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LuxInsight

Baltimore, MD

Metropolitan Area

Luxury Housing Market Update

June 2018



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Baltimore Metropolitan Area - June 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.

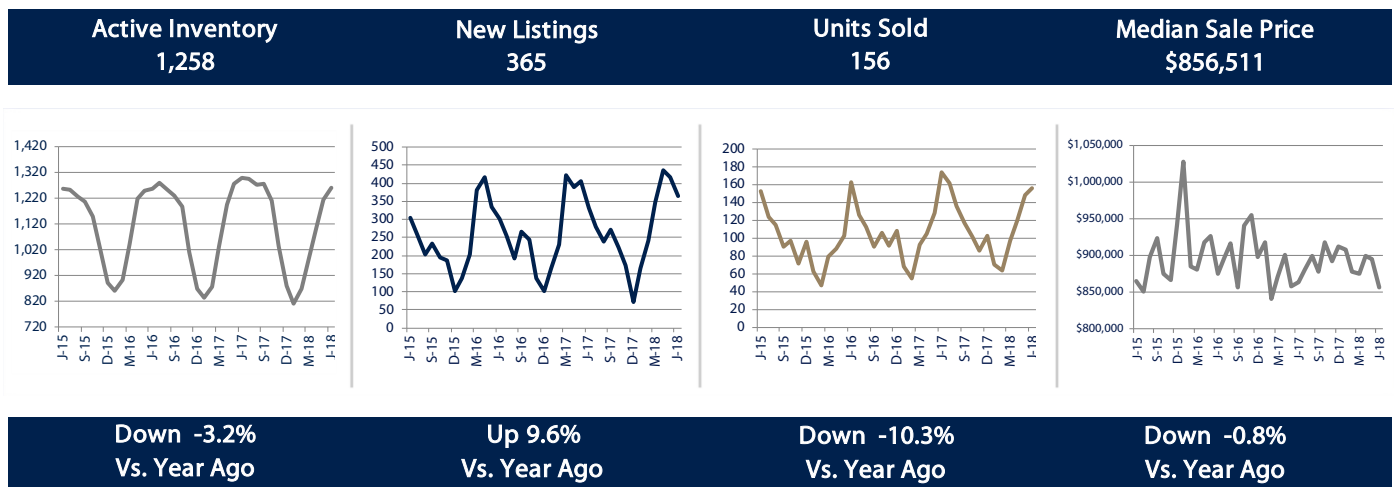
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

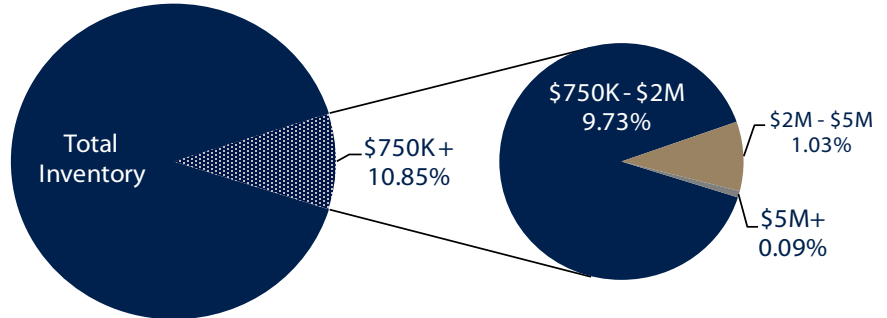


Baltimore Metropolitan Area - June 2018

Compared to last June, the total number of homes more than \$750,000 available this month was lower by 3.2% and is similar to inventory available in June 2016.

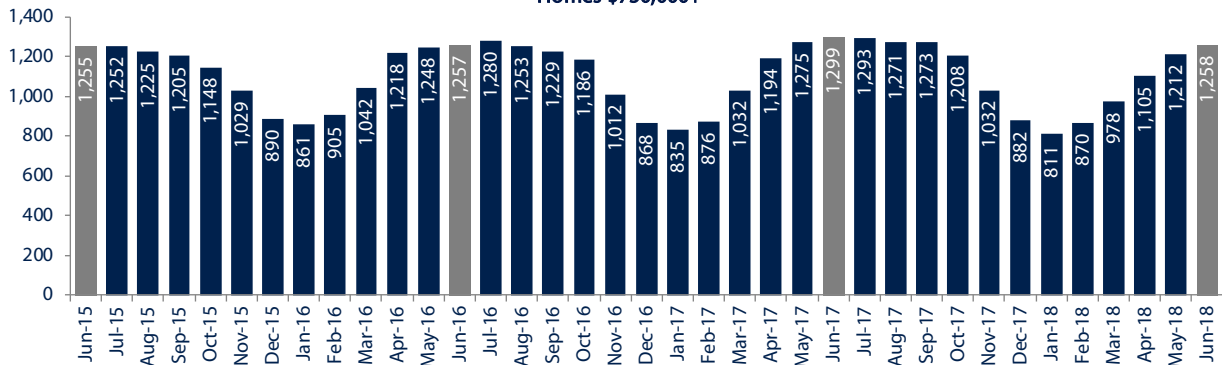
Active inventory this June was 3.8% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



