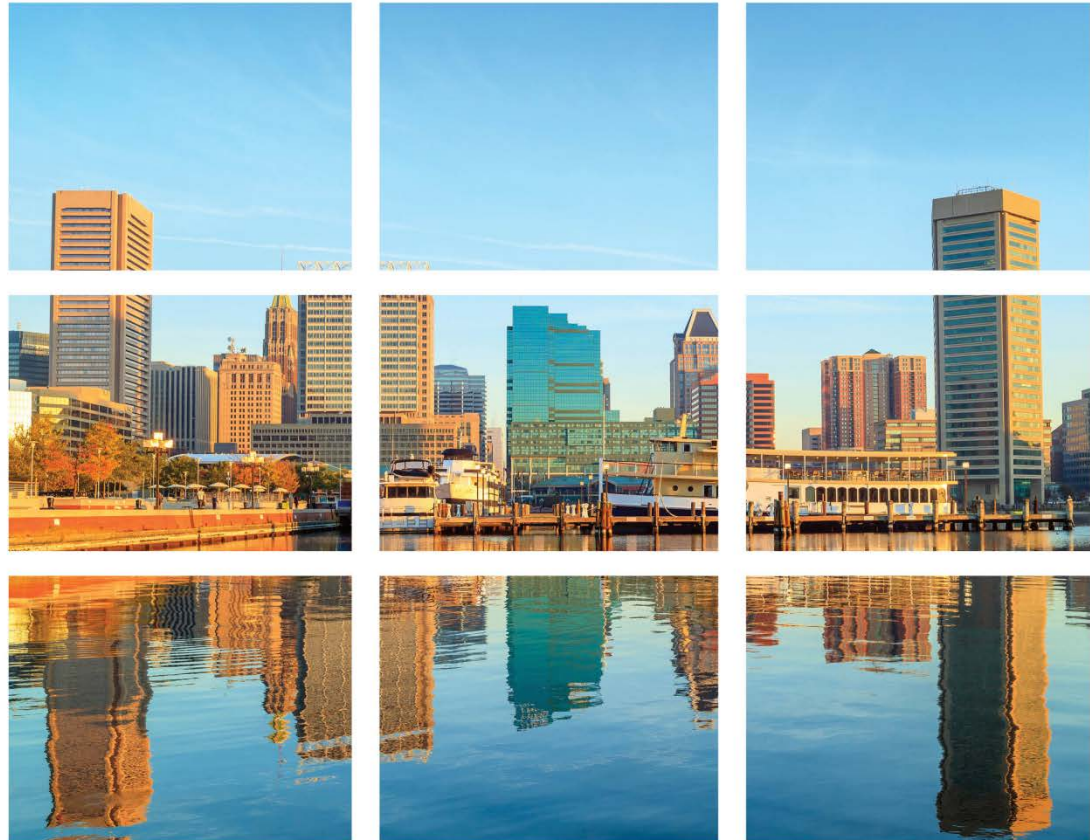


Market Conditions Report

Baltimore, MD Area

September 2018



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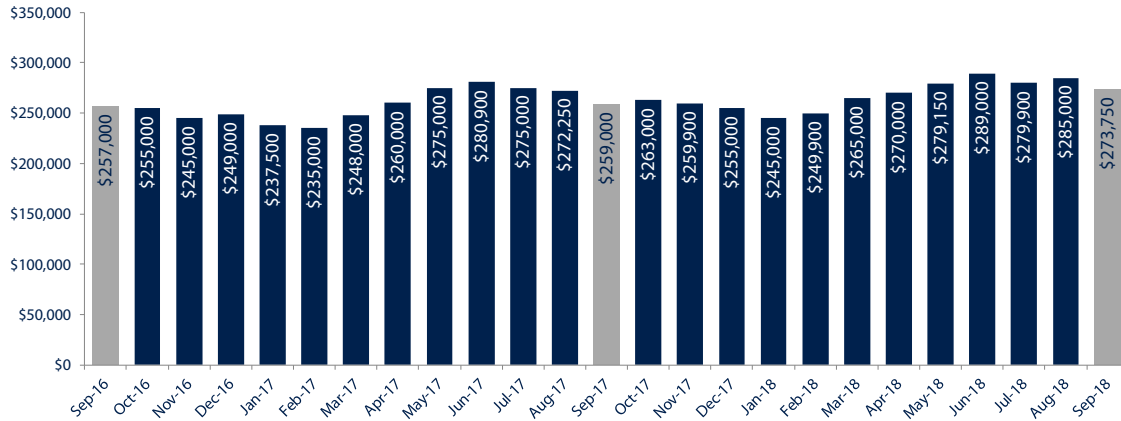
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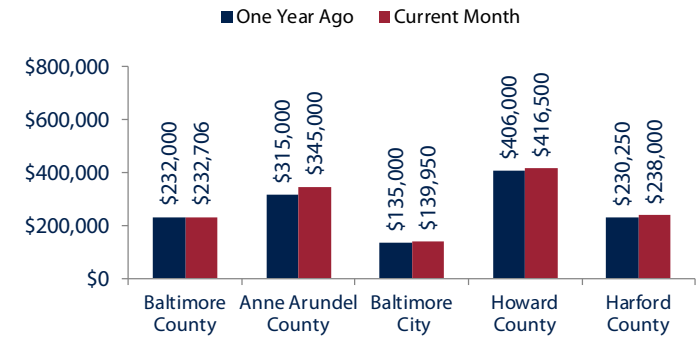
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Baltimore Metropolitan Area - September 2018

