

Market Conditions Report

Baltimore Metropolitan Area

March 2018 | longandfoster.com



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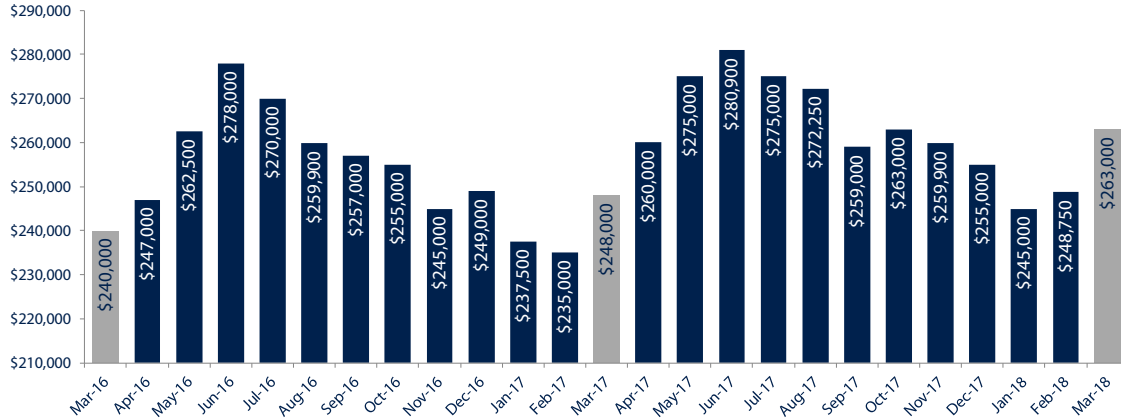
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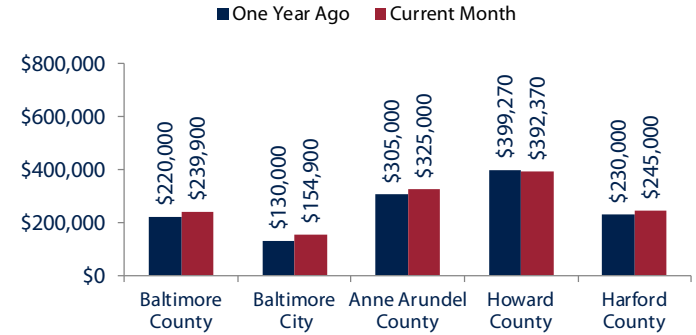
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Baltimore Metropolitan Area - March 2018

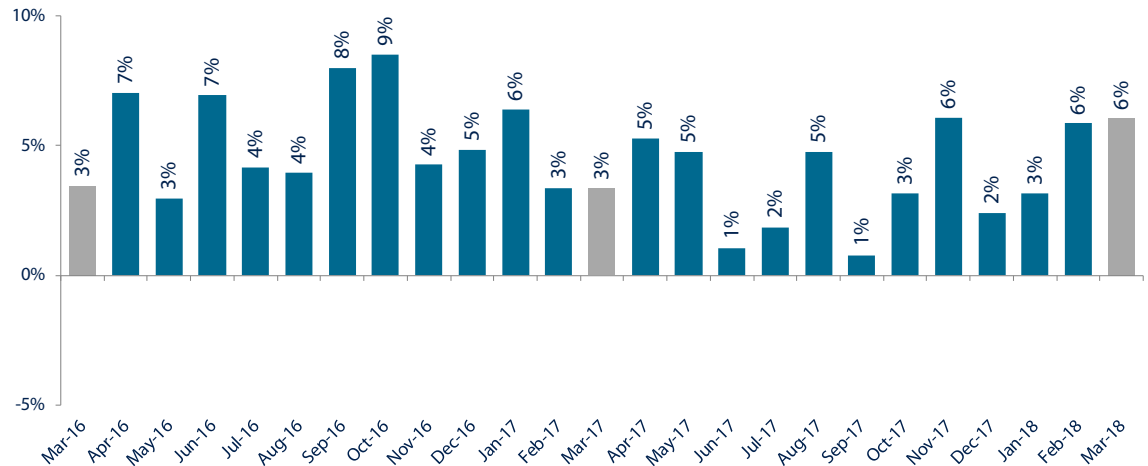
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



