

# Market Conditions Report

## Baltimore Metropolitan Area

November 2017 | longandfoster.com

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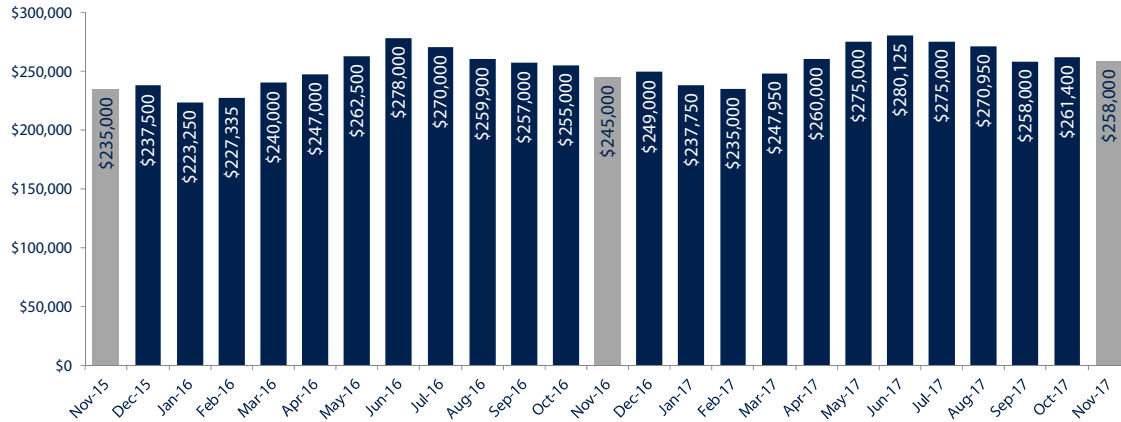
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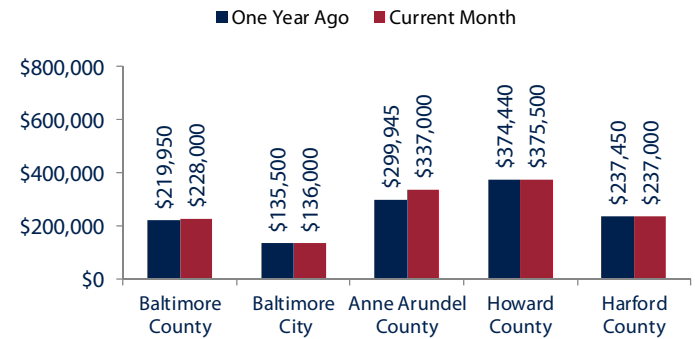
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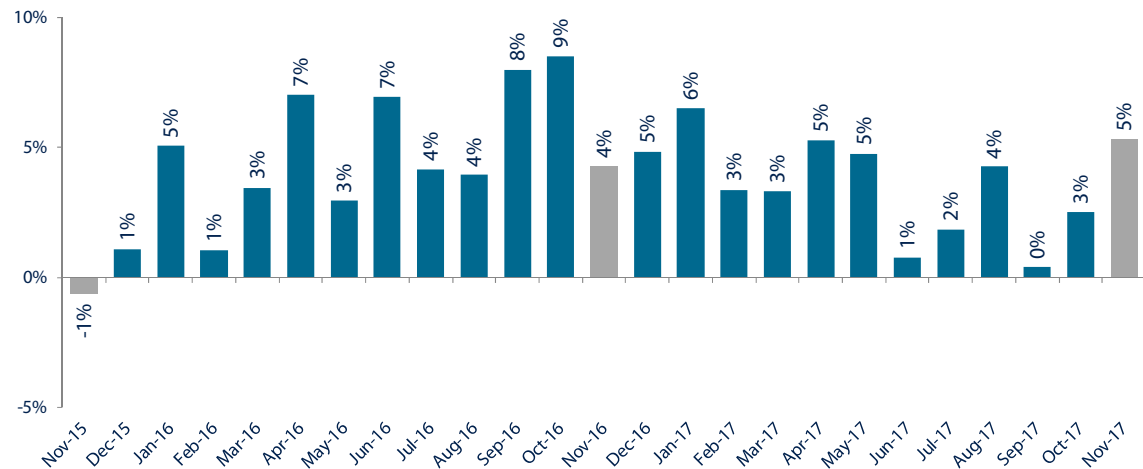
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



