

MarketNotes

A Publication of The Stephen Howell Realty Group, LLC at Coldwell Banker Residential Brokerage

2006 The Year In Review

The total real estate market for Anne Arundel County for 2006 was \$3.1 Billion (that's right, Billion) in sales. There were 7,250 properties sold in 2006.

In December in Anne Arundel County there were 457 properties sold and 495 new listings taken. The total number of active listings on the market on January 1st was 3,000.

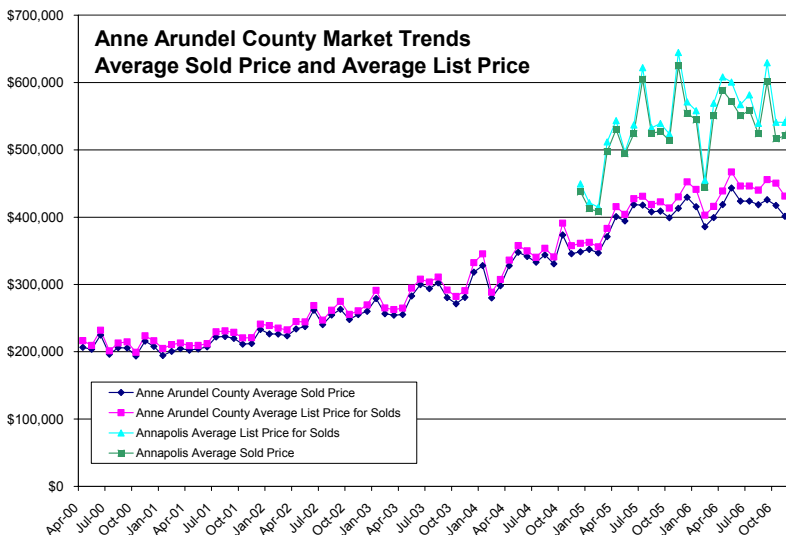
The average price for a sold listing in Anne Arundel County was \$425,045 in December and \$401,307 in November – up 5.9%. The list-to-sold ratio was 97.0% of list price – representing only a 3% discount off the seller's asking price.

The total real estate market for Annapolis (the 21401, 21403 and 21409 zip codes) was \$761.8 Million. There were 1,394 properties sold in 2006.

In December in Annapolis there were 96 properties sold and 80 new listings taken. The total number of active listings on the market on January 1st was 961.

The average price for a sold listing in Annapolis was \$568,080 in December and \$520,674 in November – up 9.1%. However, the list-to-sold ratio was 95.5% of list price – representing a 4.5% discount for buyers from the asking price.

The Annapolis real estate market was 24.5% of the Anne Arundel County total real estate market in sales volume while consisting of only 19.3% of all properties sold. The average selling price in



Annapolis in December was more than \$140K over that of the county.

In contrast to 2006, the Anne Arundel County total real estate market was only 82.8% of total real estate market in 2005. The Annapolis total real estate market was 91.2% of the total real estate market in 2005. Even though the sales dollar volume was off that of 2005, Annapolis fared better than the Anne Arundel County.

In Anne Arundel County the inventory of available properties ended the year at 3,000 units for December – down from 3,562 in November and up from 2,189 compared to December of 2005.

In Annapolis the inventory of available properties ended the year at 961 – up from 913 in November and significantly up from 176 compared to December of 2005.

The national average monthly contract mortgage rate (which is a composite of all mortgage loans, including fixed- and adjustable-rate mortgages) was 6.15% in December – down from 6.45% in November.

While market conditions are

expected to remain stable, it continues to be a slow market, not a bad market. The first quarter of 2007 is likely to be similar to – and in all likelihood exactly the same – as the fourth quarter of 2006. Aggressive sellers willing to drop their price or negotiate on low offers should get their homes sold. Sellers may continue to see offers from Buyers 10-20% below their asking price. While the average sales price of area homes is up, this likely just an illusion – prices haven't gone up, there are just more expensive homes on the market than before.

In Conclusion

National trends will continue to influence our local market, and, a slow real estate market is likely to continue for well into 2007. Let us help you as Buyers or Sellers take advantage of these trends. So, if you're buying or selling a home or know someone who is, for a confidential, private, professional consultation without any obligation to discuss today's real estate market, please contact Stephen Howell at 410-923-3217.