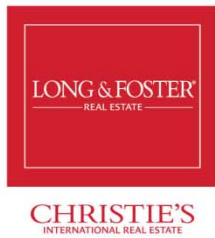


# Market Conditions Report

Baltimore, MD Area

January 2019



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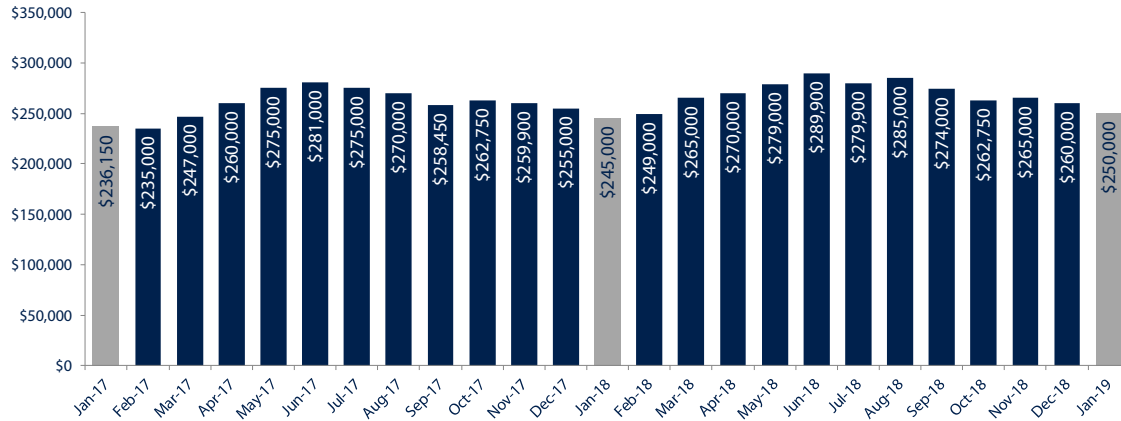
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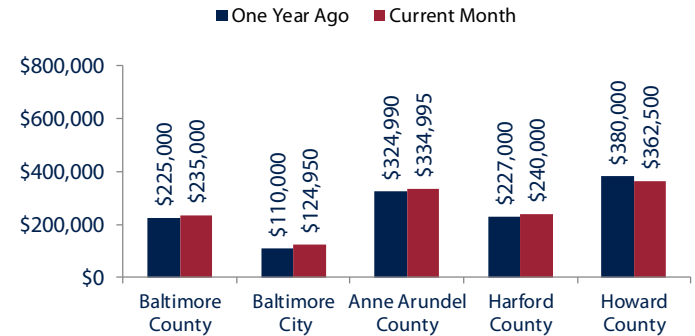
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

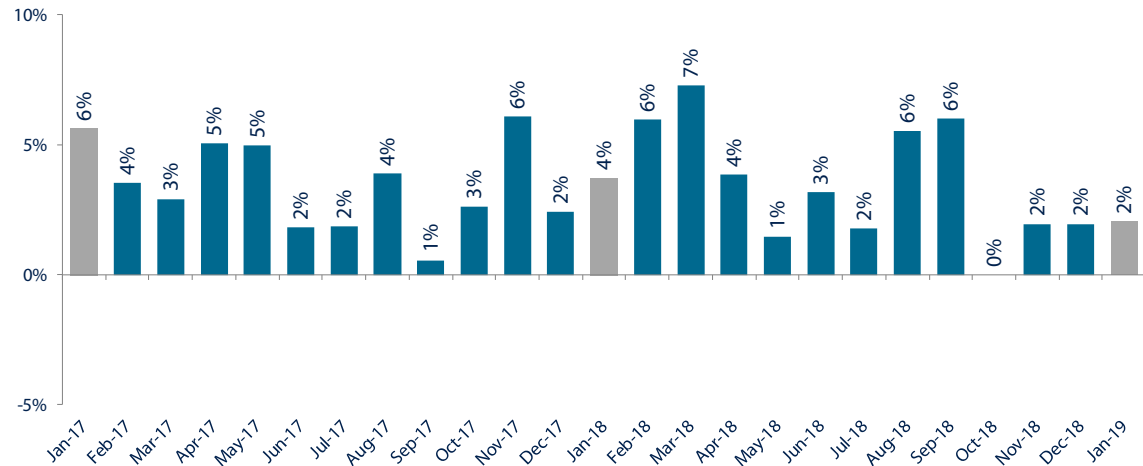
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



