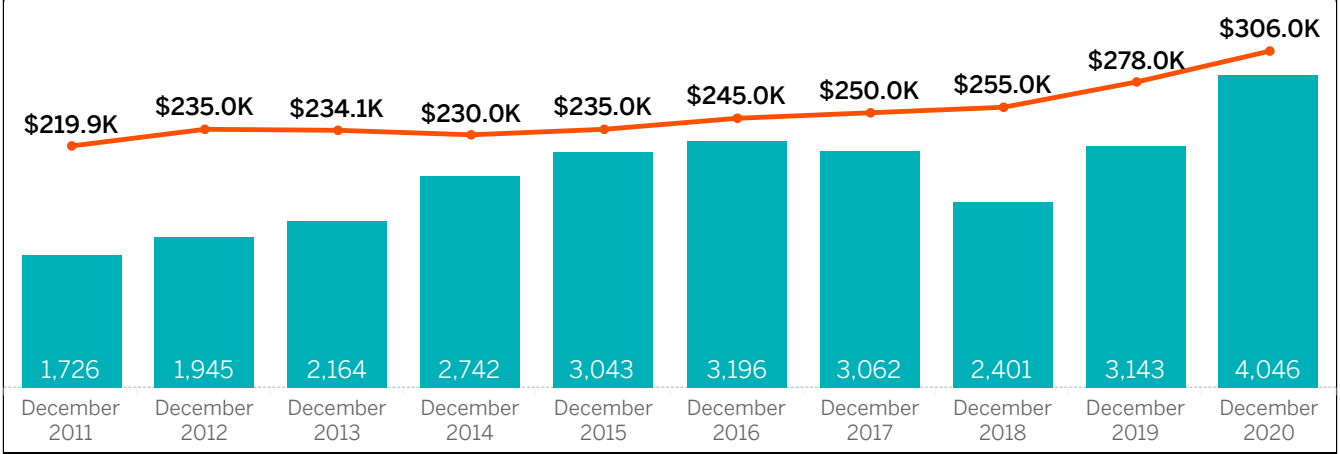
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December 2020 Baltimore Metro Market Activity
Data as of January 7, 2021

	Med Sale $	Med Sale $/Sqft	Closed Sales	Med Days on Market	Months of Supply	New Listings	Active Listings	New Pendings
Dec 2020	$306.0K	$170	4,046	9 Days	0.95	2,931	3,569	3,227
vs. Dec 2019	$278.0K ▲ 10.1%	$153 ▲ 11.1%	3,143 ▲ 28.7%	33 Days ▼ -24	2.18 ▼ -56.4%	2,441 ▲ 20.1%	7,413 ▼ -51.9%	2,752 ▲ 17.3%
vs. Nov 2020	$322.0K ▼ -5.0%	$170 N/C	3,835 ▲ 5.5%	8 Days ▲ 1	1.18 ▼ -19.5%	3,683 ▼ -20.4%	4,324 ▼ -17.5%	3,845 ▼ -16.1%

Baltimore Metro: December Home Sales and Median Prices



SUMMARY

In 2020, the Baltimore real estate market reported record-setting activity. Although social distancing protocols slowed the traditionally strong spring market, low interest rates and pent-up demand shifted buyer focus to the summer and fall months. These factors helped push the region's 2020 yearly median sales price through the $300.0K barrier for the first time ($309.0K, up +8.7% from 2019) as homes left sale in just under two weeks.

In 2021, while interest rates look to remain at or near record lows (2.7% - 3.1%), continued low inventory will keep buyers locked in a competitive market that will benefit sellers. However, the impact of the pandemic and potential economic changes could also weigh on the market in the new year.

DECEMBER 2020
Data as of January 7, 2021

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FIVE THINGS TO KNOW: MEDIAN SALES PRICE

The yearly median sales price in the Baltimore Metro broke the $300.0K price barrier for the first time.

1. The Baltimore metro achieved its highest yearly median sales price on record, up by nearly +$25K from 2019. Total sales across the metro reached $15.7 billion (up 19.2%).

