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LuxInsight

Eastern Shore MD/DE

Area

Luxury Housing Market Update

January 2019



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Eastern Shore MD/DE Area - January 2019

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.

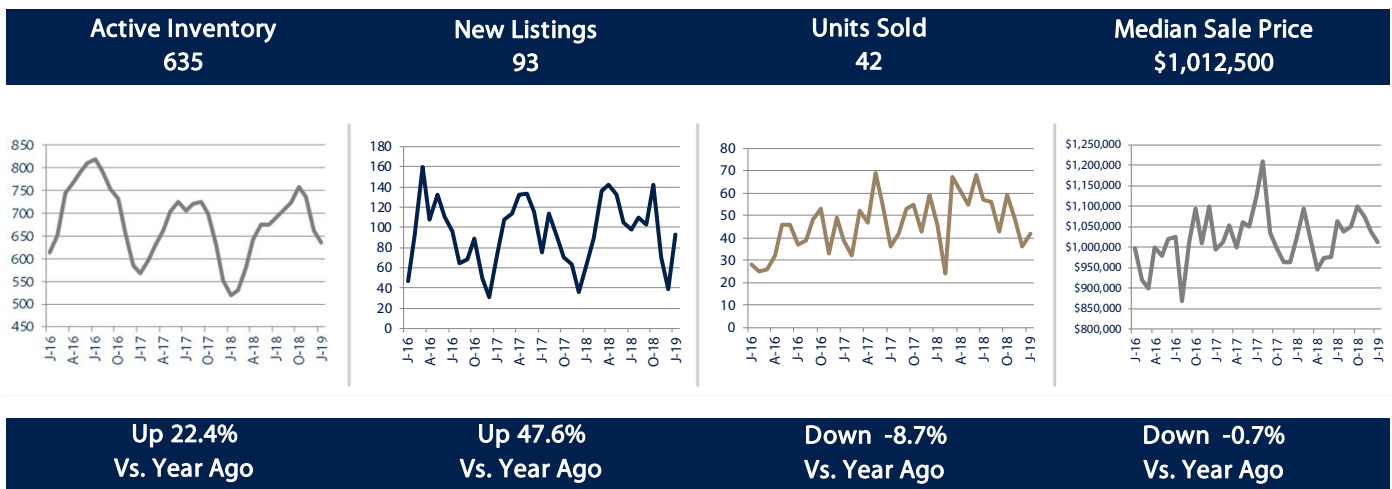
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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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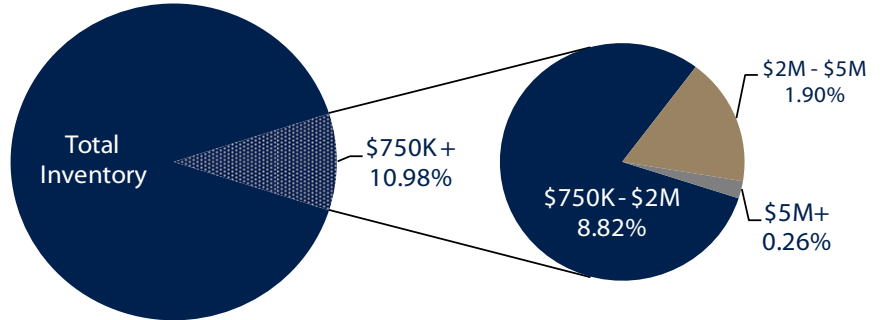
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Compared to last January, the total number of homes more than \$750,000 available this month was higher by 22.4% and higher by 11.8% compared to January 2017.

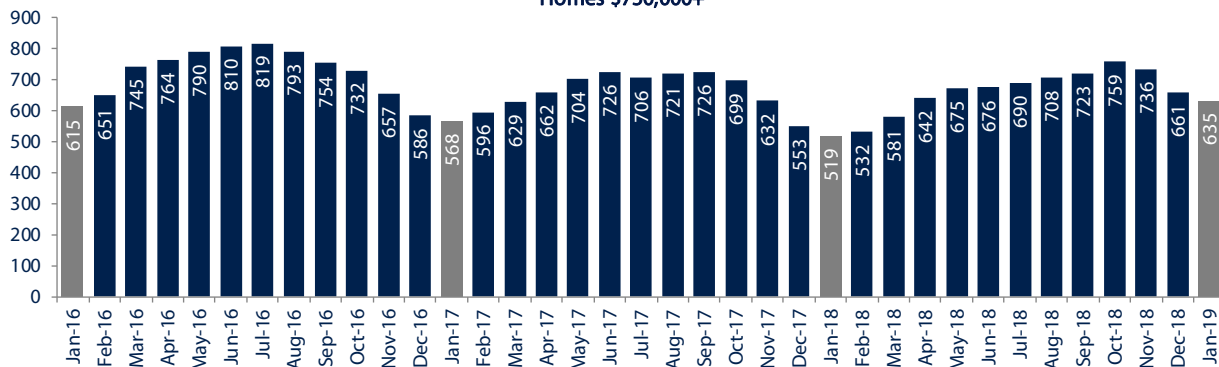
Active inventory this January was 3.9% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