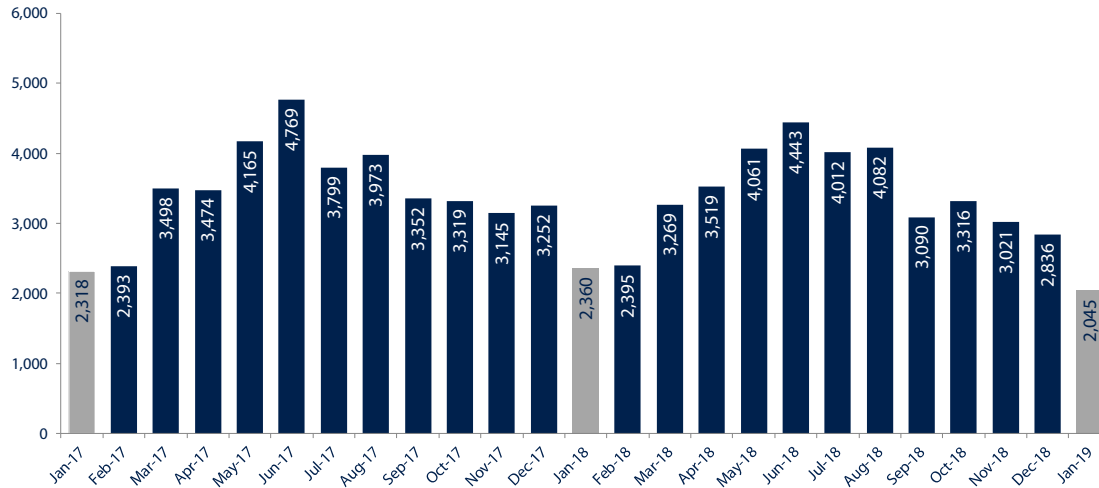
### Highlights

- This January, the median sale price was \$250,000, an increase of 2% compared to last year.
- The current median sale price was 4% lower than in December.

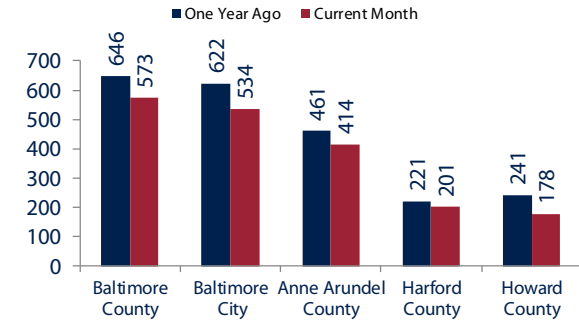
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

**Total Units Sold**



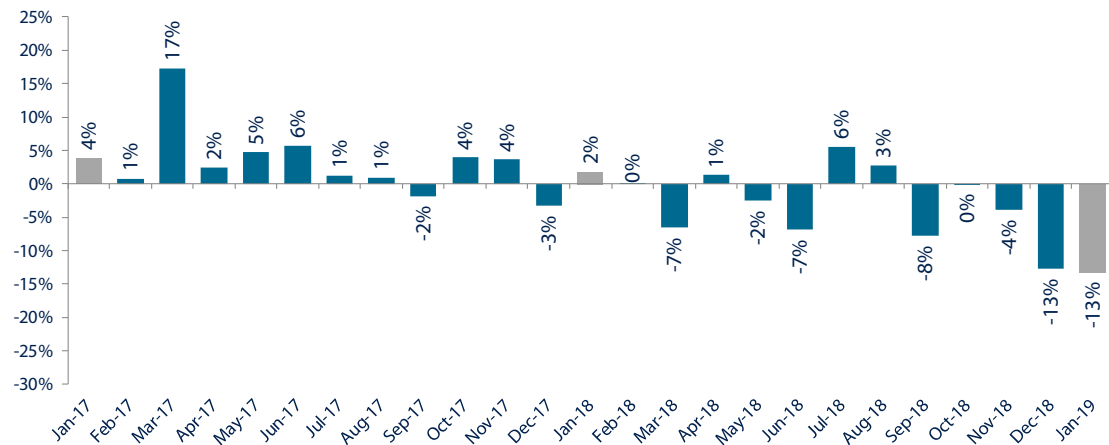
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was lower than at this time last year, a decrease of 13% versus January 2018.
- There was a decrease of 28% in total units sold in January compared to December.

