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# LuxInsight

**Baltimore, MD**

Metropolitan Area

Luxury Housing Market Update

July 2017



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## Baltimore Metropolitan Area - July 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.

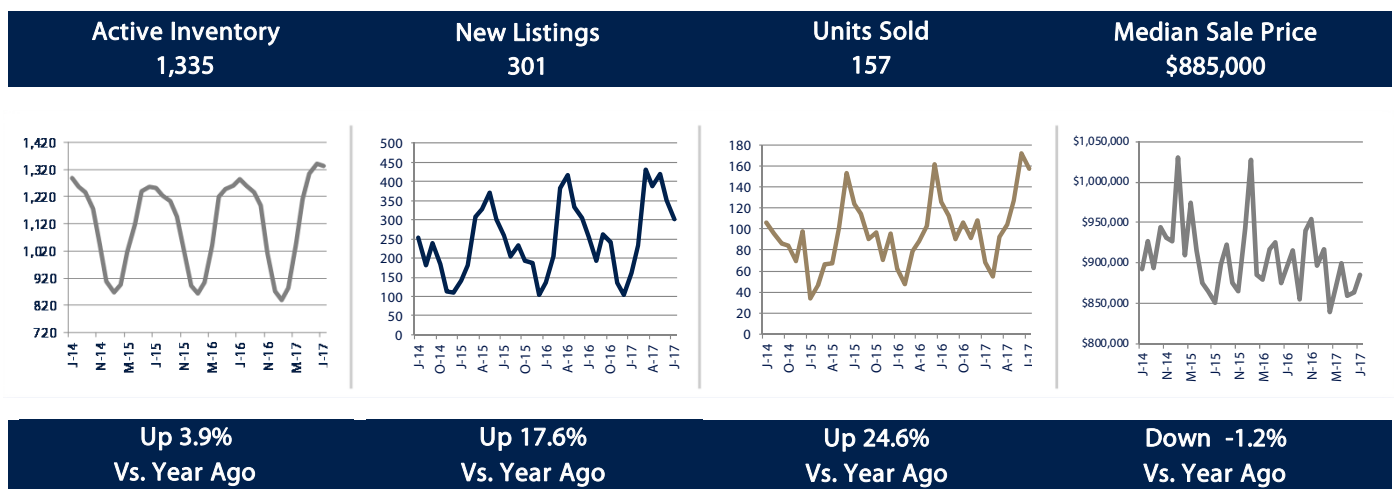


Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™,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

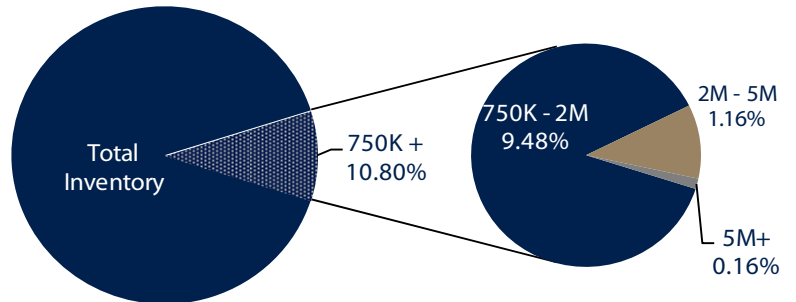


## Baltimore Metropolitan Area - July 2017

Compared to last July, the total number of homes more than \$750,000 available this month was higher by 3.9% and higher by 6.6% compared to July 2015.

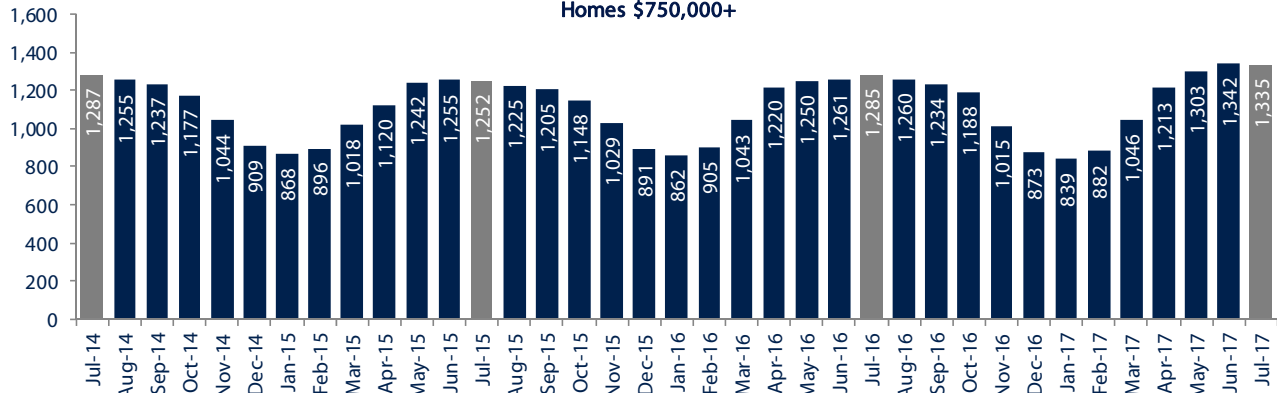
Active inventory this July was 0.5% lower than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

