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LuxInsight

Eastern Shore MD/DE

Area

Luxury Housing Market Update

October 2017



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Eastern Shore MD/DE Area - October 2017

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.

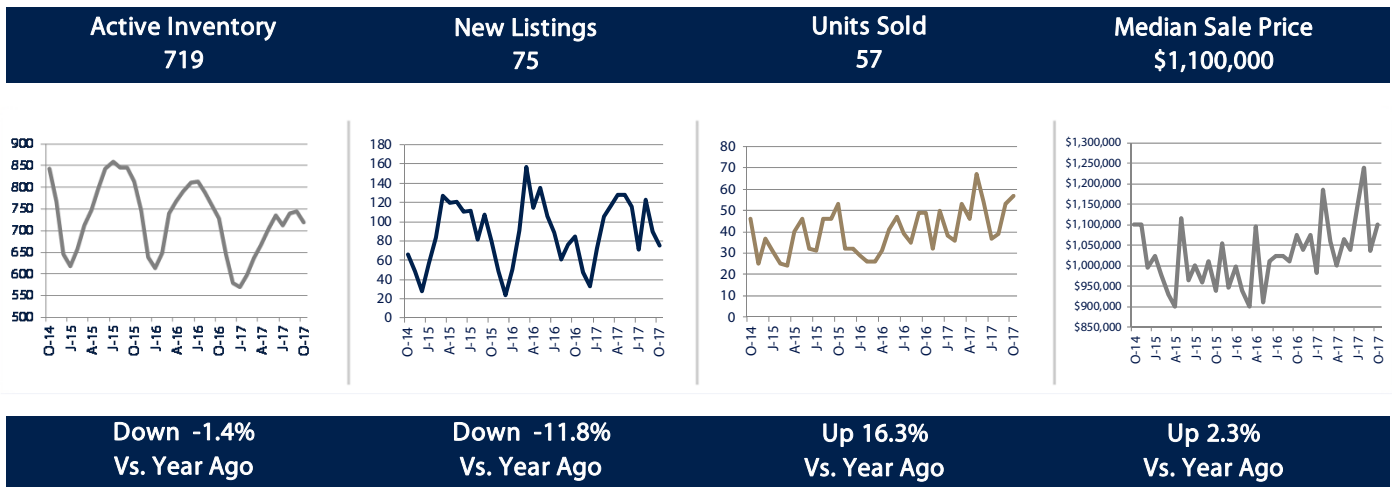
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

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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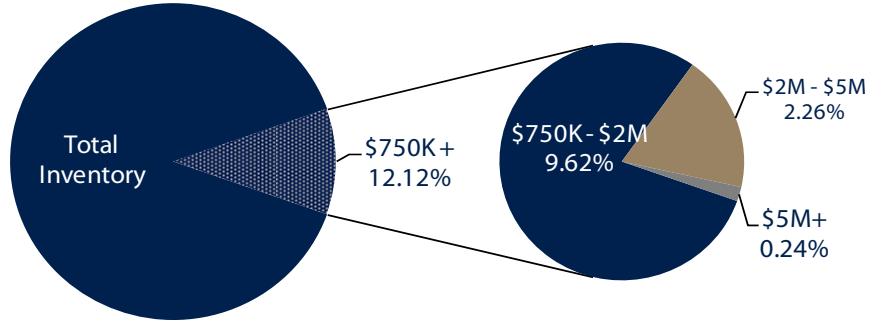
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Compared to last October, the total number of homes more than \$750,000 available this month was lower by 1.4% and lower by 11.6% compared to October 2015.

