

Market Conditions Report

Baltimore, MD Area

January 2024

LONG & FOSTER
REAL ESTATE



Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

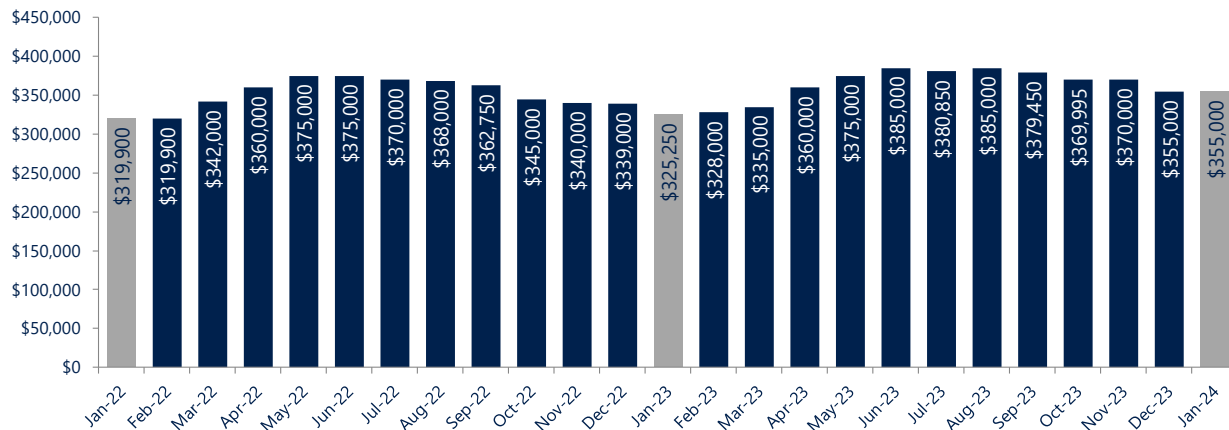
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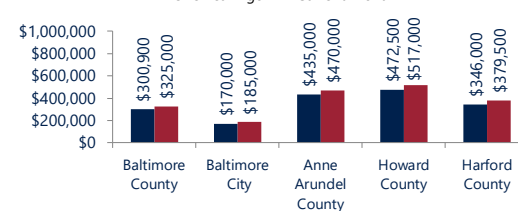
Long & Foster Market Conditions Report

Baltimore Metropolitan Area - January 2024

Median Sales Price



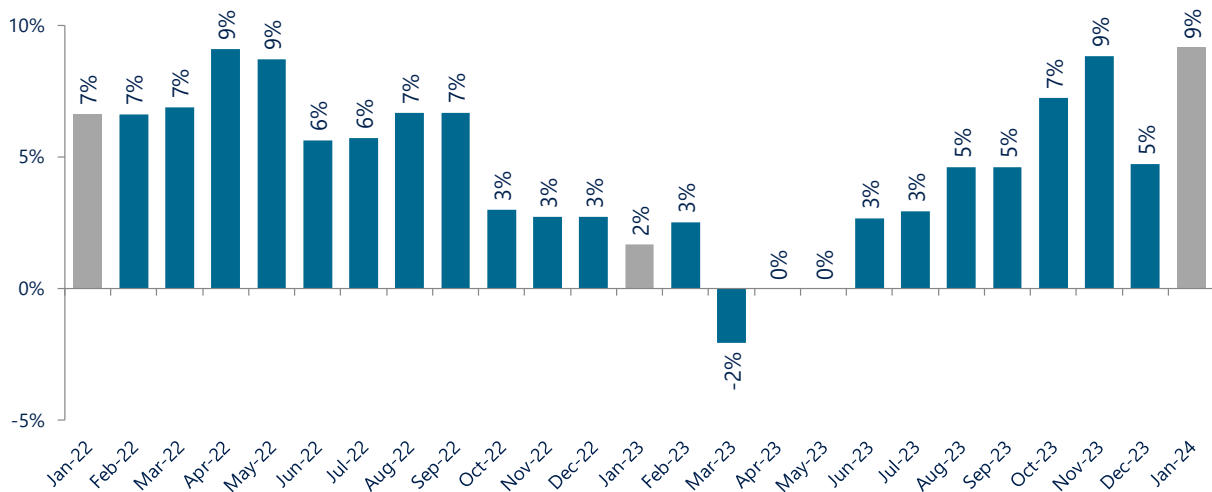
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This January, the current median sale price of \$355,000 was similar to the median sale price of last month.
- The current median sale price was 9% higher than the same month last year.

