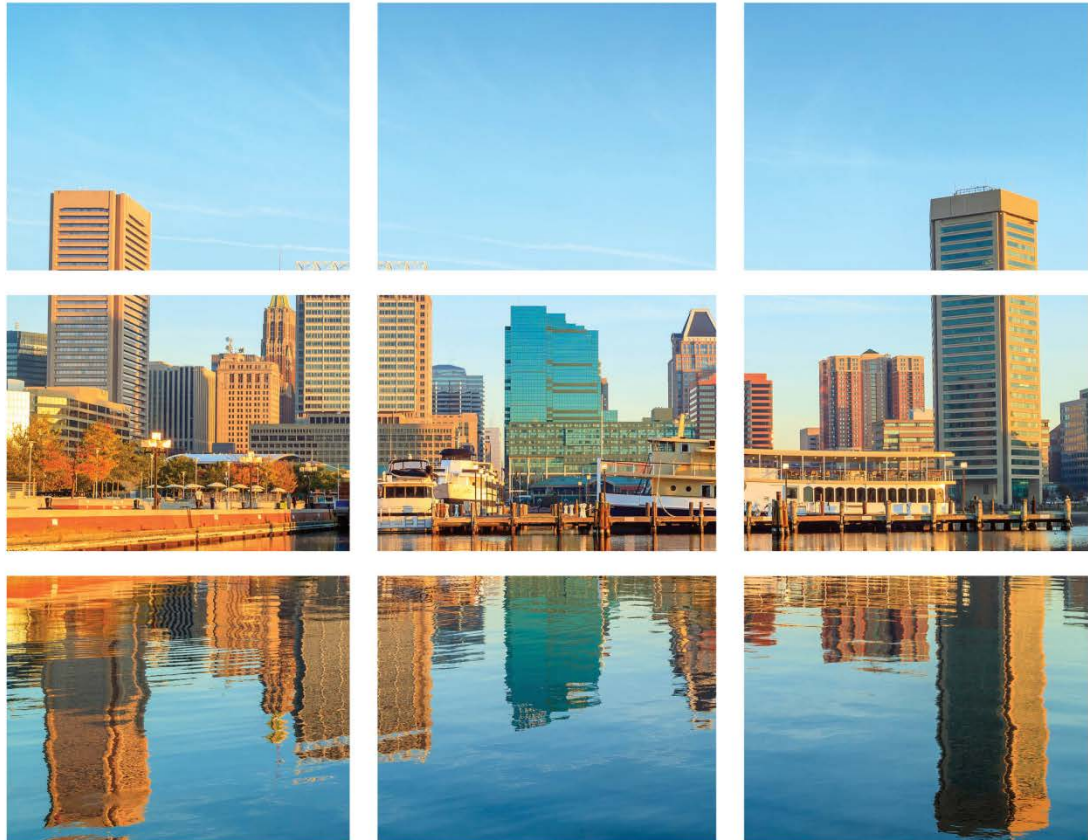
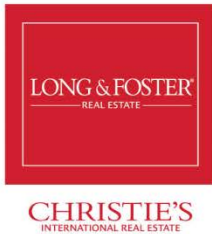


Market Conditions Report

Baltimore, MD Area

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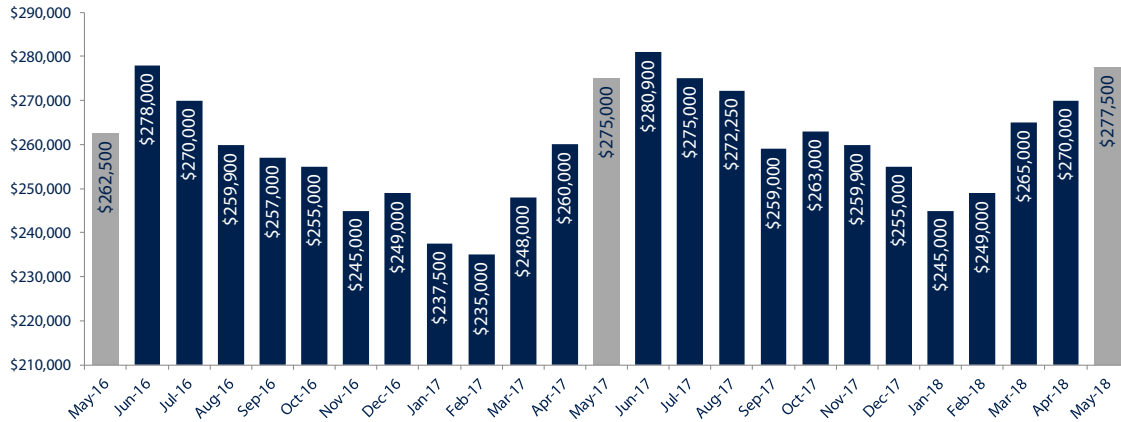
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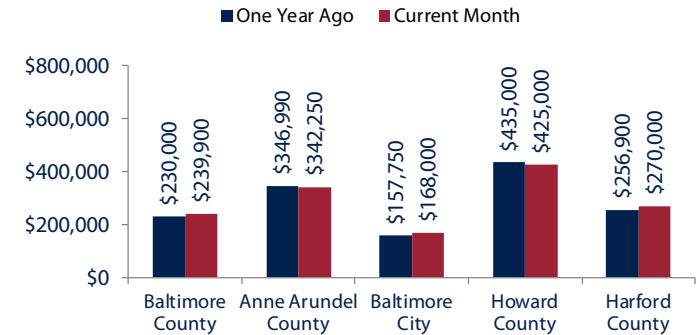
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Baltimore Metropolitan Area - May 2018

