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LuxInsight

Baltimore, MD

Metropolitan Area

Luxury Housing Market Update

April 2018



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Baltimore Metropolitan Area - April 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+

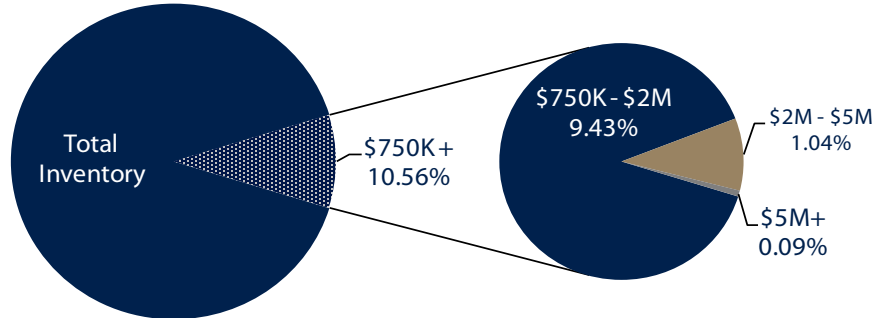


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Compared to last April, the total number of homes more than \$750,000 available this month was lower by 7.6% and lower by 9.3% compared to April 2016.

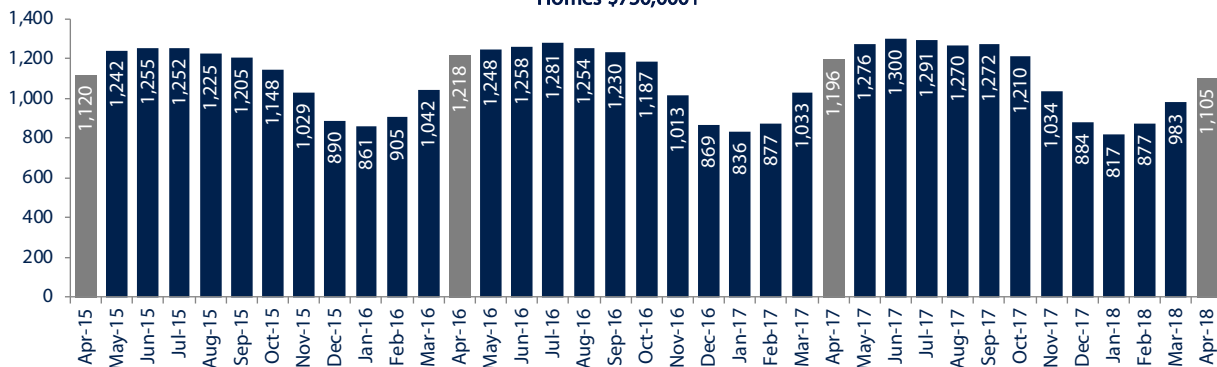
Active inventory this April was 12.4% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



