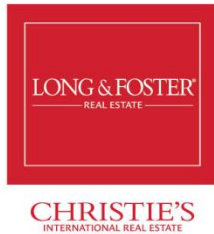


Market Conditions Report

Baltimore, MD Area

August 2020



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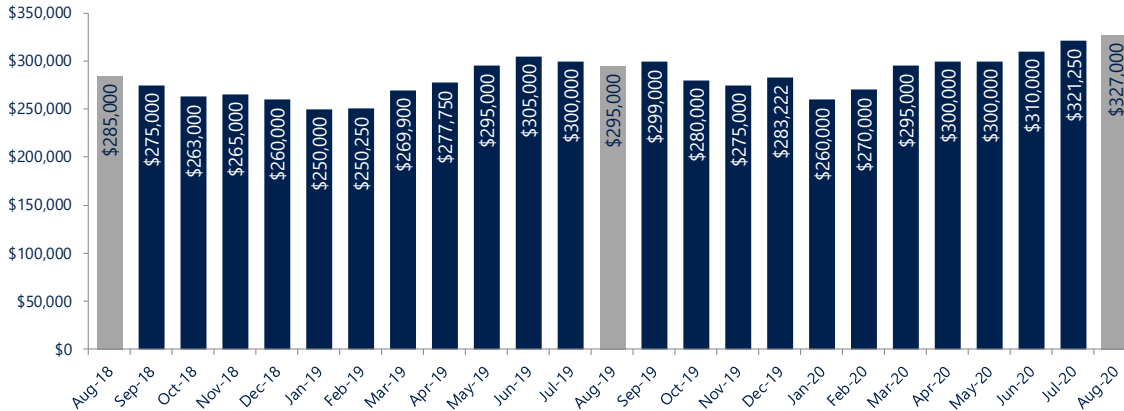
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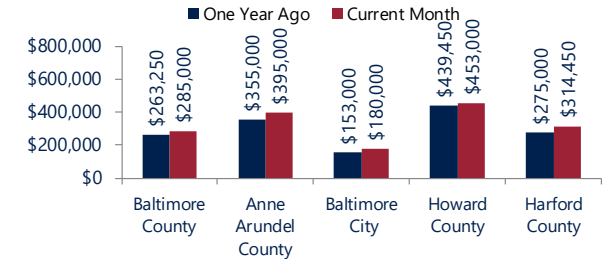
Long & Foster Market Conditions Report

