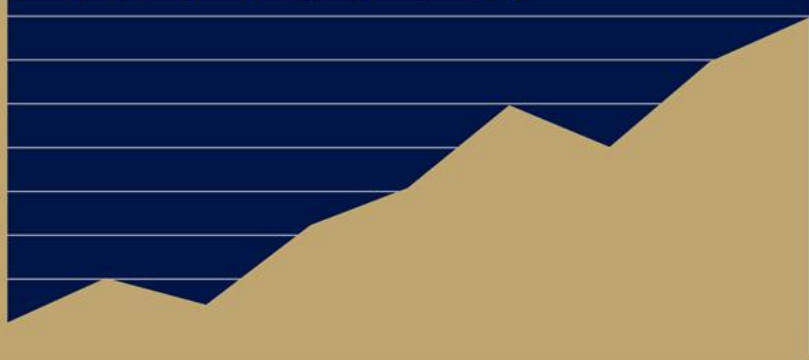
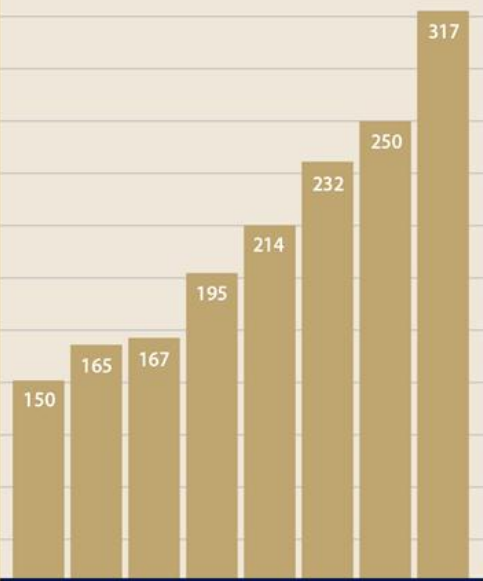


EXCLUSIVE AFFILIATE OF  
**CHRISTIE'S**  
 INTERNATIONAL REAL ESTATE  
 In Select Areas

## Eastern Shore MD/DE Area May 2013



**LUXURY  
 PORTFOLIO**  
 INTERNATIONAL™

#1 SELLER OF LUXURY HOMES IN THE MID-ATLANTIC



## Eastern Shore MD/DE Area - May 2013

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.

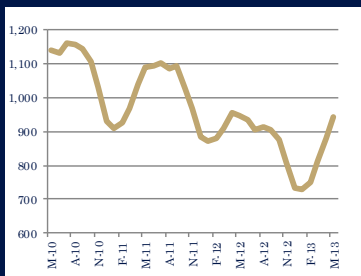
If you're in the market to buy or sell an extraordinary home, work with the real estate professionals who know the market best: Long & Foster!