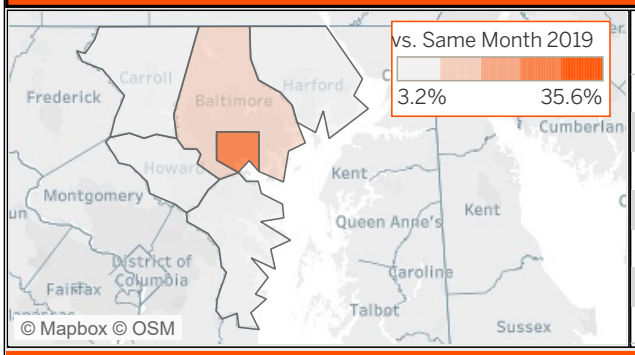
2. Detached homes sold for a yearly average price of $440.2K, up 9.4% (+$37.9K). Attached homes landed at an average price of $251.0K, a gain of 7.3% (+$17.1K).

3. Baltimore City saw the region's sharpest gain in the median sales price, as Brooklyn rose 20.1% (+$30.1K). Howard County remained the priciest area (up by +$33.0K), as Glenwood ($800.0K) saw a +17.0% increase (+$121.2K)

4. December reported a new ten year high for the month, as townhome sales prices ($243.0K) rose 15.7% (+$33K). However, home sales overall fell -5.0% from November.

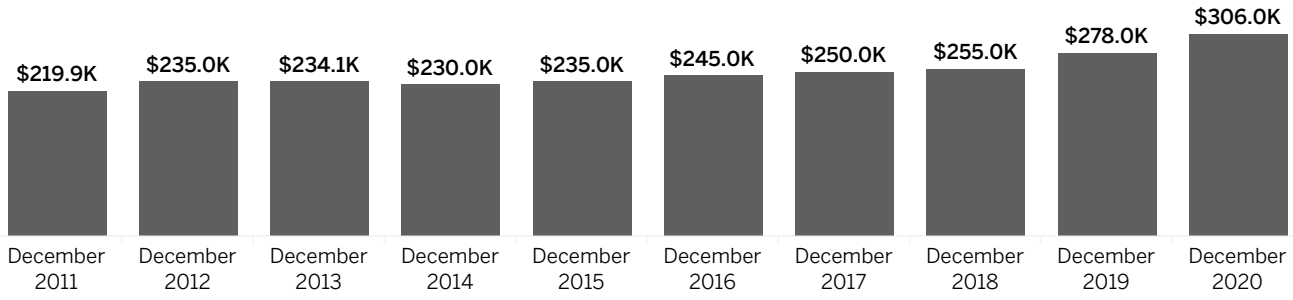
5. Looking ahead, January typically sees a -5.0% decline in median sales price compared to December.

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



	Dec '20	vs. Dec '19	Full Year '20	vs. Full Year '19
Anne Arundel County	$382.0K	3.2%	$380.0K	7.0%
Baltimore City	$197.0K	35.6%	$180.0K	12.5%
Baltimore County	$270.0K	11.1%	$269.0K	7.6%
Baltimore Metro	$306.0K	10.1%	$309.0K	8.7%
Carroll County	$349.9K	9.3%	$355.0K	9.2%
Harford County	$295.0K	4.1%	$294.9K	8.6%
Howard County	$440.0K	4.1%	$448.0K	8.0%

BALTIMORE METRO TEN YEAR TREND: MEDIAN SALES PRICE



DECEMBER 2020
Data as of January 7, 2021

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FIVE THINGS TO KNOW: CLOSED SALES

The metro saw improved sales for the year overall despite a challenging spring.

1. The region shook off the sharp spring declines set during the start of the COVID-19 outbreak. Sales for the year ended up 9.8% as seven months of the year marked ten-year monthly highs.