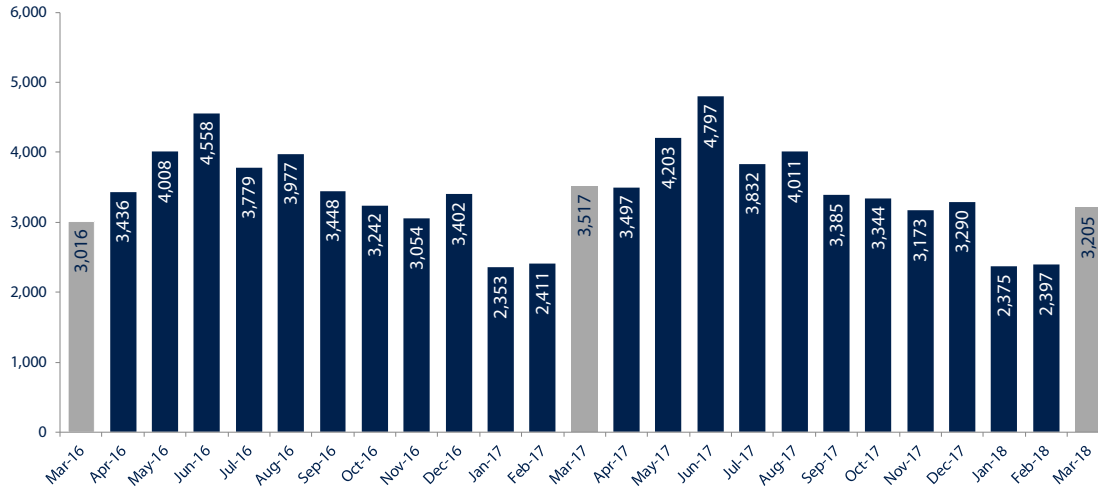
Highlights

- This March, the median sale price was \$263,000, an increase of 6% compared to last year.
- The current median sale price was 6% higher than in February.

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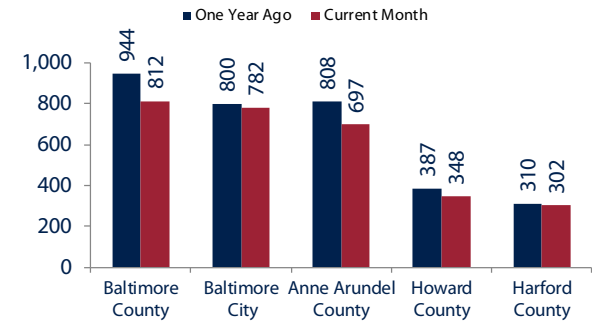
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Total Units Sold



Total Units Sold

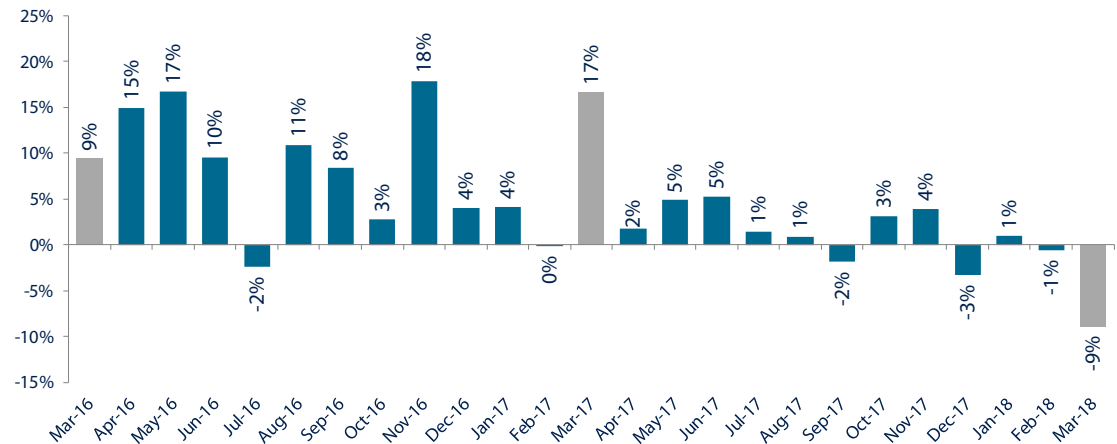
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 34% in total units sold in March compared to February.
- This month's total units sold was lower than at this time last year, a decrease of 9% versus March 2017.

