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# LuxInsight

**Eastern Shore MD/DE**

Area

Luxury Housing Market Update

September 2017



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## Eastern Shore MD/DE 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.

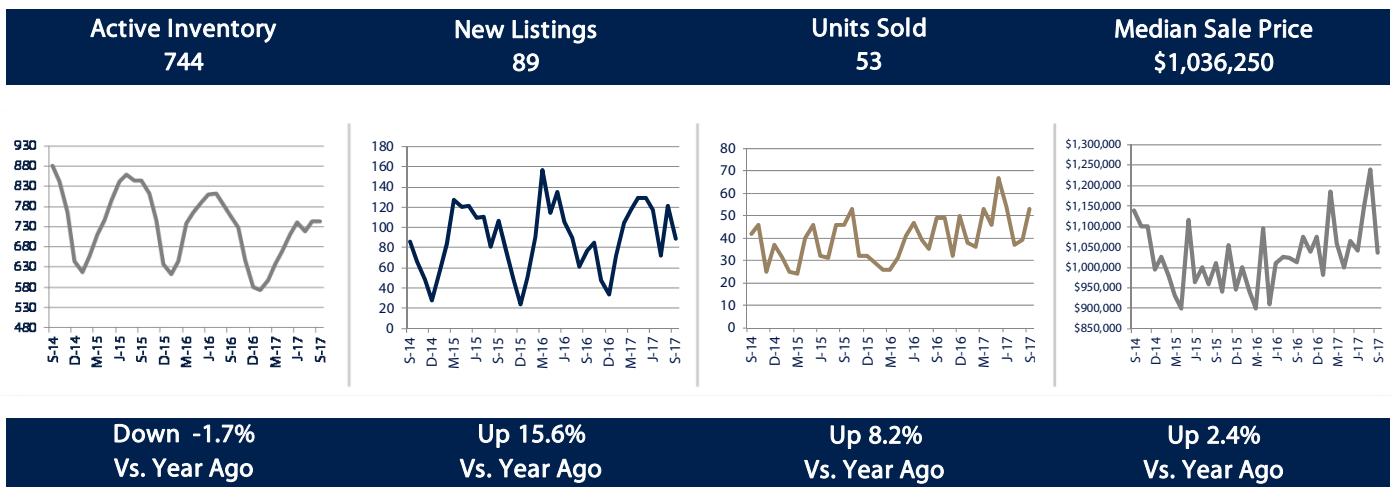
Building on our decades-long reputation for unsurpassed service and industry expertise, Long & Foster is poised to cater to the distinctive market of luxury properties. Enhanced through our exclusive affiliation with Christie's International Real Estate, and our affiliations with Luxury Portfolio International™, 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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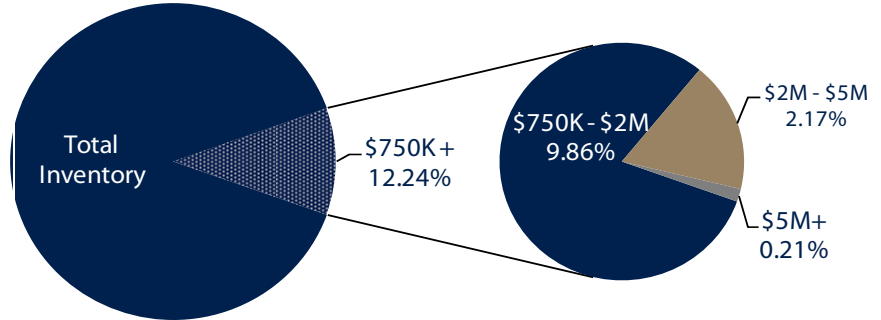
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Compared to last September, the total number of homes more than \$750,000 available this month was lower by 1.7% and lower by 11.8% compared to September 2015.

