

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JUNE  
2024

BALTIMORE COUNTY  

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MARYLAND

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

# BALTIMORE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>1</sup>: **\$750,000**

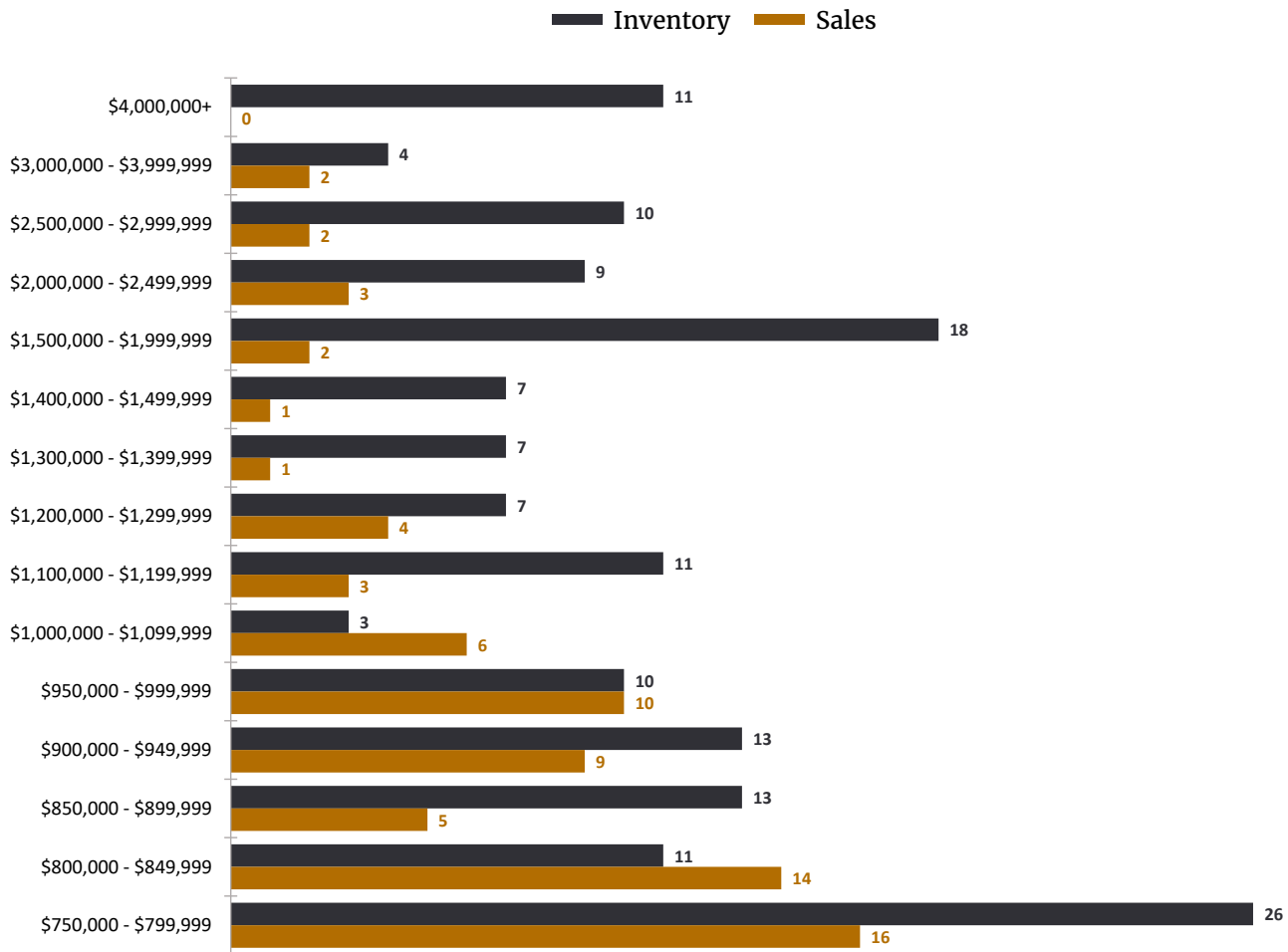
## LUXURY INVENTORY VS. SALES | MAY 2024

Total Inventory: **160**

Total Sales: **78**

Total Sales Ratio<sup>2</sup>: **49%**

**Seller's Market**



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	\$825,000	4	4	27	42	64%
3,000 - 3,999	\$900,000	4	4	30	45	67%
4,000 - 4,999	\$1,007,500	5	5	12	38	32%
5,000 - 5,999	\$1,452,500	6	7	2	9	22%
6,000 - 6,999	\$2,850,000	6	6	3	4	75%
7,000+	\$2,672,000	7	7	4	20	20%