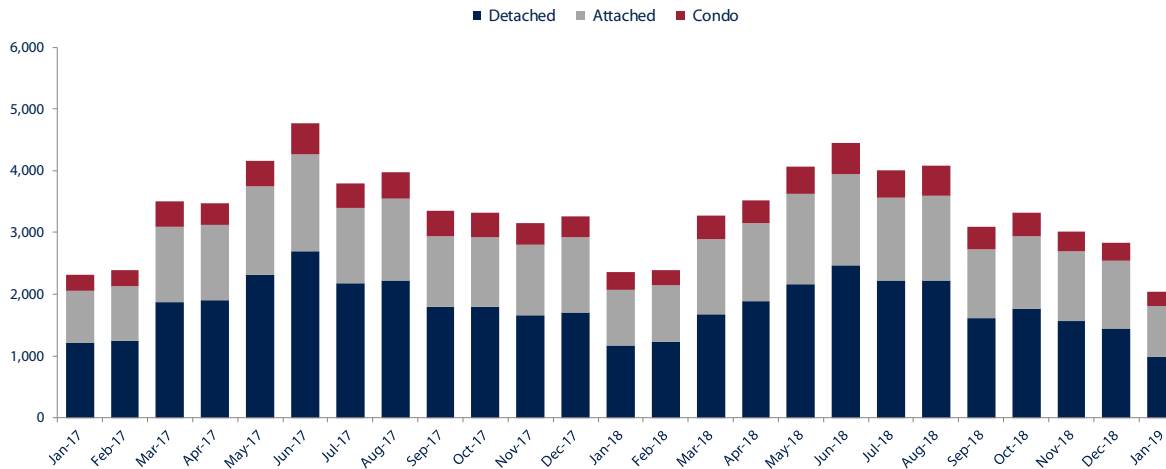
**Total Units Sold**  
Percent Change Year/Year



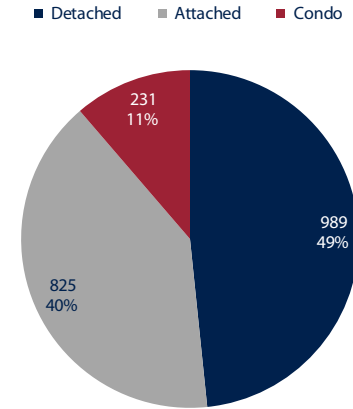
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

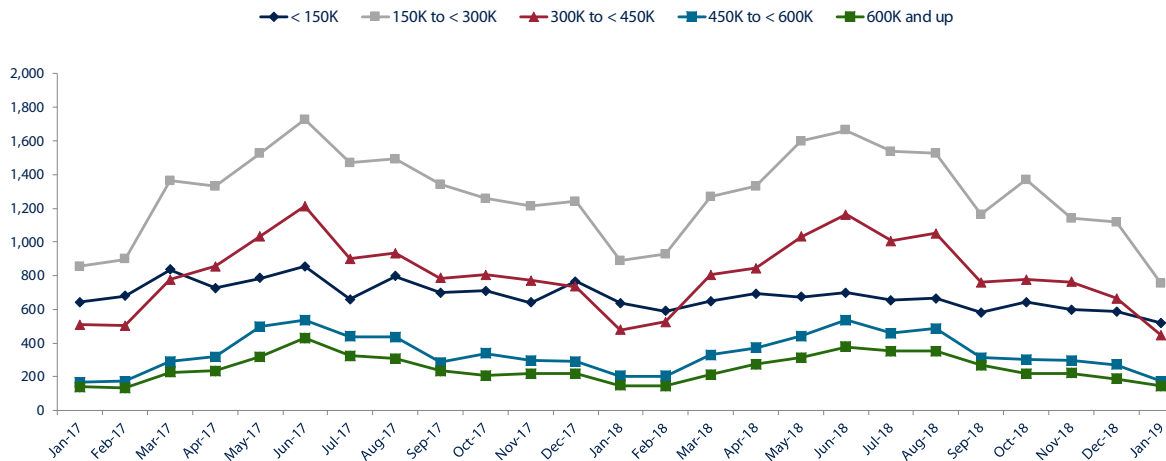
**Total Units Sold by Type**



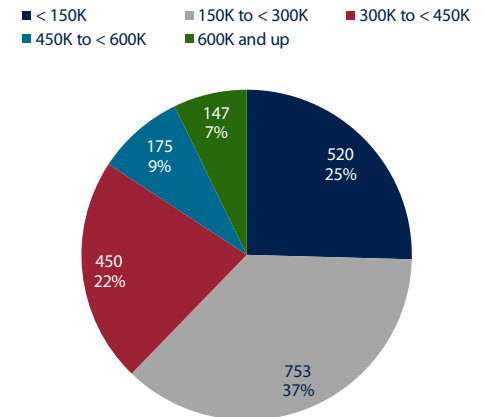
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