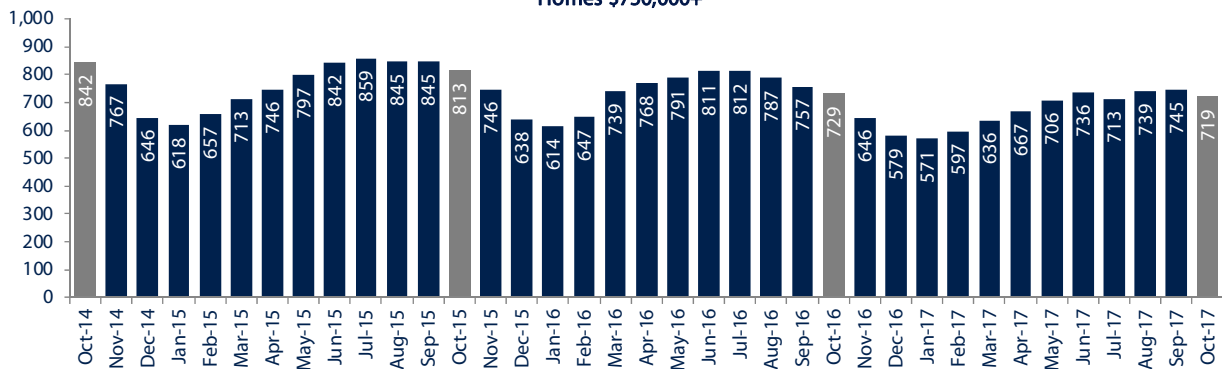
Active inventory this October was 3.5% lower than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

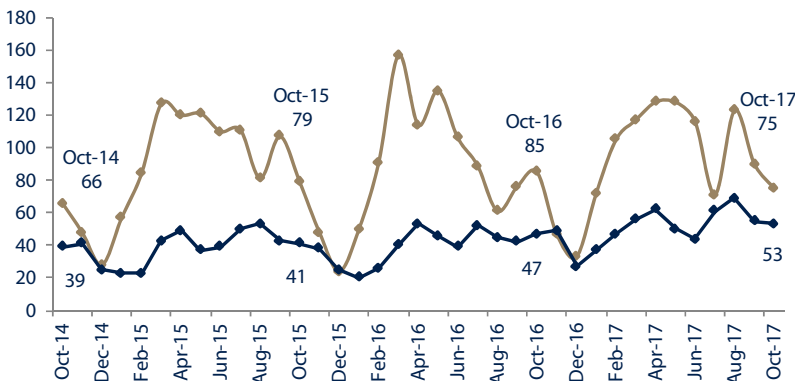
Homes \$750,000+



NEW LISTINGS & NEW CONTRACTS

Homes \$750,000+

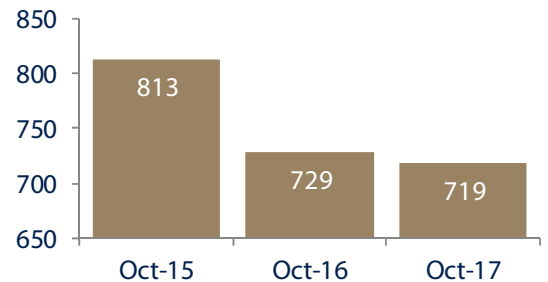
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