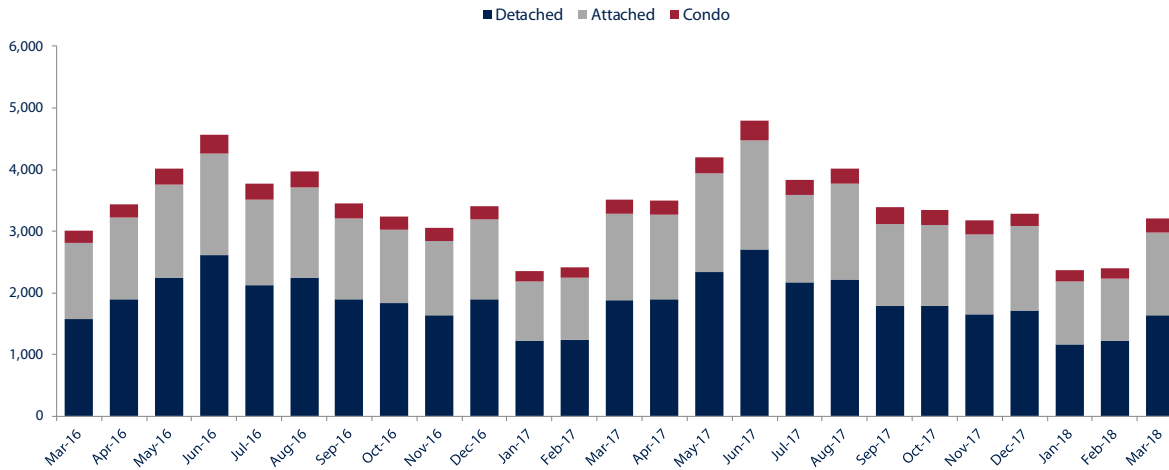
Total Units Sold
Percent Change Year/Year



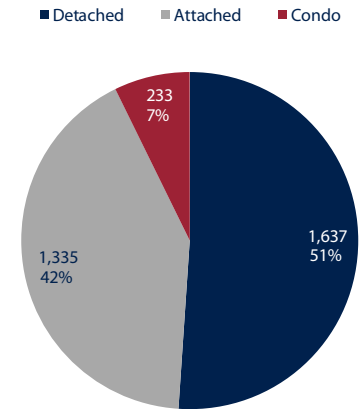
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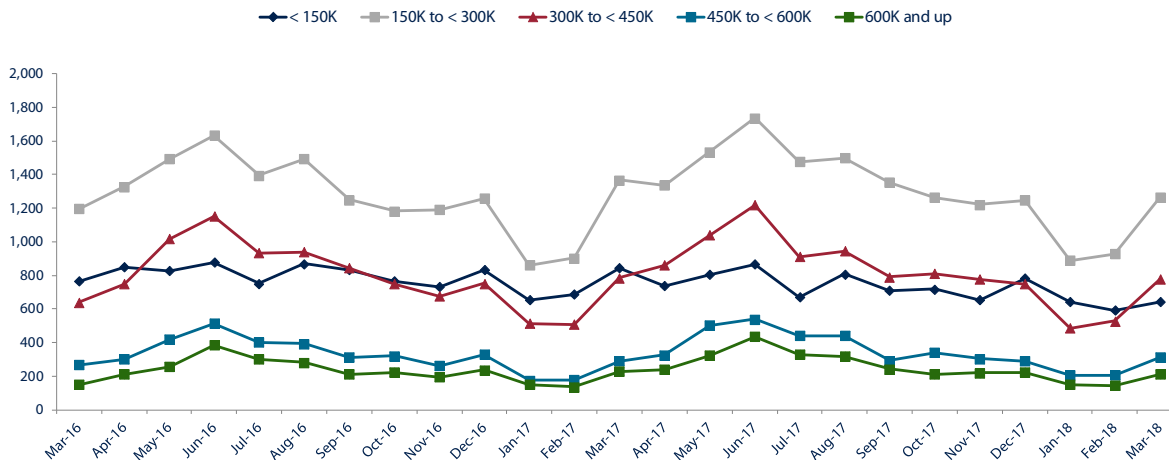
Total Units Sold by Type