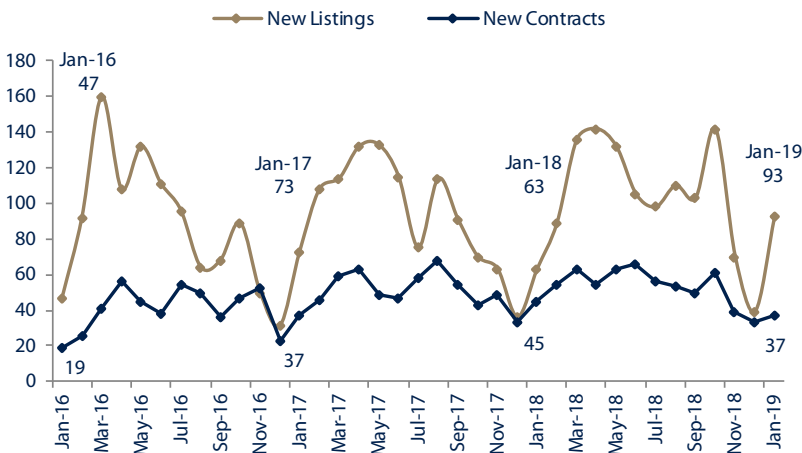
ACTIVE INVENTORY

Homes \$750,000+



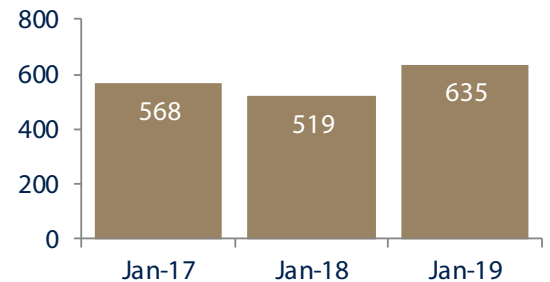
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

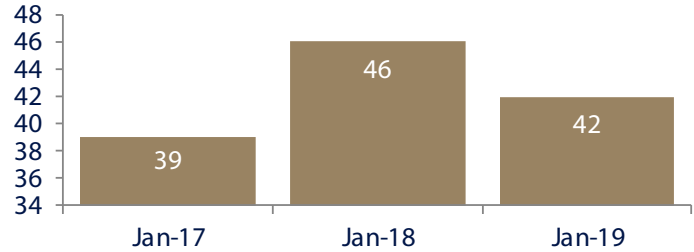


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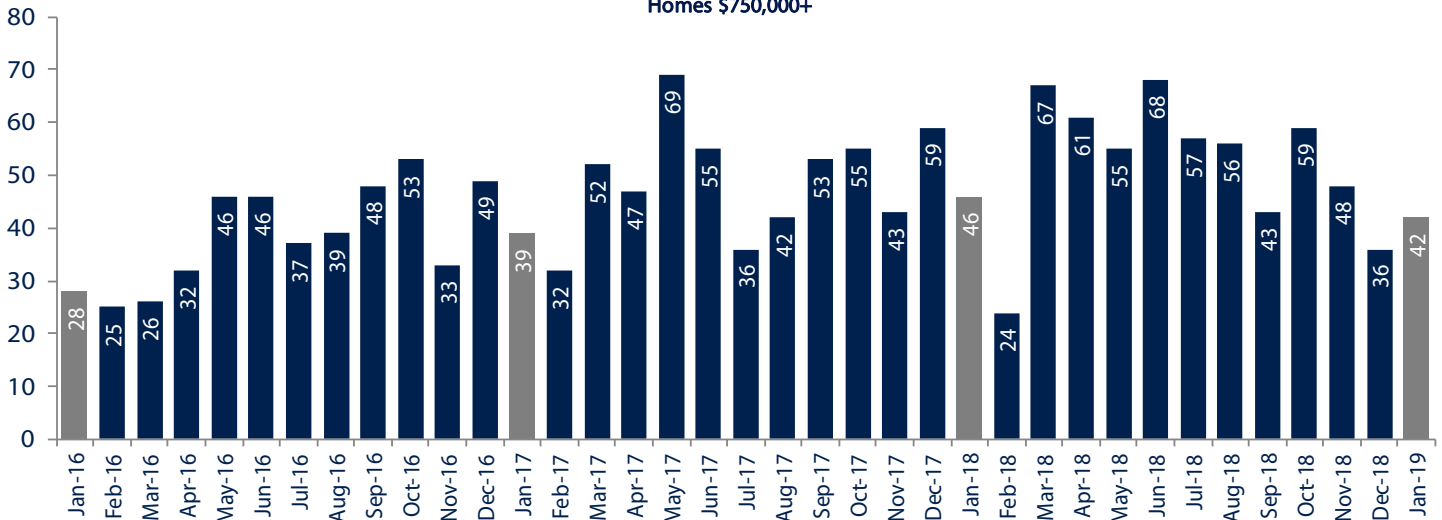
This month's units sold for homes more than \$750,000 was lower than at this time last year, a decrease of 8.7% versus last January and an increase of 7.7% versus January of 2017.

