

FEBRUARY 2024

MARKET REPORTS

AN OVERVIEW OF LUXURY + WATERFRONTS

GREATER ANNAPOLIS
GREATER BALTIMORE
EASTERN SHORE
SOUTHERN MARYLAND

COMPASS





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

FEBRUARY 2024						
WATERFRONT	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$1,338,775	\$1,616,515	\$1,198,571	-17.2%	11.7%	\$1,473,703
AVERAGE SQUARE FOOTAGE (SF)	2,885	3,189	3,824	-9.5%	-24.6%	3,013
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$529.62	\$582.44	\$372.92	-9.1%	42.0%	\$561.56
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	96.5%	93.1%	91.7%	3.7%	5.2%	95.7%
AVERAGE DAYS ON MARKET (DOM)	110	47	81	134.0%	35.8%	80
TOTAL SALES	20	20	14	0.0%	42.9%	41

GLOSSARY

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

L U X U R Y M A R K E T

GREATER ANNAPOLIS

A N N E A R U N D E L C O U N T Y

LEGEND

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

FEBRUARY 2024

LUXURY	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$1,476,542	\$1,693,700	\$1,560,893	-12.8%	-5.4%	\$1,599,270
AVERAGE SQUARE FOOTAGE (SF)	3,553	4,052	5,606	-12.3%	-36.6%	3,800
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$508.07	\$527.45	\$345.55	-3.7%	47.0%	\$525.19
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	94.7%	95.3%	92.5%	-0.6%	2.4%	96.5%
AVERAGE DAYS ON MARKET (DOM)	117	29	69	303.4%	69.6%	81
TOTAL SALES	28	29	14	-3.4%	100.0%	56

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
143 Boone Trl, Severna Park, MD 21146	\$2,700,000	Y	2,356	\$1,146	0.22 acres	\$284
320 Severn Rd, Annapolis, MD 21401	\$2,550,000	Y	2,719	\$938	0.19 acres	\$314
389 South Dr, Severna Park, MD 21146	\$2,000,000	Y	3,982	\$502	0.45 acres	\$102
10 Chesapeake Lndg, Annapolis, MD 21403	\$1,999,900	Y	2,487	\$804	0.00 acres	-
1651 Pleasant Plains Rd, Annapolis, MD 21409	\$1,850,000	N	2,521	\$734	2.19 acres	\$19
1820 Woods Rd, Annapolis, MD 21401	\$1,750,000	Y	1,997	\$876	5.07 acres	\$8
309 State St, Annapolis, MD 21403	\$1,725,000	N	2,223	\$776	0.24 acres	\$167
428 Schoolers Pond Way, Arnold, MD 21012	\$1,600,004	Y	3,237	\$494	0.54 acres	\$68
5865 Deale Beach, Deale, MD 20751	\$1,600,000	Y	5,351	\$299	13.83 acres	\$3
963 Magothy Ave, Arnold, MD 21012	\$1,525,000	Y	2,800	\$545	1.23 acres	\$28

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
550 Osprey Point Rd, Crownsville, MD 21032	\$4,325,000	Y	4,895	\$884	2.03	\$49	Active
211 Norwood Rd, Annapolis, MD 21401	\$3,975,000	N	6,820	\$583	0.98	\$93	Active
306 First St, Annapolis, MD 21403	\$3,950,000	Y	2,881	\$1,371	0.04	\$2,262	Pending
5689 Greenock Rd, Lothian, MD 20711	\$3,795,000	N	6,793	\$559	98	\$1	Active
624 Tower Bank Rd, Severna Park, MD 21146	\$3,695,000	Y	6,132	\$603	7	\$12	Pending
8 Eastern Ave, Annapolis, MD 21403	\$3,495,000	Y	1,720	\$2,032	0.03	\$2,669	Active
315 Kyle Rd, Crownsville, MD 21032	\$3,400,000	Y	4,428	\$768	3.8	\$20	Active
553 Broadwater Rd, Arnold, MD 21012	\$3,400,000	Y	5,330	\$638	0.33	\$236	Active
730 S River Landing Rd, Edgewater, MD 21037	\$2,800,000	Y	4,583	\$611	0.26	\$247	Active
833 Coachway, Annapolis, MD 21401	\$2,200,000	N	4,973	\$442	1	\$50	Pending