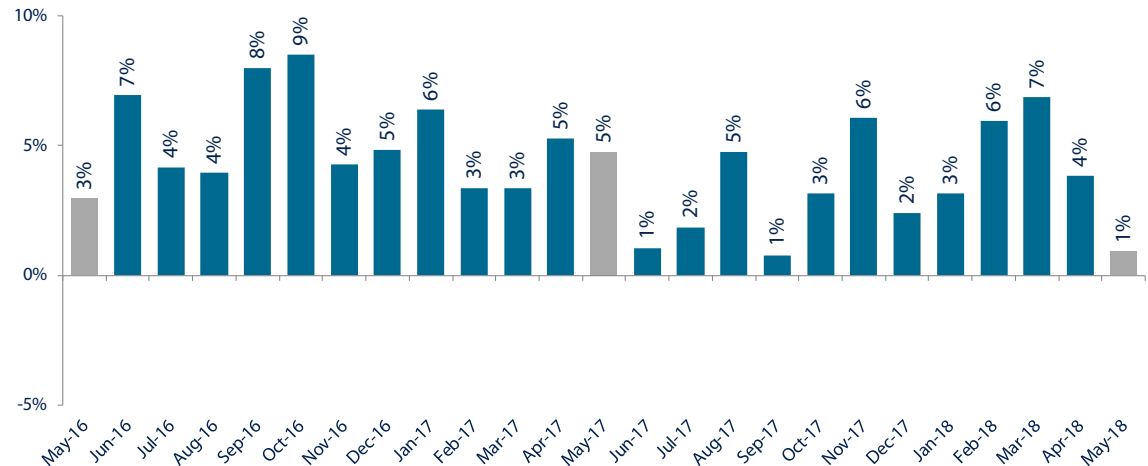
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



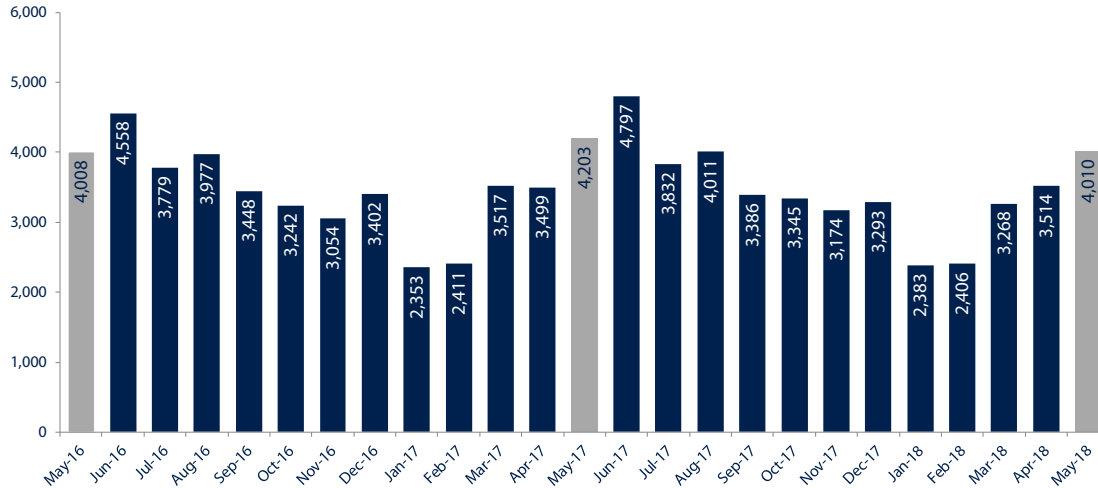
Highlights

- This May, the median sale price was \$277,500, which was similar to the median sale price of May 2017.
- The current median sale price was 3% higher than in April.