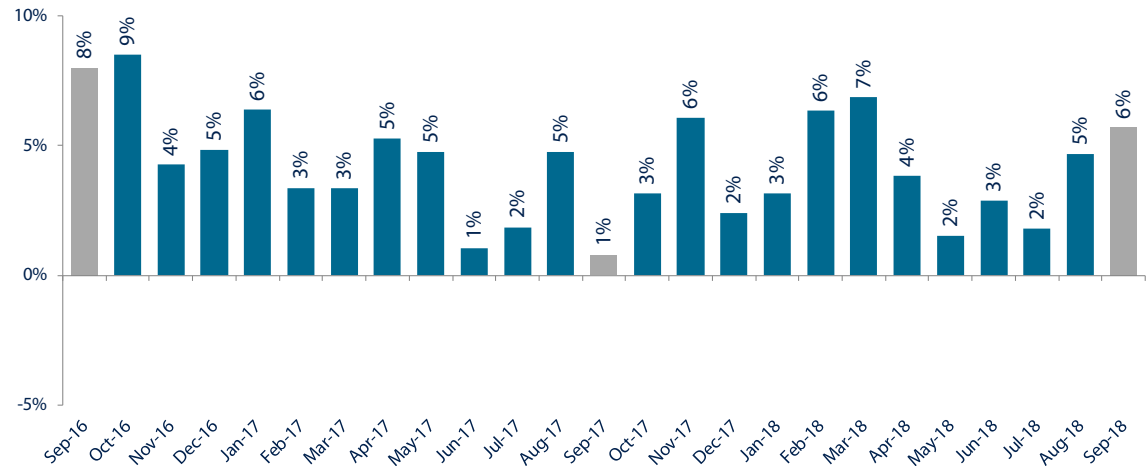
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



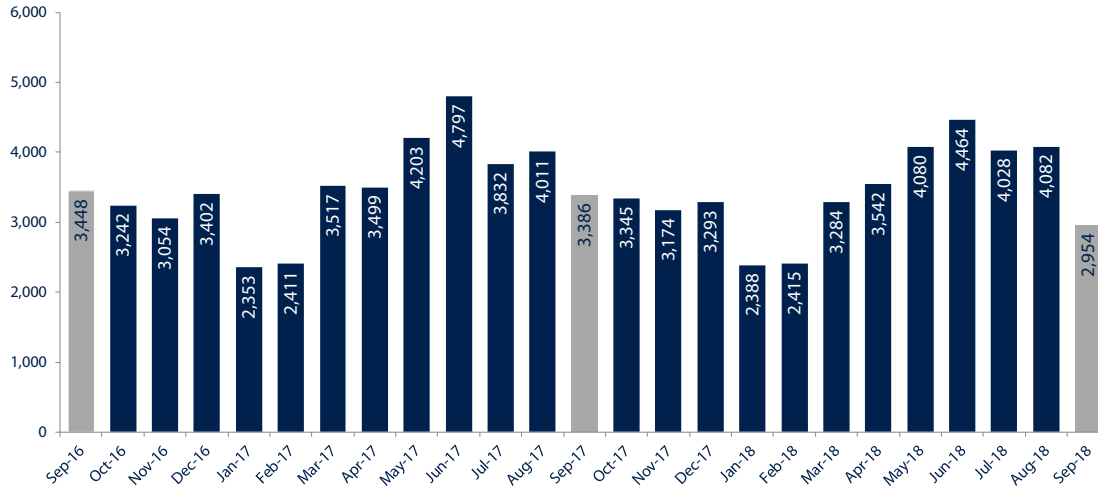
Highlights

- This September, the median sale price was \$273,750, an increase of 6% compared to last year.
- The current median sale price was 4% lower than in August.