Baltimore Metropolitan Area - August 2020

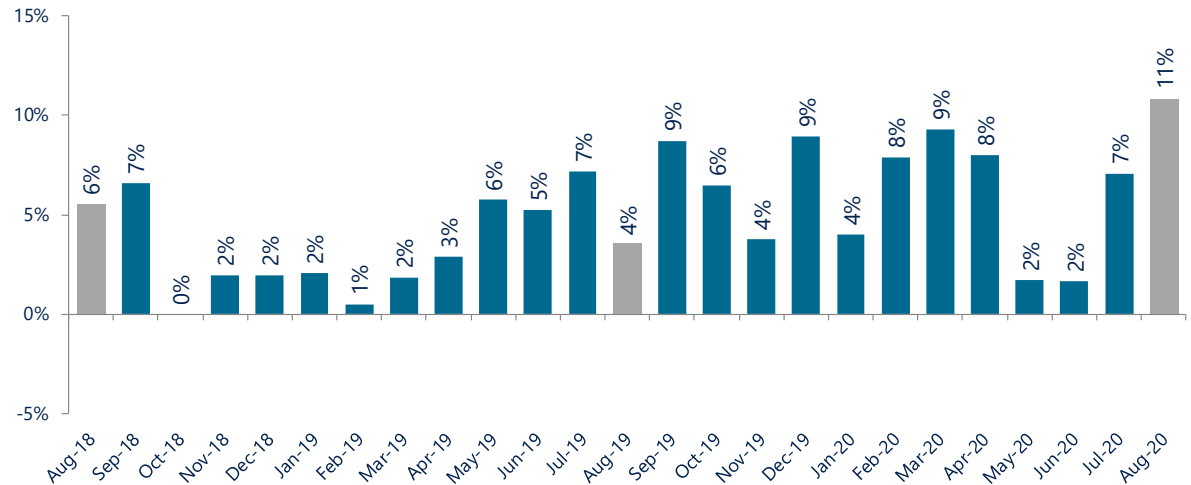
Median Sales Price



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



**Median Sale Price
Percent Change Year/Year**



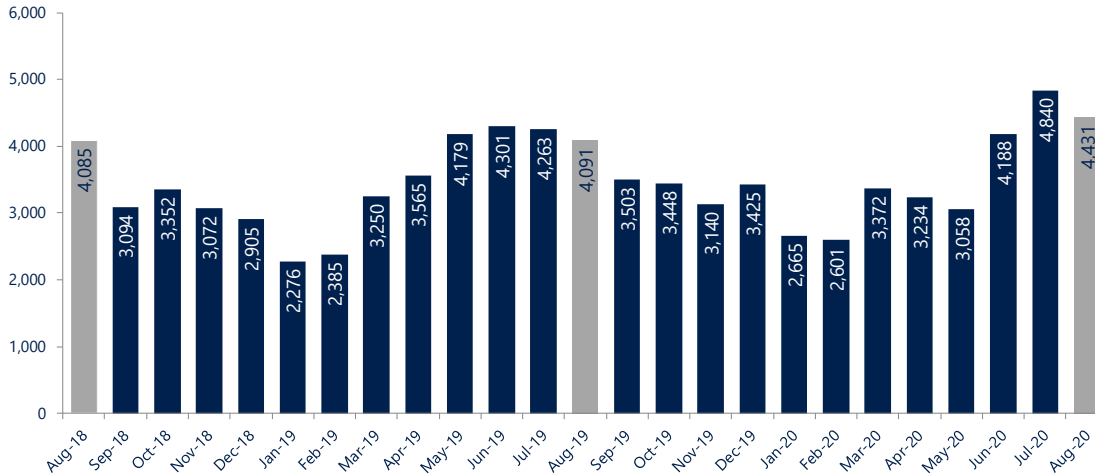
Highlights

- This August, the median sale price was \$327,000, an increase of 11% compared to last year.
- The current median sale price was 2% higher than in July.

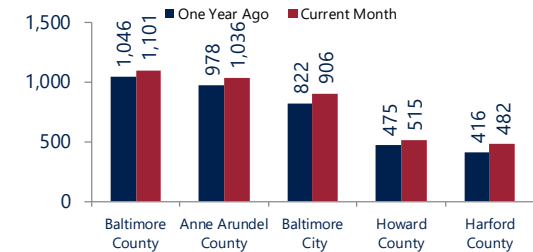
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Total Units Sold



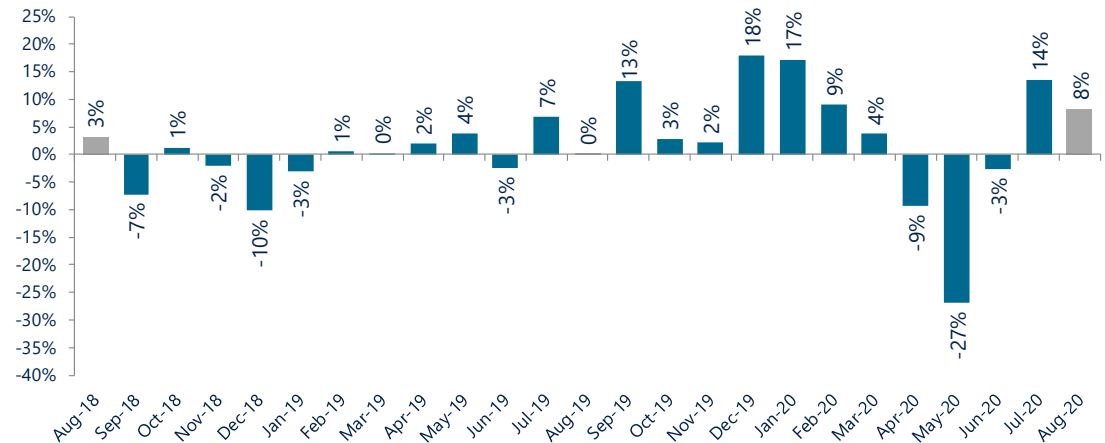
**Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- This month's total units sold was higher than at this time last year, an increase of 8% versus August 2019.
- There was a decrease of 8% in total units sold in August compared to July.

