



# LuxInsight

Anne Arundel County  
Maryland  
Luxury Housing Market  
Update  
August 2020



Long & Foster Real Estate Family of Companies  
Long & Foster | Christie's · Virginia Properties · Fonville Morisey · Northrop Realty · Urban Pace

Global Partnerships  
Christie's International Real Estate · Leading Real Estate Companies of the World® · Luxury Portfolio International · Who's Who in Luxury Real Estate

## Anne Arundel County, Maryland - August 2020

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.

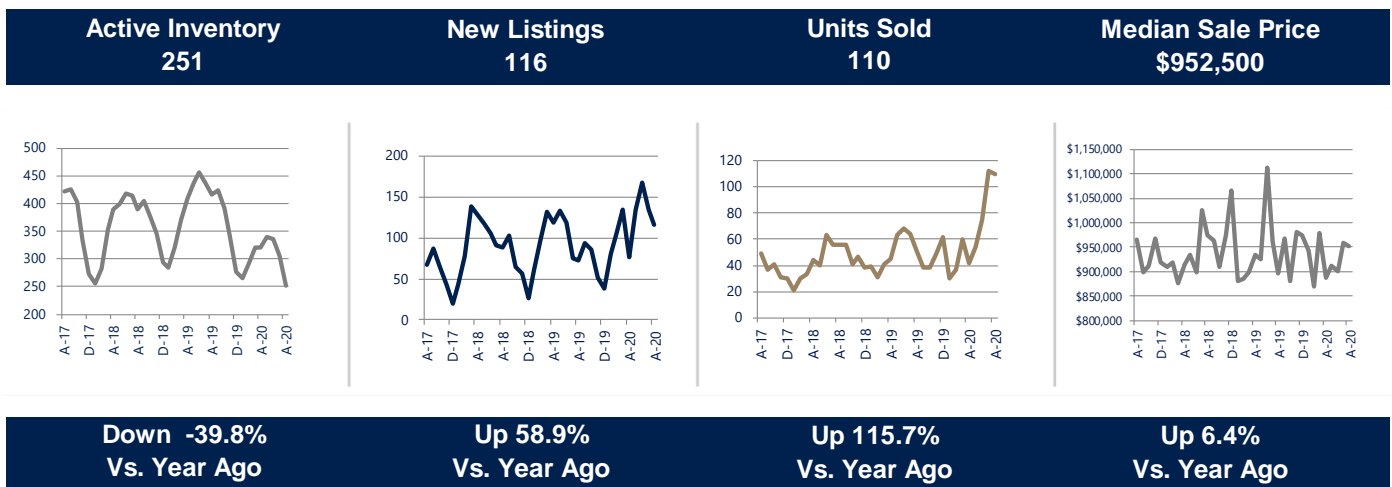
Published monthly, LuxInsight provides you with a broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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+

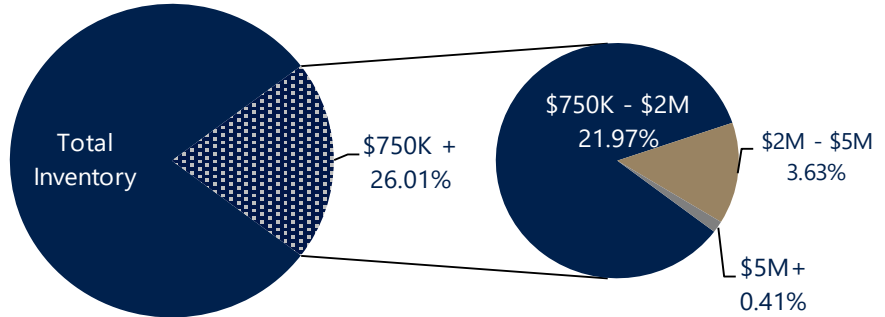


## Anne Arundel County, Maryland - August 2020

Compared to last August, the total number of homes more than \$750,000 available this month was lower by 39.8% and lower by 35.5% compared to August 2018.

