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LuxInsight

Eastern Shore MD/DE

Area

Luxury Housing Market Update

July 2018



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Eastern Shore MD/DE Area - July 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.

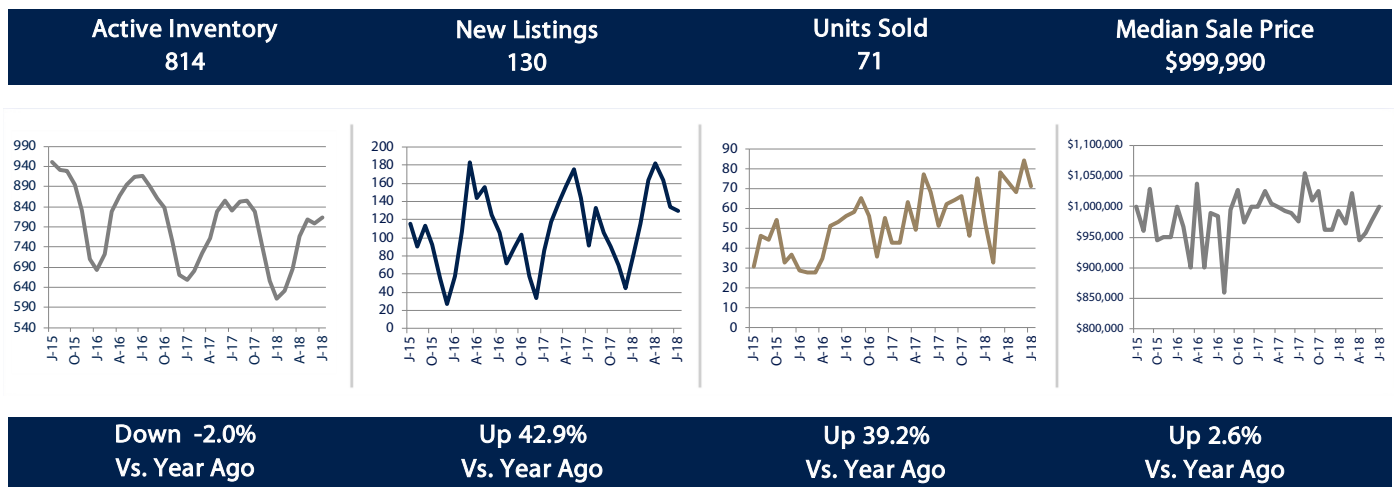
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

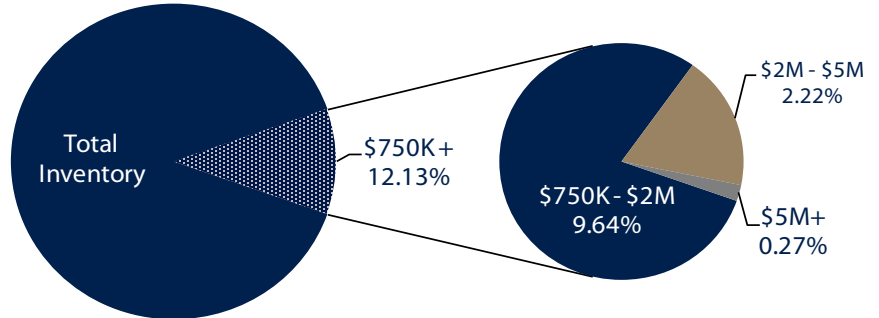


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Compared to last July, the total number of homes more than \$750,000 available this month was lower by 2.0% and lower by 11.2% compared to July 2016.

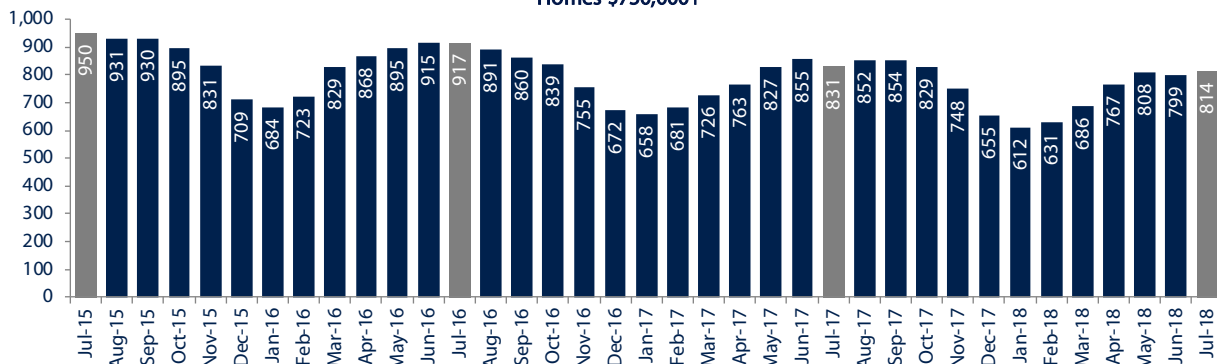
Active inventory this July was 1.9% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