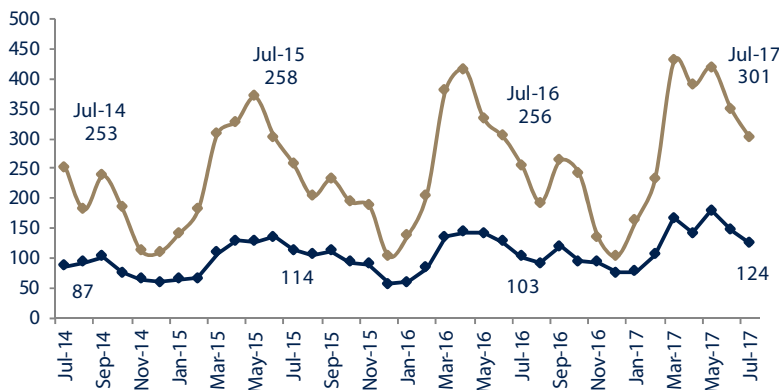
Homes \$750,000+



### NEW LISTINGS & NEW CONTRACTS

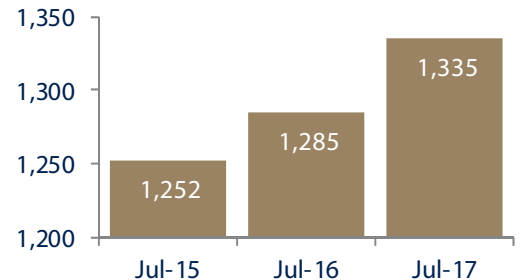
Homes \$750,000+

— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years  
Homes \$750,000+

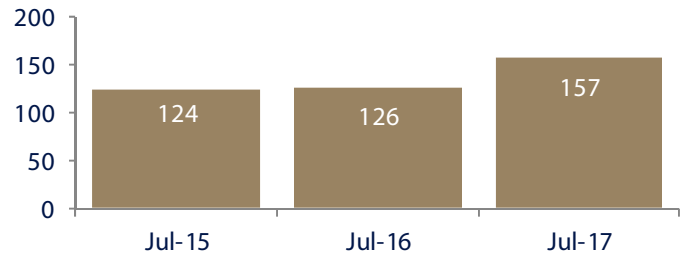


## Baltimore Metropolitan Area - July 2017

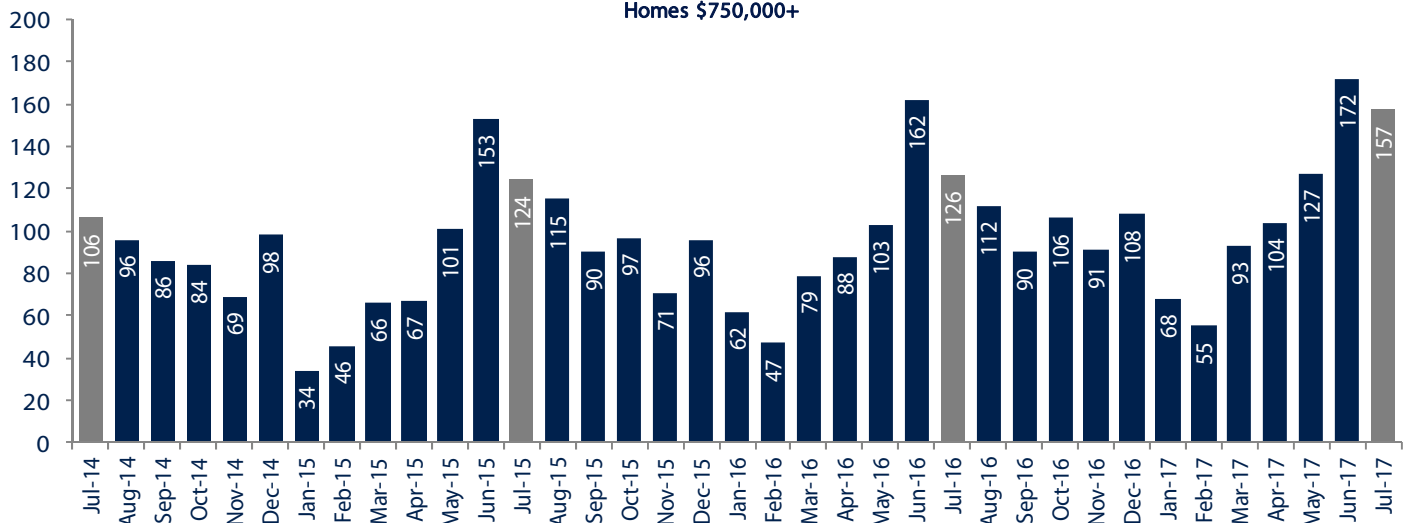
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 24.6% versus last July and an increase of 26.6% versus July of 2015.

There was a decrease of 8.7% in luxury units sold in July compared to June 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
July 31, 2017	Phoenix	21131	\$5,500,000	\$4,200,000	76.4%	183	✓	✓
July 31, 2017	Annapolis	21403	\$2,499,000	\$2,225,000	89.0%	65	✓	✓