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)

FEBRUARY 2024						
WATERFRONT	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$553,876	\$436,671	\$1,023,000	26.8%	-45.9%	\$506,994
AVERAGE SQUARE FOOTAGE (SF)	2,530	1,746	1,828	44.9%	38.4%	2,216
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$281.93	\$274.52	\$481.94	2.7%	-41.5%	\$278.97
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	98.2%	93.0%	82.2%	5.6%	19.5%	96.1%
AVERAGE DAYS ON MARKET (DOM)	112	62	183	80.6%	-38.8%	92
TOTAL SALES	9	6	5	50.0%	80.0%	15

GLOSSARY

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

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

FEBRUARY 2024						
LUXURY	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$1,442,446	\$1,339,004	\$1,280,156	7.7%	12.7%	\$1,390,725
AVERAGE SQUARE FOOTAGE (SF)	5,197	5,231	5,663	-0.6%	-8.2%	5,214
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$328.91	\$304.82	\$301.47	7.9%	9.1%	\$317.10
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	100.4%	100.7%	94.2%	-0.3%	6.6%	100.6%
AVERAGE DAYS ON MARKET (DOM)	71	37	48	91.9%	47.9%	54
TOTAL SALES	26	26	28	0.0%	-7.1%	52

GLOSSARY

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

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
15505 Old York Rd, Monkton, MD 21111	\$3,150,000	N	10,323	\$305	17 acres	\$4
6018 Bricker Rd, Dayton, MD 21036	\$2,104,315	N	4,679	\$450	1.11 acres	\$14
10617 Reynolds Ct, Ellicott City, MD 21042	\$2,029,254	N	5,447	\$373	1.15 acres	\$41
12415 All Daughters Ln, Highland, MD 20777	\$2,025,000	N	4,317	\$469	1.14 acres	\$41
206 Goodwood Gardens, Baltimore, MD 21210	\$1,950,000	N	6,940	\$281	0.44 acres	\$102
3137 Blendon Rd, Owings Mills, MD 21117	\$1,900,000	N	6,961	\$273	3.75 acres	\$12
4418 Sweet Air Rd, Baldwin, MD 21013	\$1,497,381	N	4,822	\$311	4.05 acres	\$8
1014 High Stepper Trl, Sykesville, MD 21784	\$1,455,000	N	4,290	\$339	1.16 acres	\$29
22 Highfield Ct, Cockeysville, MD 21030	\$1,350,000	N	3,574	\$378	3.1 acres	\$10
14895 Triadelphia Rd Rd, Glenelg, MD 21737	\$1,350,000	N	4,154	\$325	3.23 acres	\$10

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
300 International Dr #2702, Baltimore, MD 21202	\$7,900,000	Y	5,844	\$1,352	-	-	Active
1336 Crows Foot Rd, Marriottsville, MD 21104	\$3,500,000	N	5,950	\$588	3.18	\$25	Active
1922 Ruxton Rd, Towson, MD 21204	\$2,995,000	N	6,700	\$447	3.7	\$19	Active
650 Ponte Villas S #137, Baltimore, MD 21230	\$2,500,000	Y	4,161	\$601	-	-	Active
300 International Dr #2402, Baltimore, MD 21202	\$2,490,000	Y	2,545	\$978	-	-	Active
1314 Walnut Hill Ln, Ruxton, MD 21204	\$2,399,000	N	3,775	\$635	0.86	\$64	Active
6018 Bricker Rd, Dayton, MD 21036	\$2,104,315	N	4,679	\$450	1.11	\$43	Sold
10617 Reynolds Ct, Ellicott City, MD 21042	\$2,029,254	N	5,447	\$373	1.15	\$40	Sold
224 Hopkins Ln, Owings Mills, MD 21117	\$1,988,000	N	4,774	\$416	2.12	\$21	Active
4264 Maisel Farm Ln, Ellicott City, MD 21042	\$1,979,000	N	5,305	\$373	4.39	\$10	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)

