

03.24

MARKET REPORTS





Discover the latest trends and insights from the waterfront
and luxury real estate markets across Greater Annapolis,
Greater Baltimore, the Eastern Shore of Maryland, and
Southern Maryland.

Our comprehensive market reports reveal pivotal data
that can guide homeowners and prospective buyers
through the nuances of these unique property sectors.



WATERFRONT MARKET GREATER ANNAPOLIS

ANNE ARUNDEL COUNTY

LEGEND

We are defining waterfront in Greater Annapolis as: Anne Arundel County, waterfront (not waterview or water access)

MARCH 2024						
WATERFRONT	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,298,246	\$1,338,775	\$1,274,914	-3.0%	1.8%	\$1,385,732
Average Square Footage (SF)	2,746	2,885	2,723	-4.8%	0.8%	2,902
Average Price Per Square Foot (PPSF)	\$564.08	\$529.62	\$576.24	6.5%	-2.1%	\$556.05
Average List Price to Sales Price Ratio (%)	94.0%	96.5%	94.7%	-2.6%	-0.7%	94.5%
Average Days on Market (DOM)	60	110	72	-45.5%	-16.7%	76
Total Sales	28	20	22	40.0%	27.3%	72

GLOSSARY

MOM = Month Over Month; **YOY** = Year Over Year; **YTD #'s** = Year To Date Numbers

LUXURY MARKET GREATER ANNAPOLIS

ANNE ARUNDEL COUNTY

LEGEND

We are defining luxury in Greater Annapolis as: Anne Arundel County, Over \$1M

MARCH 2024						
LUXURY	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,571,263	\$1,476,542	\$1,551,295	6.4%	1.3%	\$1,569,865
Average Square Footage (SF)	3,842	3,553	4,315	8.1%	-11.0%	3,806
Average Price Per Square Foot (PPSF)	\$577.81	\$508.07	\$484.30	13.7%	19.3%	\$539.68
Average List Price to Sales Price Ratio (%)	98.5%	94.7%	95.4%	4.0%	3.2%	97.2%
Average Days on Market (DOM)	50	117	65	-57.3%	-23.1%	68
Total Sales	37	28	41	32.1%	-9.8%	98

GLOSSARY

MOM = Month Over Month; **YOY** = Year Over Year; **YTD #'s** = Year To Date Numbers

GREATER ANNAPOLIS

ANNE ARUNDEL COUNTY

TOP TEN SALES THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE
306 First St, Annapolis, MD 21403	\$3,950,000	Y	2,881	\$1,371	0.04	\$2,262
738 Skywater Rd, Gibson Island, MD 21056	\$3,300,000	Y	2,365	\$1,395	2.15	\$35
1304 Beachview Rd, Annapolis, MD 21403	\$2,350,000	Y	4,168	\$564	0.51	\$106
4 Beach Dr, Annapolis, MD 21405	\$2,100,000	Y	3,226	\$651	0.22	\$219
1243 Bast Ln, Shady Side, MD 20764	\$2,000,000	Y	4,179	\$479	0.49	\$94
328 North Dr, Severna Park, MD 21146	\$1,940,000	Y	3,200	\$606	0.42	\$106
357 Forest Beach Rd, Annapolis, MD 21409	\$1,850,000	Y	5,196	\$356	1.49	\$28
463 Hoenereng Trl, Annapolis, MD 21401	\$1,812,000	Y	1,973	\$918	0.25	\$166
18 Severn River Rd, Severna Park, MD 21146	\$1,800,000	N	4,286	\$420	0.38	\$109
529 Sylview Dr, Pasadena, MD 21122	\$1,750,000	Y	6,515	\$269	1.13	\$35

GLOSSARY

WF = Waterfront; **SF** = Square Footage; **PPSF** = Price Per Square Foot

TOP TEN LISTINGS THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE	Status
3054 Rundelac Rd, Annapolis, MD 21403	\$5,225,000	Y	13,495	\$387	3.69	\$32	Active
302 First St, Annapolis, MD 21403	\$3,950,000	Y	2,565	\$1,540	0.04	\$2,262	Active
611 Creek View Ave, Annapolis, MD 21403	\$3,495,000	Y	3,279	\$1,066	0.13	\$616	Pending
3320 Breckenridge Way, Riva, MD 21140	\$2,995,000	Y	4,351	\$688	1.08	\$64	Pending
1109 Jenniper Ln, Annapolis, MD 21403	\$2,775,000	Y	5,133	\$541	0.48	\$132	Pending
99 Compromise St #R2, Annapolis, MD 21401	\$2,750,000	N	2,980	\$923	0	\$0	Pending
1504 Severncroft Rd, Annapolis, MD 21409	\$2,700,000	Y	5,365	\$503	1.23	\$50	Active
162 W Lake Dr, Annapolis, MD 21403	\$2,600,000	Y	2,304	\$1,128	0.49	\$122	Active
914 Coachway, Annapolis, MD 21401	\$2,495,000	N	3,208	\$778	1.46	\$39	Active
1304 Beachview Rd, Annapolis, MD 21403	\$2,350,000	N	4,168	\$564	0.51	\$106	Sold