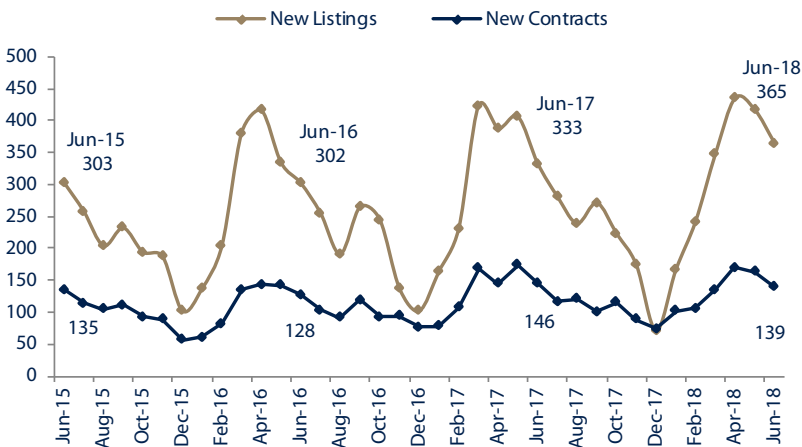
ACTIVE INVENTORY

Homes \$750,000+



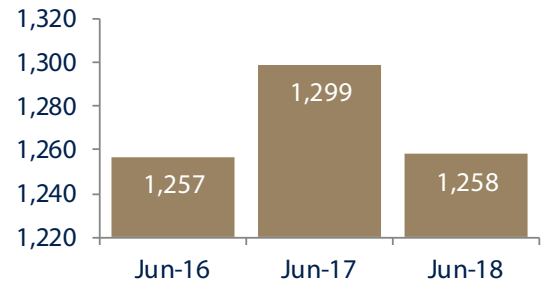
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

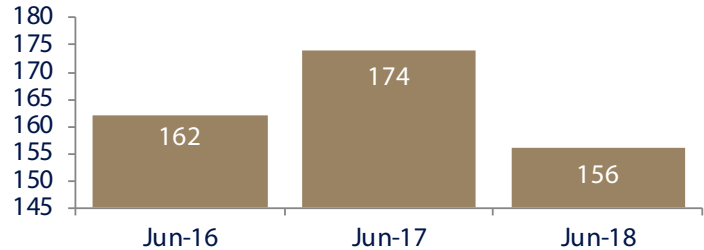


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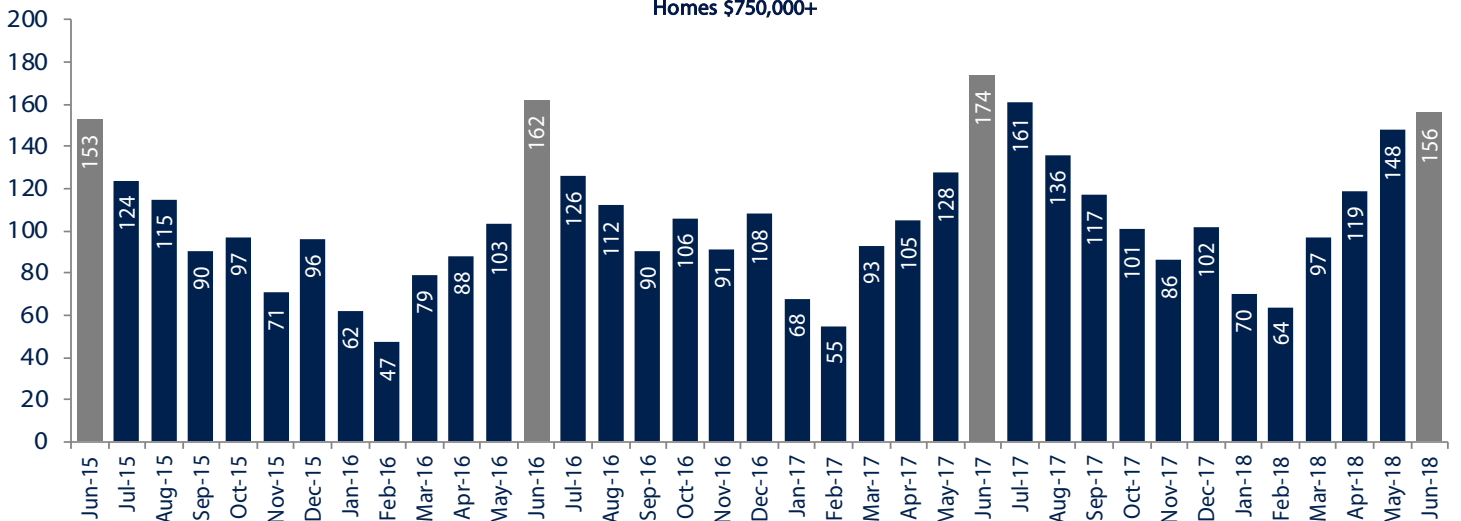
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 10.3% versus last June and a decrease of 3.7% versus June of 2016.