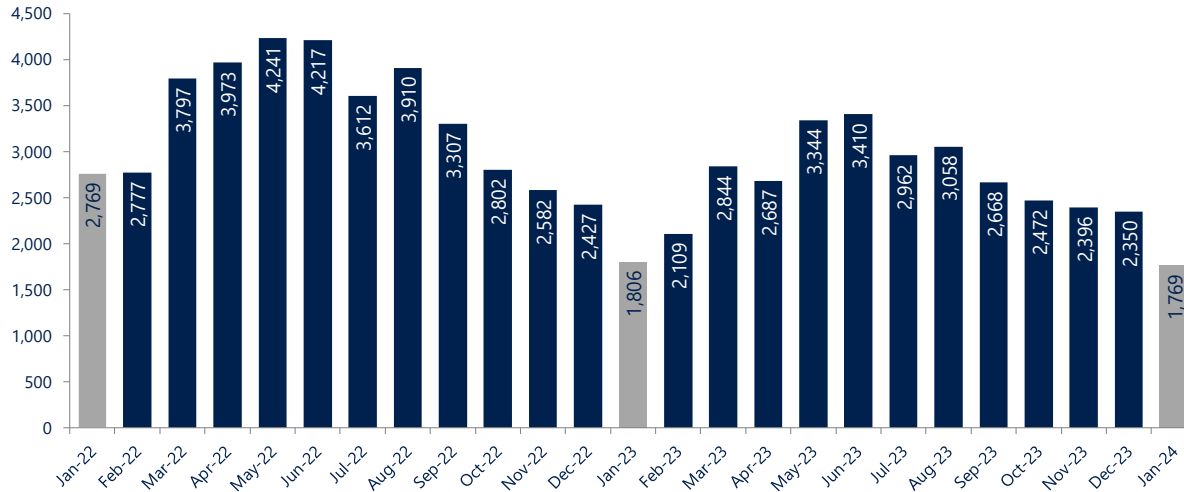
Median Sale Price Percent Change Year/Year



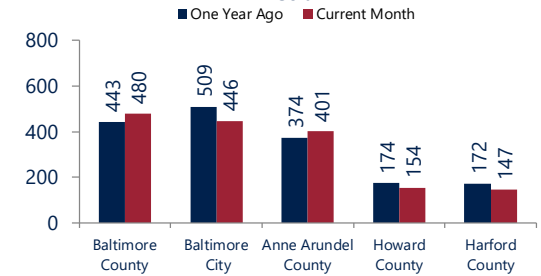
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Total Units Sold



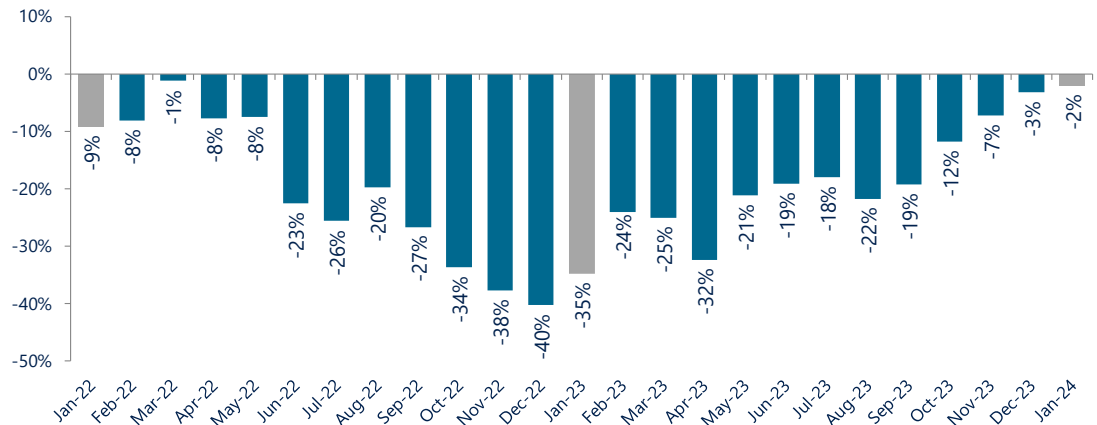
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 2% versus January 2023.
- There was a decrease of 25% in total units sold in January compared to December.

