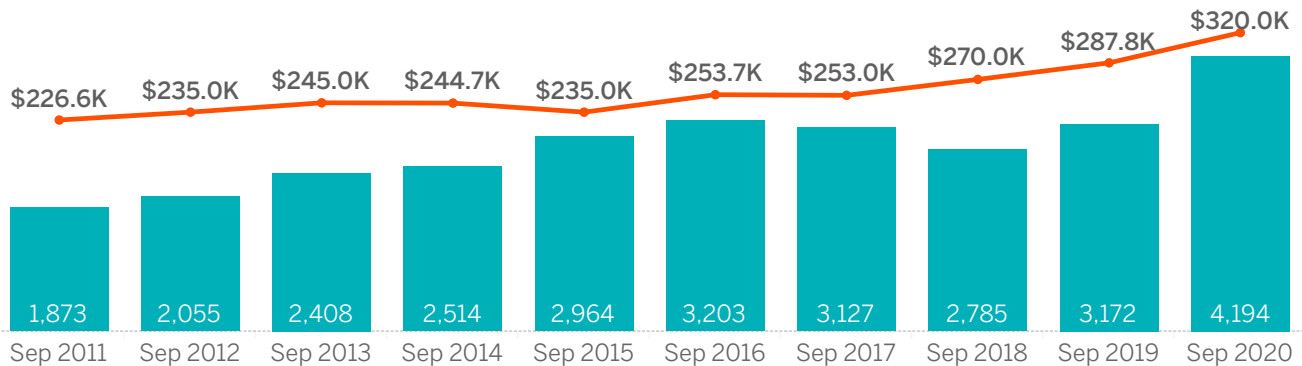


September 2020 Baltimore Metro Market Activity

Data as of October 6, 2020

	Med Sale \$	Med Sale \$/Sqft	Closed Sales	Med Days on Market	Months of Supply	New Listings	Active Listings	New Pending
Sep 2020	\$320.0K	\$169	4,194	9 Days	1.37	5,188	4,813	4,661
vs. Sep 2019	\$287.8K ▲ 11.2%	\$158 ▲ 7.0%	3,172 ▲ 32.2%	27 Days ▼ -18 Days	3.36 ▼ -59.1%	4,860 ▲ 6.8%	10,162 ▼ -52.6%	3,691 ▲ 26.3%
vs. Aug 2020	\$325.9K ▼ -1.8%	\$167 ▲ 1.2%	4,266 ▼ -1.7%	10 Days ▼ -1 Day	1.36 ▲ 0.8%	4,917 ▲ 5.5%	4,668 ▲ 3.1%	4,979 ▼ -6.4%

Baltimore Metro: September Home Sales and Median Prices



SUMMARY

The Baltimore Metro showed little signs of cooling off entering into the fall, as days on the market fell to single digits for the first time. As well, median sales prices for single-family homes marked a new decade high of **\$405.0K**.

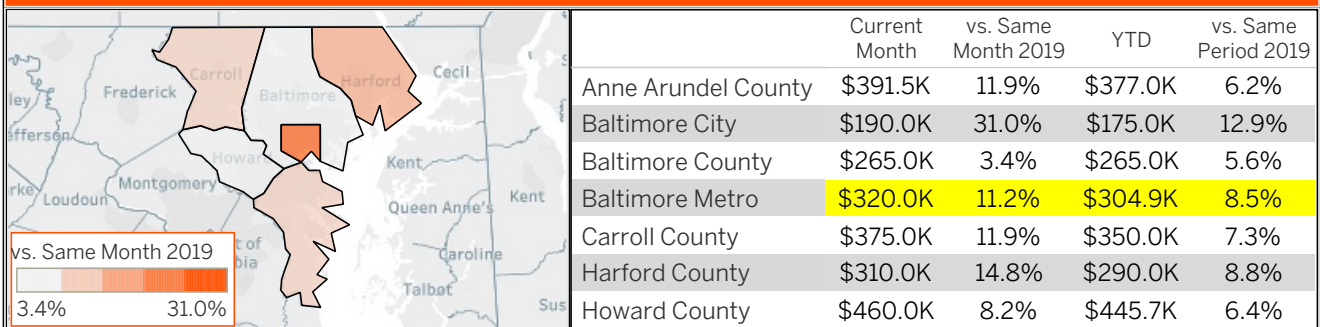
Area buyers took a strong interest in townhomes; sales of these units hit an overall ten year highs, with new pending sales up 34.4%.