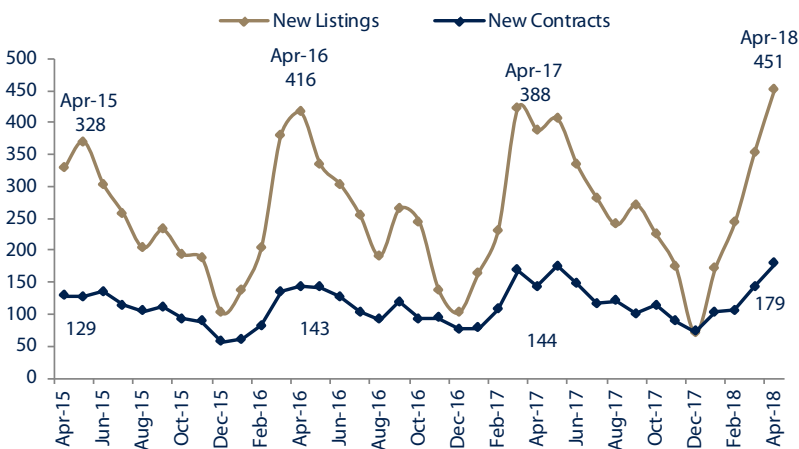
ACTIVE INVENTORY

Homes \$750,000+



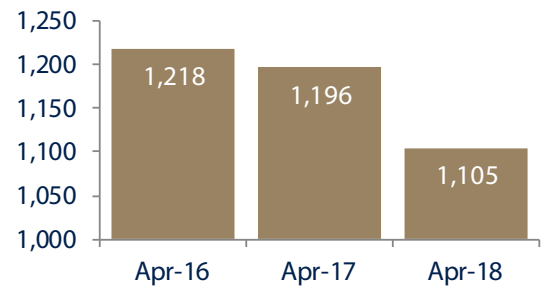
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

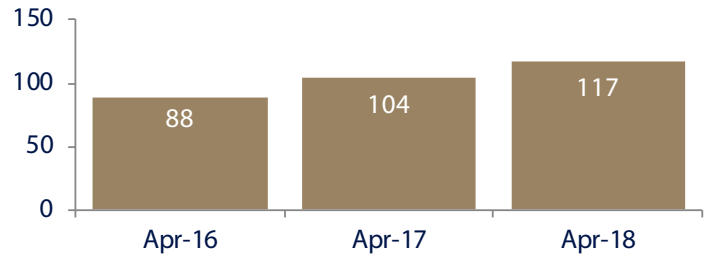


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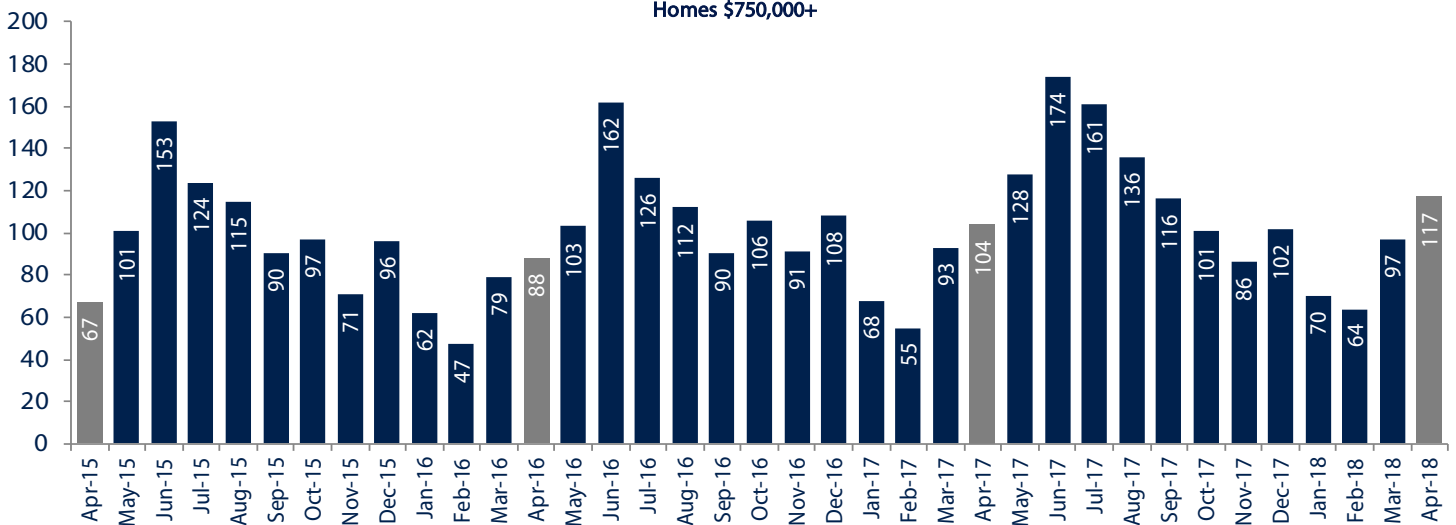
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 12.5% versus last April and an increase of 33.0% versus April of 2016.

