

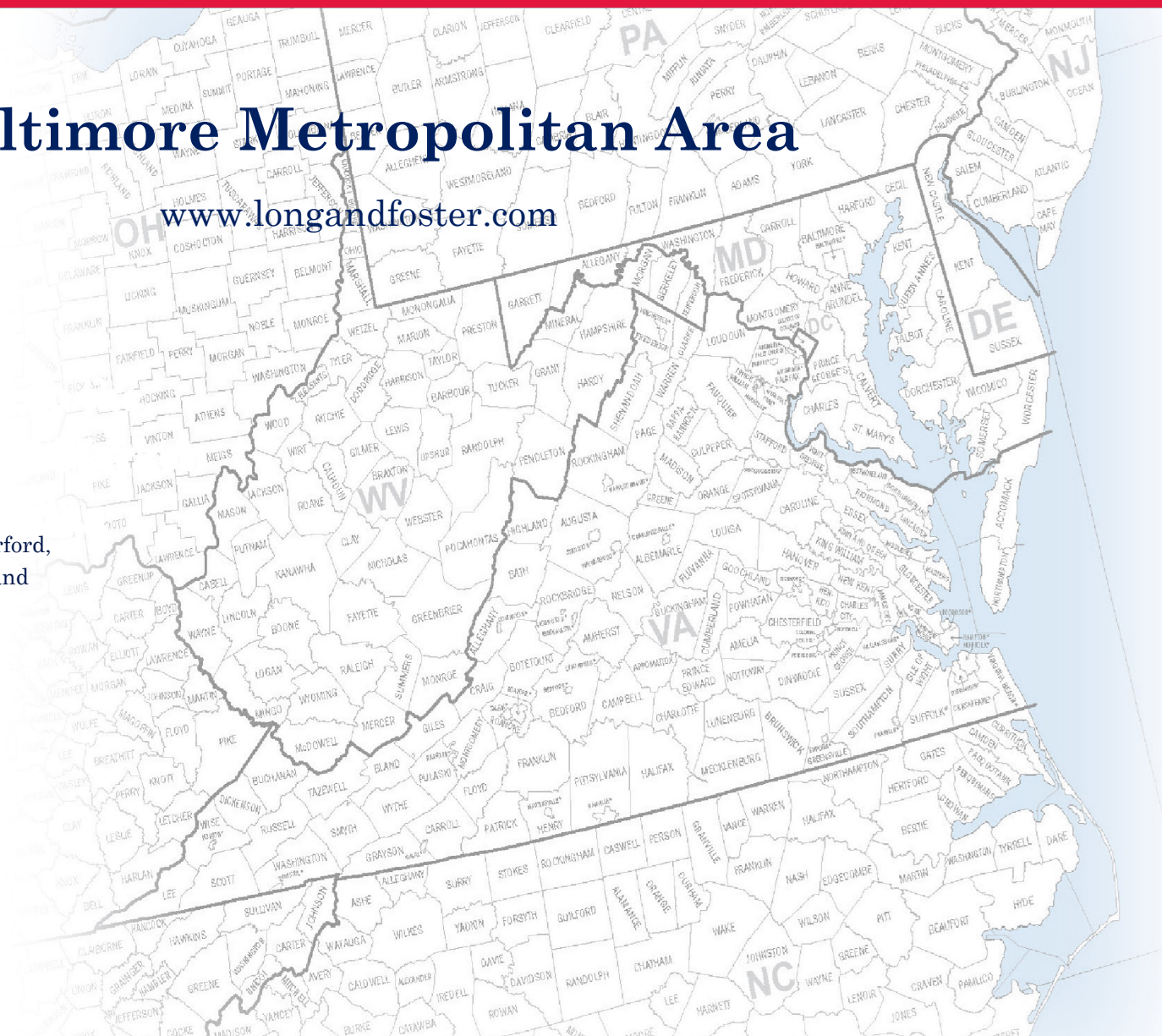
The Long & Foster® Market Conditions Report

Baltimore Metropolitan Area

www.longandfoster.com

Counties & cities included in this area are:

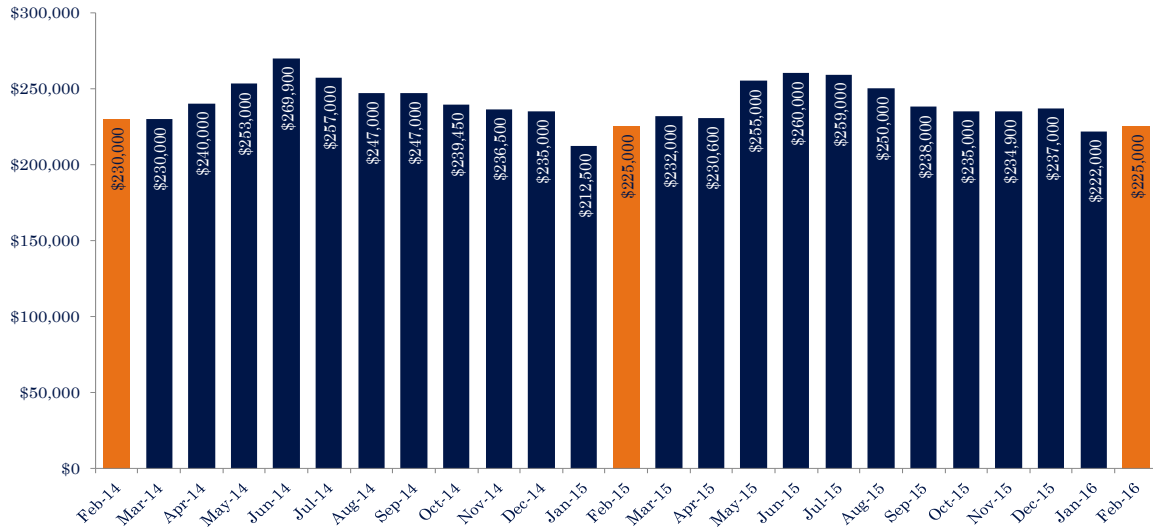
Anne Arundel, Baltimore, Carroll, Harford,
Howard, and Queen Anne's Counties and
Baltimore City in Maryland.



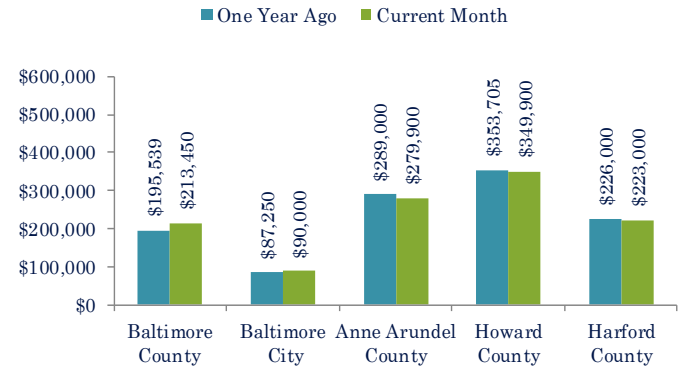
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Baltimore Metropolitan Area - February 2016

Median Sales Price



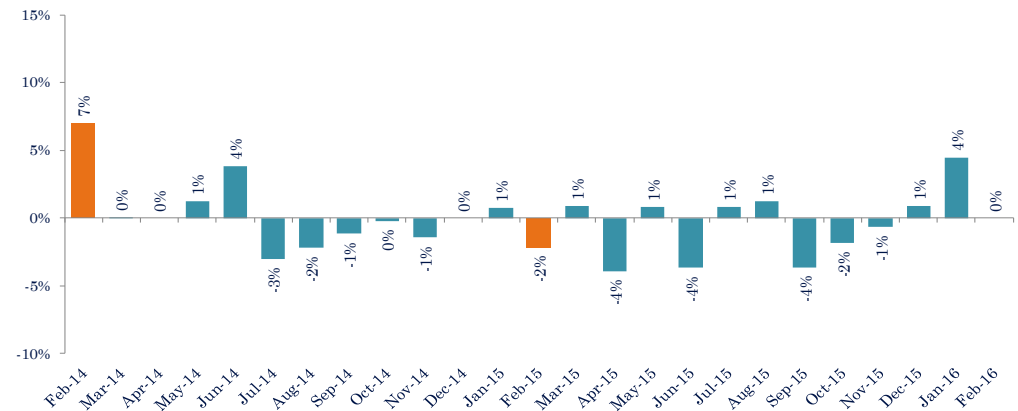
Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This February, the median sale price was \$225,000, which was similar to the median sale price of February 2015.
- The current median sale price was also similar to January's median price.

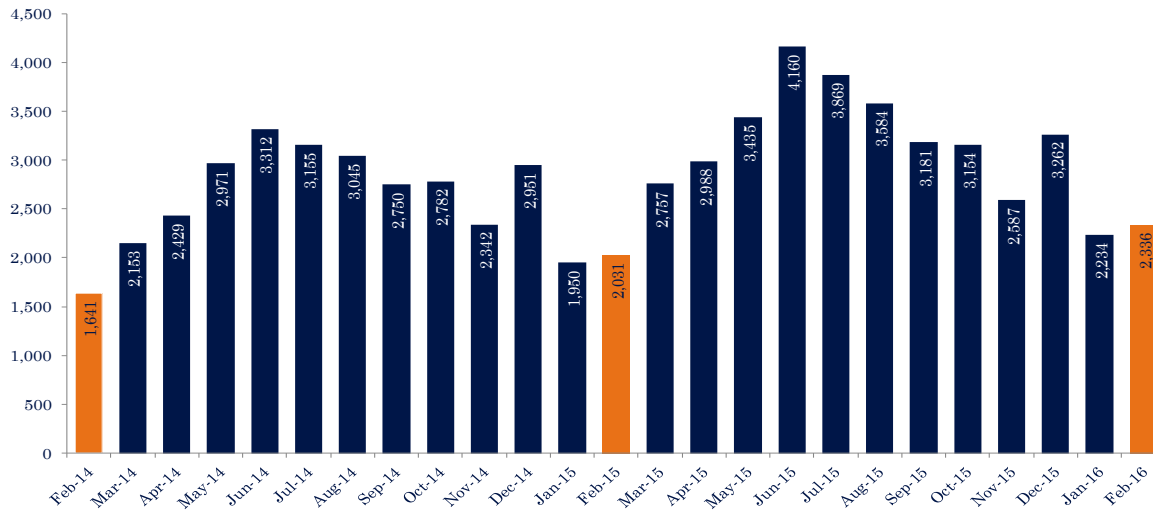
Median Sale Price
Percent Change Year/Year