### At A Glance

Homes \$750,000+

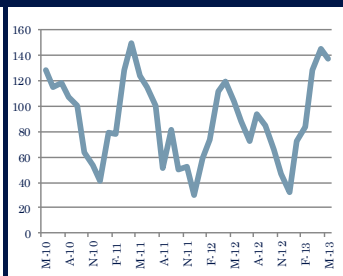


**Active Inventory**  
**944**



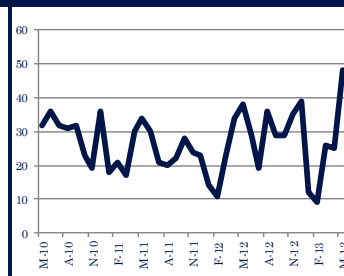
**No Change**  
**Vs. Year Ago**

**New Listings**  
**137**



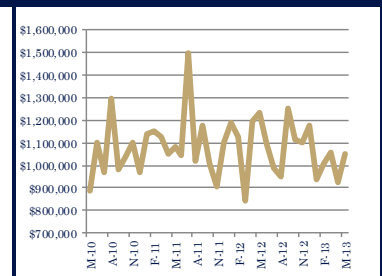
**Up 31.7%**  
**Vs. Year Ago**

**Units Sold**  
**48**



**Up 26.3%**  
**Vs. Year Ago**

**Median Sale Price**  
**\$1,050,000**



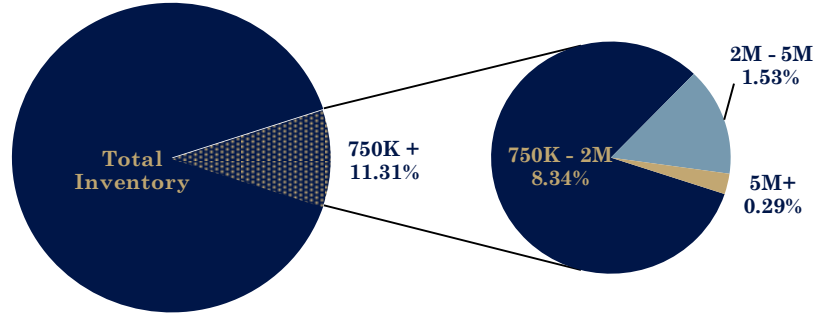
**Down -14.8%**  
**Vs. Year Ago**

## Eastern Shore MD/DE Area - May 2013

### Inventory Price Ranges

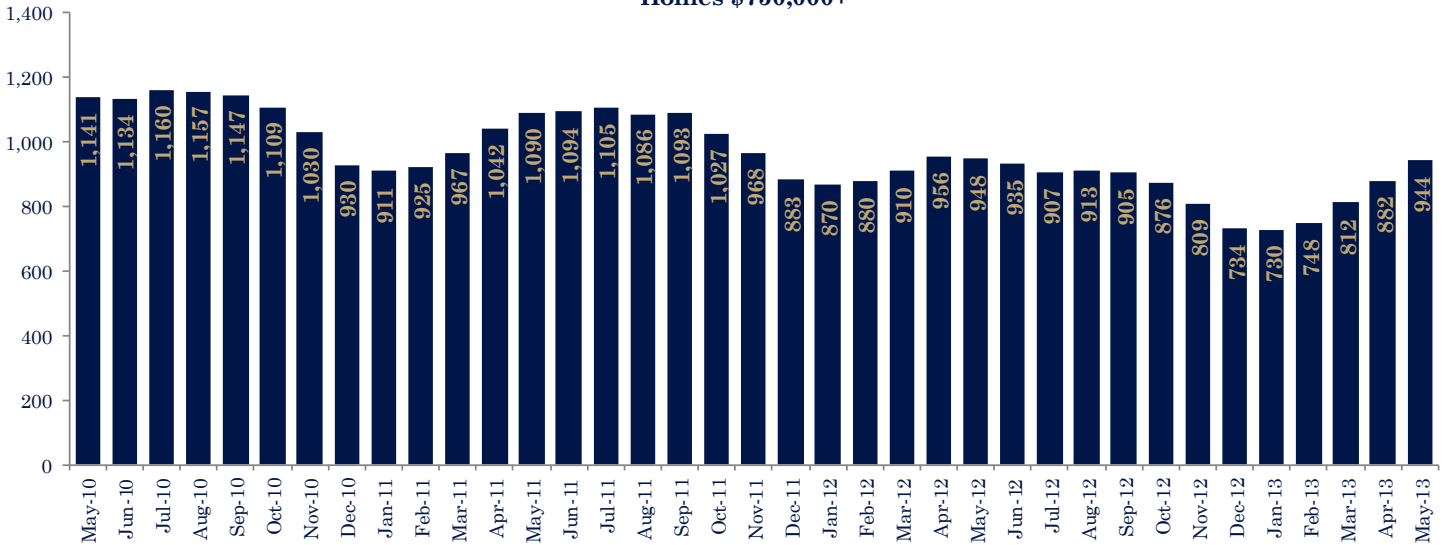
Versus last May, the total number of homes more than \$750,000 available this month is 944 units, which is similar compared to a year ago.

Active inventory this May was 7.0% higher than the previous month's supply of available inventory.



