



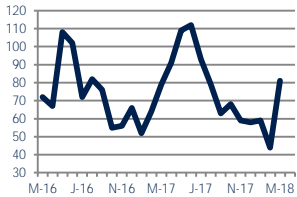
The Long & Foster Market Minute™

Focus On: Federal Hill, Locust Point, and South Baltimore Housing Market

March 2018

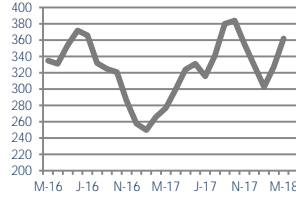
Zip Code(s): 21230

Units Sold
81



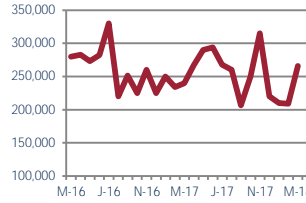
Up 3%
Vs. Year Ago

Active Inventory
362



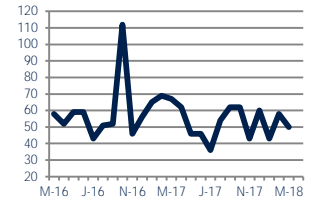
Up 31%
Vs. Year Ago

Median Sale Price
\$266,000



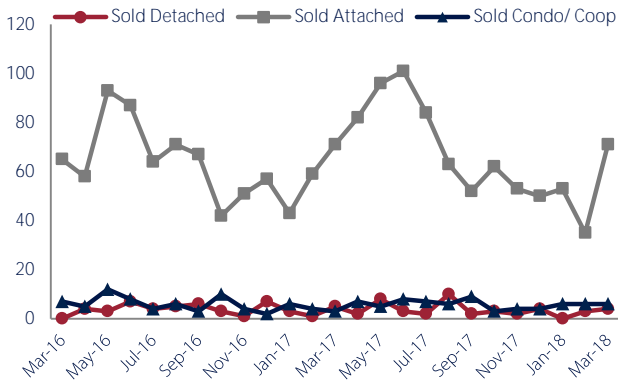
Up 11%
Vs. Year Ago

Days On Market
50



Down -25%
Vs. Year Ago

Units Sold*



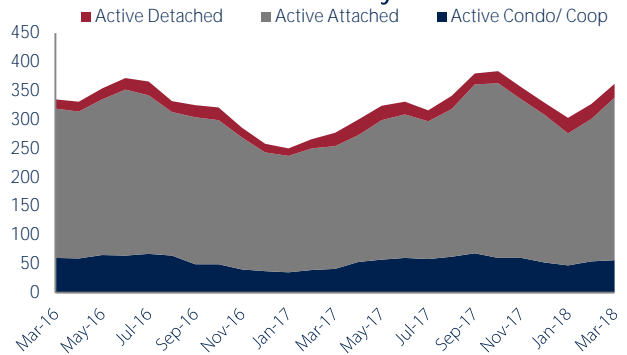
Units Sold

There was an increase in total units sold in March, with 81 sold this month in Federal Hill, Locust Point, and South Baltimore. This month's total units sold was higher than at this time last year.

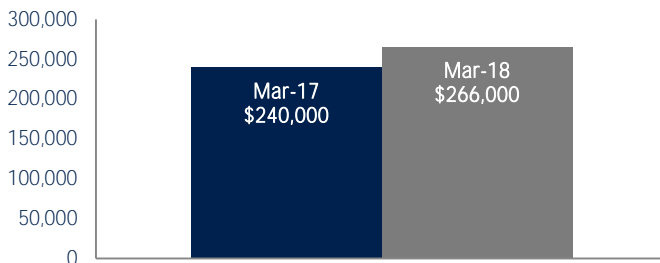
Active Inventory

Versus last year, the total number of homes available this month is higher by 85 units or 31%. The total number of active inventory this March was 362 compared to 277 in March 2017. This month's total of 362 is higher than the previous month's total supply of available inventory of 327, an increase of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Federal Hill, Locust Point, and South Baltimore Homes was \$240,000. This March, the median sale price was \$266,000, an increase of \$26,000 compared to last year. The current median sold price is 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.