There was an increase of 5.4% in luxury units sold in June compared to May of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

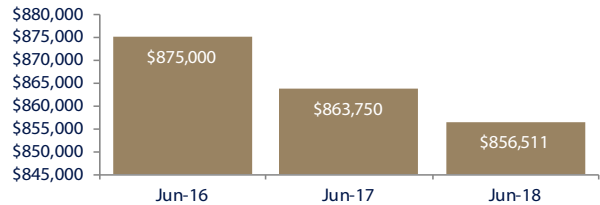
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
June 15, 2018	Annapolis	21401	\$4,600,000	\$4,200,000	91.3%	363	✓	
June 15, 2018	Severna Park	21146	\$4,250,000	\$3,940,000	92.7%	1	✓	
June 12, 2018	Reisterstown	21136	\$9,750,000	\$3,465,000	35.5%	19	✓	
June 28, 2018	Gibson Island	21056	\$2,495,000	\$2,200,000	88.2%	298		
June 1, 2018	Baltimore	21210	\$2,275,000	\$1,950,000	85.7%	222		✓
June 8, 2018	Centreville	21617	\$1,599,000	\$1,599,000	100.0%	21		✓
June 18, 2018	Lutherville Timonium	21093	\$1,548,000	\$1,515,000	97.9%	112	✓	
June 15, 2018	Fulton	20759	\$1,195,864	\$1,323,233	110.7%	1		
June 28, 2018	Cooksville	21723	\$1,350,000	\$1,310,000	97.0%	83		✓
June 29, 2018	Galesville	20765	\$1,218,000	\$1,150,000	94.4%	216	✓	✓

Baltimore Metropolitan Area - June 2018

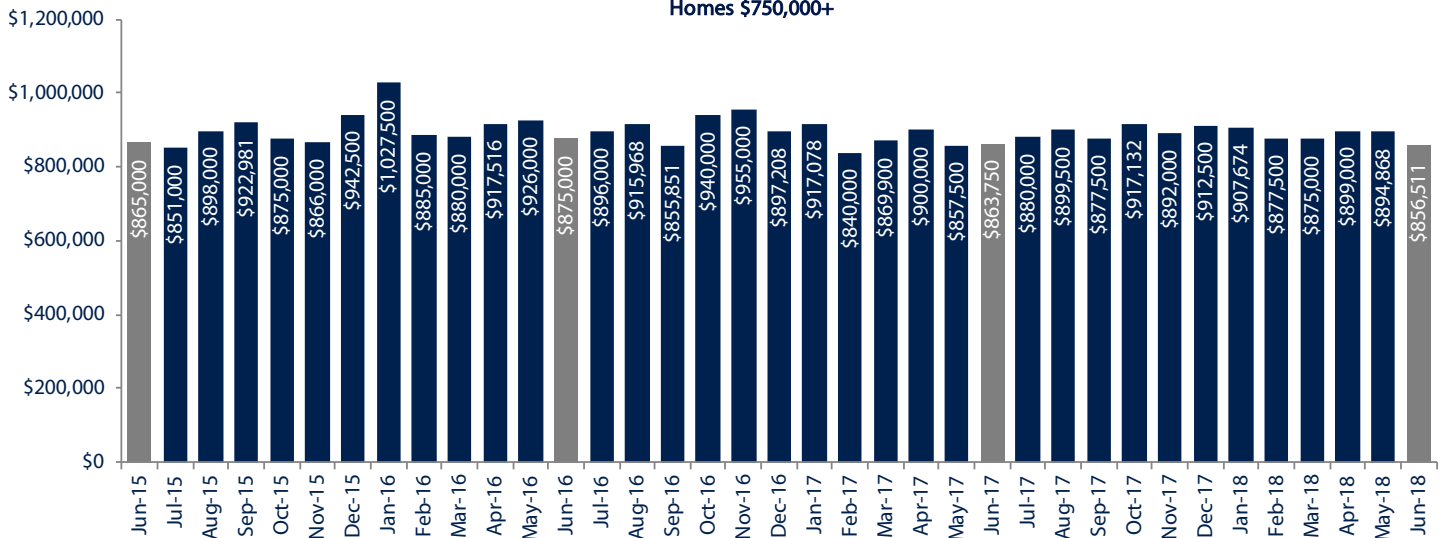
In June, the median sales price for homes more than \$750,000 was \$856,511, a decrease of 0.8% compared to last year.