### Active Inventory

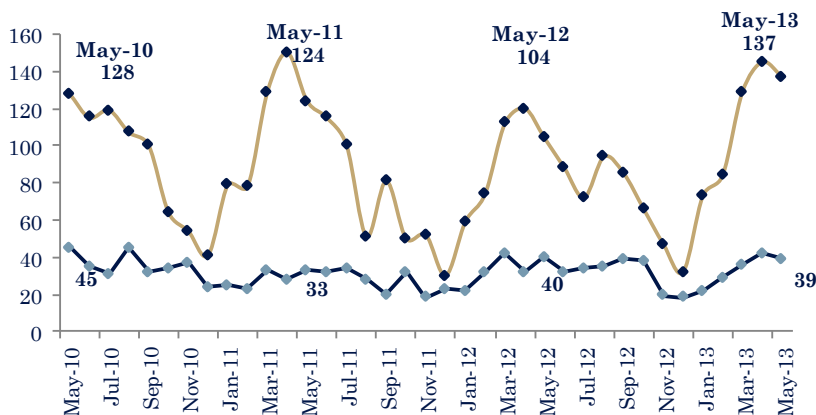
Homes \$750,000+



### New Listings & New Contracts

Homes \$750,000+

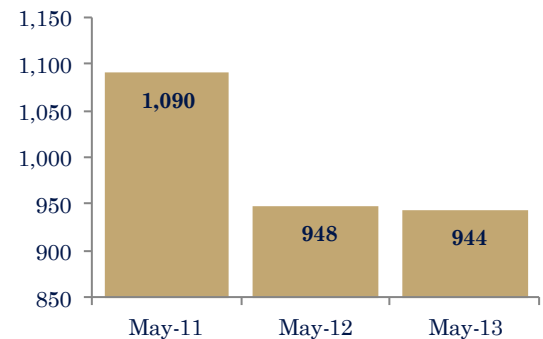
◆ New Listings    ◆ New Contracts



### Active Inventory

Versus Previous Years

Homes \$750,000+

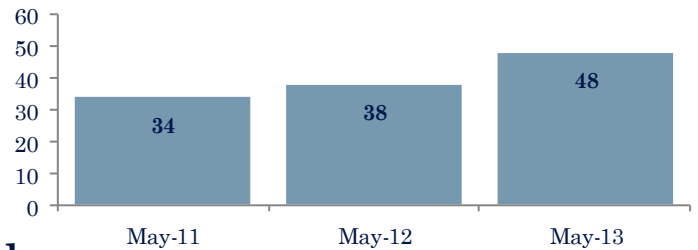


## Eastern Shore MD/DE Area - May 2013

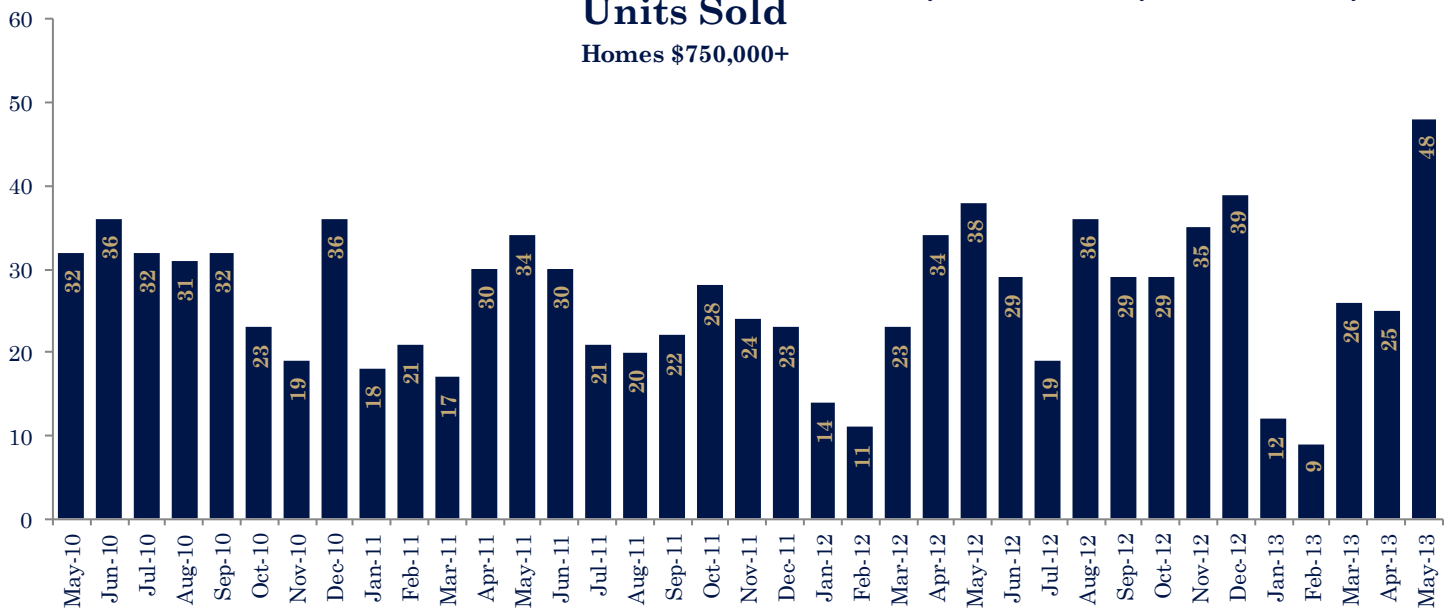
This month's units sold for homes more than \$750,000 was higher than at this time last year, an increase of 26.3% versus May of 2012 and an increase of 41.2% versus May of 2011.