There was an increase of 20.6% in luxury units sold in April compared to March of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

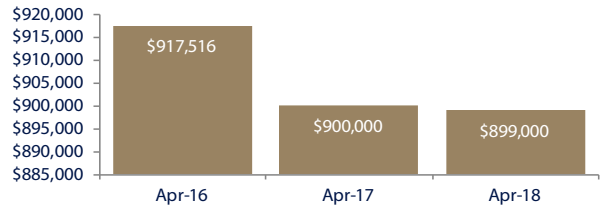
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 10, 2018	Gibson Island	21056	\$2,495,000	\$2,400,000	96.2%	10	✓	
April 27, 2018	Centreville	21617	\$2,250,000	\$2,000,000	88.9%	245	✓	
April 6, 2018	Columbia	21044	\$1,812,000	\$1,690,000	93.3%	17	✓	
April 17, 2018	Crownsville	21032	\$1,679,000	\$1,650,000	98.3%	4	✓	✓
April 30, 2018	Pasadena	21122	\$1,700,000	\$1,625,000	95.6%	12	✓	✓
April 4, 2018	Ellicott City	21042	\$1,375,000	\$1,425,000	103.6%	27		✓
April 9, 2018	Baltimore	21224	\$1,499,000	\$1,420,000	94.7%	341	✓	
April 26, 2018	Clarksville	21029	\$1,450,000	\$1,375,000	94.8%	1		✓
April 5, 2018	Baltimore	21230	\$1,425,000	\$1,361,303	95.5%	179	✓	
April 30, 2018	Edgewater	21037	\$1,299,900	\$1,275,000	98.1%	35	✓	

Baltimore Metropolitan Area - April 2018

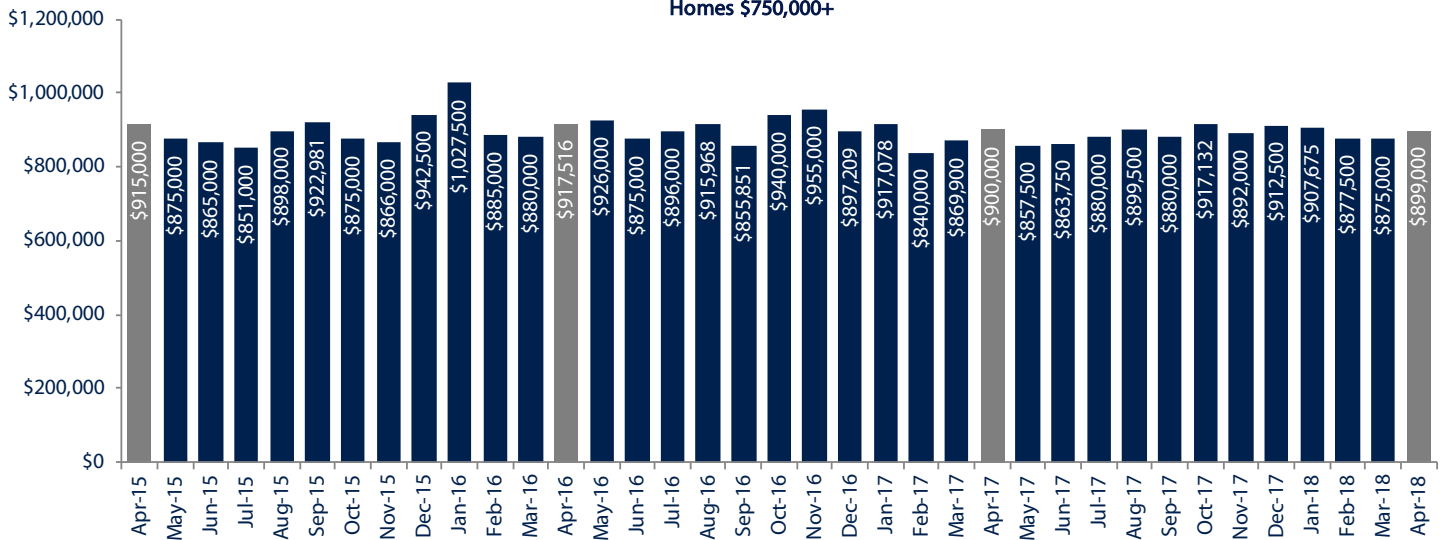
In April, the median sales price for homes more than \$750,000 was \$899,000, similar compared to the same time last year.