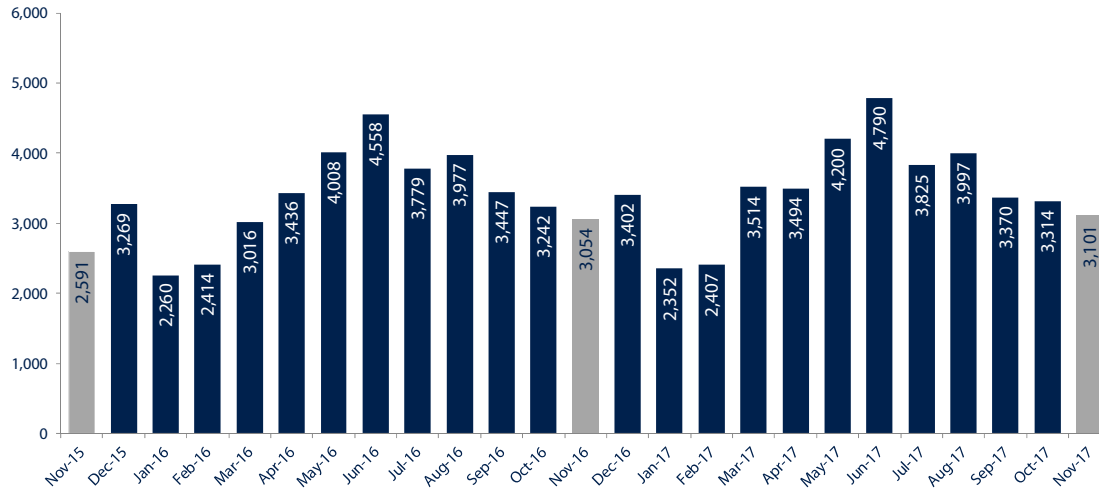
### Highlights

- This November, the current median sale price of \$258,000 was similar to the median sale price of last month.
- The current median sale price was 5% higher than the same month last year.

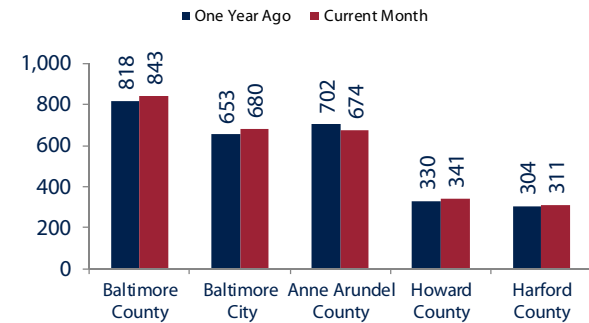
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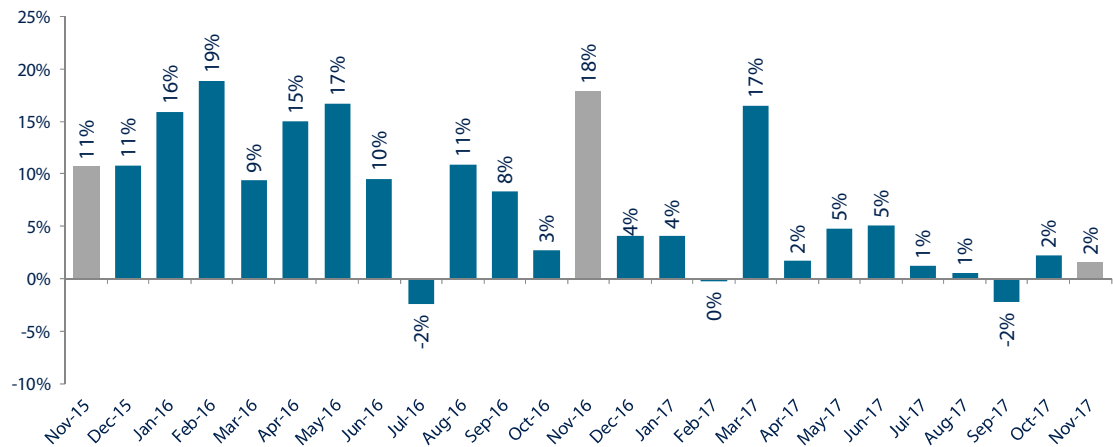
**Total Units Sold**