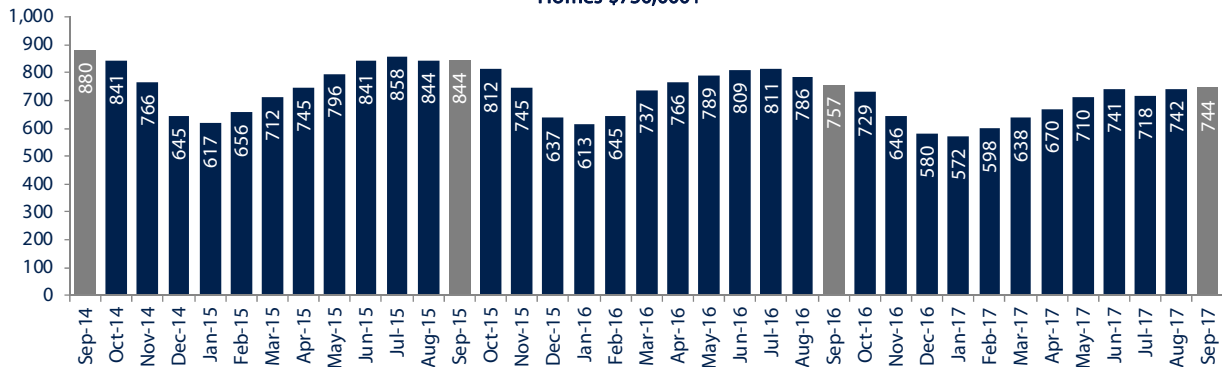
Active inventory this September was 0.3% higher than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

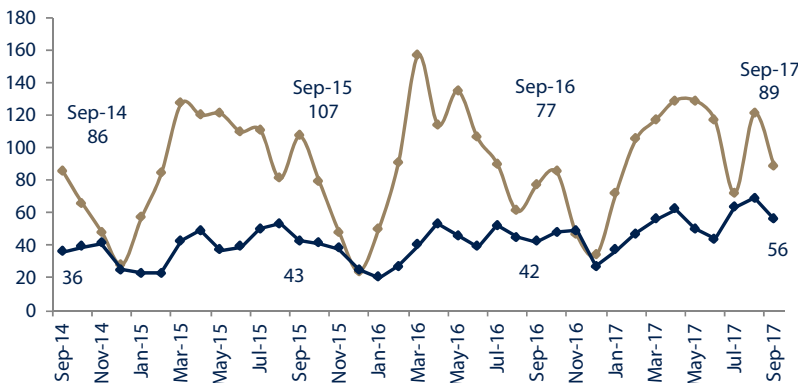
Homes \$750,000+



### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

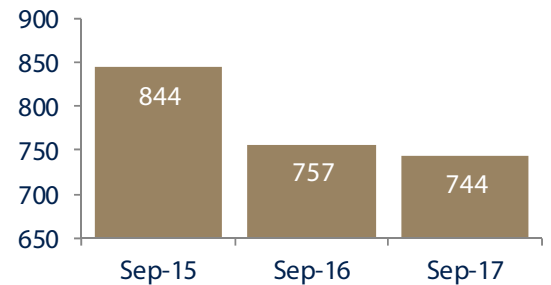
— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

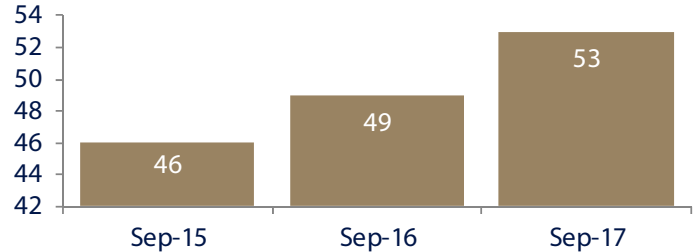


## Eastern Shore MD/DE Area - September 2017

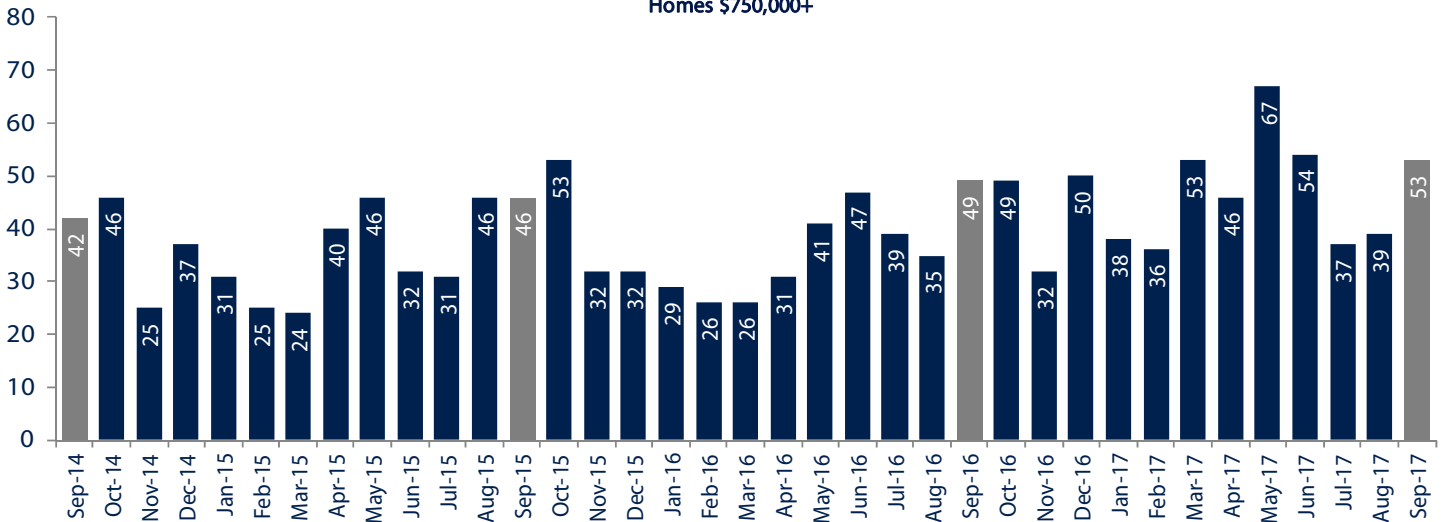
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 8.2% versus last September and an increase of 15.2% versus September of 2015.