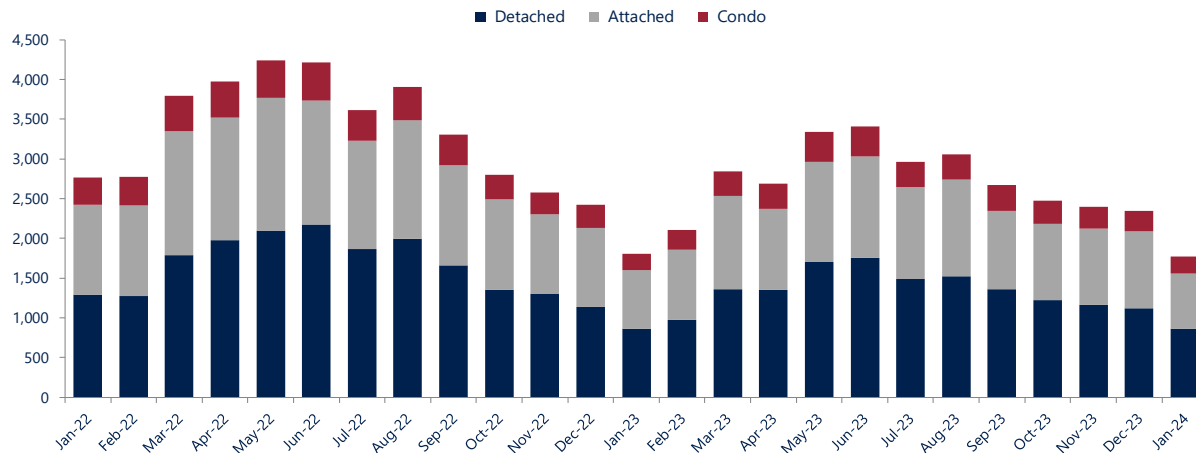
Total Units Sold Percent Change Year/Year



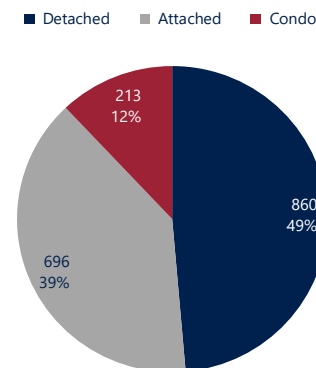
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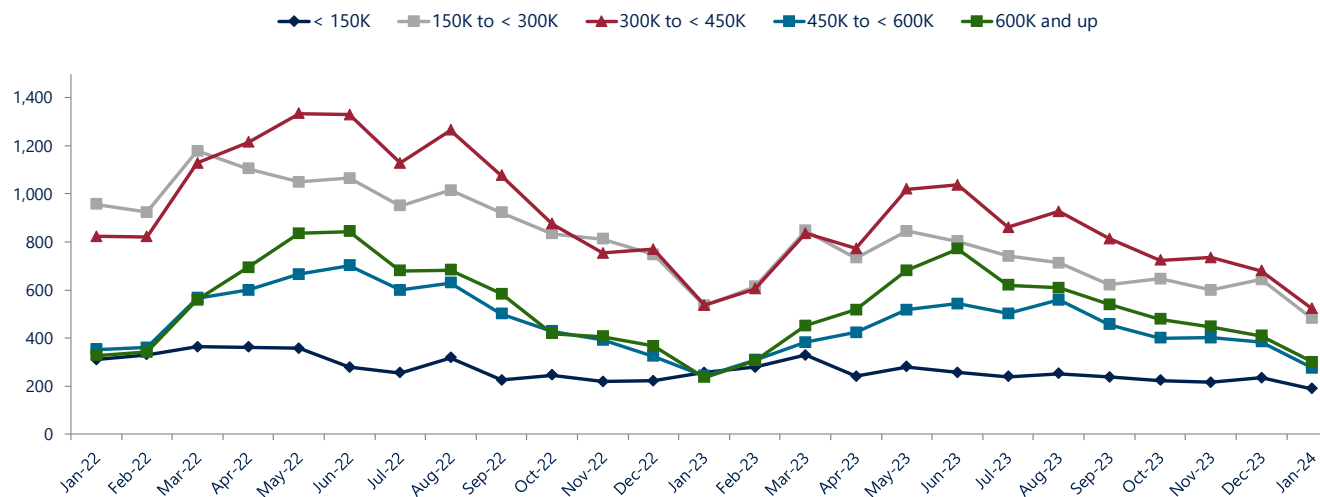
Total Units Sold by Type



