

March 2014

21204, Towson, MD

Keller Williams Excellence

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Sold Summary

| | Mar 2014 | Mar 2013 | % Change |
|----------------------------|-------------|-------------|----------|
| Sold Dollar Volume | \$4,648,495 | \$3,517,900 | 32.14% |
| Avg Sold Price | \$464,850 | \$439,738 | 5.71% |
| Median Sold Price | \$405,000 | \$319,250 | 26.86% |
| Units Sold | 10 | 8 | 25.00% |
| Avg Days on Market | 61 | 113 | -46.02% |
| Avg List Price for Solds | \$490,450 | \$469,338 | 4.50% |
| Avg SP to OLP Ratio | 90.0% | 91.4% | -1.53% |
| Ratio of Avg SP to Avg OLP | 89.6% | 82.6% | 8.54% |
| Attached Avg Sold Price | \$117,833 | \$342,250 | -65.57% |
| Detached Avg Sold Price | \$613,571 | \$472,233 | 29.93% |
| Attached Units Sold | 3 | 2 | 50.00% |
| Detached Units Sold | 7 | 6 | 16.67% |

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

| | Mar 2014 | Mar 2013 | % Change |
|---------------------|----------|----------|----------|
| Active Listings | 30 | 42 | -28.57% |
| New Listings | 28 | 28 | 0.00% |
| New Under Contracts | 7 | 11 | -36.36% |
| New Contingents | 9 | 4 | 125.00% |
| New Pendings | 16 | 15 | 6.67% |
| All Pendings | 24 | 31 | -22.58% |

Financing (Sold)

| | |
|--------------|---|
| Assumption | 0 |
| Cash | 2 |
| Conventional | 6 |
| FHA | 1 |
| Other | 1 |
| Owner | 0 |
| VA | 0 |

Days on Market (Sold)

| | |
|------------|---|
| 0 | 0 |
| 1 to 10 | 1 |
| 11 to 20 | 2 |
| 21 to 30 | 1 |
| 31 to 60 | 1 |
| 61 to 90 | 3 |
| 91 to 120 | 1 |
| 121 to 180 | 1 |
| 181 to 360 | 0 |
| 361 to 720 | 0 |
| 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 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$50K to \$99,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 2 |
| \$100K to \$149,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$150K to \$199,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| \$200K to \$299,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 2 | 1 | 1 |
| \$300K to \$399,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 5 | 0 | 0 |
| \$400K to \$499,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 4 | 3 | 0 |
| \$500K to \$599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$600K to \$799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$800K to \$999,999 | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 3 | 0 | 0 |
| \$1M to \$2,499,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 0 | 0 |
| \$2.5M to \$4,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$5,000,000+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total | 0 | 0 | 0 | 0 | 7 | 0 | 3 | 21 | 4 | 5 |
| Avg Sold Price | \$0 | \$0 | \$0 | \$0 | \$613,571 | \$0 | \$117,833 | | | |
| Prev Year - Avg Sold Price | \$247,450 | \$0 | \$319,250 | \$0 | \$850,000 | \$0 | \$342,250 | | | |
| Avg Sold % Change | 0.00% | 0.00% | 0.00% | 0.00% | -27.82% | 0.00% | -65.57% | | | |
| Prev Year - # of Solds | 2 | 0 | 2 | 0 | 2 | 0 | 2 | | | |

Active Detail