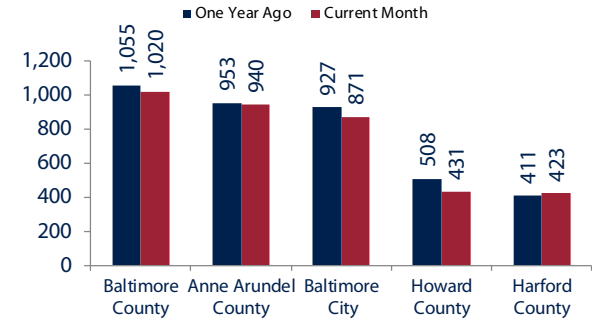
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Baltimore Metropolitan Area - May 2018

Total Units Sold



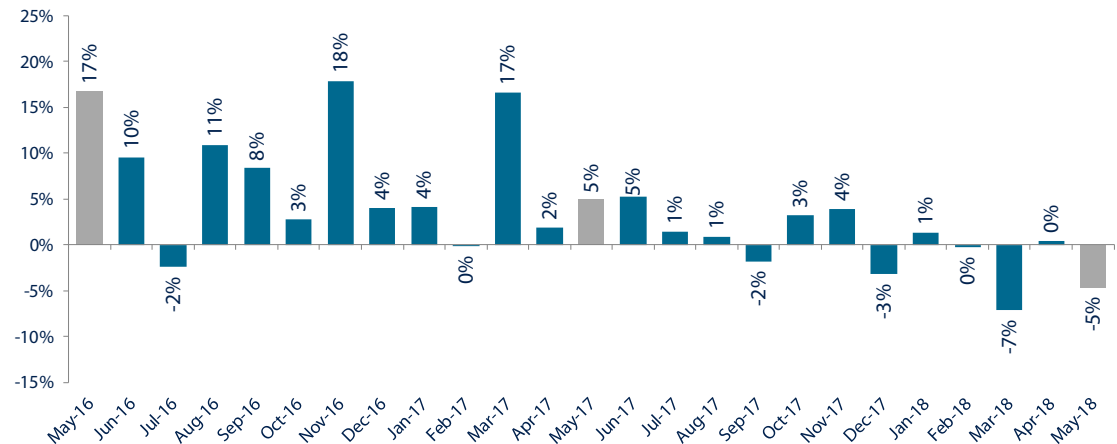
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 14% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2017.

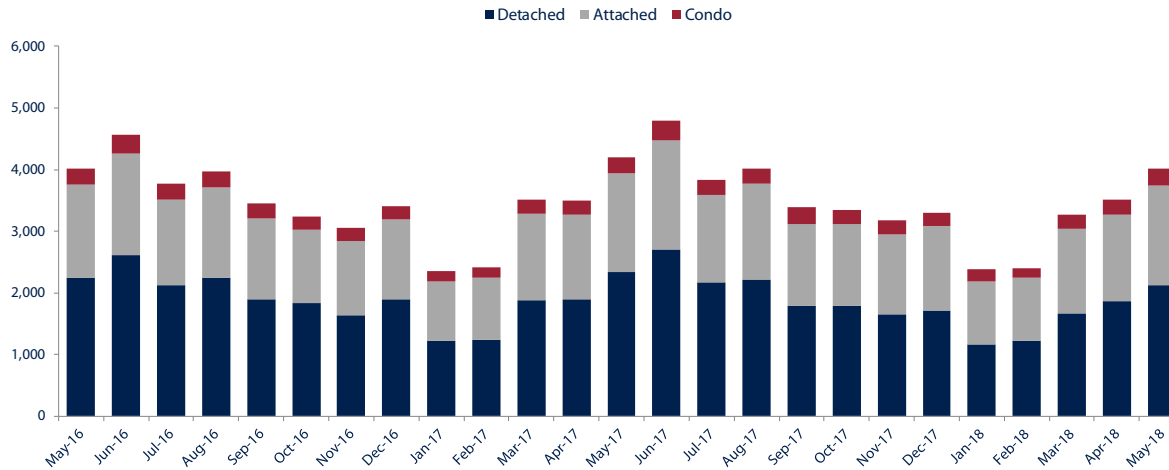
Total Units Sold
Percent Change Year/Year