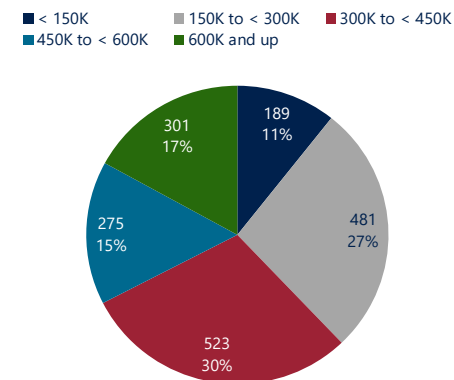
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



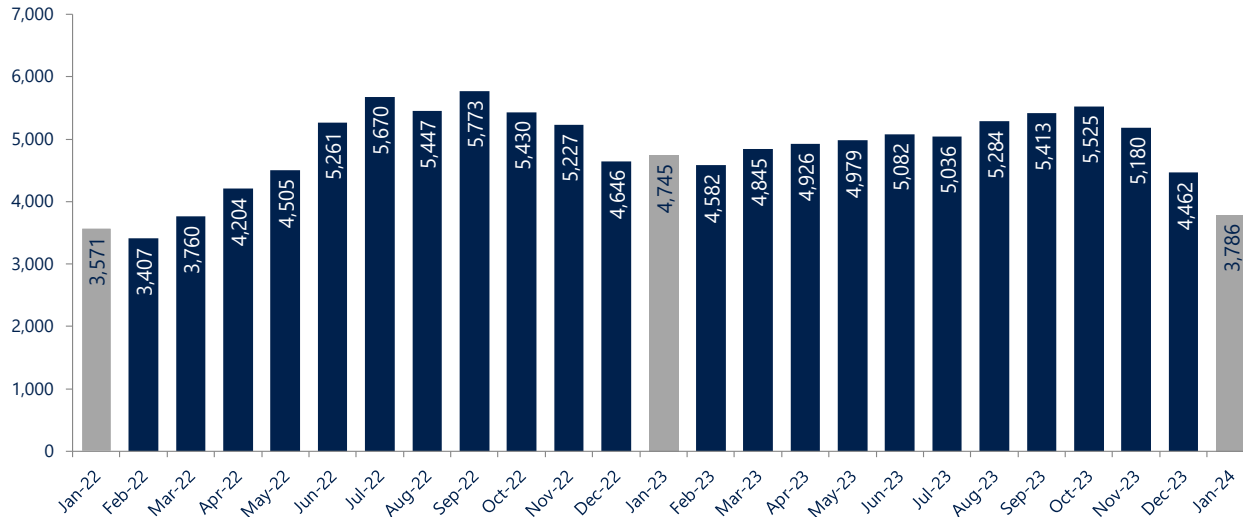
Total Units Sold by Price Range
Current Month



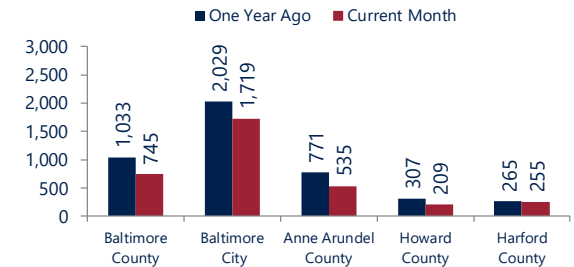
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Baltimore Metropolitan Area - January 2024