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



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



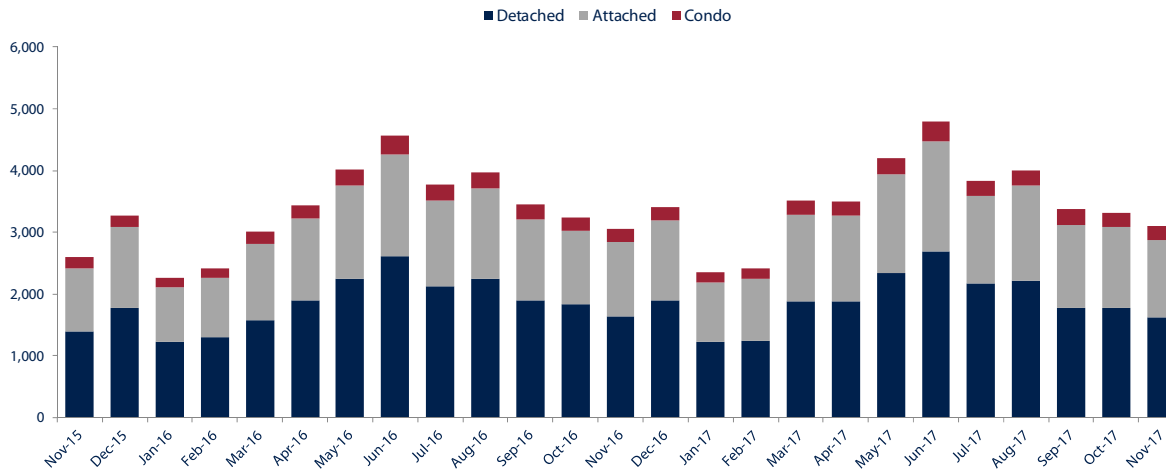
### Highlights

- This month's total units sold was higher than at this time last year, an increase of 2% versus November 2016.
- There was a decrease of 6% in total units sold in November compared to October.

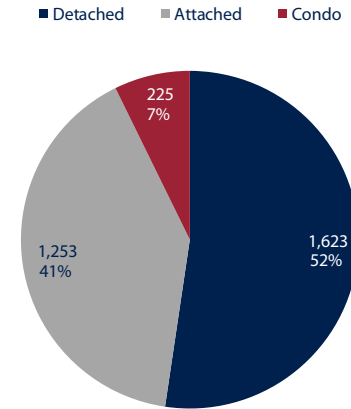
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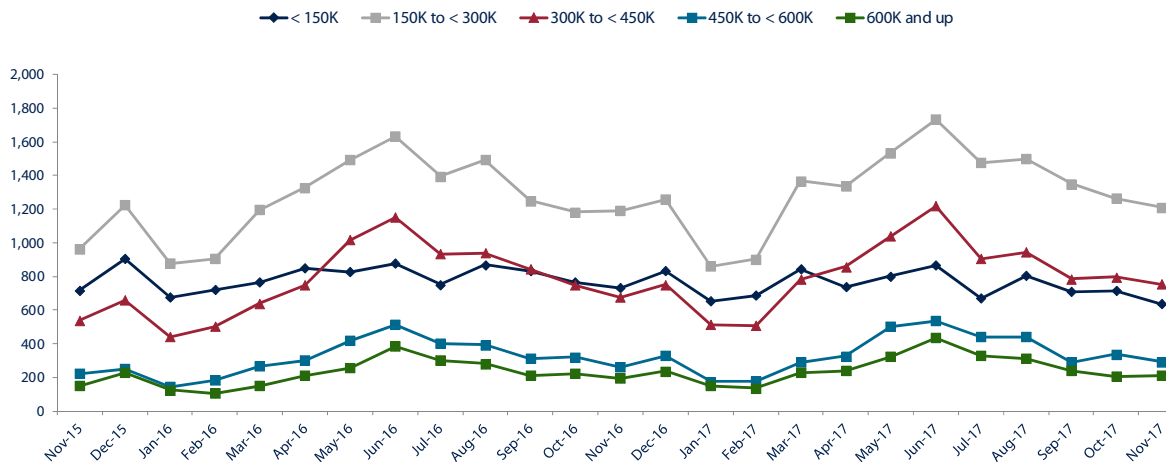
**Total Units Sold by Type**