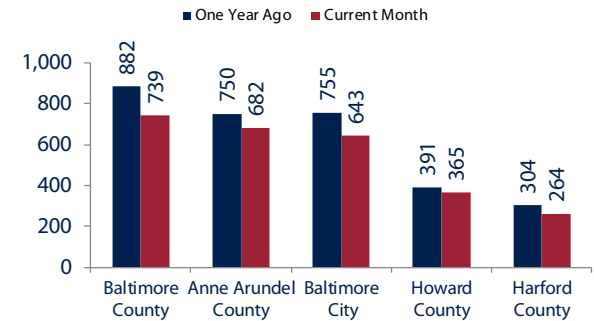
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Baltimore Metropolitan Area - September 2018

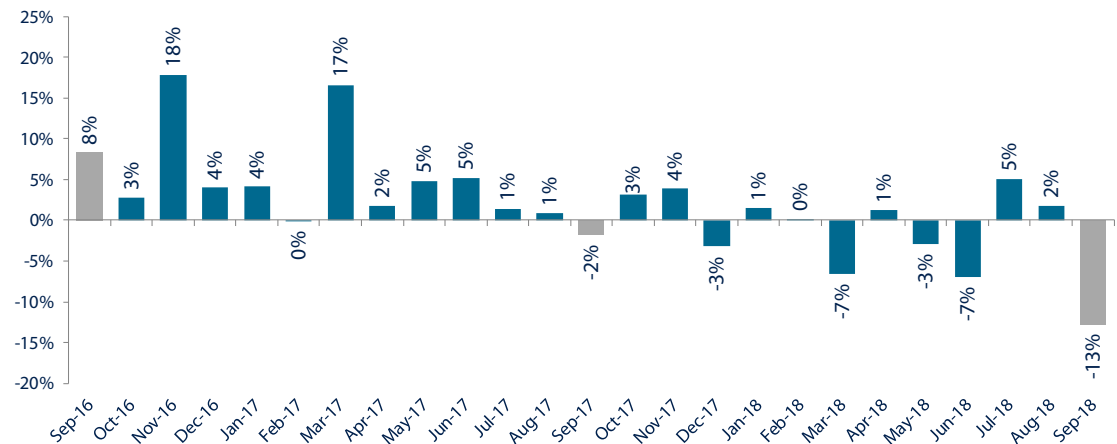
Total Units Sold



Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Total Units Sold
Percent Change Year/Year



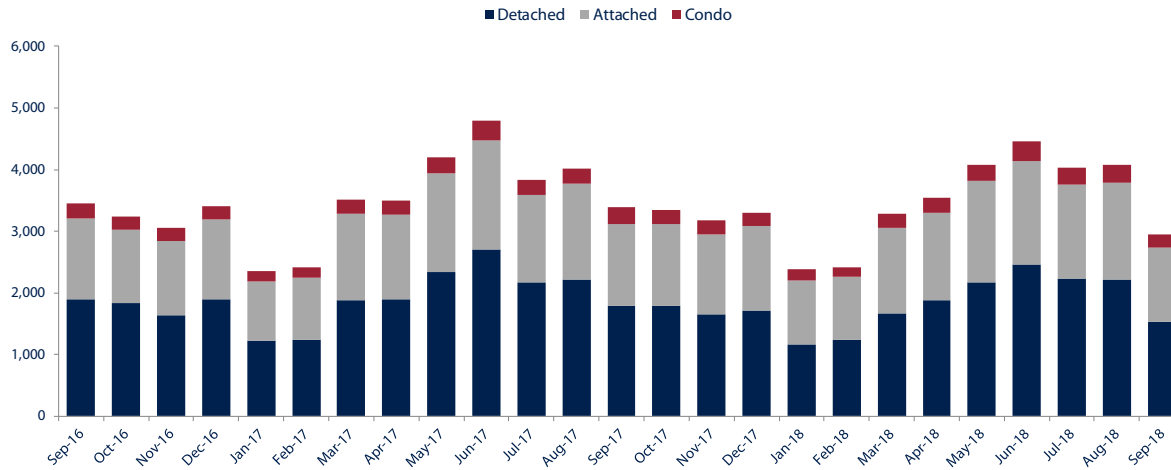
Highlights

- This month's total units sold was lower than at this time last year, a decrease of 13% versus September 2017.
- There was a decrease of 28% in total units sold in September compared to August.