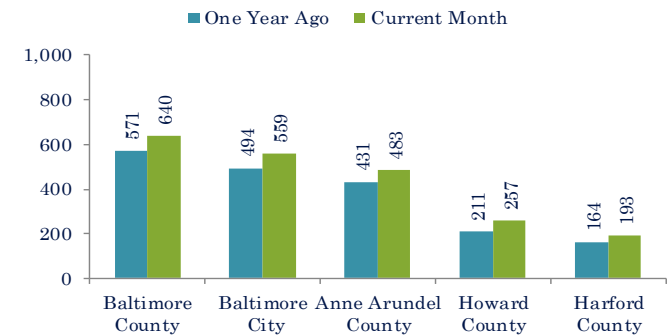
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Total Units Sold



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



Highlights

- This month's total units sold was higher than at this time last year, an increase of 15% versus February 2015.
- There was an increase of 5% in total units sold in February compared to January.

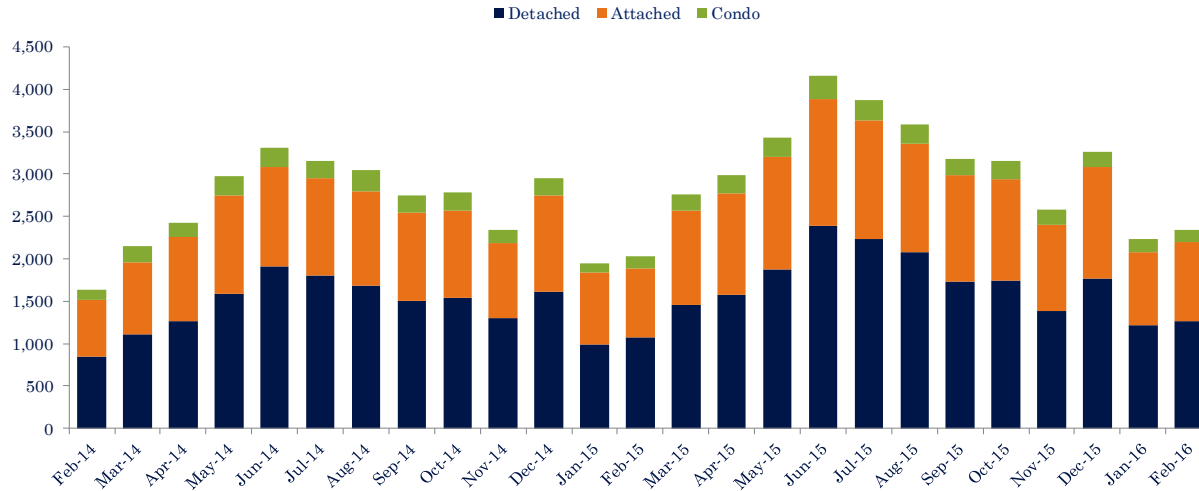
Total Units Sold Percent Change Year/Year



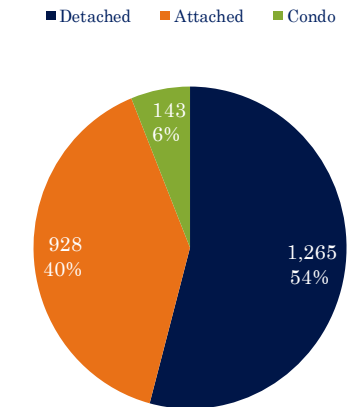
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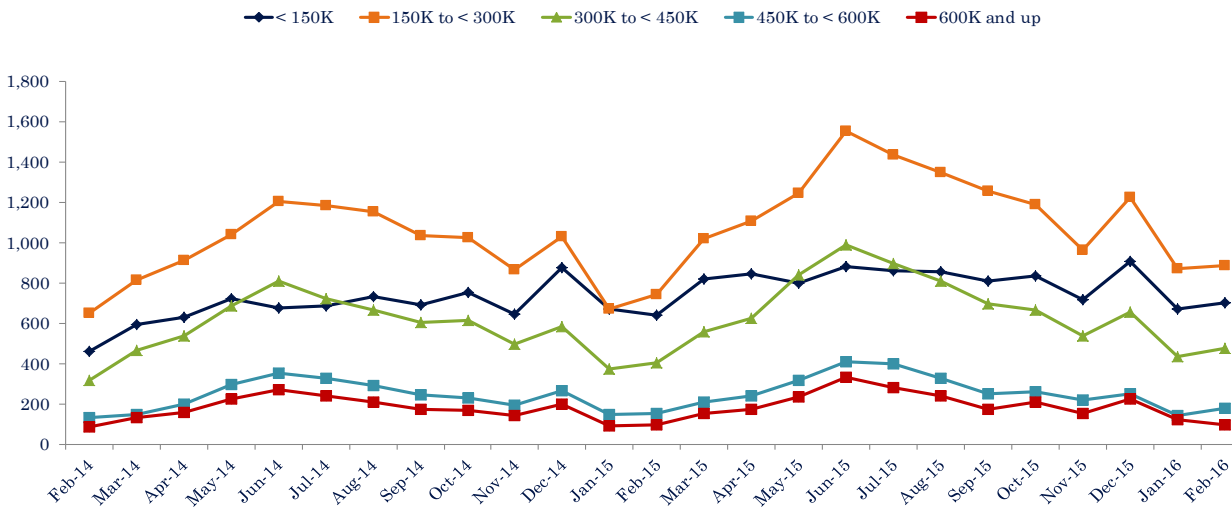
Total Units Sold by Type



