



WELCOME TO

*Maryland*

AN INTRODUCTION TO  
THE OLD LINE STATE

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A REAL ESTATE EBOOK FROM





# INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS IN THE US:

# Maryland

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As a real estate education company, we make it our duty to explore different markets and uncover what makes them so attractive. For this report, we went to Maryland to learn about how its economy and housing market is projected to be stronger year over year for the next decade.

In this ebook, we'll introduce you to some of the top markets for real estate, as well as what to do in this state full of American history.

# Top 5 Markets in Maryland

## #5: POTOMAC

Known for some of the priciest real estate in the region, Potomac residents often work in nearby Washinton, D.C., one of the healthiest and fastest-growing economies in the nation. Additionally, its high-quality schools, upscale shops, and proximity to several golf courses make it a desirable place to live for both families and those looking for a respite from the hustle-and-bustle of Washington, D.C.

**Local tip:** Are you a golf fan? Nearby Congressional Country Club has been around since 1924 and has hosted five major golf championships, including the U.S. Open.

The median home value in Potomac is \$963,577 which is a 2.0% decrease from the previous year. Zillow predicts, however, prices will rise 2.3% within the next year.



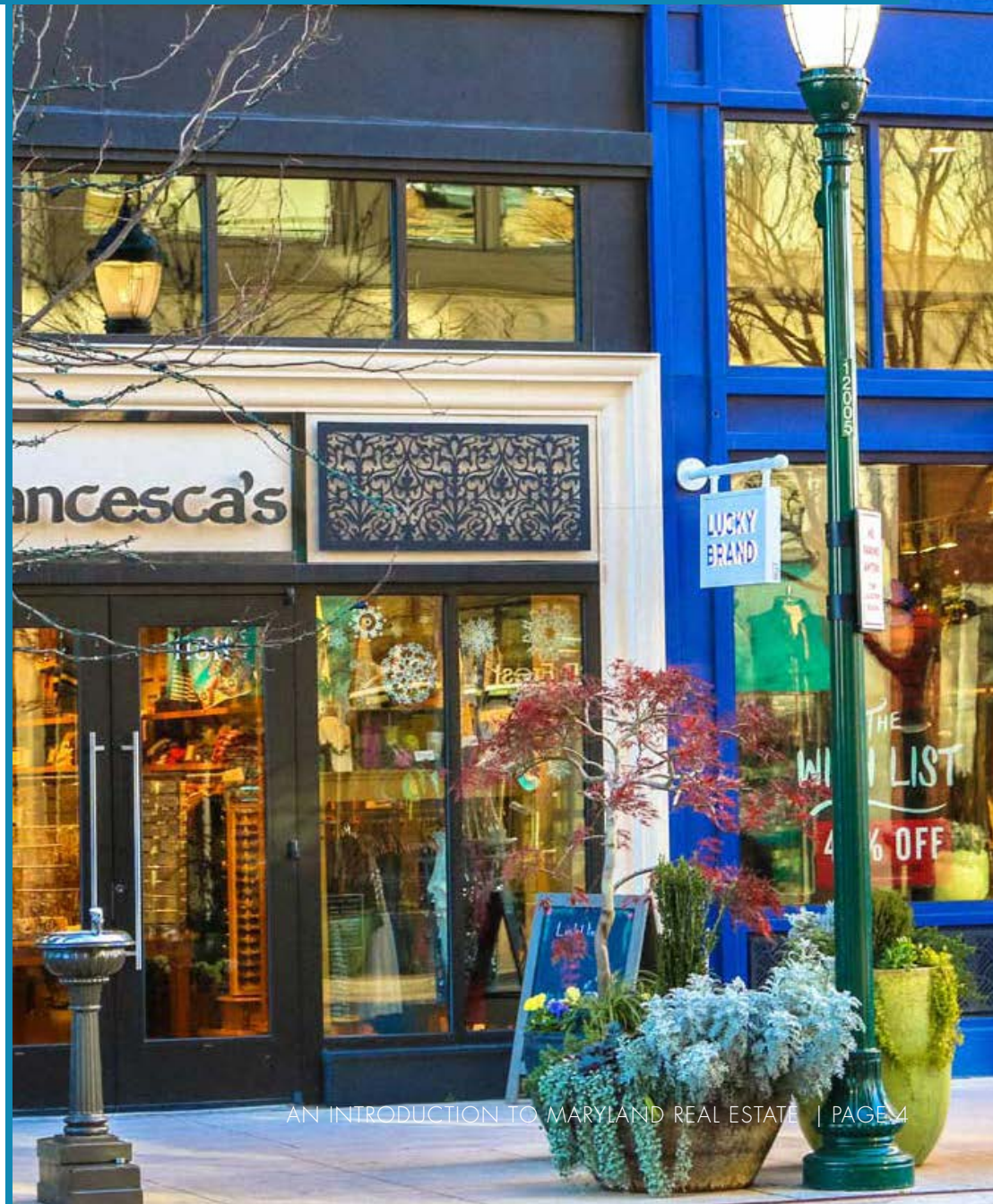
## #4: BETHESDA

Just southeast of neighboring Potomac, Bethesda is even closer to Washington, D.C. making it one of the hottest markets in the state. Like Potomac, Bethesda's proximity to the D.C. economy fuels rising housing prices. Not to mention, Bethesda is also home to major institutions like the National Naval Medical Center, the Naval Surface Warfare Center, and the National Institutes of Health which provide stable, high-paying jobs to many of the area's residents.

**Local tip:** Hungry? Why not grab some authentic Cuban food at Cubanos in nearby Silver Spring?

H2: The median home value price in Bethesda is \$948,775, which is a 1.5% increase from the previous year. Zillow predicts this will rise an additional 3.7% within the next year.