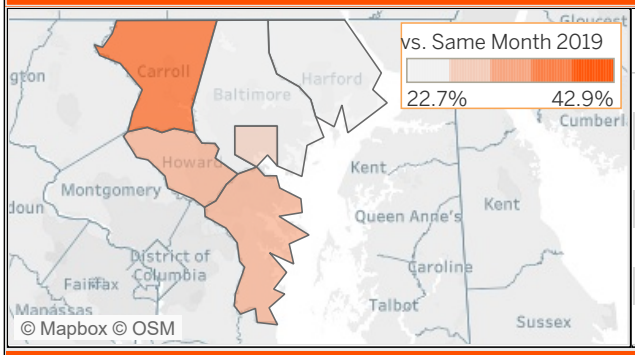
2. Anne Arundel was one of the hottest counties in the metro in 2020, with +1,177 more home sales than in 2019. Hanover sales levels gained +27.4% (665, +143).

3. Carroll County made notable strides in 2020. Mount Airy listings particularly attracted buyers, as the area saw a +28.0% lift in sales (516, +113).

4. For the month, attached home sales activity hit record levels, with volume at its second-highest monthly level in a decade. Baltimore County townhome sales hit a new December record of 380 (31.5%, +91).

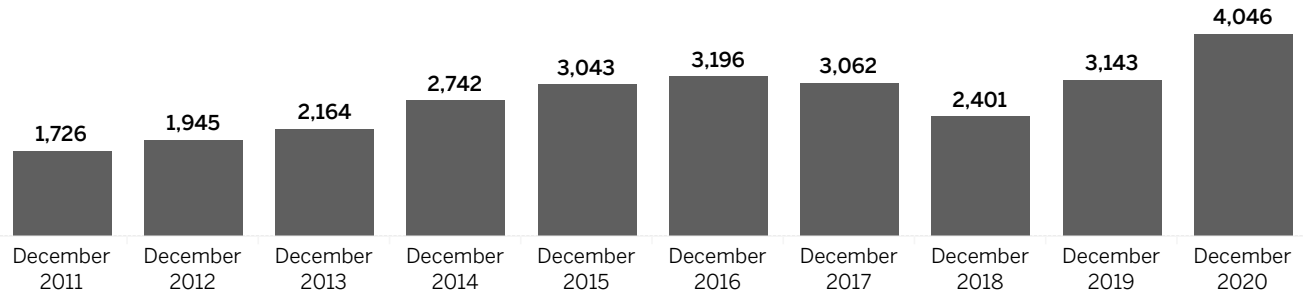
5. January generally experiences a slowing in sales compared to December, falling off -25.0% on average for the past five years.

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



	Dec '20	vs. Dec '19	Full Year '20	vs. Full Year '19
Anne Arundel County	961	33.3%	11,050	11.9%
Baltimore City	934	27.3%	9,867	9.1%
Baltimore County	1,084	24.7%	11,644	7.2%
Baltimore Metro	4,046	28.7%	44,860	9.8%
Carroll County	233	42.9%	2,800	15.6%
Harford County	411	22.7%	4,650	11.6%
Howard County	423	31.8%	4,849	8.1%

BALTIMORE METRO TEN YEAR TREND: CLOSED SALES



DECEMBER 2020
Data as of January 7, 2021

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FIVE THINGS TO KNOW: NEW PENDING SALES

Historic buyer demand pushed new pending home sales to highs in the second half of 2020.

1. Record-low interest rates and the initial outbreak of the COVID-19 virus pushed the typically busy spring sales market to the summer months. New pending home sales in 3Q20 (13,971) hit a record for the quarter (+15.0%)

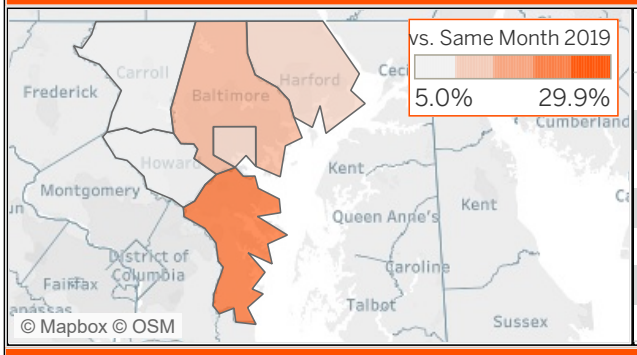
2. Baltimore County saw healthy new pending home sale activity in 2020. In Parkville (1,117), levels rose +12.7% (+126).