Homes \$750,000+

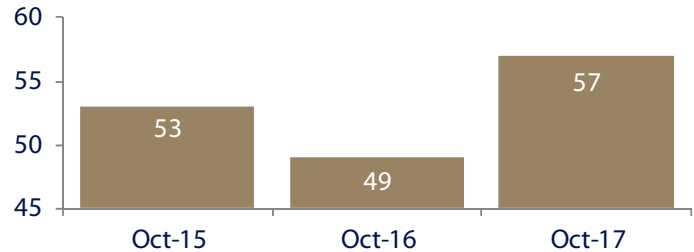


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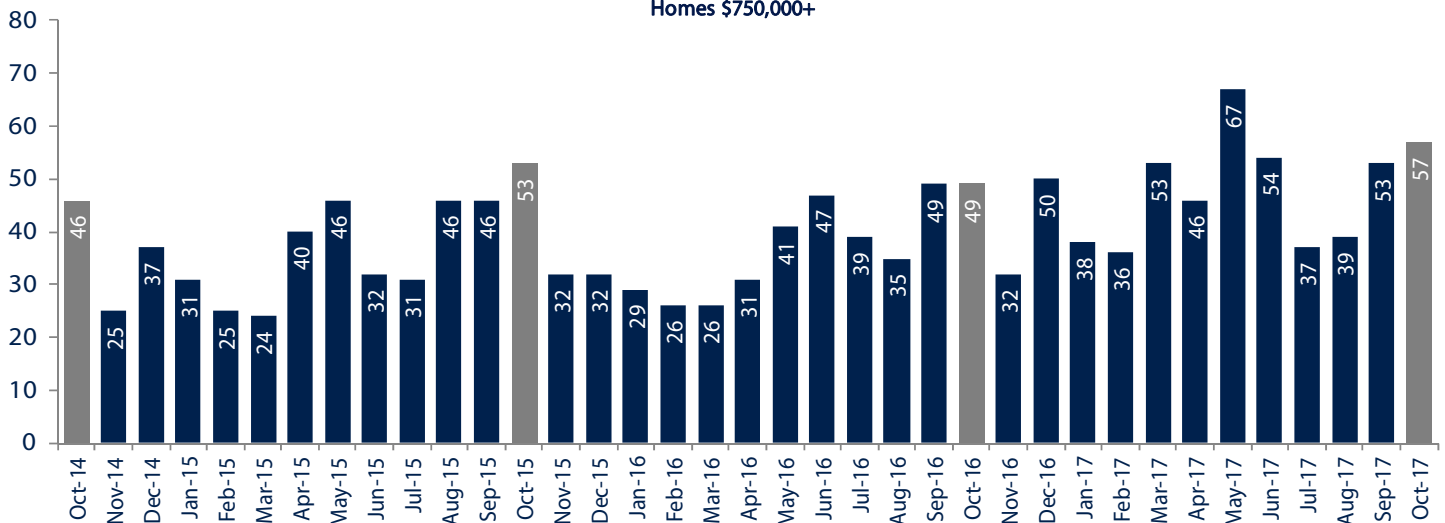
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 16.3% versus last October and an increase of 7.5% versus October of 2015.

There was an increase of 7.5% in luxury units sold in October compared to September of this year.

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



UNITS SOLD
Homes \$750,000+



RECENT SELECTED LUXURY SALES

Homes \$750,000+

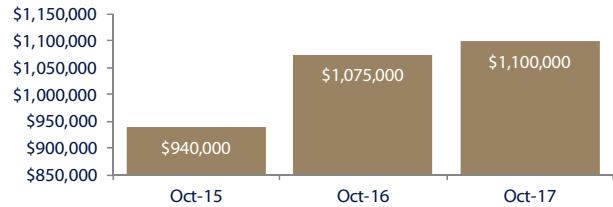
| Sold Date | City | Zip Code | Final List Price | Final Sale Price | Sale Price as % of List Price | DOM | Long & Foster Represented | |
|------------------|----------------|----------|------------------|------------------|-------------------------------|-----|---------------------------|--------|
| | | | | | | | Buyer | Seller |
| October 16, 2017 | North Bethany | 19930 | \$2,995,000 | \$2,750,000 | 91.8% | 186 | ✓ | ✓ |
| October 20, 2017 | North Bethany | 19930 | \$2,645,000 | \$2,500,000 | 94.5% | 110 | ✓ | ✓ |
| October 13, 2017 | Fenwick Island | 19944 | \$2,395,000 | \$2,195,000 | 91.6% | 193 | | ✓ |
| October 6, 2017 | Rehoboth Beach | 19971 | \$1,775,000 | \$1,765,000 | 99.4% | 2 | ✓ | |
| October 13, 2017 | Bethany Beach | 19930 | \$1,785,000 | \$1,695,000 | 95.0% | 33 | | ✓ |
| October 6, 2017 | Saint Michaels | 21663 | \$1,195,000 | \$1,120,000 | 93.7% | 13 | | ✓ |
| October 9, 2017 | Queenstown | 21658 | \$1,395,000 | \$1,120,000 | 80.3% | 428 | ✓ | |
| October 27, 2017 | Bethany Beach | 19930 | \$1,100,000 | \$1,100,000 | 100.0% | 4 | ✓ | |
| October 27, 2017 | Stevensville | 21666 | \$1,095,000 | \$1,025,000 | 93.6% | 570 | | ✓ |
| October 6, 2017 | Wittman | 21676 | \$1,095,000 | \$1,000,000 | 91.3% | 87 | ✓ | ✓ |

