



LONG & FOSTER
REAL ESTATE
LUXURY HOMES
CHRISTIE'S
INTERNATIONAL REAL ESTATE

THE WORLD'S MOST DESIRED HOMES —
BROUGHT TO YOU BY LONG & FOSTER AND CHRISTIE'S.



Eastern Shore MD/DE Area - May 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.

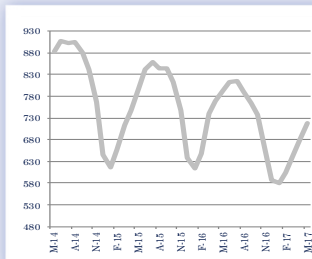
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!



At A Glance

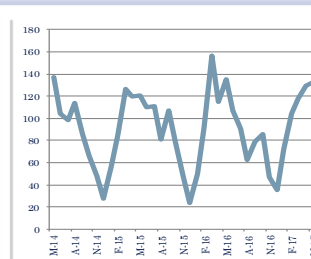
Homes \$750,000+

Active Inventory
717



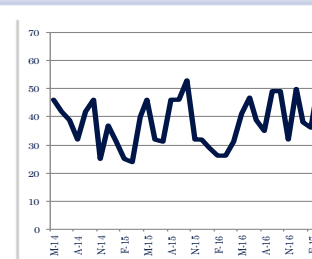
Down -9.5%
Vs. Year Ago

New Listings
132



