



The Long & Foster Market Minute™

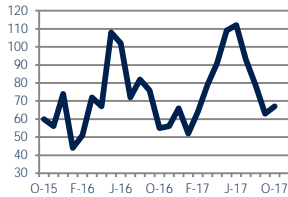
Focus On: Federal Hill, Locust Point, and South Baltimore Housing Market

October 2017

Zip Code(s): 21230

Units Sold

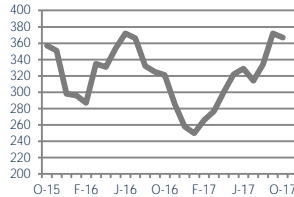
67



Up 22%
Vs. Year Ago

Active Inventory

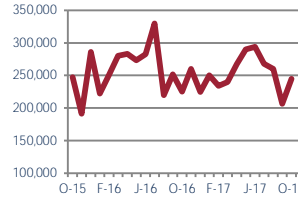
367



Up 14%
Vs. Year Ago

Median Sale Price

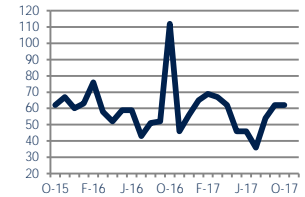
\$245,000



Up 9%
Vs. Year Ago

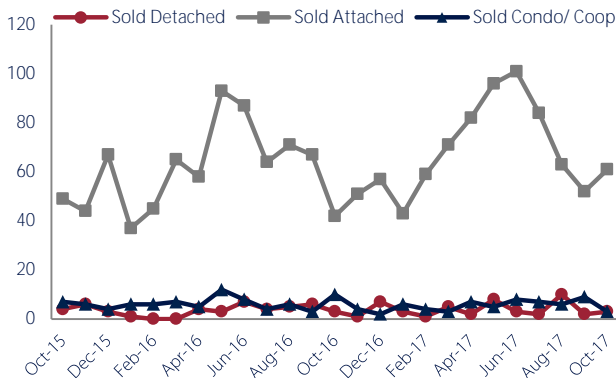
Days On Market

62



Down -45%
Vs. Year Ago

Units Sold*



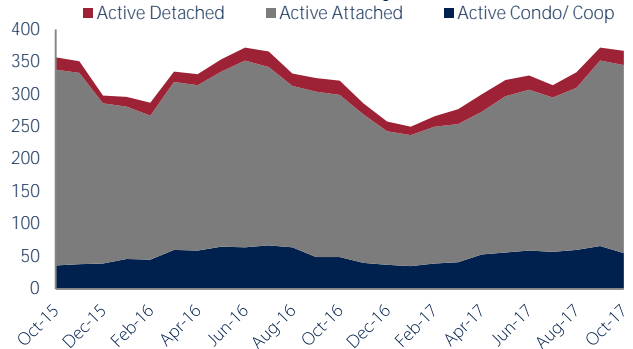
Units Sold

There was an increase in total units sold in October, with 67 sold this month in Federal Hill, Locust Point, and South Baltimore versus 63 last month, an increase of 6%. This month's total units sold was higher than at this time last year, an increase of 22% versus October 2016.

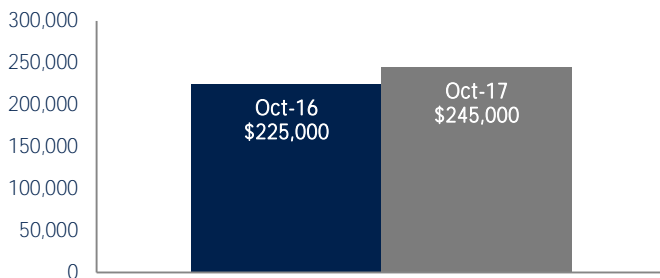
Active Inventory

Versus last year, the total number of homes available this month is higher by 46 units or 14%. The total number of active inventory this October was 367 compared to 321 in October 2016. This month's total of 367 is lower than the previous month's total supply of available inventory of 372, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Federal Hill, Locust Point, and South Baltimore Homes was \$225,000. This October, the median sale price was \$245,000, an increase of 9% or \$20,000 compared to last year. The current median sold price is 19% 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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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.