Eastern Shore MD/DE Area - October 2017

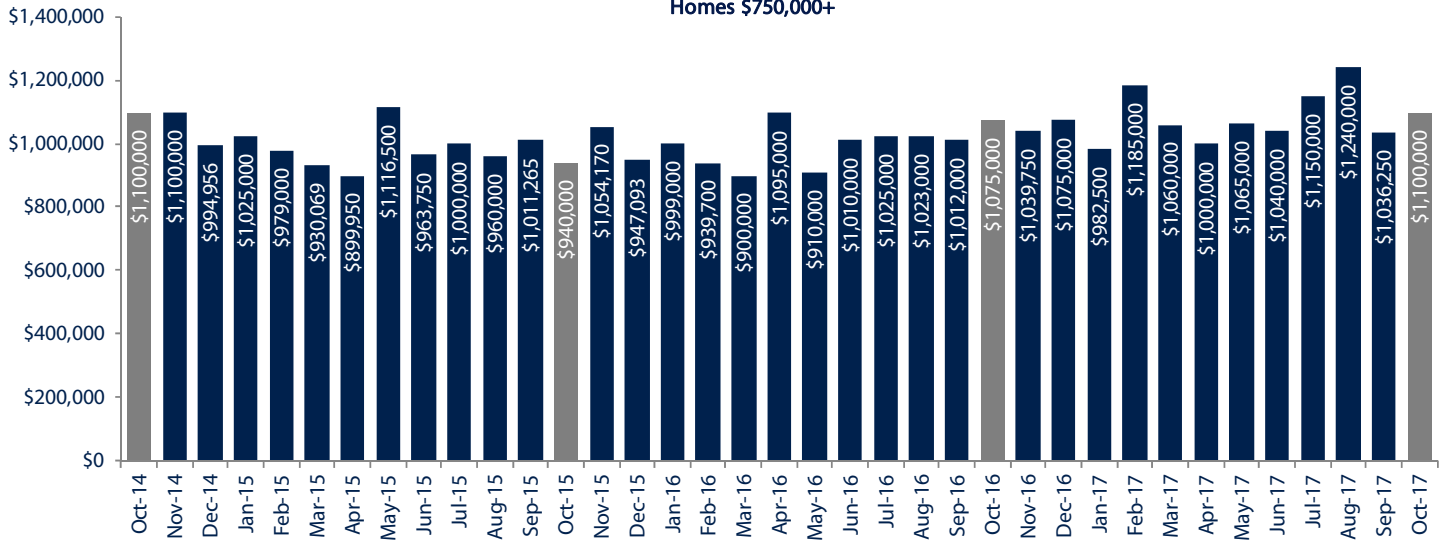
In October, the median sales price for homes more than \$750,000 was \$1,100,000, an increase of 2.3% compared to last year.

The current median sales price was higher by 6.2% than in September.