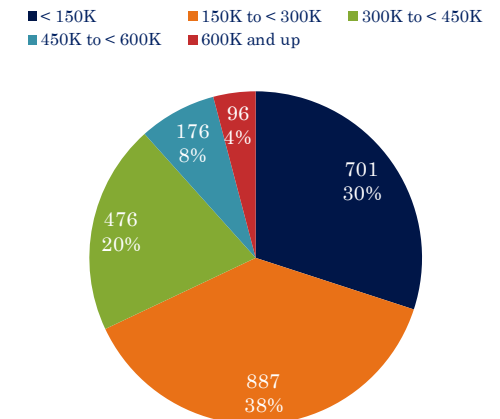
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



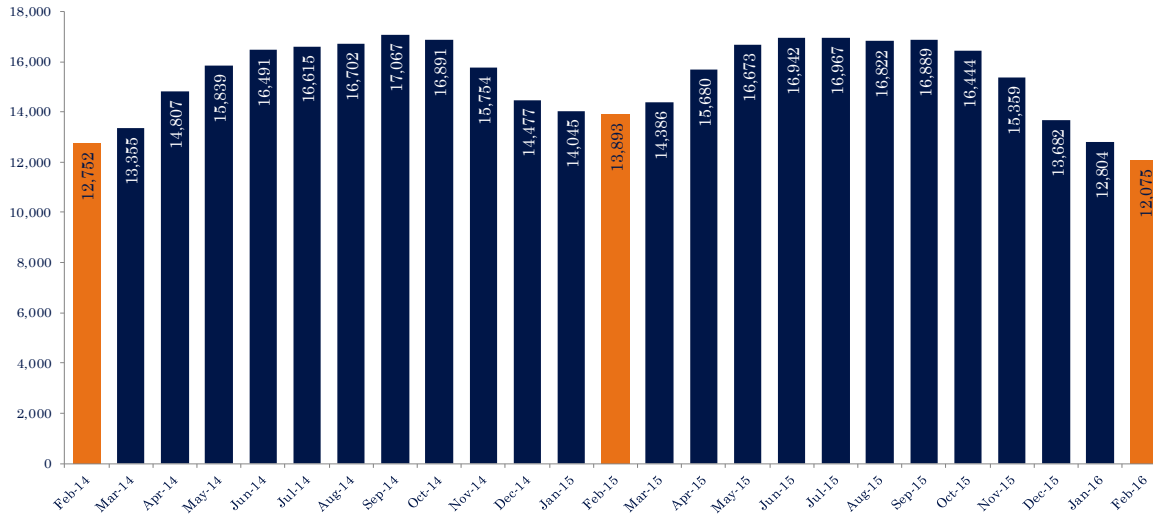
**Total Units Sold by Price Range
Current Month**



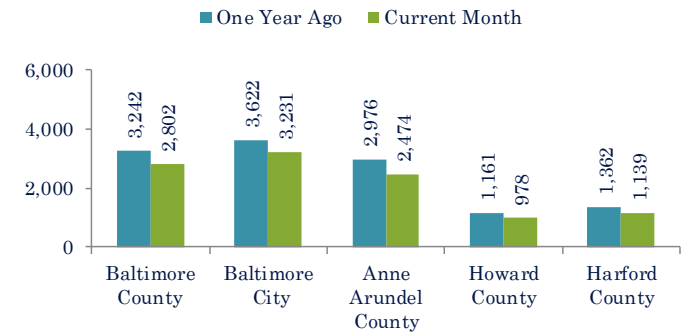
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Baltimore Metropolitan Area - February 2016