July 6, 2017	Monkton	21111	\$1,750,000	\$1,655,000	94.6%	318	✓	
July 14, 2017	Riva	21140	\$1,800,000	\$1,615,000	89.7%	39	✓	✓
July 13, 2017	Pikesville	21208	\$1,499,000	\$1,407,075	93.9%	1	✓	
July 21, 2017	Ellicott City	21042	\$1,399,000	\$1,350,000	96.5%	19		✓
July 17, 2017	Ellicott City	21042	\$1,375,000	\$1,301,000	94.6%	40	✓	✓
July 26, 2017	Arnold	21012	\$1,499,000	\$1,300,000	86.7%	365	✓	
July 25, 2017	Towson	21204	\$1,295,000	\$1,230,000	95.0%	54		✓
July 21, 2017	Annapolis	21409	\$1,600,000	\$1,200,000	75.0%	146		✓

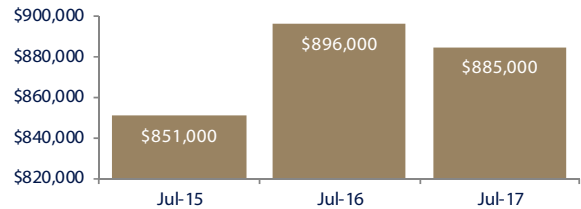
## Baltimore Metropolitan Area - July 2017

In July, the median sales price for homes more than \$750,000 was \$885,000, a decrease of 1.2% compared to last year.