Federal Hill, Locust Point, and South Baltimore are defined as properties listed in zip code/s 21230.

*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.

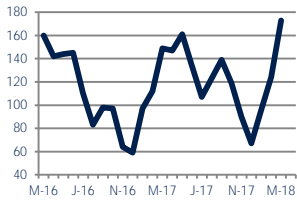
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Zip Code(s): 21230

New Listings

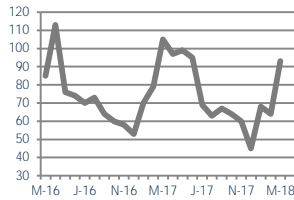
173



Up 16%
Vs. Year Ago

Current Contracts

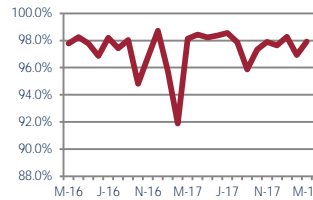
93



Down -11%
Vs. Year Ago

Sold Vs. List Price

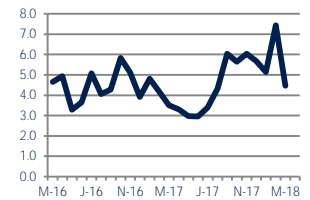
97.9%



No Change
Vs. Year Ago

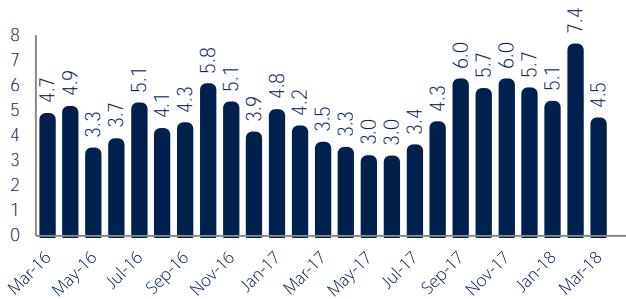
Months of Supply

4.5



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

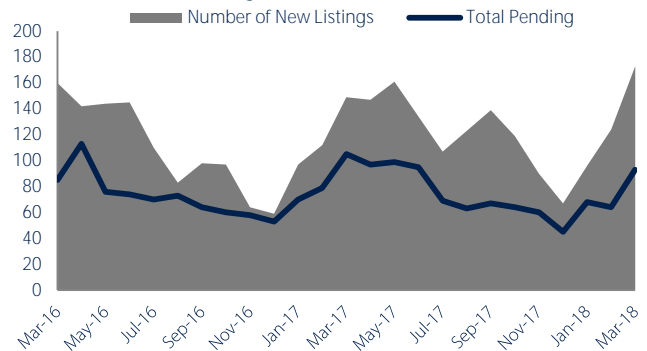
In March, there was 4.5 months of supply available in Federal Hill, Locust Point, and South Baltimore, compared to 3.5 in March 2017. That is an increase of 27% versus a year ago.

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.

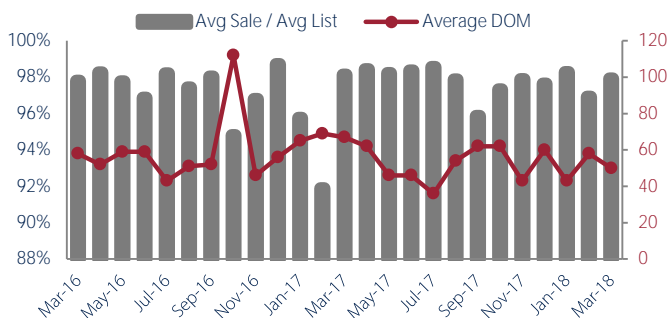
New Listings & Current Contracts

This month there were 173 homes newly listed for sale in Federal Hill, Locust Point, and South Baltimore compared to 149 in March 2017, an increase of 16%. There were 93 current contracts pending sale this March compared to 105 a year ago. The number of current contracts is 11% lower 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 Federal Hill, Locust Point, and South Baltimore was 97.9% 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 50, lower than the average last year, which was 67, a decrease of 25%.



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