

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

JULY  
2024

# HOWARD COUNTY --- MARYLAND

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

### LUXURY INVENTORY VS. SALES | JUNE 2024

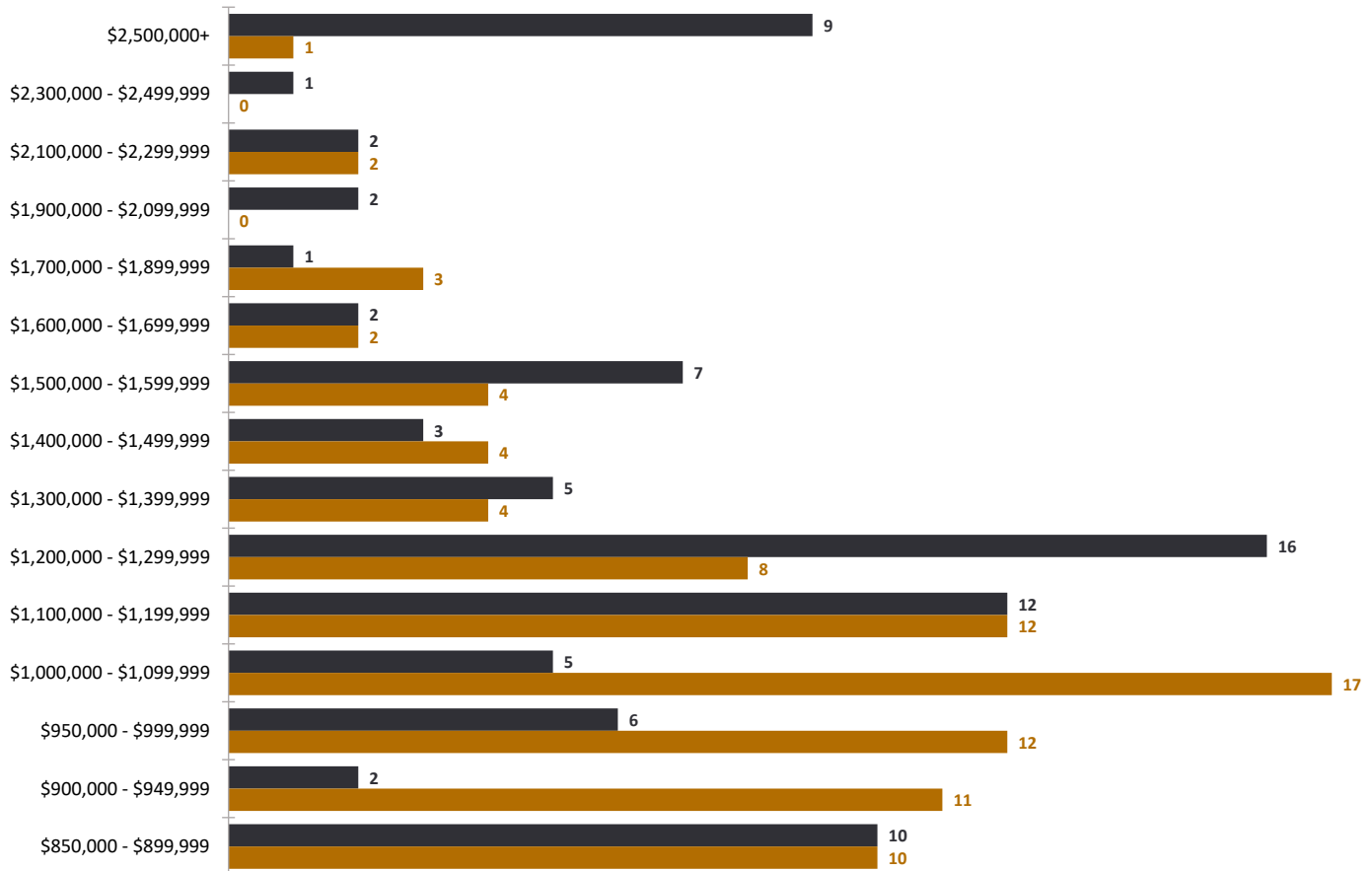
Total Inventory: **83**

Total Sales: **90**

Total Sales Ratio<sup>2</sup>: **108%**

**Seller's Market**

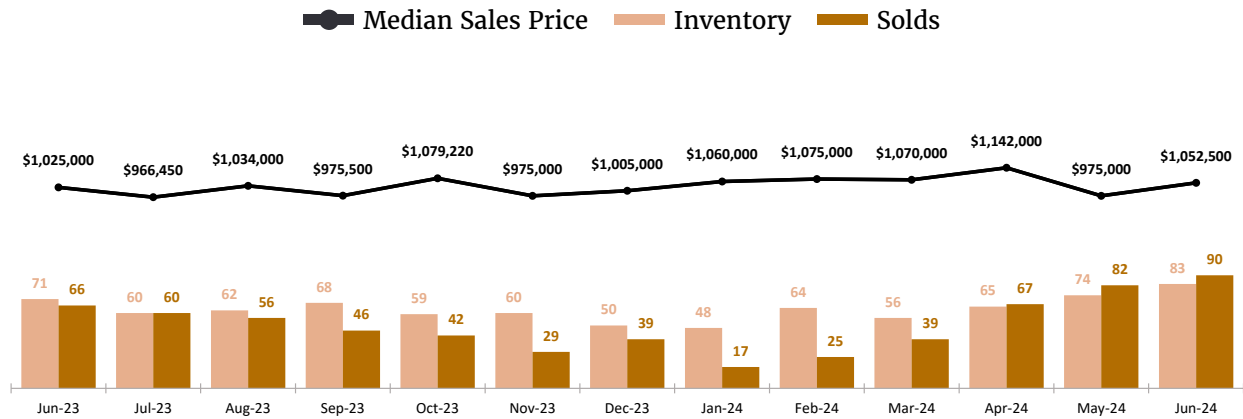
Inventory Sales



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	\$931,000	4	4	31	20	155%
3,000 - 3,999	\$1,060,000	5	4	32	31	103%
4,000 - 4,999	\$1,272,500	5	5	16	13	123%
5,000 - 5,999	\$1,597,500	5	7	6	6	100%
6,000 - 6,999	\$2,168,000	6	7	2	4	50%
7,000+	\$3,250,000	5	9	1	8	13%

<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 | JUNE

#### TOTAL INVENTORY

Jun. 2023      Jun. 2024  
**71              83**

**VARIANCE: 17%**

#### TOTAL SOLDS

Jun. 2023      Jun. 2024  
**66              90**

**VARIANCE: 36%**

#### SALES PRICE

Jun. 2023      Jun. 2024  
**\$1.03m      \$1.05m**

**VARIANCE: 3%**

#### SALE PRICE PER SQFT.

Jun. 2023      Jun. 2024  
**\$299              \$327**

**VARIANCE: 9%**

#### SALE TO LIST PRICE RATIO

Jun. 2023      Jun. 2024  
**103.15%      102.56%**

**VARIANCE: -1%**

#### DAYS ON MARKET

Jun. 2023      Jun. 2024  
**5                      6**

**VARIANCE: 20%**

## HOWARD COUNTY MARKET SUMMARY | JUNE 2024

- The single-family luxury market is a **Seller's Market** with a **108% Sales Ratio**.
- Homes sold for a median of **102.56% of list price** in June 2024.
- The most active price band is **\$900,000-\$949,999**, where the sales ratio is **550%**.
- The median luxury sales price for single-family homes is **\$1,052,500**.
- The median days on market for June 2024 was **6** days, up from **5** in June 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.