FIVE THINGS TO KNOW: MEDIAN SALES PRICE

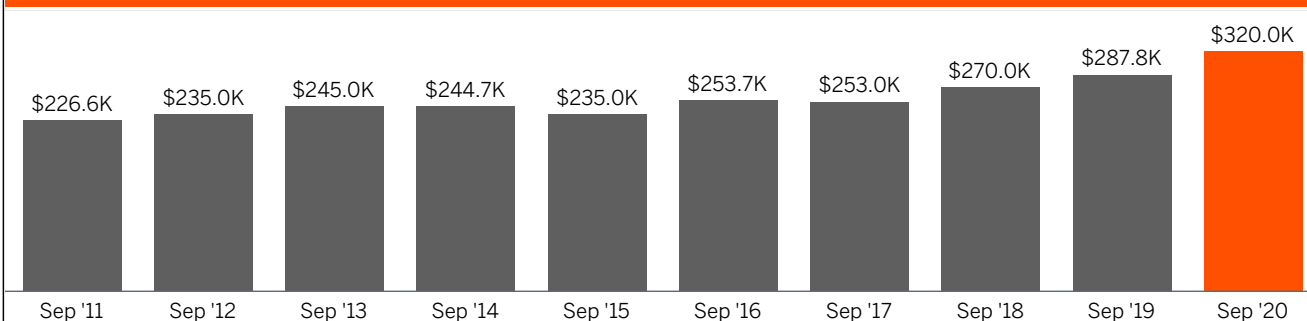
Single-family homes sold for a ten-year record median sales price as overall home sale prices achieved September highs.

1. Detached homes had a median sales price of \$405.0K, a decade best, up 12.5%. On average, the month gained +3.7% on a year over year basis for the past five years.
2. Anne Arundel remained one of the hottest areas in the metro, with single-family homes selling for a county record of \$485.0K (+21.3%). Detached homes in Hanover sold for \$568.3K (+16.0%).
3. Harford's median sales price for single-family homes hit an overall ten-year record of \$396.9K (+22.1%). Bel Air detached homes cleared for a decade-high of \$437.5K (+13.7%).
4. Townhomes in Baltimore County sold for a ten-year record price of \$236.0K (+7.3%). Owings Mills townhomes sold for \$262.5K (+7.2%)
5. In Howard County, attached homes sold for a ten-year high of \$351.6K (+7.4%). Hanover attached units closed for \$420.0K (+17.5%).

