

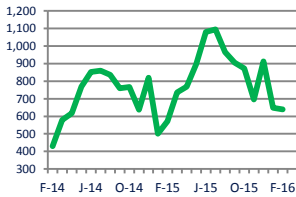


Focus On: Baltimore County Housing Market

February 2016

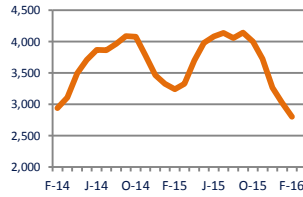
Units Sold

640



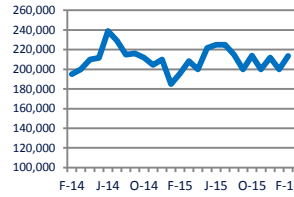
Active Inventory

2,802



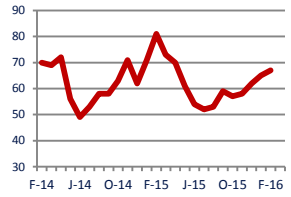
Median Sale Price

\$213,450



Days On Market

67



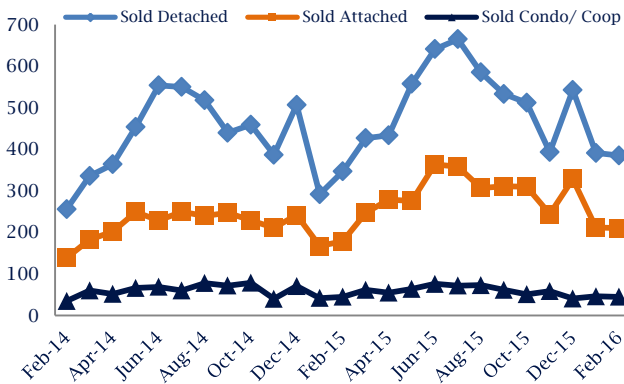
Up 12%
Vs. Year Ago

Down -14%
Vs. Year Ago

Up 9%
Vs. Year Ago

Down -17%
Vs. Year Ago

Units Sold*



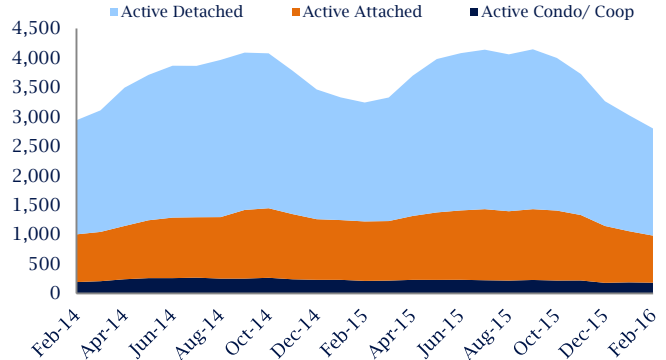
Units Sold

There was a decrease in total units sold in February, with 640 sold this month in Baltimore County versus 649 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 12% versus February 2015.

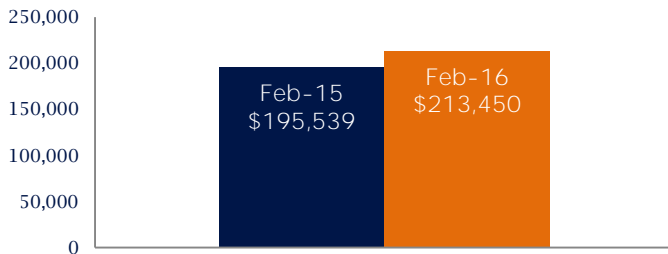
Active Inventory

Versus last year, the total number of homes available this month is lower by 440 units or 14%. The total number of active inventory this February was 2,802 compared to 3,242 in February 2015. This month's total of 2,802 is lower than the previous month's total supply of available inventory of 3,027, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Baltimore County Homes was \$195,539. This February, the median sale price was \$213,450, an increase of 9% or \$17,911 compared to last year. The current median sold price is 7% higher than in January.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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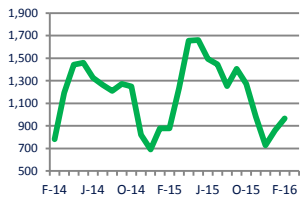