WATERFRONT MARKET GREATER BALTIMORE

BALTIMORE CITY, BALTIMORE + HOWARD COUNTIES

LEGEND

We are defining waterfront in Greater Baltimore as:

Baltimore City, Baltimore County, Howard County waterfront (not water access or water view)

MARCH 2024						
WATERFRONT	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$576,255	\$553,876	\$503,238	4.0%	14.5%	\$559,350
Average Square Footage (SF)	2,122	2,530	1,909	-16.1%	11.2%	2,176
Average Price Per Square Foot (PPSF)	\$294.43	\$281.93	\$298.85	4.4%	-1.5%	\$297.62
Average List Price to Sales Price Ratio (%)	97.7%	98.2%	93.5%	-0.5%	4.5%	100.5%
Average Days on Market (DOM)	58	112	70	-48.2%	-17.1%	78
Total Sales	11	9	21	22.2%	-47.6%	26

GLOSSARY

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LUXURY MARKET GREATER BALTIMORE

BALTIMORE CITY, BALTIMORE + HOWARD COUNTIES

LEGEND

We are defining luxury in Greater Baltimore as: Baltimore City, Baltimore County, Howard County Over \$1M

MARCH 2024						
LUXURY	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,297,674	\$1,442,446	\$1,388,570	-10.0%	-6.5%	\$1,351,274
Average Square Footage (SF)	5,227	5,197	5,359	0.6%	-2.5%	5,215
Average Price Per Square Foot (PPSF)	\$310.03	\$328.91	\$320.01	-5.7%	-3.1%	\$313.70
Average List Price to Sales Price Ratio (%)	102.3%	100.4%	104.6%	1.9%	-2.2%	101.5%
Average Days on Market (DOM)	47	71	39	-33.8%	20.5%	54
Total Sales	43	26	44	65.4%	-2.3%	97

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GREATER BALTIMORE

BALTIMORE CITY, BALTIMORE + HOWARD COUNTIES

TOP TEN SALES THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE
7 Ridge Farm Ct, Cockeysville, MD 21030	\$2,300,000	N	8,659	\$266	1.34	\$39
11915 Park Heights Ave, Owings Mills, MD 21117	\$2,215,000	N	8,073	\$274	5.53	\$9
7839 Ellenham Rd, Towson, MD 21204	\$1,895,000	N	4,423	\$428	0.73	\$59
11008 Baronet Rd, Owings Mills, MD 21117	\$1,800,000	N	6,578	\$274	9.72	\$4
26 Highfield Ct, Cockeysville, MD 21030	\$1,531,500	N	5,864	\$261	3.28	\$11
1009 Cloverlea Rd, Towson, MD 21204	\$1,514,400	N	2,876	\$527	1.02	\$34
2301 Cross Country Blvd, Baltimore, MD 21209	\$1,500,000	N	5,273	\$284	1.4	\$25
14 Aston Ct, Owings Mills, MD 21117	\$1,490,000	N	6,857	\$217	4.09	\$8
5938 Trotter Rd, Clarksville, MD 21029	\$1,450,000	N	3,180	\$456	6.34	\$5
13067 Twelve Hills Rd, Clarksville, MD 21029	\$1,450,000	N	7,178	\$202	3.2	\$10

GLOSSARY

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TOP TEN LISTINGS THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE	Status
12501 Bonita Ave, Glyndon, MD 21071	\$12,000,000	N	11,126	\$1,079	247	\$1	Active
12600 Jarrettsville Pike, Phoenix, MD 21131	\$5,150,000	Y	13,242	\$389	6.8	\$17	Active
13032 Highland Rd, Highland, MD 20777	\$4,750,000	N	7,084	\$671	51.6	\$2	Active
10701 Greenspring Ave, Lutherville Timonium, MD 21093	\$3,600,000	N	8,892	\$405	15.68	\$5	Active
300 International Dr #2102, Baltimore, MD 21202	\$3,490,000	Y	2,896	\$1,205	0.01	\$7,995	Active
13301 Wicklow Pl, Clarksville, MD 21029	\$2,995,000	N	8,457	\$354	5.48	\$13	Active
1126 N Charles St, Baltimore, MD 21201	\$2,800,000	N	9,107	\$307	0.12	\$535	Active
1021 Saffell Rd, Reisterstown, MD 21136	\$2,750,000	N	1,566	\$1,756	140	\$0	Active
19416 Gunpowder Rd, Manchester, MD 21102	\$2,600,000	N	2,993	\$869	26.32	\$2	Active
7603 Greenspring Ave., Pikesville, MD 21208	\$2,490,000	N	4,637	\$537	1	\$57	Active