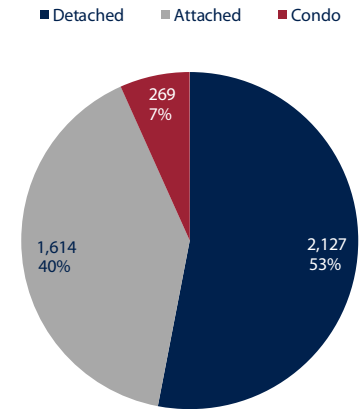
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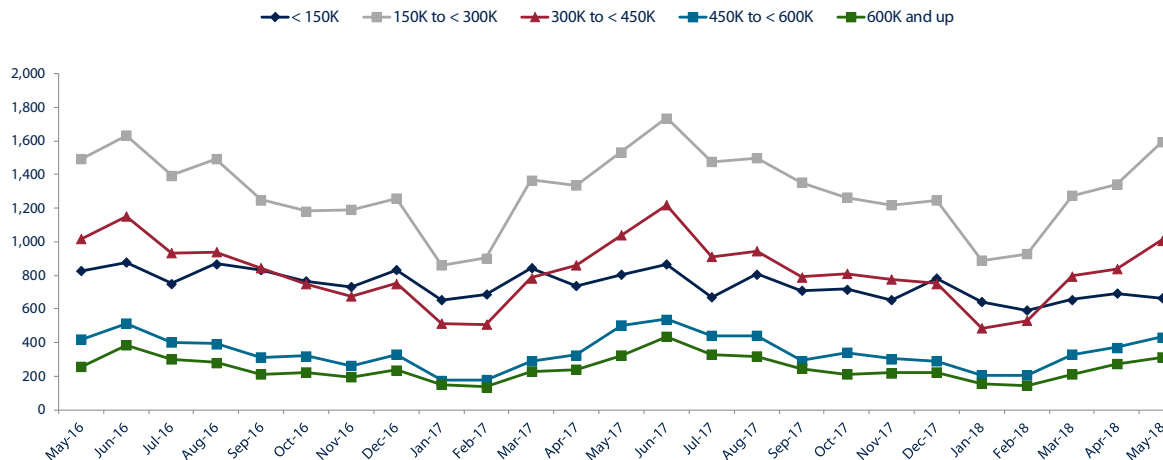
Total Units Sold by Type



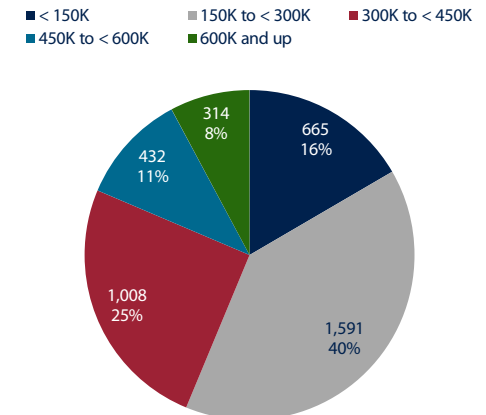
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



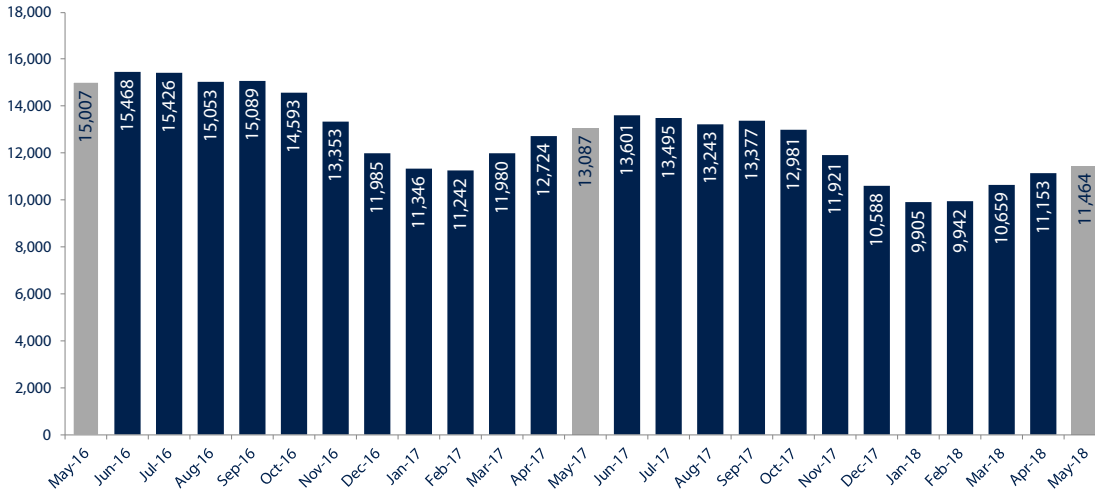
Total Units Sold by Price Range
Current Month



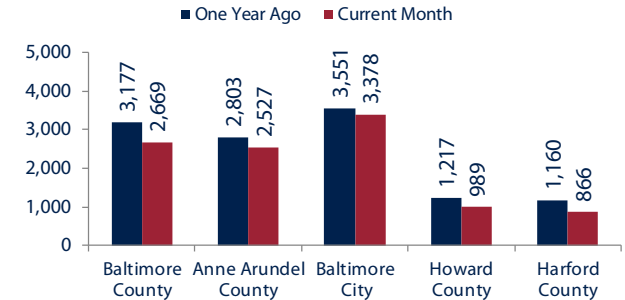
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Baltimore Metropolitan Area - May 2018

