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LuxInsight

Anne Arundel County

Maryland

Luxury Housing Market Update

December 2018



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Anne Arundel County, Maryland - December 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

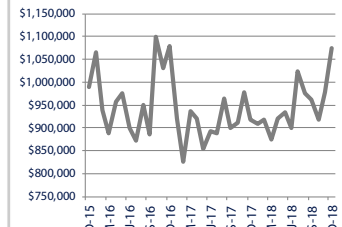
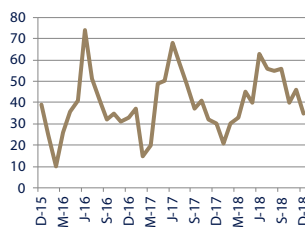
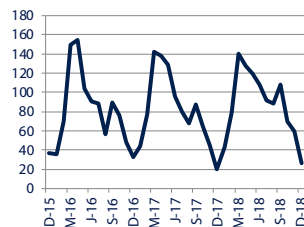
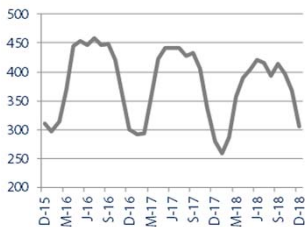
Homes \$750,000+

Active Inventory
305

New Listings
27

Units Sold
35

Median Sale Price
\$1,075,000



Up 9.3%
Vs. Year Ago

Up 35.0%
Vs. Year Ago

Up 16.7%
Vs. Year Ago

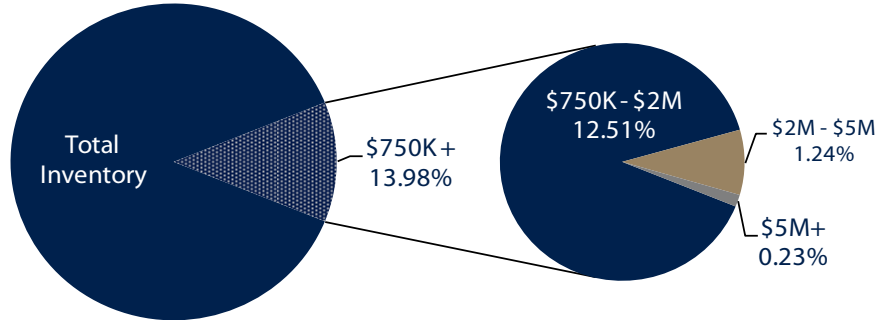
Up 17.2%
Vs. Year Ago

Anne Arundel County, Maryland - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was higher by 9.3% and higher by 1.3% compared to December 2016.

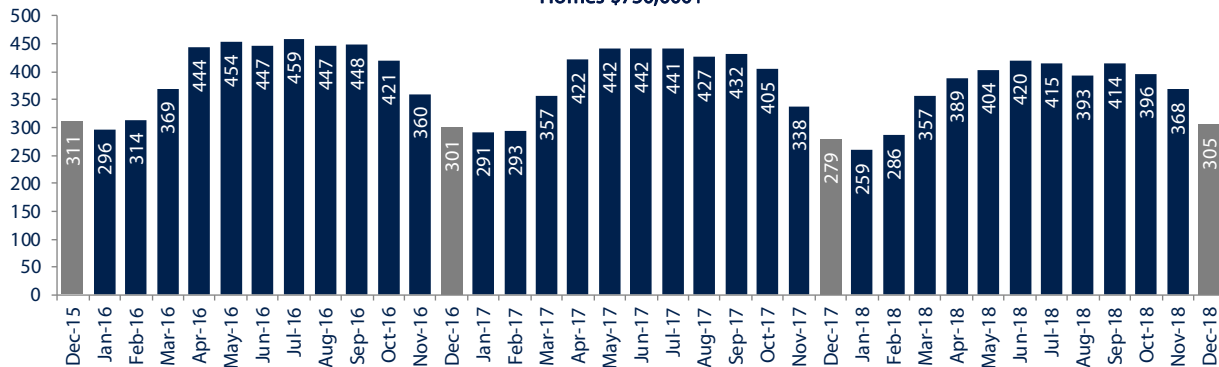
Active inventory this December was 17.1% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

