

March 2023 - Office Meeting

Office Event schedule and links at www.executiveagent.net

MAX Tech/KV Core Lead Generation March 15th 1:00-2:45 -KI Training

- Join us today for a review of the paid and free options for generating leads via KV Core.
- Then a review of the automated follow up that occurs through smart campaigns.

MAX Tech/KV Core 101 Intensive March 22nd 1:00-4:00 -Zoom only

- Cover setup and overview of the KV Core CRM, Websites, Smart Campaigns and Websites
- Please join in if you have not yet done your setup or if you just want more training.

CRP “Get back to Basics” Panel - March 23rd 9-12 must have ticket.

- Crystal Smith is one of the panelists so be sure to attend if you can, and support her.

CRM Class how to message your SOI, text and email March 28th 11-1, SP Training

- Join us and learn how to send a message to your SOI via text and email.
- Use this new skill to send out invites to our Shred Events.
- Please have contacts in CRM before class.

MAX Tech/KV Core Workshops

- Hands-on help with whatever you wish to work on.
- April 4th 12-2 Severna Park Training
- April 5th 12-2 Millersville Office
- April 6th 12-2 Kent Island Training

AACAR Convention – April 11th – Maryland Live, Hanover MD

- Information and Registration at www.aacar.com
- Full day of CE, Tradeshow, and networking. \$55 for members, \$70 for nonmembers.

April Office Meetings

- Severna Park, April 12th 11-12
- Kent Island, April 13th 11-12

March Anniversaries: John Webb, Jen Costello & David Moore 3 years, Darlene Winegardner & Mary Wagner 4 years, Lisa Zimmerman 7 years, Jessica Young 8 years, Diana Hargadon and Terri Murray 9 years

March Birthdays: Jan Crowley, Chessie Calloway, Barb Atkinson, Harold Peters, Kim Utz, Terri Murray, Sue Herrick, Ed Beres, Darlene Winegardner

Program

Shred Events- Start promoting ASAP all events 9-12, be sure to share on FB

- April 15th – Millersville Office
- May 13th – Kent Island Office
- May 20th – Severna Park Office
- Marketing material available through Amy and at www.executiveagent.net

Smart Charts, pulling content for SM and Video

- Is free for AACAR members and login still works for BAAR members as far as I can tell.
- It's a great resource to pull market data for a post or a video.

MAX Tech/KV Core Review

- The system is up and fully running. About 3/4 of you have logged in. Half of those seem to be engaging and the feedback is terrific.
- Get in a class, office class, recorded webinar, live webinar. Engage in this system, it will help your business.

Maryland Realtors Accessory Dwelling Unit Campaign

- www.OpenDoorsmaryland.org
- Campaign pushes for State Legislation to allow and regulate ADU's throughout the state.
- These new dwellings would help ease the housing shortage and provide options first time homebuyers and those looking to downsize but stay in MD.

Housekeeping- Dotloop

- Please look at your loops prior to submitting for review.
- Only submit those folders with pertinent documents.
- Archive drafts or blank unused docs or folders prior to submitting for review.
- A lot of time energy and effort can be saved by you and the staff by keeping your loop organized.

Market Update- Look at Median Prices

FREE COMMUNITY SHREDDING DAY



Three Convenient Dates and Locations!

Bring your old tax returns, bank statements, work papers and more! You can shred your documents FREE at the secure mobile shredding truck at any of our 3 offices. There is no charge for the service but donations in any amount for Children's Miracle Network will be accepted.

We'll have a raffle, so don't forget to enter and win!