MEDIAN SALES PRICE FOR THE MONTH VS. SAME MONTH YEAR-AGO



BALTIMORE METRO TEN YEAR TREND: MEDIAN SALES PRICE

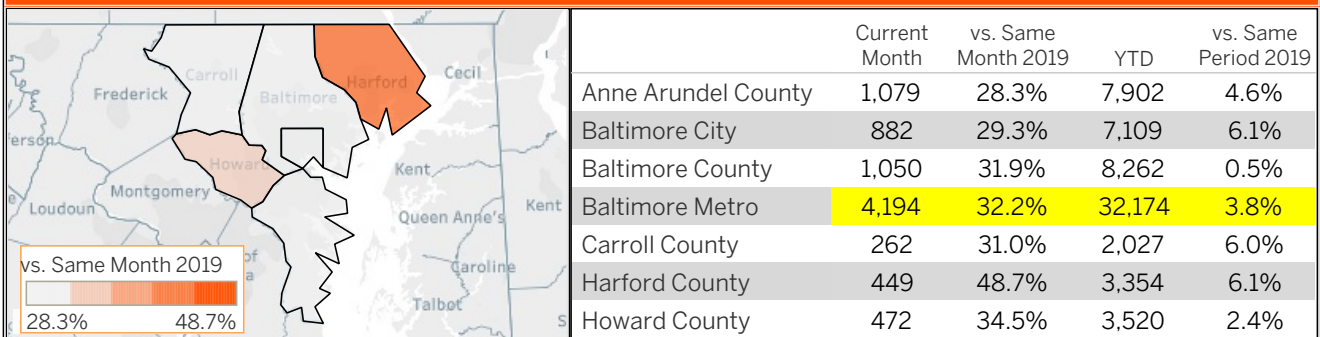


FIVE THINGS TO KNOW: CLOSED SALES

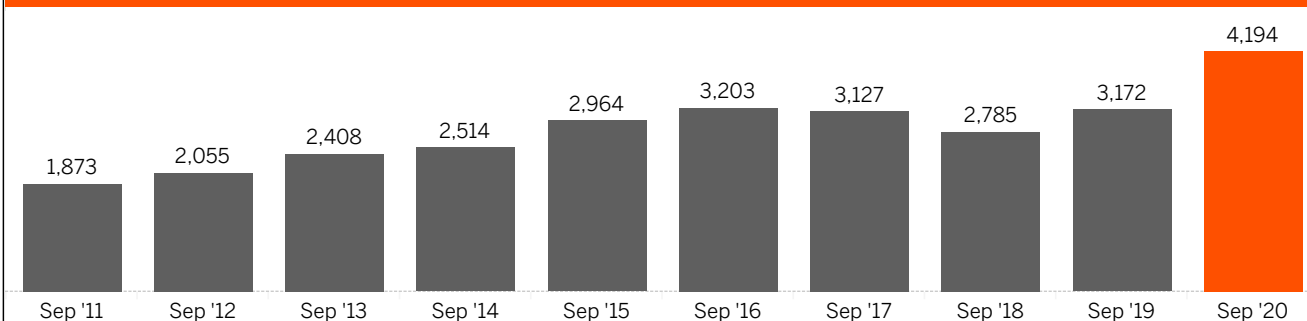
Townhome sales hit ten-year overall highs.

1. Sales of townhomes (2,051, up 33.6%) had their largest year over year gain in over seven years. Sales grew 1.2% month to month when typically, they fall off -13.6% August to September.
2. Baltimore City saw a September record 671 townhome sales (+27.8%). Canton townhome sales (40) advanced +135.3%.
3. Townhome sale in Baltimore County (348, +37.5%) had their most significant year over year gain in five years. Ellicott City townhome sales (34) improved by 47.8%
4. Anne Arundel hit a county all-time high 418 attached home sales for the month (+37.5%). Attached home sales in Laurel (76) improved +61.7%.
5. Sales of townhomes in Howard County (146) gained 57.0%. Columbia townhome sales (55) rose by 52.8%.

CLOSED SALES FOR THE MONTH VS. SAME MONTH YEAR-AGO



BALTIMORE METRO TEN YEAR TREND: CLOSED SALES



FIVE THINGS TO KNOW: NEW PENDING SALES

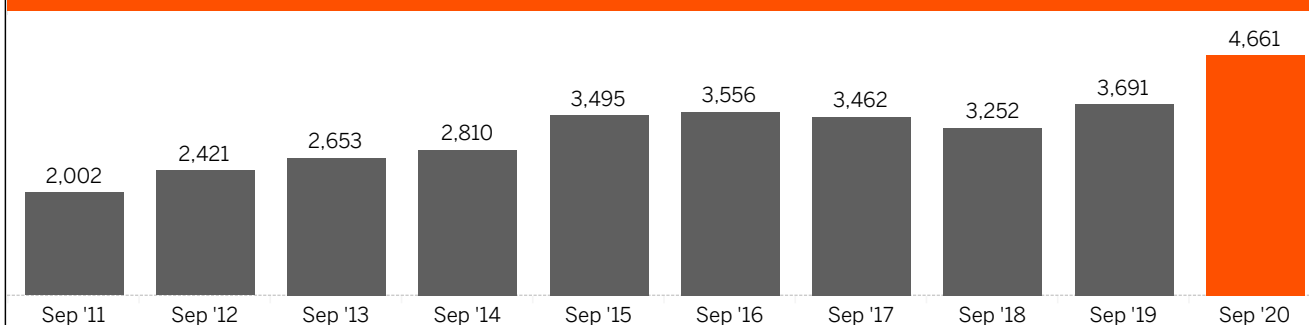
New pending townhome sales captured a September record and continued to increase year over year.

