



INVEST

SELL

RENT

BUY

Baltimore Maryland Metro

INVESTMENT REAL ESTATE



Our company was established in 2004

by Craig Reich, a Maryland native who was born and raised in Baltimore. The focus of the company was buying, renovating and reselling homes. Within a few years we became the largest home renovation company in Maryland. As the company continued to grow, it expanded into a full service real estate investment company that buys, renovates and resells homes, buys, renovates and leases rentals, and includes a retail real estate team that serves buyers & sellers throughout the Metro area.

Our Core Values:

Passion | Community | Integrity | Empowerment

With over 3,000 homes bought, renovated and sold under our belts, we have developed a network of resources and relationships that we use to buy homes inexpensively. This allows us to do everything else at a very high level. It allows us to operate a rental portfolio of nearly 300 rental properties throughout the Baltimore Metro market, personally owned and operated by CR of Maryland.



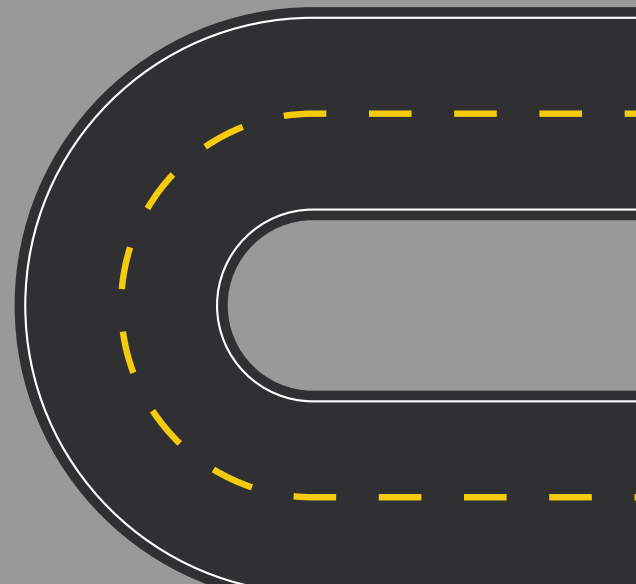
Maryland is centrally located in the heart of the eastern seaboard. The area thrives with easy access to and through for nearly 1/3 of the U.S. population.

Thriving Chesapeake Bay is a port for the World – The port of Baltimore is the nation’s leading roll-on/roll-off port. It is served by two Class I freight rail lines, and offers immediate access to I-95 and I-70, the major thorough fares to points north, south and west.

Access by air is equally easy. Besides Maryland’s own BWI Thurgood Marshall Airport, three other major airports are just a short drive away, in neighboring Philadelphia, Northern Virginia and Washington, D.C. And the Baltimore-Washington area is the nation’s fourth-largest market.

The Baltimore Metro Region consists of the independent city of Baltimore and five counties in Maryland. The market is located between Philadelphia and Washington, D.C.

For purposes of this analysis, and includes the Counties of Baltimore, Carroll, Harford, Anne Arundel, and Howard.





Maryland's economy has grown rapidly in the last 6 years due to the passing of new legislation with a concerted effort to be business friendly.

Key industries include:



Bio & Health Life Sciences



IT & Cyber Security



Advanced Manufacturing



Military & Federal



Aerospace & Defense



Financial Services



Energy & Sustainability



Maryland is known for excellence in education.

School System

- Maryland ranks 2nd overall in the U.S. based on educational attainment, school quality, and achievement gaps.
- Maryland's public K-12 school system ranks eighth in the nation based on 25 quality and safety metrics.

Higher Education

Johns Hopkins University

- Ranks 10th in the U.S. News and World Report rankings for Best Colleges.
- Ranks first among U.S. colleges and universities in total National Institutes of Health awards, including grants and contracts for research, development, training and fellowships (\$674.6 million).
- Ranks first among academic institutions in the nation in research and development expenditures, totaling \$2.56 billion in FY 2017. The university also ranks first in federally funded research (\$2.18 billion).

University of Maryland College Park

- Ranks 15th in the world following subjects:
atmospheric science, environmental engineering, remote sensing, communications, business administration, management, and library and information sciences.