WATERFRONT MARKET

SOUTHERN MARYLAND

CALVERT, CHARLES + SAINT MARYS COUNTIES

LEGEND

We are defining waterfront in Southern MD as:

Calvert, Charles and St Marys County waterfront (not water access or water view)

MARCH 2024						
WATERFRONT	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$759,307	\$574,786	\$690,568	32.1%	10.0%	\$652,159
Average Square Footage (SF)	2,681	1,845	2,471	45.3%	8.5%	2,338
Average Price Per Square Foot (PPSF)	\$365.53	\$408.26	\$353.13	-10.5%	3.5%	\$355.63
Average List Price to Sales Price Ratio (%)	99.6%	99.9%	97.6%	-0.3%	2.0%	99.0%
Average Days on Market (DOM)	71	27	39	163.0%	82.1%	52
Total Sales	15	7	17	114.3%	-11.8%	29

GLOSSARY

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LUXURY MARKET

SOUTHERN MARYLAND

CALVERT, CHARLES + SAINT MARYS COUNTIES

LEGEND

We are defining luxury in Greater Baltimore as: Calvert, Charles and St Marys County Over \$1M

MARCH 2024						
LUXURY	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,083,500	\$0	\$681,000	-	59.1%	\$1,256,800
Average Square Footage (SF)	5,251	0	5,017	-	4.7%	6,826
Average Price Per Square Foot (PPSF)	\$256.67	\$0.00	\$301.98	-	-15.0%	\$239.47
Average List Price to Sales Price Ratio (%)	99.7%	0.0%	170.7%	-	-41.6%	92.8%
Average Days on Market (DOM)	7	0	1	-	600.0%	18
Total Sales	4	0	1	-	300.0%	5

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SOUTHERN MARYLAND

CALVERT, CHARLES + SAINT MARYS COUNTIES

TOP TEN SALES THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE
651 Good Shepherd Way, Owings, MD 20736	\$1,179,000	N	5,630	\$209	1	\$27
39031 Hodges Rd, Avenue, MD 20609	\$1,155,000	Y	3,439	\$336	8.46	\$3
12548 Neale Sound Dr, Cobb Island, MD 20625	\$1,000,000	Y	3,847	\$260	0.49	\$47
14908 Durham Ranger Pl, Hughesville, MD 20637	\$1,000,000	Y	4,515	\$221	3.08	\$7
29740 Beach Ct, Mechanicsville, MD 20659	\$950,000	Y	1,814	\$524	0.63	\$35
11533 Highland Farm Ct, La Plata, MD 20646	\$915,000	N	5,509	\$166	1.22	\$17
12720 Carronade Ct, Dunkirk, MD 20754	\$885,000	N	3,006	\$294	4.97	\$4
12145 Calverts Run Ct, La Plata, MD 20646	\$873,552	N	5,043	\$173	1.98	\$10
3411 Bayside Forest Ct, Huntingtown, MD 20639	\$852,000	N	3,662	\$233	6.47	\$3
42875 Dusty Ln, Hollywood, MD 20636	\$840,000	N	3,423	\$245	1	\$19