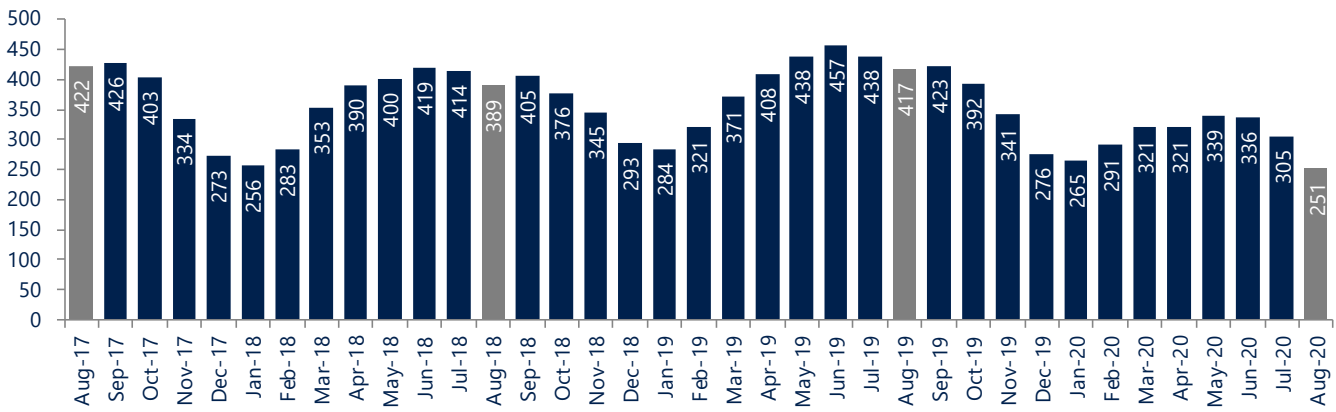
Active inventory this August was 17.7% lower than the previous month's supply of available inventory.

