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CHRISTIE'S
INTERNATIONAL REAL ESTATE

LuxInsight

Baltimore, MD

Metropolitan Area

Luxury Housing Market Update

September 2017



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Baltimore Metropolitan Area - September 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.

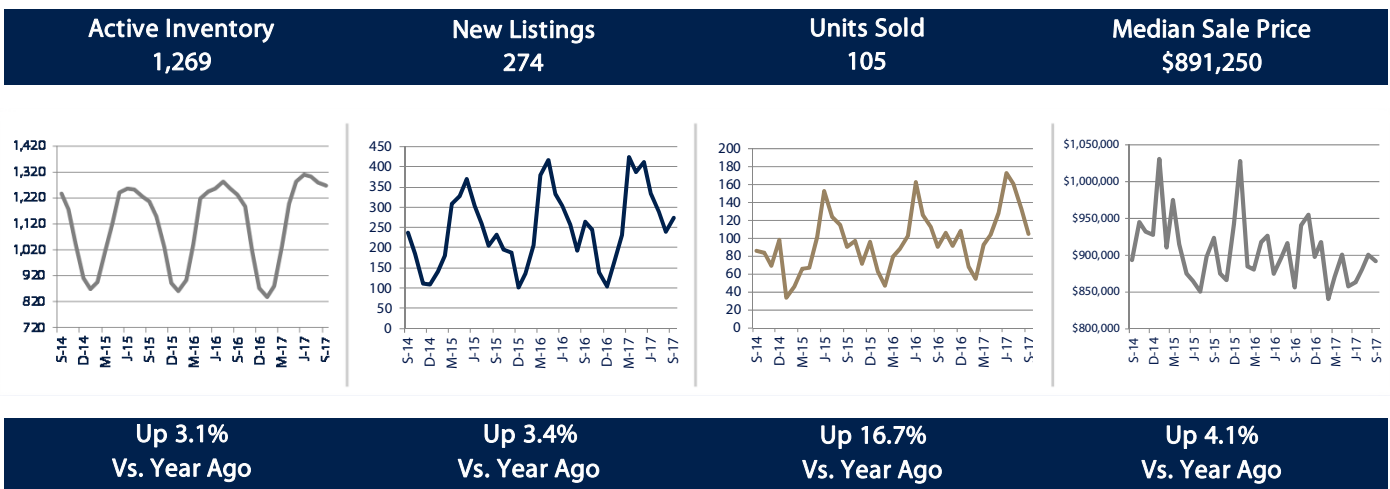
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™,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

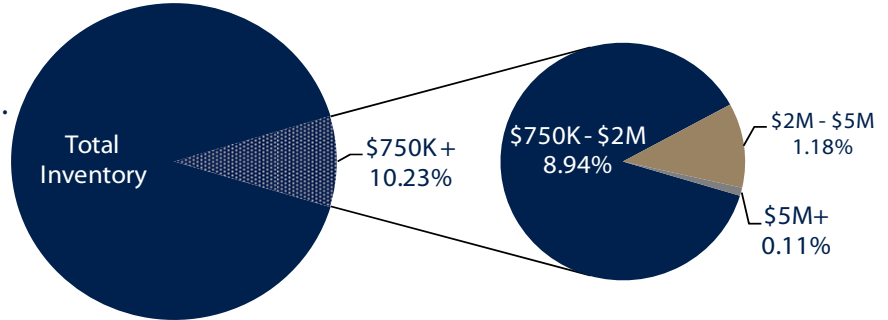


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Compared to last September, the total number of homes more than \$750,000 available this month was higher by 3.1% and higher by 5.3% compared to September 2015.

