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# LuxInsight

**Baltimore, MD**

Metropolitan Area

Luxury Housing Market Update

December 2018



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## Baltimore Metropolitan Area - 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.

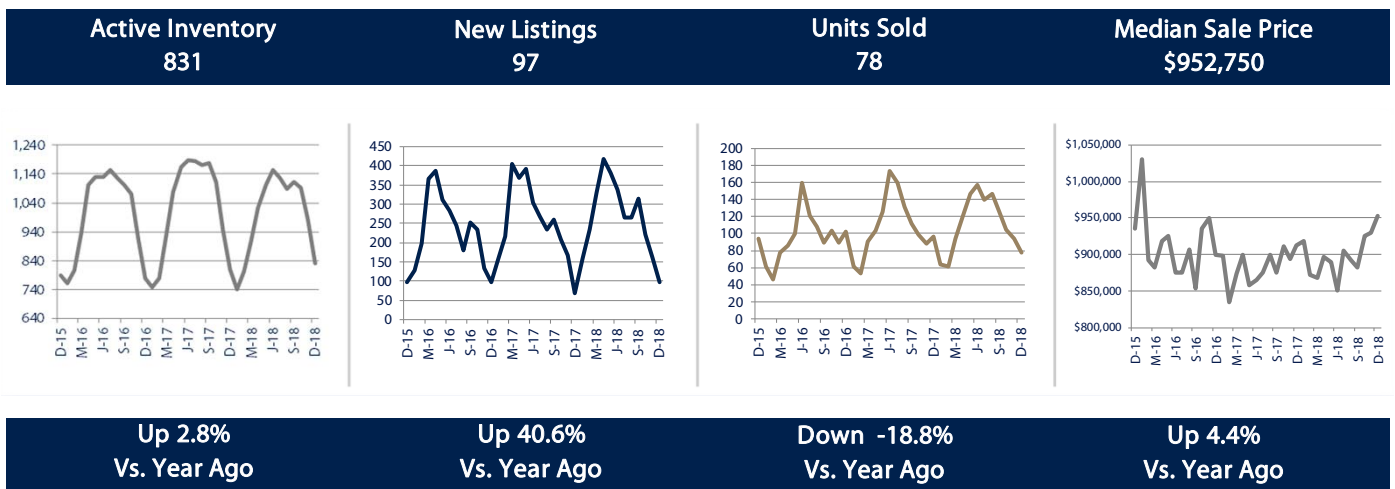
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

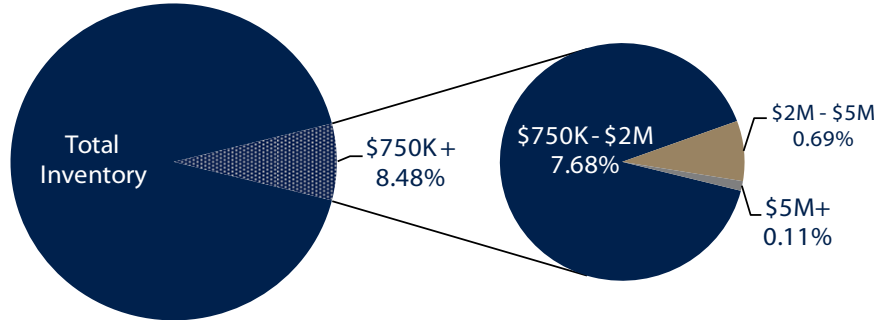


## Baltimore Metropolitan Area - December 2018

Compared to last December, the total number of homes more than \$750,000 available this month was higher by 2.8% and higher by 6.7% compared to December 2016.