### INVENTORY PRICE RANGES



### ACTIVE INVENTORY

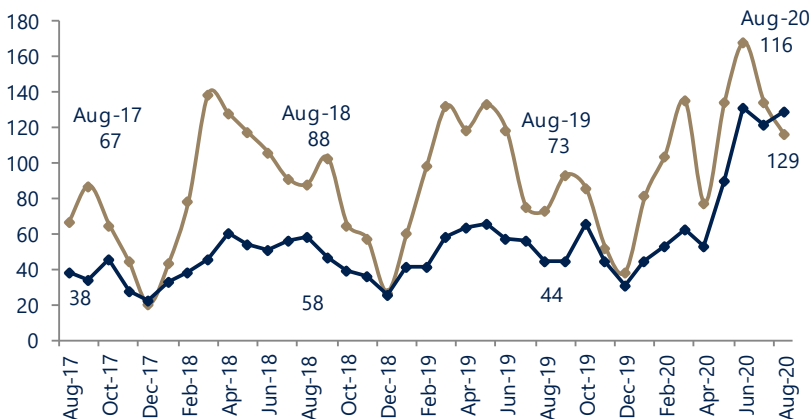
Homes \$750,000+



### NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

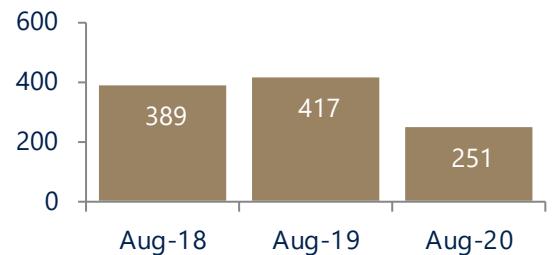
— New Listings — New Contracts



### ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

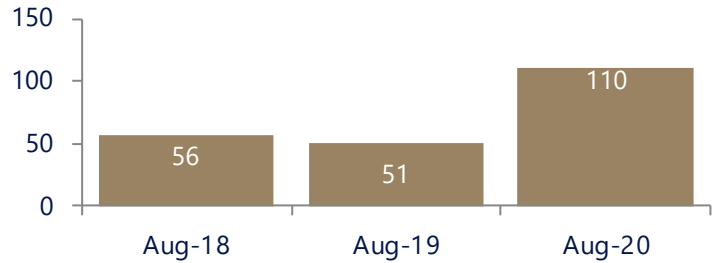




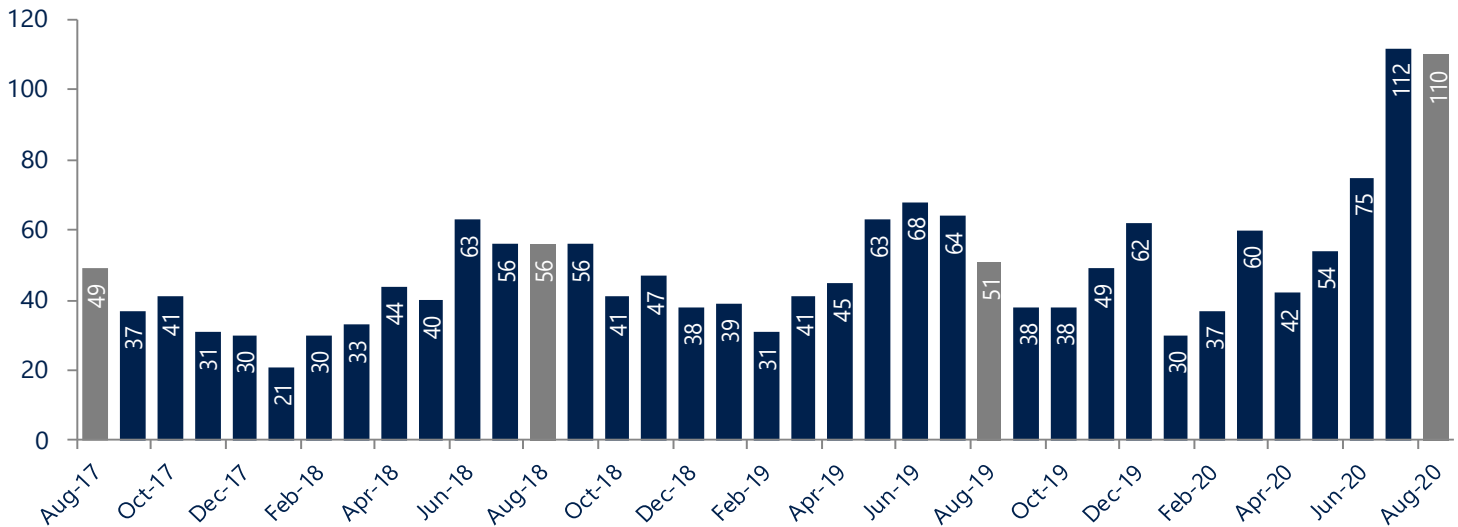
## Anne Arundel County, Maryland - August 2020

There was a decrease in total units sold for homes more than \$750,000 in August compared to July, with 110 sold this month. This month's total units sold was higher than at this time last 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 |
| August 14, 2020 | Edgewater    | 21037    | \$3,499,000      | \$3,550,000      | 101.5%                        | 411 |                           | ✓      |
| August 24, 2020 | Annapolis    | 21403    | \$3,250,000      | \$3,100,000      | 95.4%                         | 7   |                           | ✓      |
| August 18, 2020 | Pasadena     | 21122    | \$2,999,995      | \$2,950,000      | 98.3%                         | 20  |                           | ✓      |
| August 17, 2020 | Annapolis    | 21403    | \$2,895,000      | \$2,820,000      | 97.4%                         | 4   | ✓                         | ✓      |
| August 25, 2020 | Pasadena     | 21122    | \$1,685,000      | \$2,474,000      | 146.8%                        | 84  | ✓                         |        |
| August 31, 2020 | Severna Park | 21146    | \$2,300,000      | \$2,300,000      | 100.0%                        | 4   | ✓                         |        |
| August 17, 2020 | Annapolis    | 21403    | \$2,450,000      | \$2,200,000      | 89.8%                         | 18  | ✓                         | ✓      |
| August 28, 2020 | Annapolis    | 21403    | \$2,149,000      | \$2,084,000      | 97.0%                         | 13  | ✓                         |        |
| August 7, 2020  | Arnold       | 21012    | \$1,675,000      | \$1,600,000      | 95.5%                         | 93  |                           | ✓      |
| August 3, 2020  | Annapolis    | 21401    | \$1,499,000      | \$1,395,000      | 93.1%                         | 27  |                           | ✓      |