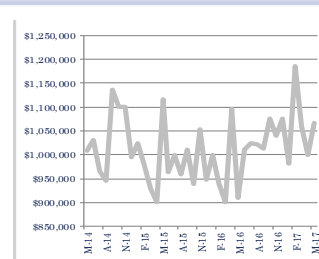
Down -2.2%
Vs. Year Ago

Units Sold
63



Up 53.7%
Vs. Year Ago

Median Sale Price
\$1,068,000



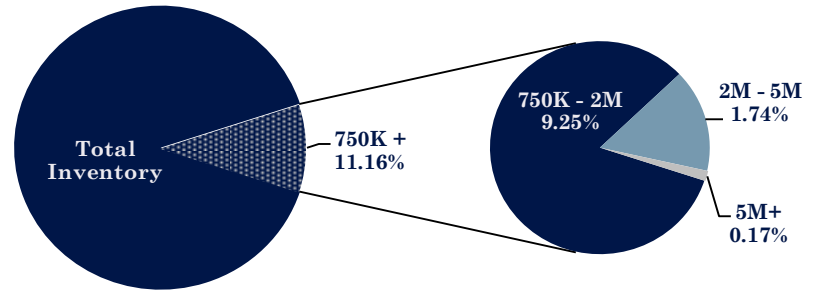
Up 17.4%
Vs. Year Ago

Eastern Shore MD/DE Area - May 2017

Inventory Price Ranges

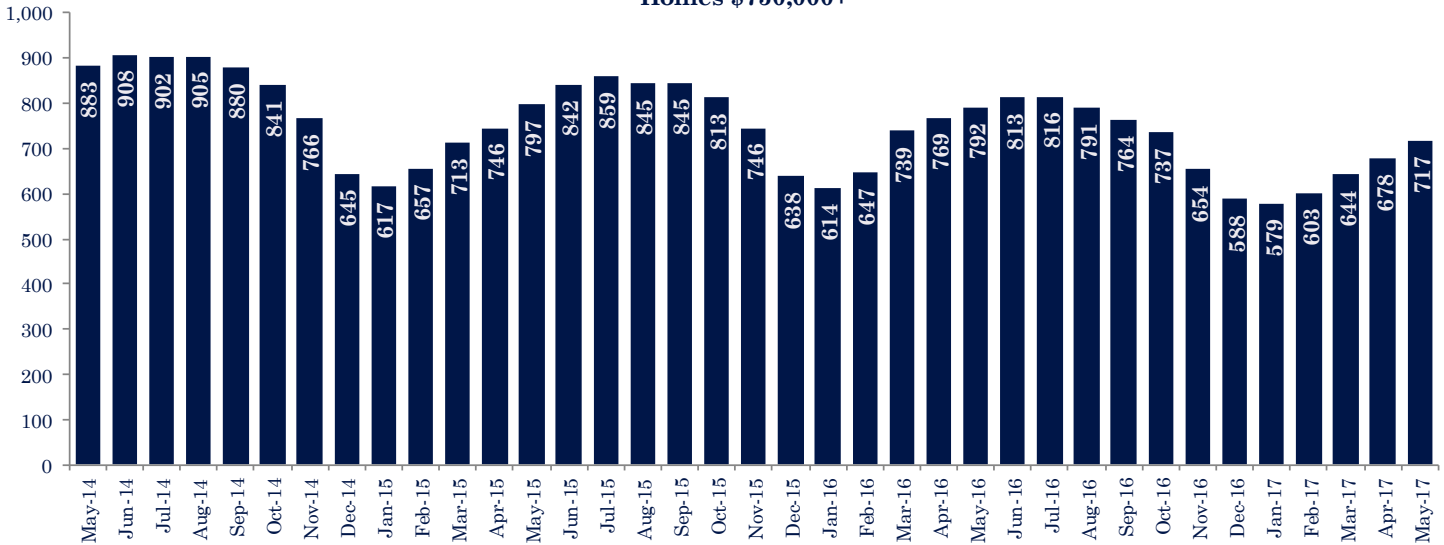
Compared to last May, the total number of homes more than \$750,000 available this month was lower by 9.5% and lower by 10.0% compared to May 2015.

Active inventory this May was 5.8% higher than the previous month's supply of available inventory.