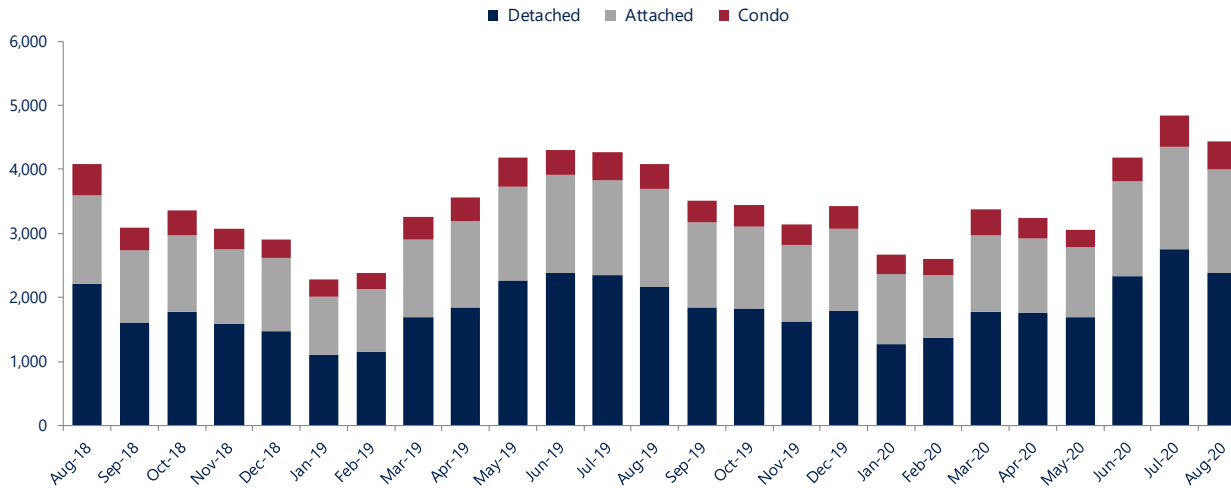
**Total Units Sold
Percent Change Year/Year**



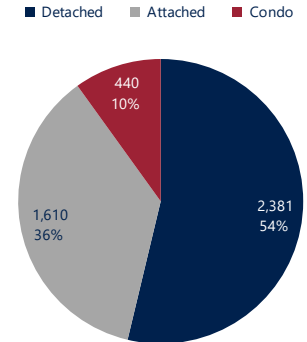
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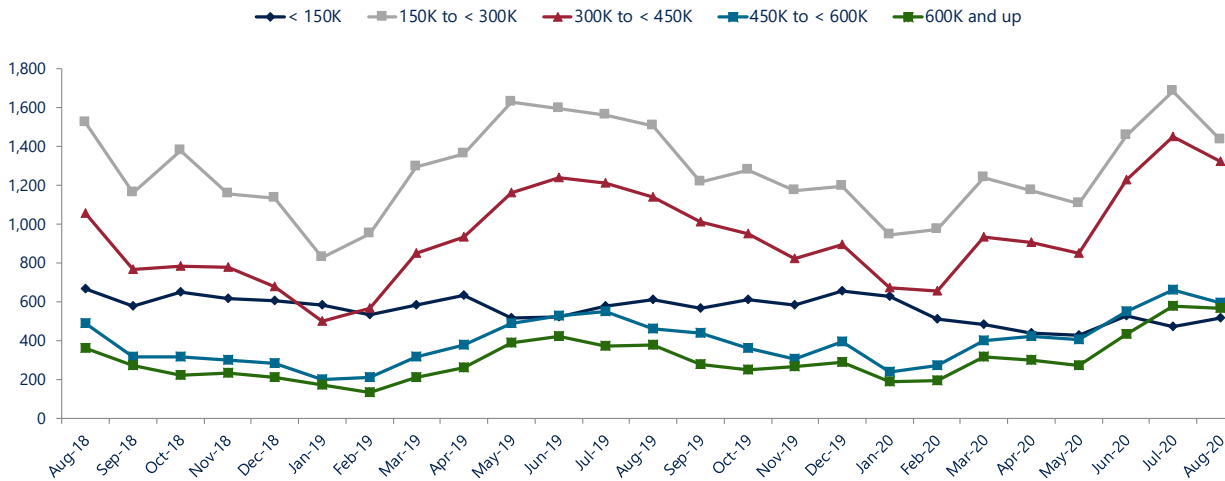
Total Units Sold by Type



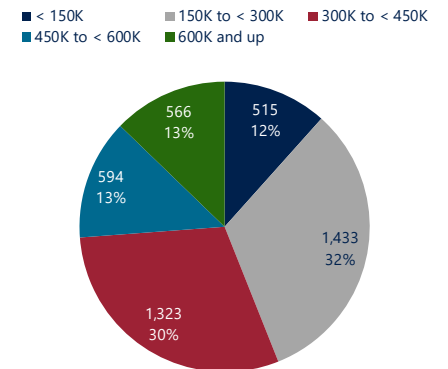
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