3. In 2020, Anne Arundel added +1,367 new pending home sales to its 2019 tally. Edgewater volume (540) gained +17.9% (+82).

4. December demand in the metro was strong relative to norms, hitting a record for the month. Anne Arundel experienced a +75.2% gain in new pending sales of townhomes (205, +88).

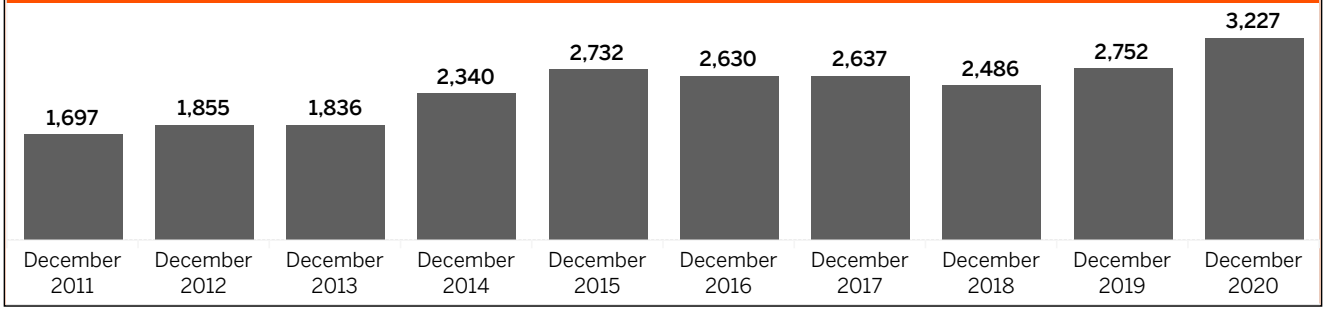
5. In January, new pending home sales typically see a strong rebound for December, gaining +18.0% on average.

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



	Dec '20	vs. Dec '19	Full Year '20	vs. Full Year '19
Anne Arundel County	730	29.9%	11,535	13.4%
Baltimore City	891	14.7%	10,433	9.1%
Baltimore County	867	18.3%	12,025	7.2%
Baltimore Metro	3,227	17.3%	46,491	9.6%
Carroll County	143	6.7%	2,869	14.9%
Harford County	301	13.6%	4,739	9.9%
Howard County	295	5.0%	4,890	5.2%

BALTIMORE METRO TEN YEAR TREND: NEW PENDINGS



DECEMBER 2020
Data as of January 7, 2021

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FIVE THINGS TO KNOW: NEW LISTINGS

The region saw inventory levels tighten in 2020, as fewer homes came up for sale.

1. The Baltimore Metro felt the impact of the industry-wide shortage of homes for sale. Supply of inventory remained at two months or less across all months of the year, falling to a new low of 0.95 months in December.

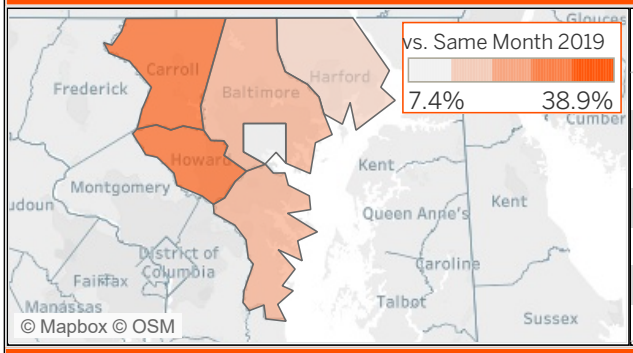
2. In 2020,Baltimore City experienced a -1.6K drop in new listings year over year. Gwynn Oak's new listings receded -20.2% (-148).

3. Anne Arundel County only showed a slight loss in new listing activity for the year. Odenton played a notable role in minimizing losses, as new listings in 2020 (1,093) rose 16.8% (+157).

4. Although December is typically one of the slowest months, sellers were still in the market. Year over year volume for the month rose 20.1% (+490), the best in five years.

