

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MARCH
2024

BALTIMORE COUNTY

MARYLAND

www.LuxuryHomeMarketing.com

BALTIMORE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$750,000**

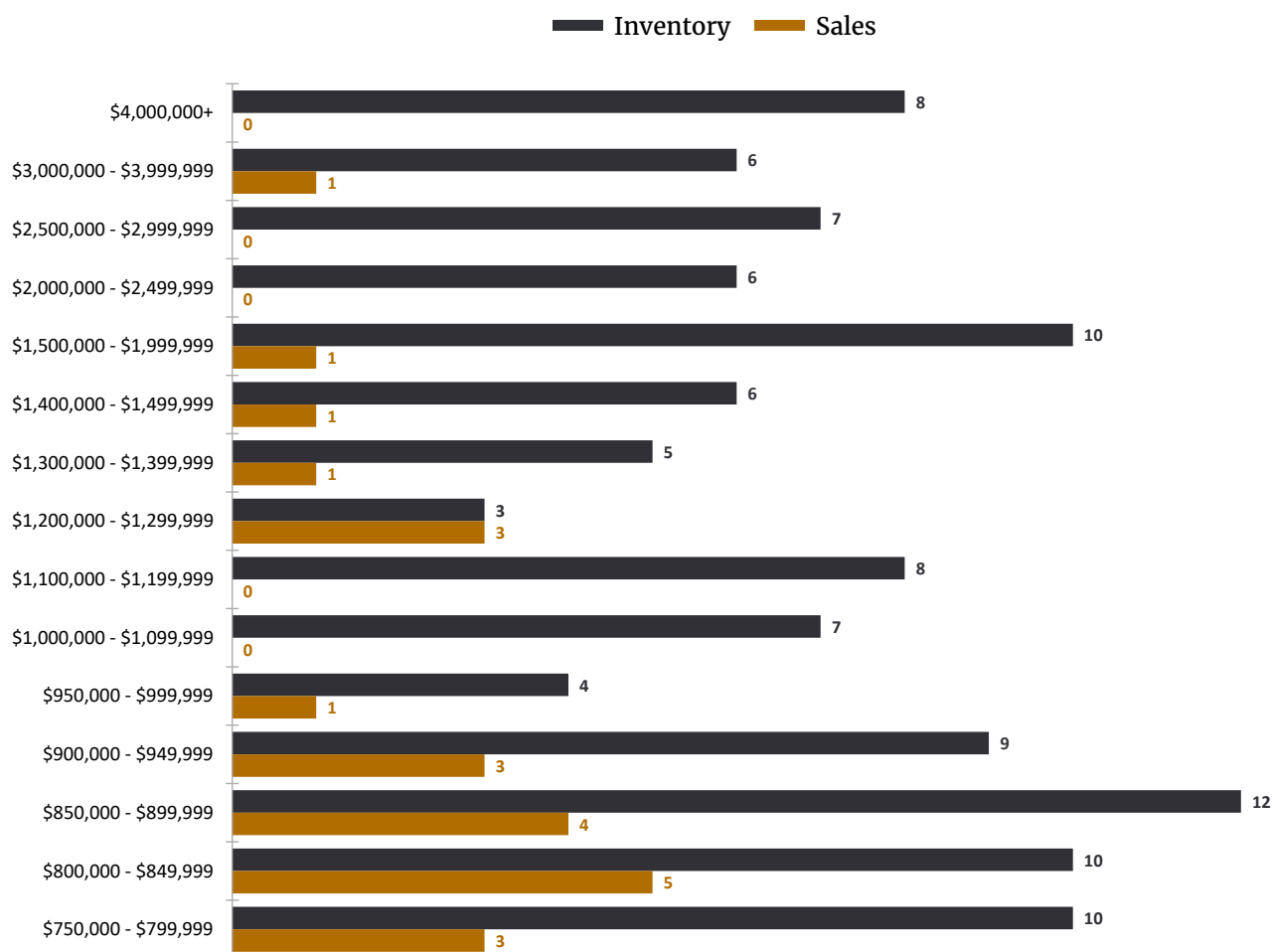
LUXURY INVENTORY VS. SALES | FEBRUARY 2024

Total Inventory: **111**

Total Sales: **23**

Total Sales Ratio²: **21%**

Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$868,500	4	4	12	27	44%
3,000 - 3,999	\$861,120	4	4	5	29	17%
4,000 - 4,999	\$1,225,000	5	6	3	20	15%
5,000 - 5,999	\$1,220,101	5	7	1	11	9%
6,000 - 6,999	\$1,900,000	4	6	1	3	33%
7,000+	\$3,150,000	8	10	1	16	6%