There was an increase of 35.9% 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+

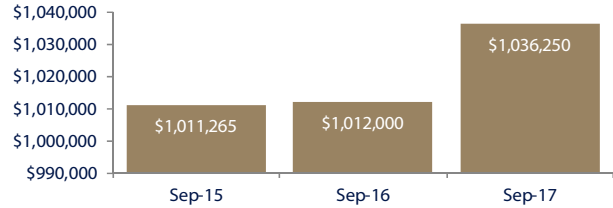
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
September 21, 2017	North Bethany	19930	\$3,950,000	\$3,600,000	91.1%	646	✓	
September 29, 2017	Rehoboth Beach	19971	\$2,299,000	\$2,250,000	97.9%	15		✓
September 23, 2017	North Bethany	19930	\$2,295,000	\$2,050,000	89.3%	1		✓
September 1, 2017	South Bethany	19930	\$1,950,000	\$1,715,000	87.9%	116	✓	✓
September 29, 2017	Stevensville	21666	\$1,649,900	\$1,550,000	93.9%	119	✓	
September 8, 2017	Dewey Beach	19971	\$1,199,000	\$1,130,000	94.2%	170	✓	
September 29, 2017	Rehoboth Beach	19971	\$1,100,000	\$1,010,000	91.8%	397		✓
September 14, 2017	Saint Michaels	21663	\$1,200,000	\$992,900	82.7%	144		✓
September 15, 2017	Bethany Beach	19930	\$949,000	\$920,000	96.9%	857	✓	
September 1, 2017	North Bethany	19930	\$895,000	\$880,000	98.3%	119	✓	✓

## Eastern Shore MD/DE Area - September 2017

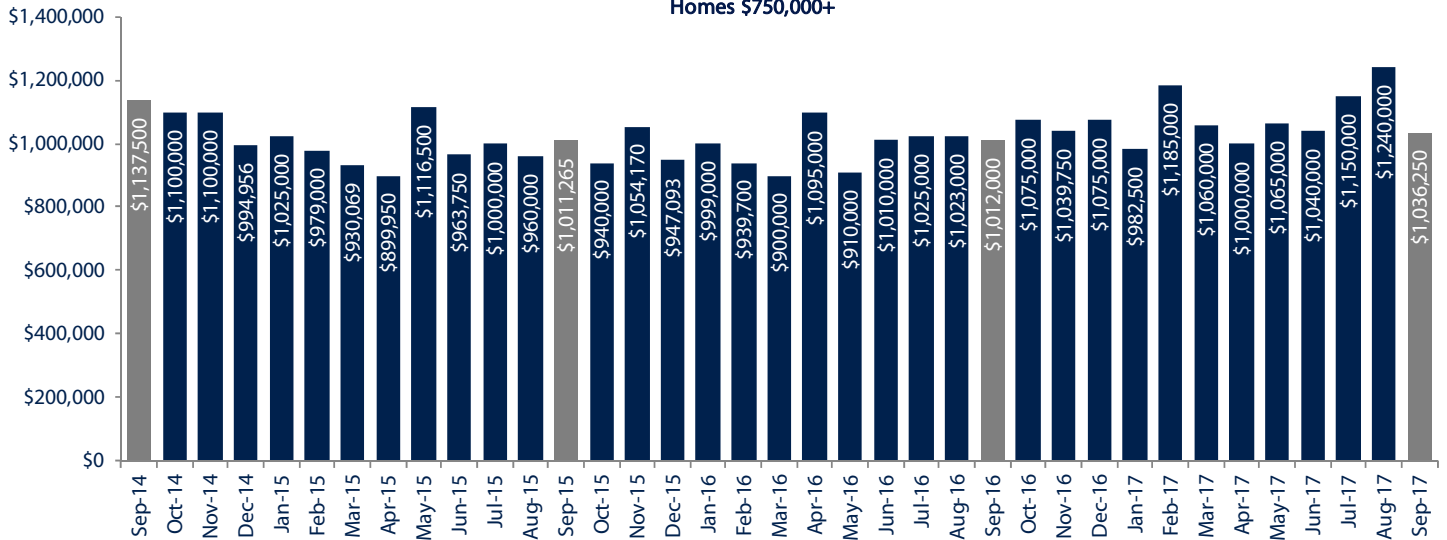
In September, the median sales price for homes more than \$750,000 was \$1,036,250, an increase of 2.4% compared to last year.