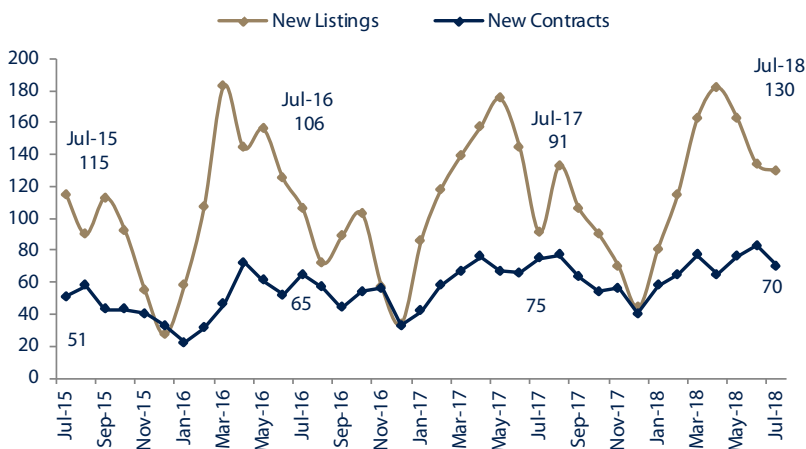
ACTIVE INVENTORY

Homes \$750,000+



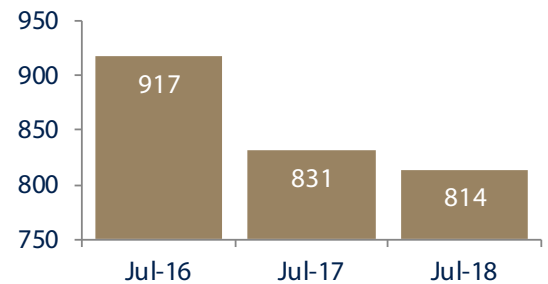
NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+