Nonfarm payrolls in the Baltimore Metro region increased in each of the past 8 years, led by gains in the professional and business services and in the education and health services sectors.

During the 12 months ending May 2018, nonfarm payrolls increased by 5,600 jobs, or 1.1 percent, to 1.41 million jobs. During the 3-year forecast period, nonfarm payrolls are expected to grow at an average annual pace of 1.1 percent annually.

1st in percentage of employed PhDs and engineers

1st highest concentration of workers in STEM occupations
(U.S. Bureau of Labor Statistics, 2018)

2nd Most Educated State
(WalletHub, 2018)

5st Most Innovative State
(Bloomberg, 2019)

15 of 20 U.S. aerospace & defense companies call MD home

70 of 100 top defense contractors are located in MD



- Maryland is home to four Fortune 500 Companies including Lockheed Martin, Marriott International, Discovery Communications and Host Hotels and Resorts.
- Maryland is home to more than 10 military bases across multiple branches of the U.S military.
- Maryland is eighth in a ranking of America's Best States to Live In. *(24/7 Wall Street, 2018)*
- Maryland is the fourth safest state to raise children. *(SafeHome.org, 2018)*
- Baltimore maintains its first place position among the "Best American Cities for Women in Business," which is based on the percentage of women-owned businesses, executive jobs held by women, gender wage gap, and buying power of women. *(ShareFile.com, 2018)*
- Baltimore places fifth in a ranking of the "Top 10 Rising Cities for Startups" based on costs, education levels, college presence, entrepreneurship rates, working-age population growth and venture capital investment. *(Forbes, 2018)*

Local Brands. International Presence.



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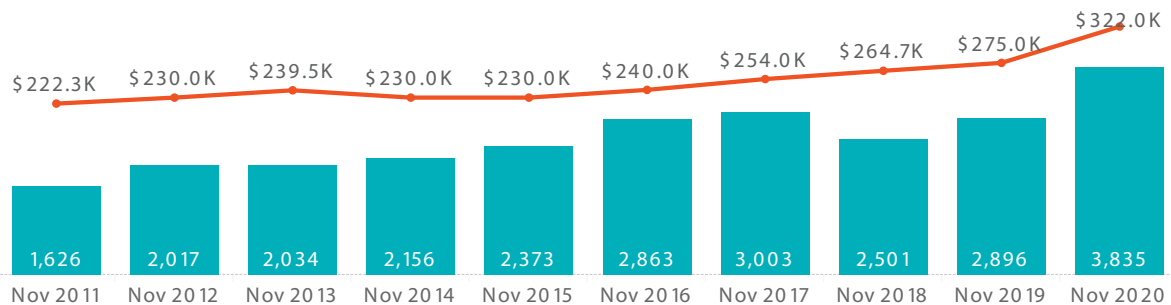
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Markets by ShowingTime

November 2020 Baltimore Metro Market Activity Data as of December 4, 2020

	Med Sale \$	Med Sale \$/Sqft	Closed Sales	Med Days on Market	Months of Supply	New Listings	Active Listings	New Pending
Nov 2020	\$322.0K	\$170	3,835	8 Days	1.18	3,683	4,324	3,845
vs. Nov 2019	\$275.0K 17.1%	\$153 11.1%	2,896 32.4%	30 Days -22 Days	2.69 -56.1%	3,468 6.2%	9,029 -52.1%	3,100 24.0%
vs. Oct 2020	\$320.0K 0.6%	\$170 N/C	4,360 -12.0%	8 Days N/C	1.38 -14.5%	5,286 -30.3%	4,967 -13.0%	4,693 -18.1%

Baltimore Metro: November Home Sales and Median Prices



SUMMARY

November saw days on the market in the Baltimore Metro hold at an all-time low eight days for a second month, as the number of sold listings coming off the market in ten days or less (2,187) nearly tripled. The fast-moving market pushed median sales prices to a ten-year November high of \$322.0K, and their second-highest monthly level on record.

After October's surge in new listings of townhomes, November's new inventory gained 6.2% year over year. However, gains in new pending home sales outstripped it (24.0%). Month to month, new pending sales for the pulled back -18.0%, slightly higher than typical for November (-12.6%).