## Top 5 Markets in Maryland





A photograph of a city skyline at sunset, with several tall buildings and a body of water in the foreground. A white rectangular text box is centered over the image. The text inside the box is in a serif font, with the words "FROM MARYLAND." in a bold, black, sans-serif font.

"MY FAVORITE FOOD IN THE  
WORLD IS HARD SHELL  
CRABS **FROM MARYLAND.**"

*- David Benioff, Screenwriter.*



## Top 5 Markets in Maryland

### #3: HAMPDEN

Recognized as one of Baltimore's hippest neighborhoods, Hampden isn't just affordable, it's a great place for young professionals to spend their hard-earned money on things such as craft cocktails, small plates, and high-end coffee. In 2016, Hampden was ranked as one of 'America's Top 10 Hottest Neighborhoods' by Redfin, and it's projected to grow.

**Local tip:** This summer, fight the heat with some homemade ice cream from the Charmery, one of Baltimore's highest-rated creameries.

The median home value in Hampden is \$233,612 which is a 2.3% decrease from the previous year. Zillow predicts, however, prices will rise 2.7% within the next year.





## Top 5 Markets in Maryland

### #2: UNION SQUARE

Union Square in Baltimore is one of the city's many up and coming areas, and like the rest of the city, has exceptional character. As one Redditor put it, Union Square is "one of the prettiest neighborhoods in all of Baltimore." With a median home value in the low \$200,000s, the neighborhood remains affordable while showing signs of outside investment.

**Local tip:** Hollins Market, just a half a mile east of Union Square, is the oldest public market in the city of Baltimore.

The median home value in Union Square is \$210,964, which is a 10.2% increase from last year. Zillow predicts this will rise another 6.6% within the next year.



## #1: POOLESVILLE

Perfect for families, Poolesville is touted for its high median household income, good public education, and as being a great place to enjoy a rural feel (a complaint for some who prefer a more metropolitan feel) without being too far outside of town. According to niche.com, Poolesville is rated as Maryland's best suburb to purchase property.