ACTIVE INVENTORY

Versus Previous Years
Homes \$750,000+

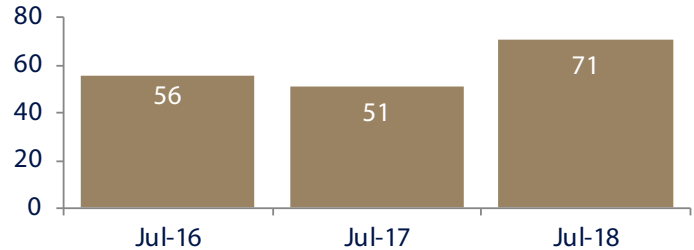


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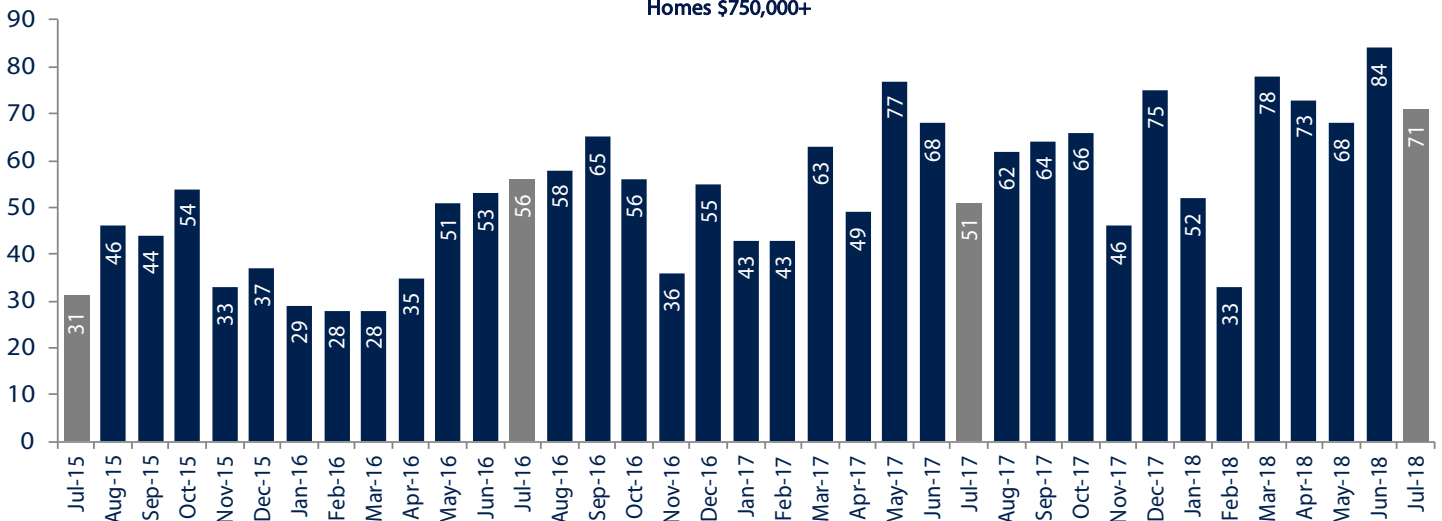
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 39.2% versus last July and an increase of 26.8% versus July of 2016.

There was a decrease of 15.5% in luxury units sold in July compared to June of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

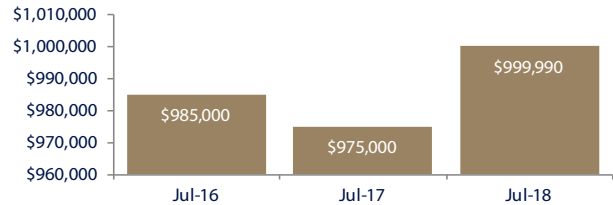
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
July 23, 2018	Easton	21601	\$2,895,000	\$2,550,000	88.1%	44		✓
July 5, 2018	Bethany Beach	19930	\$2,495,000	\$2,380,000	95.4%	95	✓	
July 31, 2018	Trappe	21673	\$2,250,000	\$2,000,000	88.9%	323	✓	
July 13, 2018	Easton	21601	\$1,800,000	\$1,560,000	86.7%	1		✓
July 18, 2018	Bethany Beach	19930	\$1,695,000	\$1,500,000	88.5%	78		✓
July 16, 2018	Easton	21601	\$1,195,000	\$1,175,000	98.3%	3		✓
July 24, 2018	Grasonville	21638	\$975,000	\$975,000	100.0%	1		✓
July 26, 2018	Fenwick Island	19944	\$994,500	\$915,000	92.0%	1508	✓	
July 25, 2018	Bethany Beach	19930	\$995,000	\$900,000	90.5%	15		✓
July 17, 2018	South Bethany	19930	\$899,000	\$880,000	97.9%	3	✓	