The current median sales price was lower by 16.4% than in August.

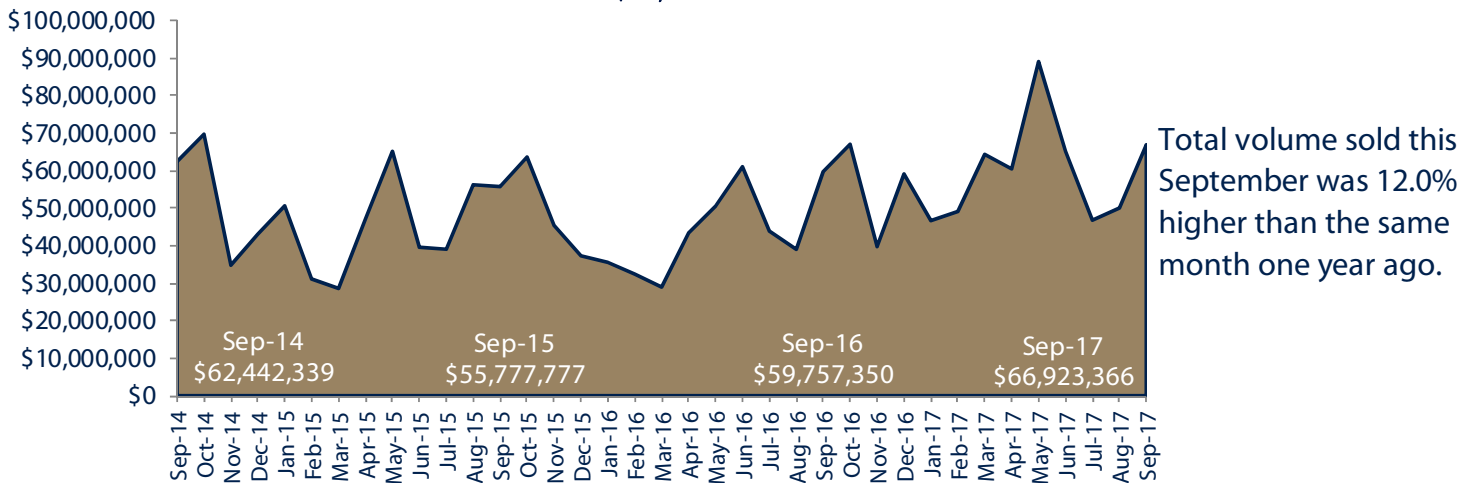
**MEDIAN SALES PRICE**  
Versus Previous Years  
Homes \$750,000+



**MEDIAN SALES PRICE**  
Homes \$750,000+



**TOTAL DOLLAR VOLUME SOLD**  
Homes \$750,000+



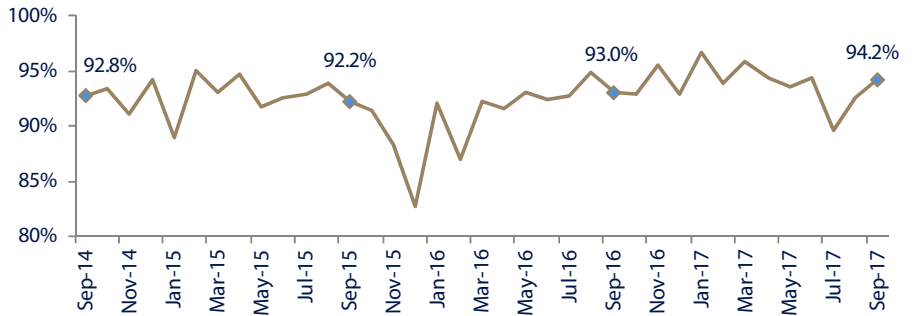
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In September, the average sale price for homes more than \$750,000 was 94.2% of the average list price, which is 1.2% higher than at this time last year.

