

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

November 2020 Housing Market Update: Median sales prices in the Washington D.C. and Baltimore Metro markets hit November highs while new pending home sales rose in both areas.

The DC Metro area hit an all-time November high for median sales price at \$500.0K. Overall, new pending sales continued to have year-to-year growth in the high teens for the third straight month. Days on the market landed at eight days. Buyers continued to have a considerable interest in condos/co-ops, as closing volume improved by 40% compared to last November. Year over year, total listings continued to rise by nearly 25% for a second straight month as inventory attempts to catch demand. Median SP\$ ten years ago (Nov 2011) was \$335.0K while Median Days on Market fell from 43 to 8 over the same period.

The Baltimore Metro pushed to a November ten-year high median sales price of \$322.0K, the second highest on record. Days on the market held at an all-time low eight days for a second month. Overall, the year is on track to finish with a median sales price above \$300K for the first time on record capping four consecutive months of year over year double digit price increases. Median SP\$ ten years ago (Nov 2011) was \$222.3K while Median Days on Market fell from 77 to 8 over the same period.

In November 2020, statewide there was 1.2 months of inventory down from 3.1 in November 2019. Average SP\$ was up 11.4% at \$394,901. Current Active Inventory is 9,153 down from 22,445 in November 2019; however, there were 8,051 new listings vs 7,280 a year ago. Maryland year over year employment fell 5.9% as compared to 6.4% national average and a 11.2% high in New York state.

Commercial office occupancy fell 64 million sq feet from April to September 2020 compared to a 26 million square foot gain a year ago as remote and tele work spiked creating demand for a new type of home/work friendly housing.

### County Summaries:

Carroll County YTD Median SP\$ of \$309.0k represented an 8.5% YTD increase. YTD closed sales have jumped 13.4% while new listings have increased 11.6% over November 2019.

Frederick County saw an average of just 5 days on market down 77% from a year ago. 529 closed sales represented a 33.2% increase, and 593 new listings represented a 10.4% increase from a year ago. Average SP\$ was \$398,399.

Howard County hit a ten year overall high with a \$449.9k YTD Median SP\$, an 8.4% YTD increase. Overall pending sales saw a 26.0% decline from October while active listing increased 50% from all time lows.

Montgomery County attached home sales prices hit a ten year high of \$352.0K (+6.7%). YTD Median SP\$ was \$482.5K (+6.8%). YTD closed sales were 12,152 (+4.4%).

Washington County's November 2020 median SP\$ hit \$238,750 versus five year average of \$199,750. Active listings (251) were almost 55% lower than five year average of 557.

The market has continued to be quite strong since our last update August 15, 2020. However, spiking COVID-19 cases with a vaccine in sight could lead to mixed economic growth in Q1 2021 and must be monitored closely. Locally, increased competition among buyers, bidding wars and offers over list price is still common. New housing starts are spiking across all counties. Our market has experienced the continued increase of demand as the flight from urban areas to the suburbs appears to be supported.