GLOSSARY

WF = Waterfront; **SF** = Square Footage; **PPSF** = Price Per Square Foot

TOP TEN LISTINGS THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE	Status
1710 Dos Santos Way, Mechanicsville, MD 20659	\$6,995,000	Y	11,758	\$595	57.07	\$3	Active
46369 Hattons Rest Ln, Lexington Park, MD 20653	\$2,000,000	Y	5,464	\$366	5.26	\$9	Active
3330 Soper Rd, Huntingtown, MD 20639	\$1,690,000	Y	4,946	\$342	3.14	\$12	Active
14746 Patuxent Ave, Solomons, MD 20688	\$1,595,000	Y	4,930	\$324	0.29	\$126	Active
13620 Kersey Way, Solomons, MD 20688	\$1,495,000	Y	4,311	\$347	0.71	\$48	Active
24688 Red Hill Ct, Hollywood, MD 20636	\$1,449,900	Y	2,232	\$650	1.83	\$18	Active
4100 Hidden Creek Rd, Port Republic, MD 20676	\$1,399,000	N	5,790	\$242	2.74	\$12	Active
12295 Potomac View Rd, Newburg, MD 20664	\$1,250,000	Y	4,898	\$255	1.12	\$26	Pending
40539 Port Pl, Leonardtown, MD 20650	\$1,200,000	Y	2,621	\$458	1.27	\$22	Pending
14356 Solomons Island Rd S, Solomons, MD 20688	\$1,199,000	N	2,814	\$426	0.32	\$86	Active



WATERFRONT MARKET EASTERN SHORE

QUEEN ANNE'S, KENT + TALBOT COUNTIES

LEGEND

We are defining waterfront in Eastern Shore as:

Kent, Queen Anne and Talbot County, waterfront (not waterview or water access)

MARCH 2024						
WATERFRONT	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,451,000	\$2,383,143	\$1,487,581	-39.1%	-2.5%	\$1,972,440
Average Square Footage (SF)	3,508	4,270	3,404	-17.8%	3.1%	3,935
Average Price Per Square Foot (PPSF)	\$415.39	\$555.30	\$427.20	-25.2%	-2.8%	\$493.74
Average List Price to Sales Price Ratio (%)	94.1%	90.3%	93.1%	4.2%	1.1%	92.0%
Average Days on Market (DOM)	49	84	51	-41.7%	-3.9%	68
Total Sales	11	14	16	-21.4%	-31.3%	25

GLOSSARY

MOM = Month Over Month; **YOY** = Year Over Year; **YTD #'s** = Year To Date Numbers

LUXURY MARKET EASTERN SHORE

QUEEN ANNE'S, KENT + TALBOT COUNTIES

LEGEND

We are defining luxury in the Eastern Shore as: Kent, Queen Anne and Talbot County, Over \$1M

MARCH 2024						
LUXURY	This Month	Previous Month	Same Month Last Year	MOM Change	YOY Change	YTD #s
Average Price	\$1,360,818	\$1,995,000	\$3,115,727	-31.8%	-56.3%	\$2,660,682
Average Square Footage (SF)	3,004	5,163	5,455	-41.8%	-44.9%	4,710
Average Price Per Square Foot (PPSF)	\$482.91	\$647.88	\$556.89	-25.5%	-13.3%	\$578.00
Average List Price to Sales Price Ratio (%)	94.8%	94.8%	91.3%	0.0%	3.8%	92.0%
Average Days on Market (DOM)	29	42	85	-31.0%	-65.9%	55
Total Sales	11	7	11	57.1%	0.0%	28

GLOSSARY

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EASTERN SHORE

QUEEN ANNE'S, KENT + TALBOT COUNTIES

TOP TEN SALES THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE
300 Cove Rd, Queenstown, MD 21658	\$2,400,000	Y	3,366	\$713	1.58	\$35
8982 Glebe Creek Rd, Easton, MD 21601	\$1,700,000	Y	3,488	\$487	1.25	\$31
241 Prospect Bay Dr W, Grasonville, MD 21638	\$1,500,000	Y	3,916	\$383	1	\$34
515 Tenant Cir, Saint Michaels, MD 21663	\$1,400,000	Y	2,485	\$563	0.55	\$58
106 Sea Eagle Dr, Grasonville, MD 21638	\$1,350,000	Y	4,112	\$328	0.35	\$88
301 Irene Way, Stevensville, MD 21666	\$1,199,000	Y	3,040	\$394	0.41	\$67
7152 Kent Point Rd, Stevensville, MD 21666	\$1,135,000	Y	3,866	\$294	15	\$2
9149 Mallard Point Ct, Mcdaniel, MD 21647	\$1,100,000	Y	2,298	\$479	1.42	\$18
5758 Tilghman Beach Dr, Tilghman, MD 21671	\$1,080,000	Y	1,264	\$854	0.64	\$39
100 Sullivans Aly, Oxford, MD 21654	\$1,075,000	Y	2,875	\$374	0.22	\$112