Focus On: Baltimore County Housing Market

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New Listings

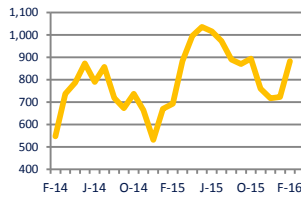
966



Up 10%
Vs. Year Ago

Current Contracts

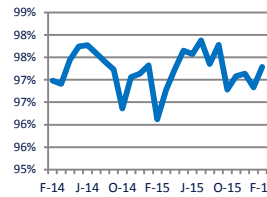
883



Up 28%
Vs. Year Ago

Sold Vs. List Price

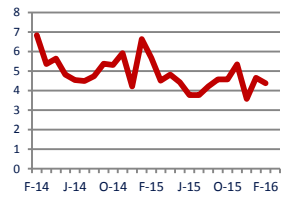
97.3%



Up 1.2%
Vs. Year Ago

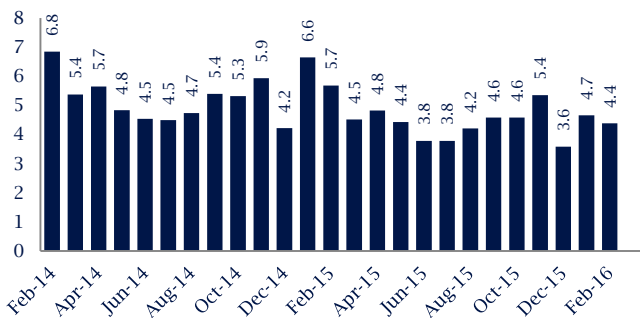
Months of Supply

4.4



Down -23%
Vs. Year Ago

Months Of Supply



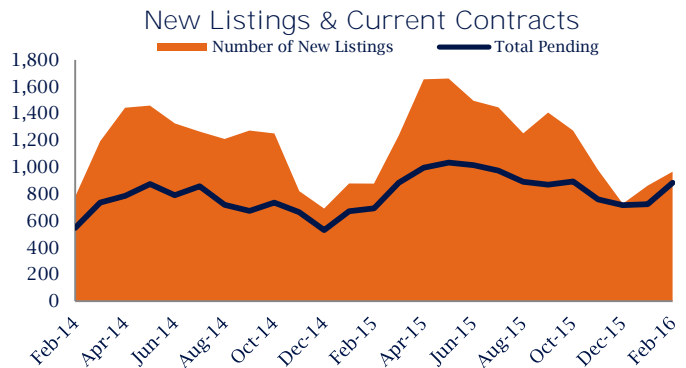
Months of Supply

In February, there was 4.4 months of supply available in Baltimore County, compared to 5.7 in February 2015. That is a decrease of 23% versus a year ago.

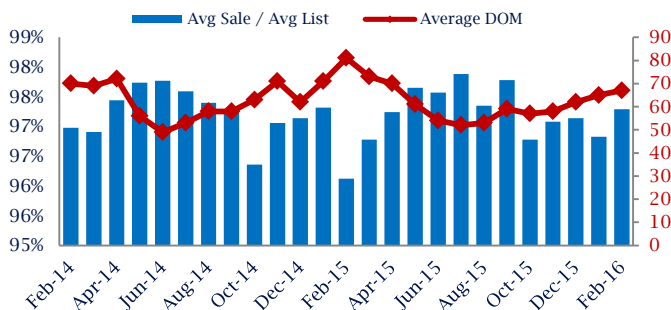
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 966 homes newly listed for sale in Baltimore County compared to 877 in February 2015, an increase of 10%. There were 883 current contracts pending sale this February compared to 692 a year ago. The number of current contracts is 28% higher than last February.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Baltimore County was 97.3% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 67, lower than the average last year, which was 81, a decrease of 17%.

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