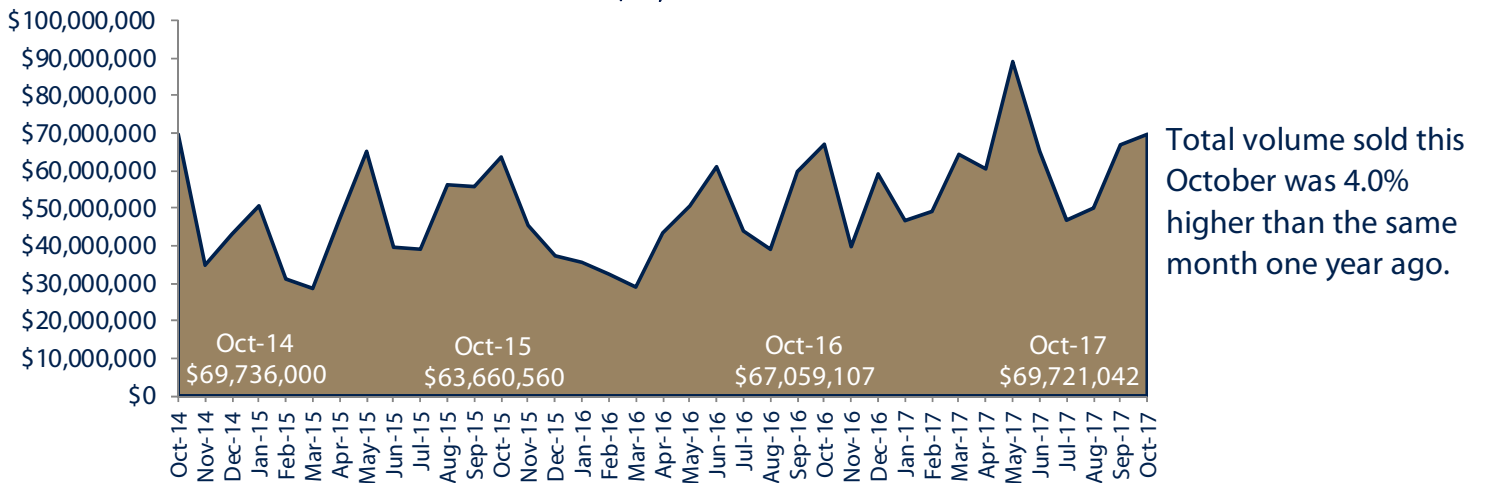
MEDIAN SALES PRICE
Versus Previous Years
Homes \$750,000+



MEDIAN SALES PRICE
Homes \$750,000+



TOTAL DOLLAR VOLUME SOLD
Homes \$750,000+



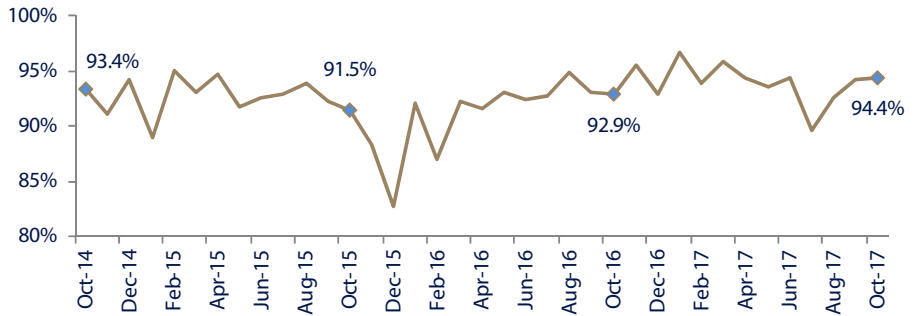
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In October, the average sale price for homes more than \$750,000 was 94.4% of the average list price, which is 1.5% higher than at this time last year.

This month, the average number of days on market was 146, lower than the average last year, which was 187, a decrease of 21.9%.