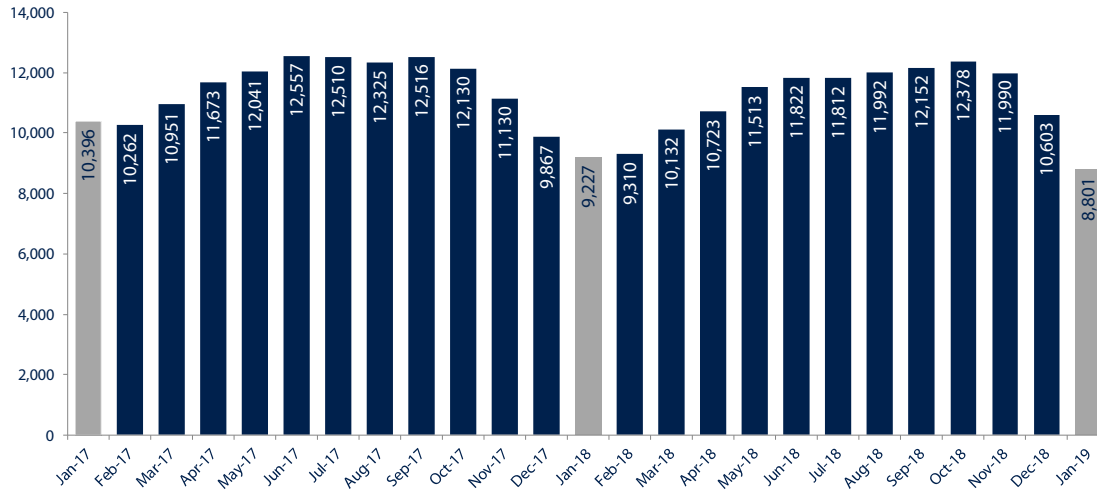
**Total Units Sold by Price Range  
Current Month**



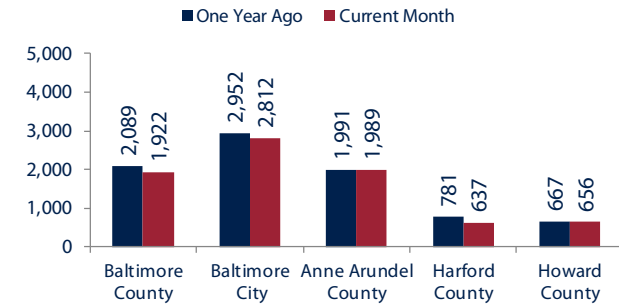
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