Active Inventory

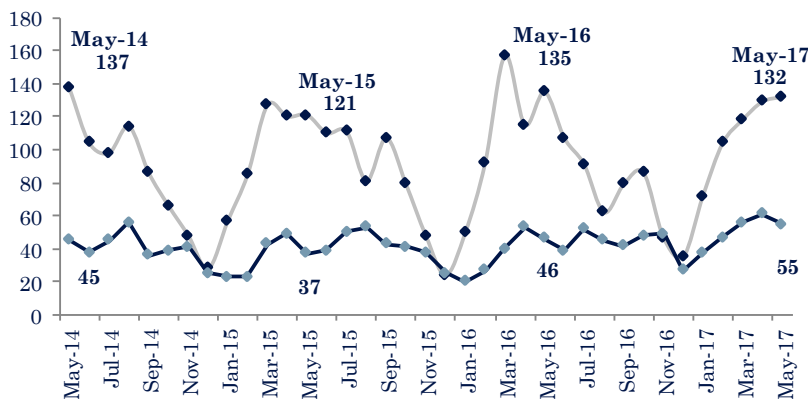
Homes \$750,000+



New Listings & New Contracts

Homes \$750,000+

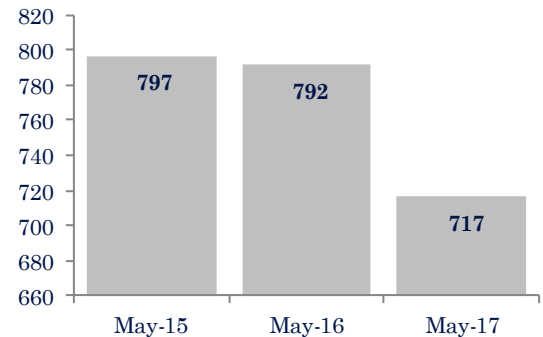
◆ New Listings ◆ New Contracts



Active Inventory

Versus Previous Years

Homes \$750,000+

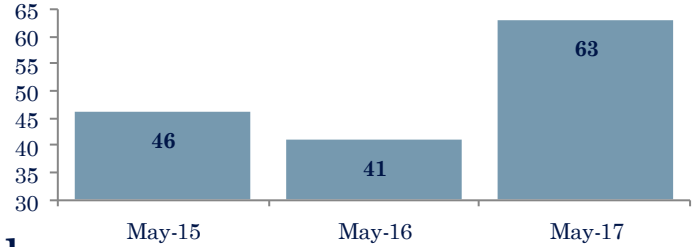


Eastern Shore MD/DE Area - May 2017

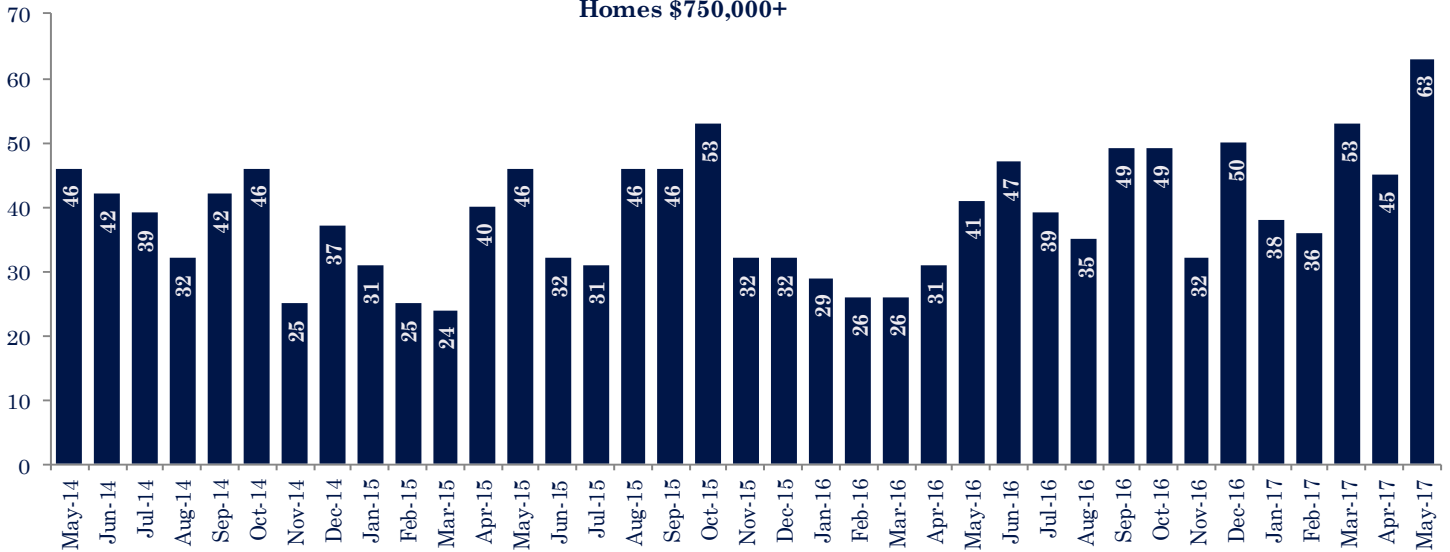
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 53.7% versus last May and an increase of 37.0% versus May of 2015.

There was an increase of 40.0% in luxury units sold in May compared to April of this year.