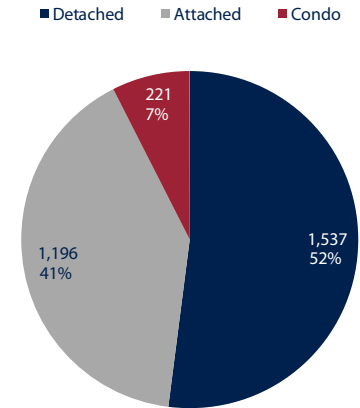
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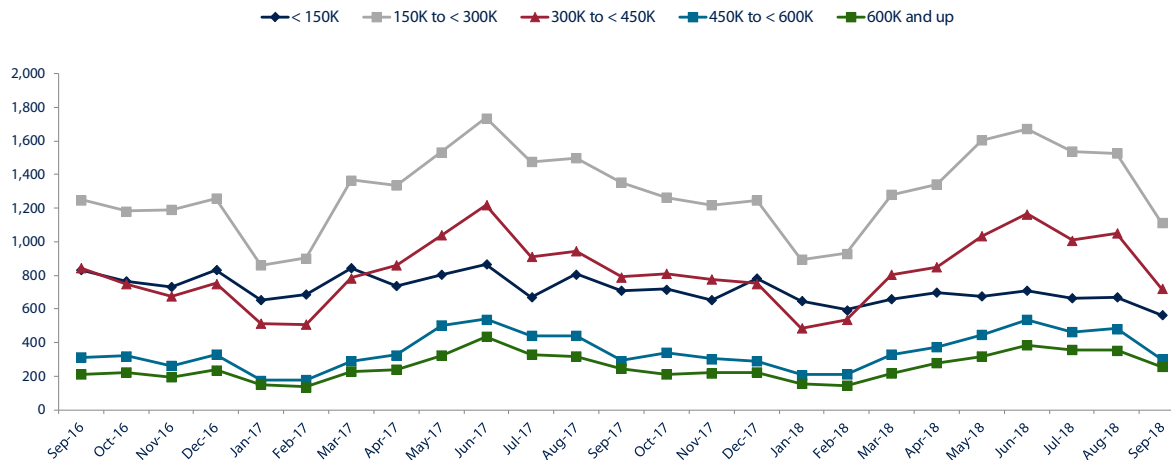
Total Units Sold by Type



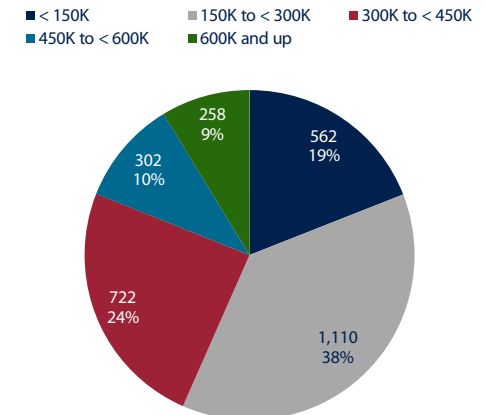
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



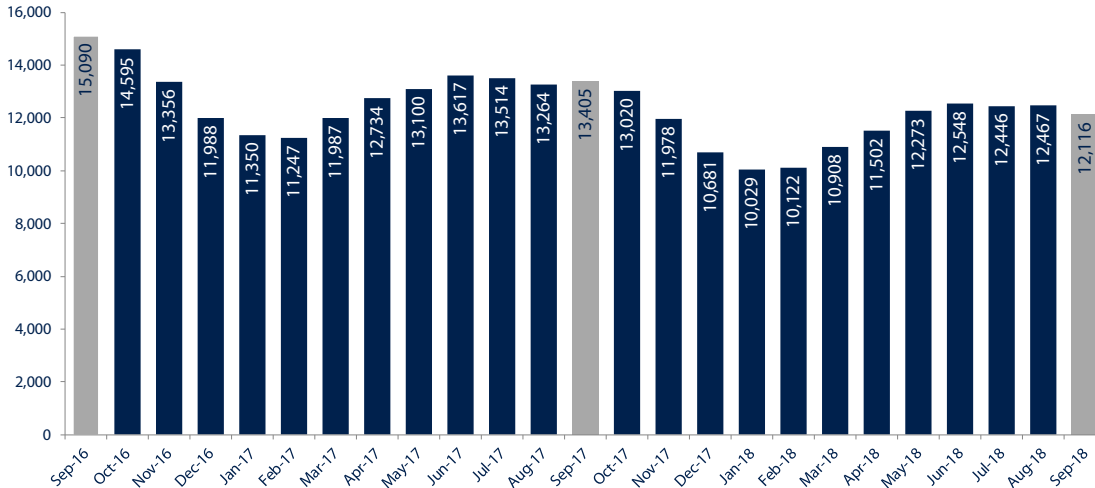
Total Units Sold by Price Range
Current Month



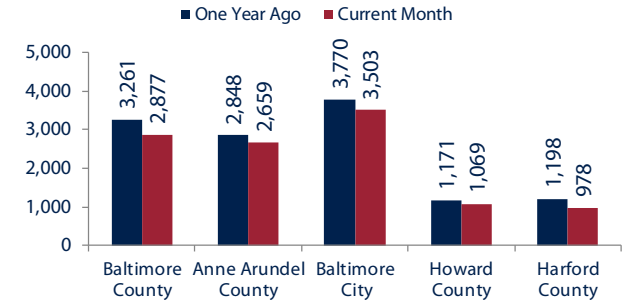
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Baltimore Metropolitan Area - September 2018