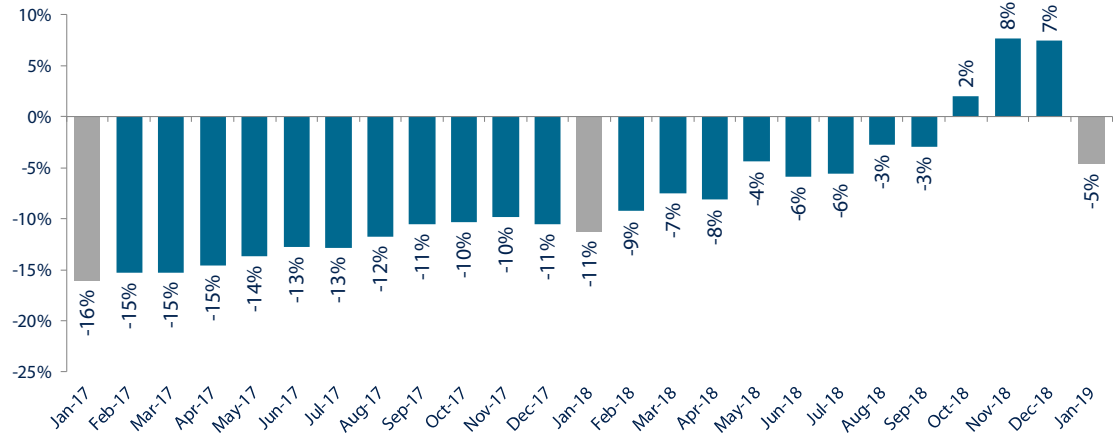
**Total Active Inventory**



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



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



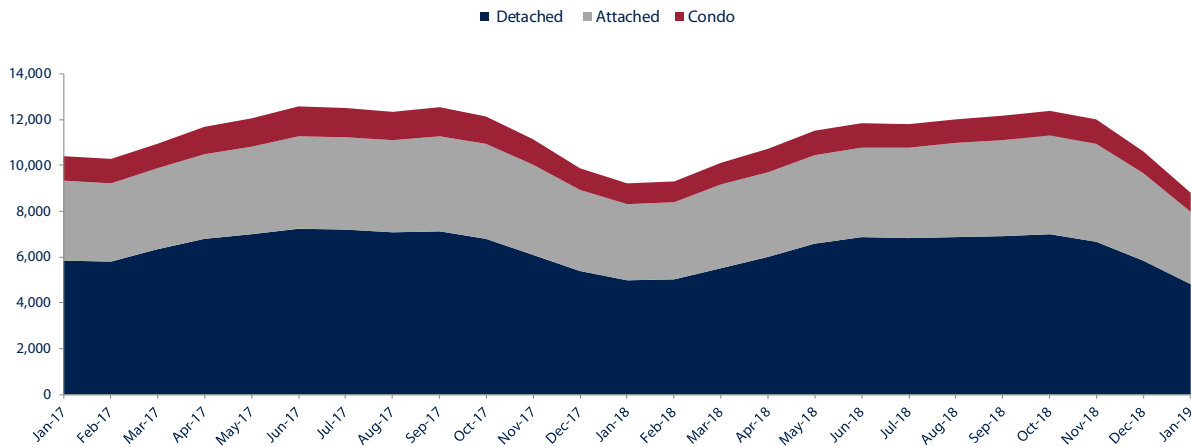
**Highlights**

- Versus last January, the total number of homes available this month was lower by 426 units or 5%.
- Active inventory this January was 17% lower than the previous month's supply of available inventory.

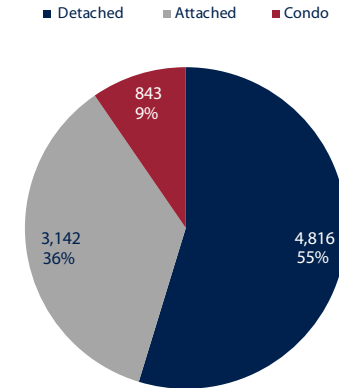
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