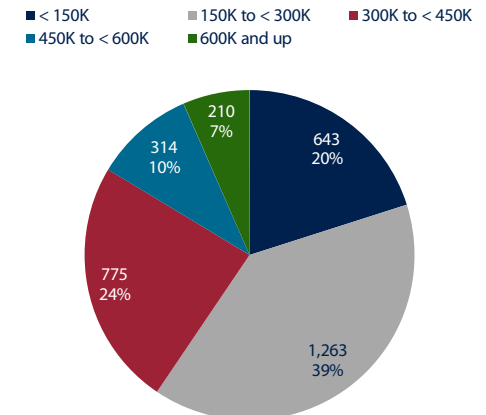
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



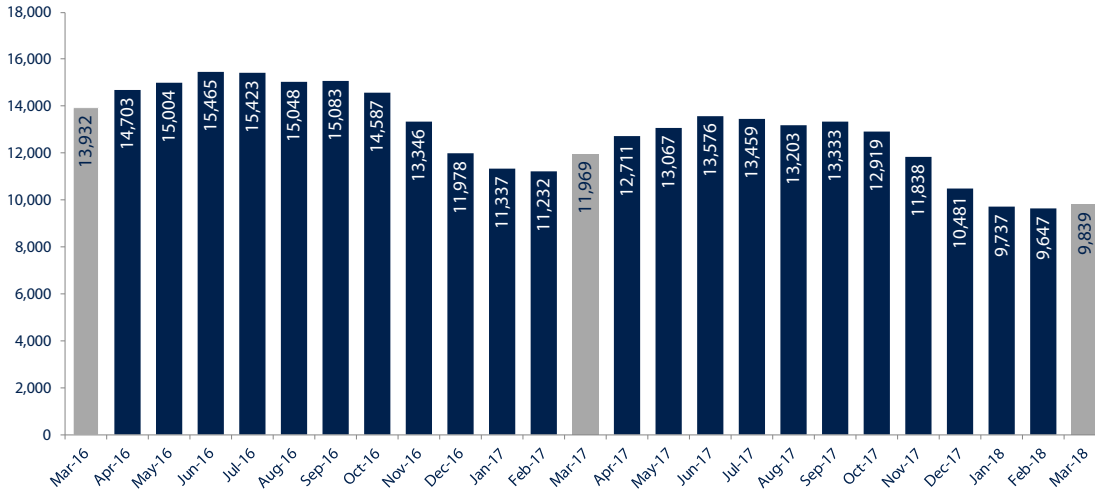
Total Units Sold by Price Range
Current Month



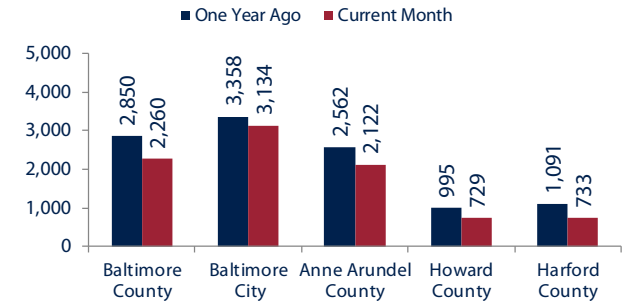
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Baltimore Metropolitan Area - March 2018

Total Active Inventory



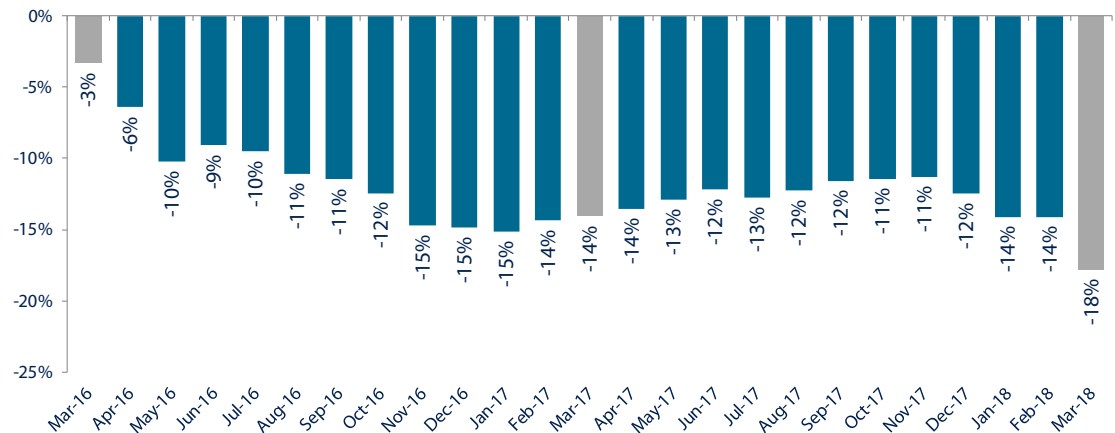
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- March's total active inventory of 9,839 units was 2% higher than the previous month's supply of inventory.
- Versus last March, the total number of homes available was lower by 2,130 units or 18%.