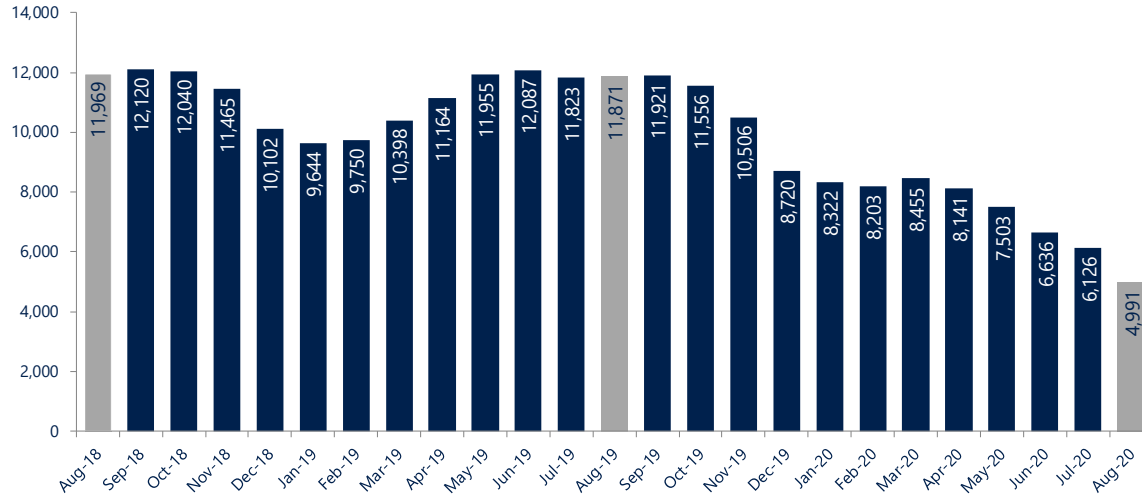
**Total Units Sold by Price Range
Current Month**



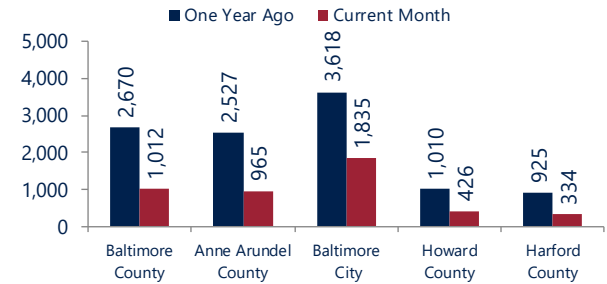
Long & Foster Market Conditions Report

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Total Active Inventory



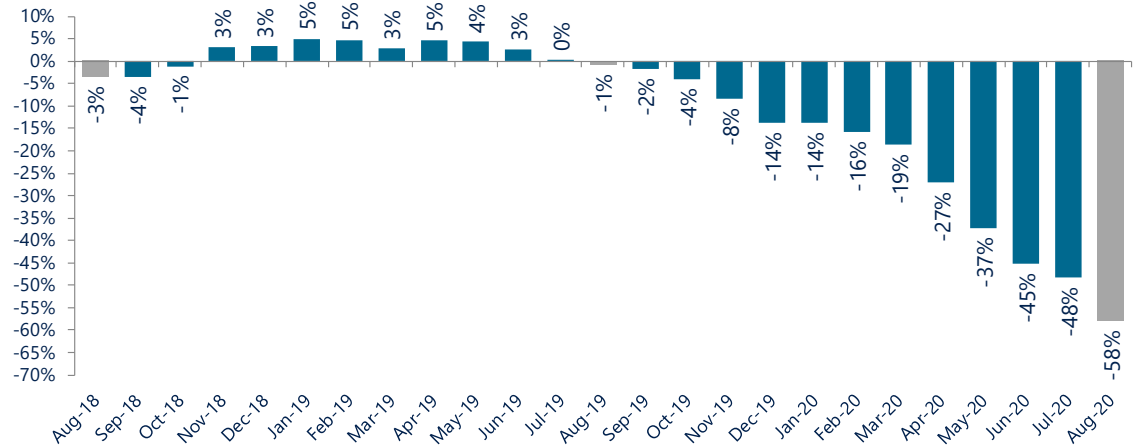
Total Active Inventory Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- August's total active inventory of 4,991 units was 19% lower than the previous month's supply of inventory.
- Versus last August, the total number of homes available was lower by 6,880 units or 58%.