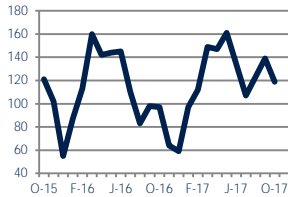
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Zip Code(s): 21230

New Listings

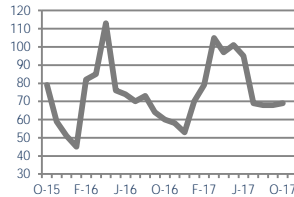
119



Up 23%
Vs. Year Ago

Current Contracts

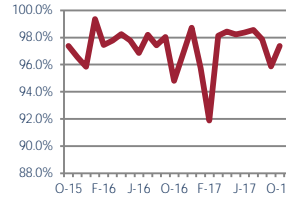
69



Up 15%
Vs. Year Ago

Sold Vs. List Price

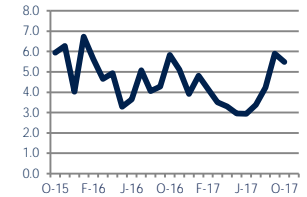
97.4%



Up 2.7%
Vs. Year Ago

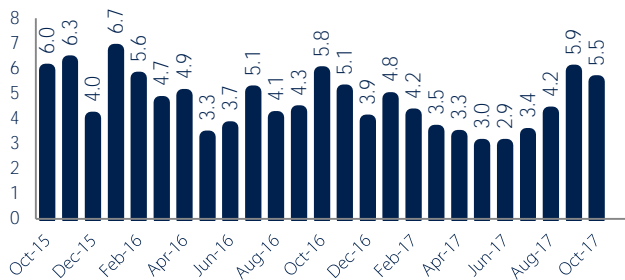
Months of Supply

5.5



Down -6%
Vs. Year Ago

Months Of Supply



Months of Supply

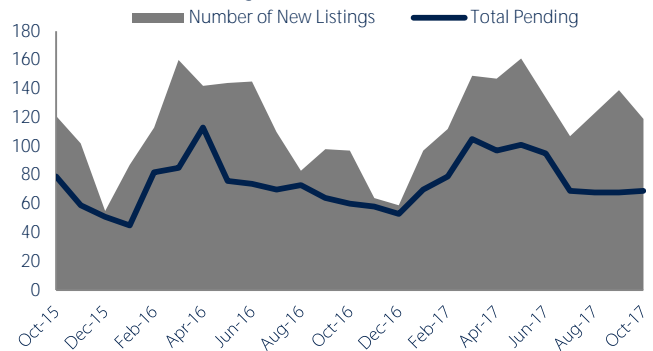
In October, there was 5.5 months of supply available in Federal Hill, Locust Point, and South Baltimore, compared to 5.8 in October 2016. That is a decrease of 6% versus a year ago.

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.

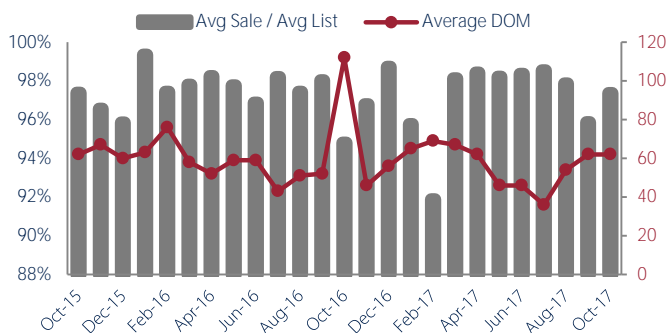
New Listings & Current Contracts

This month there were 119 homes newly listed for sale in Federal Hill, Locust Point, and South Baltimore compared to 97 in October 2016, an increase of 23%. There were 69 current contracts pending sale this October compared to 60 a year ago. The number of current contracts is 15% 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 Federal Hill, Locust Point, and South Baltimore was 97.4% of the average list price, which is 2.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 112, a decrease of 45%.