Total Active Inventory



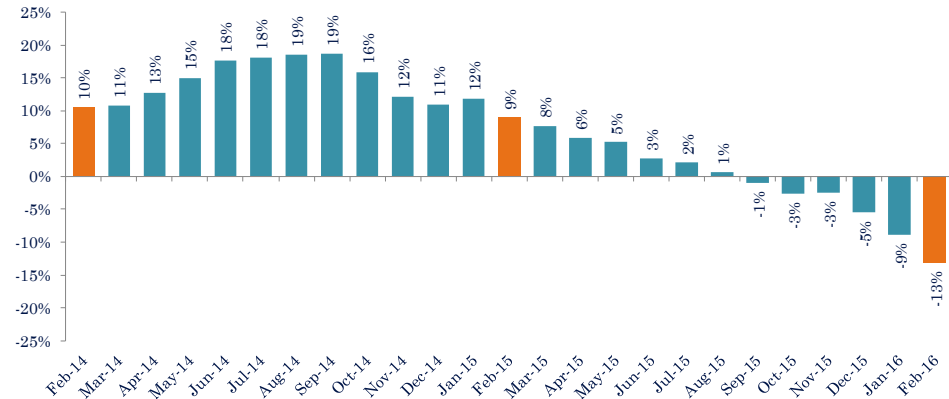
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- February's total active inventory of 12,075 units was 6% lower than the previous month's supply of inventory.
- Versus last February, the total number of homes available was lower by 1,818 units or 13%.

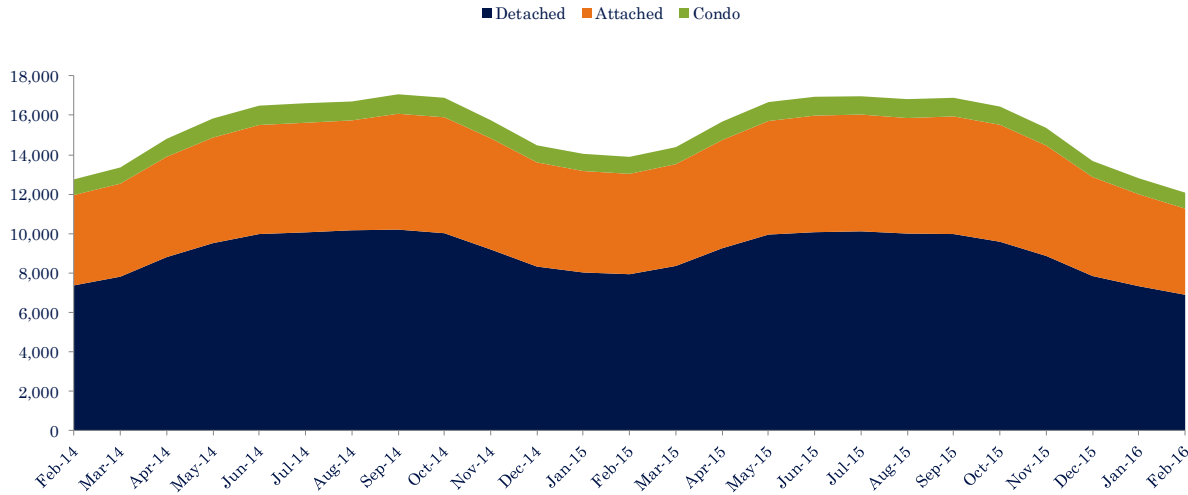
Total Active Inventory Percent Change Year/Year



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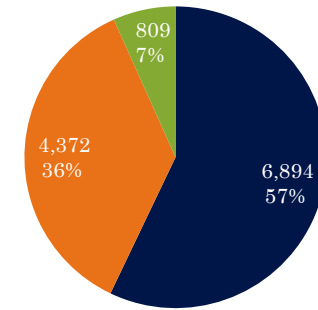
Total Active Inventory by Type