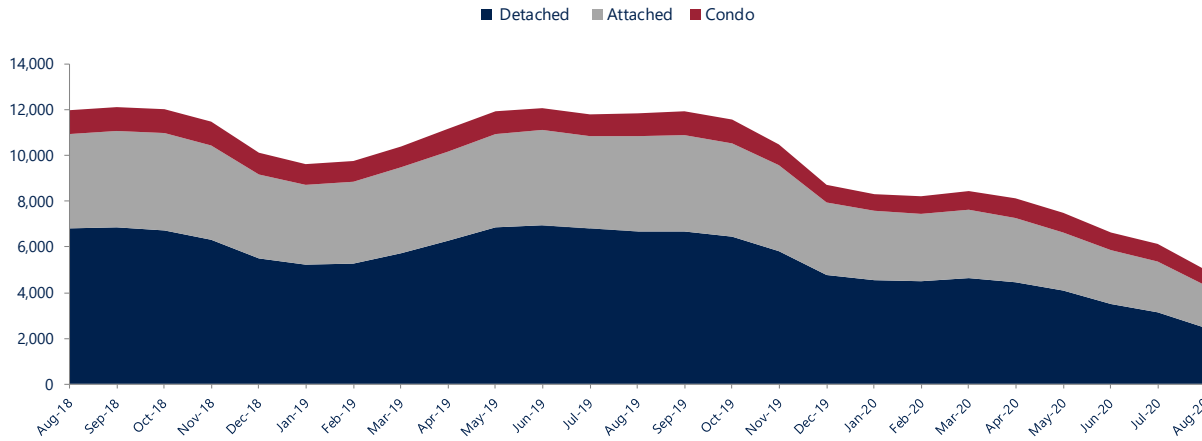
Total Active Inventory Percent Change Year/Year



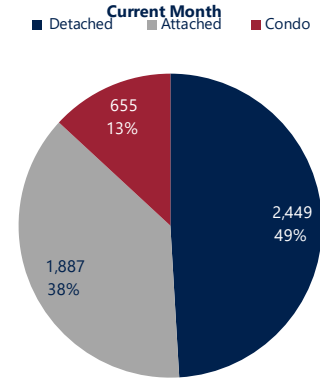
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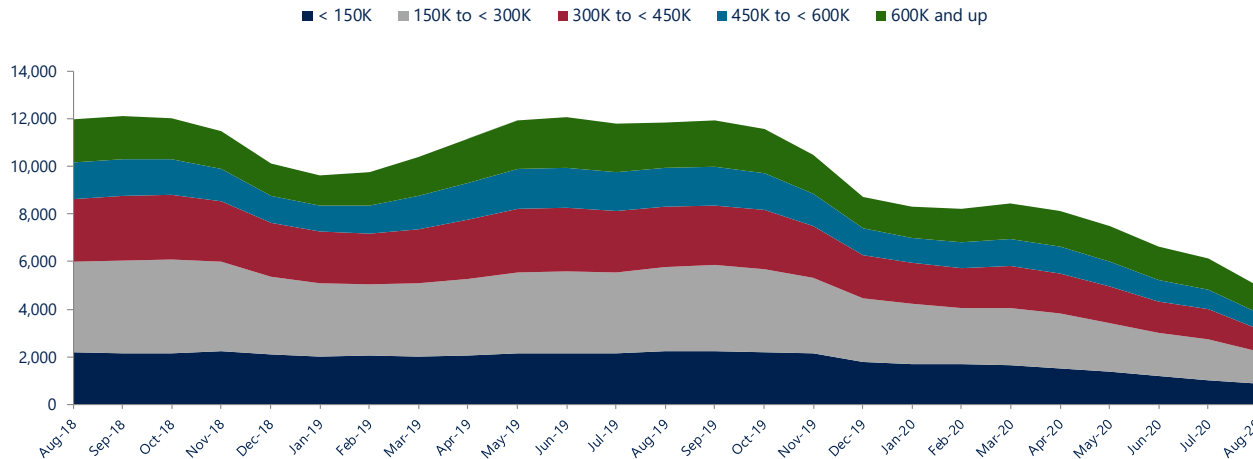
Total Active Inventory by Type



