

## Real Estate Report

The following report is based on lakefront properties on Deep Creek Lake that have Type 'A' Docks. The data came from the Metropolitan Regional Information System (M.R.I.S.) database. The number of properties that have sold over the past 6 years has varied some, but has been fairly constant at an average of 40 homes per year. The past year had 49 properties sold or at about 4 per month absorption rate. Currently, there are 74 active listings translating to approximately 18 months of inventory. The average days on market for the sold properties has increased every year for the last 6 years and are 96, 148, 172, 204, 194, and 235 respectively. The most dramatic change in the lakefront market is the average price of the sold properties. The table below displays the sold prices for the past 6 years.

Year	2006	2007	2008	2009	2010	2011
# Homes Sold	45	45	29	31	41	48
Low Price	\$ 279,900	\$ 389,000	\$ 250,000	\$ 447,700	\$ 248,800	\$ 320,000
High Price	\$1,825,000	\$1,775,000	\$1,650,000	\$2,250,000	\$2,500,000	\$1,849,000
Average Price	\$ 952,698	\$ 981,200	\$ 907,051	\$ 889,000	\$ 984,855	\$ 687,462
*Foreclosures	0	0	1	0	0	2
*Short Sales	0	0	0	0	1	1

**\*Note: Foreclosures and short sales are believed to be correct. However, this information is data input and disclosed by the listing agent and is not a required field in M.R.I.S.**

## Summary

The demand for recreational property is strong. However, because of the economy buyers are uncomfortable obtaining a mortgage or dipping into their savings to purchase property, especially for a second or possibly third home. This situation has created a strong buyer's market with very low offers and extensive repair requests. The trend for the buyer's market has been most pronounced in the past year and a half or two. The average sold price, as a percent of the original list price, are as follows for the past 6 years. 93.36%, 90.76%, 87.94%, 84.73%, 82.20%, and 84.28%.

The activity has been above average for the past year, with 48 lakefront homes sold. Values are of the most significance. In the Metropolitan Residential area (Baltimore, D.C., Northern Virginia, and the surrounding area) all indications point to the market turning

around. Builders are starting to build spec homes again, sales are picking up, and there are even occasional multiple bids on homes. This is extremely encouraging if this trend continues. In the past, the second home market generally follows the residential market by approximately 1 year. We hope this is true in the current market and that we will see that trend here at Deep Creek Lake soon.

### Other Deep Creek Markets

The above statistics are for lakefront properties with Type 'A' docks. Rather than saturate you with volumes of data and statistics, I recommend contacting your Realtor<sup>®</sup> for similar data on different markets. I.E. lake access homes with dock slips, condominiums with dock slips, ski in / ski out properties, golf course properties, and land in the above categories.

**Ed King**

**Associate Broker, GRI**

**Long & Foster Realtors, Inc.**