There was an increase of 92.0% 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+

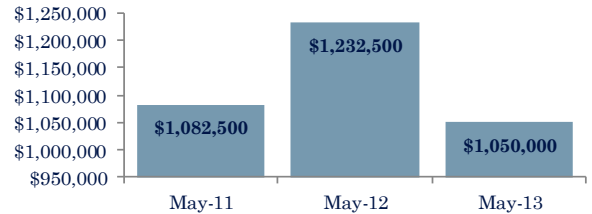
Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
May 17, 2013	Saint Michaels	21663	\$2,159,000	\$2,000,000	92.6%	679		✓
May 23, 2013	Neavitt	21652	\$1,980,000	\$1,900,000	96.0%	659	✓	✓
May 24, 2013	Stevensville	21666	\$1,999,000	\$1,700,000	85.0%	214	✓	✓
May 10, 2013	Rehoboth Beach	19971	\$1,650,000	\$1,500,000	90.9%	752	✓	
May 31, 2013	Easton	21601	\$1,800,000	\$1,475,000	81.9%	317	✓	
May 13, 2013	Easton	21601	\$1,500,000	\$1,300,000	86.7%	752	✓	✓
May 31, 2013	Ocean City	21842	\$1,199,900	\$1,185,000	98.8%	1	✓	
May 9, 2013	Royal Oak	21662	\$1,195,000	\$1,050,000	87.9%	158		✓
May 31, 2013	Chester	21619	\$1,100,000	\$1,015,000	92.3%	104		✓
May 20, 2013	Bethany Beach	19930	\$997,500	\$955,000	95.7%	12	✓	

## Eastern Shore MD/DE Area - May 2013

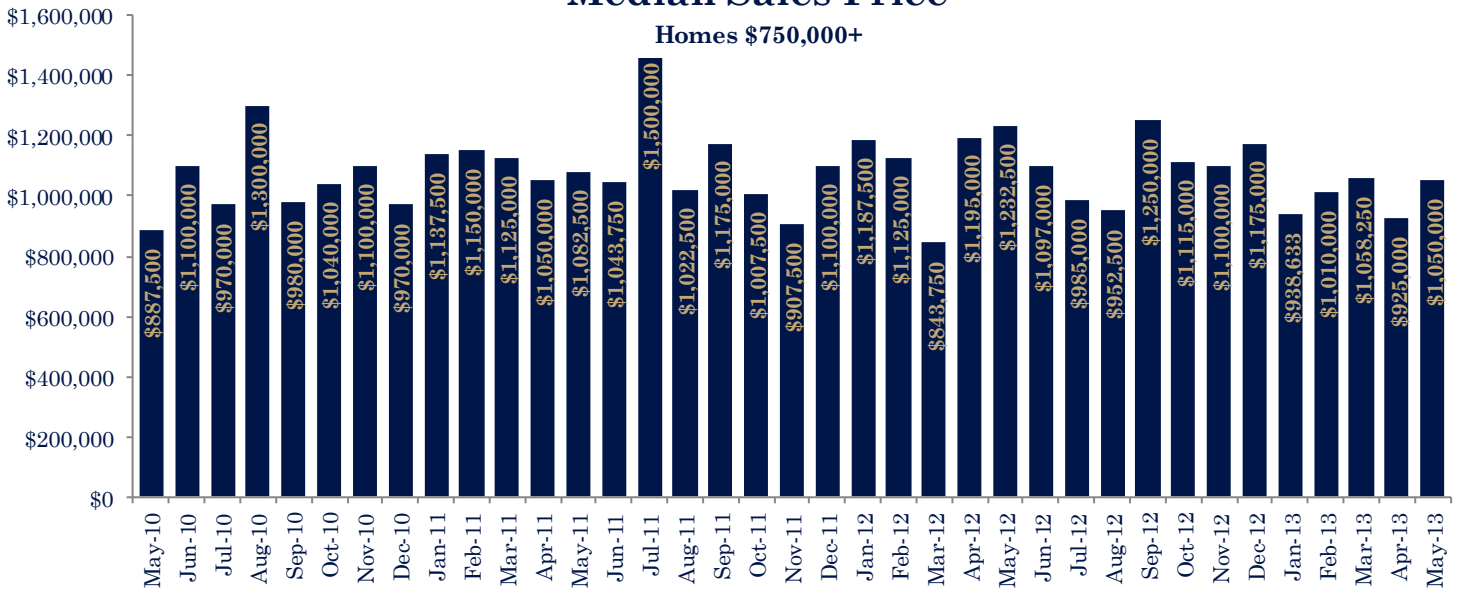
In May, the median sales price for homes more than \$750,000 was \$1,050,000, a decrease of 14.8% compared to last year.