Moving into December, median sales prices look to maintain in the \$320K range. However, rising COVID-19 cases and slower economic growth could impact the month. Overall, the year is on track to finish with a median sales price above \$300K for the first time on record.



NOVEMBER 2020
Data as of December 4, 2020

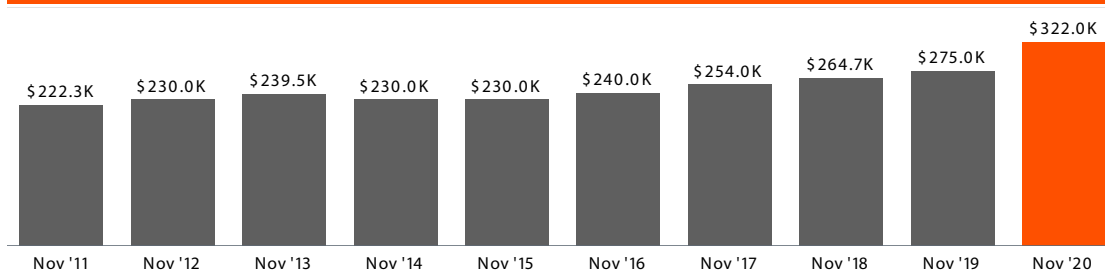


1. November's 17.1% year over year improvement was a ten year high. It was also the fourth straight month of double-digit percentage gains.
2. Howard County hit a ten year overall high. Elkridge listings closed for \$375.0K (+22.2%).
3. Anne Arundel set a November record for single-family home median sale prices, holding at \$450K (+16.1%) for a second month. Glen Bernie single-family units sold for a ten-year record of \$335K (+21.8%).
4. Harford townhomes achieved an overall decade high of \$255.0K (+11.4%). In Forest Hill, townhomes had a median sales price of \$268.5K (+14.3%).
5. Looking to December, buyer demand and low inventory will keep prices at high levels even during the holiday season. However, rising COVID-19 cases and economic uncertainty could impact the market.

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

	Current Month	vs. Same Month 2019	YTD	vs. Same Period 2019
Anne Arundel County	\$391.5K	13.5%	\$380.0K	7.1%
Baltimore City	\$195.0K	21.9%	\$179.0K	11.9%
Baltimore County	\$275.0K	15.1%	\$268.0K	7.2%
Baltimore Metro	\$322.0K	17.1%	\$309.0K	8.5%
Carroll County	\$373.8K	15.0%	\$355.1K	8.9%
Harford County	\$300.0K	8.7%	\$292.0K	8.2%
Howard County	\$477.5K	17.9%	\$449.9K	8.4%