Total Active Inventory



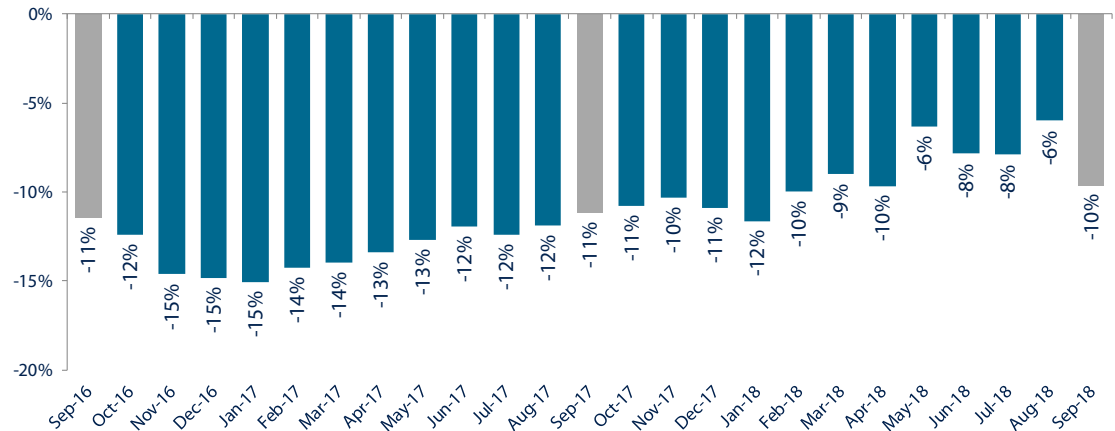
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- September's total active inventory of 12,116 units was 3% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 1,289 units or 10%.

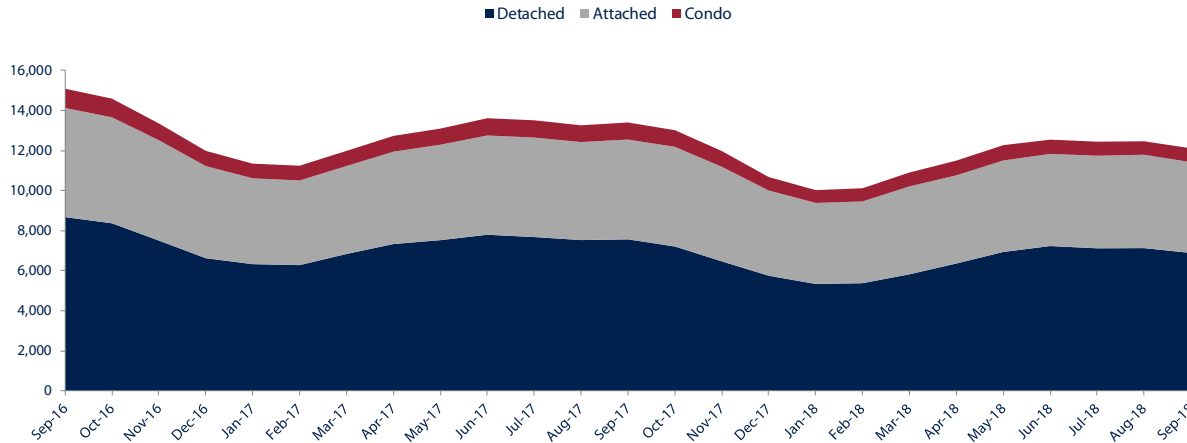
**Total Active Inventory
Percent Change Year/Year**



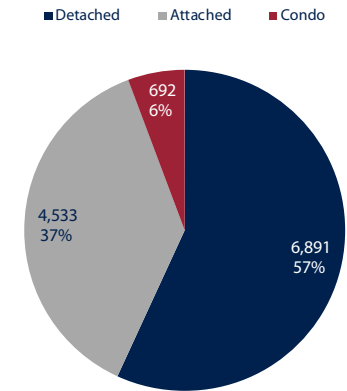
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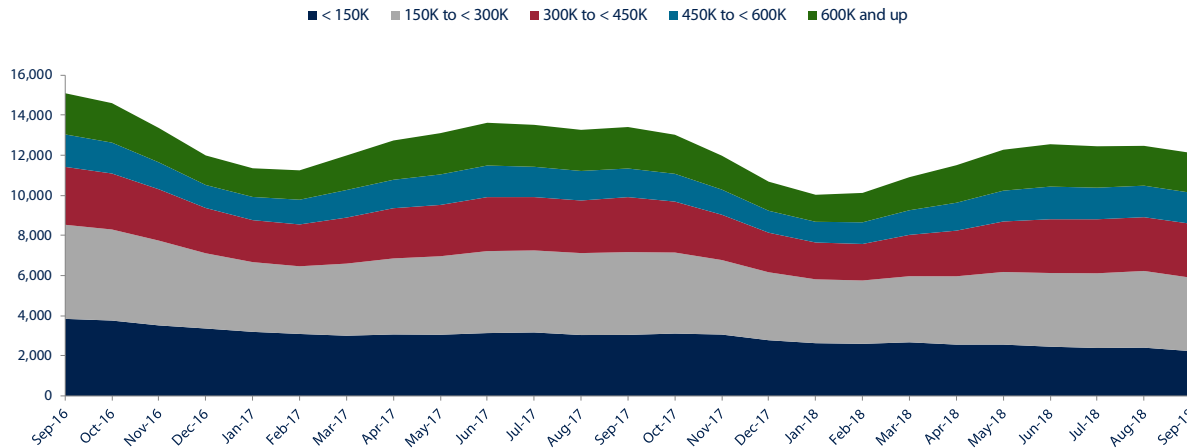
Total Active Inventory by Type