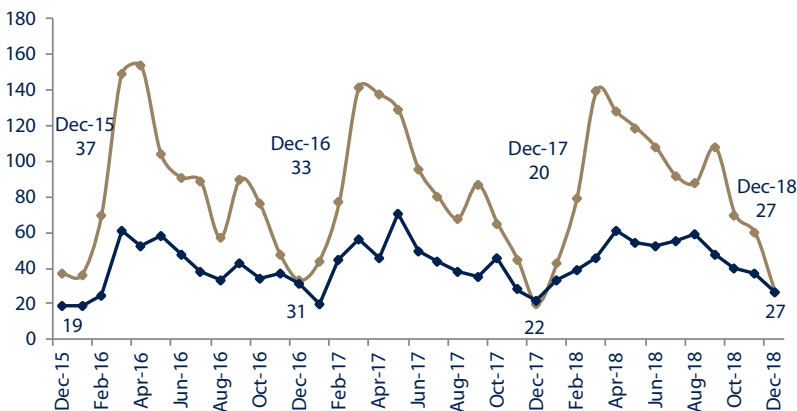
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

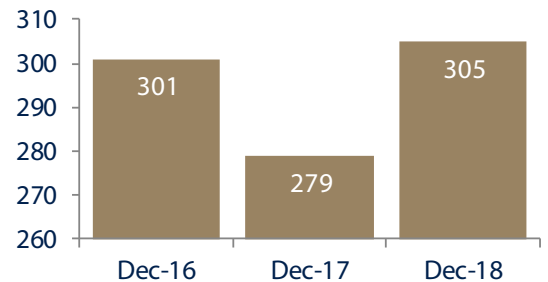
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

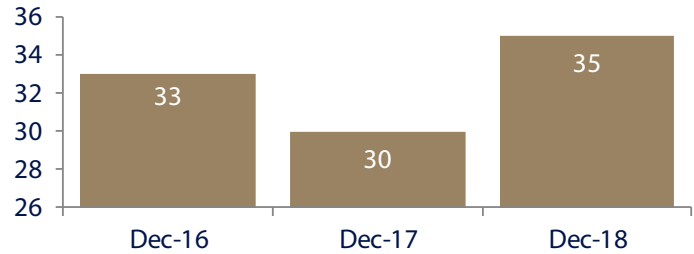


Anne Arundel County, Maryland - December 2018

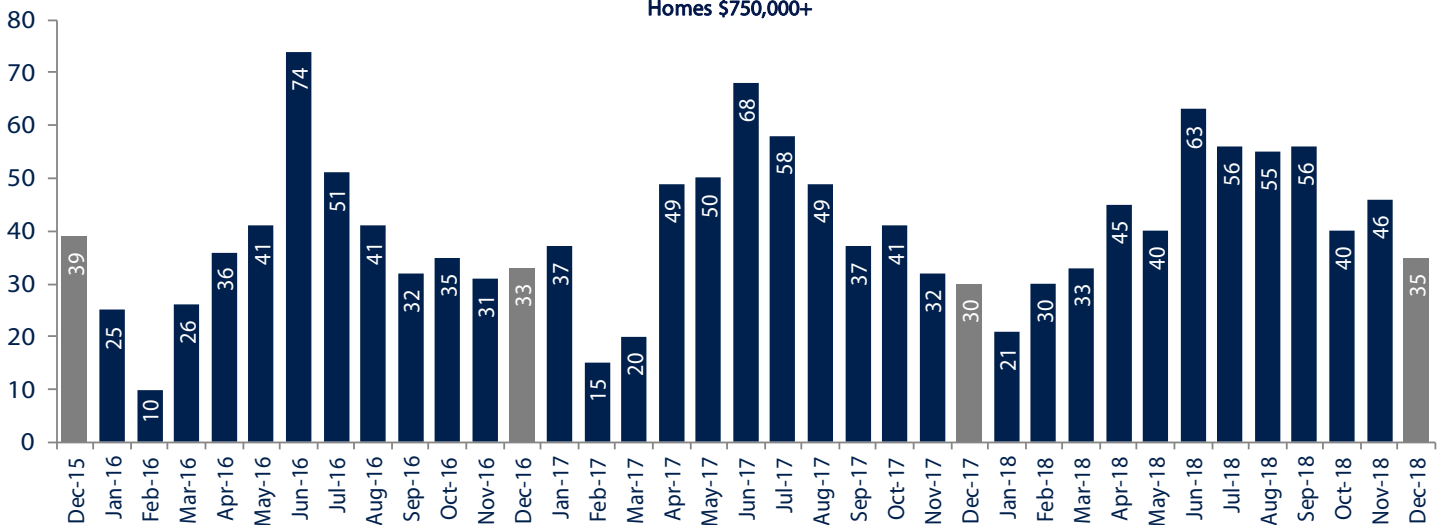
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 16.7% versus last December and an increase of 6.1% versus December of 2016.

