



The Long & Foster Market Minute™

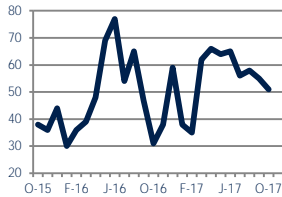
Focus On: Downtown Baltimore, Fells Point, and Butchers Hill Housing Market

October 2017

Zip Code(s): 21201, 21202 and 21231

Units Sold

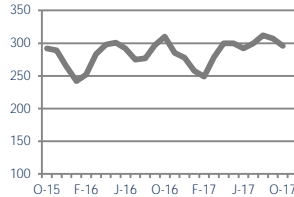
51



Up
Vs. Year Ago

Active Inventory

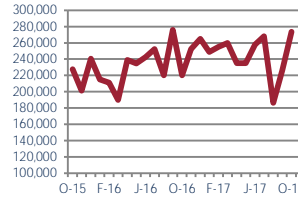
296



Down -5%
Vs. Year Ago

Median Sale Price

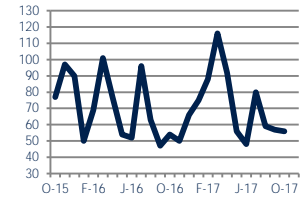
\$273,417



Up 24%
Vs. Year Ago

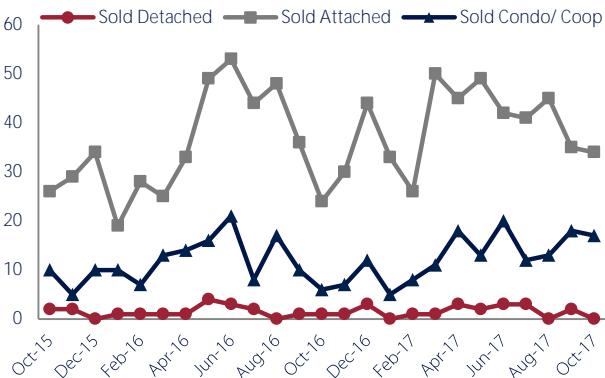
Days On Market

56



Up 4%
Vs. Year Ago

Units Sold*



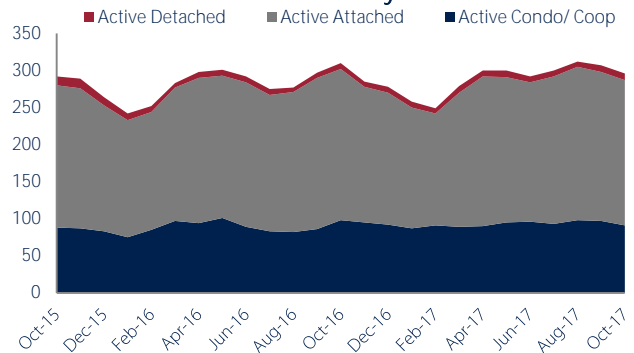
Units Sold

There was a decrease in total units sold in October, with 51 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.

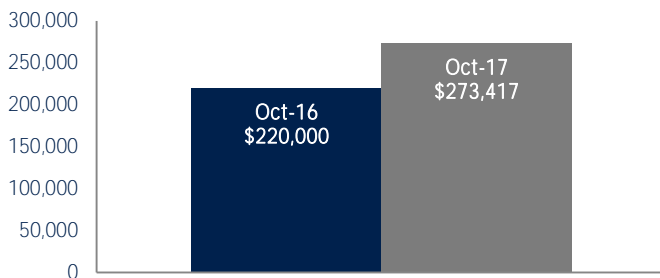
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 5%. The total number of active inventory this October was 296 compared to 310 in October 2016. This month's total of 296 is lower than the previous month's total supply of available inventory of 307, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Downtown Baltimore, Fells Point, and Butchers Hill Homes was \$220,000. This October, the median sale price was \$273,417, an increase of 24% or \$53,417 compared to last year. The current median sold price is 21% higher than in September.

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

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INTERNATIONAL REAL ESTATE

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.