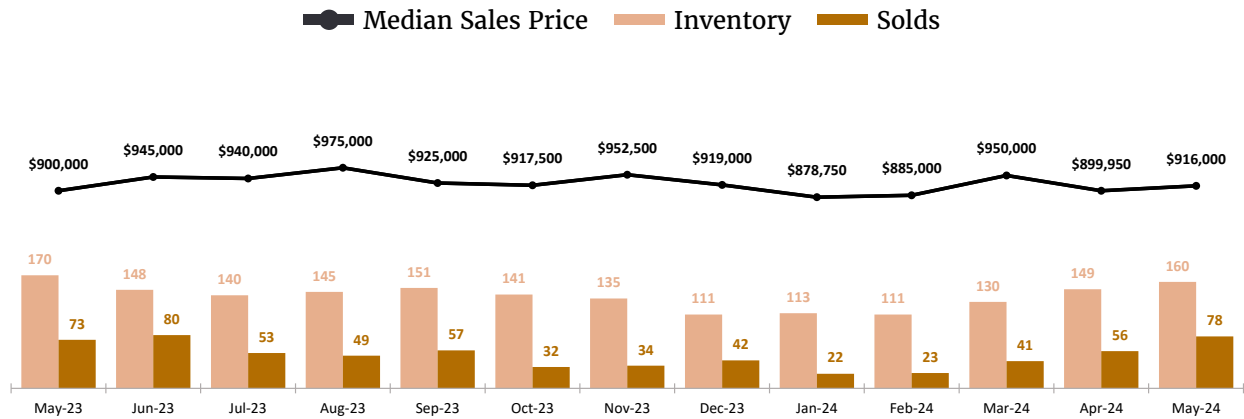
<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

# BALTIMORE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price<sup>3</sup>: **\$750,000**

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



## MEDIAN DATA REVIEW | MAY

### TOTAL INVENTORY

May 2023      May 2024

**170**      **160**

**VARIANCE: -6%**

### TOTAL SOLDS

May 2023      May 2024

**73**      **78**

**VARIANCE: 7%**

### SALES PRICE

May 2023      May 2024

**\$900k**      **\$916k**

**VARIANCE: 2%**

### SALE PRICE PER SQFT.

May 2023      May 2024

**\$287**      **\$289**

**VARIANCE: 1%**

### SALE TO LIST PRICE RATIO

May 2023      May 2024

**101.29%**      **100.06%**

**VARIANCE: -1%**

### DAYS ON MARKET

May 2023      May 2024

**4**      **6**

**VARIANCE: 50%**

## BALTIMORE COUNTY MARKET SUMMARY | MAY 2024

- The single-family luxury market is a **Seller's Market** with a **49% Sales Ratio**.
- Homes sold for a median of **100.06% of list price** in May 2024.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$916,000**.
- The median days on market for May 2024 was **6** days, up from **4** in May 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 | MAY 2024