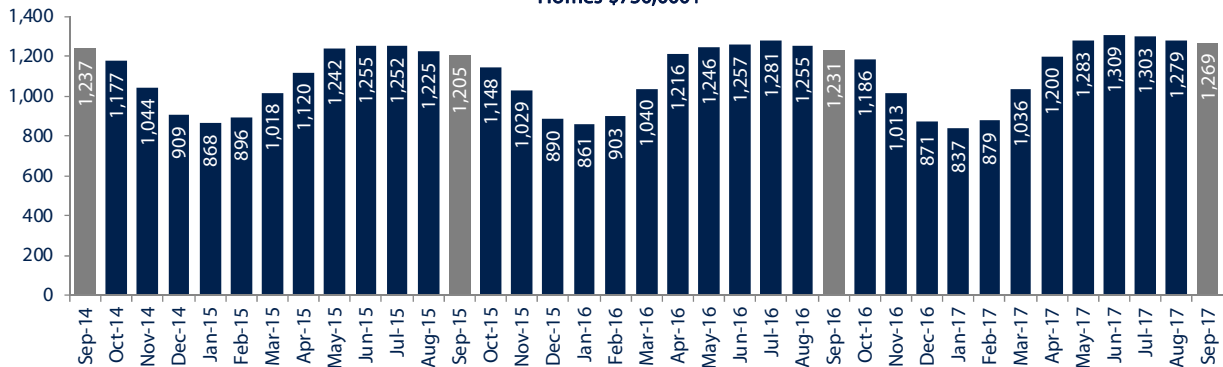
Active inventory this September was 0.8% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

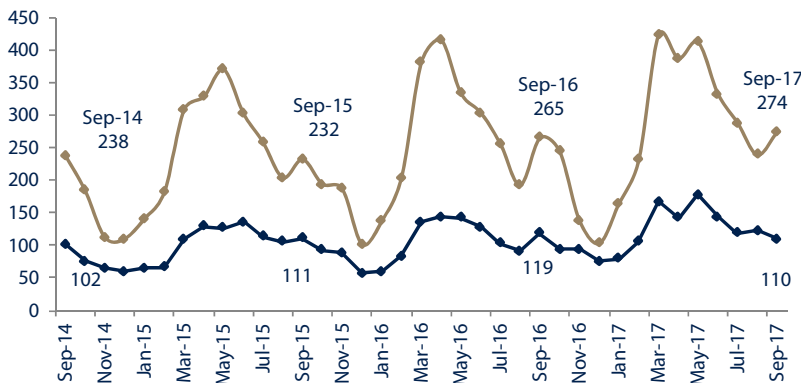
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

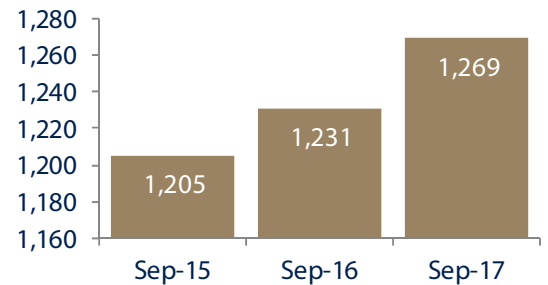
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

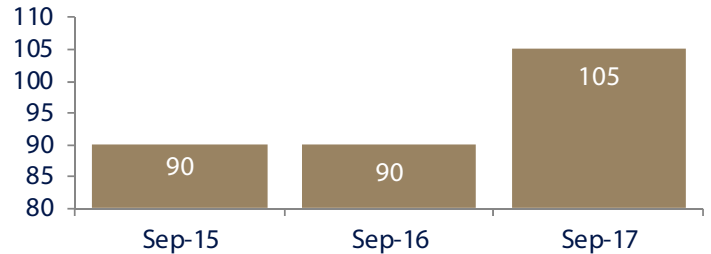


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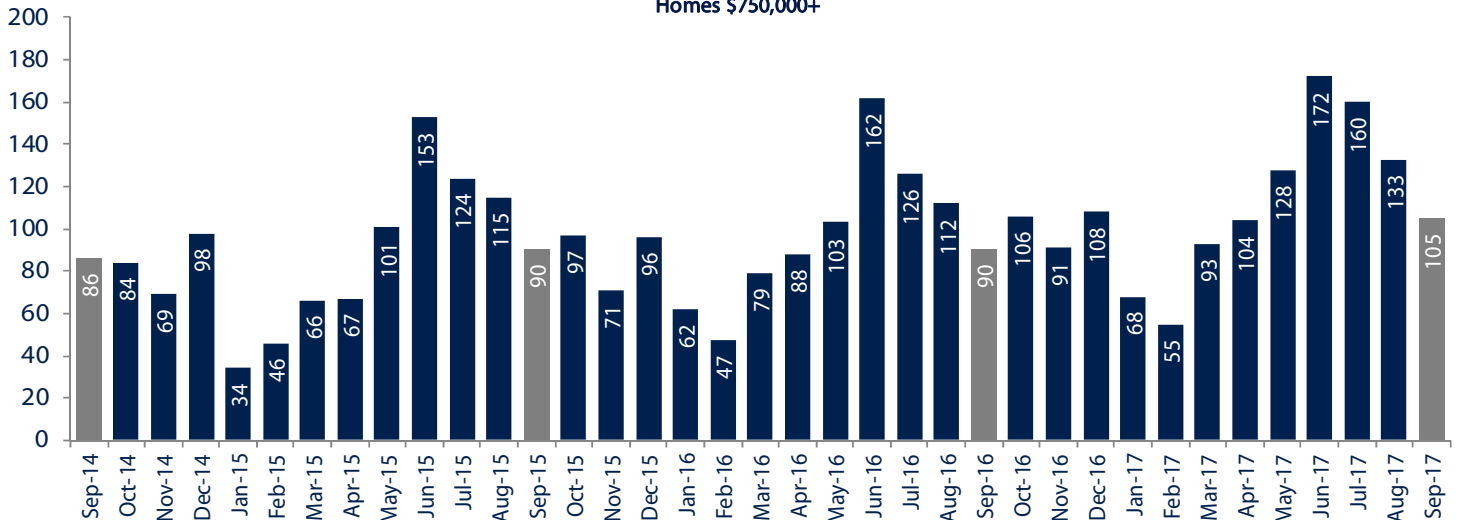
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 16.7% versus last September and an increase of 16.7% versus September of 2015.

