



THE LONG & FOSTER® MARKETMINUTE

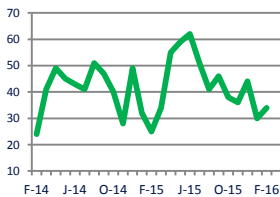


Focus On: Downtown Baltimore, Fells Point, and Butchers Hill Housing Market
Zip Code(s): 21201, 21202 and 21231

February 2016

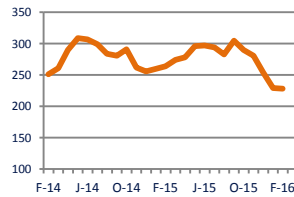
Units Sold

34



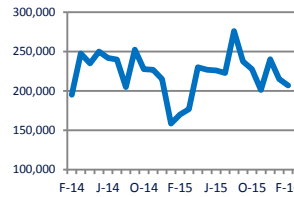
Active Inventory

228



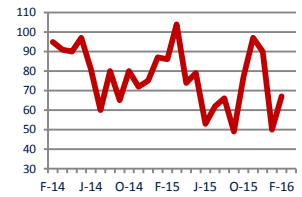
Median Sale Price

\$207,000



Days On Market

67



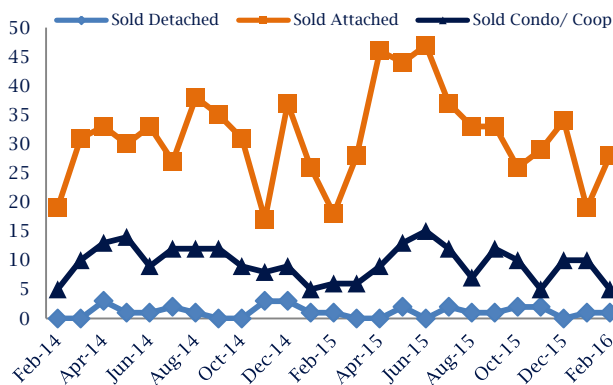
Up
Vs. Year Ago

Down -14%
Vs. Year Ago

Up 22%
Vs. Year Ago

Down -22%
Vs. Year Ago

Units Sold*



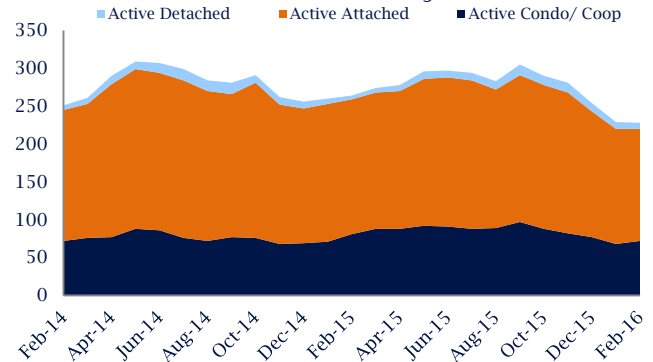
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 34 sold this month in Downtown Baltimore, Fells Point, and Butchers Hill. This month's total units sold was higher than at this time last year, an increase from February 2015.

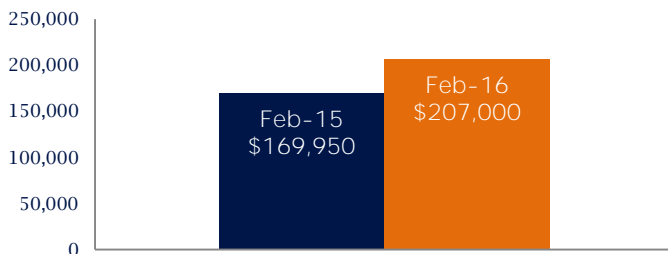
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 14%. The total number of active inventory this February was 228 compared to 264 in February 2015. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Downtown Baltimore, Fells Point, and Butchers Hill Homes was \$169,950. This February, the median sale price was \$207,000, an increase of 22% or \$37,050 compared to last year. The current median sold price is 4% lower 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.