Total Active Inventory



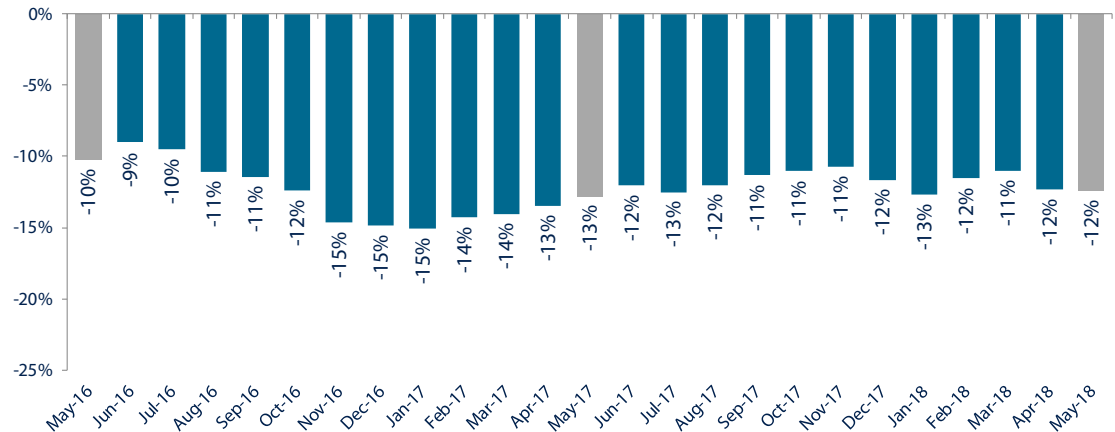
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- May's total active inventory of 11,464 units was 3% higher than the previous month's supply of inventory.
- Versus last May, the total number of homes available was lower by 1,623 units or 12%.

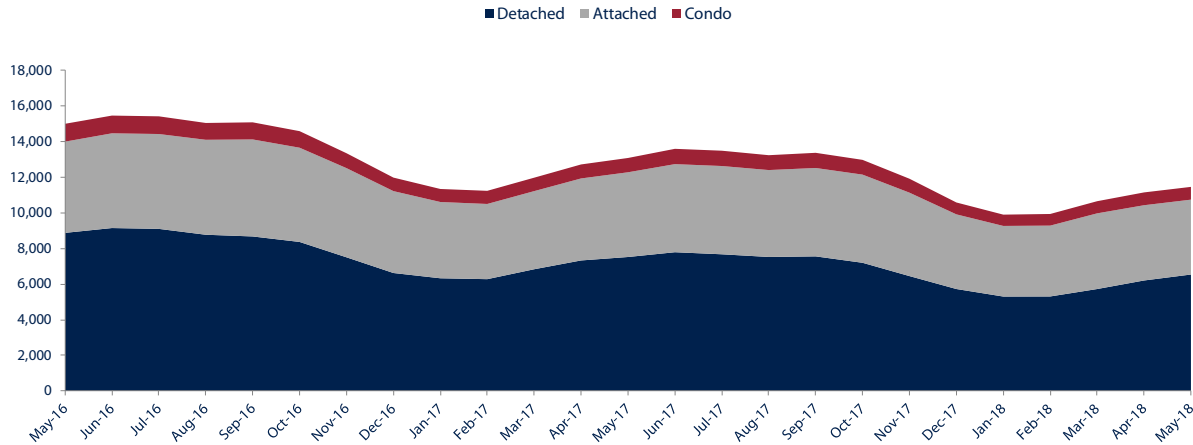
**Total Active Inventory
Percent Change Year/Year**