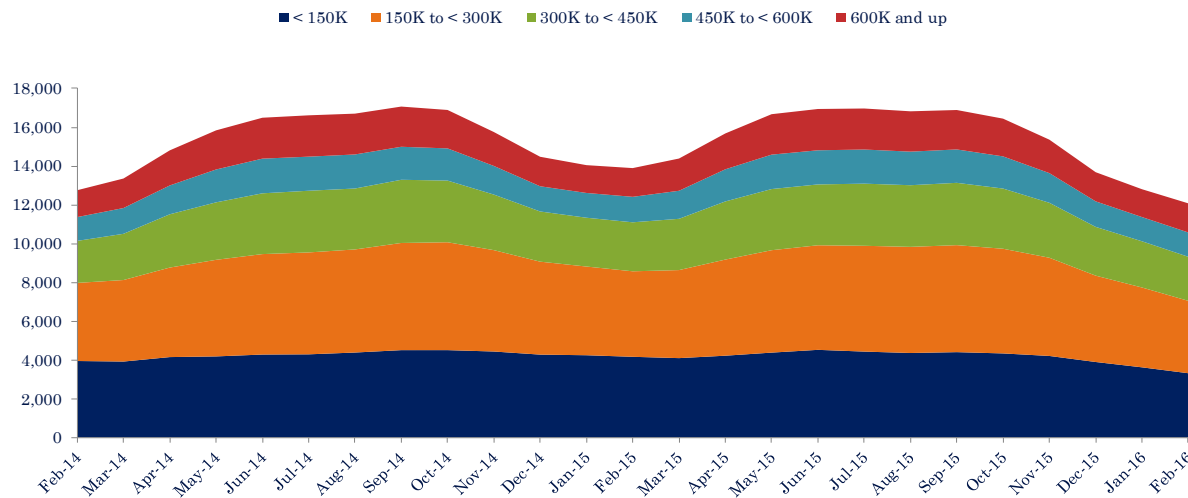
Total Active Inventory by Type

Current Month

■ Detached ■ Attached ■ Condo



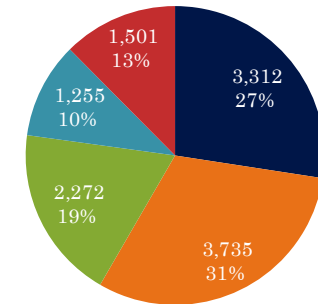
Total Active Inventory by Price Range



Total Active Inventory by Price Range

Current Month

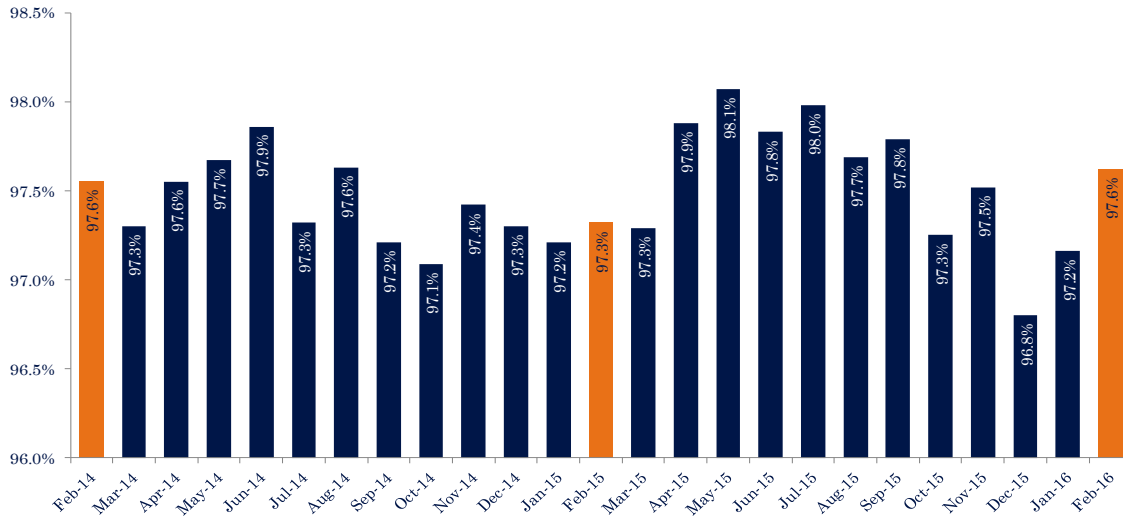
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



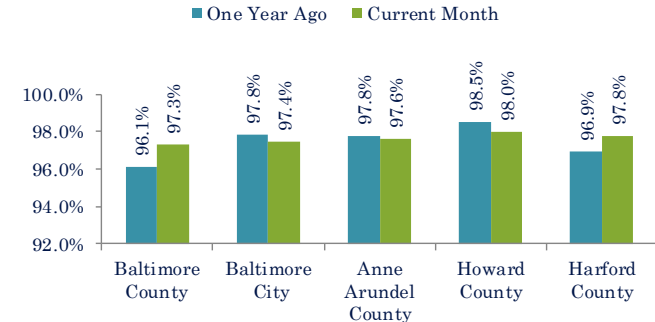
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Baltimore Metropolitan Area - February 2016

Average Sale Price as a Percent of List Price



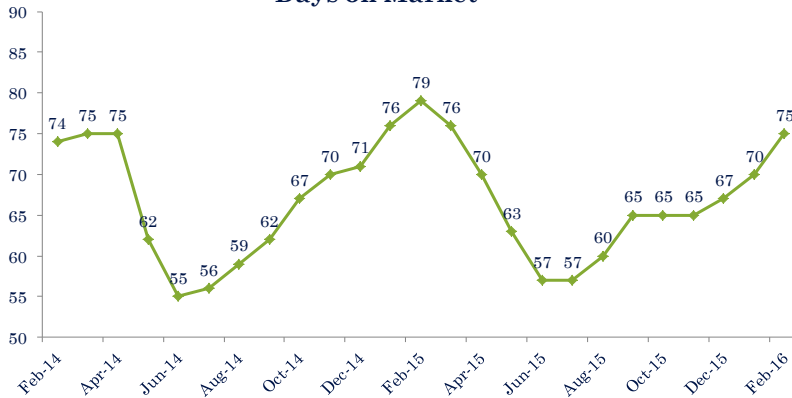
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