There was a decrease of 23.9% in luxury units sold in December compared to November 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
December 20, 2018	Annapolis	21403	\$6,300,000	\$6,300,000	100.0%	120	✓	
December 14, 2018	Annapolis	21401	\$3,365,000	\$3,050,000	90.6%	41	✓	
December 26, 2018	Annapolis	21401	\$2,499,000	\$2,330,000	93.2%	336		✓
December 17, 2018	Annapolis	21401	\$1,950,000	\$1,862,500	95.5%	281	✓	
December 19, 2018	Gibson Island	21056	\$2,450,000	\$1,700,000	69.4%	84	✓	✓
December 21, 2018	Pasadena	21122	\$1,725,000	\$1,635,000	94.8%	268		✓
December 14, 2018	Annapolis	21403	\$1,475,000	\$1,475,000	100.0%	18	✓	
December 19, 2018	Gibson Island	21056	\$1,390,000	\$1,300,000	93.5%	32	✓	✓
December 19, 2018	Crownsville	21032	\$1,275,000	\$1,279,000	100.3%	180	✓	
December 14, 2018	Shady Side	20764	\$1,385,000	\$1,275,000	92.1%	69		✓

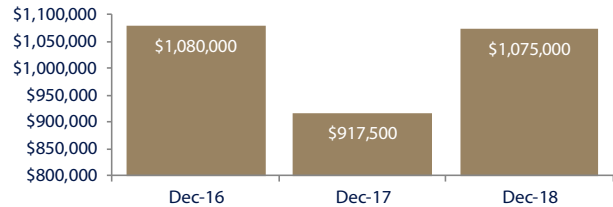
Anne Arundel County, Maryland - December 2018

In December, the median sales price for homes more than \$750,000 was \$1,075,000, an increase of 17.2% compared to last year.

The current median sales price was higher by 10.0% than in November.

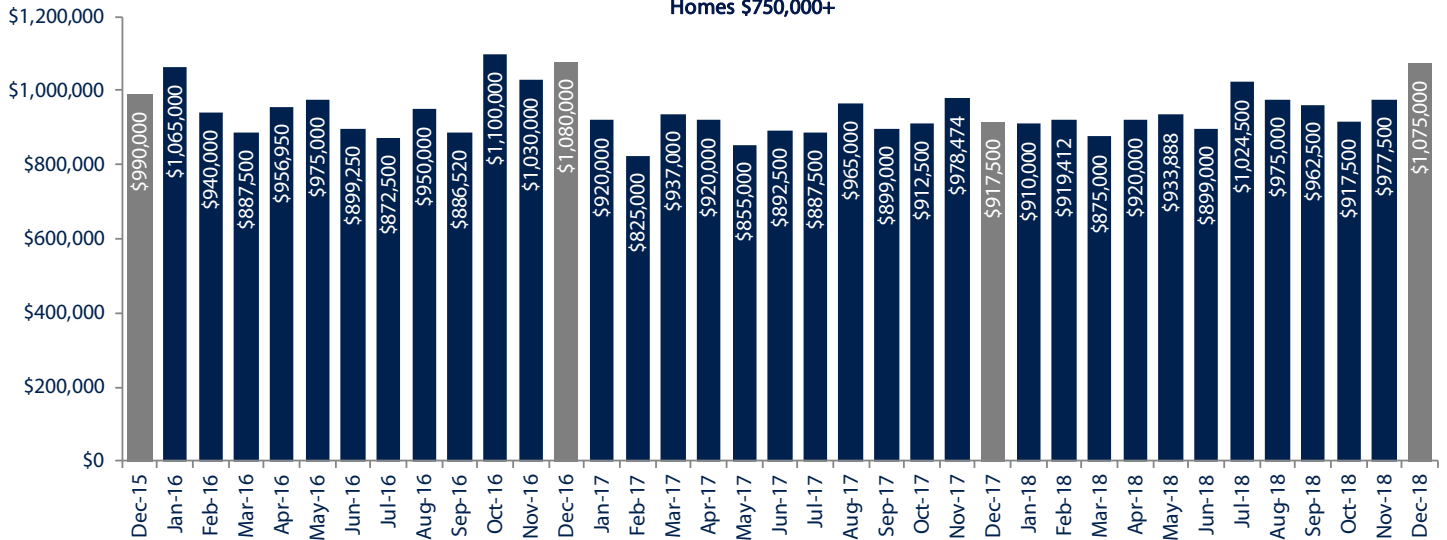
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