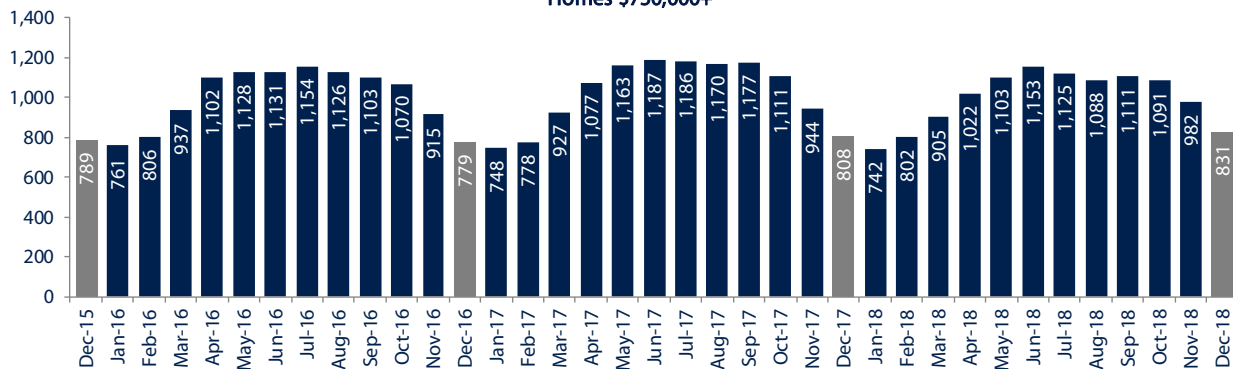
Active inventory this December was 15.4% lower than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

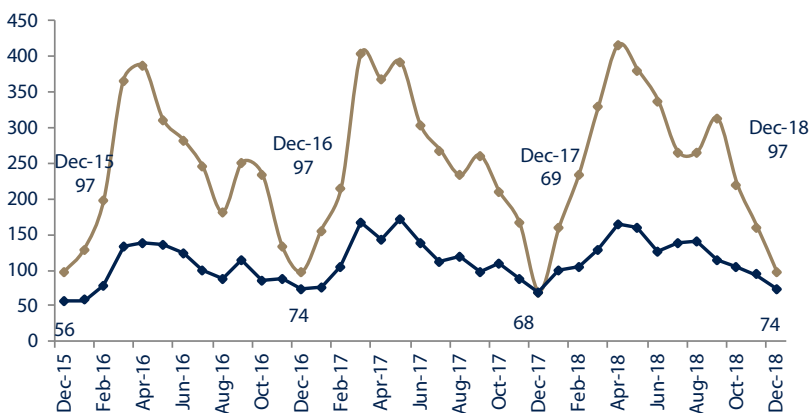
Homes \$750,000+



### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

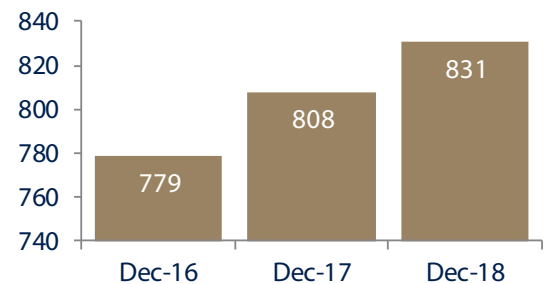
— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