Total Active Inventory



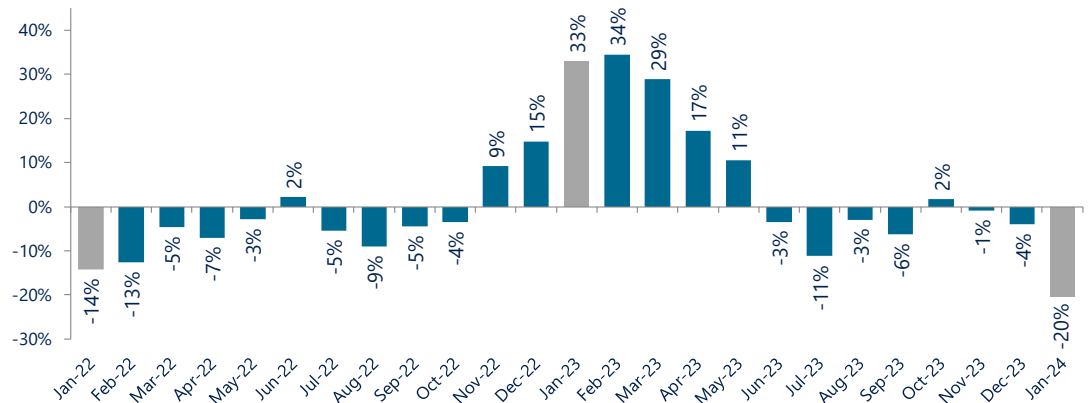
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- January's total active inventory of 3,786 units was 15% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 959 units or 20%.

Total Active Inventory Percent Change Year/Year

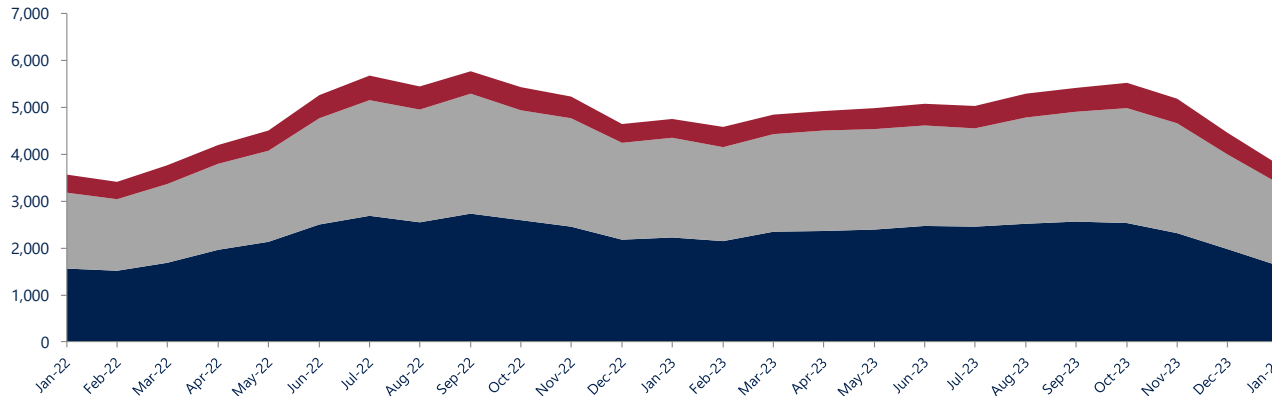


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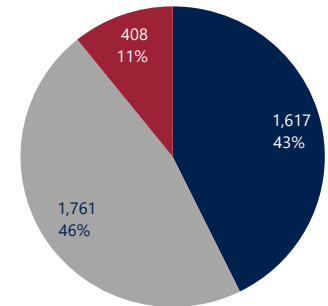
Total Active Inventory by Type

■ Detached ■ Attached ■ Condo



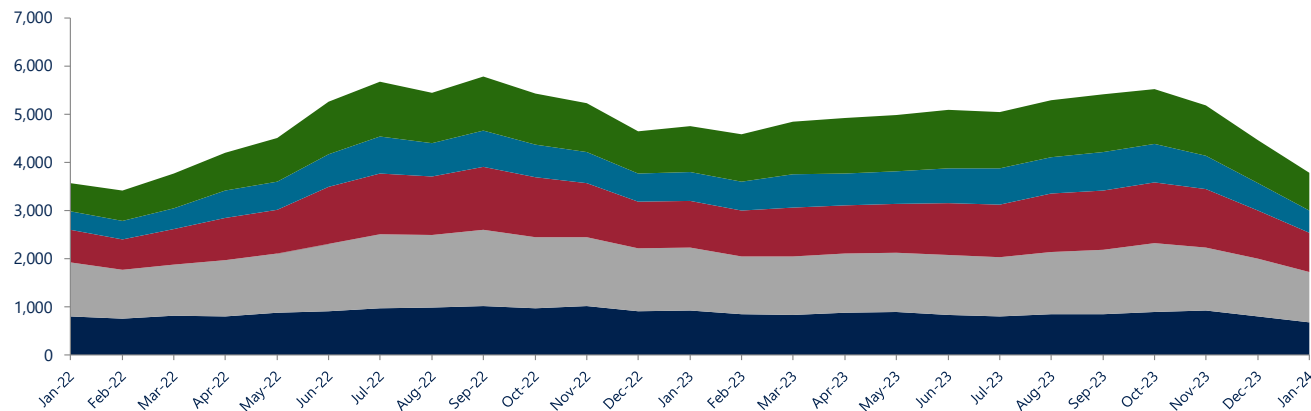
Total Active Inventory by Type Current Month