There was a decrease of 21.1% in luxury units sold in September compared to August 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
September 14, 2017	Baltimore	21202	\$3,750,000	\$3,400,000	90.7%	1	✓	
September 29, 2017	Annapolis	21401	\$1,595,000	\$1,595,000	100.0%	5	✓	
September 29, 2017	Stevensville	21666	\$1,649,900	\$1,550,000	93.9%	119	✓	
September 15, 2017	Crownsville	21032	\$1,550,000	\$1,525,000	98.4%	11		✓
September 22, 2017	Phoenix	21131	\$1,599,000	\$1,500,000	93.8%	12		✓
September 26, 2017	Severna Park	21146	\$1,675,000	\$1,450,000	86.6%	746		✓
September 29, 2017	Cockeysville	21030	\$1,400,000	\$1,375,000	98.2%	5	✓	✓
September 1, 2017	Ellicott City	21042	\$1,490,000	\$1,300,000	87.2%	44		✓
September 26, 2017	Annapolis	21401	\$1,295,000	\$1,290,000	99.6%	39		✓
September 27, 2017	Glenwood	21738	\$1,225,000	\$1,200,000	98.0%	33		✓

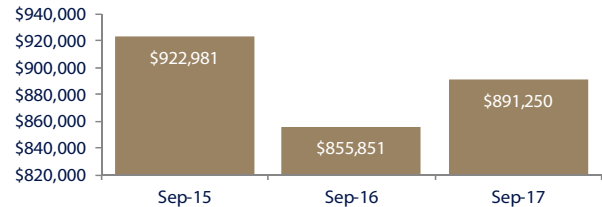
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In September, the median sales price for homes more than \$750,000 was \$891,250, an increase of 4.1% compared to last year.

The current median sales price was lower by 1.0% than in August.

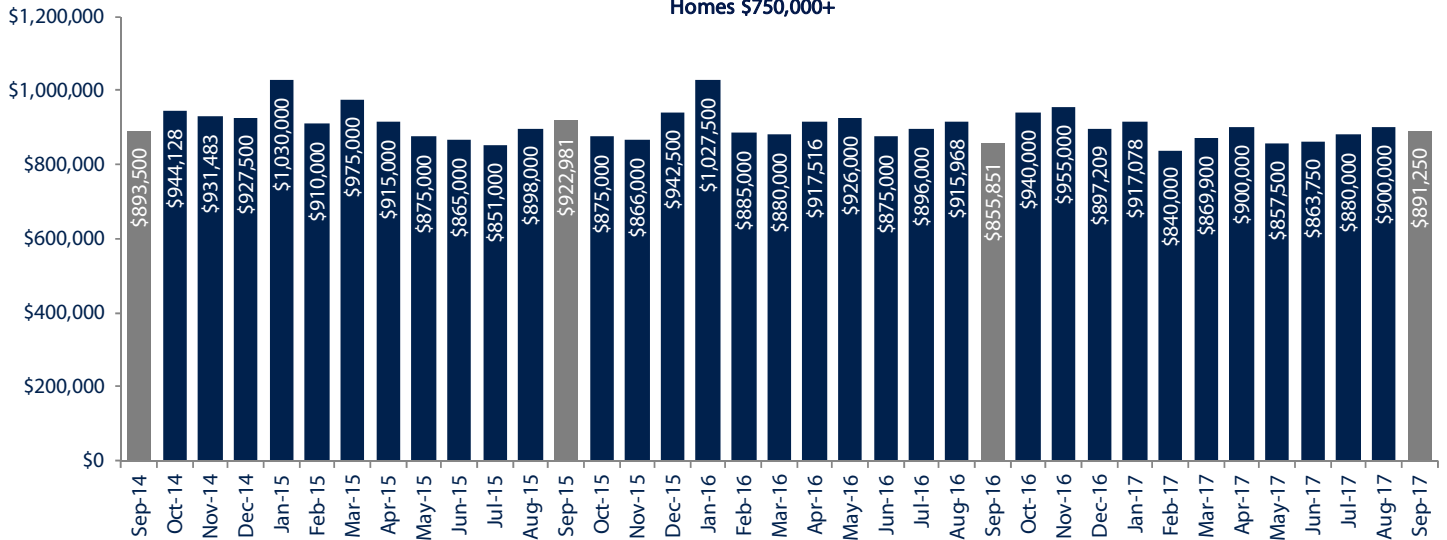
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