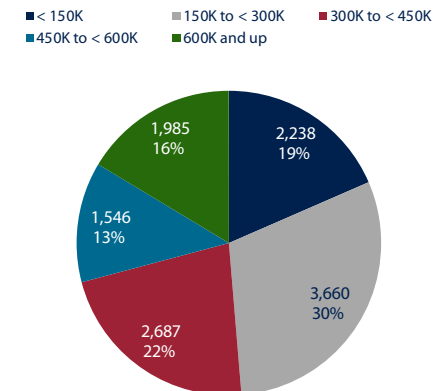
Total Active Inventory by Type
Current Month



Total Active Inventory by Price Range



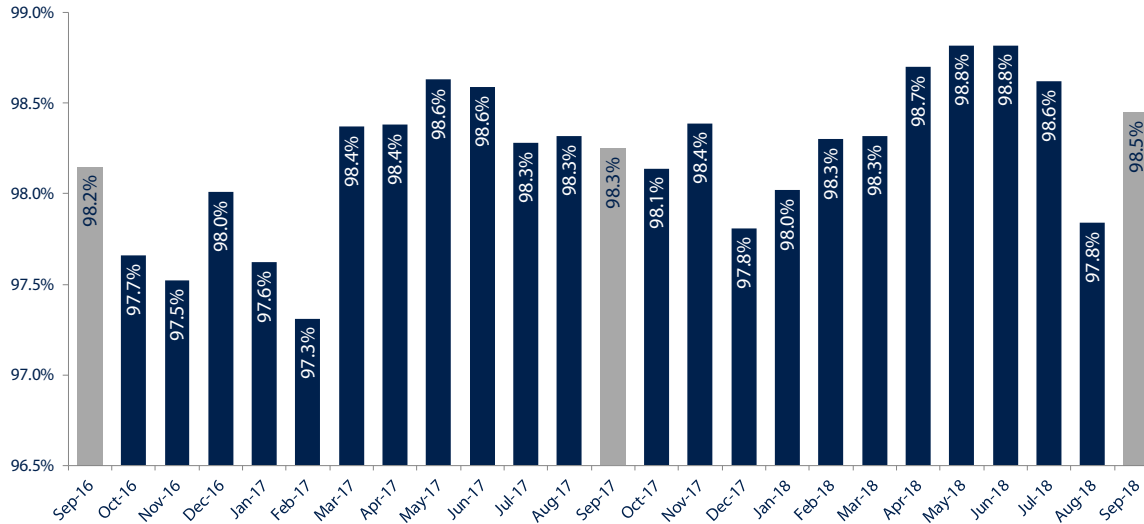
Total Active Inventory by Price Range
Current Month



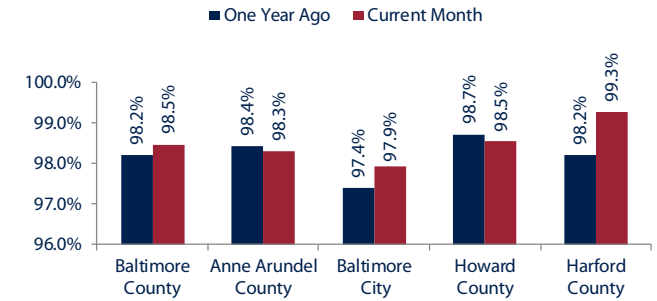
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Baltimore Metropolitan Area - September 2018

Average Sale Price as a Percent of List Price



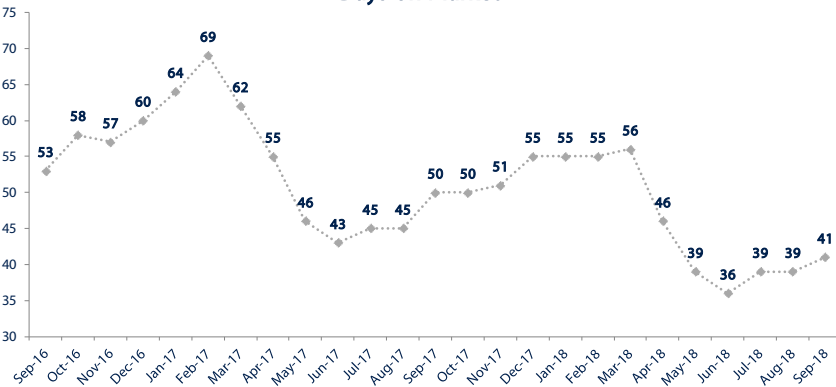
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



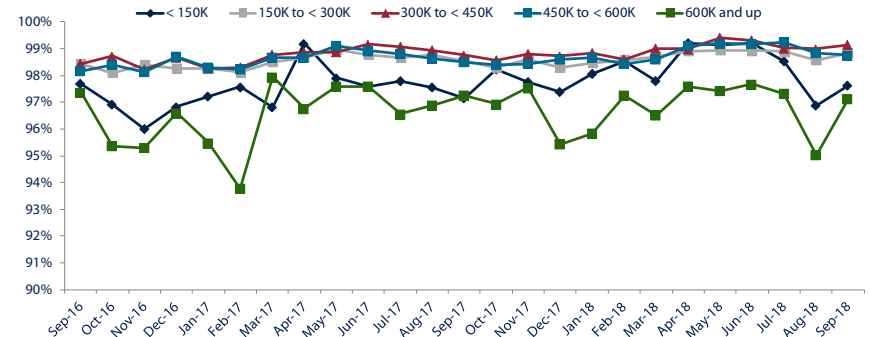
| Days on Market | |
|-------------------------------|--------------|
| Current Month | One Year Ago |
| 41 | 50 |
| Down -18% Vs. Year Ago | |

| Avg Sale Price as % of List Price | |
|-----------------------------------|--------------|
| Current Month | One Year Ago |
| 98.5% | 98.3% |
| Up 0.2% Vs. Year Ago | |

Days on Market



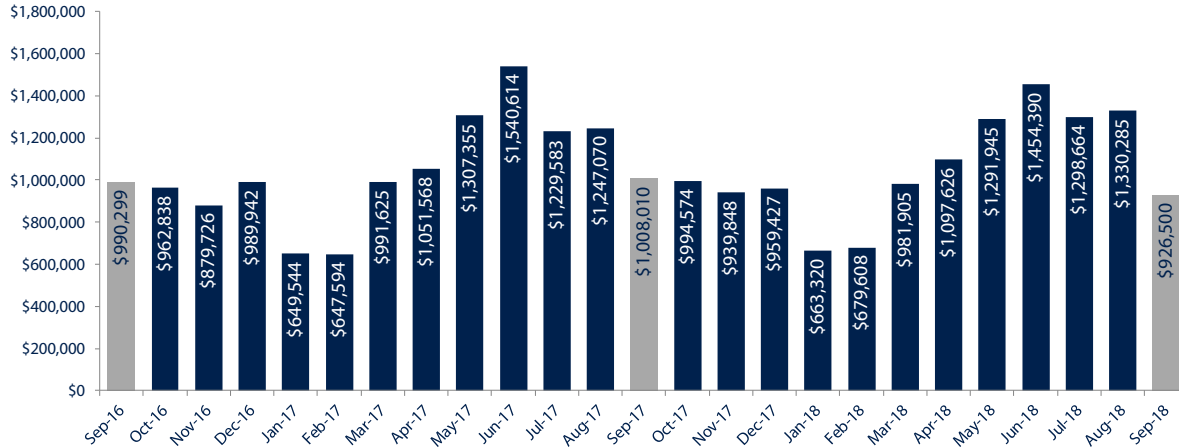
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Baltimore Metropolitan Area - September 2018

