



The Long & Foster Market Minute™

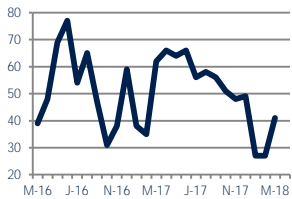
Focus On: Downtown Baltimore, Fells Point, and Butchers Hill Housing Market

March 2018

Zip Code(s): 21201, 21202 and 21231

Units Sold

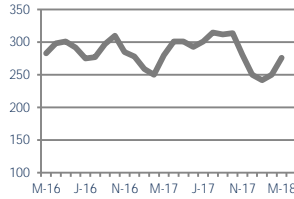
41



Down -34%
Vs. Year Ago

Active Inventory

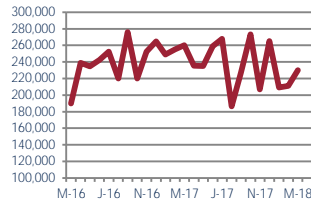
276



Down -1%
Vs. Year Ago

Median Sale Price

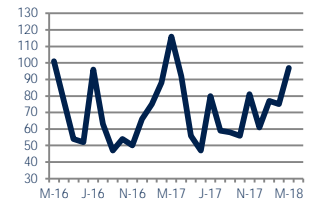
\$230,000



Down -12%
Vs. Year Ago

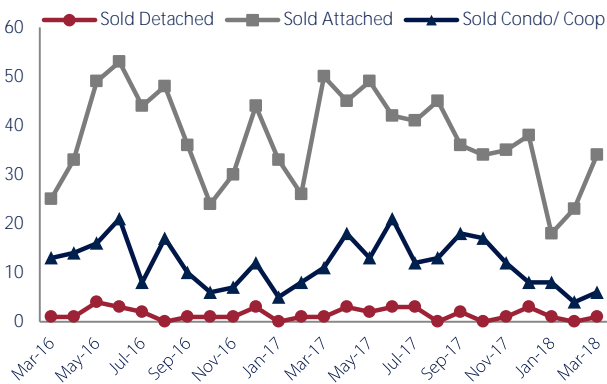
Days On Market

97



Down -16%
Vs. Year Ago

Units Sold*



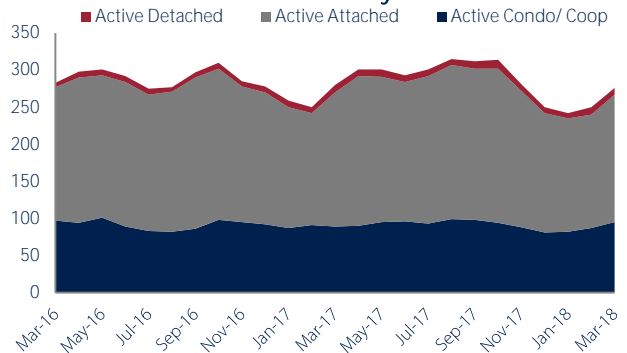
Units Sold

There was an increase in total units sold in March, with 41 sold this month in Downtown Baltimore, Fells Point, and Butchers Hill. This month's total units sold was lower than at this time last year.

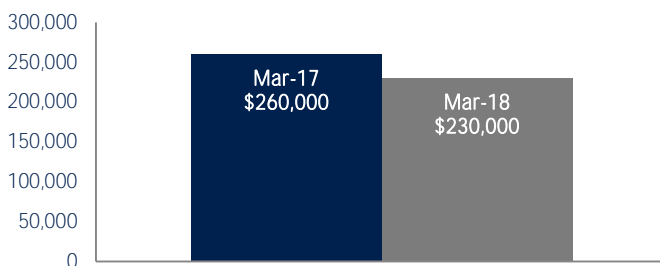
Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 1%. The total number of active inventory this March was 276 compared to 280 in March 2017. This month's total of 276 is higher than the previous month's total supply of available inventory of 250, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Downtown Baltimore, Fells Point, and Butchers Hill Homes was \$260,000. This March, the median sale price was \$230,000, a decrease of 12% or \$30,000 compared to last year. The current median sold price is 9% higher than in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