April 15, 2023
9 am—12 pm

RE/MAX Executive Millersville
8432 Veterans Highway
Millersville, MD

May 13, 2023
9 am—12 pm

RE/MAX Executive Kent Island
1919 Main Street
Chester, MD

May 20, 2023
9 am—12 pm

RE/MAX Executive Severna Park
650 Ritchie Hwy
Severna Park, MD

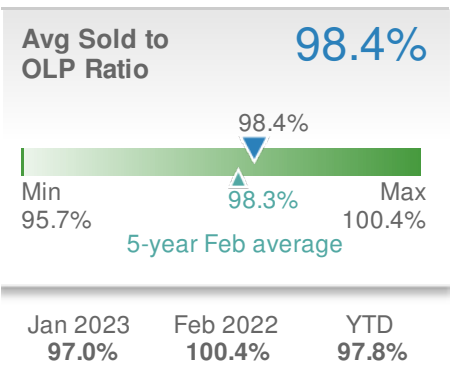
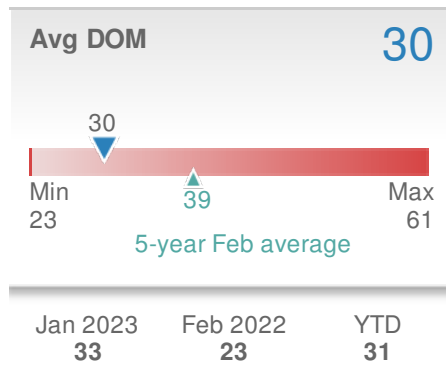
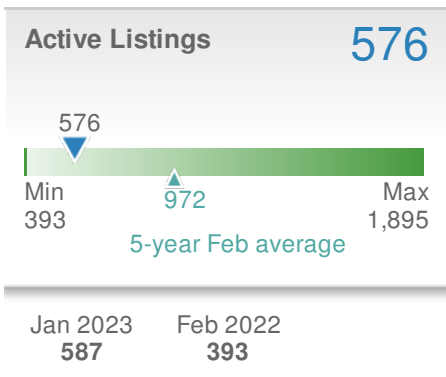
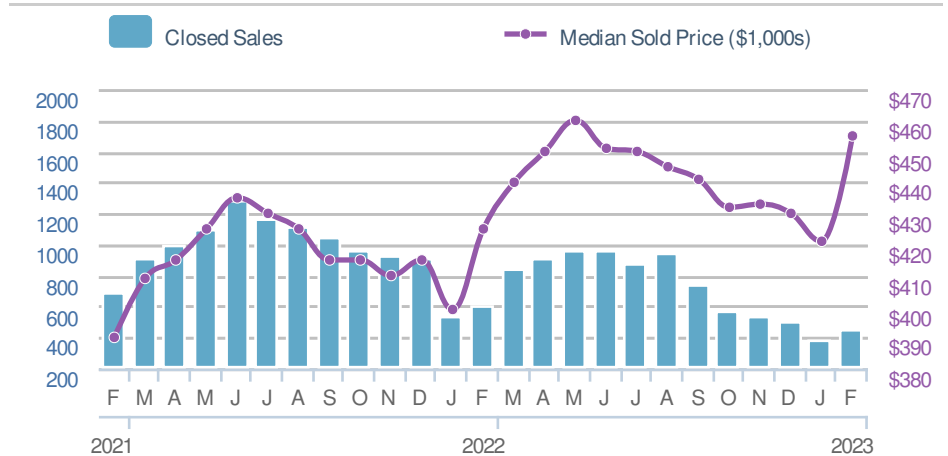
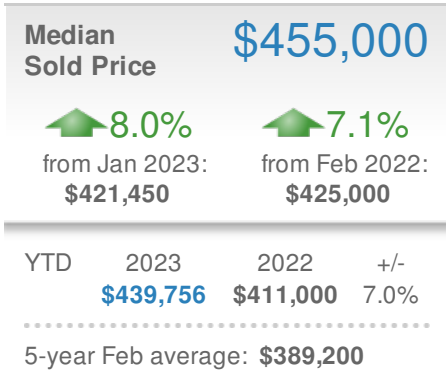
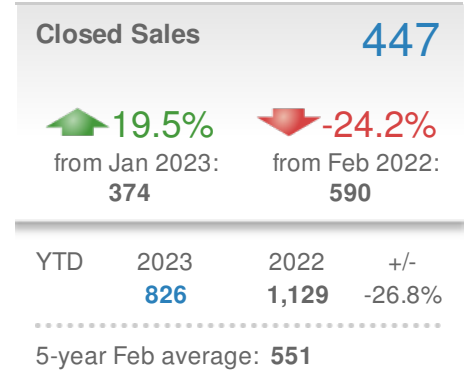
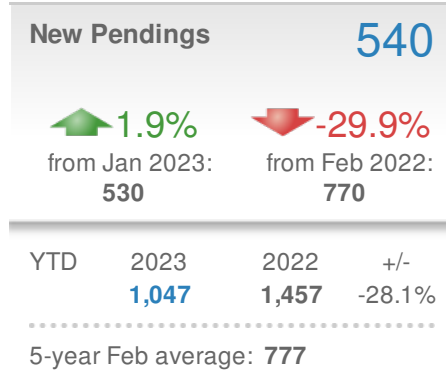
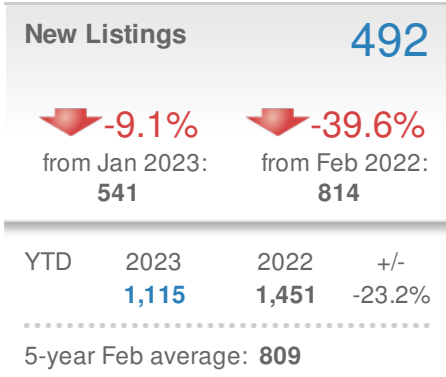
RE/MAX Executive

