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LuxInsight

Eastern Shore MD/DE

Area

Luxury Housing Market Update

March 2018



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Eastern Shore MD/DE Area - March 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+

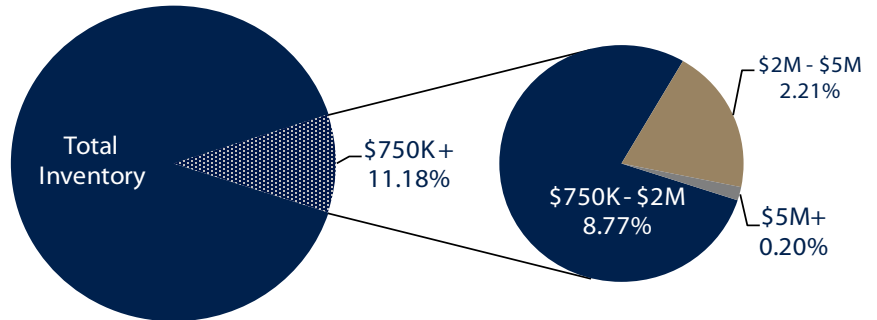


Eastern Shore MD/DE Area - March 2018

Compared to last March, the total number of homes more than \$750,000 available this month was lower by 5.2% and lower by 18.8% compared to March 2016.

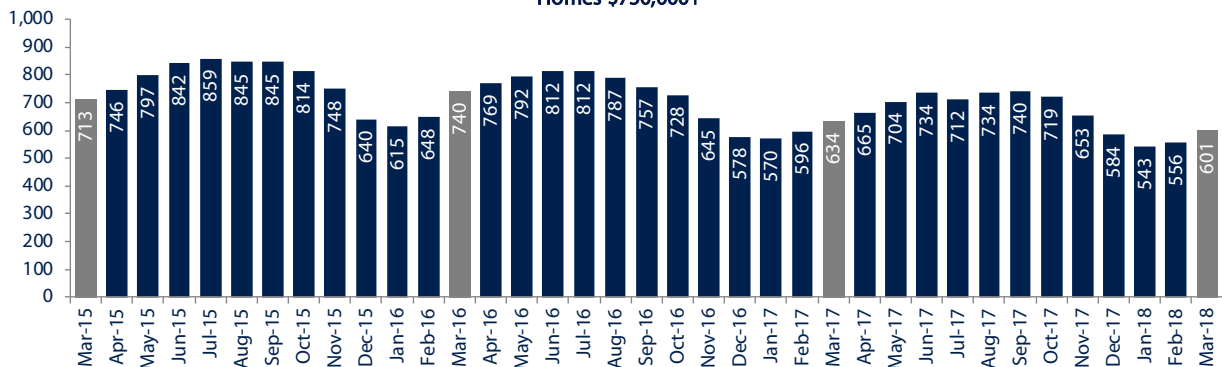
Active inventory this March was 8.1% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

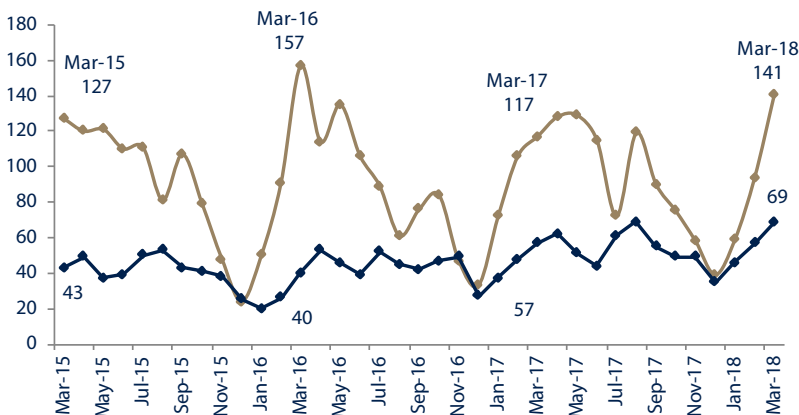
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