1. Upcoming townhome sales (1,841) grew by 34.4%, the fourth-highest in a decade.
2. New pending sales of townhomes in Anne Arundel grew a ten-year high 56.9% (339). Glen Burnie saw townhome new pending sales (58) advance 65.7%.
3. Carroll County's new pending attached home sales (57, +83.9%) expanded by double digits for the fourth straight month. Westminster new pending townhome sales (13) gained 62.5%
4. Harford County (144) marked a 48.5% rise in new pending townhome sales. Abingdon (46, +109.1%) more than doubled compared to last September.
5. Howard County's 44.8% gain (152) outpaced all other housing categories. Columbia saw new pending townhome sales (61) rise by 32.6%.

NEW PENDING SALES FOR THE MONTH VS. SAME MONTH YEAR-AGO

	Current Month	vs. Same Month 2019	YTD	vs. Same Period 2019
Anne Arundel County	1,185	33.5%	8,933	-0.7%
Baltimore City	1,069	21.5%	7,924	-8.9%
Baltimore County	1,206	25.4%	9,207	-6.9%
Baltimore Metro	4,661	26.3%	35,795	-4.6%
Carroll County	286	47.4%	2,280	3.9%
Harford County	459	27.5%	3,660	-1.4%
Howard County	456	12.0%	3,791	-5.6%

BALTIMORE METRO TEN YEAR TREND: NEW PENDING SALES

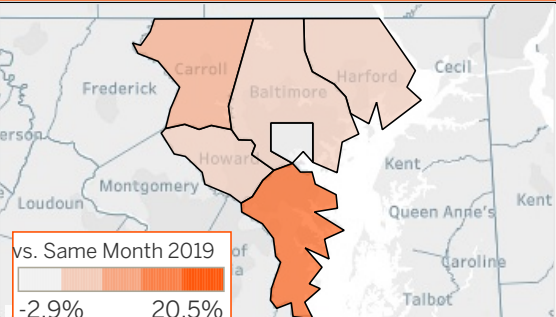


FIVE THINGS TO KNOW: NEW LISTINGS

New listing volume had its first year over year gain in four months. However, it was not enough to improve the metro's low inventory supply.

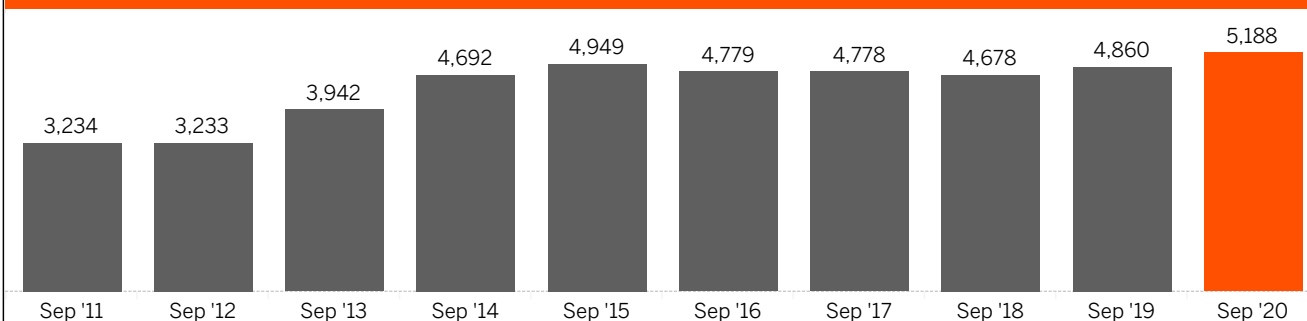
1. Sellers showed signs of returning to the market, as September's 6.7% gain improved on the average -16.2% year over year decline seen for the past four months. However, the area's months of supply remained virtually unchanged from last month (1.37 months).
2. Anne Arundel had its best September in a decade for new attached home listings (472, up 15.1%). Crofton saw new attached listings (34) improve by 41.7%.
3. Baltimore County reported a 16.8% improvement in townhome new listings (411). Parkville (53) posted 96.3% better results in the category.
4. In Howard County, growth in new listings of attached homes (228, +22.6%) outpaced declines in detached units (279, -6.1%). Columbia attached home new listings (104) rose 38.7%, while Sykesville single-family home new listings (47) fell off -20.3%.
5. Baltimore City experienced a -21.2% erosion in new single-family home listings (208). Gwynn Oak detached home new listings (44) lost ground by -27.9%.