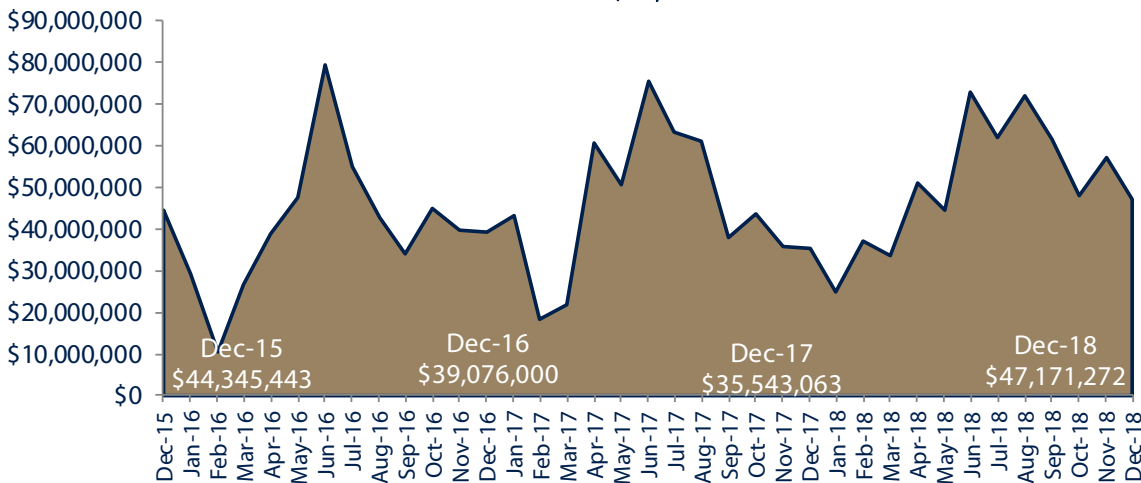
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this December was 32.7% higher than the same month one year ago.

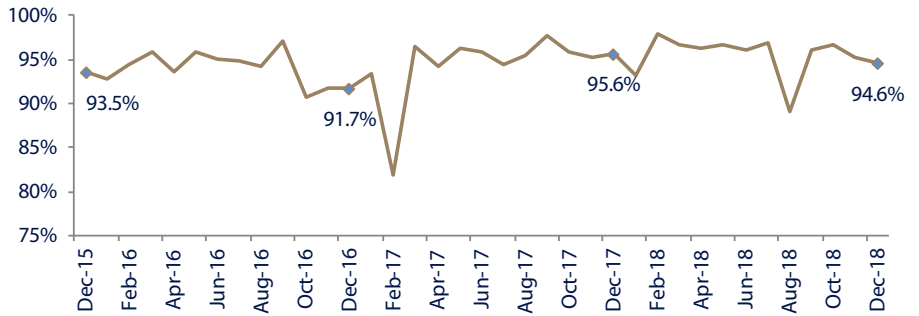
Anne Arundel County, Maryland - December 2018

In December, the average sale price for homes more than \$750,000 was 94.6% of the average list price, which is 1.0% lower than at this time last year.

This month, the average number of days on market was 125, lower than the average last year, which was 131, a decrease of 4.6%.