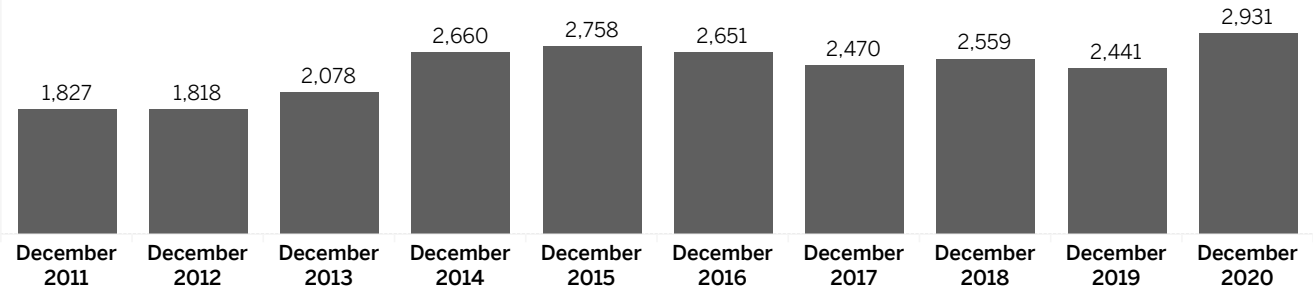
5. Next month, expect substantial growth in new listings as sellers begin to list properties at the start of the year. January new listing levels tend to improve by 40.0% from December.

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



	Dec '20	vs. Dec '19	Full Year '20	vs. Full Year '19
Anne Arundel County	654	23.6%	12,655	-1.9%
Baltimore City	789	7.4%	13,296	-10.9%
Baltimore County	775	24.6%	13,327	-8.9%
Baltimore Metro	2,931	20.1%	53,007	-7.8%
Carroll County	157	38.9%	3,047	-7.9%
Harford County	279	19.2%	5,094	-7.9%
Howard County	277	33.2%	5,588	-9.9%

BALTIMORE METRO TEN YEAR TREND: NEW LISTINGS



DECEMBER 2020
Data as of January 7, 2021

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FIVE THINGS TO KNOW: MEDIAN DAYS ON THE MARKET

For the year, homes spent their fewest days up for sale in metro history.

1. For the year, high demand and record low inventory moved homes off the market nearly two weeks earlier than full-year 2019.

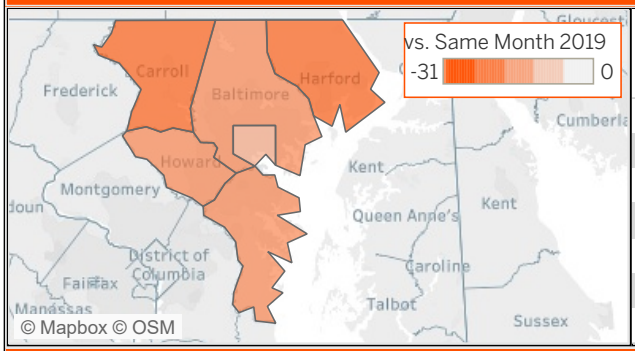
2. Buyers showed strong interest in Anne Arundel across 2020. Pasadena pulled its days on the market down to single digits (8 days, -19).

3. During the year, Harford units left sale two weeks earlier than 2019. Abingdon homes came off the market in less than a week (5 days -14).

4. December's days on the market remained at single-digit levels for the fourth consecutive month. For the month, units came off the market at their fastest pace for December in the past ten years.