There was an increase of 16.7% in luxury units sold in January compared to December 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
January 18, 2019	Rehoboth Beach	19971	\$2,295,000	\$2,050,000	89.3%	494	✓	
January 31, 2019	Queenstown	21658	\$2,390,000	\$1,900,000	79.5%	188		✓
January 18, 2019	Saint Michaels	21663	\$1,795,000	\$1,575,000	87.7%	169		✓
January 4, 2019	North Bethany	19930	\$1,595,000	\$1,525,000	95.6%	53		✓
January 15, 2019	Westover	21871	\$1,100,000	\$1,100,000	100.0%	466		✓
January 24, 2019	Saint Michaels	21663	\$885,000	\$880,000	99.4%	14		✓
January 18, 2019	Grasonville	21638	\$850,000	\$860,000	101.2%	187	✓	
January 18, 2019	Lewes	19958	\$879,900	\$839,000	95.4%	248	✓	
January 17, 2019	Selbyville	19975	\$724,000	\$834,998	115.3%	32	✓	✓
January 23, 2019	South Bethany	19930	\$829,000	\$800,000	96.5%	18	✓	

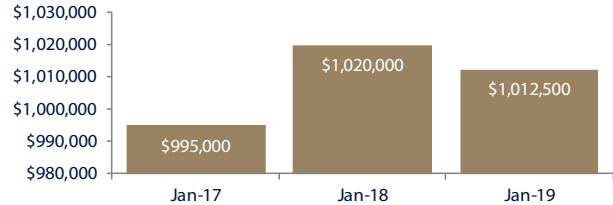
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In January, the median sales price for homes more than \$750,000 was \$1,012,500, a decrease of 0.7% compared to last year.

The current median sales price was lower by 2.4% than in December.

