Focus On: Baltimore City Housing Market

April 2012

<table>
<thead>
<tr>
<th>Units Sold</th>
<th>Active Inventory</th>
<th>Median Sale Price</th>
<th>Days On Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>429</td>
<td>3,477</td>
<td>$120,500</td>
<td>101</td>
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</tbody>
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**Units Sold**

There was a decrease in total units sold in April, with 429 sold this month in Baltimore City versus 442 last month, a decrease of 3%. This month’s total units sold was lower than at this time last year, a decrease of 13% versus April 2011.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 1,642 units or 32%. The total number of active inventory this April was 3477 compared to 5119 in April 2011. This month’s supply remained stable as compared to last month.

**Median Sale Price**

Last April, the median sale price for Baltimore City Homes was $99,000. This April, the median sale price was $120,500, an increase of $21,500 compared to last year. The current median sold price is higher than in March.

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

*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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In April, there was 8.1 months of supply available in Baltimore City, compared to 10.4 in April 2011. That is a decrease of 22% 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.

This month there were 915 homes newly listed for sale in Baltimore City compared to 1,021 in April 2011, a decrease of 10%. There were 640 current contracts pending sale this April compared to 513 a year ago. The number of current contracts is 25% higher than last April.

In April, the average sale price in Baltimore City was 95.5% of the average list price, which is similar compared to a year ago.

This month, the average number of days on market was 101, lower than the average last year, which was 104, a decrease of 3%.

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