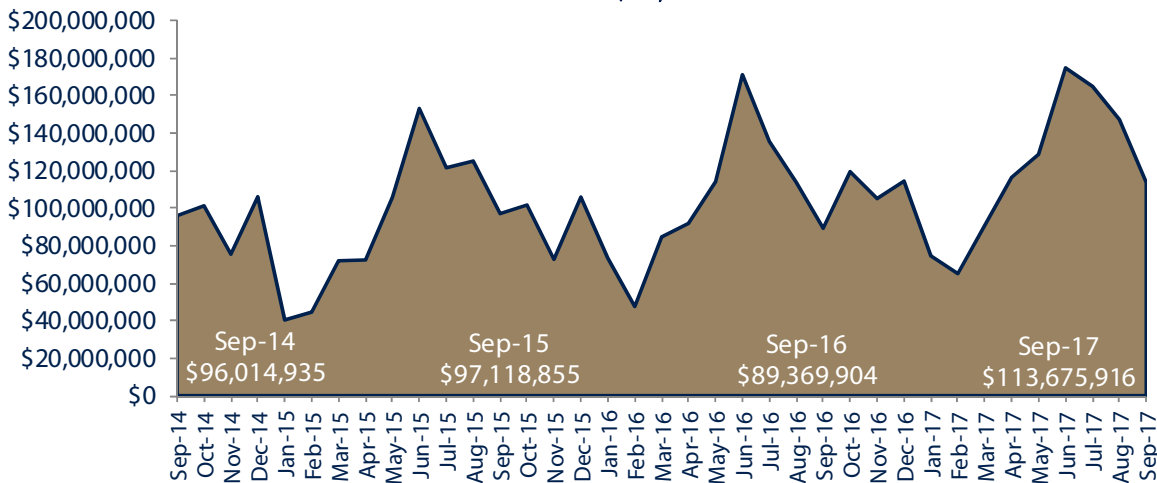
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this September was 27.2% higher than the same month one year ago.

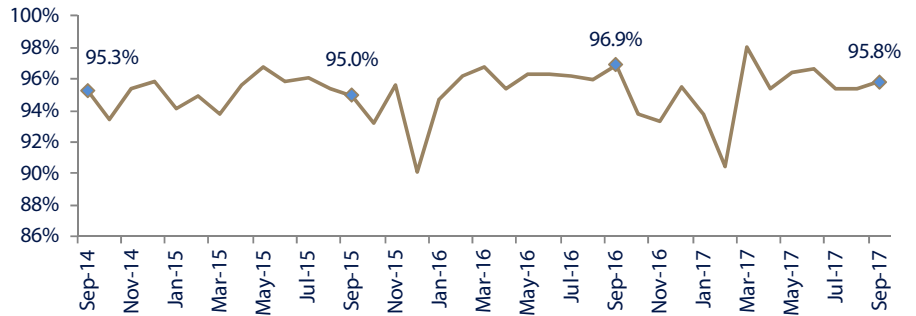
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In September, the average sale price for homes more than \$750,000 was 95.8% of the average list price, which is 1.1% lower than at this time last year.