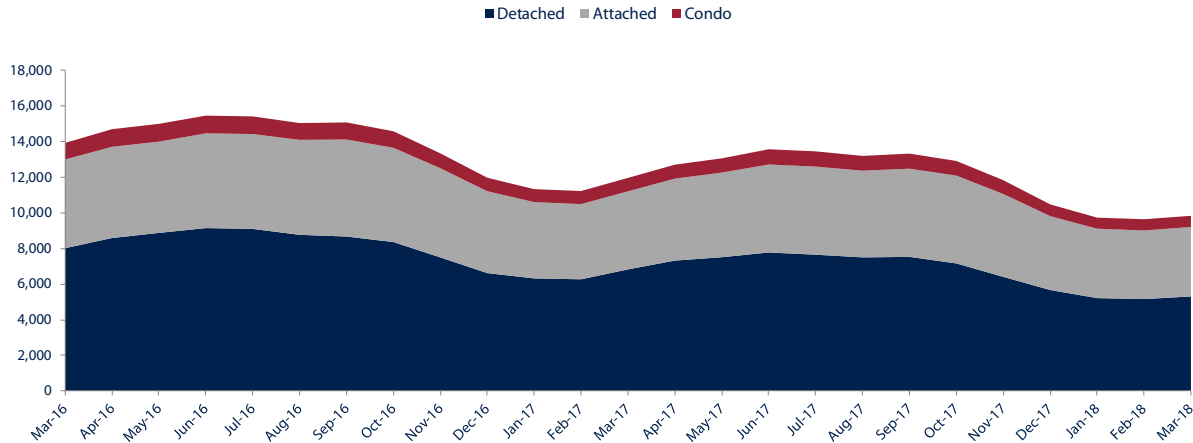
**Total Active Inventory
Percent Change Year/Year**



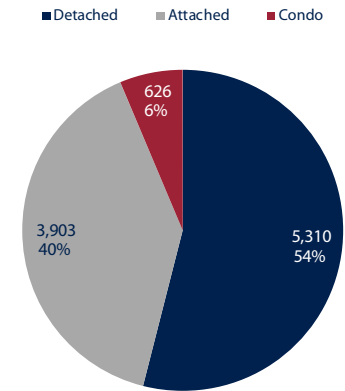
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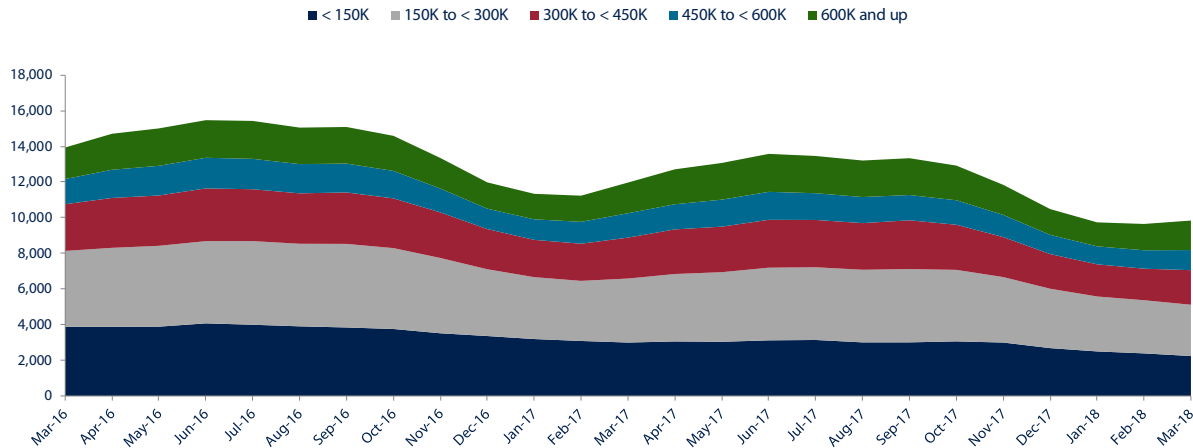
Total Active Inventory by Type



