

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

MARCH  
2024

ANNE ARUNDEL  
COUNTY  
MARYLAND

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[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

### LUXURY INVENTORY VS. SALES | FEBRUARY 2024

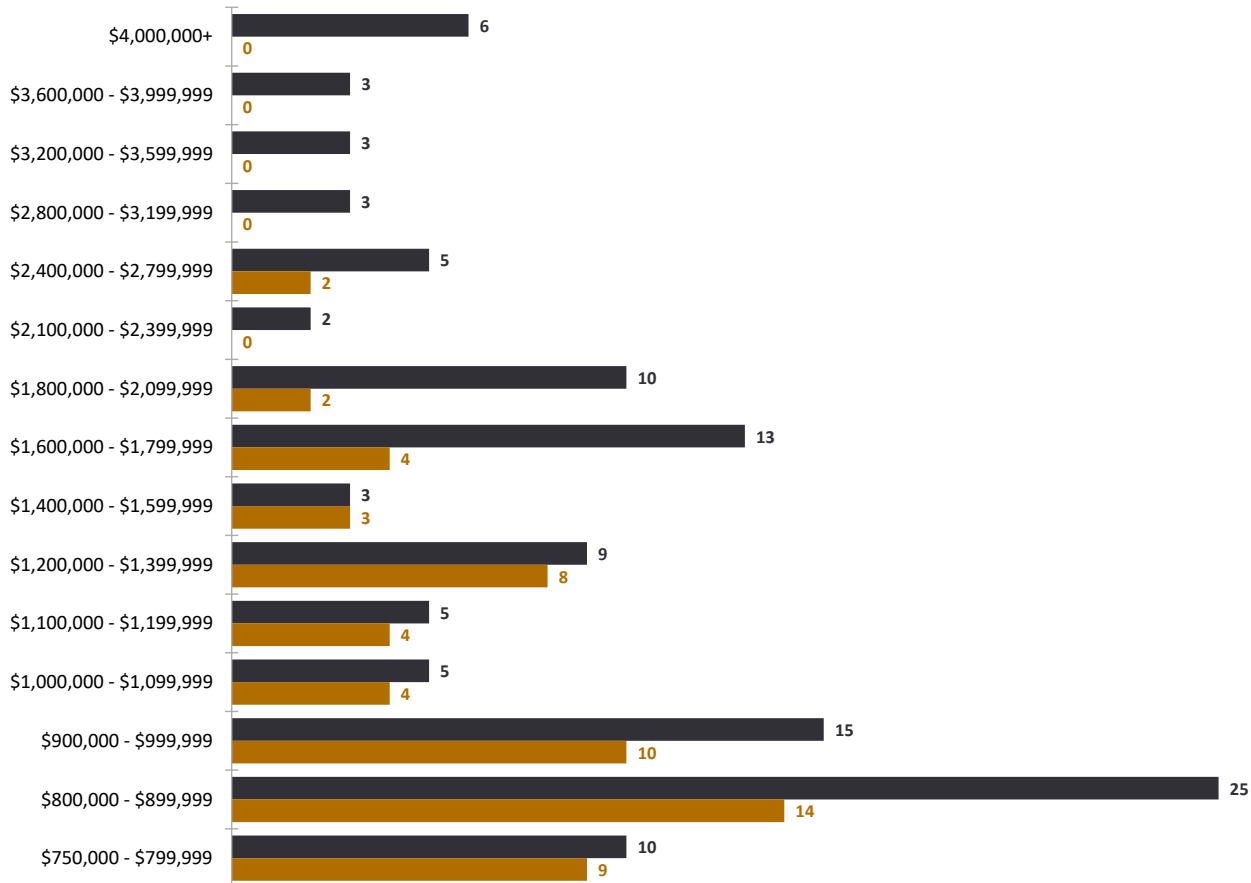
Total Inventory: **117**

Total Sales: **60**

Total Sales Ratio<sup>2</sup>: **51%**

**Seller's Market**

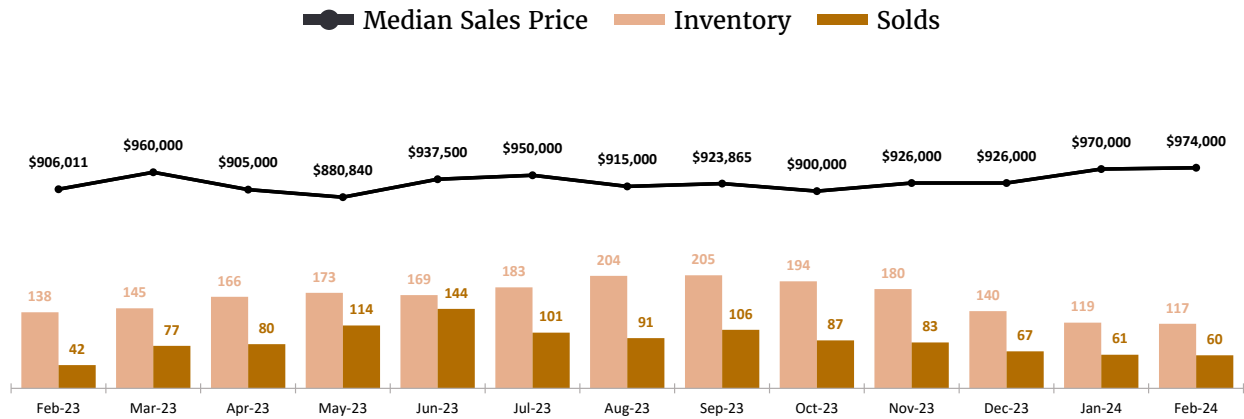
Inventory Sales



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$900,000	4	3	33	44	75%
3,000 - 3,999	\$1,031,500	5	4	16	26	62%
4,000 - 4,999	\$1,150,000	4	5	7	24	29%
5,000 - 5,999	\$1,050,000	4	5	3	9	33%
6,000 - 6,999	NA	NA	NA	0	5	0%
7,000+	NA	NA	NA	0	5	0%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | FEBRUARY

#### TOTAL INVENTORY

Feb. 2023      Feb. 2024  
**138**            **117**

VARIANCE: **-15%**

#### TOTAL SOLDS

Feb. 2023      Feb. 2024  
**42**             **60**

VARIANCE: **43%**

#### SALES PRICE

Feb. 2023      Feb. 2024  
**\$906k**        **\$974k**

VARIANCE: **8%**

#### SALE PRICE PER SQFT.

Feb. 2023      Feb. 2024  
**\$284**        **\$337**

VARIANCE: **19%**

#### SALE TO LIST PRICE RATIO

Feb. 2023      Feb. 2024  
**100.00%**    **100.00%**

VARIANCE: **0%**

#### DAYS ON MARKET

Feb. 2023      Feb. 2024  
**19**             **19**

VARIANCE: **0%**

## ANNE ARUNDEL COUNTY MARKET SUMMARY | FEBRUARY 2024

- The single-family luxury market is a **Seller's Market** with a **51% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2024.
- The most active price band is **\$1,400,000-\$1,599,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$974,000**.
- The median days on market for February 2024 was **19** days, remaining the same from February 2023.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