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

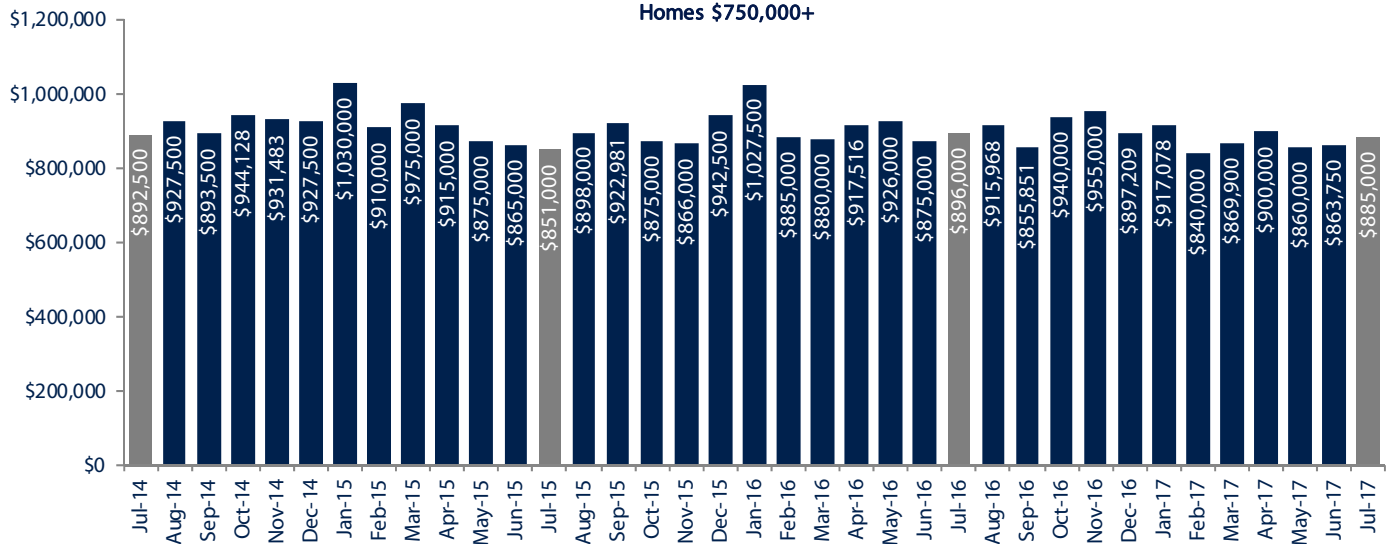
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$750,000+



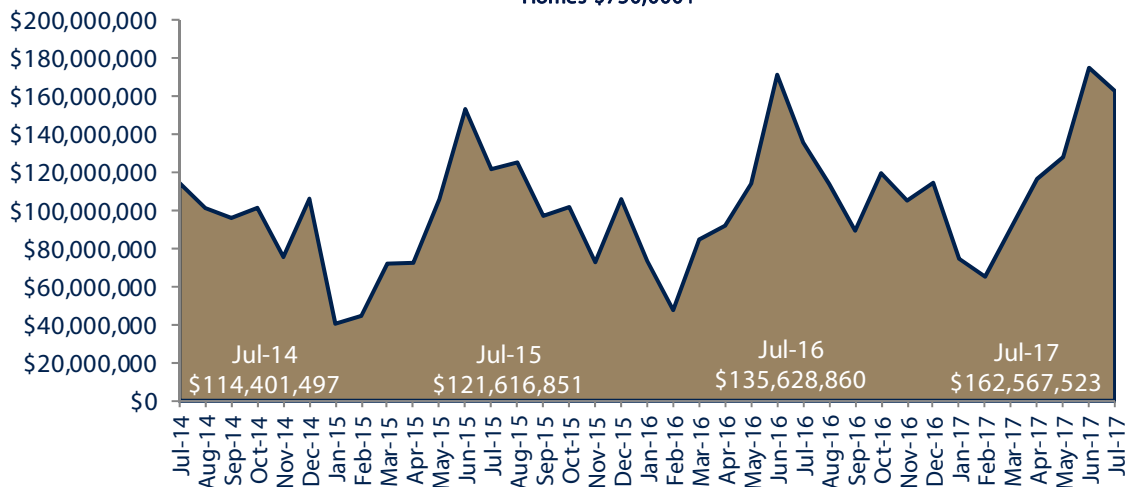
### MEDIAN SALES PRICE

Homes \$750,000+



### TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this July was 19.9% higher than the same month one year ago.

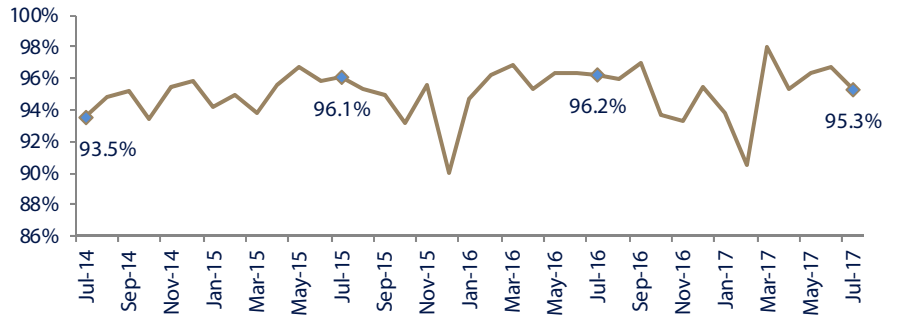
## Baltimore Metropolitan Area - July 2017

In July, the average sale price for homes more than \$750,000 was 95.3% of the average list price, which is 0.9% lower than at this time last year.