This month, the average number of days on market was 177, higher than the average last year, which was 149, an increase of 18.8%.

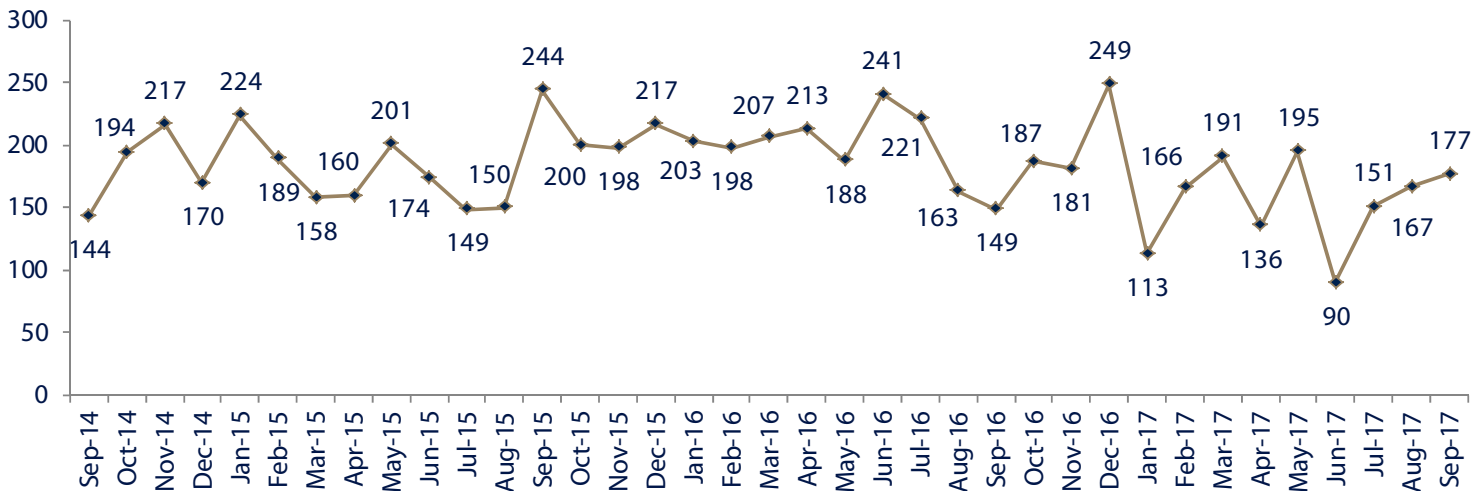
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

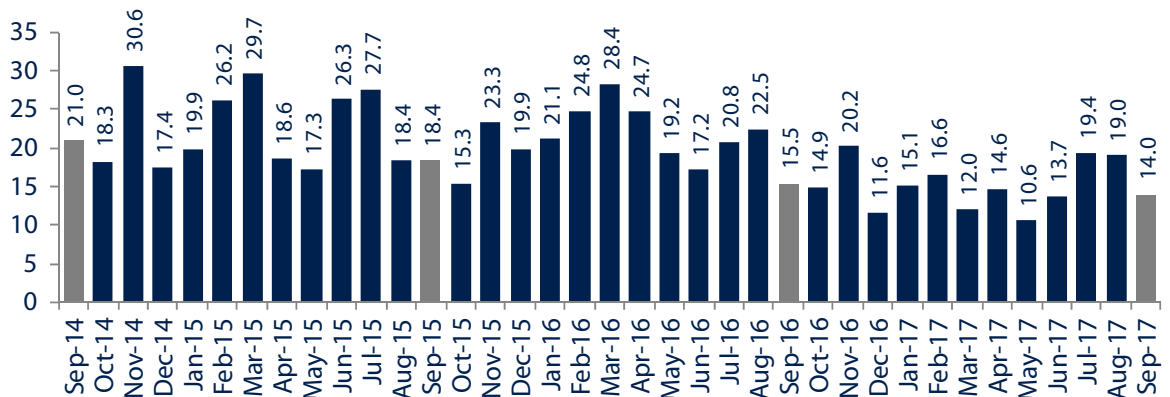
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In September, there were 14.0 months of supply available, compared to 15.5 in September of 2016. That is a decrease of 9.7% versus a year ago.



## Eastern Shore MD/DE Area - September 2017

### 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

#### **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."

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