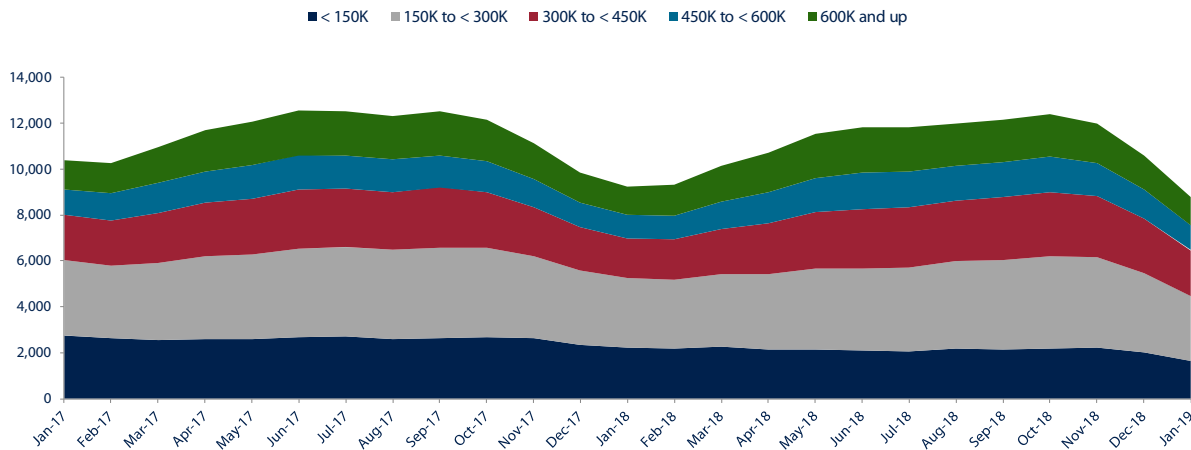
**Total Active Inventory by Type**



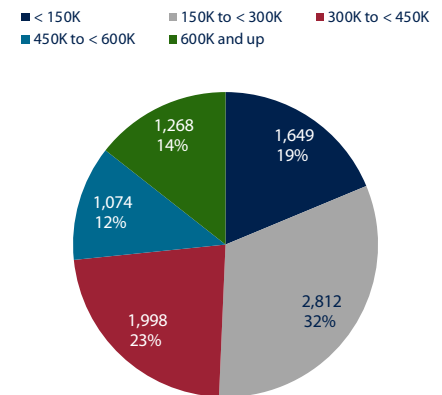
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



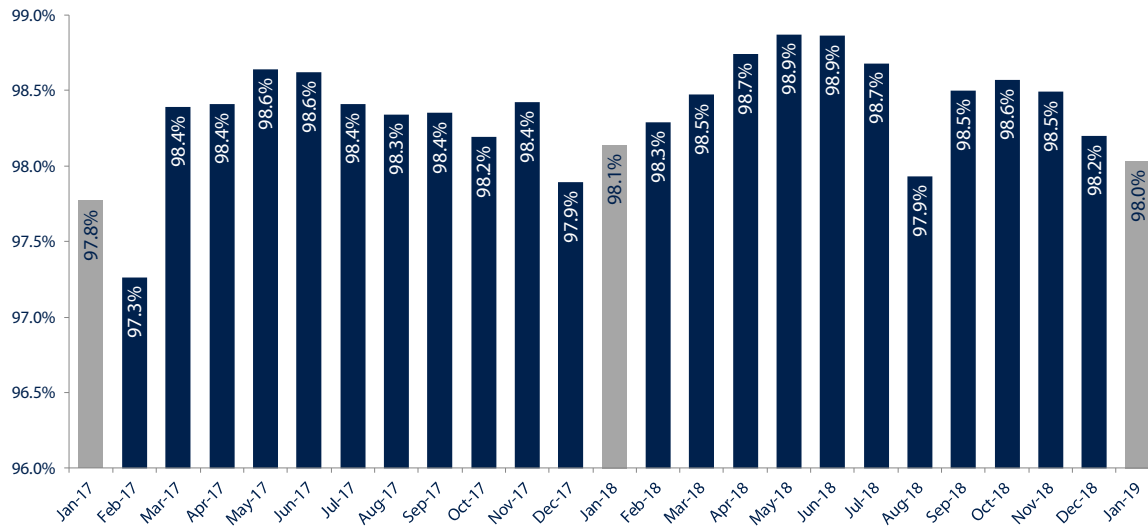
**Total Active Inventory by Price Range Current Month**



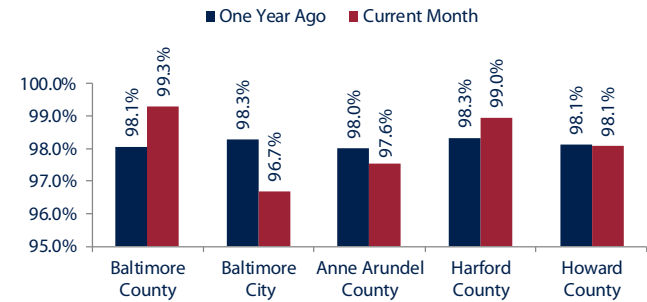
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

Average Sale Price as a Percent of List Price



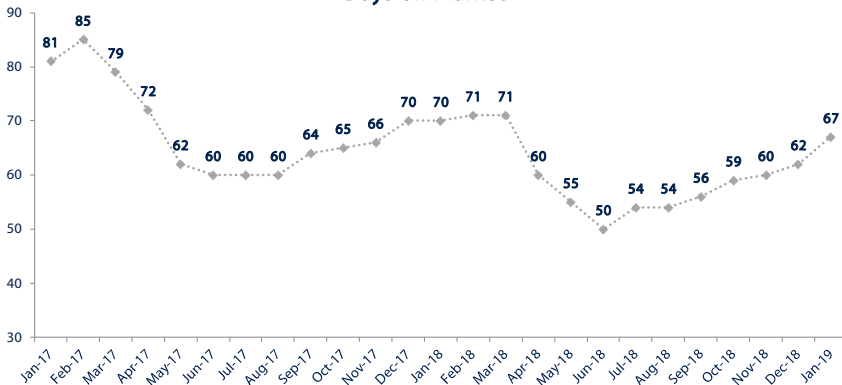
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