This month, the average number of days on market was 74, higher than the average last year, which was 55, an increase of 34.5%.

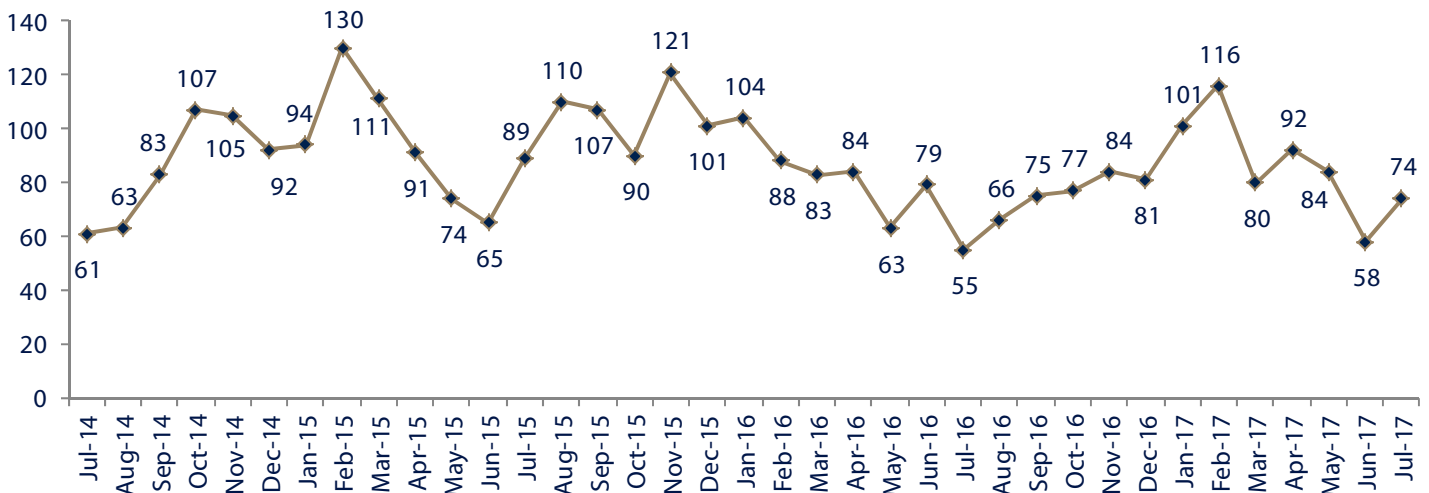
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

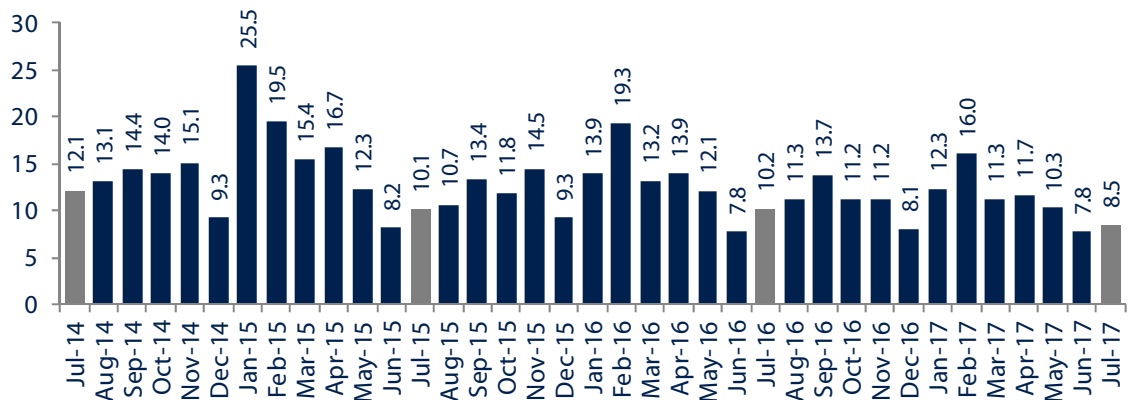
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 8.5 months of supply available, compared to 10.2 in July of 2016. That is a decrease of 16.7% versus a year ago.



## Baltimore Metropolitan Area - July 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 July 1, 2014 through July 31, 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 July 1, 2014 through July 31, 2017".

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