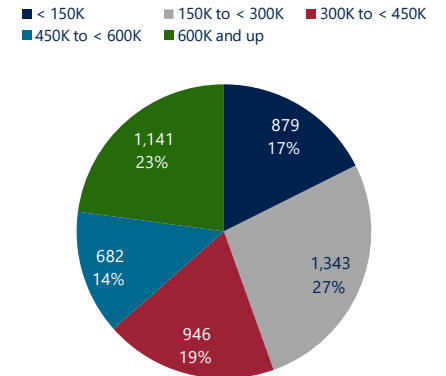
Total Active Inventory by Type



Total Active Inventory by Price Range



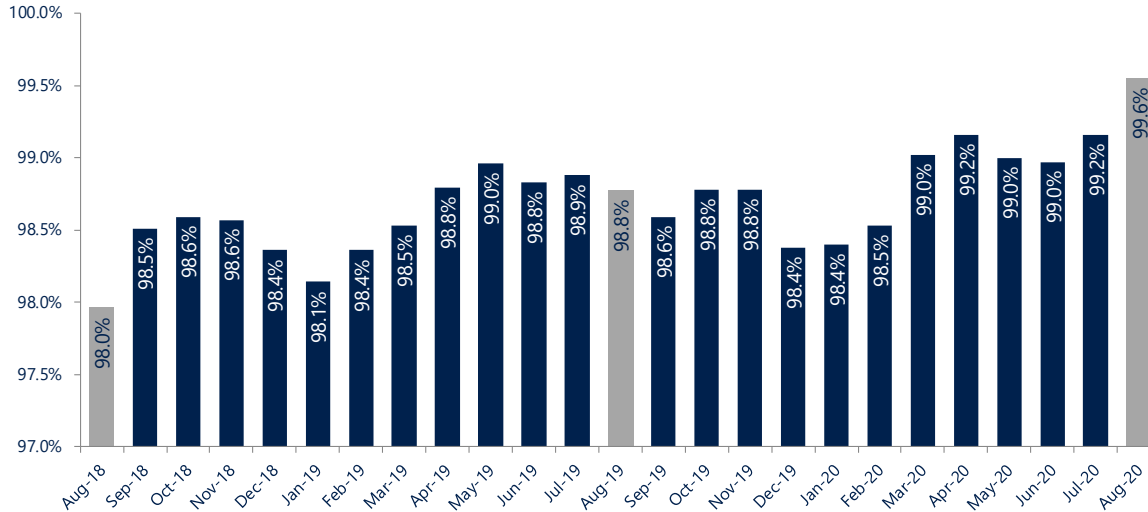
Total Active Inventory by Price Range



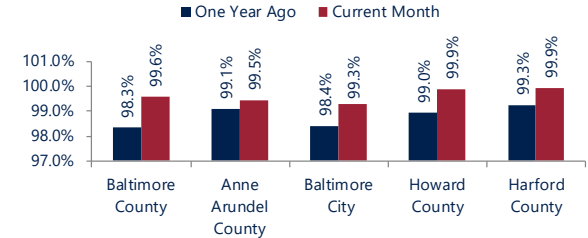
Long & Foster Market Conditions Report

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Average Sale Price as a Percent of List Price



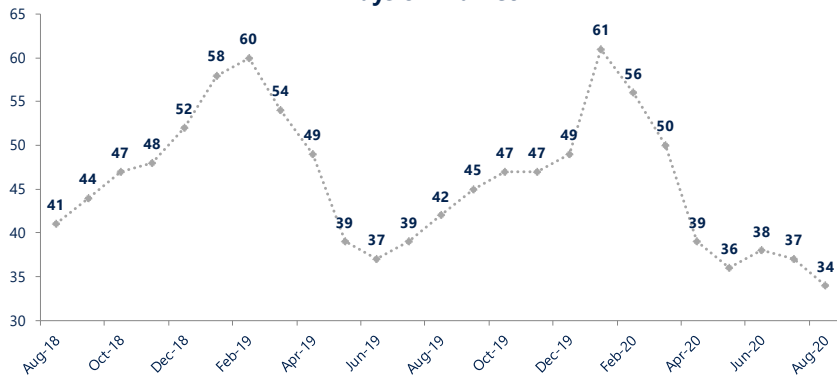
Sale Price as % of List Price Of Top Five Counties/Cities Based on Total Units Sold



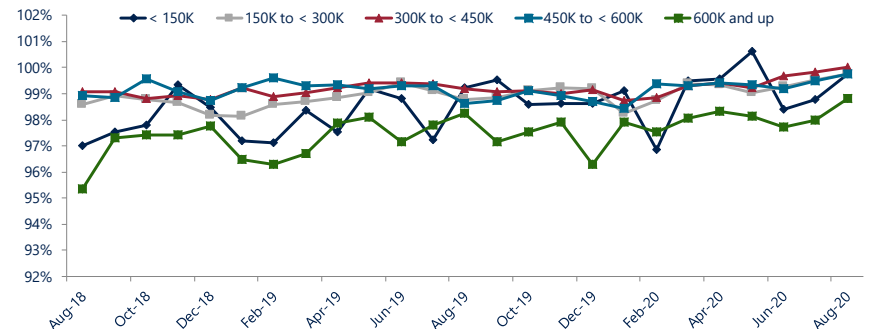
Days on Market	
Current Month	One Year Ago
34	42
Down -19% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
99.6%	98.8%
Up 0.8% Vs. Year Ago	