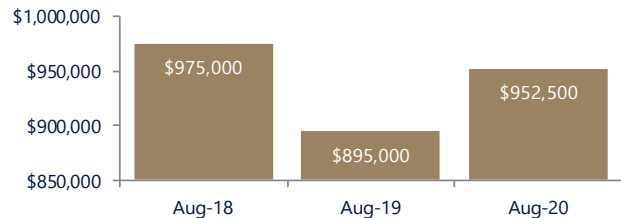
## Anne Arundel County, Maryland - August 2020

In August, the median sales price for homes more than \$750,000 was \$952,500, an increase of 6.4% compared to last year.

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

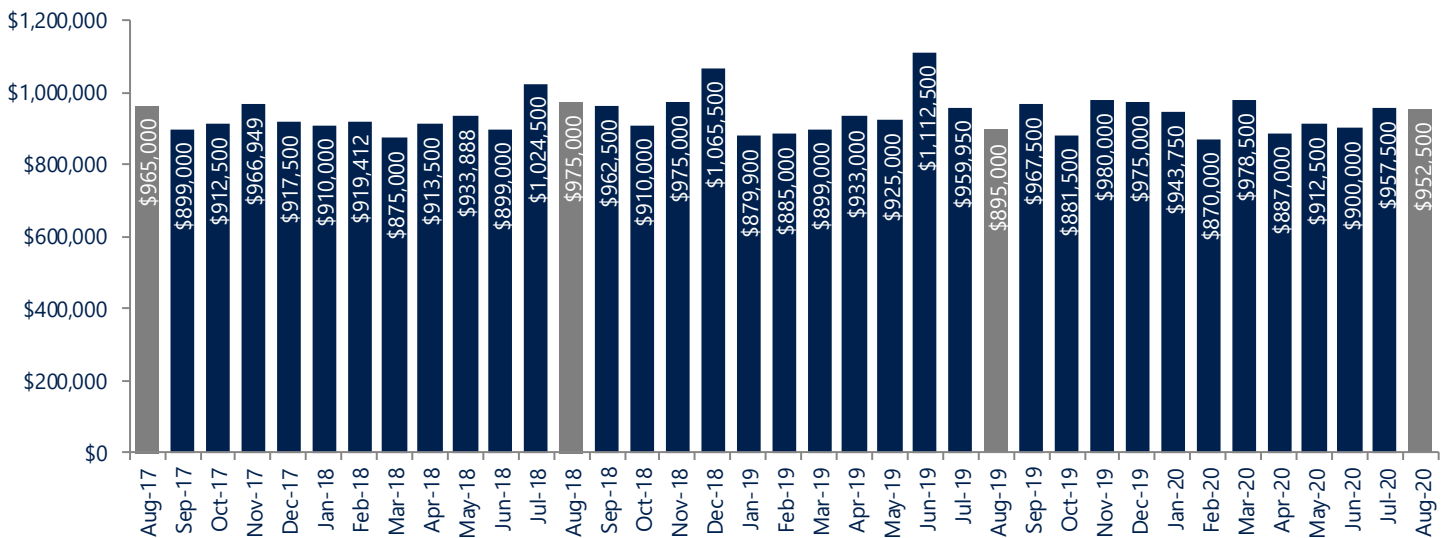
### MEDIAN SALES PRICE

Versus Previous Years  
Homes \$750,000+



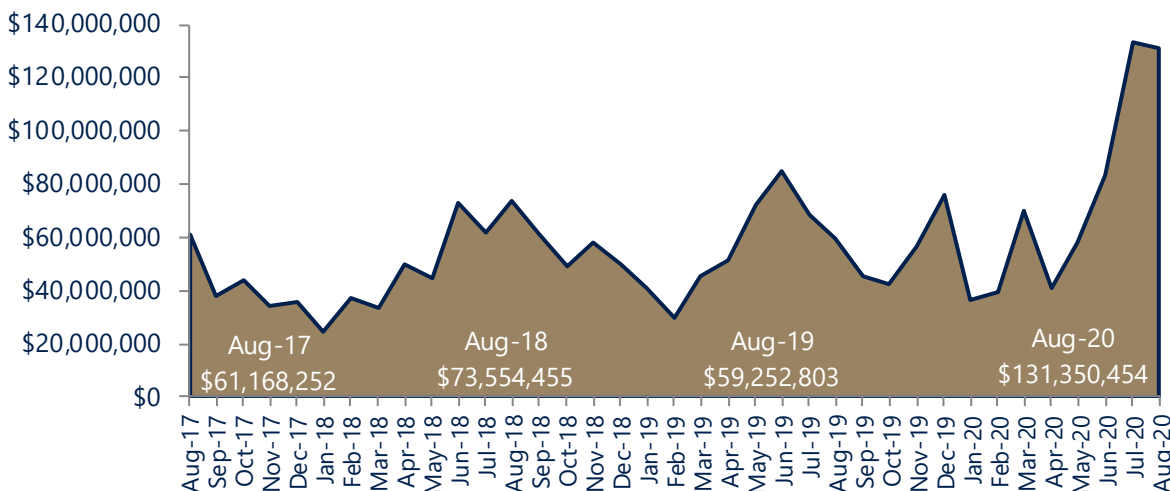
### MEDIAN SALES PRICE

Homes \$750,000+