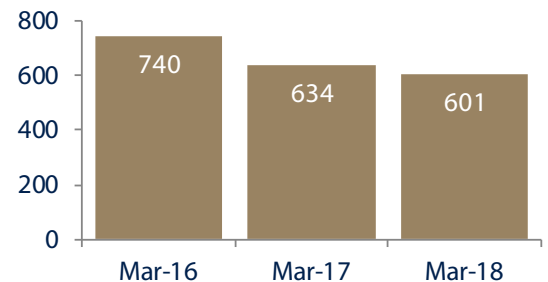
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

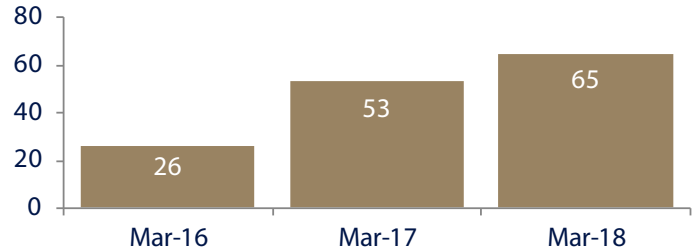


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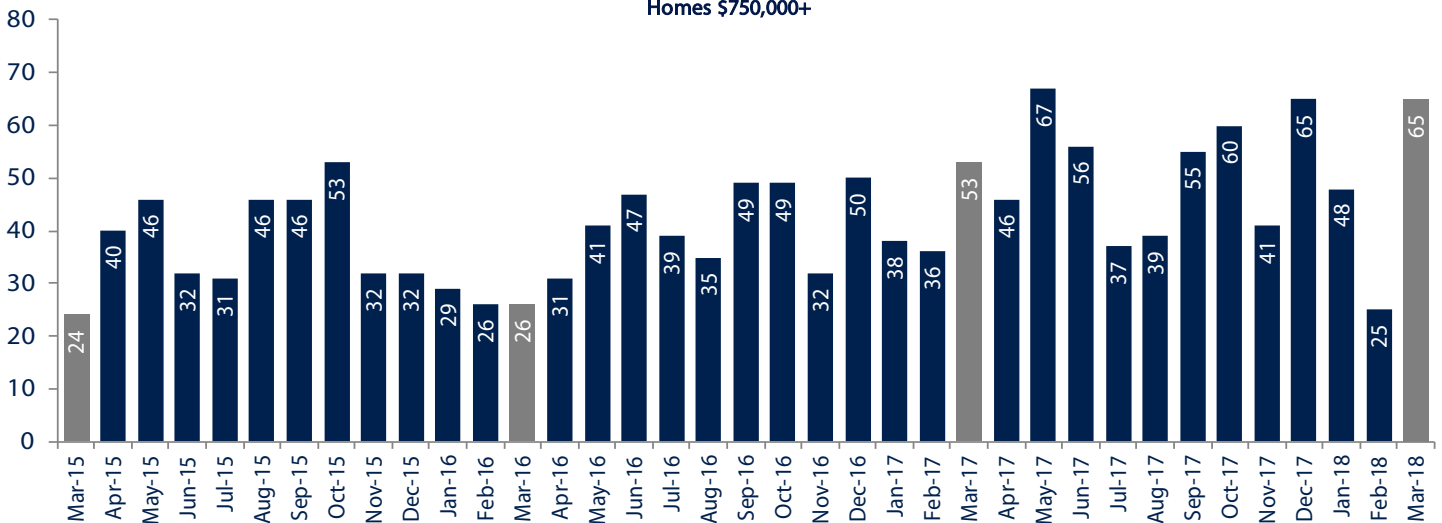
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 22.6% versus last March and an increase of 150.0% versus March of 2016.