NEW LISTINGS FOR THE MONTH VS. SAME MONTH YEAR-AGO



	Current Month	vs. Same Month 2019	YTD	vs. Same Period 2019
Anne Arundel County	1,283	20.5%	9,928	-6.6%
Baltimore City	1,274	-2.9%	10,178	-14.0%
Baltimore County	1,343	6.3%	10,225	-13.1%
Baltimore Metro	5,188	6.8%	41,109	-11.8%
Carroll County	295	9.3%	2,414	-12.3%
Harford County	486	4.3%	3,938	-12.9%
Howard County	507	5.0%	4,426	-12.9%

BALTIMORE METRO TEN YEAR TREND: NEW LISTINGS

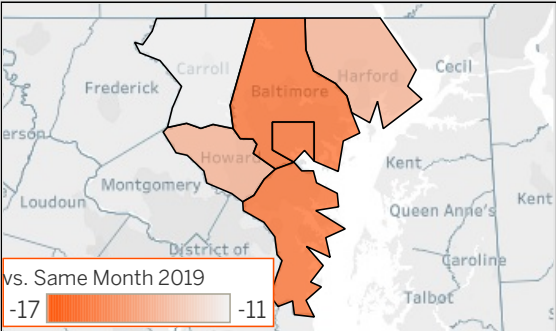


FIVE THINGS TO KNOW: MEDIAN DAYS ON THE MARKET

Days on the market for the Baltimore Metro slipped to single digits for the first time.

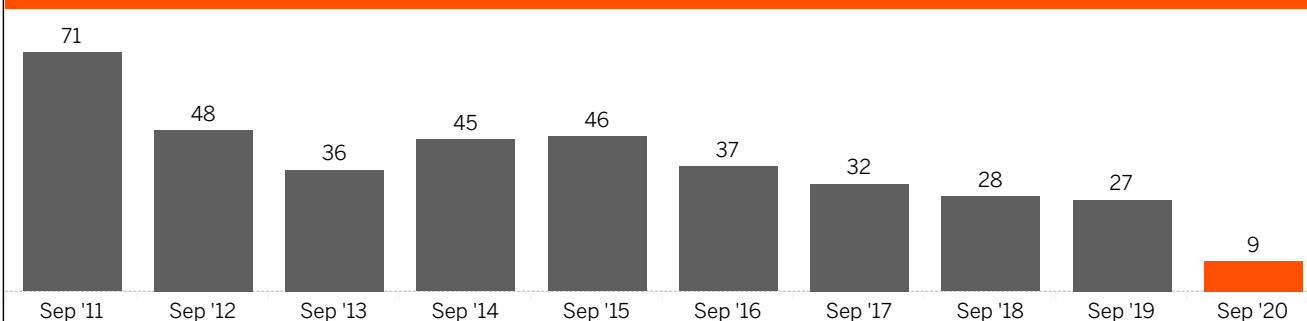
1. Sales of homes on the market for ten days or less (2,253) rose by 145.2%. Most jurisdictions recorded all-time lows.
2. Harford County homes came off the market less than a week. Abingdon reported four days on the market, down from 15 days.
3. Howard County single-family homes stayed on the market for seven days - a nearly one month decline (29 days). Mount Airy homes remained up for sale for a week, compared to 36 days last September.
4. Anne Arundel attached homes spent a record low one week on the market, down two weeks from last year and two days from last month. Attached units in Laurel reported six days on the market, coming off nearly two weeks earlier.
5. Baltimore County marked new lows. Days on the market in Joppa plummeted to 6 days compared to 50 days last September.