### TOTAL DOLLAR VOLUME SOLD

Homes \$750,000+



Total volume sold this August was 121.7% higher than the same month one year ago.

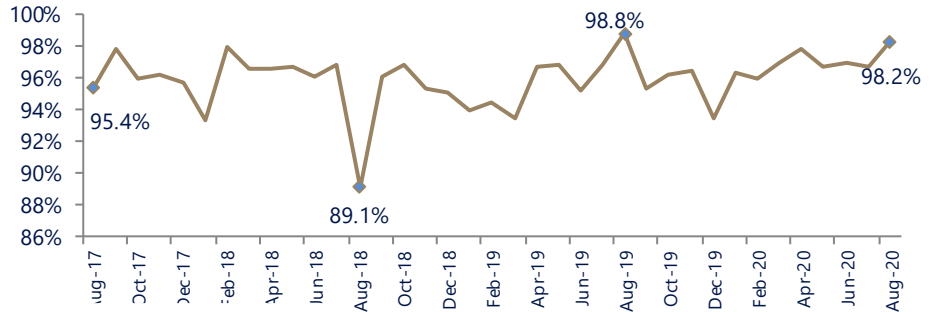
## Anne Arundel County, Maryland - August 2020

In August, the average sale price for homes more than \$750,000 was 98.2% of the average list price, which is 0.6% lower than at this time last year.

This month, the average number of days on market was 61, lower than the average last year, which was 71, a decrease of 14.1%.

