

MarketNotes

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

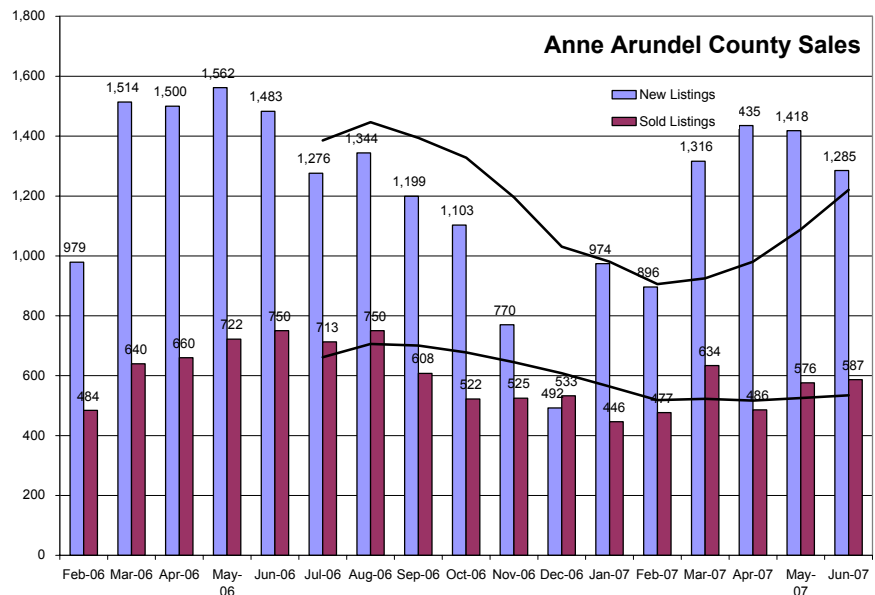
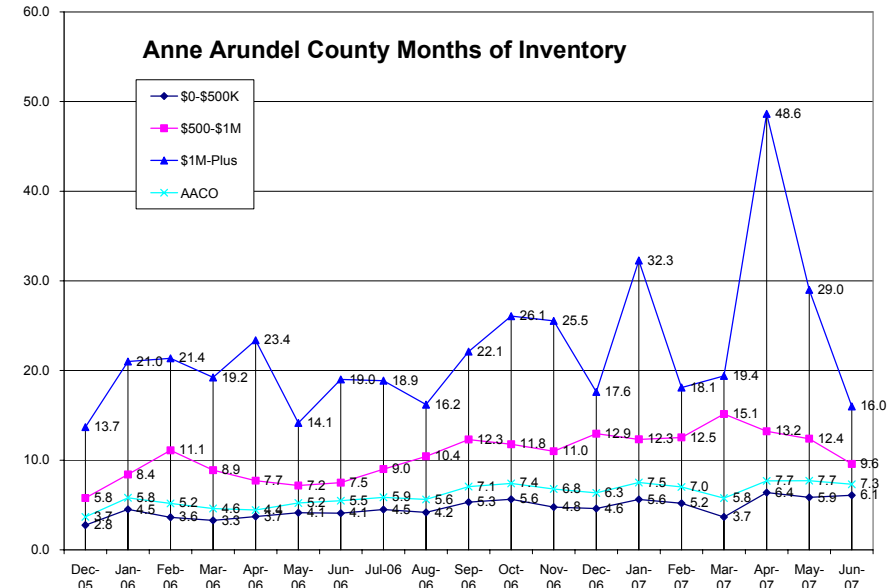
Mid-Year Real Estate Market Review

May and June of this year were pivotal months in the real estate cycle. While overall inventory declined slightly, the number of units sold was flat and sales prices rose nearly ten percent. The number of pre-foreclosure units dropped by half but the number of bank properties increased by more than twenty-five percent. Building permits doubled while interest rates remained stable.

Months of Inventory ("MOI") for Anne Arundel County remained stable at 7.3. The Annapolis overall MOI was 7.8. The \$0-500K range continues to be the fastest moving price bracket with Anne Arundel County MOI at 6.1 and Annapolis at 5.8.

The average price of homes sold in Annapolis (the 21401, 21403, and 21409 zip codes) was \$578,647 for June, up from \$537,547 in May. Sale volume was up slightly with 126 units sold in June compared to 114 sold in May. The total number of active listings decline very slightly 978 in June, down from 1,009 in May. There were 256 new listings that came to market in June, down slightly from the 274 new listings in May. Pre-foreclosure units declined 30% to 155 in June, down significantly from the 225 units in May, while Bank owned properties jumped 45% to 398 in June, up from 275 in May. Building permits remain level in May at 147, about the same as the 140 permits issued in April.

The months from April to June are the most important months in real estate. August and December are often the slowest months in real estate with buyer's and seller's attention on vacations and holidays. While some properties sit, others



sell. Price, condition, and location all play a role in which property is likely to sell first. Incentives – such as closing help – don't seem to be doing the trick any longer – but increased buyer agent commission seems to motivate agents – who may in turn motivate the buyers!!! July should turn out to be ok. But, what will happen in August remains a open question.

In Conclusion

If you are thinking about making a move, let us help you 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 obligation to discuss today's real estate market, please contact The Stephen Howell Realty Group at 410-923-3217.