The current median sales price was higher by 13.5% than in April.

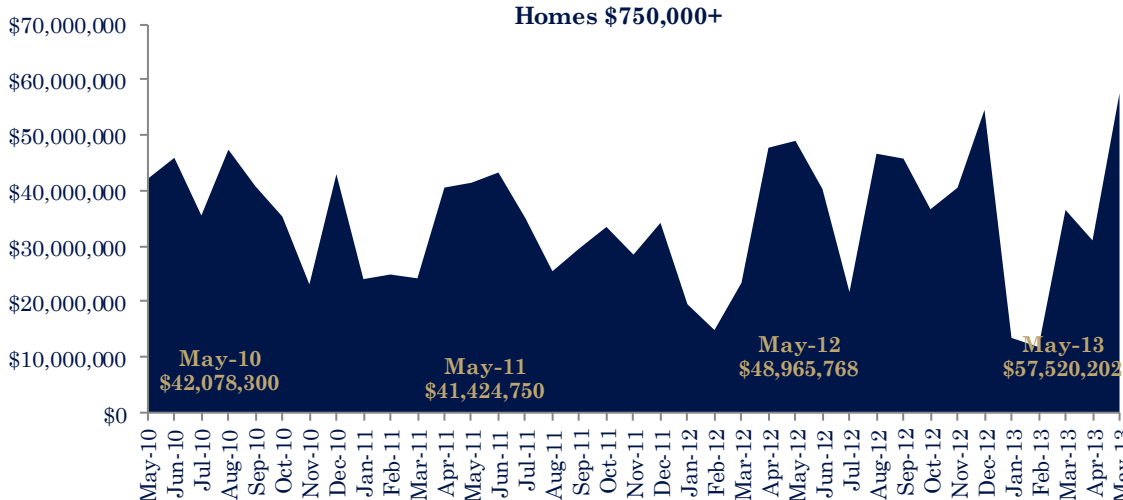
### Median Sales Price Versus Previous Years Homes \$750,000+



### Median Sales Price Homes \$750,000+



### Total Dollar Volume Sold Homes \$750,000+



Total Volume sold this May was 17.5% higher than the same month one year ago.