Days on Market



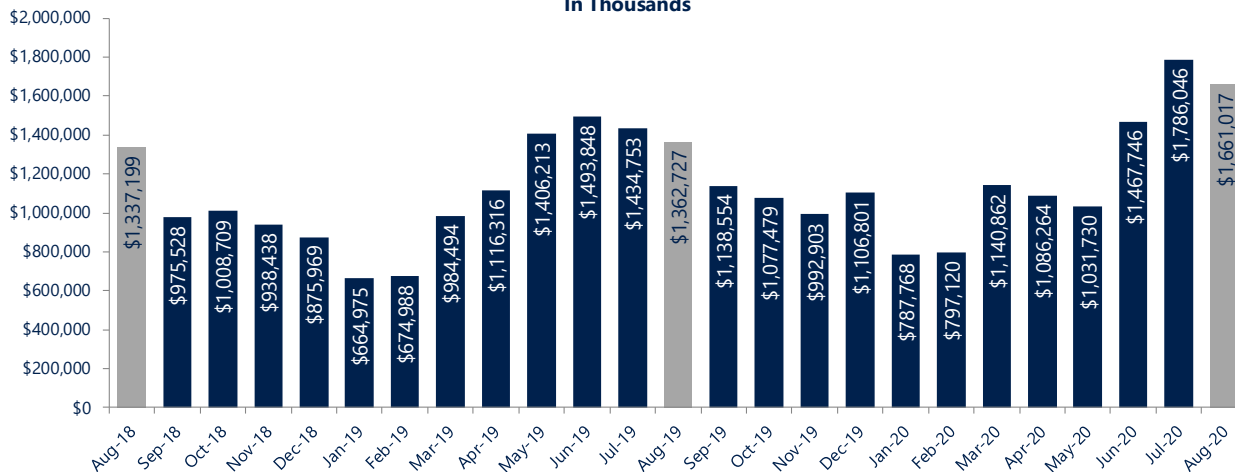
Average Sale Price as a Percent of List Price by Price Range



Long & Foster Market Conditions Report

Baltimore Metropolitan Area - August 2020

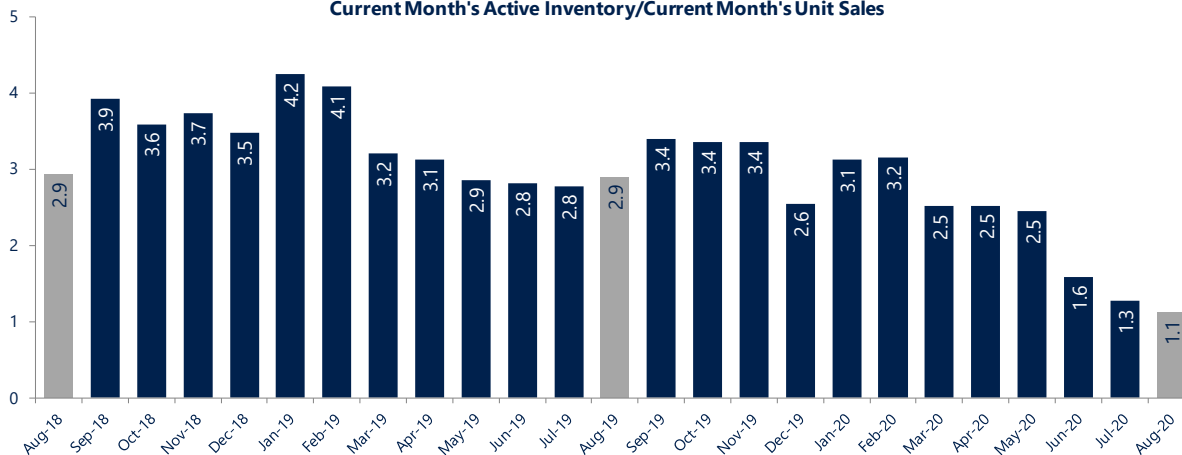
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this August was 22% greater than the same month one year ago.
- In August, there was 1.1 months of supply available, compared to 2.9 in August 2019. That was a decrease of 61% 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
\$1,661,016,885	\$1,362,726,798
Up 22% Vs. Year Ago	