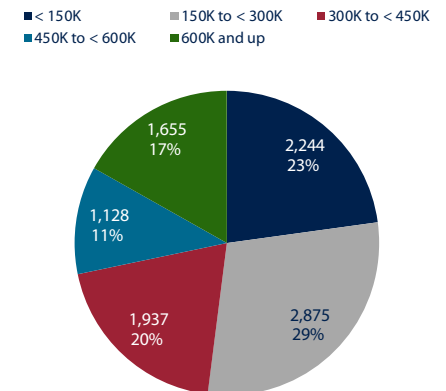
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



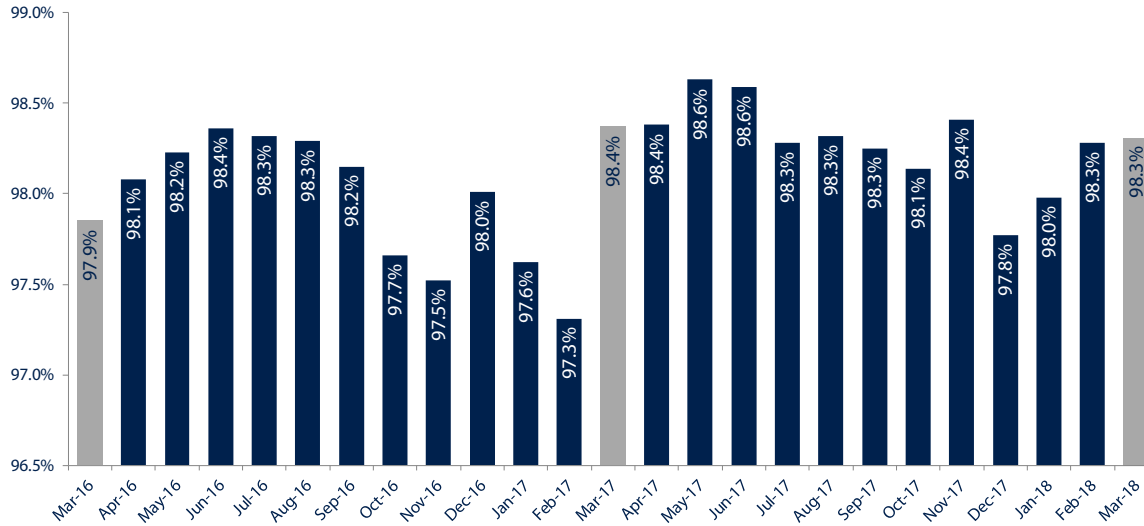
Total Active Inventory by Price Range Current Month



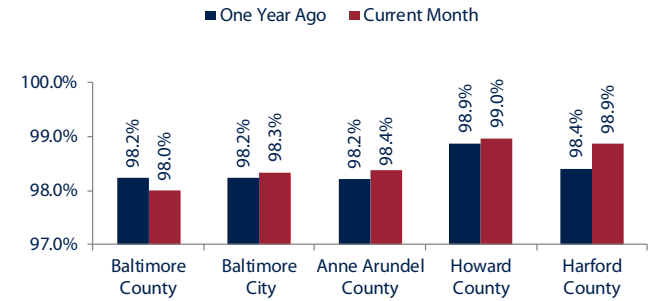
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Baltimore Metropolitan Area - March 2018

Average Sale Price as a Percent of List Price



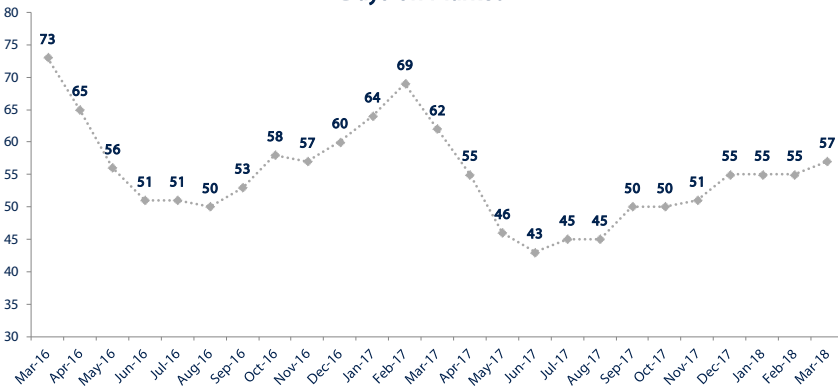
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