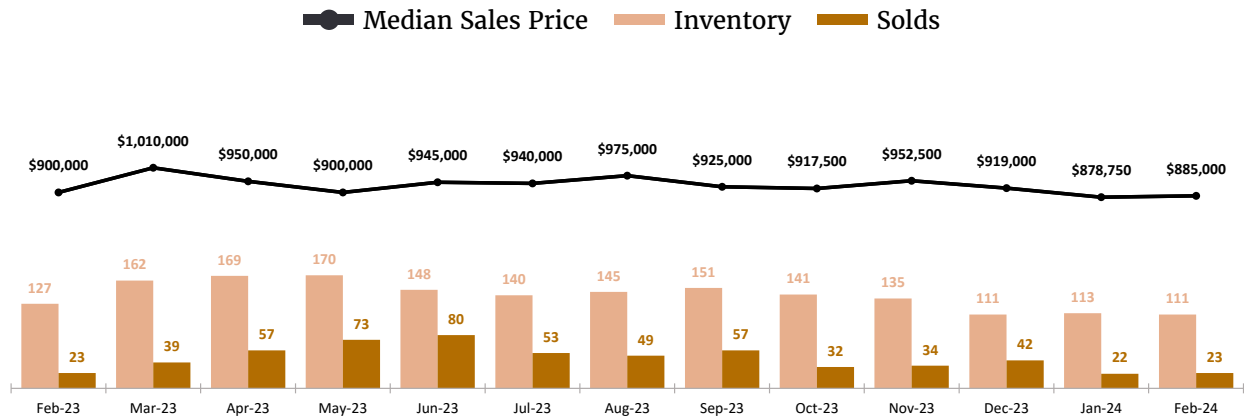
¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

BALTIMORE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: **\$750,000**

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2023 Feb. 2024
127 **111**

VARIANCE: **-13%**

TOTAL SOLDS

Feb. 2023 Feb. 2024
23 **23**

VARIANCE: **0%**

SALES PRICE

Feb. 2023 Feb. 2024
\$900k **\$885k**

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Feb. 2023 Feb. 2024
\$261 **\$305**

VARIANCE: **17%**

SALE TO LIST PRICE RATIO

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

VARIANCE: **0%**

DAYS ON MARKET

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

VARIANCE: **0%**

BALTIMORE COUNTY MARKET SUMMARY | FEBRUARY 2024

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2024.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$885,000**.
- The median days on market for February 2024 was **13** days, remaining the same from February 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.