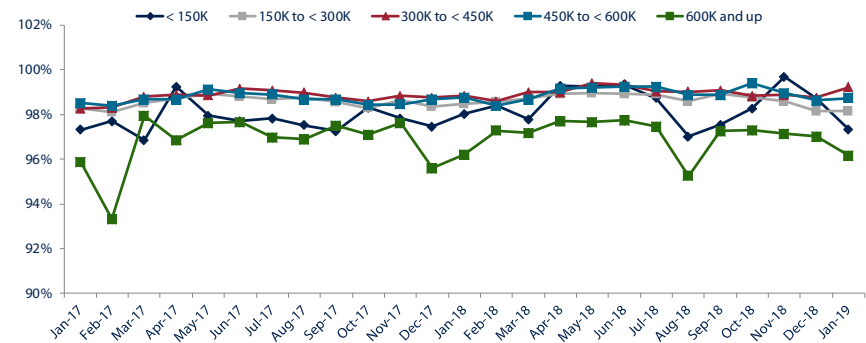
Days on Market	
Current Month	One Year Ago
67	70
<b>Down -4% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.0%	98.1%
<b>Down -0.1% Vs. Year Ago</b>	

Days on Market



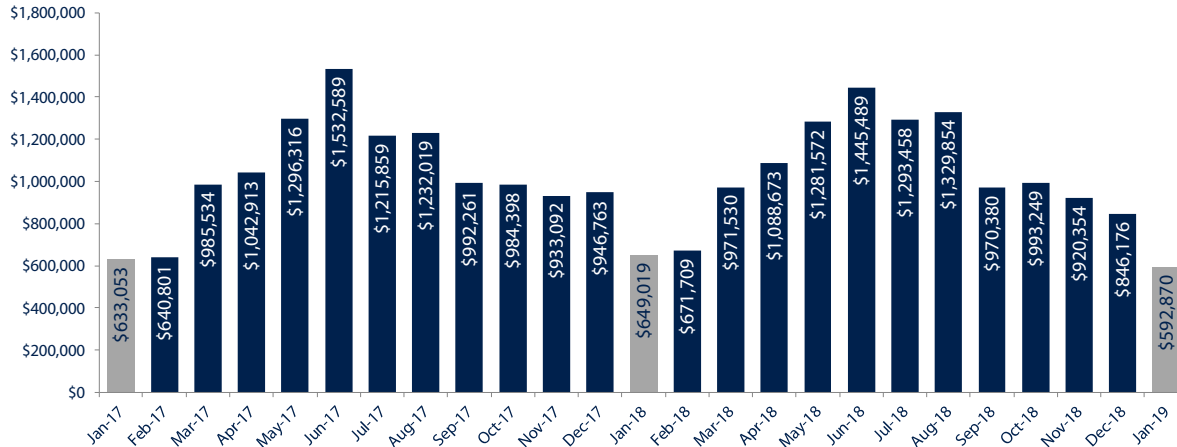
Average Sale Price as a Percent of List Price  
by Price Range



# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

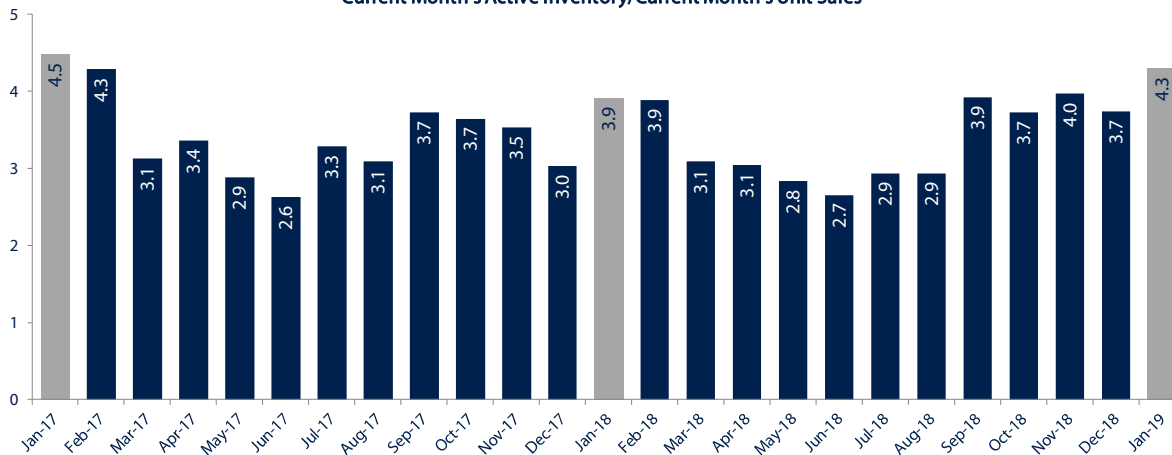
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 9% less than the same month one year ago.
- In January, there was 4.3 months of supply available, compared to 3.9 in January 2018. That was an increase 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
\$592,870,353	\$649,019,454
<b>Down -9% Vs. Year Ago</b>	