The current median sales price was lower by 4.3% than in May.

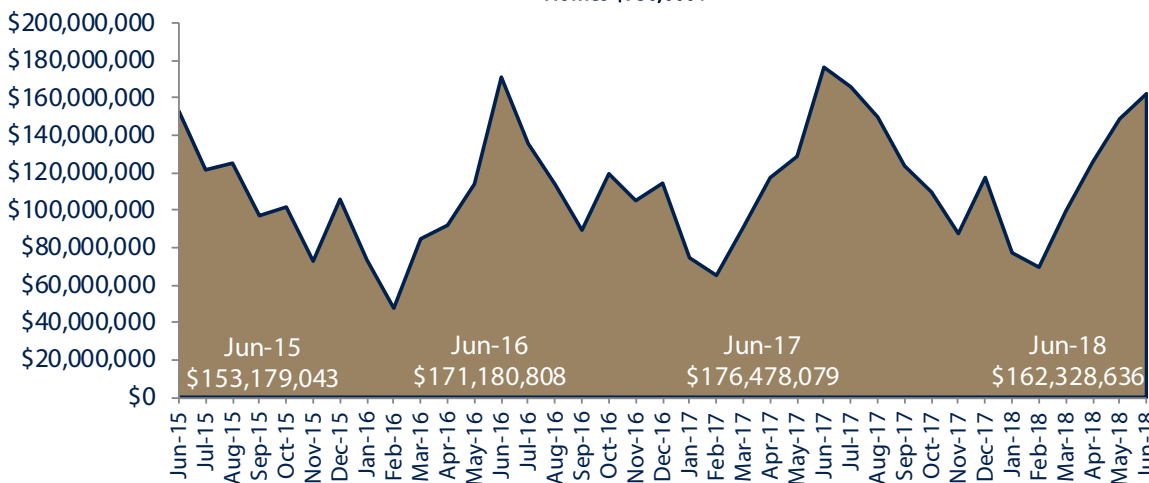
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+

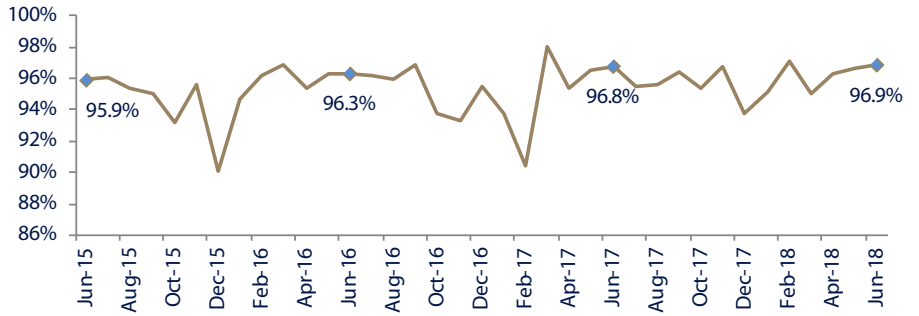


Total volume sold this June was 8.0% lower than the same month one year ago.