The current median sales price is higher by 2.7% than in March.

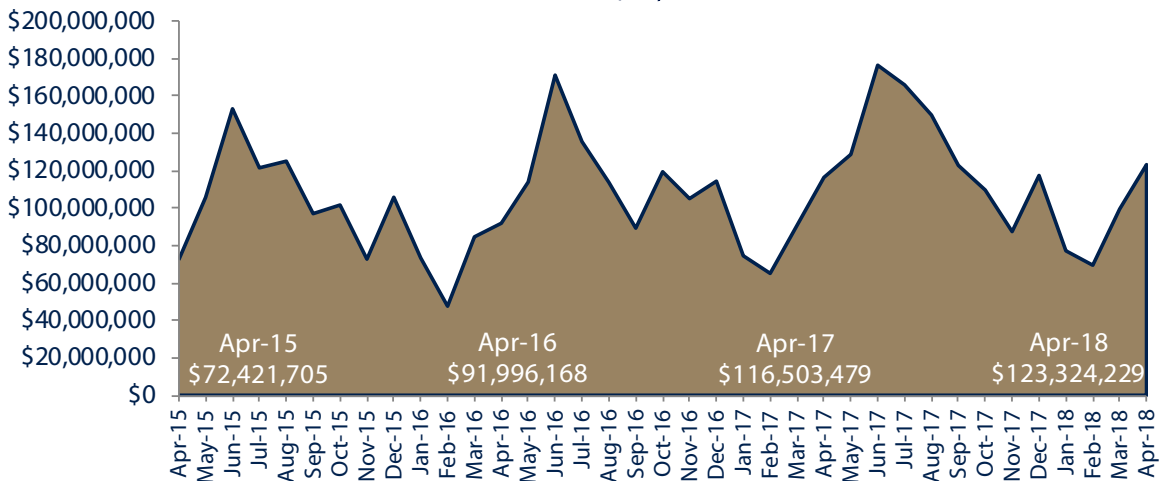
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this April was 5.9% higher than the same month one year ago.

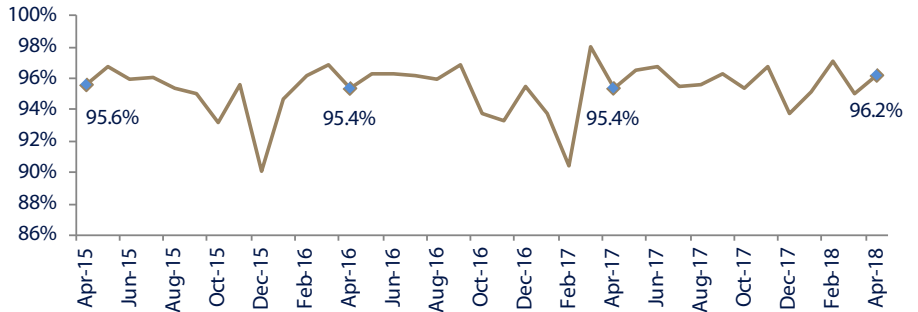
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In April, the average sale price for homes more than \$750,000 was 96.2% of the average list price, which is 0.8% higher than at this time last year.

This month, the average number of days on market was 78, lower than the average last year, which was 92, a decrease of 15.2%.