GLOSSARY

WF = Waterfront; **SF** = Square Footage; **PPSF** = Price Per Square Foot

TOP TEN LISTINGS THIS MONTH

ADDRESS	SALES PRICE	WF	SF HOME SIZE	PPSF (\$) HOME SIZE	SF LOT SIZE	PPSF (\$) LOT SIZE	Status
5369 Morgans Point Dr, Oxford, MD 21654	\$19,995,000	Y	19,854	\$1,007	6.86	\$67	Active
5733 Pecks Point Rd, Royal Oak, MD 21662	\$9,950,000	Y	9,966	\$998	16.14	\$14	Active
8395 Cummings Rd, Wittman, MD 21676	\$4,295,000	Y	6,283	\$684	8.71	\$11	Active
240 Round Top Landing Rd, Chestertown, MD 21620	\$3,995,000	Y	4,804	\$832	9.58	\$10	Active
8781 Tilghman Island Rd, Wittman, MD 21676	\$3,995,000	Y	6,487	\$616	21.36	\$4	Active
974 San Domingo Ct, Saint Michaels, MD 21663	\$3,495,000	Y	4,700	\$744	2.71	\$30	Active
26404 Presquile Dr N, Easton, MD 21601	\$3,495,000	Y	5,044	\$693	3.25	\$25	Pending
27168 Anchorage Rd, Easton, MD 21601	\$3,350,000	Y	4,503	\$744	2.41	\$32	Active
7885 Avon Ct, Easton, MD 21601	\$3,199,999	Y	5,396	\$593	1.98	\$37	Active
25985 Gosling Ln, Royal Oak, MD 21662	\$2,950,000	Y	3,548	\$831	2.15	\$31	Active



M A R K E T INSIGHTS

Most of the figures are self-explanatory, we can all read the data and see the average sale prices, days on market, inventory levels, and year-over-year growth. The most interesting piece of this is the highlighting of significant trends, including demand for luxury properties, pricing trends, and buyer preferences. Greater Annapolis is the highest amount of activity which suggests...

Waterfront properties typically command premium prices due to their desirable location, views, and lifestyle they offer. Given Greater Annapolis shows the highest amount of activity, it suggests a strong demand in this segment. High demand paired with limited supply (due to the geographical constraints of waterfront properties) often results in a competitive market with strong price appreciation. Look for data points like:

- Lower days on market (DOM) compared to non-waterfront properties, indicating faster sales.
- Higher average sale prices and price per square foot.
- Year-over-year growth in prices and sales volume, showing increasing value.

Market absorption rate indicates how quickly available homes are being sold in a market during a specific time frame. A lower absorption rate (meaning homes sell faster) suggests a seller's market, particularly if it's coupled with low inventory levels. In the context of luxury and waterfront properties:

- A high activity level in Greater Annapolis might reflect a low absorption rate, suggesting properties are being quickly purchased as soon as they hit the market.
- This can also point towards investment opportunities, especially if the trend is expected to continue or grow.

Investors should look for areas with:

- Strong and sustained demand for luxury properties, indicated by continuous year-over-year growth.
- Limited inventory, which can drive prices up and result in significant capital appreciation over time.
- Emerging trends in buyer preferences that could affect future value, such as increased demand for sustainability features or smart home technology.

The luxury market's outlook can be influenced by various factors, including economic conditions, changes in tax laws, and shifts in buyer demographics. For Greater Annapolis and similar markets:

- An ongoing high demand suggests a healthy outlook, at least in the short to medium term.
- Changes in buyer demographics, such as an influx of younger buyers or international investors, could shape future demand and preferences. Look for trends like increased demand for modern, tech-equipped homes or properties offering privacy and exclusivity.
- Significant market shifts might arise from broader economic factors (interest rates, investment trends) or changes in lifestyle preferences post-pandemic, with more people valuing space and location over proximity to work.



INTERPRETATION AND WHY IT MATTERS

Our analysis indicates that the luxury real estate market remains robust, with a steady increase in demand for high-end, waterfront properties. Despite the challenges of economic fluctuations, our region continues to offer exceptional opportunities for both buyers and sellers.

Understanding these trends is essential for anyone looking to maximize their real estate investment in these areas. Whether you're contemplating selling your waterfront property or searching for a luxurious new home, the right information can empower your decision-making process.

THE SOFT SELL

At *The Housecats*, we specialize in providing personalized real estate services that cater to the unique needs of our clients. Our team of experts leverages extensive market knowledge to offer tailored advice and strategic guidance.

For a personalized analysis of your property or to begin your search for the perfect waterfront or luxury home, contact us today. Our dedicated professionals are ready to provide you with the insights and expertise needed to navigate these dynamic markets successfully.

Contact Information

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- Social Media: [@housecats](#)

At *The Housecats*, your real estate goals are our top priority. Reach out to us for a consultation and take the first step towards realizing your property aspirations in Maryland's most sought-after locations.



03 MARKET 24 REPORTS