## LUXURY INVENTORY VS. SALES | FEBRUARY 2024

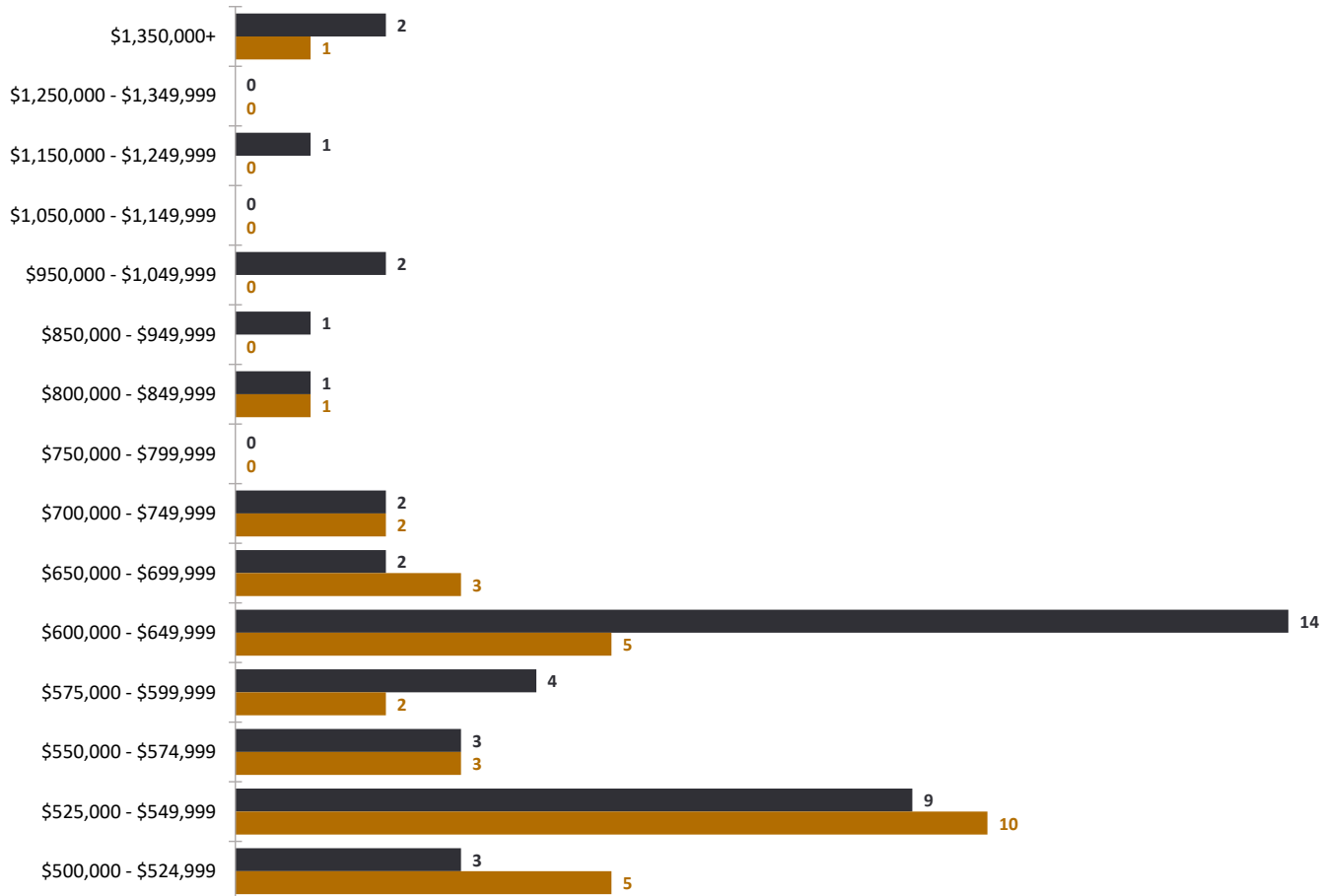
Total Inventory: **44**

Total Sales: **32**

Total Sales Ratio<sup>2</sup>: **73%**

**Seller's Market**

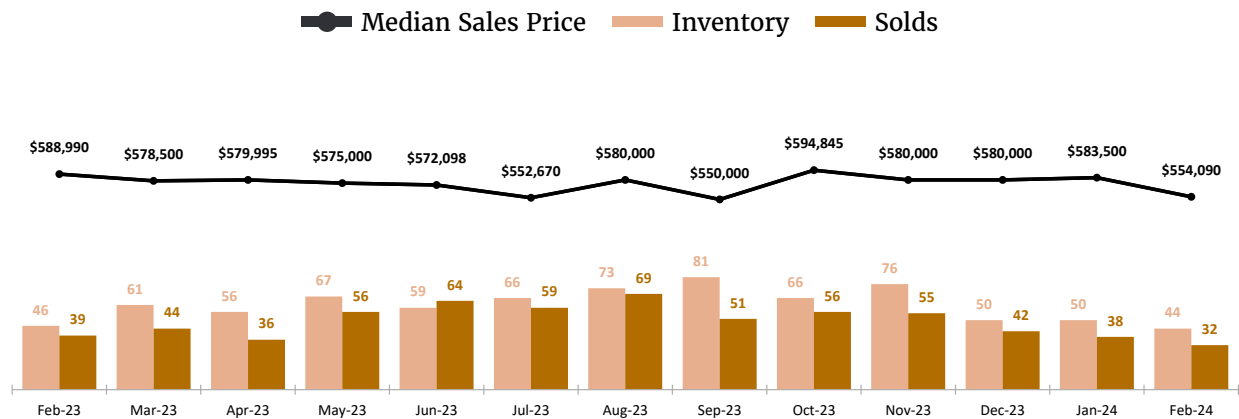
Inventory Sales



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$541,700	3	3	9	11	82%
2,000 - 2,199	\$519,108	3	4	6	14	43%
2,200 - 2,399	\$536,440	3	3	1	7	14%
2,400 - 2,599	\$620,930	3	4	7	6	117%
2,600 - 2,799	\$650,000	3	4	3	2	150%
2,800+	\$605,000	3	4	5	4	125%

<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | FEBRUARY

#### TOTAL INVENTORY

Feb. 2023      Feb. 2024  
**46**              **44**

**VARIANCE: -4%**

#### TOTAL SOLDS

Feb. 2023      Feb. 2024  
**39**              **32**

**VARIANCE: -18%**

#### SALES PRICE

Feb. 2023      Feb. 2024  
**\$589k**          **\$554k**

**VARIANCE: -6%**

#### SALE PRICE PER SQFT.

Feb. 2023      Feb. 2024  
**\$253**           **\$255**

**VARIANCE: 1%**

#### SALE TO LIST PRICE RATIO

Feb. 2023      Feb. 2024  
**100.00%**      **100.07%**

**VARIANCE: 0%**

#### DAYS ON MARKET

Feb. 2023      Feb. 2024  
**13**               **6**

**VARIANCE: -54%**

## ANNE ARUNDEL COUNTY MARKET SUMMARY | FEBRUARY 2024

- The attached luxury market is a **Seller's Market** with a **73% Sales Ratio**.
- Homes sold for a median of **100.07% of list price** in February 2024.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **167%**.
- The median luxury sales price for attached homes is **\$554,090**.
- The median days on market for February 2024 was **6** days, down from **13** in February 2023.

<sup>3</sup>Square foot table does not account for listings and solds where square foot data is not disclosed.

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.