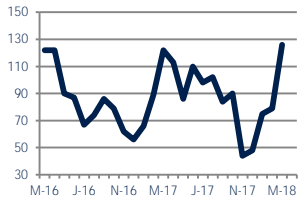




Zip Code(s): 21201, 21202 and 21231

New Listings

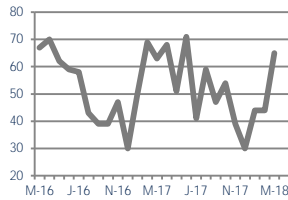
126



Up 3%
Vs. Year Ago

Current Contracts

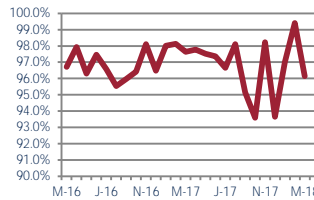
65



Up 3%
Vs. Year Ago

Sold Vs. List Price

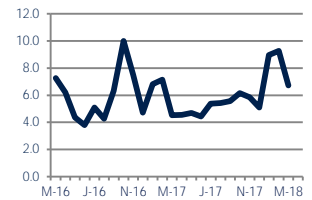
96.1%



Down -1.5%
Vs. Year Ago

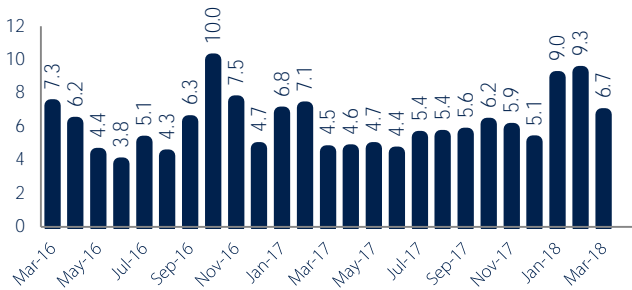
Months of Supply

6.7



Up 49%
Vs. Year Ago

Months Of Supply



Months of Supply

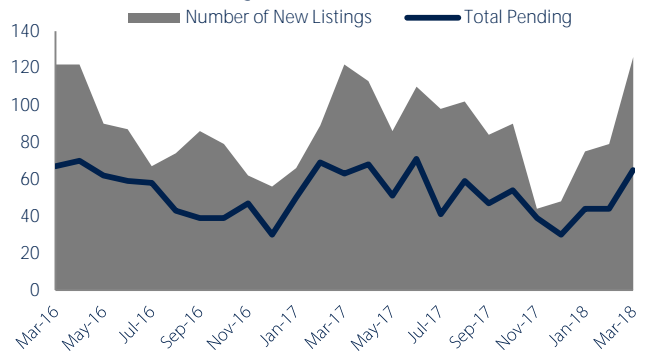
In March, there was 6.7 months of supply available in Downtown Baltimore, Fells Point, and Butchers Hill, compared to 4.5 in March 2017. That is an increase of 49% versus a year ago.

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.

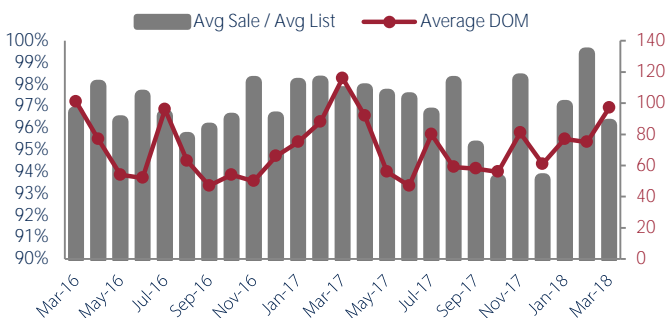
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Downtown Baltimore, Fells Point, and Butchers Hill compared to 122 in March 2017, an increase of 3%. There were 65 current contracts pending sale this March compared to 63 a year ago. The number of current contracts is 3% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Downtown Baltimore, Fells Point, and Butchers Hill was 96.1% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 97, lower than the average last year, which was 116, a decrease of 16%.



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