Downtown Baltimore, Fells Point, and Butchers Hill are defined as properties listed in zip code/s 21201, 21202 and 21231.

*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.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.





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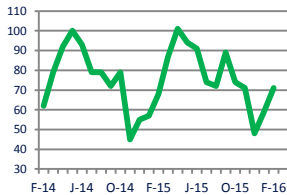


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February 2016

New Listings

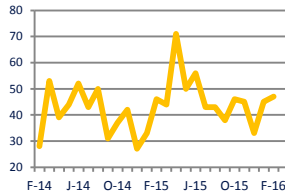
71



Up 4%
Vs. Year Ago

Current Contracts

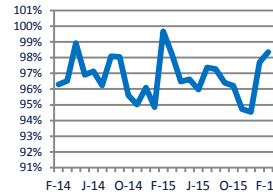
47



Up 2%
Vs. Year Ago

Sold Vs. List Price

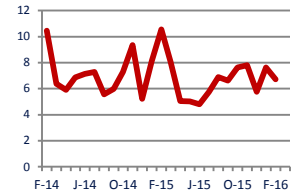
98.3%



Down -1.3%
Vs. Year Ago

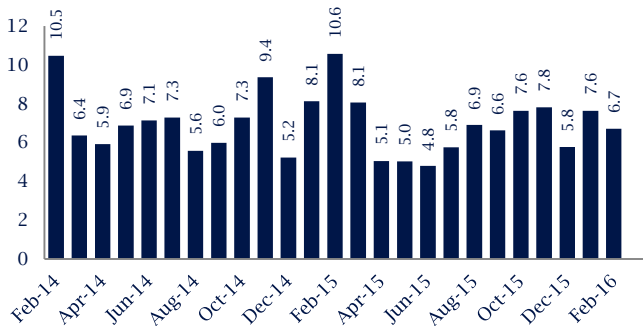
Months of Supply

6.7



Down -36%
Vs. Year Ago

Months Of Supply



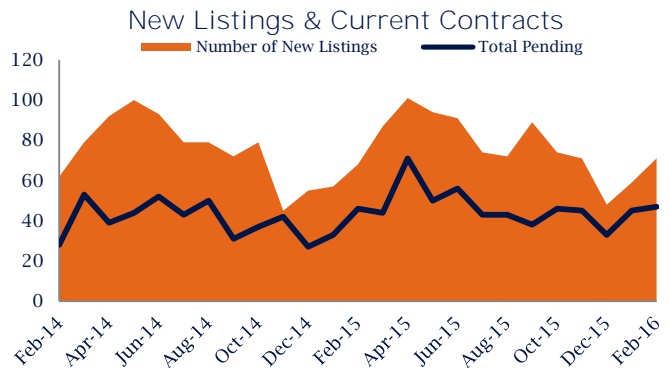
Months of Supply

In February, there was 6.7 months of supply available in Downtown Baltimore, Fells Point, and Butchers Hill, compared to 10.6 in February 2015. That is a decrease of 36% versus a year ago.

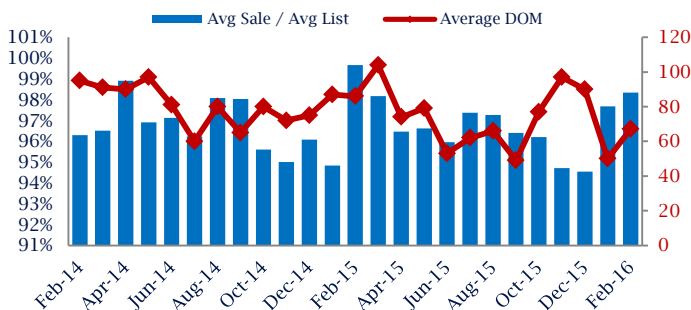
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Downtown Baltimore, Fells Point, and Butchers Hill compared to 68 in February 2015, an increase of 4%. There were 47 current contracts pending sale this February compared to 46 a year ago. The number of current contracts is 2% higher than last February.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Downtown Baltimore, Fells Point, and Butchers Hill was 98.3% of the average list price, which is 1.3% lower 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 86, a decrease of 22%.

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