■ Detached ■ Attached ■ Condo



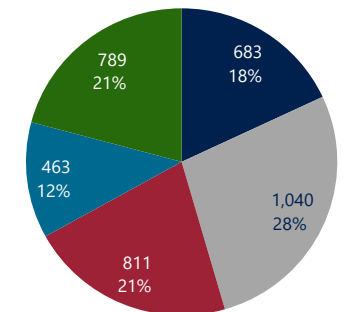
Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range Current Month

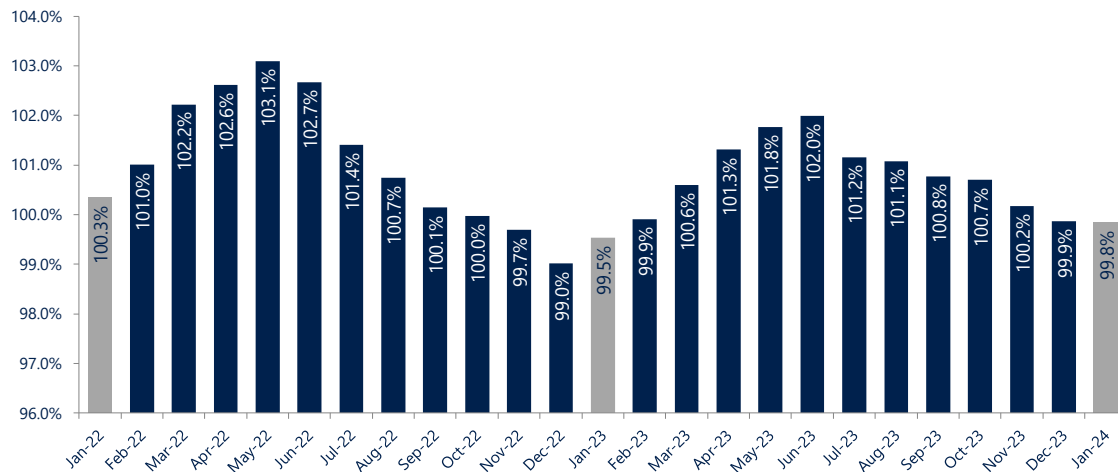
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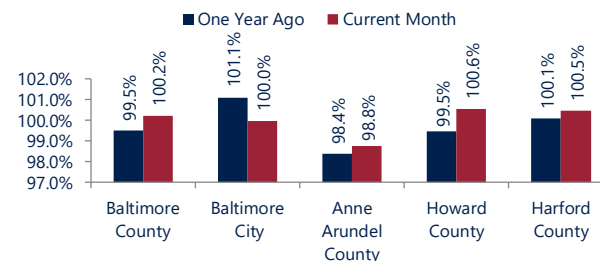
Baltimore Metropolitan Area - January 2024