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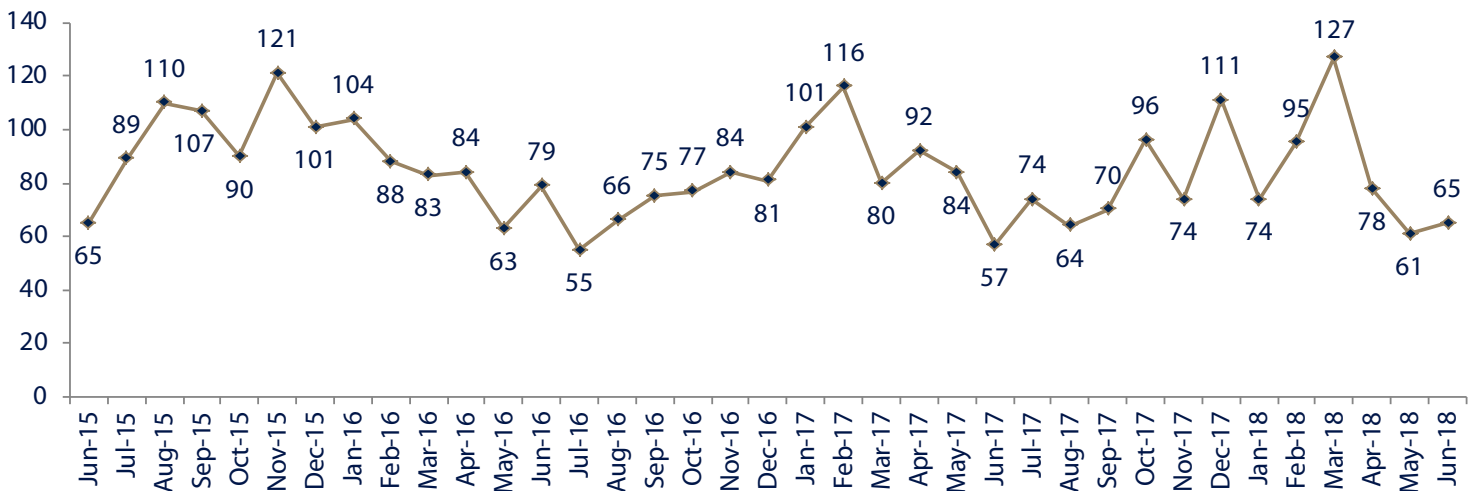
In June, the average sale price for homes more than \$750,000 was 96.9% of the average list price, which is similar compared to a year ago.

SALE PRICE AS % OF LIST PRICE
Homes \$750,000+



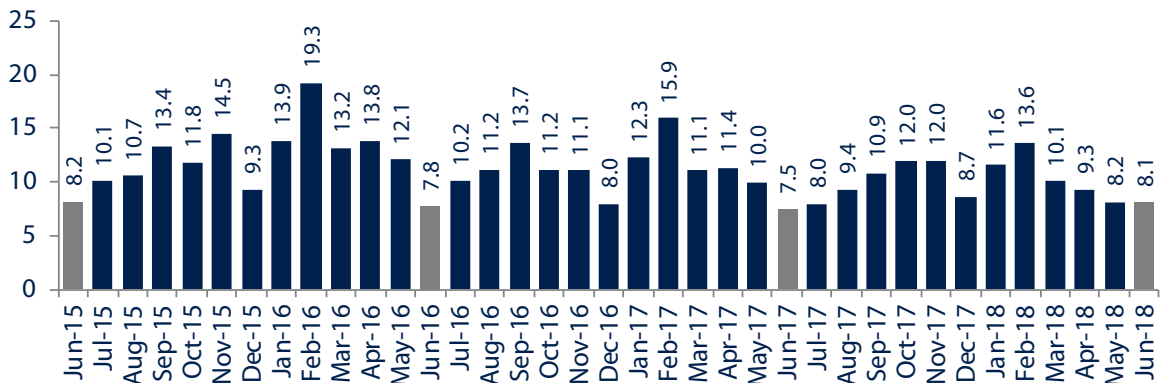
This month, the average number of days on market was 65, higher than the average last year, which was 57, an increase of 14.0%.

DAYS ON MARKET
Homes \$750,000+



MONTHS OF SUPPLY
Homes \$750,000+

In June, there were 8.1 months of supply available, compared to 7.5 in June of 2017. That is an increase of 8.0% versus a year ago.



Baltimore Metropolitan Area - June 2018

References & Definitions

BALTIMORE METROPOLITAN AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

Counties & cities included in this area are: Anne Arundel, Baltimore, Carroll, Harford, Howard, and Queen Anne's Counties and Baltimore City in Maryland.

Analysis dates for all regions are June 1, 2015 through June 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."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are June 1, 2015 through June 30, 2018".

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