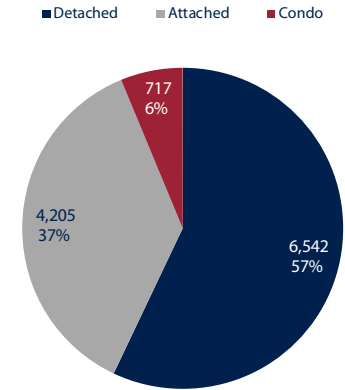
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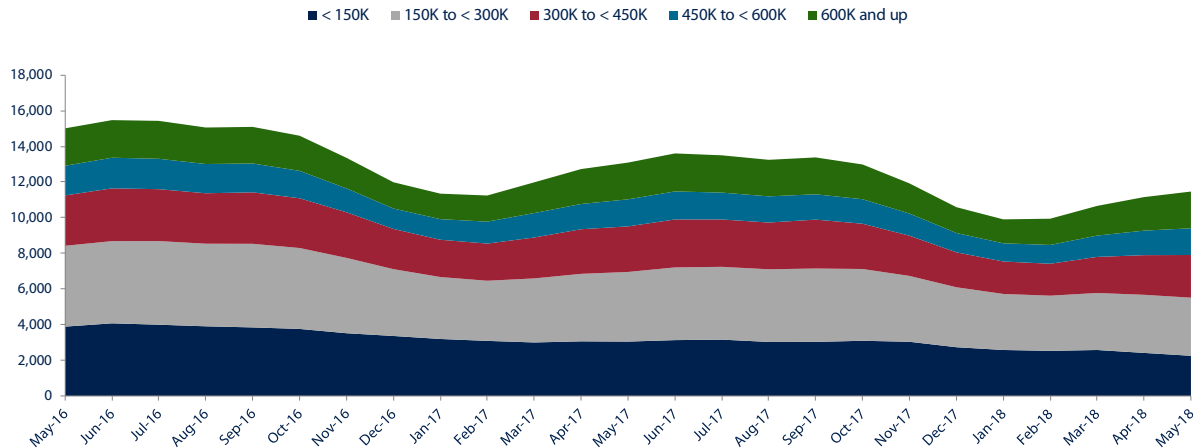
Total Active Inventory by Type



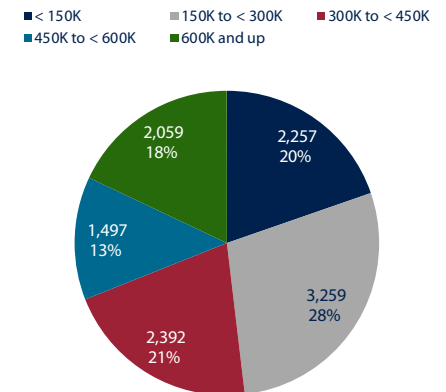
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



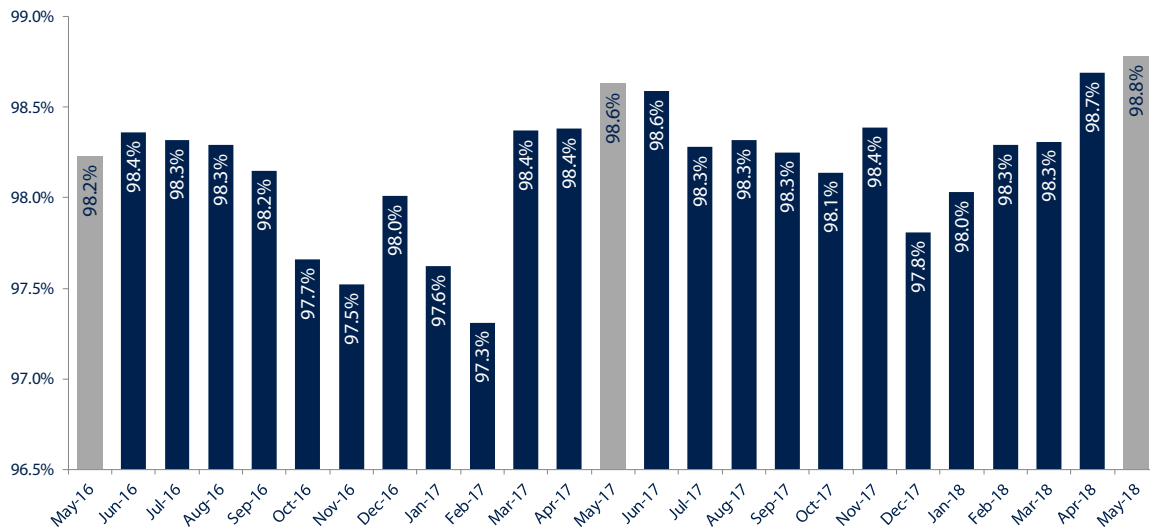
Total Active Inventory by Price Range Current Month



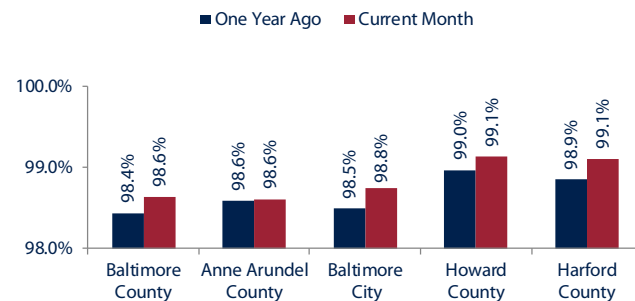
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Baltimore Metropolitan Area - May 2018