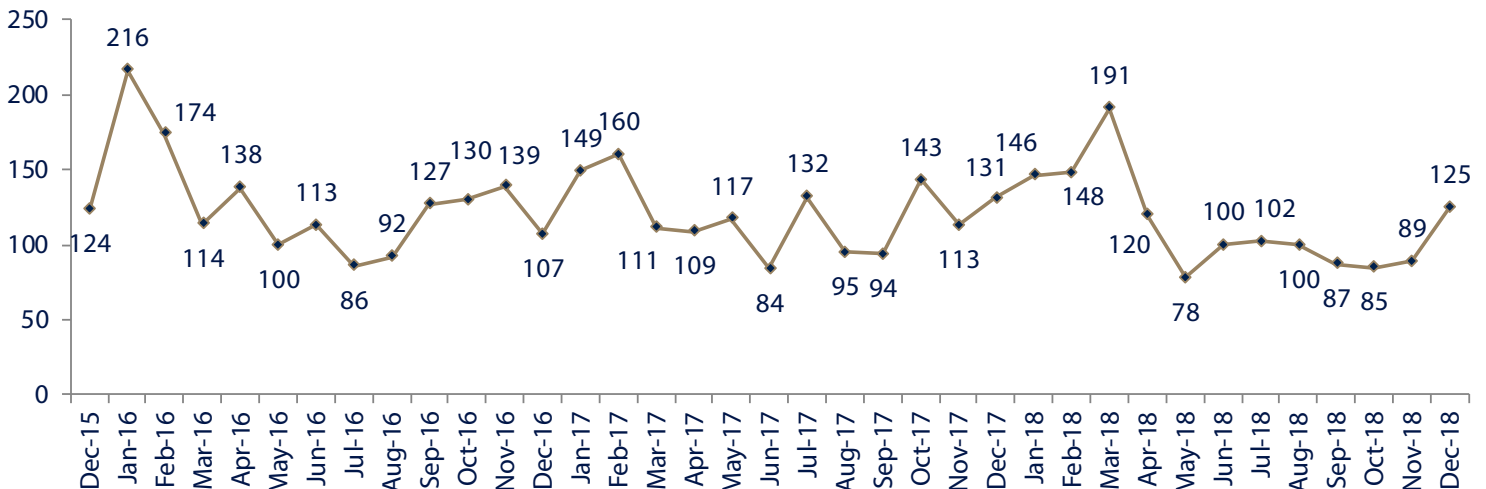
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

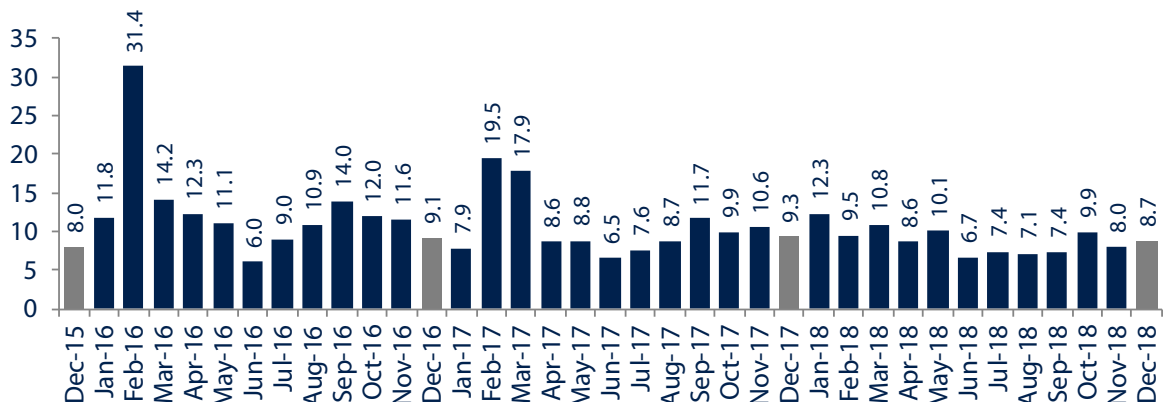
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In December, there were 8.0 months of supply available, compared to 9.0 in December of 2017. That is a decrease of 11.1% versus a year ago.



Anne Arundel County, Maryland - December 2018

References & Definitions

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

Based on data supplied by Bright 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 December 1, 2015 through December 31, 2018.

Contacts & Disclaimers

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