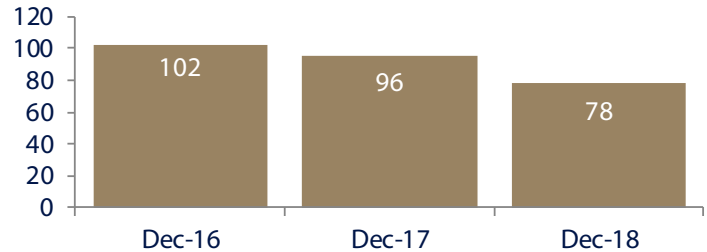


## Baltimore Metropolitan Area - December 2018

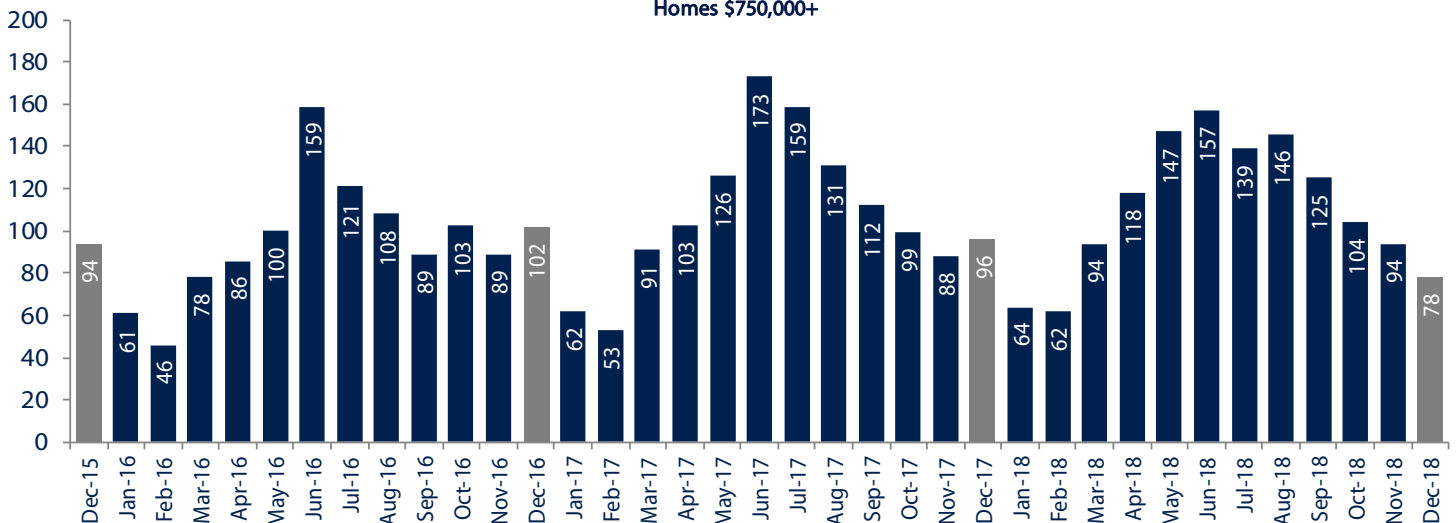
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 18.8% versus last December and a decrease of 23.5% versus December of 2016.

There was a decrease of 17.0% 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+

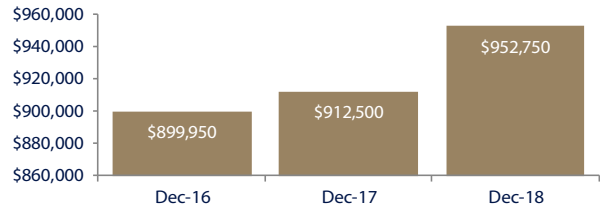
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
December 20, 2018	Annapolis	21403	\$6,300,000	\$6,300,000	100.0%	120	✓	
December 14, 2018	Annapolis	21401	\$3,365,000	\$3,050,000	90.6%	41	✓	
December 26, 2018	Annapolis	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 28, 2018	Lutherville Timonium	21093	\$1,495,000	\$1,400,000	93.6%	52		✓
December 21, 2018	Clarksville	21029	\$1,349,000	\$1,355,000	100.4%	40	✓	
December 19, 2018	Gibson Island	21056	\$1,390,000	\$1,300,000	93.5%	32	✓	✓

## Baltimore Metropolitan Area - December 2018

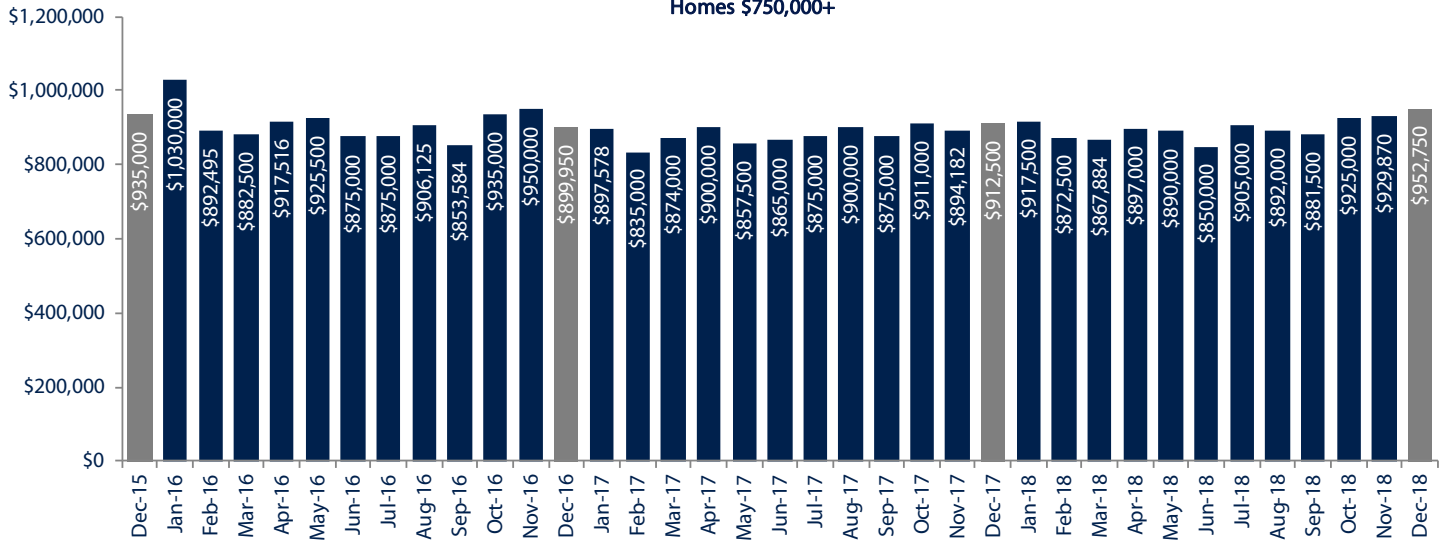
In December, the median sales price for homes more than \$750,000 was \$952,750, an increase of 4.4% compared to last year.