Eastern Shore MD/DE Area - July 2018

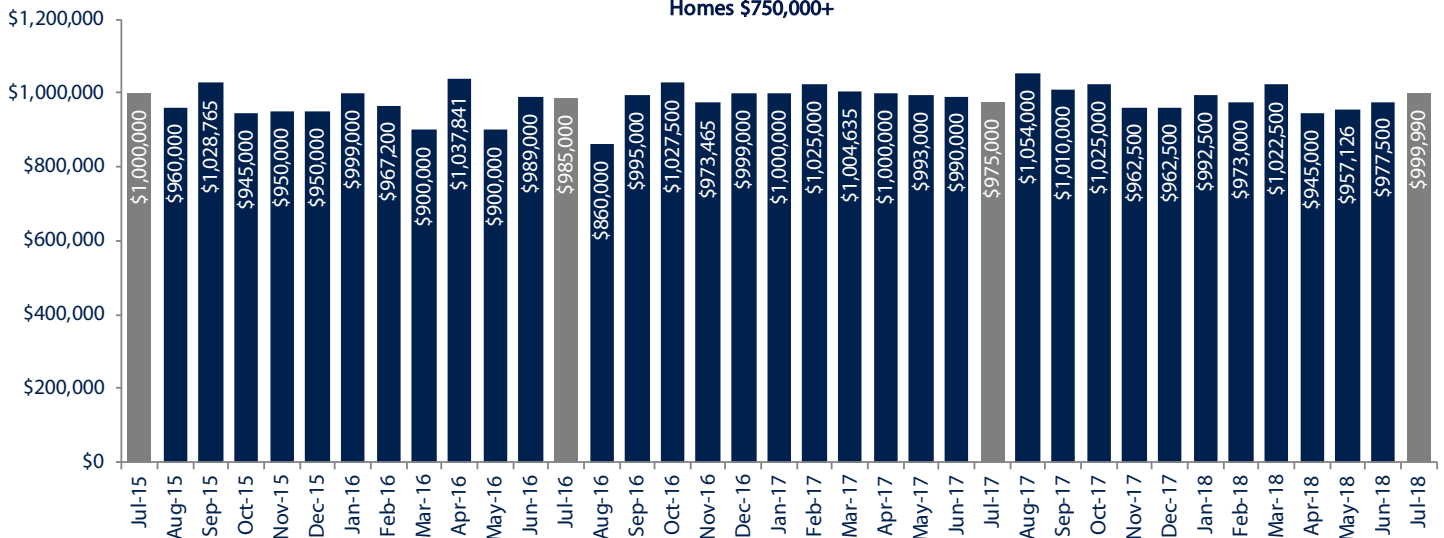
In July, the median sales price for homes more than \$750,000 was \$999,990, an increase of 2.6% compared to last year.

The current median sales price was higher by 2.3% than in June.

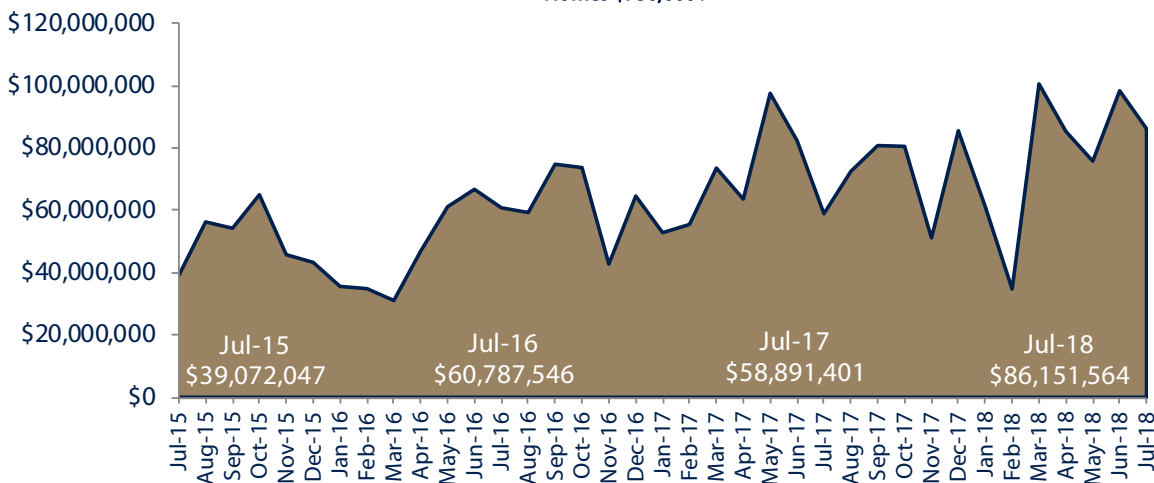
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



Total volume sold this July was 46.3% higher than the same month one year ago.

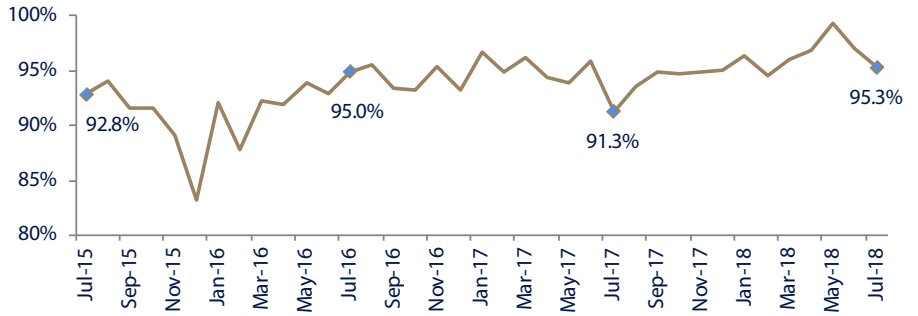
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In July, the average sale price for homes more than \$750,000 was 95.3% of the average list price, which is 4.0% higher than at this time last year.

