

## Macro Market Conditions Update – Baltimore / Washington DC Metro area

July 2020 Housing Market Update: The Washington D.C. and Baltimore Metro housing markets maintained their momentum, reaching new decade-best median sales prices and record highs for new pending home sales.

The DC Metro area marked a new ten-year best for median sales price (\$530.0K), easily surpassing the previous high set in April (\$507.0K) while area home sales climbed to a July ten-year best. Days on the market (8) fell to their lowest July level in a decade and the second shortest number of days overall in ten years.

The Baltimore Metro area saw detached home closing volume hit a decade best (2,564 units sold). Sales gained 17.1% from last July, a five-year best for the month while having their fewest days on the market on record (11). Months of inventory supply (1.54) slid to a ten-year low.

With mortgage rates ending the month at 2.99%, the area saw a July best tally of new pending home sales, just under (-3.9%) from last month's overall ten-year record.

In July 2020, statewide there was 1.6 months of inventory down from 3.5 in July 2019. Average SP\$ was up 8.1%. Average list to sale ratio was 98.5% up from 97.5% a year ago.

### County Summaries:

Carroll County marked a new July high and second-highest monthly sales level in ten years. Carroll County's days on the market fell to less than a week for the first time on record, down by over two weeks.

Frederick County saw an average of 29 days on market down 27.5%, an increase of 655 new listings or 8.26% , and a 35% increase in units sold from July 2019 with an average sales price of \$380,197.

Howard County detached homes sold at a decade high median price of \$578.1K, up 11.6%. Howard County claimed a July record for overall new pendings.

Montgomery County saw all housing types hit a ten-year best for median sales price. Montgomery County reported a July record for closed sales, as the area experienced its first year over year gain since March.

Washington County's median SP\$ hit \$248,750 versus five year average of \$205,320. Active listings (321) were almost 50% lower than five year average of 612.

The market seems to have rebounded strongly since our last update May 14, 2020. With unemployment hovering at a 50-year low and interest rates well below historical norms, the real estate industry is being dragged down by scarcity in housing stock, especially at lower price ranges. Locally we have seen a significant increase in new home activity and prices as builders offer an alternate and perceived "easier" path to own a home. Increased competition among buyers, bidding wars and offers over list price are common. COVID 19 significantly impacts our daily lives. The virus has affected the way Real Estate Professionals have to do business. Our market has seen the increase of demand as the flight from urban areas to the suburbs seems to be supported. Our areas of coverage have one of the lowest COVID rates in the state. The depth, fundamentals and resilience of this rebound is still unknown.

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