There was an increase of 160.0% in luxury units sold in March compared to February of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

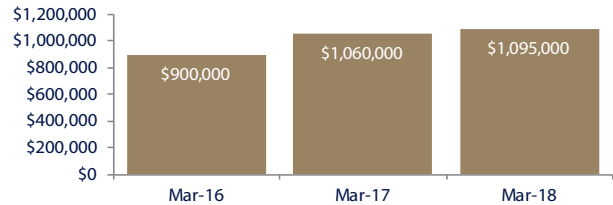
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
March 26, 2018	Easton	21601	\$5,995,000	\$5,500,000	91.7%	115	✓	✓
March 16, 2018	North Bethany	19930	\$4,000,000	\$3,900,000	97.5%	38	✓	
March 2, 2018	Rehoboth Beach	19971	\$2,950,000	\$3,230,000	109.5%	3	✓	✓
March 29, 2018	Bethany Beach	19930	\$2,150,900	\$1,975,000	91.8%	153	✓	✓
March 26, 2018	Royal Oak	21662	\$1,725,000	\$1,650,000	95.7%	19		✓
March 16, 2018	North Bethany	19930	\$1,445,000	\$1,425,000	98.6%	1	✓	✓
March 16, 2018	Rehoboth Beach	19971	\$1,249,000	\$1,155,000	92.5%	696		✓
March 29, 2018	North Bethany	19930	\$1,250,000	\$1,095,000	87.6%	242		✓
March 29, 2018	Selbyville	19975	\$1,085,000	\$1,047,500	96.5%	189		✓
March 29, 2018	Rehoboth Beach	19971	\$995,000	\$975,000	98.0%	3	✓	

Eastern Shore MD/DE Area - March 2018

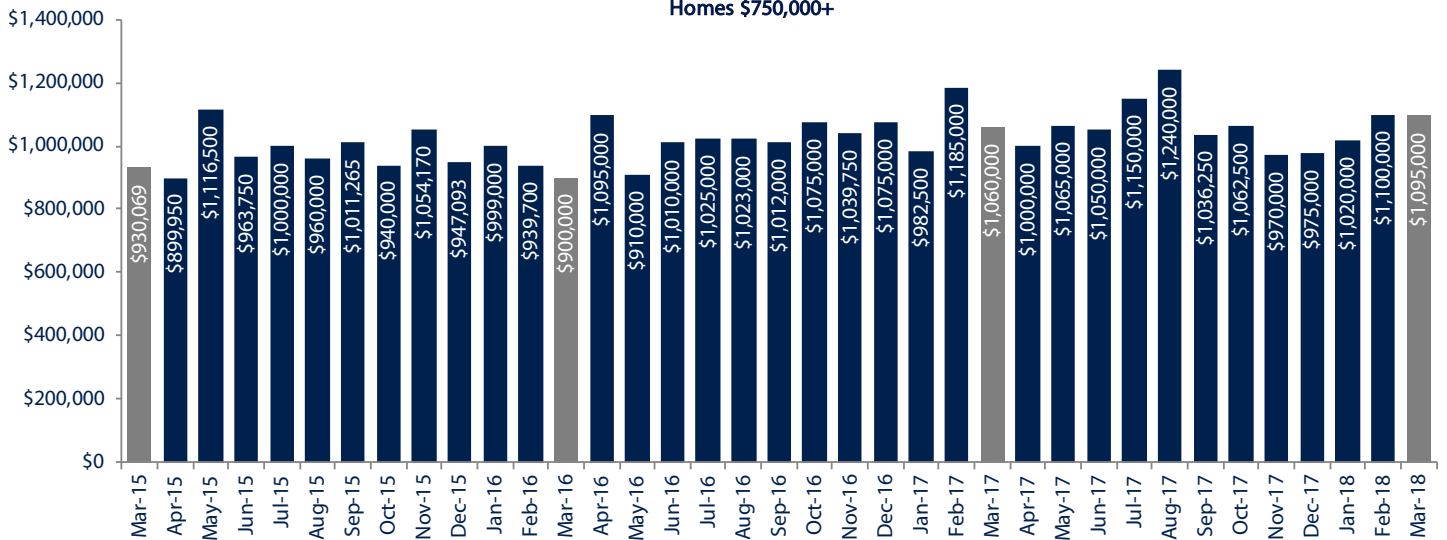
In March, the median sales price for homes more than \$750,000 was \$1,095,000, an increase of 3.3% compared to last year.