Each RE/MAX office independently owned and operated.



February 2023

Anne Arundel County, MD



February 2023

Anne Arundel County, MD

Sold Summary

	Feb 2023	Feb 2022	% Change
Sold Dollar Volume	\$228,272,223	\$287,237,779	-20.53%
Avg Sold Price	\$506,373	\$490,865	3.16%
Median Sold Price	\$455,000	\$425,000	7.06%
Units Sold	447	590	-24.24%
Avg Days on Market	30	23	30.43%
Avg List Price for Solds	\$510,676	\$487,670	4.72%
Avg SP to OLP Ratio	98.4%	100.4%	-1.94%
Ratio of Avg SP to Avg OLP	96.7%	99.8%	-3.07%
Attached Avg Sold Price	\$410,831	\$378,998	8.40%
Detached Avg Sold Price	\$562,815	\$566,718	-0.69%
Attached Units Sold	166	238	-30.25%
Detached Units Sold	281	352	-20.17%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Feb 2023	Feb 2022	% Change
Active Listings	576	393	46.56%
New Listings	492	814	-39.56%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	540	770	-29.87%
All Pendings	759	1,168	-35.02%

Financing (Sold)

Assumption	1
Cash	68
Conventional	245
FHA	44
Other	7
Owner	1
VA	79

Days on Market (Sold)

0	10
1 to 10	192
11 to 20	46
21 to 30	35
31 to 60	65
61 to 90	44
91 to 120	20
121 to 180	23
181 to 360	6
361 to 720	2
721+	4