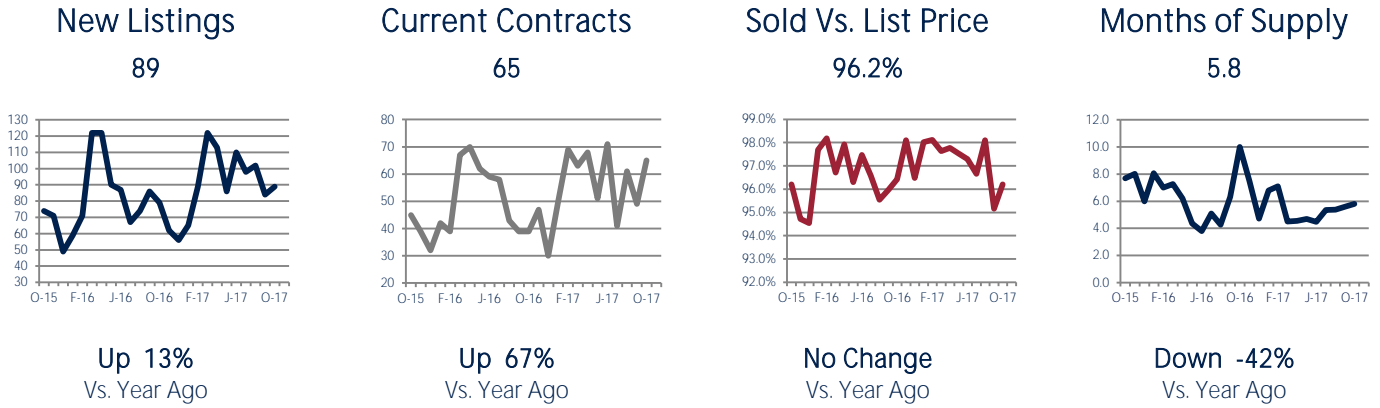
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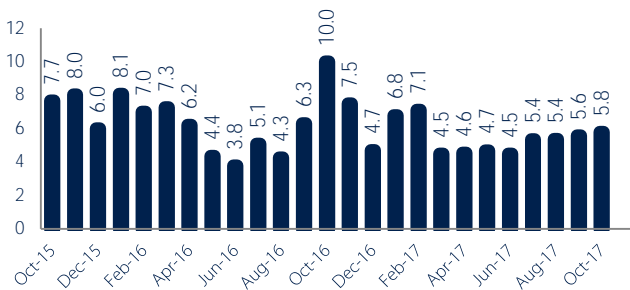
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Months Of Supply



Months of Supply

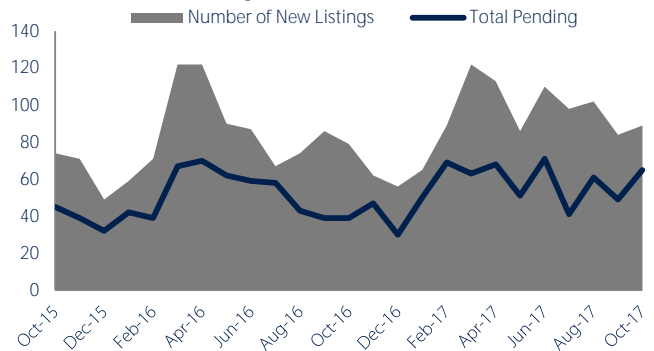
In October, there was 5.8 months of supply available in Downtown Baltimore, Fells Point, and Butchers Hill, compared to 10.0 in October 2016. That is a decrease of 42% versus a year ago.

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.

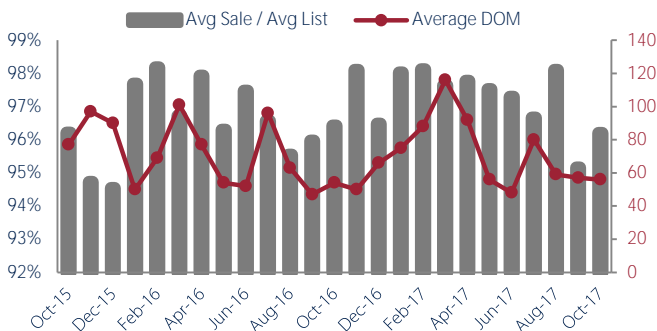
New Listings & Current Contracts

This month there were 89 homes newly listed for sale in Downtown Baltimore, Fells Point, and Butchers Hill compared to 79 in October 2016, an increase of 13%. There were 65 current contracts pending sale this October compared to 39 a year ago. The number of current contracts is 67% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Downtown Baltimore, Fells Point, and Butchers Hill was 96.2% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 56, higher than the average last year, which was 54, an increase of 4%.