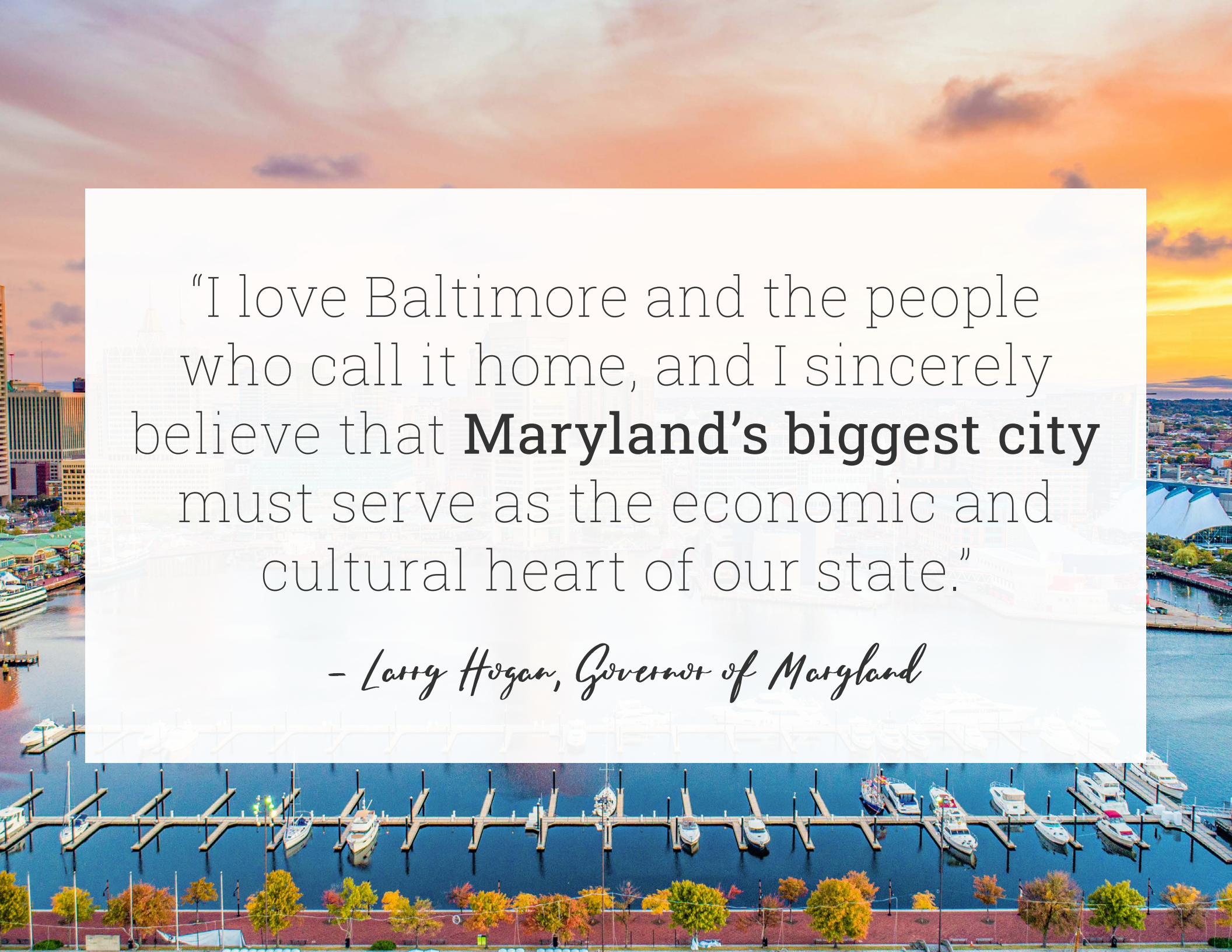
**Local tip:** Washington D.C. is less than 30 miles from Poolesville making trips to the Capital City an effortless weekend affair.

The median home value in Poolesville is \$498,122 which is a 0.1% decrease from the previous year. Zillow predicts, however, prices will rise 3.1% within the next year.

## Top 5 Markets in Maryland







"I love Baltimore and the people who call it home, and I sincerely believe that **Maryland's biggest city** must serve as the economic and cultural heart of our state."

*- Larry Hogan, Governor of Maryland*





# Why Maryland Real Estate?

Maryland has a strong economy and, more importantly, affordable housing.

## Quick Stats - MARYLAND

YEAR/YEAR MEDIAN HOME PRICES (MAY 2018-MAY 2019):	<b>3.3%</b>
MEDIAN HOME VALUE:	<b>\$311,221</b>
MEDIAN RENT PRICE:	<b>\$1,851</b>
AVERAGE DAYS LISTED:	<b>103</b>
HOMES WITH NEGATIVE EQUITY:	<b>12.3%</b>
DELINQUENT MORTGAGES:	<b>1.6%</b>

## MARKET OUTLOOK

Low inventory and growing demand puts developers on the clock to meet this demand at an affordable rate. Zillow sees Maryland as a 'Very Hot' seller's market that will remain moderately stable.



# THERE'S NEVER A BETTER TIME TO BECOME A *Maryland Real Estate Agent*

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With so many amazing cities with rich history, attractions, and access to the outdoors, Maryland has become a premier relocation destination for many families. This new growth opens up a fantastic opportunity for real estate agents. When you consider that Indeed.com **reports the average full-time real estate agent in Maryland makes around \$79,982** - which is about **double the national average** - then it's pretty obvious there's never been a better time to become a real estate agent.

If you want to learn more about how you can get your license and join the ranks of Maryland real estate agents, visit us at [TheCEShop.com/Maryland/MD-Real-Estate](https://TheCEShop.com/Maryland/MD-Real-Estate). There you'll be able to find out what exactly you need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.



# About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education through an encyclopedic knowledge of the real estate industry.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With courses available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