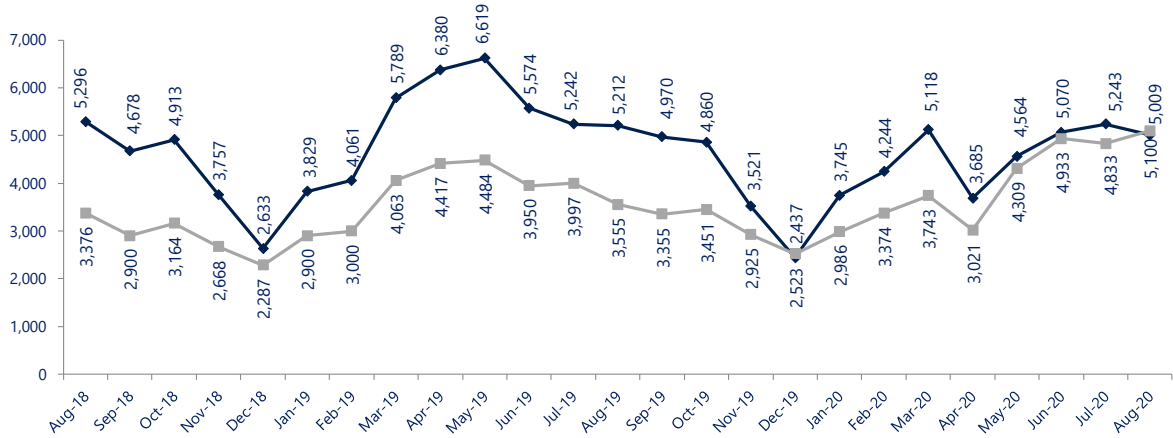
Months of Supply	
Current Month	One Year Ago
1.1	2.9
Down -61% Vs. Year Ago	

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Baltimore Metropolitan Area - August 2020

New Listings & New Contracts

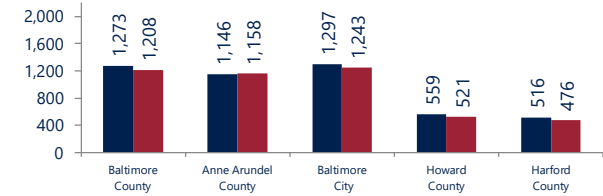
— New Listings — New Contracts (Under Active Contract Status)



New Listings

Of Top Five Counties/Cities Based on Total Units Sold

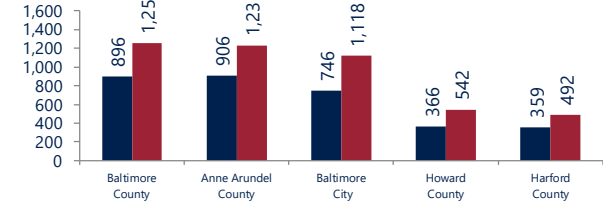
■ One Year Ago ■ Current Month



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold

■ One Year Ago ■ Current Month

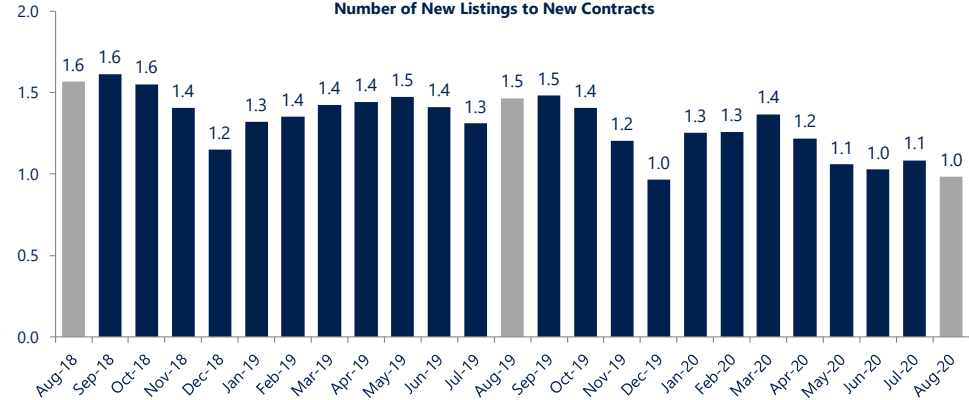


Highlights

- 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 1.0, a decrease of 33% from August 2019.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
5,009	5,212
Down -4% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
5,100	3,555
Up 43% Vs. Year Ago	