BALTIMORE COUNTY

ATTACHED HOMES
Luxury Benchmark Price¹: **\$500,000**

LUXURY INVENTORY VS. SALES | FEBRUARY 2024

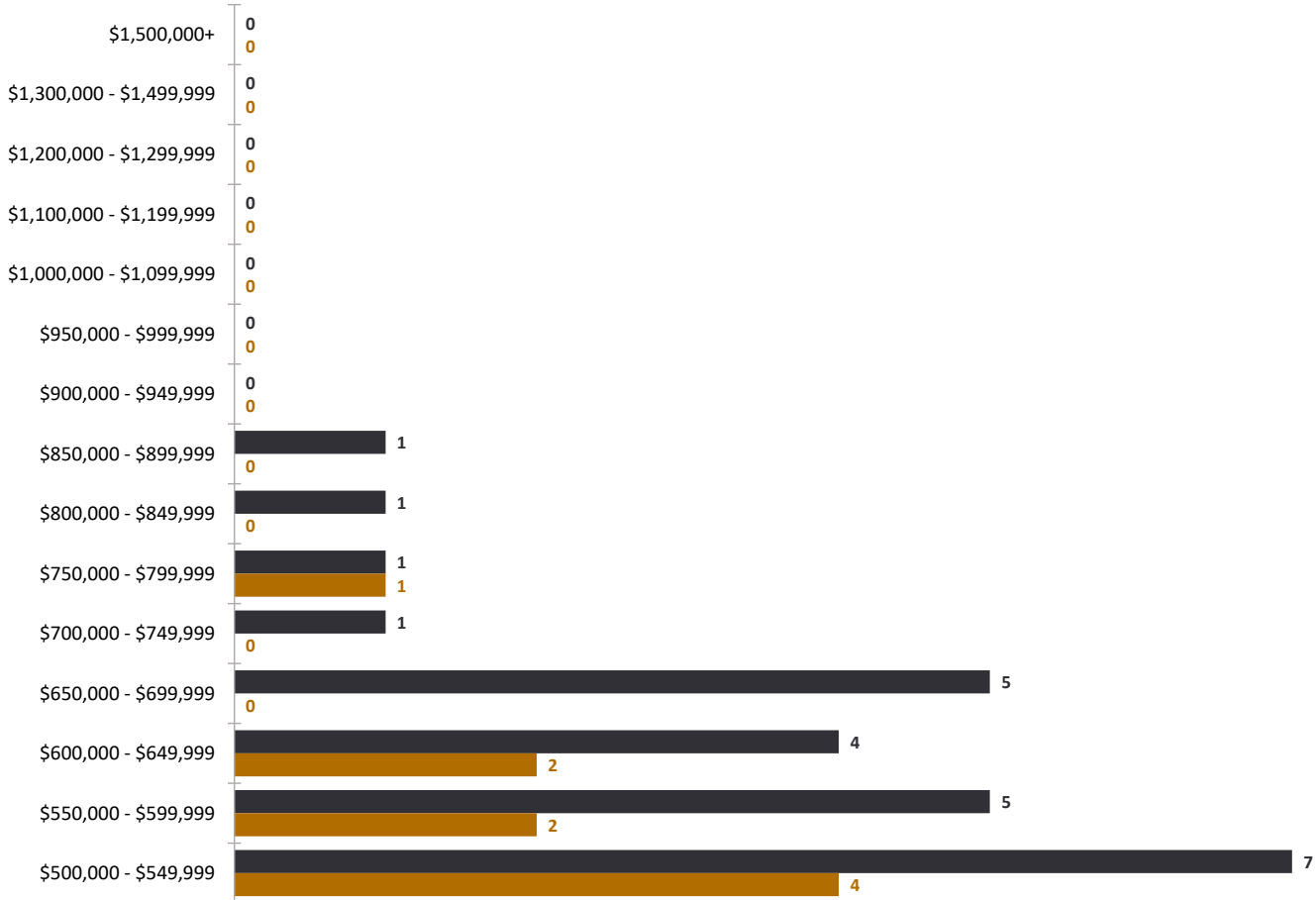
Total Inventory: **25**

Total Sales: **9**

Total Sales Ratio²: **36%**

Seller's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$528,000	4	4	2	5	40%
2,000 - 2,499	\$548,155	4	4	4	9	44%
2,500 - 2,999	\$704,451	3	4	2	9	22%
3,000 - 3,499	\$565,000	3	3	1	2	50%
3,500 - 3,999	NA	NA	NA	0	0	NA
4,000+	NA	NA	NA	0	0	NA

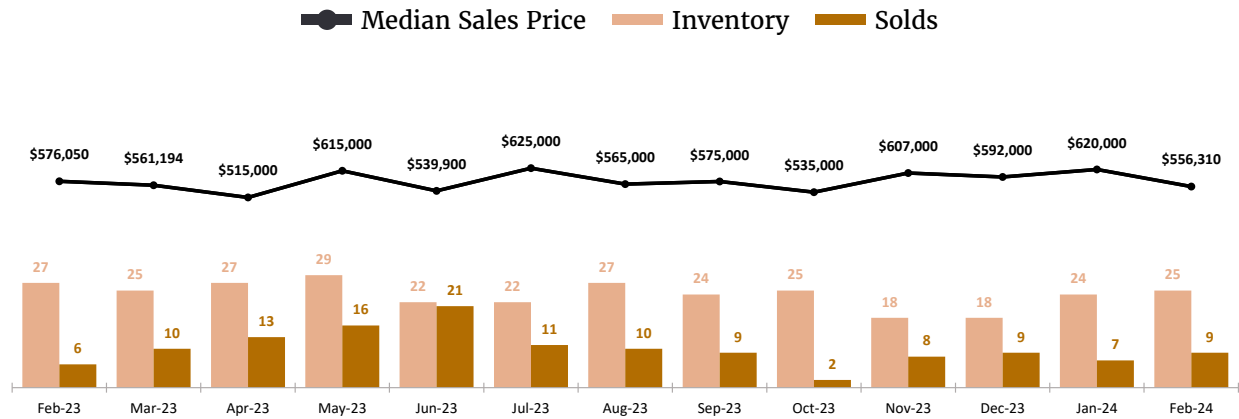
¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

BALTIMORE COUNTY

ATTACHED HOMES

Luxury Benchmark Price¹: **\$500,000**

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY

Feb. 2023 Feb. 2024
27 **25**

VARIANCE: **-7%**

TOTAL SOLDS

Feb. 2023 Feb. 2024
6 **9**

VARIANCE: **50%**

SALES PRICE

Feb. 2023 Feb. 2024
\$576k **\$556k**

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Feb. 2023 Feb. 2024
\$231 **\$254**

VARIANCE: **10%**

SALE TO LIST PRICE RATIO

Feb. 2023 Feb. 2024
100.10% **100.00%**

VARIANCE: **0%**

DAYS ON MARKET

Feb. 2023 Feb. 2024
31 **5**

VARIANCE: **-84%**

BALTIMORE COUNTY MARKET SUMMARY | FEBRUARY 2024

- The attached luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in February 2024.
- The most active price band is **\$750,000-\$799,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$556,310**.
- The median days on market for February 2024 was **5** days, down from **31** in February 2023.

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

⁴Data reported includes Active and Sold properties and does not include Pending properties.