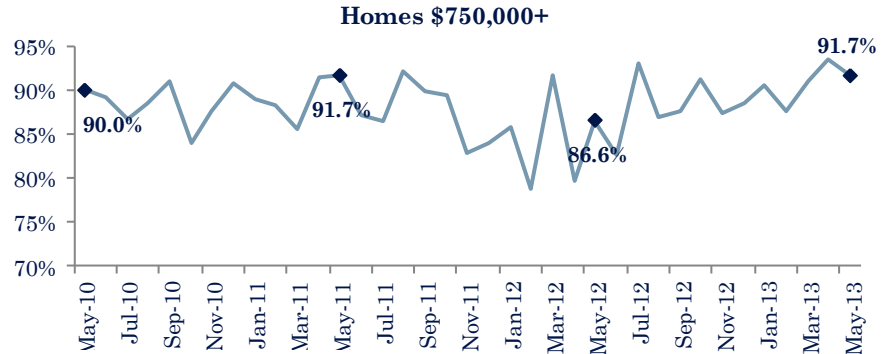


## Eastern Shore MD/DE Area - May 2013

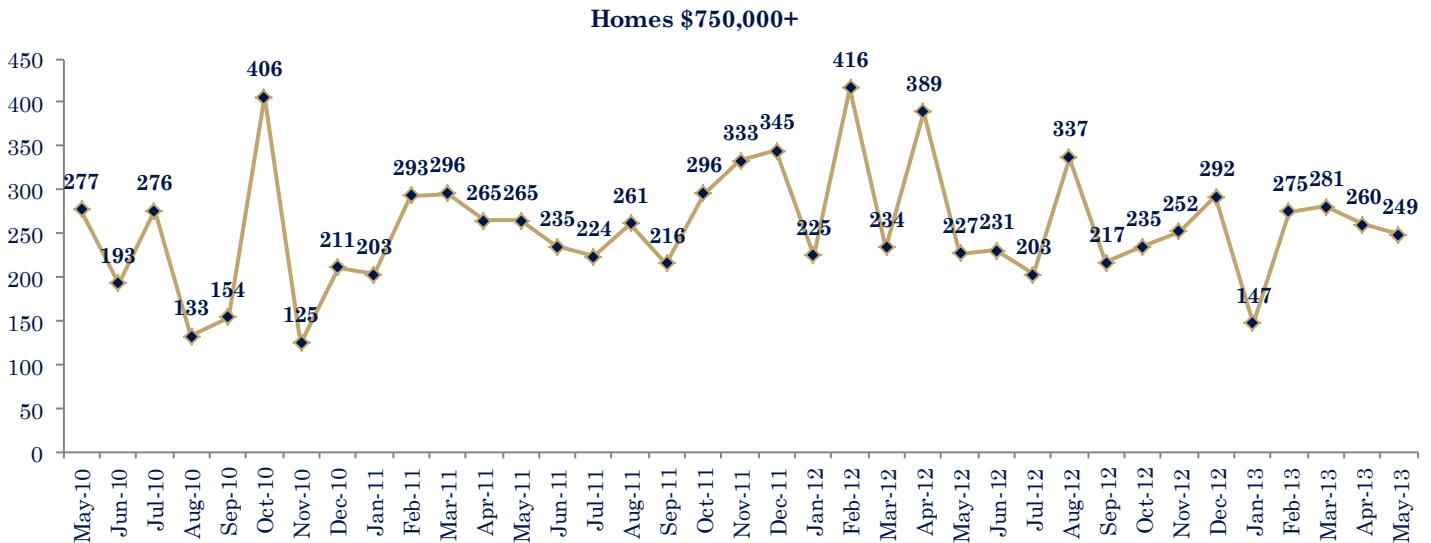
In May, the average sale price for homes more than \$750,000 was 91.7% of the average list price, which is higher than at this time last year.

This month, the average number of days on market was 249, higher than the average last year, which was 227, an increase of 9.7%.

### Sale Price as % of List Price

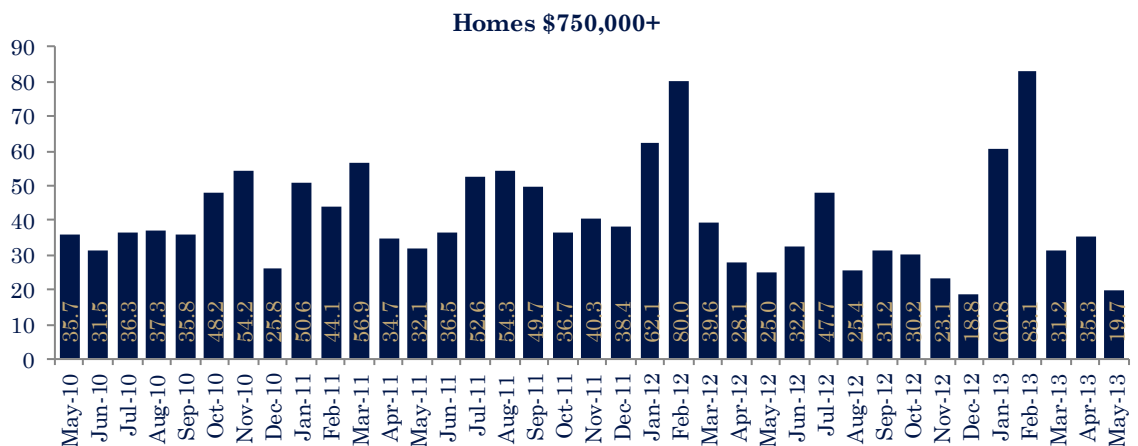


### Days on Market



### Months of Supply

In May, there were 19.7 months of supply available, compared to 25.0 in May of 2012. That is a decrease of 21.2% versus a year ago.



# Eastern Shore MD/DE Area - May 2013

## References & Definitions

### EASTERN SHORE MD/DE AREA: LISTING SOURCE, REPORTING AREA, & MSA 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, 2010 through May 31, 2013.

## Contacts & Disclaimers

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Director of Marketing

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