FEBRUARY 2024						
WATERFRONT	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$574,786	\$499,939	\$667,933	15.0%	-13.9%	\$537,357
AVERAGE SQUARE FOOTAGE (SF)	1,845	2,097	2,519	-12.0%	-26.8%	1,971
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$408.26	\$269.45	\$334.34	51.5%	22.1%	\$344.19
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	99.9%	96.9%	100.1%	3.1%	-0.2%	98.4%
AVERAGE DAYS ON MARKET (DOM)	27	35	81	-22.9%	-66.7%	31
TOTAL SALES	7	7	9	0.0%	-22.2%	14

GLOSSARY

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

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

FEBRUARY 2024

LUXURY	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$0	\$0	\$1,069,438	0%	-100.0%	\$0
AVERAGE SQUARE FOOTAGE (SF)	0	0	5,329	0%	-100.0%	0
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$0.00	\$0.00	\$306.54	0%	-100.0%	\$0.00
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	0.0%	0.0%	97.4%	0%	-100.0%	0.0%
AVERAGE DAYS ON MARKET (DOM)	0	0	83	0%	-100.0%	0
TOTAL SALES	0	0	4	0%	-100.0%	0

GLOSSARY

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

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
8856 Derby Ct, La Plata, MD 20646	\$900,000	N	3,266	\$276	11.22 acres	\$2
121 Lorins Dr, Huntingtown, MD 20639	\$900,000	N	4,116	\$219	1 acre	\$21
14450 Pathfinder Ct, Hughesville, MD 20637	\$858,280	N	4,148	\$207	6.02 acres	\$3
2815 Dunleigh Dr, Dunkirk, MD 20754	\$840,000	N	3,650	\$230	2.5 acres	\$8
14565 Gallant Ln, Waldorf, MD 20601	\$834,900	N	3,957	\$211	3.01 acres	\$6
2061 Saint Pauls Ct, Prince Frederick, MD 20678	\$815,000	N	3,772	\$216	1.93 acres	\$10
4007 Arcade Ct, Chesapeake Beach, MD 20732	\$800,000	Y	1,028	\$778	0.12 acres	\$153
12144 Calverts Run Ct, La Plata, MD 20646	\$770,280	N	3,175	\$243	1.43 acres	\$12
4306 S Creek Ct, Huntingtown, MD 20639	\$760,000	N	2,366	\$321	0.7 acres	\$25
6145 Kerrick Dr, La Plata, MD 20646	\$750,000	N	3,709	\$202	2.53 acres	\$1

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
41505 Knight Rd, Leonardtown, MD 20650	\$6,500,000	Y	9,478	\$686	17.87	\$8	Active
45216 Clarkes Landing Rd, Hollywood, MD 20636	\$1,975,000	Y	7,380	\$268	2.39	\$19	Active
40430 Breton Beach Rd, Leonardtown, MD 20650	\$1,800,000	Y	6,814	\$264	4.04	\$10	Active
24991 Briscoe Rd, Hollywood, MD 20636	\$1,650,000	Y	2,274	\$726	1.07	\$35	Active
5110 Sea Fossil Dr, Huntingtown, MD 20639	\$1,350,000	Y	4,088	\$330	1.27	\$24	Active
2905 Ann Way, Owings, MD 20736	\$1,250,000	N	3,590	\$348	1	\$29	Active
16405 Fishermen Way, Ridge, MD 20680	\$1,250,000	Y	6,930	\$180	2.74	\$10	Active
12330 Potomac View Rd, Newburg, MD 20664	\$1,250,000	Y	4,536	\$276	0.3	\$95	Active
3121 Hunting Creek Rd, Huntingtown, MD 20639	\$1,249,000	N	4,488	\$278	4.24	\$7	Active
12702 Legacy Dr, Dunkirk, MD 20754	\$1,100,000	N	5,158	\$213	1.49	\$17	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)