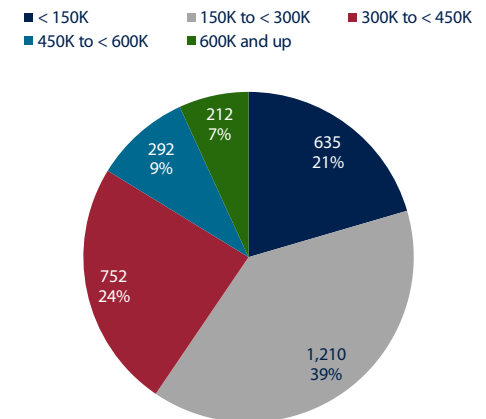
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



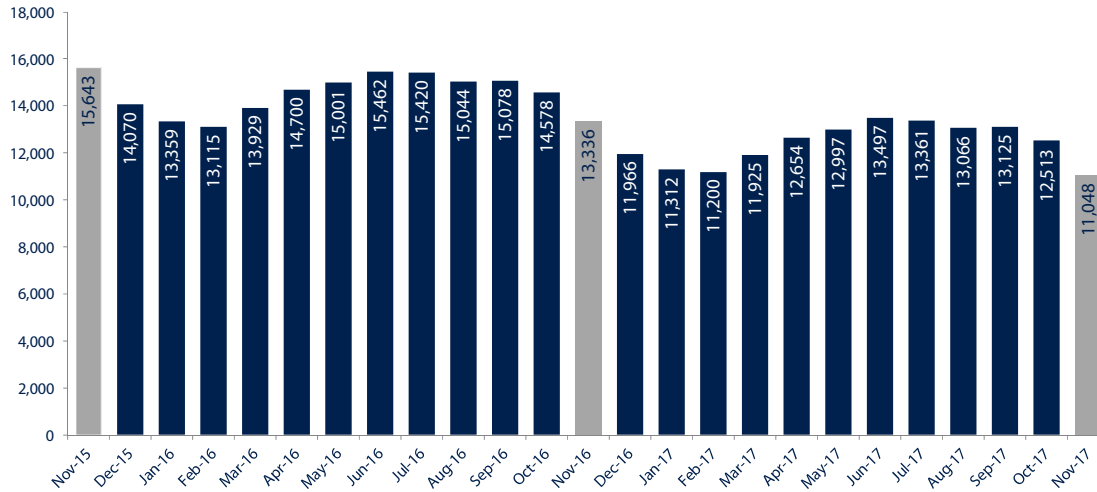
**Total Units Sold by Price Range  
Current Month**



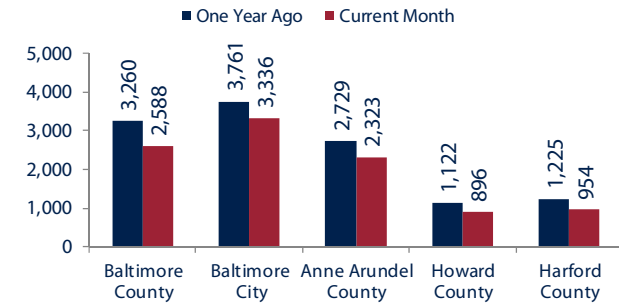
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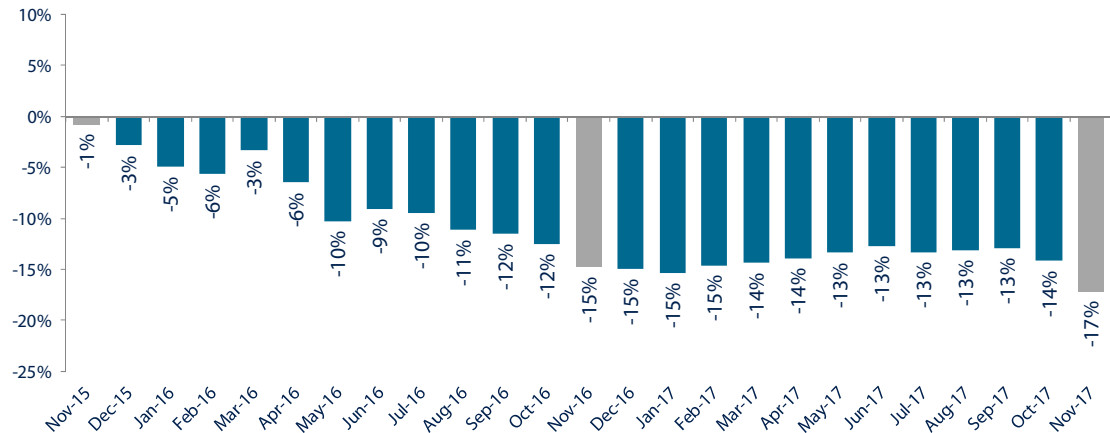
**Total Active Inventory**