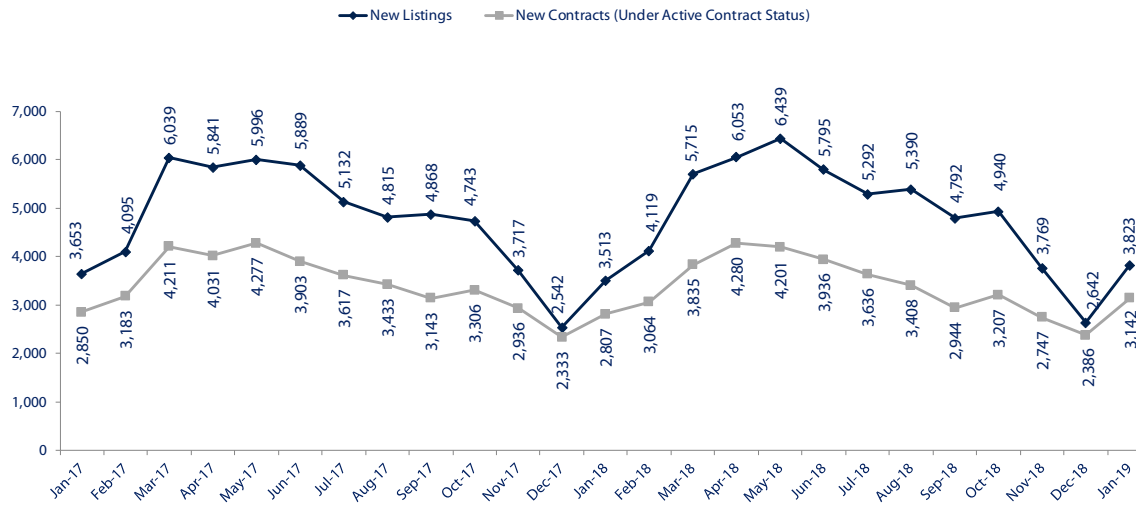
Months of Supply	
Current Month	One Year Ago
4.3	3.9
<b>Up 10% Vs. Year Ago</b>	



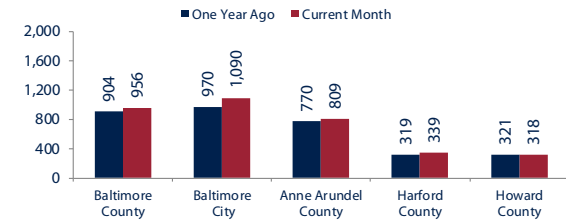
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - January 2019

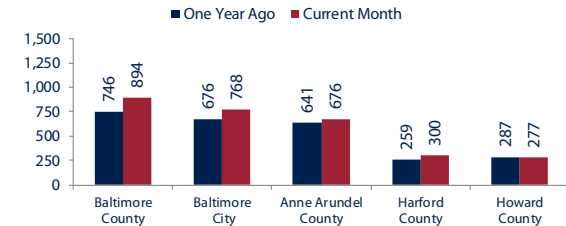
### New Listings & New Contracts



### 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
3,823	3,513
<b>Up 9% Vs. Year Ago</b>	

New Contracts	
Current Month	One Year Ago
3,142	2,807
<b>Up 12% Vs. Year Ago</b>	

### 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 1.2, similar to the ratio from one year ago.

### Supply/Demand Ratio Number of New Listings to New Contracts