The current median sales price was higher by 2.5% than in November.

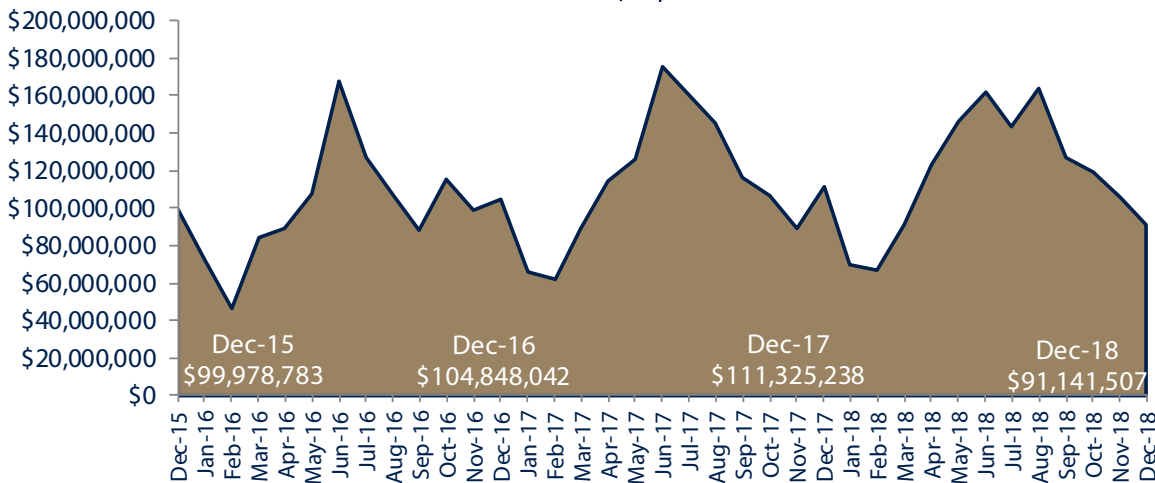
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$750,000+



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



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



Total volume sold this December was 18.1% lower than the same month one year ago.



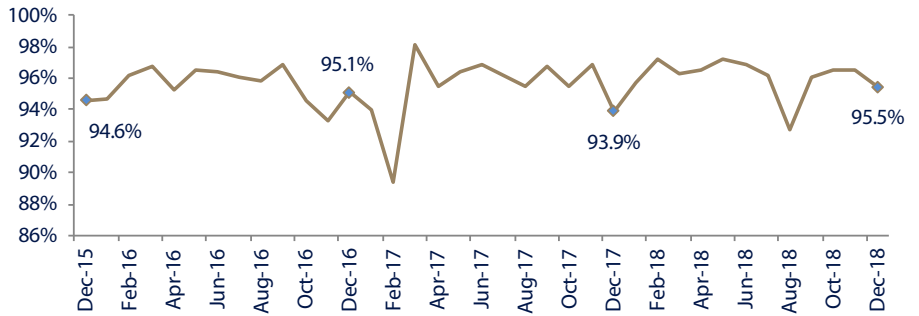
## Baltimore Metropolitan Area - December 2018

In December, the average sale price for homes more than \$750,000 was 95.5% of the average list price, which is 1.6% higher than at this time last year.

This month, the average number of days on market was 110, lower than the average last year, which was 132, a decrease of 16.7%.