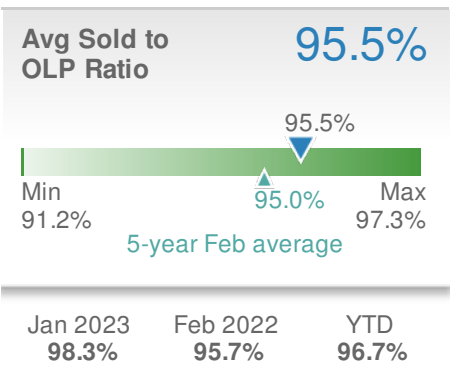
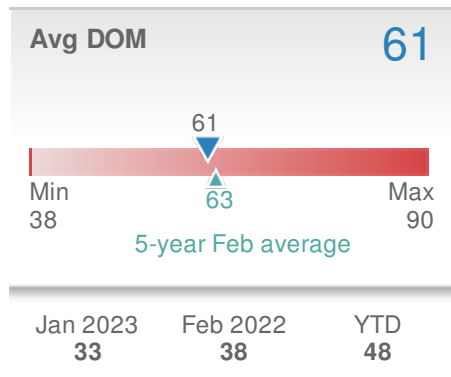
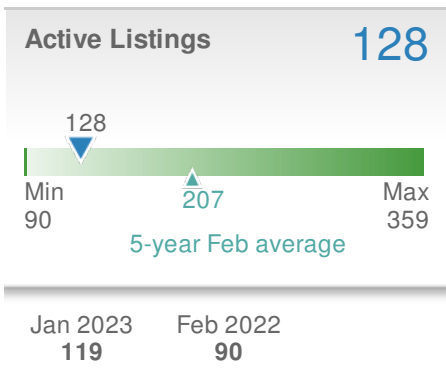
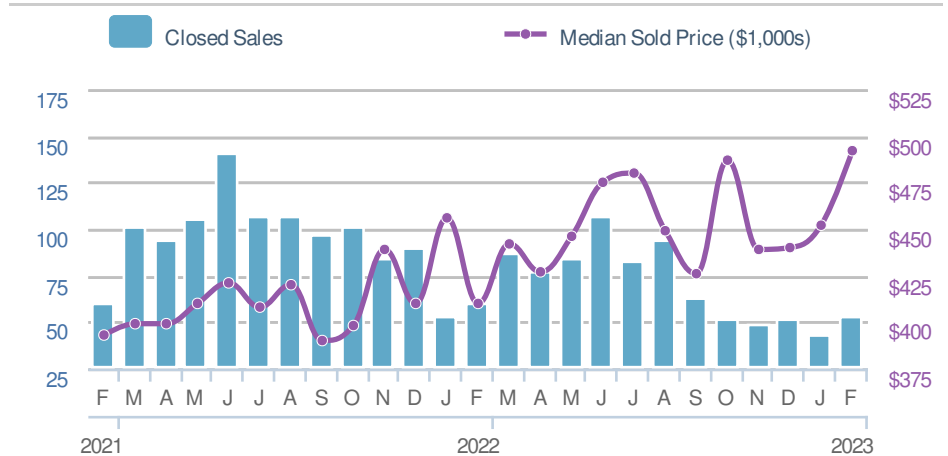
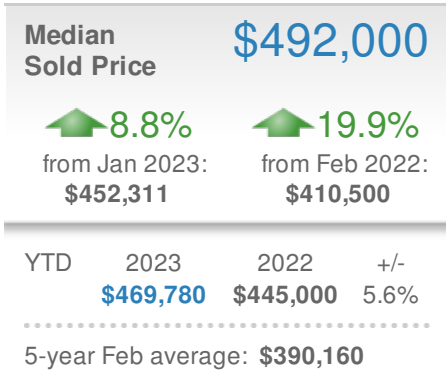
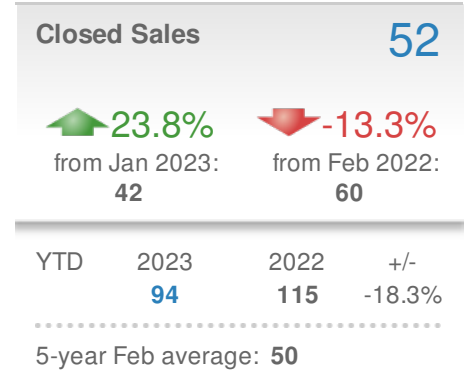
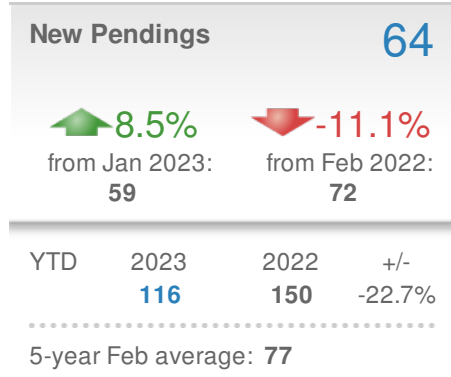
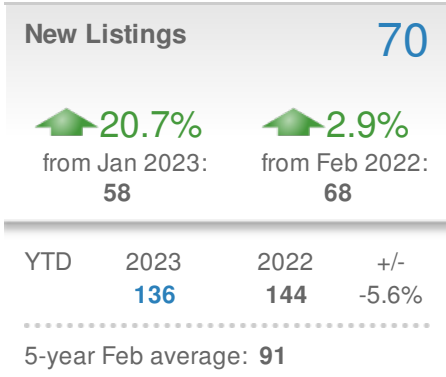
Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	1	0	1
\$50K to \$99,999	1	0	1	0	0	0	0	3	0	0
\$100K to \$149,999	0	2	1	0	0	0	0	0	2	0
\$150K to \$199,999	3	0	2	1	1	0	4	5	2	3
\$200K to \$299,999	3	4	8	9	3	0	15	23	11	11
\$300K to \$399,999	4	9	27	21	20	2	21	57	28	10
\$400K to \$499,999	1	3	33	22	31	5	7	52	26	5
\$500K to \$599,999	1	0	13	16	30	4	5	60	31	1
\$600K to \$799,999	0	1	13	6	51	3	2	89	14	3
\$800K to \$999,999	0	1	3	1	19	1	0	55	1	4
\$1M to \$2,499,999	0	0	1	1	9	0	0	62	0	4
\$2.5M to \$4,999,999	0	0	0	0	2	0	0	8	0	1
\$5,000,000+	0	0	0	0	0	0	0	3	0	0
Total	13	20	102	77	166	15	54	418	115	43
Avg Sold Price	\$265,369	\$354,525	\$450,593	\$447,642	\$655,064	\$531,714	\$345,616			
Prev Year - Avg Sold Price	\$367,036	\$323,957	\$474,474	\$405,753	\$650,674	\$436,845	\$342,055			
Avg Sold % Change	-27.70%	9.44%	-5.03%	10.32%	0.67%	21.72%	1.04%			
Prev Year - # of Solds	25	20	127	108	200	24	86			