This month, the average number of days on market was 69, lower than the average last year, which was 75, a decrease of 8.0%.

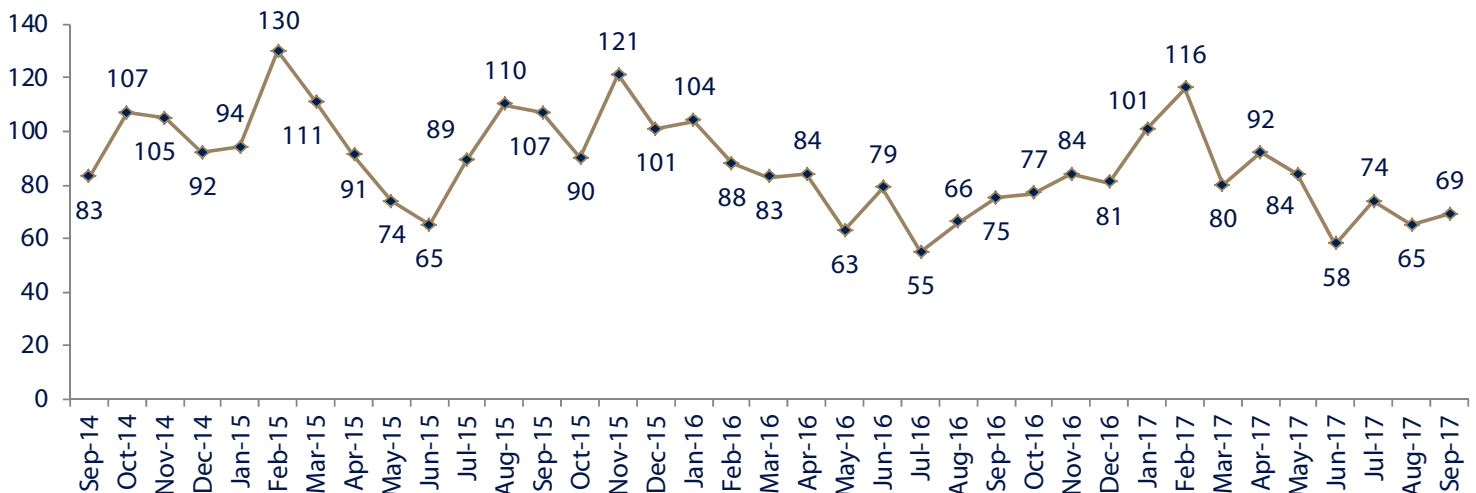
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

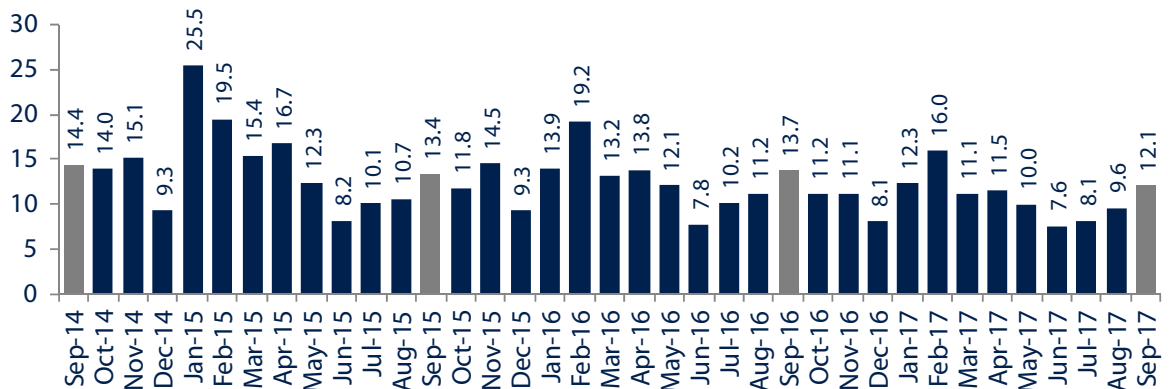
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In September, there were 12.1 months of supply available, compared to 13.7 in September of 2016. That is a decrease of 11.7% versus a year ago.



Baltimore Metropolitan Area - September 2017

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 September 1, 2014 through September 30, 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."

"# 1 Seller of Luxury Homes in Mid-Atlantic" based on data provided by local area Multiple Listing Services and their member Associations of REALTORS®. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are September 1, 2014 through September 30, 2017".

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