Average Sale Price as a Percent of List Price



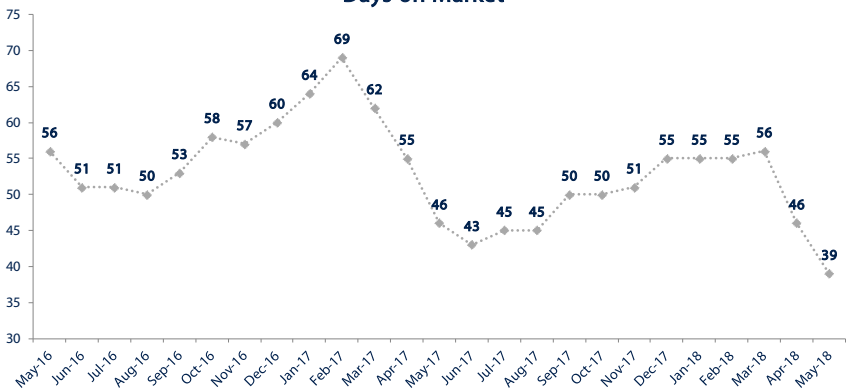
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



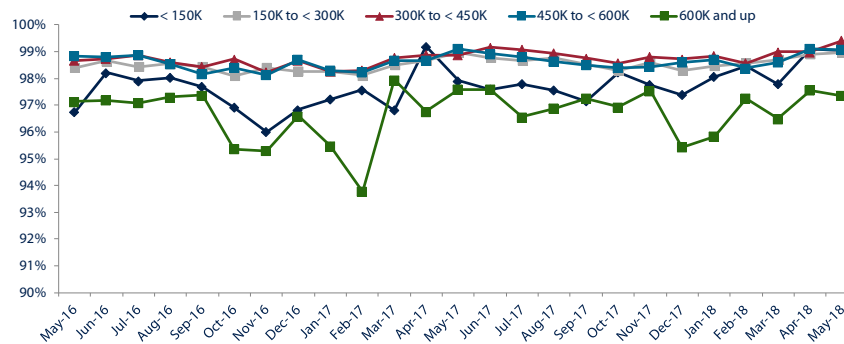
Days on Market	
Current Month	One Year Ago
39	46
Down -15% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.8%	98.6%
Up 0.2% Vs. Year Ago	

Days on Market



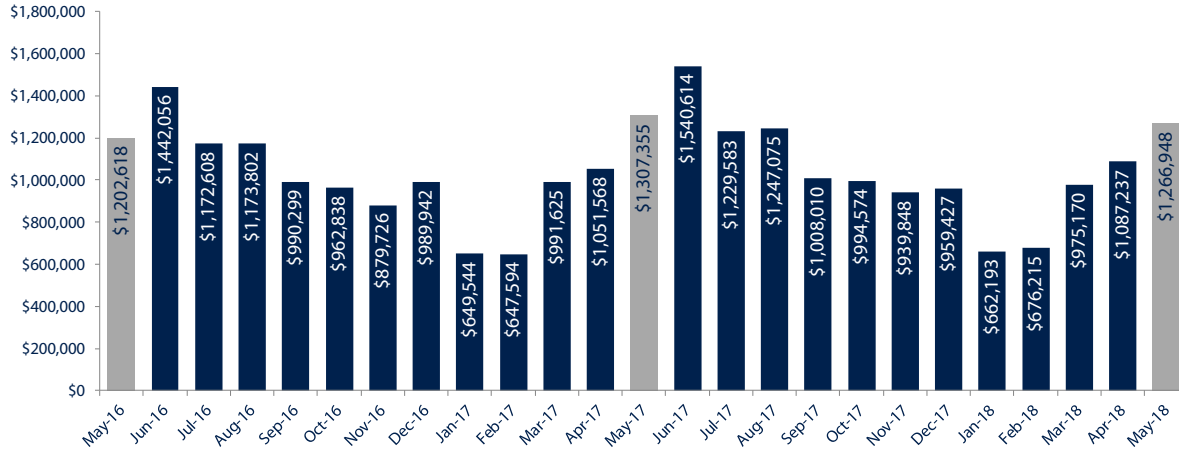
Average Sale Price as a Percent of List Price
by Price Range