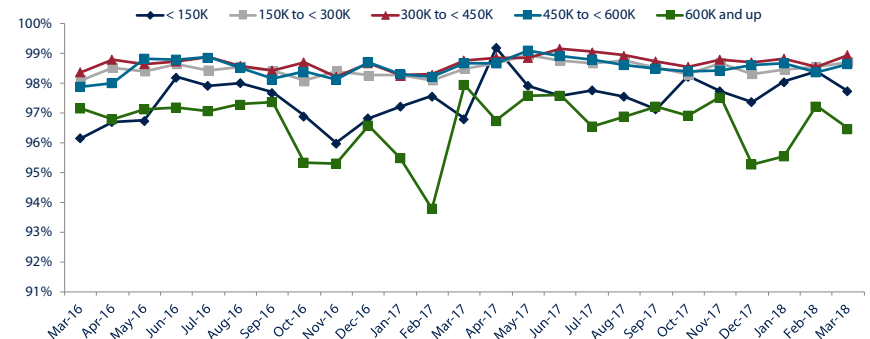
Days on Market	
Current Month	One Year Ago
57	62
Down -8% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.3%	98.4%
Down -0.1% Vs. Year Ago	

Days on Market



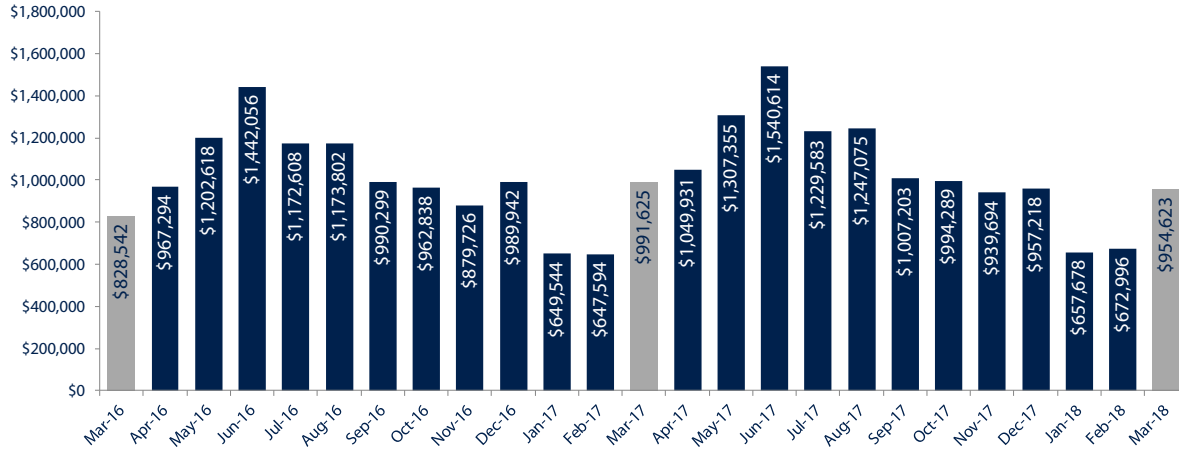
Average Sale Price as a Percent of List Price
by Price Range



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Baltimore Metropolitan Area - March 2018