Units Sold
Versus Previous Years
Homes \$750,000+



Units Sold
Homes \$750,000+



Recent Selected Luxury Sales

Homes \$750,000+

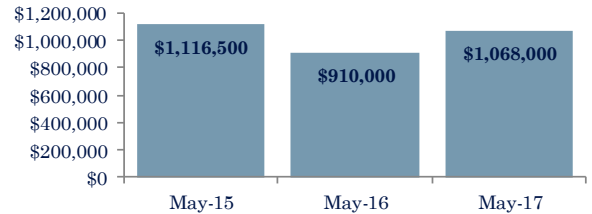
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 25, 2017	North Bethany	19930	\$3,950,000	\$3,750,000	94.9%	445	✓	
May 25, 2017	North Bethany	19930	\$2,650,000	\$2,400,000	90.6%	759	✓	✓
May 31, 2017	Dewey Beach	19971	\$1,700,000	\$1,600,000	94.1%	303		✓
May 19, 2017	Bethany Beach	19930	\$1,545,000	\$1,525,000	98.7%	1	✓	✓
May 12, 2017	Rehoboth Beach	19971	\$1,425,000	\$1,375,000	96.5%	10	✓	
May 24, 2017	North Bethany	19930	\$1,100,000	\$1,100,000	100.0%	327	✓	
May 5, 2017	Bethany Beach	19930	\$1,145,000	\$1,095,000	95.6%	6		✓
May 23, 2017	Stevensville	21666	\$1,085,000	\$1,068,000	98.4%	9	✓	✓
May 30, 2017	Chester	21619	\$980,000	\$970,000	99.0%	173		✓
May 26, 2017	Stevensville	21666	\$925,000	\$900,000	97.3%	252	✓	

Eastern Shore MD/DE Area - May 2017

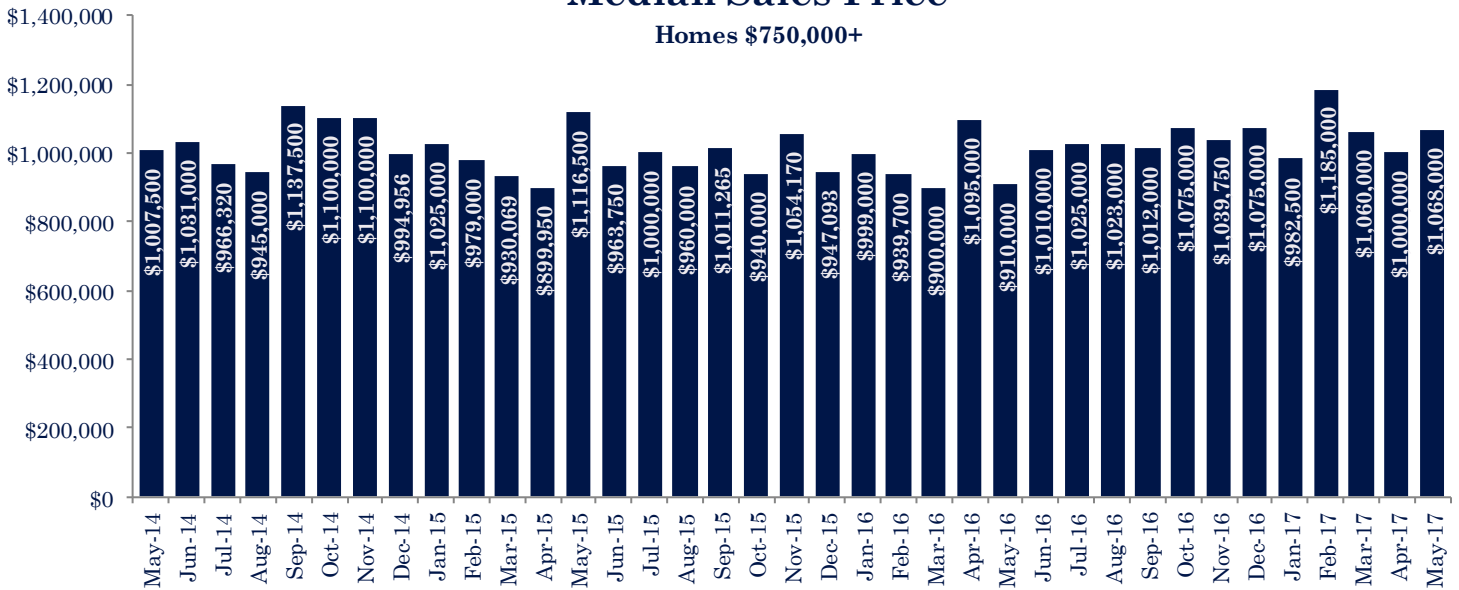
In May, the median sales price for homes more than \$750,000 was \$1,068,000, an increase of 17.4% compared to last year.