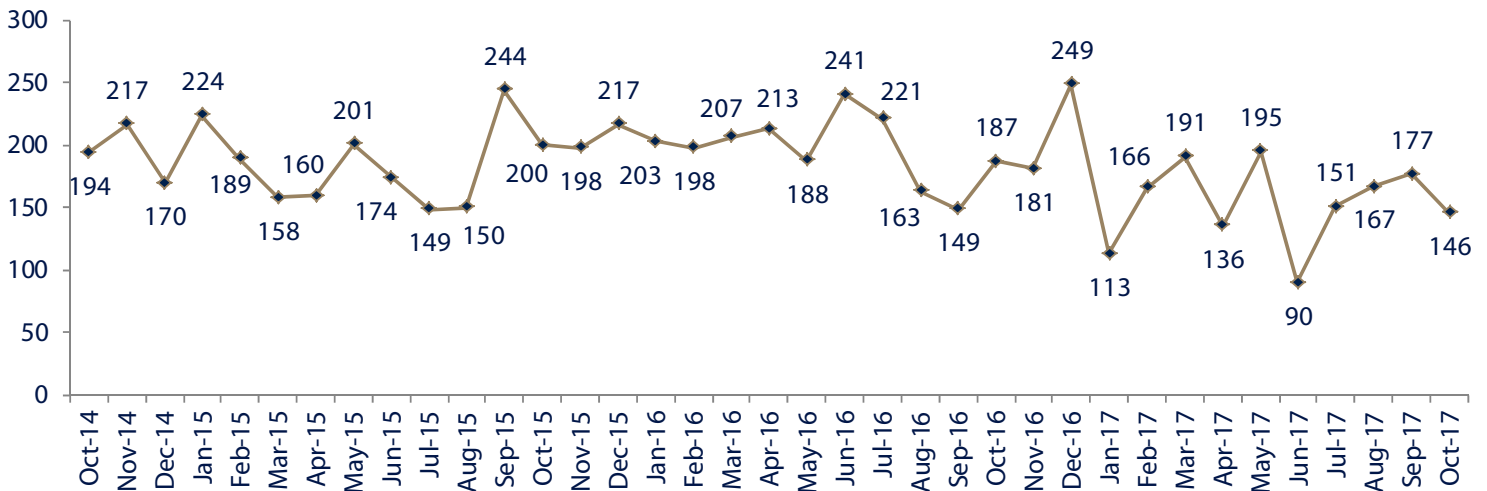
SALE PRICE AS % OF LIST PRICE

Homes \$750,000+



DAYS ON MARKET

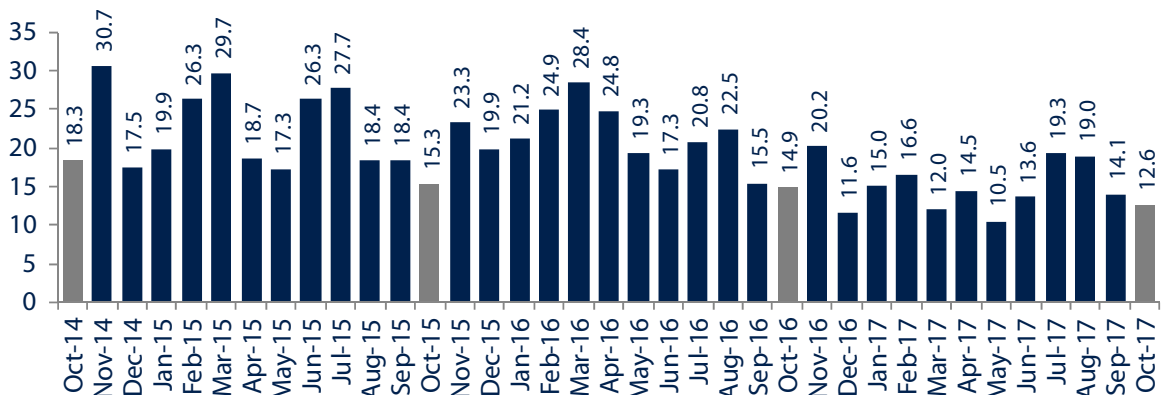
Homes \$750,000+



MONTHS OF SUPPLY

Homes \$750,000+

In October, there were 12.6 months of supply available, compared to 14.9 in October of 2016. That is a decrease of 15.4% 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

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