FEBRUARY 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

FEBRUARY 2024

LUXURY	THIS MONTH	PREVIOUS MONTH	SAME MONTH LAST YEAR	MOM CHANGE	YOY CHANGE	YTD #S
AVERAGE PRICE	\$1,995,000	\$3,126,660	\$2,353,333	-36.2%	-15.2%	\$2,660,682
AVERAGE SQUARE FOOTAGE (SF)	4,063	5,163	5,353	-21.3%	-24.1%	4,710
AVERAGE PRICE PER SQUARE FOOT (PPSF)	\$478.18	\$647.88	\$482.51	-26.2%	-0.9%	\$578.00
AVERAGE LIST PRICE TO SALES PRICE RATIO (%)	94.8%	90.0%	94.1%	5.3%	0.7%	92.0%
AVERAGE DAYS ON MARKET (DOM)	42	86	33	-51.2%	27.3%	68
TOTAL SALES	7	10	9	-30.0%	-22.2%	17

GLOSSARY

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

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
7120 Cooper Point Rd, Bozman, MD 21612	\$4,000,000	Y	7,122	\$562	2.39 acres	\$38
1011 Penny Dr, Stevensville, MD 21666	\$2,895,000	Y	4,500	\$643	0.83 acres	\$80
9802 Martingham Cir, Saint Michaels, MD 21663	\$1,850,000	Y	3,698	\$500	2.27 acres	\$19
6830 Cookes Hope Rd, Easton, MD 21601	\$1,580,000	Y	2,741	\$576	2.2 acres	\$16
6786 Edge Rd, Royal Oak, MD 21662	\$1,395,000	Y	3,300	\$423	0.6 acres	\$53
6855 Cookes Hope Rd, Easton, MD 21601	\$1,195,000	N	4,080	\$293	3.01 acres	\$9
6855 Cookes Hope Rd, Easton, MD 21601	\$1,050,000	Y	3,000	\$350	0.01 acres	\$2,405
124 Port Ct NW, Grasonville, MD 21638	\$990,000	Y	4,696	\$211	1.41 acres	\$16
6311 Middle Point Rd, Neavitt, MD 21652	\$870,000	N	2,208	\$394	2.17 acres	\$9
05 N Water St, Chestertown, MD 21620	\$850,000	Y	5,426	\$157	0.22 acres	\$89

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
24629 Beverly Rd, Saint Michaels, MD 21663	\$12,500,000	Y	10,309	\$1,213	9.72	\$29	Active
8620 Bozman Neavitt Rd, Saint Michaels, MD 21663	\$9,950,000	Y	17,402	\$572	8.6	\$27	Active
6025 Bachelors Harbor Dr, Oxford, MD 21654	\$4,995,000	Y	8,935	\$559	1.26	\$91	Active
6591 Cedar Cove Rd, Royal Oak, MD 21662	\$4,500,000	Y	5,018	\$897	8.78	\$12	Active
6299 Burris Rd, Rock Hall, MD 21661	\$3,500,000	Y	3,718	\$941	17.71	\$5	Active
24659 Long Haul Rd, Saint Michaels, MD 21663	\$3,495,000	Y	3,069	\$1,139	1.09	\$73	Active
25181 Irish Creek Ct, Royal Oak, MD 21662	\$2,395,000	Y	5,122	\$468	4.88	\$11	Pending
107 Anchor Cir, Stevensville, MD 21666	\$2,250,000	Y	5,039	\$447	2.41	\$21	Pending
132 S Harrison St, Easton, MD 21601	\$2,175,000	N	3,995	\$544	0.19	\$262	Active
9464 Tilghman Island Rd, Wittman, MD 21676	\$1,999,000	Y	2,876	\$695	12.35	\$4	Pending



MARKET 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

- Phone: +1.410.991.1382
- Email: info@housecats.co
- Website: www.housecats.co
- Social Media: [@housecats](https://www.instagram.com/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.





01 MARKET 24 REPORTS

COMPASS