The current median sales price was higher by 6.8% than in April.

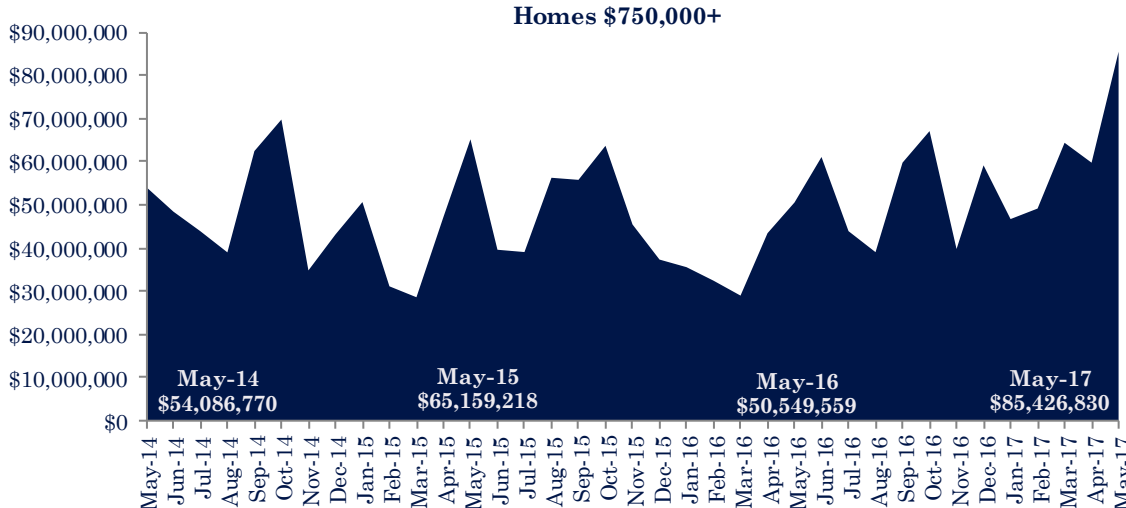
Median Sales Price Versus Previous Years Homes \$750,000+



Median Sales Price Homes \$750,000+



Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 69.0% higher than the same month one year ago.

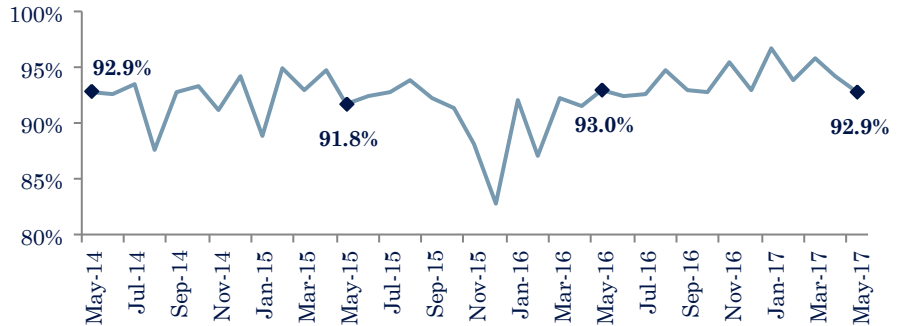
Eastern Shore MD/DE Area - May 2017

In May, the average sale price for homes more than \$750,000 was 92.9% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 204, higher than the average last year, which was 188, an increase of 8.5%.