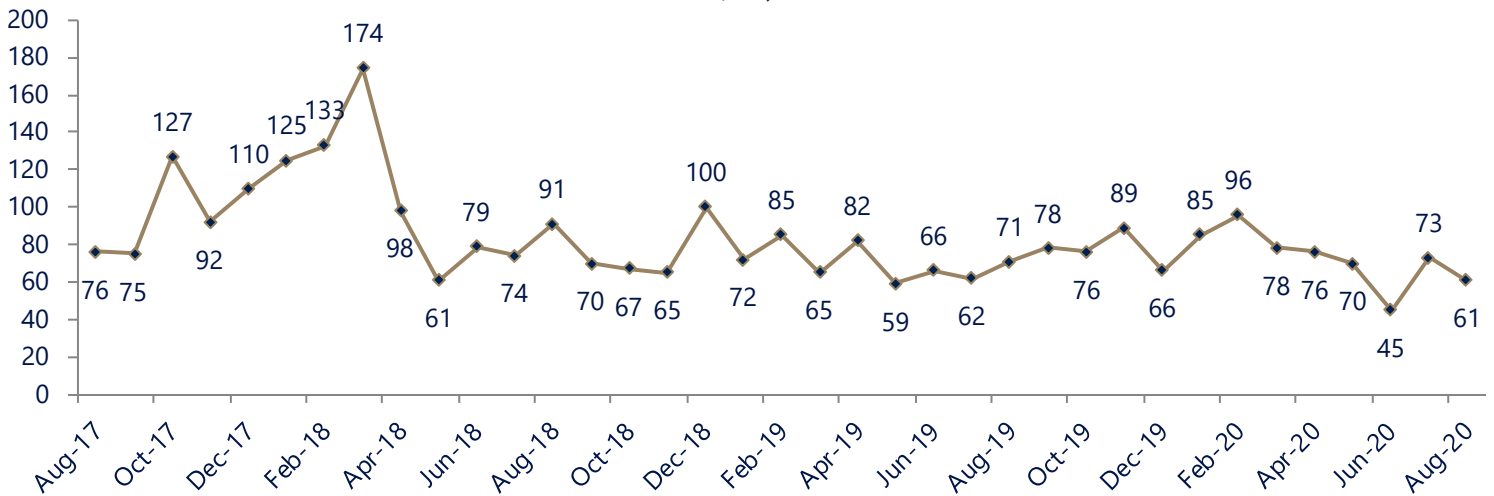
### SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



### DAYS ON MARKET

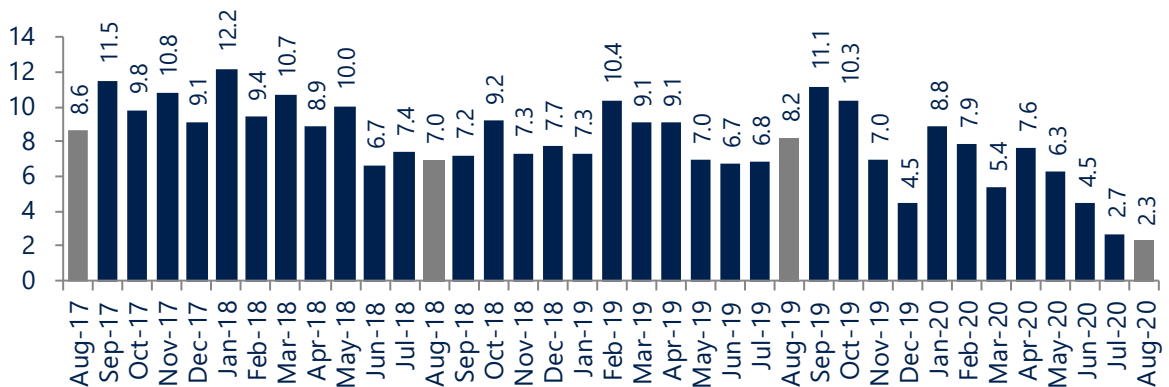
Homes \$750,000+



### MONTHS OF SUPPLY

Homes \$750,000+

In August, there were 2.3 months of supply available, compared to 8.2 in August of 2019. That is a decrease of 72.0% versus a year ago.





## Anne Arundel County, Maryland - August 2020

### References & Definitions

#### **ANNE ARUNDEL, MD: 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.

This report includes coverage for the county of Anne Arundel, Maryland only.

Analysis dates for all regions are August 1, 2017 through August 31, 2020.

### 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

#### **DISCLAIMER**

"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied, should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are August 1, 2017 through August 31, 2020. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

"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 August 1, 2017 through August 31, 2020".

Material appearing in this report may be reproduced or copied without permission. Please use the following acknowledgement for citation:

Source: Long & Foster Real Estate, Inc. and also cite the appropriate MLS.