The current median sales price is approximately the same as February.

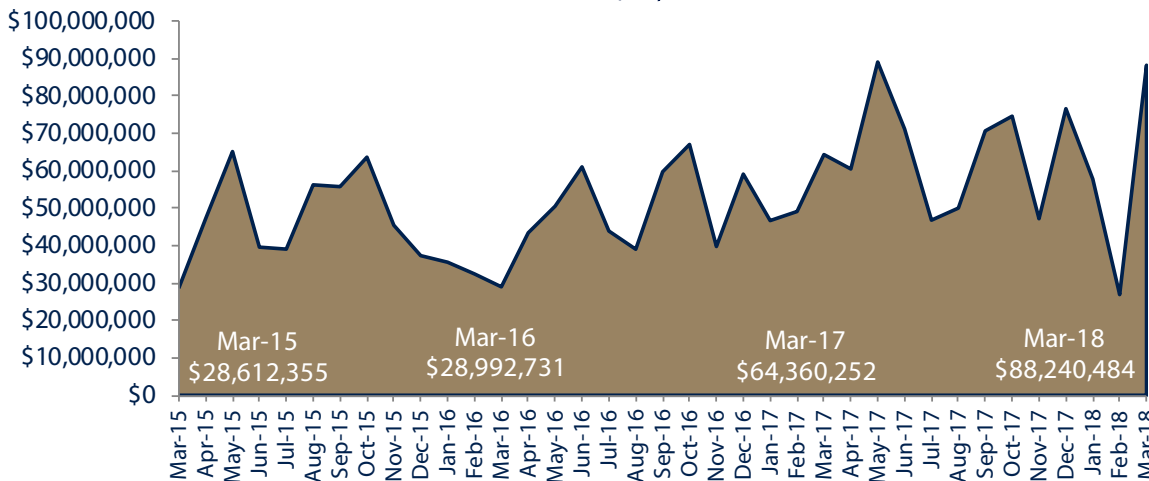
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this March was 37.1% higher than the same month one year ago.

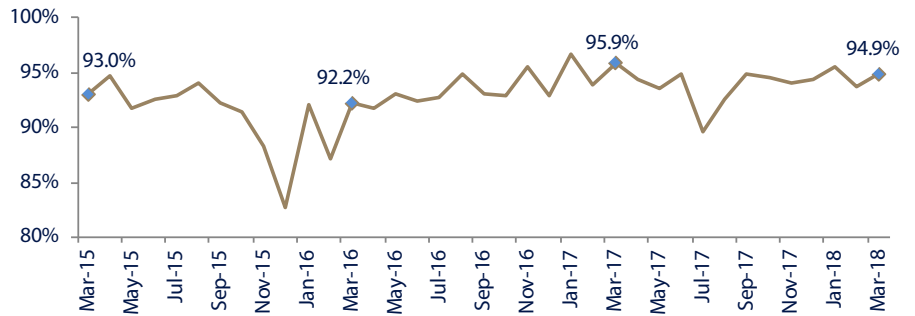
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In March, the average sale price for homes more than \$750,000 was 94.9% of the average list price, which is 1.0% lower than at this time last year.

This month, the average number of days on market was 161, lower than the average last year, which was 191, a decrease of 15.7%.