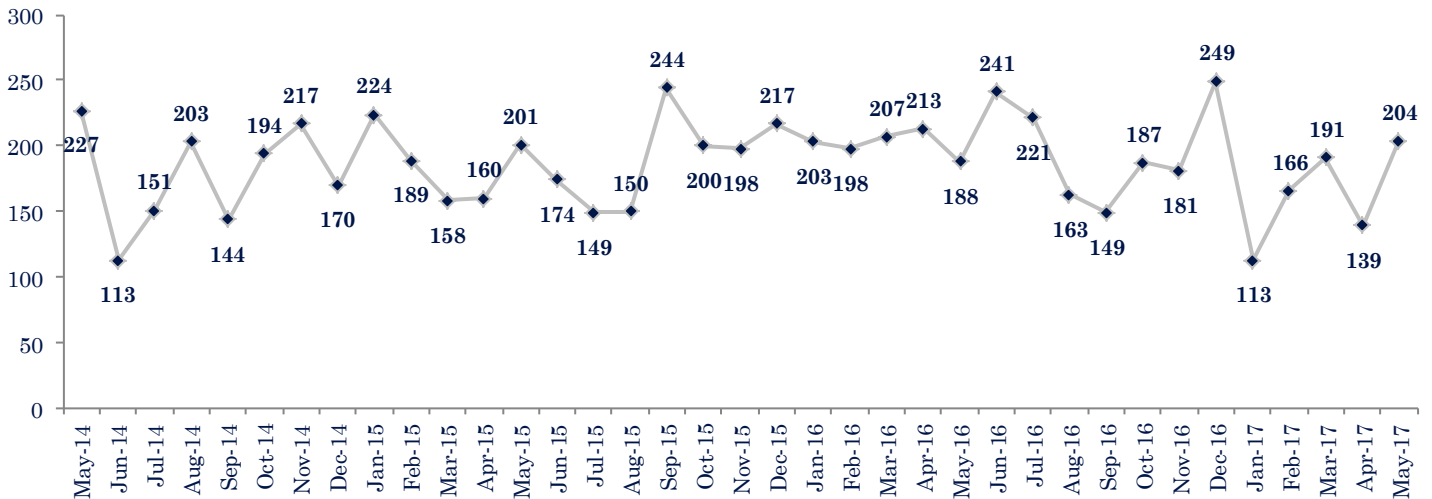
Sale Price as % of List Price

Homes \$750,000+



Days on Market

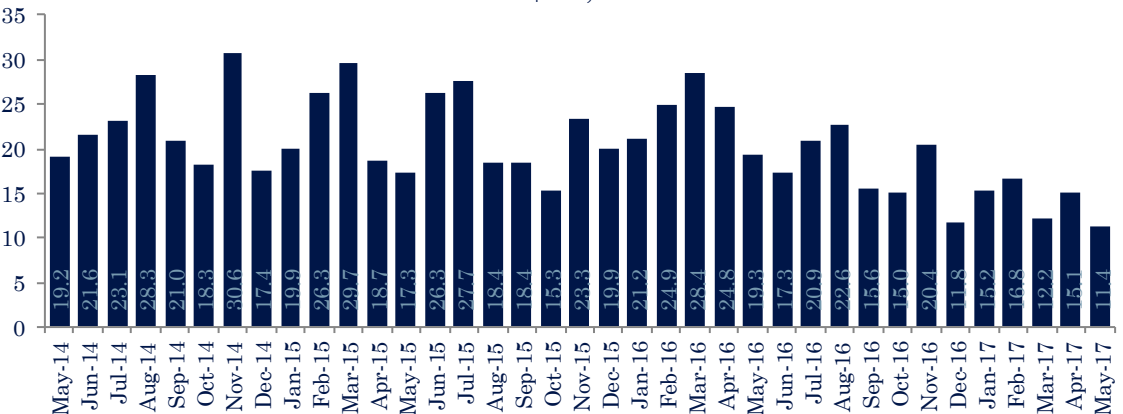
Homes \$750,000+



Months of Supply

Homes \$750,000+

In May, there were 11.4 months of supply available, compared to 19.3 in May of 2016. That is a decrease of 40.9% versus a year ago.



Eastern Shore MD/DE Area - May 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.

Analysis dates all regions are May 1, 2014 through May 31, 2017.

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."

"# 1 Seller of Luxury Home 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 May 1, 2014 through May 31, 2017".

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