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



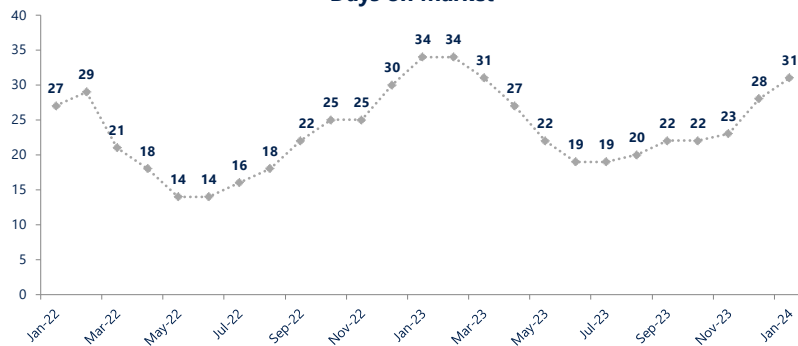
Days on Market

Current Month	One Year Ago
31	34
Down -9% Vs. Year Ago	

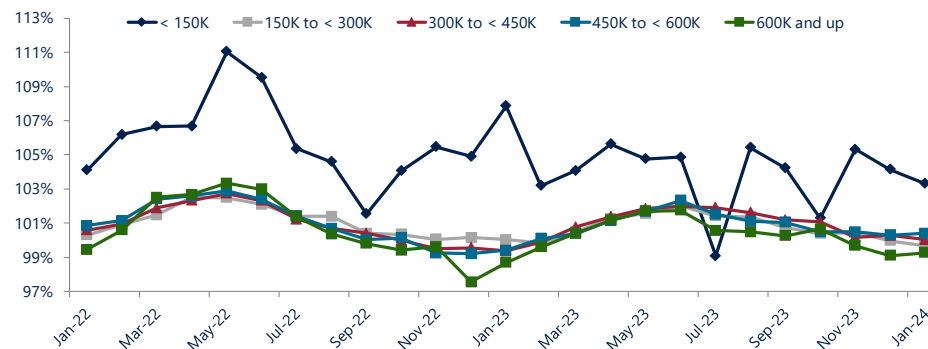
Avg Sale Price as % of List Price

Current Month	One Year Ago
99.8%	99.5%
Up 0.3% Vs. Year Ago	

Days on Market



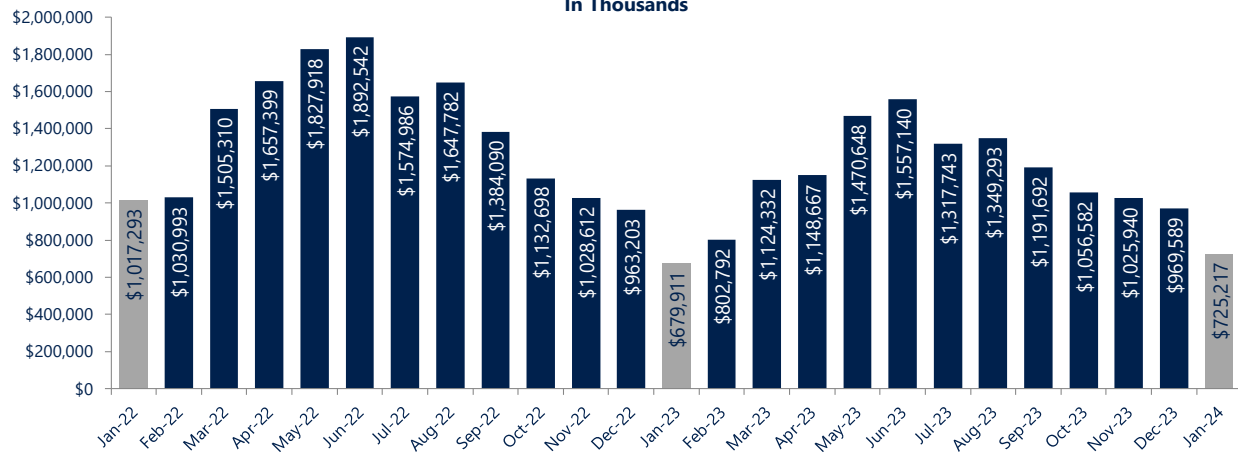
Average Sale Price as a Percent of List Price by Price Range



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Baltimore Metropolitan Area - January 2024