Active Detail

February 2023

Queen Annes County, MD



February 2023

Queen Annes County, MD

Sold Summary

	Feb 2023	Feb 2022	% Change
Sold Dollar Volume	\$27,738,507	\$35,009,356	-20.77%
Avg Sold Price	\$537,981	\$566,344	-5.01%
Median Sold Price	\$492,000	\$410,500	19.85%
Units Sold	52	60	-13.33%
Avg Days on Market	61	38	60.53%
Avg List Price for Solds	\$545,546	\$583,489	-6.50%
Avg SP to OLP Ratio	95.5%	95.7%	-0.19%
Ratio of Avg SP to Avg OLP	94.3%	93.7%	0.66%
Attached Avg Sold Price	\$516,285	\$436,834	18.19%
Detached Avg Sold Price	\$544,490	\$586,269	-7.13%
Attached Units Sold	12	8	50.00%
Detached Units Sold	40	52	-23.08%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Feb 2023	Feb 2022	% Change
Active Listings	128	90	42.22%
New Listings	70	68	2.94%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	64	72	-11.11%
All Pendings	120	134	-10.45%

Financing (Sold)

Assumption	0
Cash	10
Conventional	24
FHA	7
Other	0
Owner	1
VA	8

Days on Market (Sold)

0	1
1 to 10	13
11 to 20	7
21 to 30	2
31 to 60	7
61 to 90	3
91 to 120	5
121 to 180	10
181 to 360	3
361 to 720	1
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	1	0	1	0	0	0	1	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	2	0	0
\$100K to \$149,999	0	0	0	0	0	0	0	0	0	0
\$150K to \$199,999	0	0	0	0	1	0	0	2	0	0
\$200K to \$299,999	1	0	2	0	1	0	0	5	0	2
\$300K to \$399,999	0	0	3	0	3	0	0	8	0	1
\$400K to \$499,999	0	0	5	0	6	1	3	16	0	5
\$500K to \$599,999	0	0	0	1	8	0	3	21	3	8
\$600K to \$799,999	0	0	3	1	2	0	2	31	2	2
\$800K to \$999,999	0	0	0	0	1	0	0	11	0	0
\$1M to \$2,499,999	0	0	0	0	1	0	0	7	0	0
\$2.5M to \$4,999,999	0	0	0	0	1	0	0	2	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
Total	2	0	14	2	24	1	9	105	5	18
Avg Sold Price	\$157,500	\$0	\$404,785	\$612,450	\$658,234	\$456,277	\$501,583			
Prev Year - Avg Sold Price	\$320,128	\$0	\$438,659	\$445,000	\$808,460	\$0	\$435,667			
Avg Sold % Change	-50.80%	0.00%	-7.72%	37.63%	-18.58%	0.00%	15.13%			
Prev Year - # of Solds	7	0	22	1	23	0	7			

Active Detail