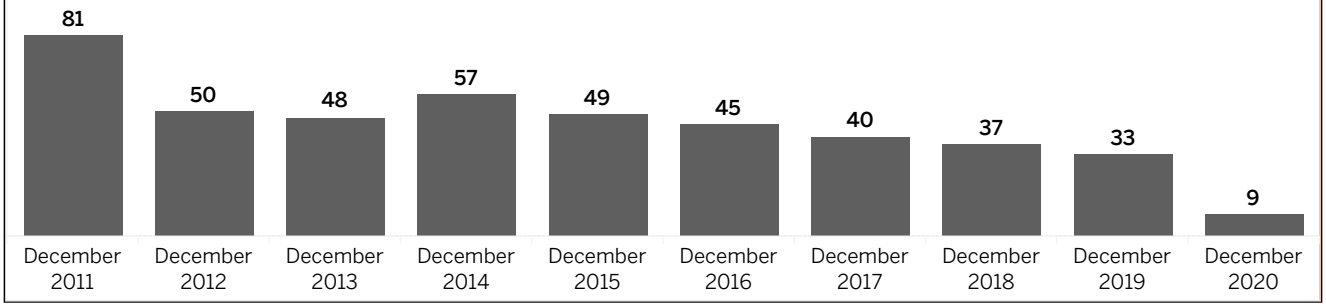
5. Days on the market should see an uptick in January compared to December, gaining five days on average.

MEDIAN DAYS ON THE MARKET VS. SAME MONTH YEAR AGO



	Dec '20	vs. Dec '19	Full Year '20	vs. Full Year '19
Anne Arundel County	9	-22	11	-15
Baltimore City	19	-17	25	-11
Baltimore County	9	-23	12	-13
Baltimore Metro	9	-24	13	-13
Carroll County	6	-31	9	-14
Harford County	7	-26	8	-14
Howard County	7	-21	8	-11

BALTIMORE METRO TEN YEAR TREND: MEDIAN DAYS ON THE MARKET



DECEMBER 2020
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Closed Sales by Days on Market

	December 2019	December 2020
0 Days	32	59
1 to 10 Days	702	2,004
11 to 20 Days	450	615
21 to 30 Days	311	366
31 to 60 Days	653	473
61 to 90 Days	326	182
91 to 120 Days	213	83
121 to 180 Days	244	91
181 to 360 Days	167	113
361 to 720 Days	40	47
721+ Days	4	12

Closed Sales by Price Range

	December 2019	December 2020
< $50,000	181	125
$50K to $99,999	182	144
$100K to $149,999	274	238
$150K to $199,999	342	443
$200K to $299,999	776	1,041
$300K to $399,999	610	833
$400K to $499,999	308	484
$500K to $599,999	213	294
$600K to $799,999	158	271
$800K to $999,999	48	90
$1M to $2,499,999	48	78
$2.5M to $4,999,999	3	4
$5,000,000+	0	1

Ten Year Trend: Sales by Unit Type

	Med Sale $	Detached: All	Attached: All	Attached: Condo..	Attached: TH
December 2011	$219.9K	$270.0K	$163.0K	$164.3K	$160.0K
December 2012	$235.0K	$290.0K	$178.5K	$182.5K	$177.0K
December 2013	$234.1K	$309.2K	$175.0K	$187.9K	$165.0K
December 2014	$230.0K	$289.9K	$170.0K	$198.9K	$155.0K
December 2015	$235.0K	$290.0K	$180.0K	$198.7K	$172.8K
December 2016	$245.0K	$300.0K	$192.5K	$202.0K	$185.0K
December 2017	$250.0K	$315.0K	$195.0K	$216.0K	$185.0K
December 2018	$255.0K	$319.9K	$199.9K	$201.0K	$199.0K
December 2019	$278.0K	$352.8K	$210.0K	$210.5K	$210.0K
December 2020	$306.0K	$395.0K	$240.0K	$222.0K	$243.0K

Ten Year Trend: Months of Supply

December 2011	6.92
December 2012	4.77
December 2013	4.52
December 2014	4.93
December 2015	4.05
December 2016	3.03
December 2017	2.58
December 2018	2.82
December 2019	2.18
December 2020	0.95

Ten Year Trend: All Pendings

December 2011	3,465
December 2012	4,401
December 2013	4,105
December 2014	4,381
December 2015	5,035
December 2016	4,781
December 2017	4,382
December 2018	4,428
December 2019	4,467
December 2020	5,202

Ten Year Trend: Median Sales Price to Original List Price Ratio

December 2011	91.9%
December 2012	94.9%
December 2013	95.0%
December 2014	94.9%
December 2015	95.4%
December 2016	96.4%
December 2017	96.7%
December 2018	96.8%
December 2019	97.5%
December 2020	100.0%

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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