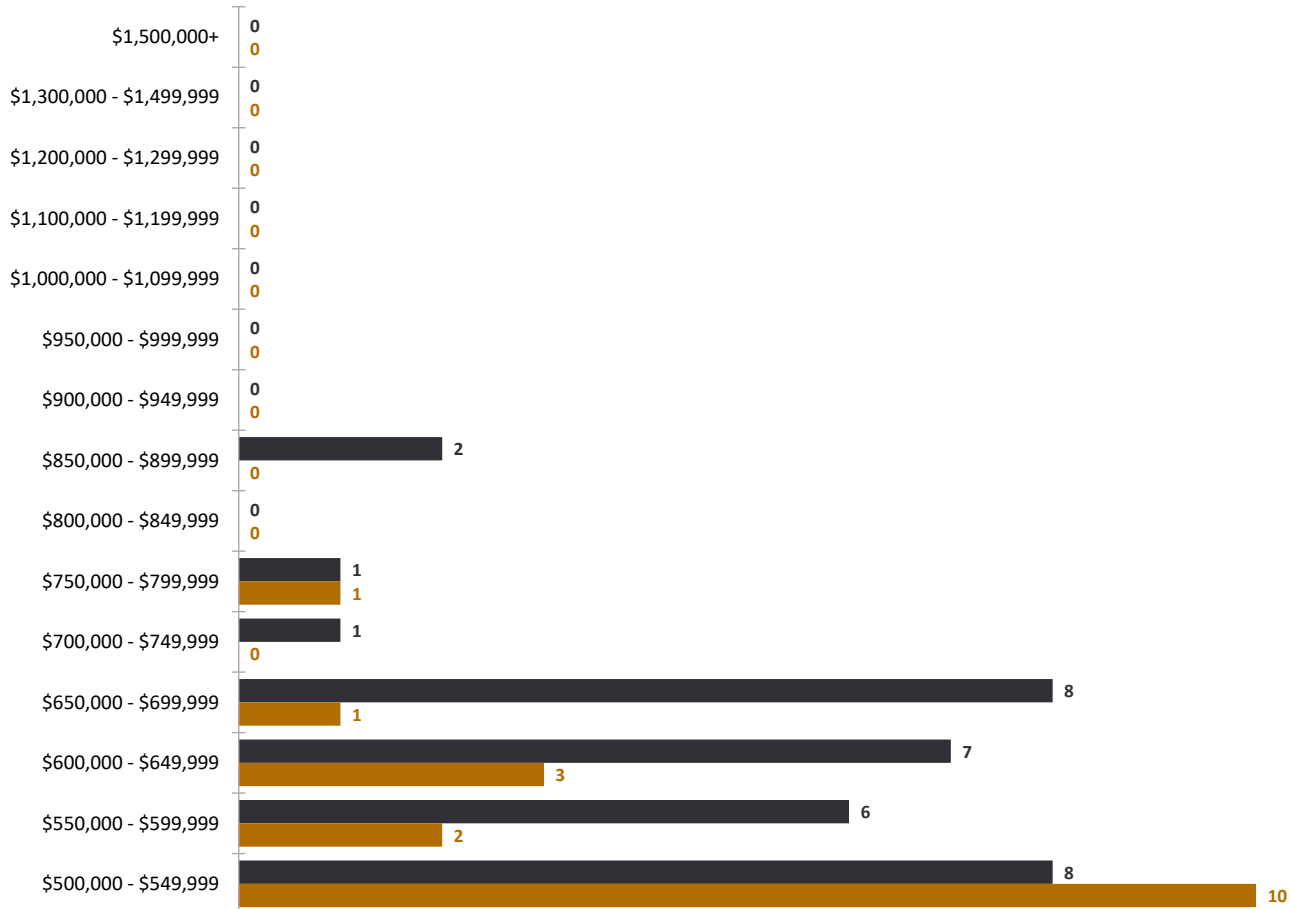
Total Inventory: **33**

Total Sales: **17**

Total Sales Ratio<sup>2</sup>: **52%**

**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	\$521,000	4	3	8	4	200%
2,000 - 2,499	\$575,000	3	4	5	9	56%
2,500 - 2,999	\$525,000	4	4	2	11	18%
3,000 - 3,499	\$640,500	4	5	2	7	29%
3,500 - 3,999	NA	NA	NA	0	1	0%
4,000+	NA	NA	NA	0	1	0%

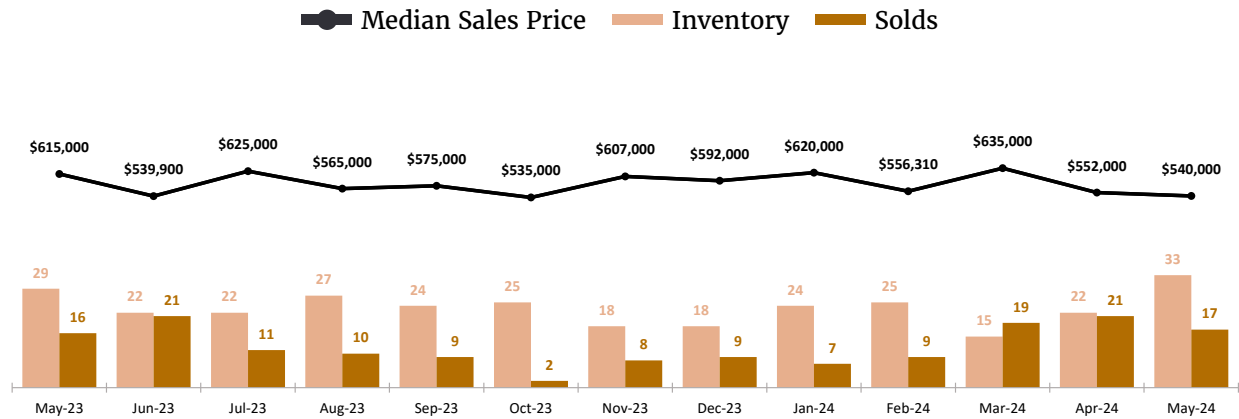
<sup>1</sup>The luxury threshold price is set by The Institute for Luxury Home Marketing. <sup>2</sup>Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS<sup>®</sup> data reported previous month's sales exceeded current inventory.

# BALTIMORE COUNTY

ATTACHED HOMES

Luxury Benchmark Price<sup>1</sup>: **\$500,000**

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



## MEDIAN DATA REVIEW | MAY

### TOTAL INVENTORY

May 2023      May 2024  
**29**              **33**

**VARIANCE: 14%**

### TOTAL SOLDS

May 2023      May 2024  
**16**              **17**

**VARIANCE: 6%**

### SALES PRICE

May 2023      May 2024  
**\$615k**        **\$540k**

**VARIANCE: -12%**

### SALE PRICE PER SQFT.

May 2023      May 2024  
**\$269**        **\$252**

**VARIANCE: -6%**

### SALE TO LIST PRICE RATIO

May 2023      May 2024  
**102.04%**    **100.00%**

**VARIANCE: -2%**

### DAYS ON MARKET

May 2023      May 2024  
**6**              **5**

**VARIANCE: -17%**

## BALTIMORE COUNTY MARKET SUMMARY | MAY 2024

- The attached luxury market is a **Seller's Market** with a **52% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2024.
- The most active price band is **\$500,000-\$549,999**, where the sales ratio is **125%**.
- The median luxury sales price for attached homes is **\$540,000**.
- The median days on market for May 2024 was **5** days, down from **6** in May 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.