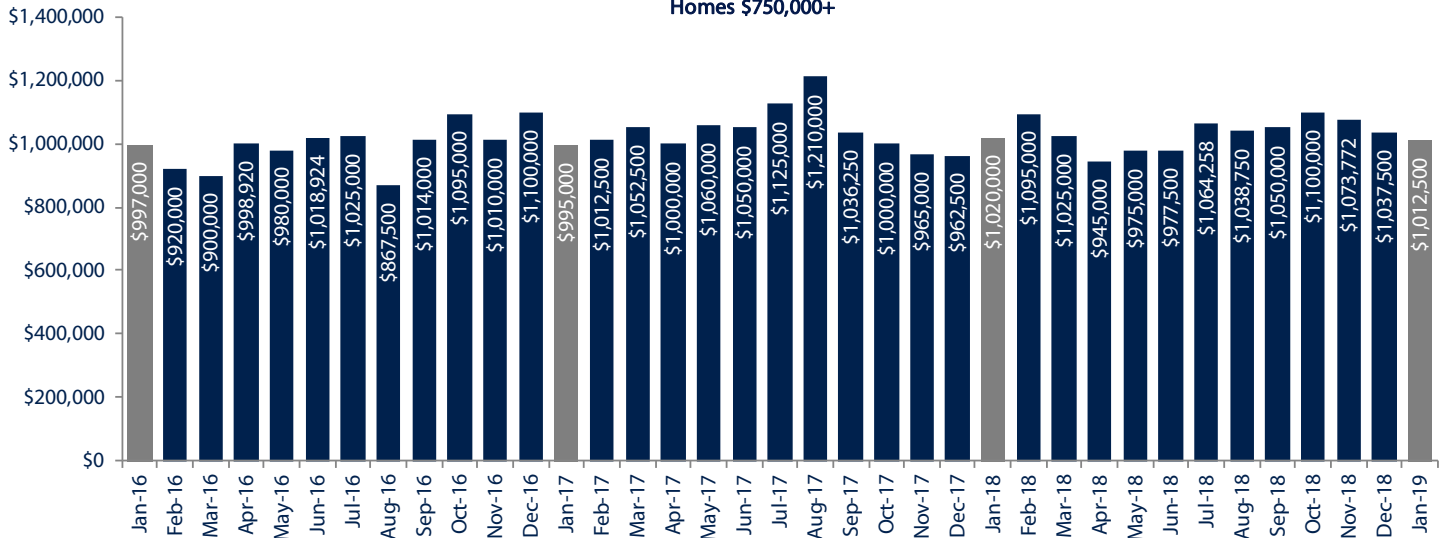
MEDIAN SALES PRICE

Versus Previous Years
Homes \$750,000+



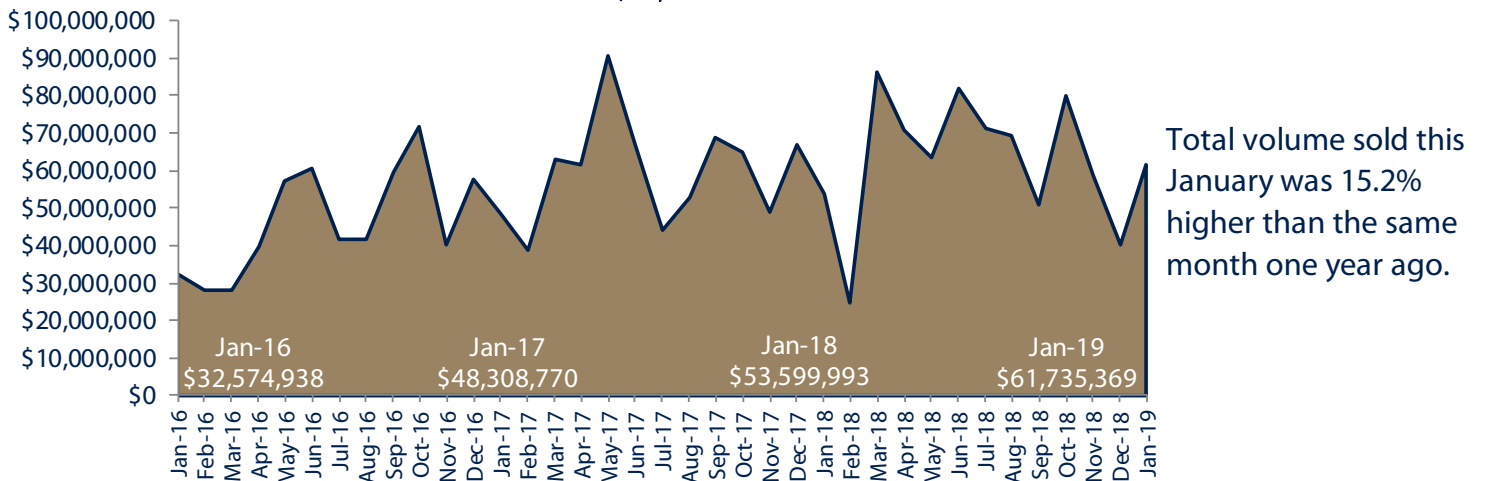
MEDIAN SALES PRICE

Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+

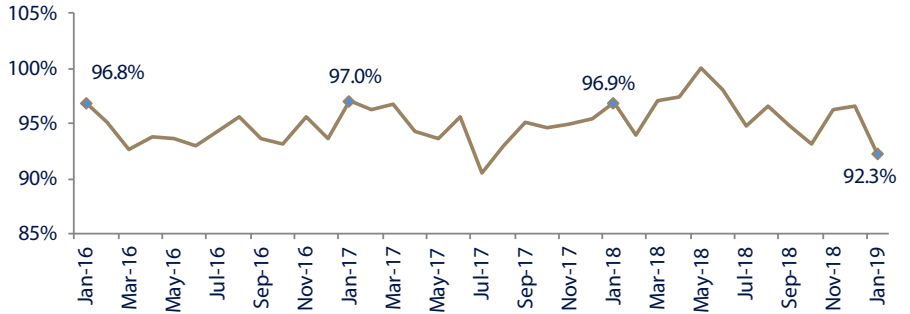


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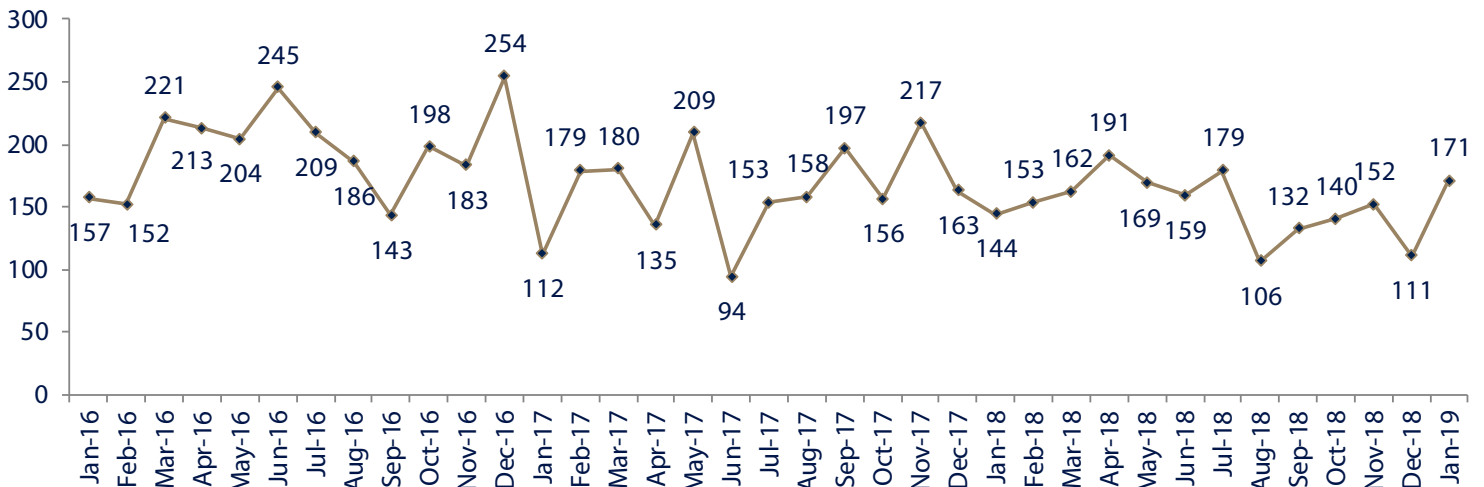
In January, the average sale price for homes more than \$750,000 was 92.3% of the average list price, which is 4.6% lower than at this time last year.

This month, the average number of days on market was 171, higher than the average last year, which was 144, an increase of 18.8%.

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

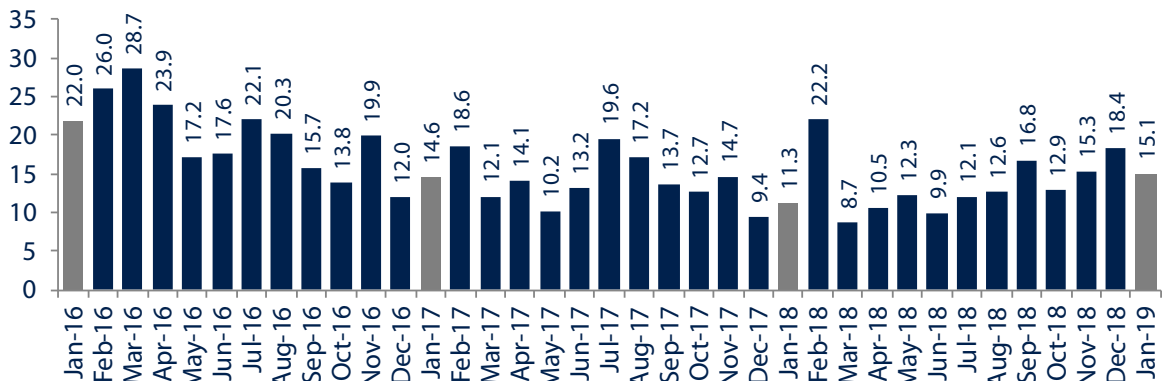


DAYS ON MARKET
Homes \$750,000+



MONTHS OF SUPPLY
Homes \$750,000+

In January, there were 15.1 months of supply available, compared to 11.3 in January of 2018. That is an increase of 33.6% versus a year ago.



Eastern Shore MD/DE Area - January 2019

References & Definitions

EASTERN SHORE MD/DE 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 include in this area are: Caroline, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties in Maryland and Sussex County in Delaware.

Analysis dates for all regions are January 1, 2016 through January 31, 2019.

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 January 1, 2016 through January 31, 2019".

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