BALTIMORE METRO TEN YEAR TREND: MEDIAN SALES PRICE



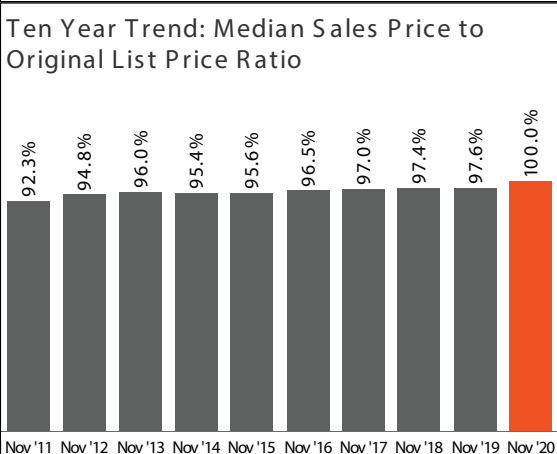
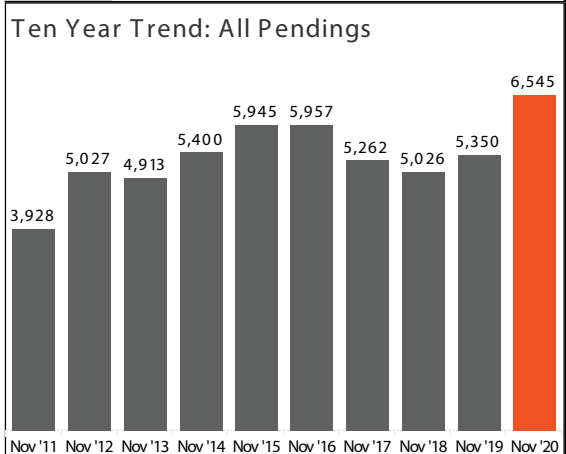
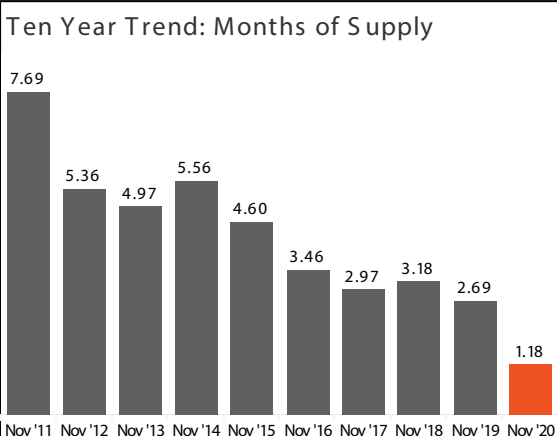


NOVEMBER 2020
Data as of December 4, 2020

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Closed Sales by Days on Market				Closed Sales by Price Range			
	Nov '19	Nov '20	Percent Change YoY		Nov '19	Nov '20	Percent Change YoY
0 to 10 Days	746	2,187	193.2%	< \$50K	158.0	87.0	-44.9%
11 to 20 Days	421	568	34.9%	\$50K - \$99K	159.0	117.0	-26.4%
21 to 30 Days	289	294	1.7%	\$100K to \$149K	239.0	228.0	-4.6%
31 to 60 Days	571	355	-37.8%	\$150K to \$199K	334.0	360.0	7.8%
61 to 90 Days	312	125	-59.9%	\$200K to \$299K	759.0	944.0	24.4%
91 to 120 Days	170	76	-55.3%	\$300K to \$399K	567.0	832.0	46.7%
121 to 180 Days	220	70	-68.2%	\$400K to \$499K	288.0	537.0	86.5%
181 to 360 Days	128	114	-10.9%	\$500K to \$599K	151.0	310.0	105.3%
361 to 720 Days	34	36	5.9%	\$600K to \$799K	161.0	273.0	69.6%
361+ Days	39	45	15.4%	\$800K to \$999K	45.0	85.0	88.9%
				\$1M - \$2.4M	32.0	60.0	87.5%
				\$2.5M to \$4,999,999	3.0	2.0	-33.3%
				\$5M+	0.0	0.0	

Ten Year Trend: Sales by Unit Type			
	Med Sale \$	Attached: All	Attached: Condo/ Coop
Nov 2011	\$222.3K	\$172.5K	\$187.5K
Nov 2012	\$230.0K	\$175.0K	\$187.0K
Nov 2013	\$239.5K	\$174.9K	\$198.5K
Nov 2014	\$230.0K	\$174.0K	\$192.5K
Nov 2015	\$230.0K	\$177.2K	\$190.0K
Nov 2016	\$240.0K	\$190.0K	\$200.0K
Nov 2017	\$254.0K	\$197.0K	\$195.0K
Nov 2018	\$264.7K	\$200.0K	\$213.8K
Nov 2019	\$275.0K	\$212.4K	\$210.0K
Nov 2020	\$322.0K	\$249.9K	\$240.0K





The overall rental vacancy rate is estimated at 4.3 percent, down from 7.2 percent in 2010.

During the 3-year forecast period, demand is expected for 2,500 newmarket-rate rental units.





Take ownership of a property that cash flows!

Keep in mind, we do all the work for you.

You buy a cash flowing investment.

- 1.** We find the property and buy it.
- 2.** We renovate it. We find tenants.
- 3.** Our experienced Property Management Partner manages it, collects monthly rent and sends the rent to you.

**Call today to
start the conversation!
(443) 798-2281**

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