MEDIAN DAYS ON THE MARKET FOR THE MONTH VS. SAME MONTH YEAR-AGO



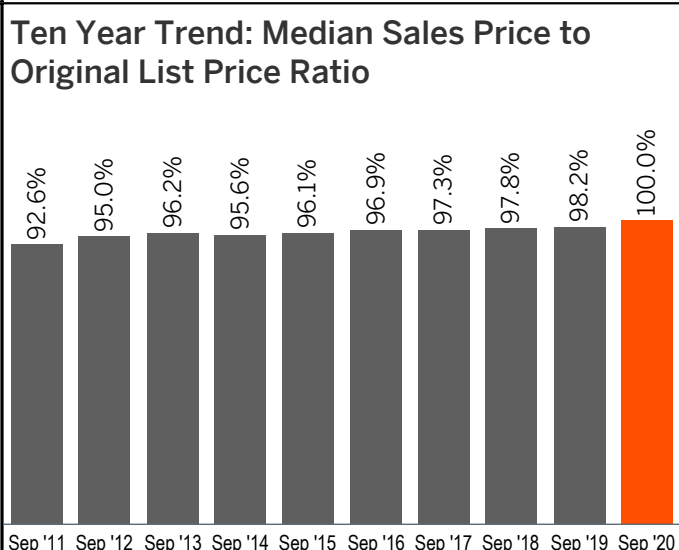
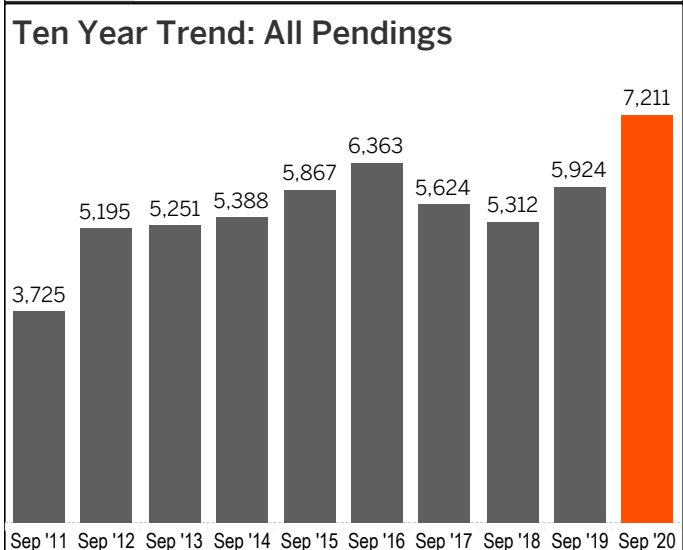
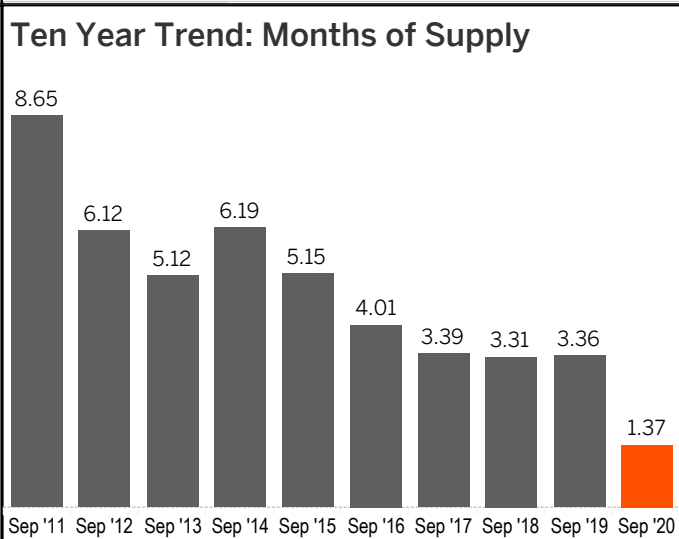
	Current Month	vs. Same Month 2019	YTD	Change vs. Same Period 2019
Anne Arundel County	9	-17	13	-12
Baltimore City	18	-17	29	-5
Baltimore County	8	-17	15	-9
Baltimore Metro	9	-18	15	-10
Carroll County	7	-11	12	-10
Harford County	5	-14	9	-10
Howard County	7	-14	10	-7