Long & Foster Market Conditions Report

Baltimore Metropolitan Area - May 2018

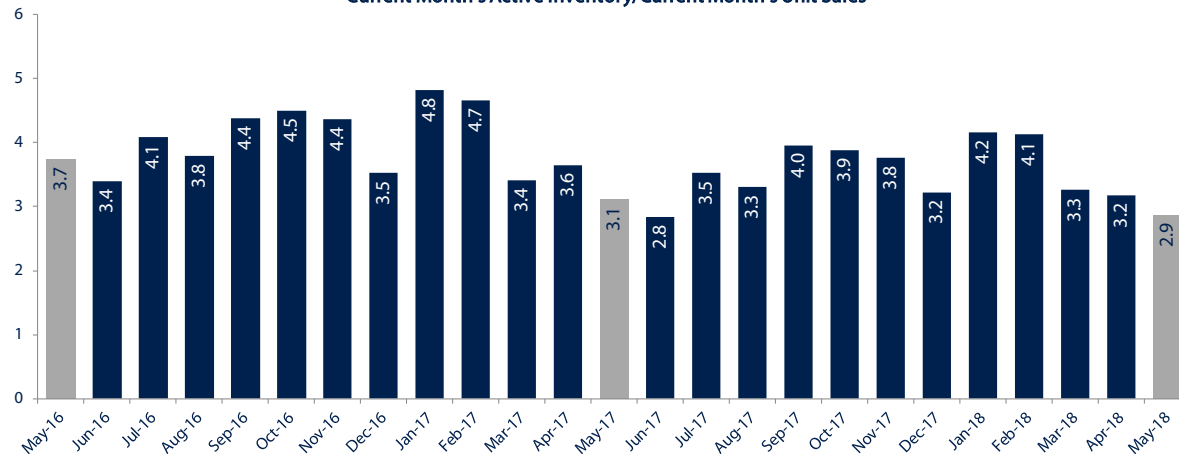
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this May was 3% less than the same month one year ago.
- In May, there was 2.9 months of supply available, compared to 3.1 in May 2017. That was a decrease of 8% versus a year ago.

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



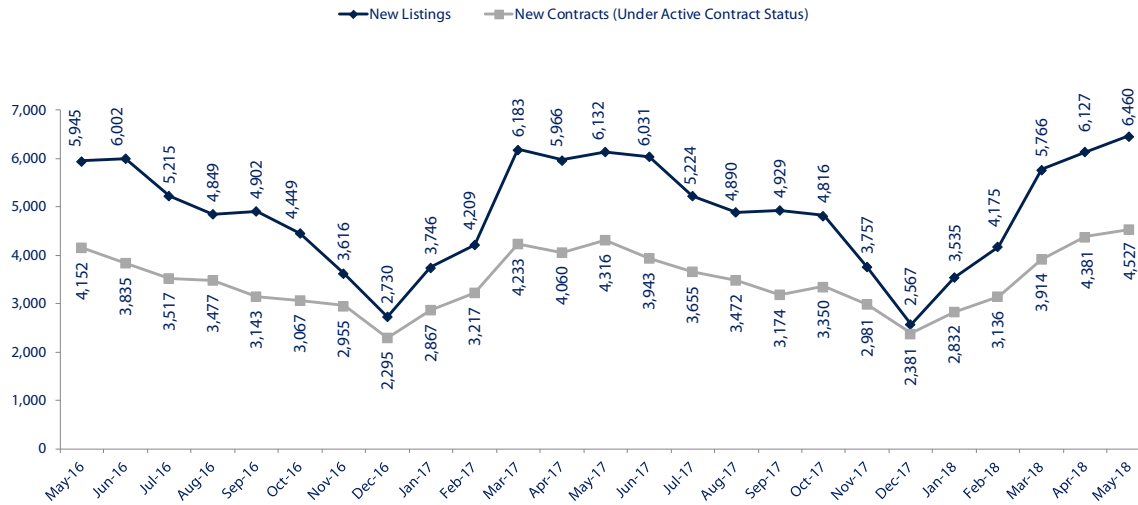
Total Dollar Volume Sold	
Current Month	One Year Ago
\$1,266,948,065	\$1,307,354,975
Down -3% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
2.9	3.1
Down -8% Vs. Year Ago	

Long & Foster Market Conditions Report

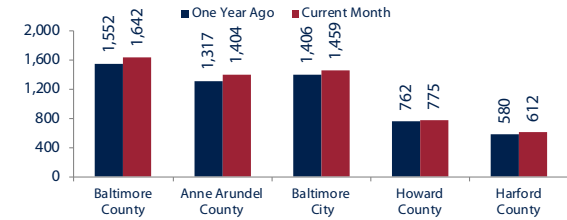
Baltimore Metropolitan Area - May 2018

New Listings & New Contracts



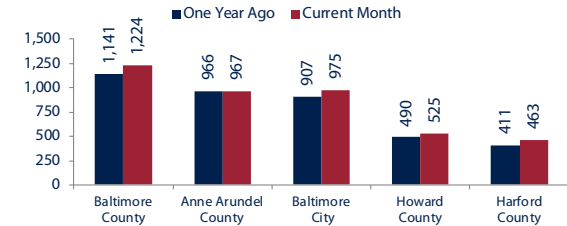
New Listings

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
6,460	6,132
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
4,527	4,316
Up 5% 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, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts