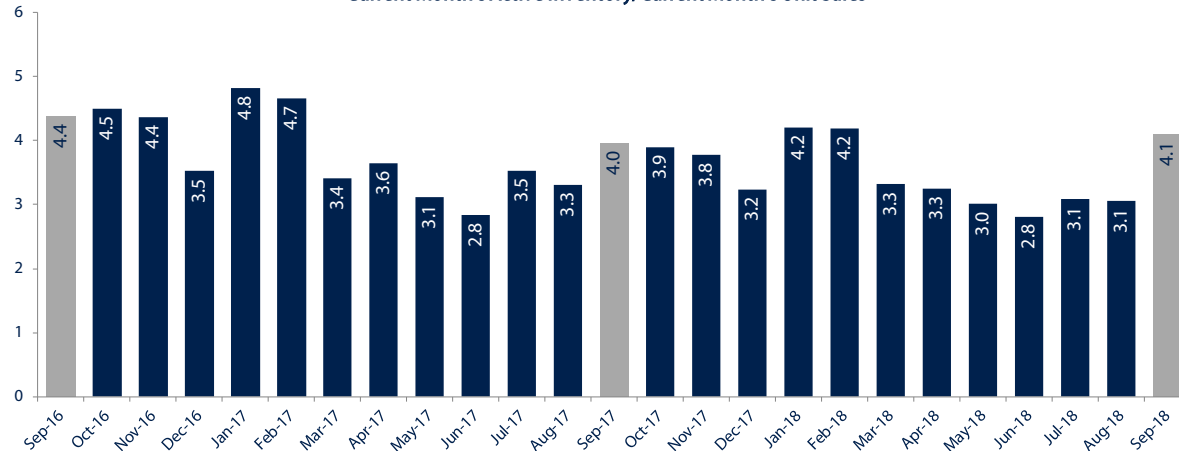
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 8% less than the same month one year ago.
- In September, there was 4.1 months of supply available, compared to 4.0 in September 2017. That was an increase of 4% versus a year ago.

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



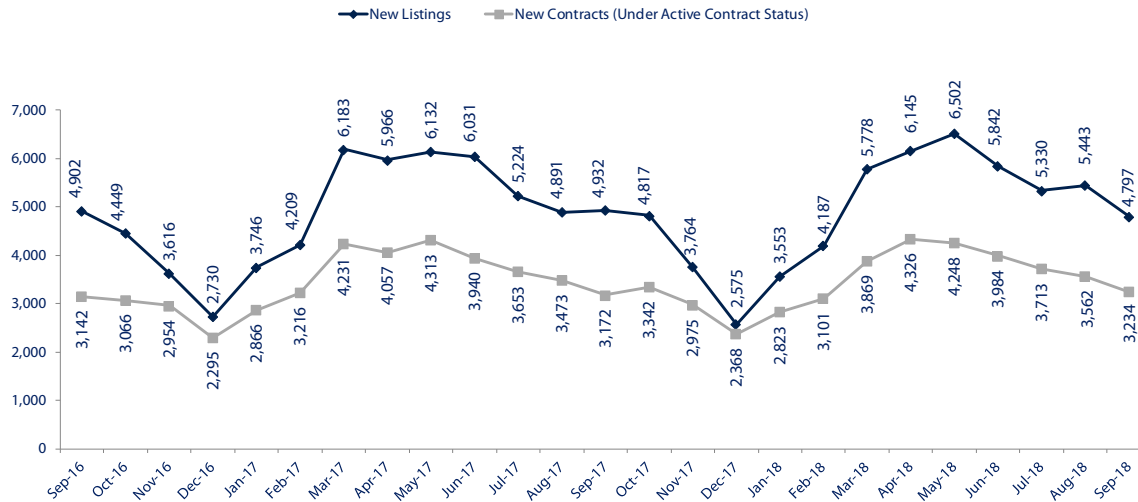
| Total Dollar Volume Sold | |
|------------------------------|-----------------|
| Current Month | One Year Ago |
| \$926,499,897 | \$1,008,009,935 |
| Down -8% Vs. Year Ago | |

| Months of Supply | |
|---------------------------|--------------|
| Current Month | One Year Ago |
| 4.1 | 4.0 |
| Up 4% Vs. Year Ago | |

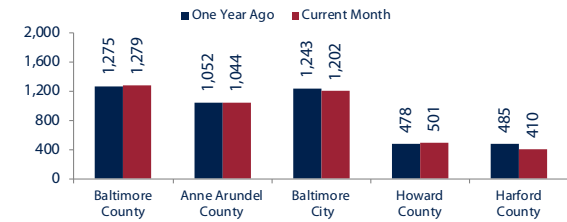
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Baltimore Metropolitan Area - September 2018

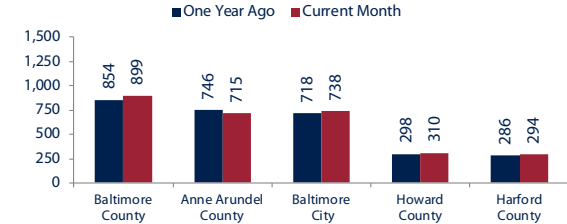
New Listings & New Contracts



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 |
| 4,797 | 4,932 |
| Down -3% Vs. Year Ago | |

| New Contracts | |
|--------------------|--------------|
| Current Month | One Year Ago |
| 3,234 | 3,172 |
| Up 2% 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 1.5, similar to the ratio from one year ago.

Supply/Demand Ratio Number of New Listings to New Contracts