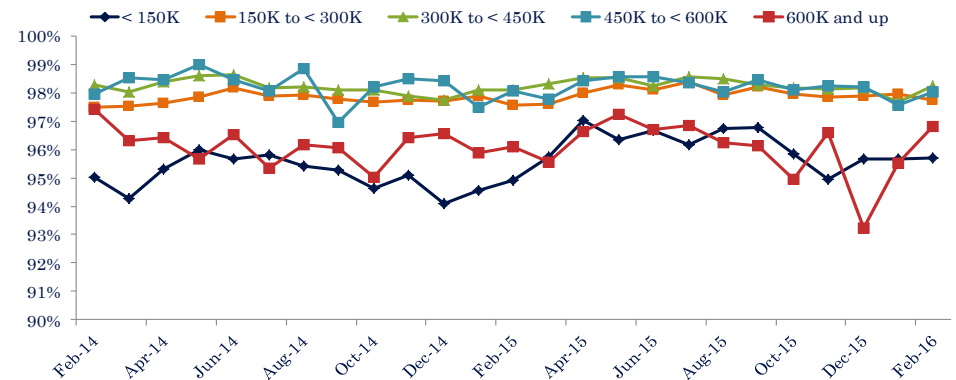
Days on Market	
Current Month	One Year Ago
75	79
Down -5% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.6%	97.3%
Up 0.3% Vs. Year Ago	

Days on Market



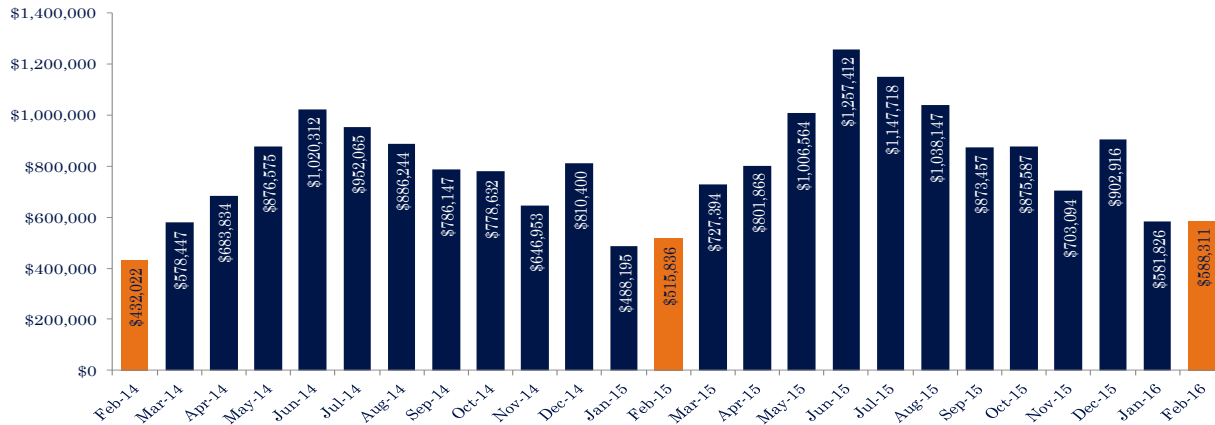
Average Sale Price as a Percent of List Price
by Price Range



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Baltimore Metropolitan Area - February 2016

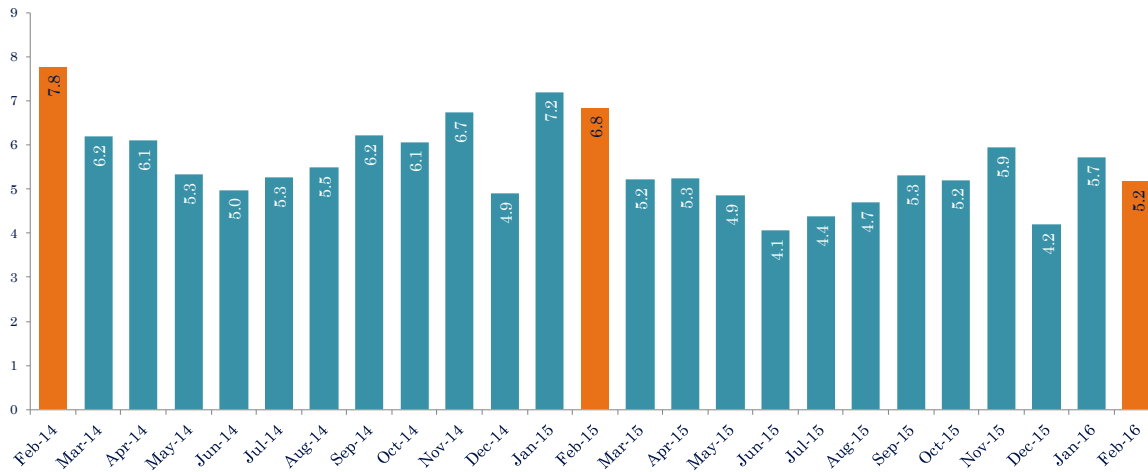
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was 14% greater than the same month one year ago.
- In February, there was 5.2 months of supply available, compared to 6.8 in February 2015. That was a decrease of 24% versus a year ago.