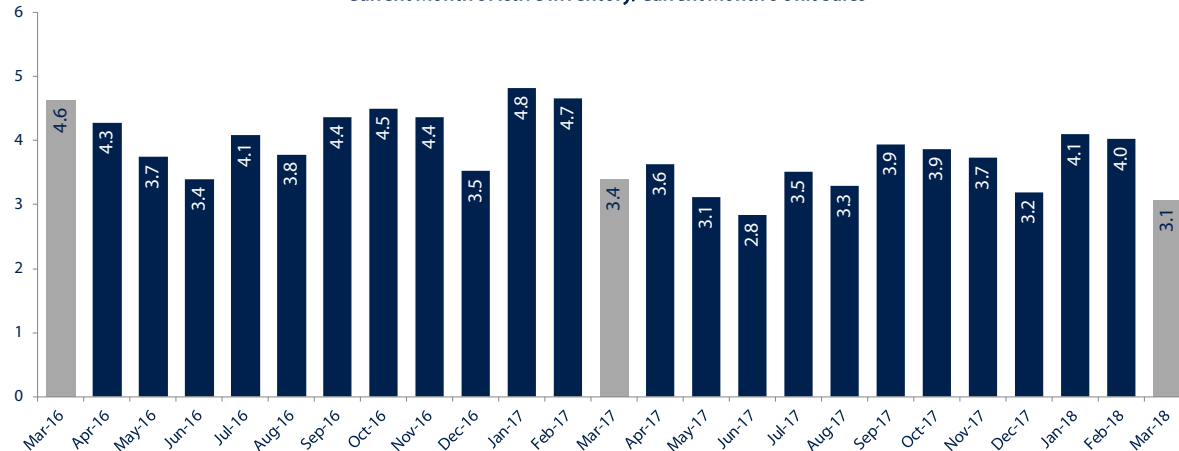
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this March was 4% less than the same month one year ago.
- In March, there was 3.1 months of supply available, compared to 3.4 in March 2017. That was a decrease of 10% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



Total Dollar Volume Sold

Current Month	One Year Ago
\$954,623,132	\$991,624,908
Down -4% Vs. Year Ago	

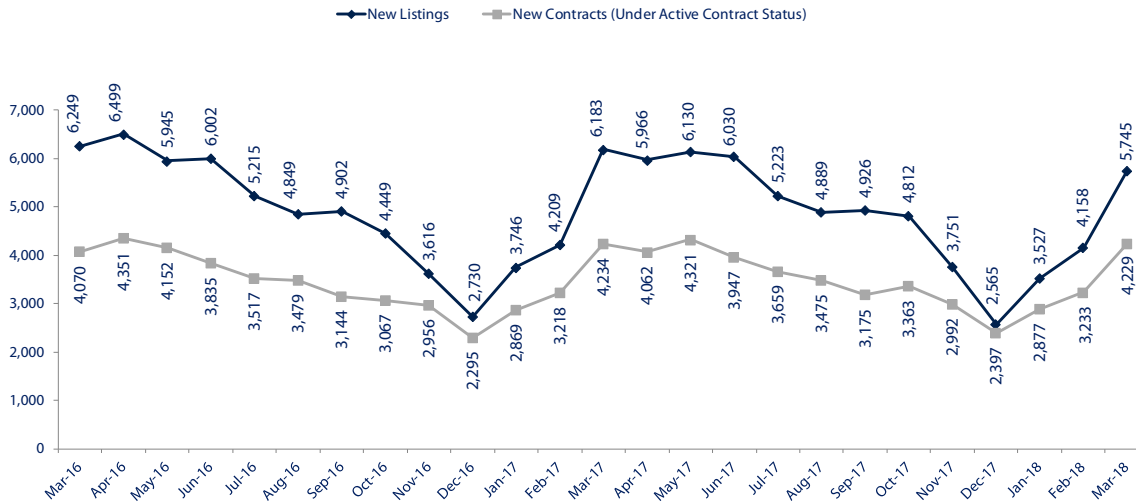
Months of Supply

Current Month	One Year Ago
3.1	3.4
Down -10% Vs. Year Ago	

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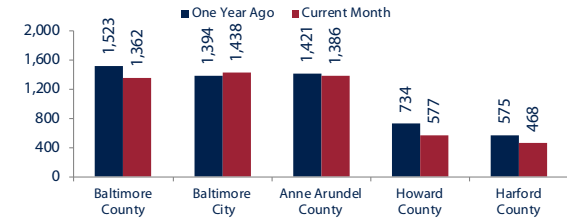
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New Listings & New Contracts



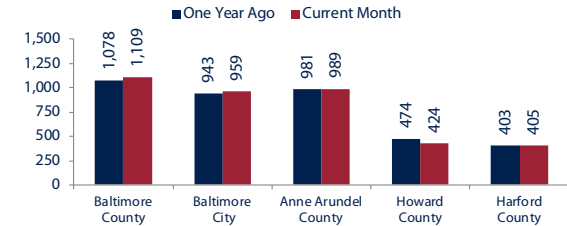
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
5,745	6,183
Down -7% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
4,229	4,234
No Change Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.4, a decrease of 7% from March 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