BALTIMORE METRO TEN YEAR TREND: MEDIAN DAYS ON THE MARKET



Closed Sales by Days on Market				Closed Sales by Price Range			
	Sep '19	Sep '20	Percent Change YoY		Sep '19	Sep '20	Percent Change YoY
0 to 10 Days	919	2,253	145.2%	< \$50K	179	105	-41.3%
11 to 20 Days	469	522	11.3%	\$50K - \$99K	159	154	-3.1%
21 to 30 Days	300	277	-7.7%	\$100K to \$149K	207	208	0.5%
31 to 60 Days	586	430	-26.6%	\$150K to \$199K	327	403	23.2%
61 to 90 Days	323	200	-38.1%	\$200K to \$299K	800	1,054	31.8%
91 to 120 Days	195	119	-39.0%	\$300K to \$399K	679	906	33.4%
121 to 180 Days	203	168	-17.2%	\$400K to \$499K	366	532	45.4%
181 to 360 Days	145	170	17.2%	\$500K to \$599K	219	345	57.5%
361 to 720 Days	31	49	58.1%	\$600K to \$799K	152	315	107.2%
361+ Days	32	55	71.9%	\$800K to \$999K	47	86	83.0%
				\$1M - \$2.4M	35	80	128.6%
				\$2.5M to \$4,999,999	2	6	200.0%
				\$5M+	0	0	

Ten Year Trend: Sales by Unit Type					
	Med Sale \$	Attached: All	Attached: Condo/..	Attached: TH	Detached: All
Sep 2011	\$226.6K	\$165.0K	\$175.0K	\$162.5K	\$284.9K
Sep 2012	\$235.0K	\$180.0K	\$183.0K	\$176.0K	\$300.0K
Sep 2013	\$245.0K	\$195.0K	\$200.0K	\$190.0K	\$305.0K
Sep 2014	\$244.7K	\$185.0K	\$200.0K	\$175.0K	\$302.5K
Sep 2015	\$235.0K	\$181.3K	\$205.0K	\$175.0K	\$290.0K
Sep 2016	\$253.7K	\$195.0K	\$207.0K	\$195.0K	\$315.0K
Sep 2017	\$253.0K	\$199.5K	\$214.0K	\$194.0K	\$317.0K
Sep 2018	\$270.0K	\$205.0K	\$212.5K	\$205.0K	\$350.0K
Sep 2019	\$287.8K	\$220.0K	\$220.0K	\$220.3K	\$360.0K
Sep 2020	\$320.0K	\$250.0K	\$244.9K	\$255.0K	\$405.0K



About the Baltimore Metro Housing Market Update

The Baltimore Metro Area Housing Market Update provides unique insights into the state of the current housing market by measuring the number of new pending sales, trends by home characteristics, and key indicators through the most recent month compiled directly from Multiple Listing Service (MLS) data in ShowingTime's proprietary database. The Baltimore Metro Area housing market includes: Anne Arundel County, Baltimore City, Baltimore County, Carroll County, Harford County, and Howard County.

Data provided by MarketStats by ShowingTime, based on listing activity from Bright MLS.

About Bright MLS

The Bright MLS real estate service area spans 40,000 square miles throughout the Mid-Atlantic region, including Delaware, Maryland, New Jersey, Pennsylvania, Virginia, Washington, D.C. and West Virginia. As a leading Multiple Listing Service (MLS), Bright serves approximately 95,000 real estate professionals who in turn serve over 20 million consumers. For more information, please visit www.brightmls.com.

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