This month, the average number of days on market was 133, higher than the average last year, which was 120, an increase of 10.8%.

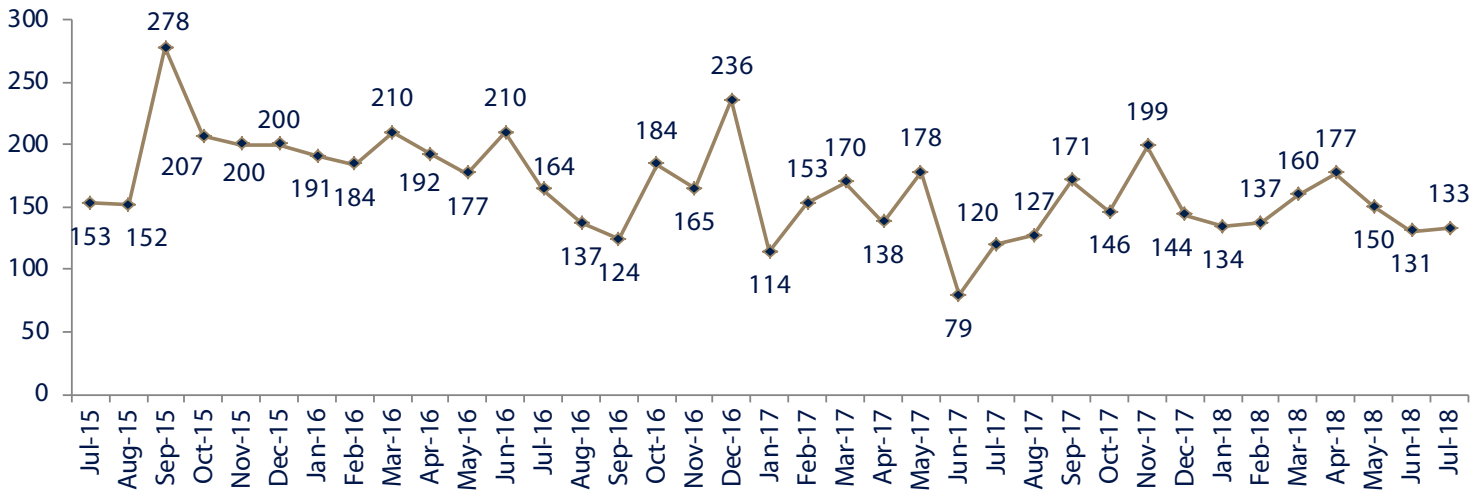
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

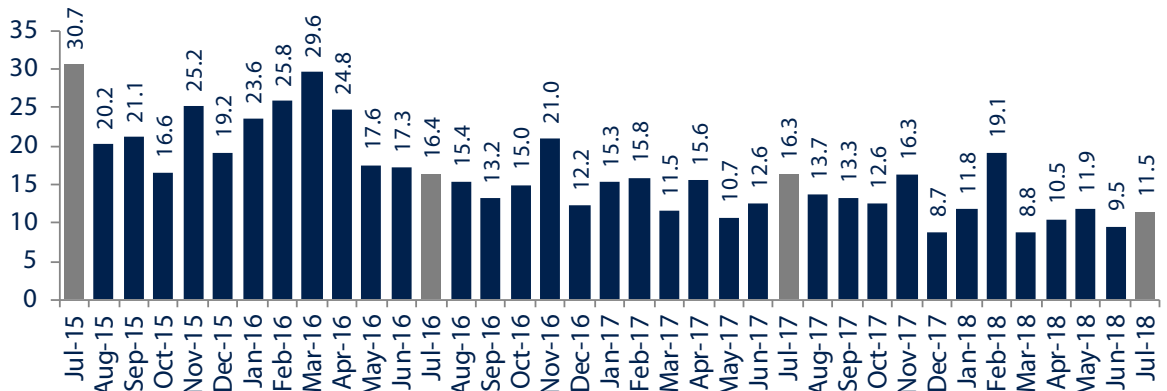
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In July, there were 11.5 months of supply available, compared to 16.3 in July of 2017. That is a decrease of 29.4% versus a year ago.



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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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