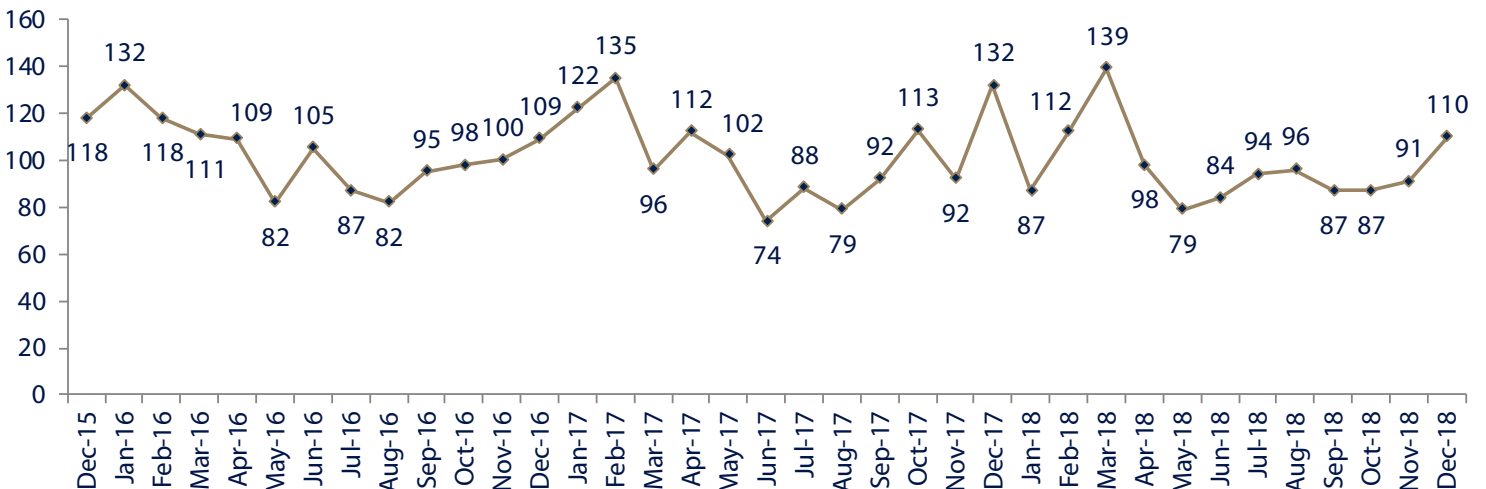
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

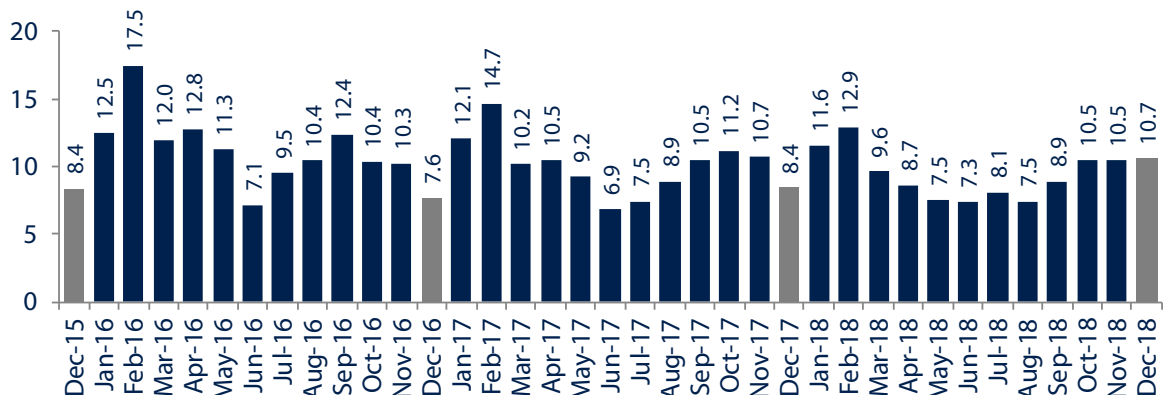
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In December, there were 10.7 months of supply available, compared to 8.4 in December of 2017. That is an increase of 27.4% versus a year ago.



## Baltimore Metropolitan Area - December 2018

### References & Definitions

#### **BALTIMORE METROPOLITAN AREA: 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.

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 December 1, 2015 through December 31, 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 December 1, 2015 through December 31, 2018".

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