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



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



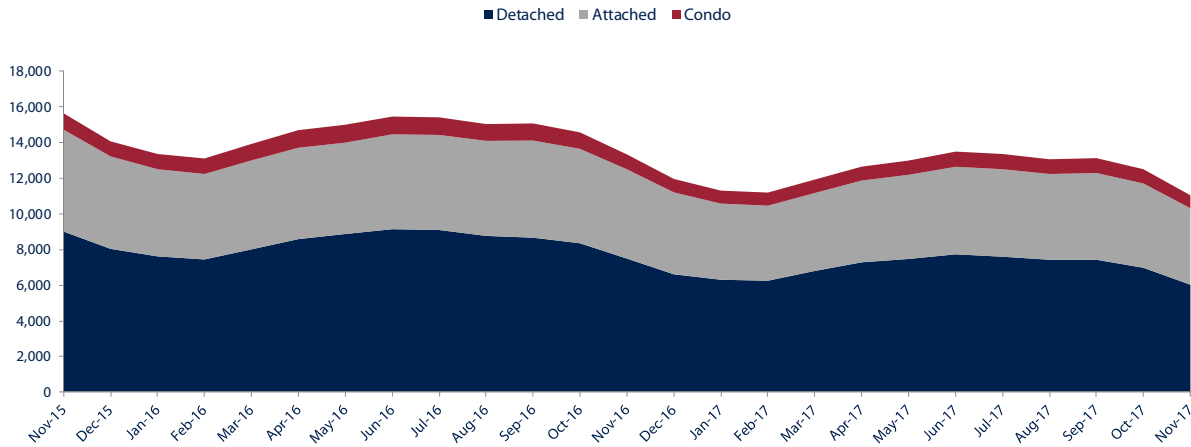
**Highlights**

- November's total active inventory of 11,048 units was 12% lower than the previous month's supply of inventory.
- Versus last November, the total number of homes available was lower by 2,288 units or 17%.

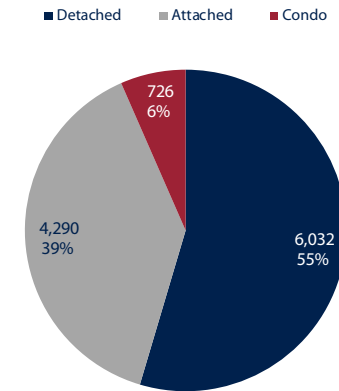
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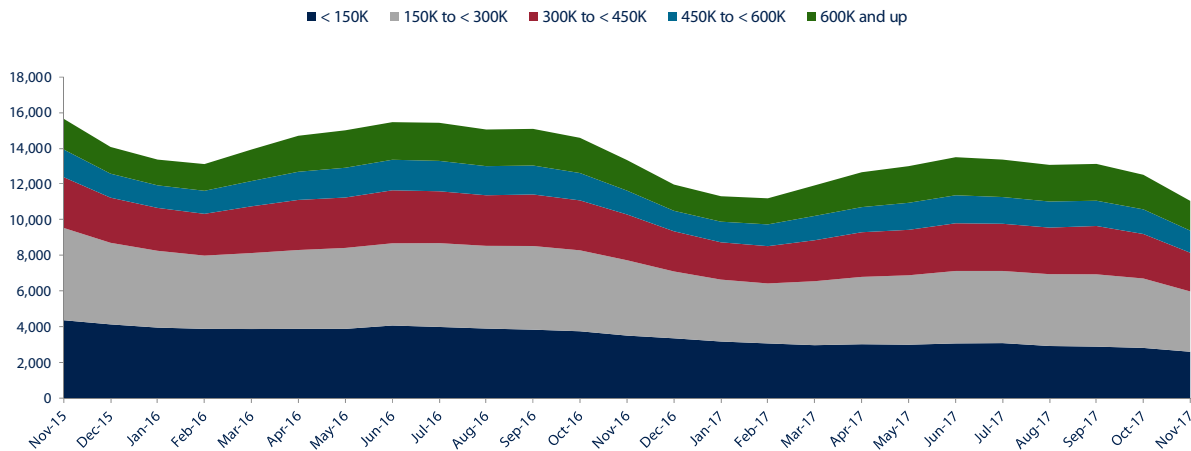
**Total Active Inventory by Type**