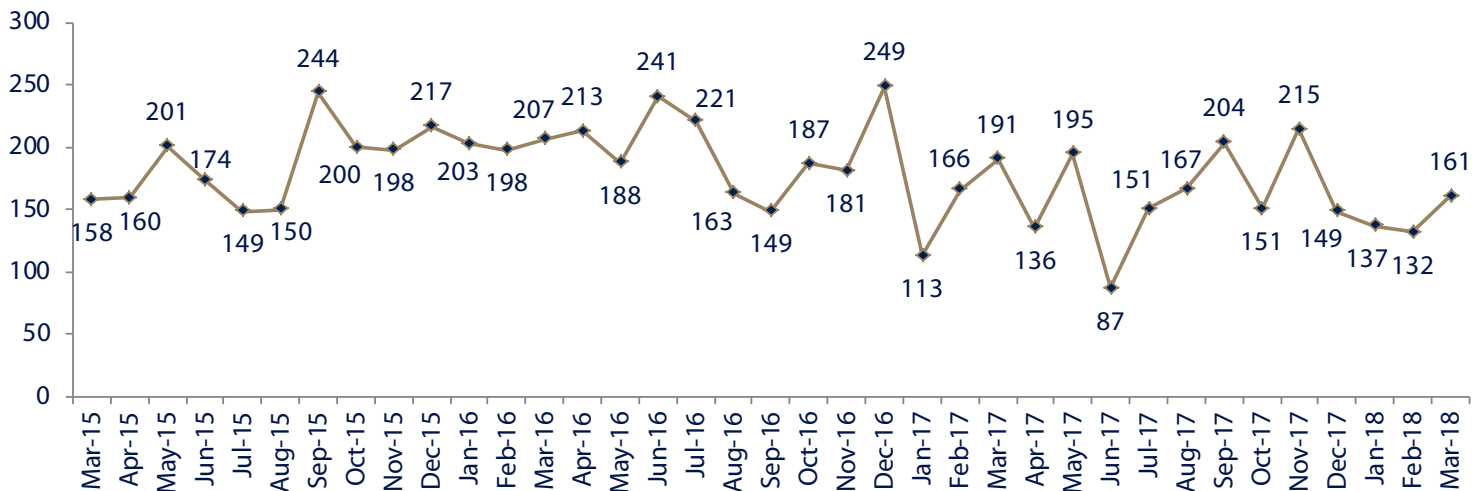
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

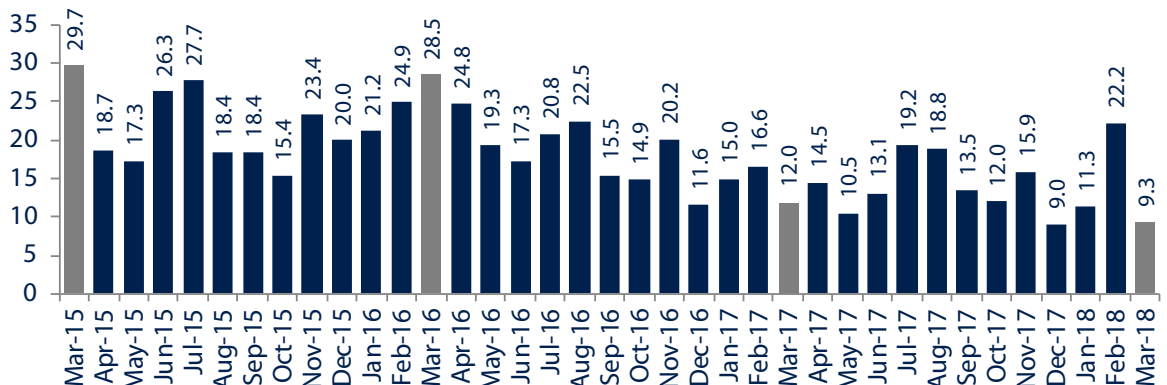
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In March, there were 9.3 months of supply available, compared to 12.0 in March of 2017. That is a decrease of 22.5% versus a year ago.



Eastern Shore MD/DE Area - March 2018

References & Definitions

EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Data for Caroline, Dorchester, Kent, Queen Anne's, and Talbot, Counties in Maryland is supplied by Metropolitan Regional Information Systems (MRIS) and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Somerset, Wicomico, and Worcester Counties in Maryland is supplied by Coastal MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Data for Sussex County in Delaware is supplied by the Sussex County 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.

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."

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