

## November 2016

### Baltimore County, MD

#### Sold Summary

|                            | Nov 2016      | Nov 2015      | % Change |
|----------------------------|---------------|---------------|----------|
| Sold Dollar Volume         | \$200,223,104 | \$158,782,802 | 26.10%   |
| Avg Sold Price             | \$258,352     | \$240,945     | 7.22%    |
| Median Sold Price          | \$215,000     | \$203,500     | 5.65%    |
| Units Sold                 | 775           | 659           | 17.60%   |
| Avg Days on Market         | 62            | 72            | -13.89%  |
| Avg List Price for Solds   | \$266,381     | \$248,070     | 7.38%    |
| Avg SP to OLP Ratio        | 94.5%         | 92.8%         | 1.75%    |
| Ratio of Avg SP to Avg OLP | 94.8%         | 93.8%         | 1.01%    |
| Attached Avg Sold Price    | \$180,210     | \$178,060     | 1.21%    |
| Detached Avg Sold Price    | \$309,336     | \$290,979     | 6.31%    |
| Attached Units Sold        | 306           | 292           | 4.79%    |
| Detached Units Sold        | 469           | 367           | 27.79%   |

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

#### Inventory

|                     | Nov 2016 | Nov 2015 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 2,702    | 3,252    | -16.91%  |
| New Listings        | 911      | 976      | -6.66%   |
| New Under Contracts | 650      | 563      | 15.45%   |
| New Contingents     | 248      | 274      | -9.49%   |
| New Pendings        | 898      | 837      | 7.29%    |
| All Pendings        | 1,594    | 1,618    | -1.48%   |

#### Financing (Sold)

|              |     |
|--------------|-----|
| Assumption   | 0   |
| Cash         | 167 |
| Conventional | 295 |
| FHA          | 214 |
| Other        | 61  |
| Owner        | 0   |
| VA           | 38  |

#### Days on Market (Sold)

|            |     |
|------------|-----|
| 0          | 13  |
| 1 to 10    | 161 |
| 11 to 20   | 94  |
| 21 to 30   | 78  |
| 31 to 60   | 156 |
| 61 to 90   | 79  |
| 91 to 120  | 75  |
| 121 to 180 | 71  |
| 181 to 360 | 40  |
| 361 to 720 | 8   |
| 721+       | 0   |

#### Sold Detail

| Price Ranges               | Residential  |             |            |             |              |             | Condo/Coop | Active Listings |             |            |
|----------------------------|--------------|-------------|------------|-------------|--------------|-------------|------------|-----------------|-------------|------------|
|                            | 2 or Less BR |             | 3 BR       |             | 4 or More BR |             | All        | Residential     |             | Condo/Coop |
|                            | Detached     | Attached/TH | Detached   | Attached/TH | Detached     | Attached/TH | Attached   | Detached        | Attached/TH | Attached   |
| < \$50,000                 | 1            | 2           | 1          | 1           | 1            | 0           | 1          | 17              | 8           | 2          |
| \$50K to \$99,999          | 7            | 8           | 14         | 31          | 8            | 3           | 11         | 42              | 46          | 23         |
| \$100K to \$149,999        | 7            | 6           | 29         | 43          | 11           | 2           | 16         | 94              | 148         | 48         |
| \$150K to \$199,999        | 4            | 3           | 50         | 49          | 18           | 5           | 17         | 221             | 159         | 60         |
| \$200K to \$299,999        | 4            | 0           | 69         | 60          | 71           | 11          | 8          | 444             | 196         | 60         |
| \$300K to \$399,999        | 1            | 0           | 27         | 10          | 47           | 5           | 4          | 289             | 69          | 29         |
| \$400K to \$499,999        | 0            | 0           | 10         | 1           | 29           | 0           | 6          | 203             | 16          | 14         |
| \$500K to \$599,999        | 0            | 0           | 3          | 1           | 23           | 1           | 1          | 147             | 13          | 2          |
| \$600K to \$799,999        | 0            | 0           | 2          | 0           | 17           | 0           | 0          | 170             | 8           | 3          |
| \$800K to \$999,999        | 0            | 0           | 0          | 0           | 6            | 0           | 0          | 65              | 1           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0          | 0           | 9            | 0           | 0          | 84              | 0           | 2          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 13              | 1           | 0          |
| \$5,000,000+               | 0            | 0           | 0          | 0           | 0            | 0           | 0          | 5               | 0           | 0          |
| <b>Total</b>               | <b>24</b>    | <b>19</b>   | <b>205</b> | <b>196</b>  | <b>240</b>   | <b>27</b>   | <b>64</b>  | <b>1,794</b>    | <b>665</b>  | <b>243</b> |
| Avg Sold Price             | \$142,175    | \$99,618    | \$230,440  | \$177,909   | \$393,443    | \$235,651   | \$187,794  |                 |             |            |
| Prev Year - Avg Sold Price | \$158,134    | \$122,283   | \$233,386  | \$173,903   | \$374,541    | \$278,964   | \$173,064  |                 |             |            |
| Avg Sold % Change          | -10.09%      | -18.53%     | -1.26%     | 2.30%       | 5.05%        | -15.53%     | 8.51%      |                 |             |            |
| Prev Year - # of Solds     | 38           | 24          | 159        | 162         | 170          | 24          | 82         |                 |             |            |

#### Active Detail