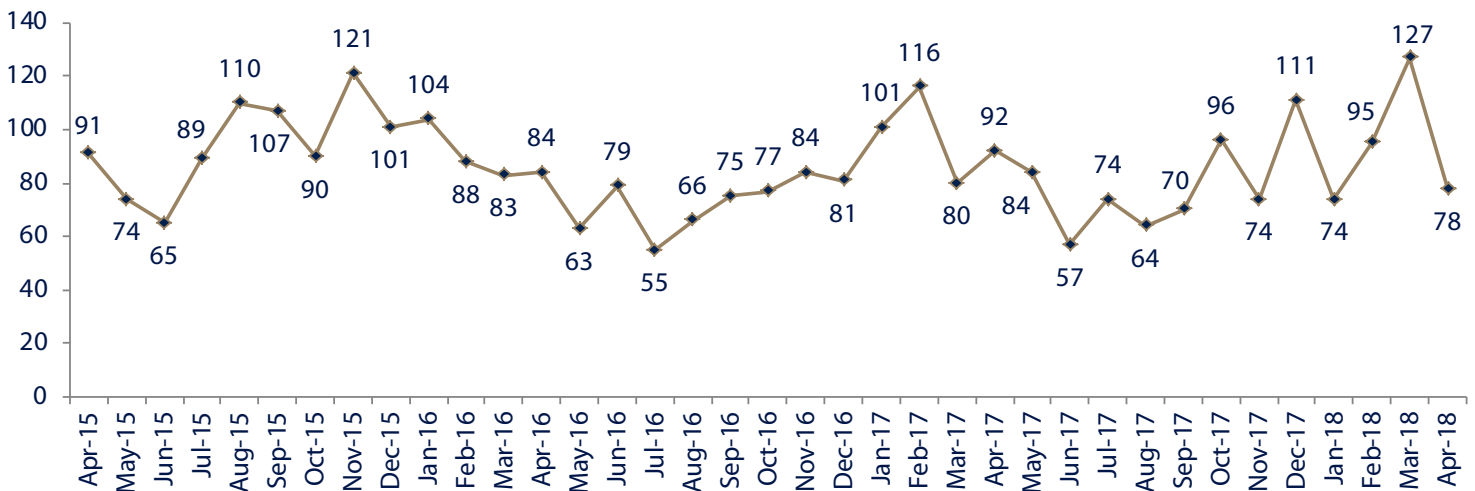
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

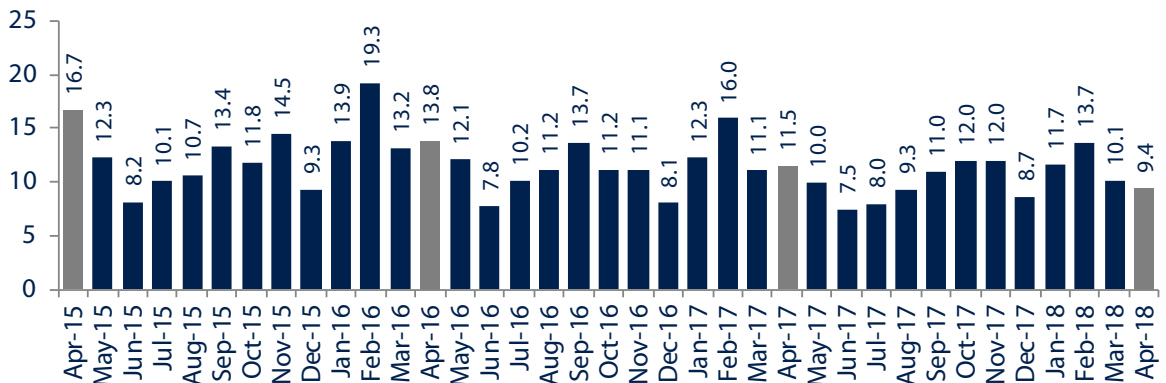
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In April, there were 9.4 months of supply available, compared to 11.5 in April of 2017. That is a decrease of 18.3% versus a year ago.



Baltimore Metropolitan Area - April 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 April 1, 2015 through April 30, 2018.

Contacts & Disclaimers

MEDIA CONTACT

Vicki Bendure, Bendure Communications

Email: Vicki@bendurepr.com

Phone: (540) 687-3360

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc.

Senior Market Research Analyst

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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 April 1, 2015 through April 30, 2018".

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