

November 2017

21093, Lutherville Timonium, MD

Sold Summary

|                            | Nov 2017     | Nov 2016     | % Change |
|----------------------------|--------------|--------------|----------|
| Sold Dollar Volume         | \$18,497,550 | \$17,943,531 | 3.09%    |
| Avg Sold Price             | \$362,697    | \$427,227    | -15.10%  |
| Median Sold Price          | \$335,000    | \$341,666    | -1.95%   |
| Units Sold                 | 51           | 42           | 21.43%   |
| Avg Days on Market         | 50           | 48           | 4.17%    |
| Avg List Price for Solds   | \$372,233    | \$436,712    | -14.76%  |
| Avg SP to OLP Ratio        | 95.5%        | 96.4%        | -0.95%   |
| Ratio of Avg SP to Avg OLP | 95.5%        | 96.6%        | -1.16%   |
| Attached Avg Sold Price    | \$289,543    | \$295,474    | -2.01%   |
| Detached Avg Sold Price    | \$444,996    | \$536,067    | -16.99%  |
| Attached Units Sold        | 27           | 19           | 42.11%   |
| Detached Units Sold        | 24           | 23           | 4.35%    |

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 2017 | Nov 2016 | % Change |
|---------------------|----------|----------|----------|
| Active Listings     | 100      | 147      | -31.97%  |
| New Listings        | 53       | 54       | -1.85%   |
| New Under Contracts | 26       | 34       | -23.53%  |
| New Contingents     | 18       | 14       | 28.57%   |
| New Pendings        | 44       | 48       | -8.33%   |
| All Pendings        | 70       | 74       | -5.41%   |

Financing (Sold)

|              |    |
|--------------|----|
| Assumption   | 0  |
| Cash         | 15 |
| Conventional | 25 |
| FHA          | 7  |
| Other        | 4  |
| Owner        | 0  |
| VA           | 0  |

Days on Market (Sold)

|            |    |
|------------|----|
| 0          | 1  |
| 1 to 10    | 20 |
| 11 to 20   | 4  |
| 21 to 30   | 3  |
| 31 to 60   | 5  |
| 61 to 90   | 9  |
| 91 to 120  | 4  |
| 121 to 180 | 3  |
| 181 to 360 | 2  |
| 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           | 0          | 0               | 0           | 1          |
| \$100K to \$149,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 1          |
| \$150K to \$199,999        | 0            | 0           | 1         | 0           | 0            | 0           | 4          | 0               | 0           | 4          |
| \$200K to \$299,999        | 0            | 0           | 3         | 2           | 0            | 2           | 5          | 3               | 0           | 7          |
| \$300K to \$399,999        | 0            | 0           | 5         | 5           | 2            | 4           | 4          | 20              | 6           | 5          |
| \$400K to \$499,999        | 0            | 0           | 2         | 1           | 4            | 0           | 0          | 11              | 2           | 2          |
| \$500K to \$599,999        | 0            | 0           | 1         | 0           | 1            | 0           | 0          | 6               | 1           | 0          |
| \$600K to \$799,999        | 0            | 0           | 0         | 0           | 4            | 0           | 0          | 12              | 1           | 0          |
| \$800K to \$999,999        | 0            | 0           | 0         | 0           | 1            | 0           | 0          | 6               | 0           | 0          |
| \$1M to \$2,499,999        | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 9               | 0           | 0          |
| \$2.5M to \$4,999,999      | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 3               | 0           | 0          |
| \$5,000,000+               | 0            | 0           | 0         | 0           | 0            | 0           | 0          | 0               | 0           | 0          |
| <b>Total</b>               | 0            | 0           | 12        | 8           | 12           | 6           | 13         | 70              | 10          | 20         |
| Avg Sold Price             | \$0          | \$0         | \$323,500 | \$337,925   | \$566,492    | \$338,000   | \$237,404  |                 |             |            |
| Prev Year - Avg Sold Price | \$0          | \$0         | \$319,990 | \$279,857   | \$702,279    | \$365,750   | \$274,000  |                 |             |            |
| Avg Sold % Change          | 0.00%        | 0.00%       | 1.10%     | 20.75%      | -19.34%      | -7.59%      | -13.36%    |                 |             |            |
| Prev Year - # of Solds     | 0            | 0           | 10        | 7           | 13           | 4           | 8          |                 |             |            |

Active Detail