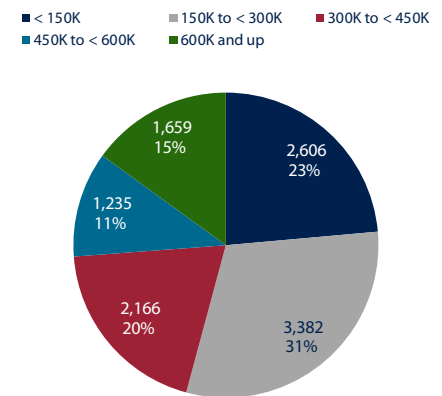
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



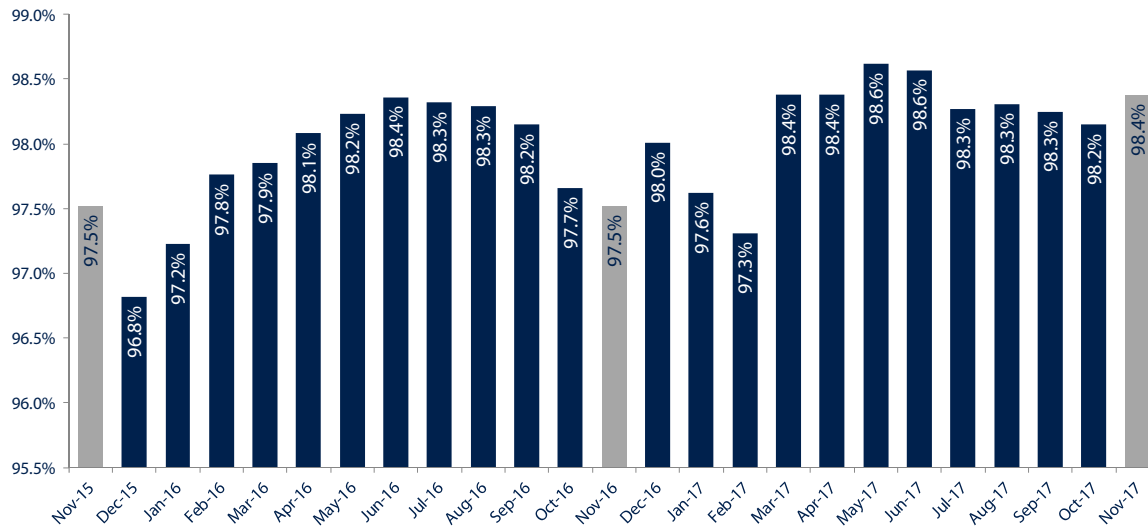
**Total Active Inventory by Price Range Current Month**



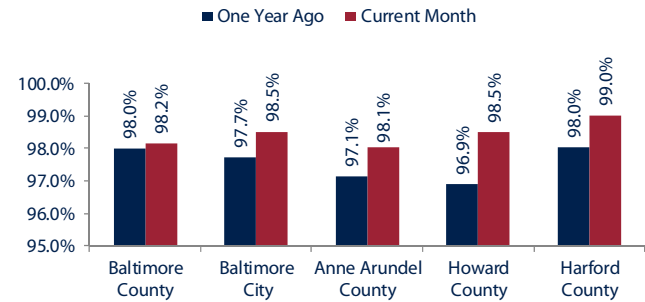
# Long & Foster Market Conditions Report

## Baltimore Metropolitan Area - November 2017

Average Sale Price as a Percent of List Price



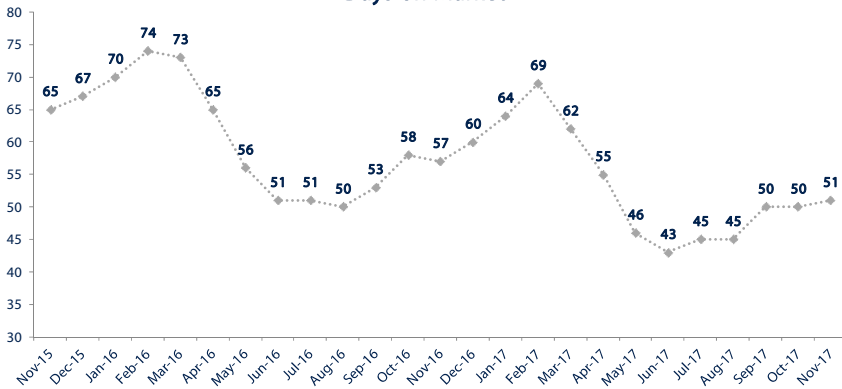
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