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



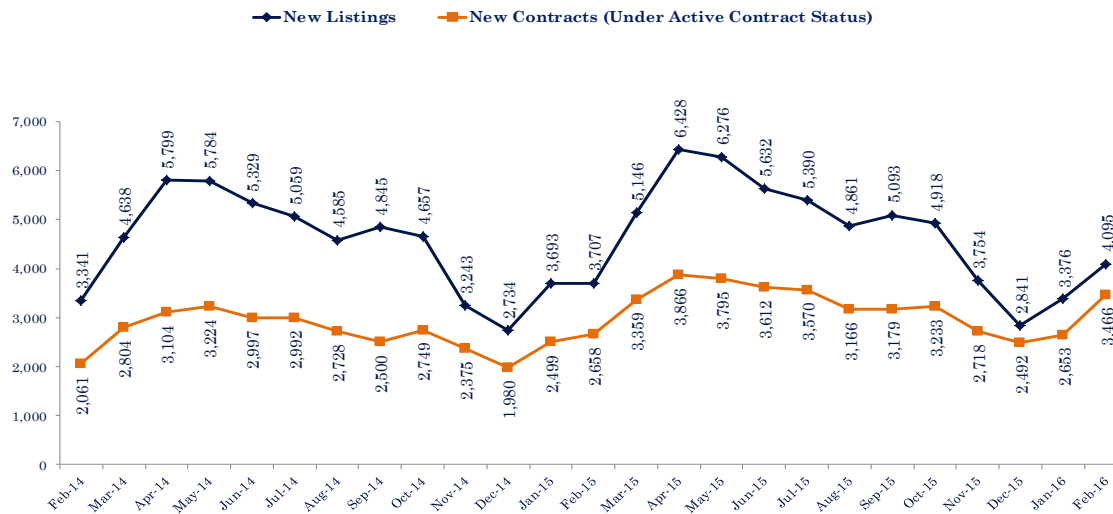
Total Dollar Volume Sold	
Current Month	One Year Ago
\$588,311,306	\$515,836,030
Up 14% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
5.2	6.8
Down -24% Vs. Year Ago	

The Long & Foster® Market Conditions Report

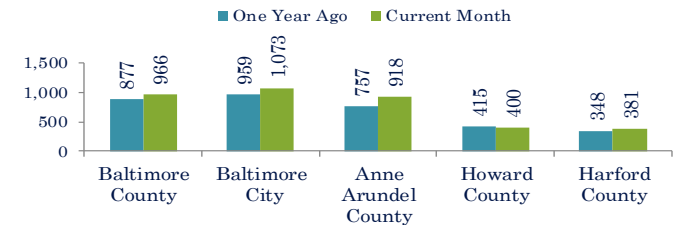
Baltimore Metropolitan Area - February 2016

New Listings & New Contracts



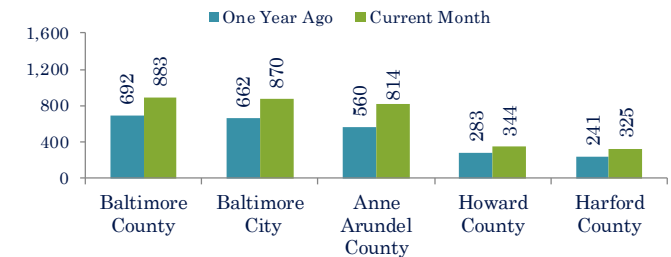
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



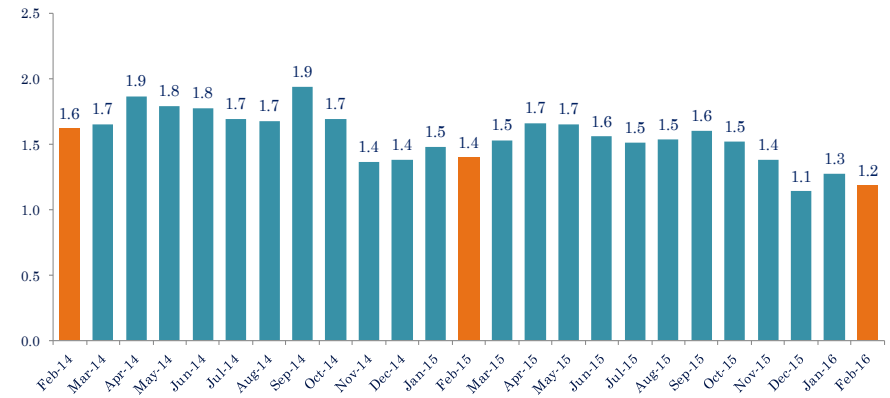
New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
4,095	3,707
Up 10% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
3,466	2,658
Up 30% 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 15% from February 2015.