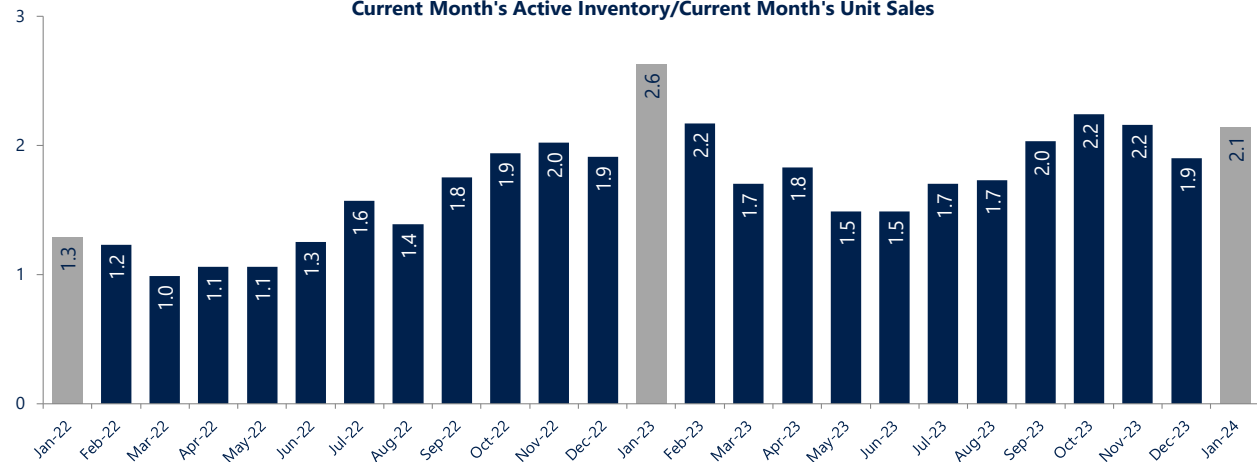
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this January was 7% greater than the same month one year ago.
- In January, there was 2.1 months of supply available, compared to 2.6 in January 2023. That was a decrease of 19% 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
\$725,217,008	\$679,911,029
Up 7% Vs. Year Ago	

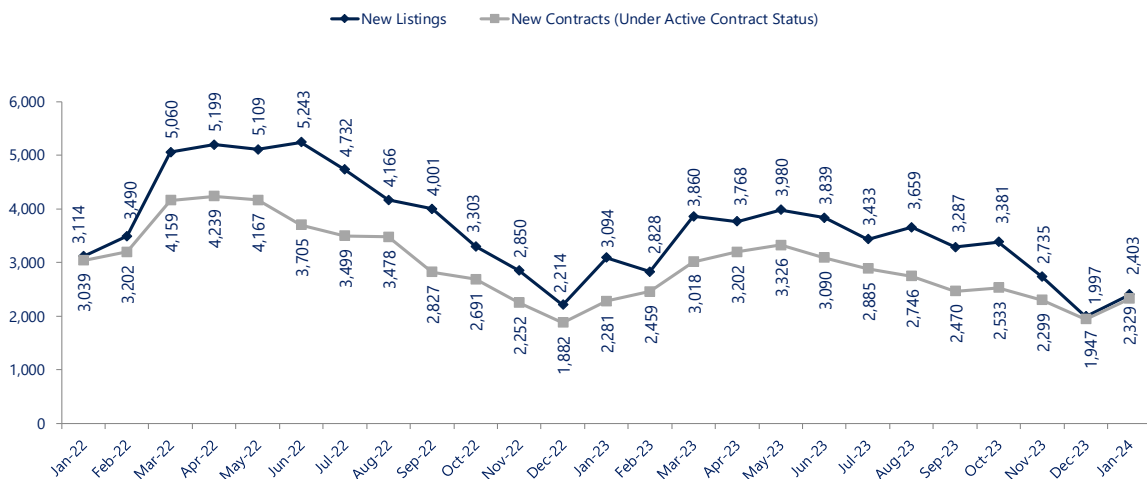
Months of Supply

Current Month	One Year Ago
2.1	2.6
Down -19% Vs. Year Ago	

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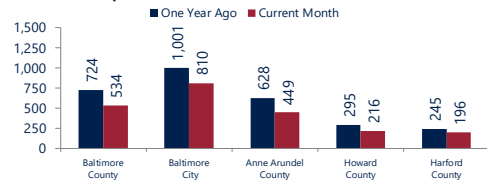
Baltimore Metropolitan Area - January 2024

New Listings & New Contracts



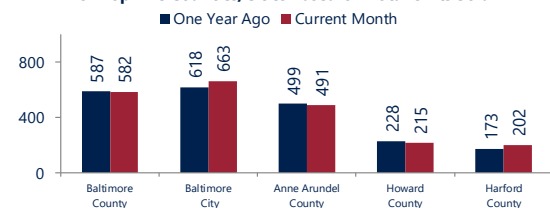
New Listings

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
2,403	3,094
Down -22% 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 1.0, a decrease of 24% from January 2023.

New Contracts	
Current Month	One Year Ago
2,329	2,281
Up 2% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