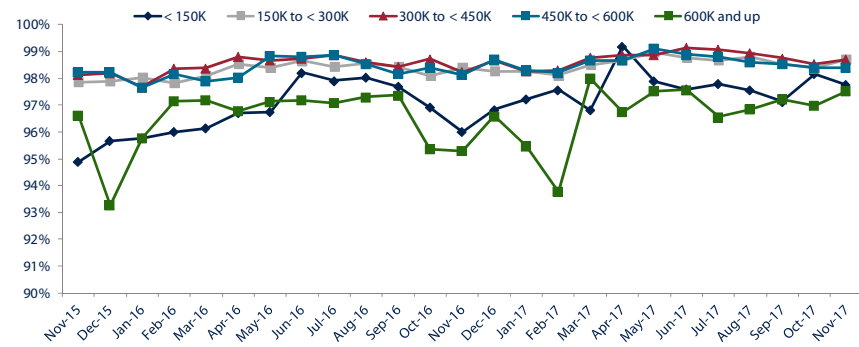
Days on Market	
Current Month	One Year Ago
51	57
Down -11% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.4%	97.5%
Up 0.9% Vs. Year Ago	

Days on Market



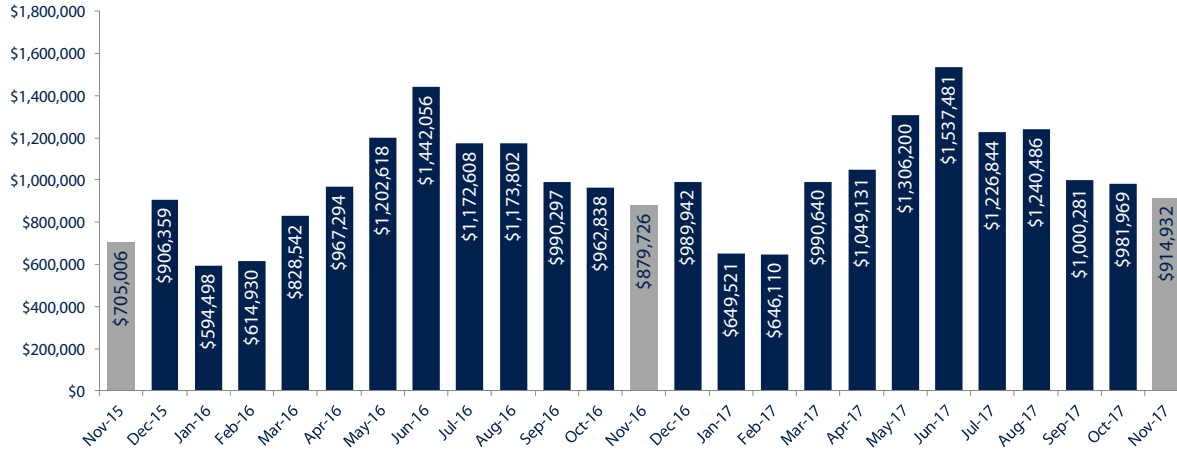
Average Sale Price as a Percent of List Price  
by Price Range



