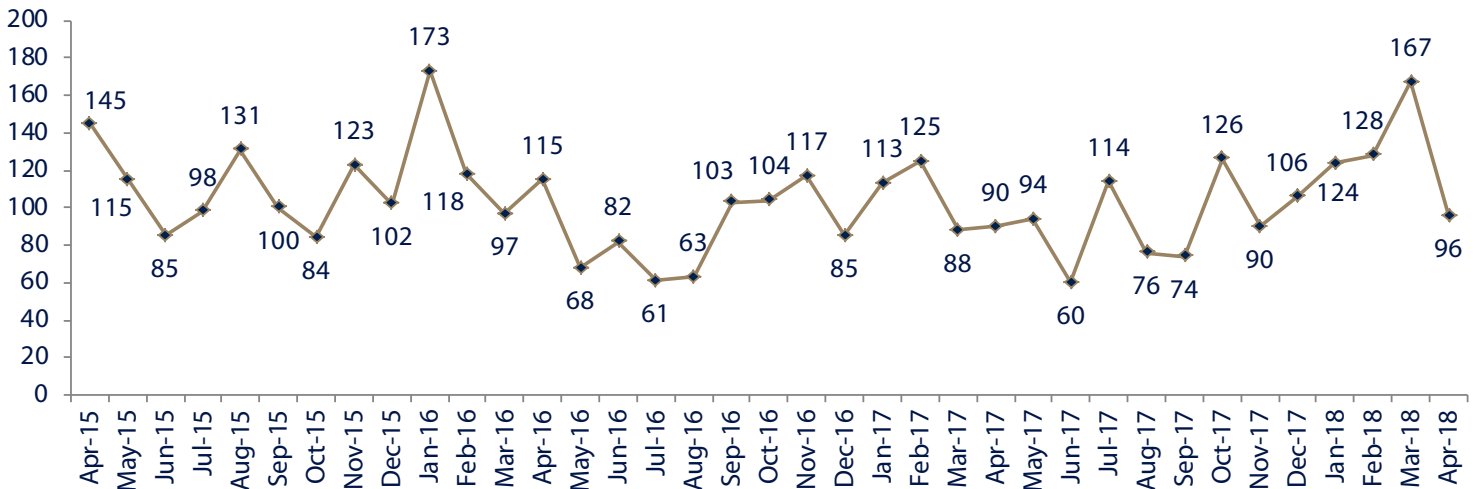
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

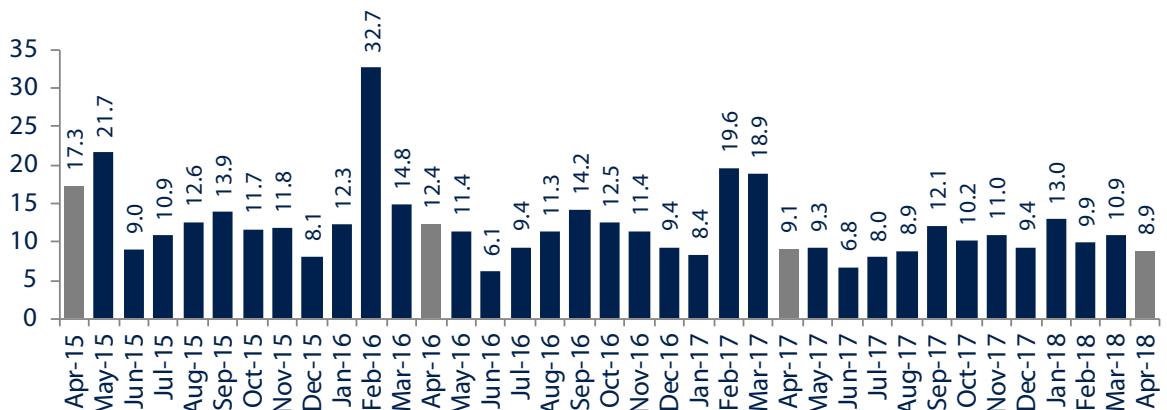
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In April, there were 8.9 months of supply available, compared to 9.1 in April of 2017. That is a decrease of 2.2% versus a year ago.



## Anne Arundel County, Maryland - April 2018

### 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 April 1, 2015 through April 30, 2018.

### 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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