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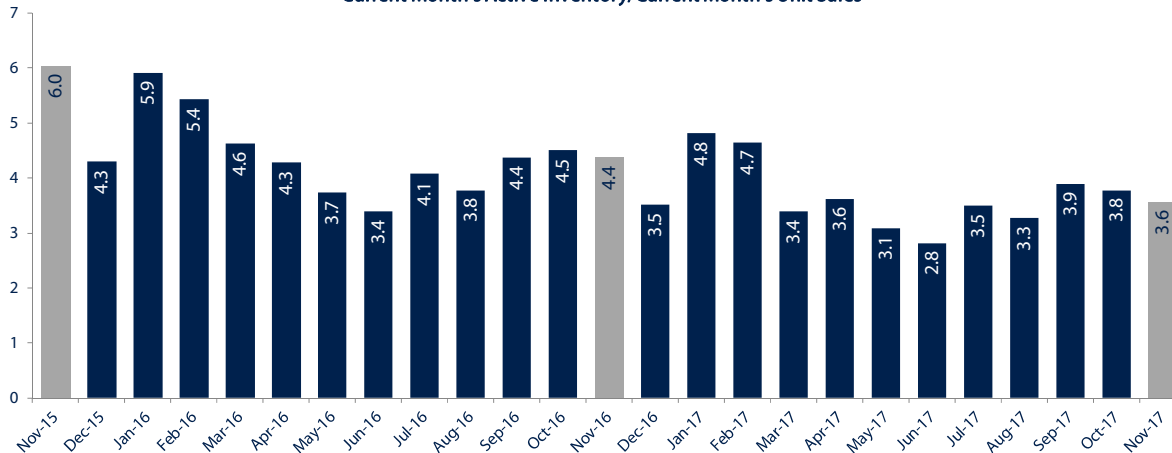
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this November was 4% greater than the same month one year ago.
- In November, there was 3.6 months of supply available, compared to 4.4 in November 2016. 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
\$914,932,254	\$879,726,111
<b>Up 4% Vs. Year Ago</b>	

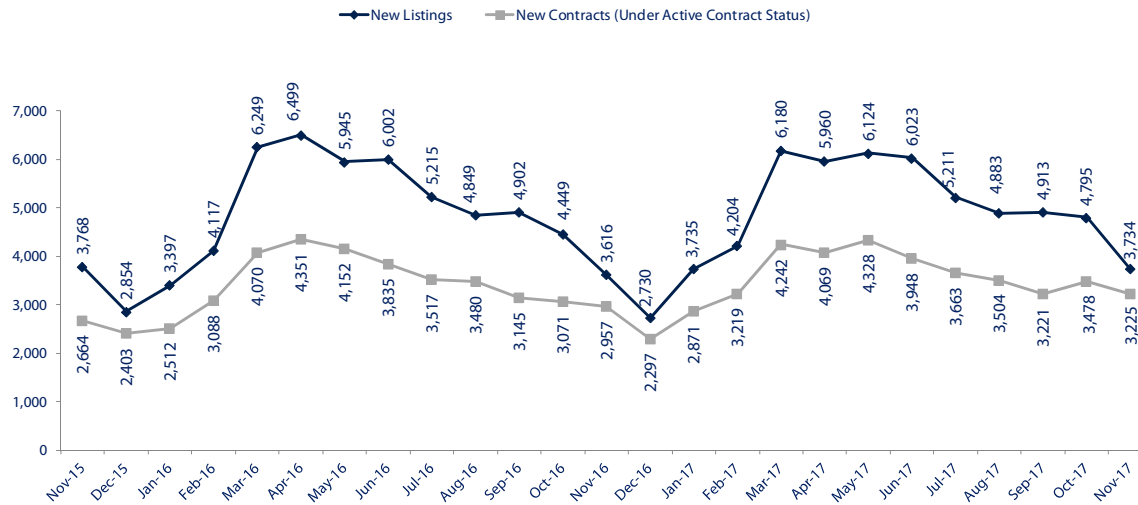
Months of Supply	
Current Month	One Year Ago
3.6	4.4
<b>Down -19% Vs. Year Ago</b>	



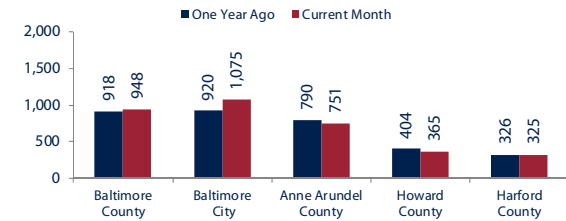
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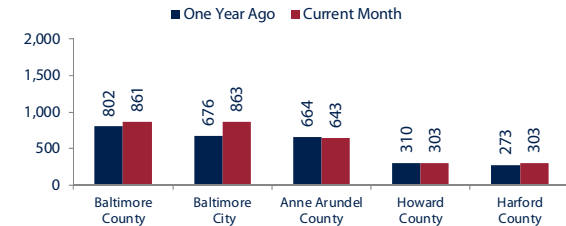
### New Listings & New Contracts



### 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
3,734	3,616
Up 3% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,225	2,957
Up 9% 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 1.2, a decrease of 5% from November 2016.

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