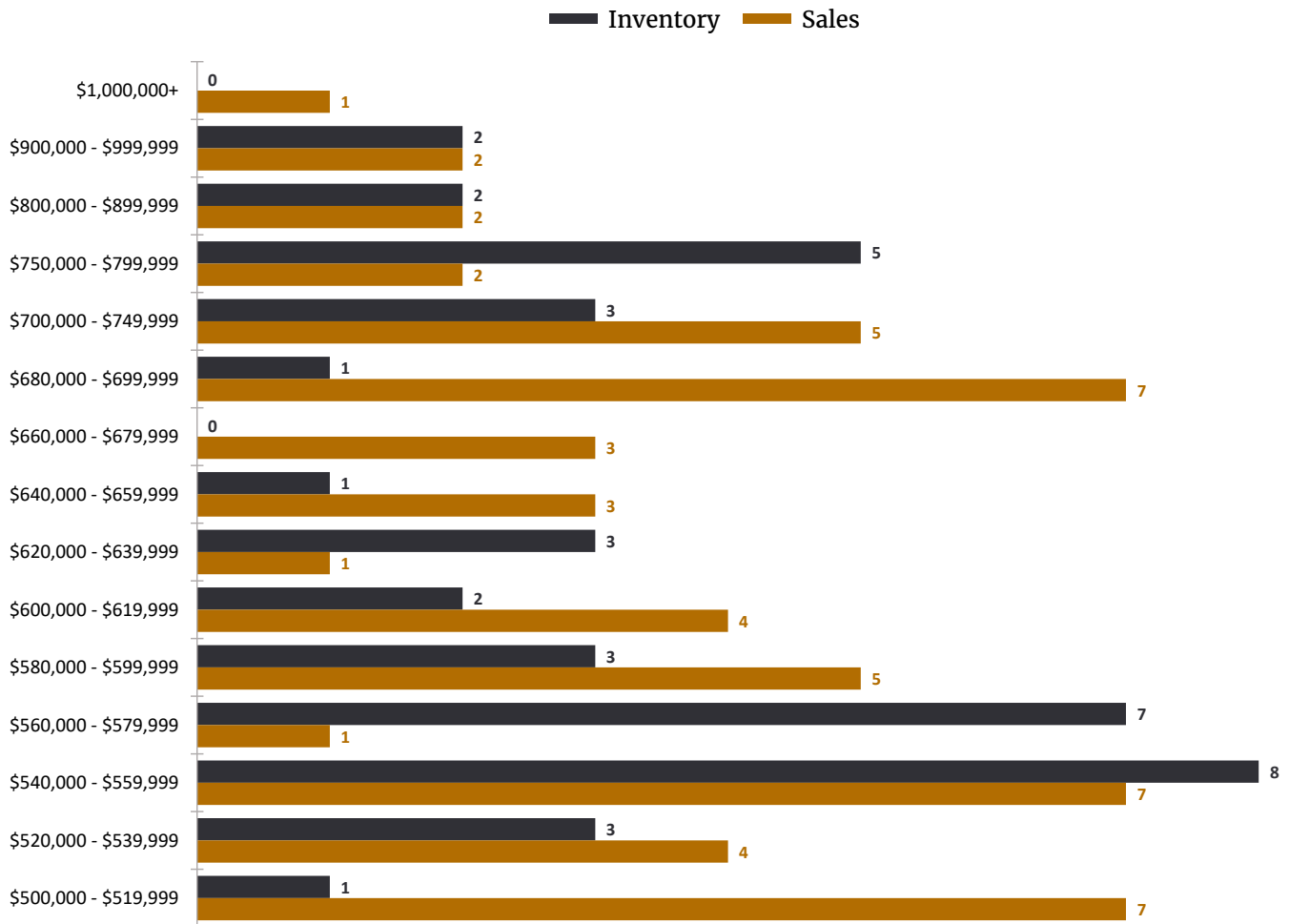
## LUXURY INVENTORY VS. SALES | JUNE 2024

Total Inventory: **41**

Total Sales: **54**

Total Sales Ratio<sup>2</sup>: **132%**

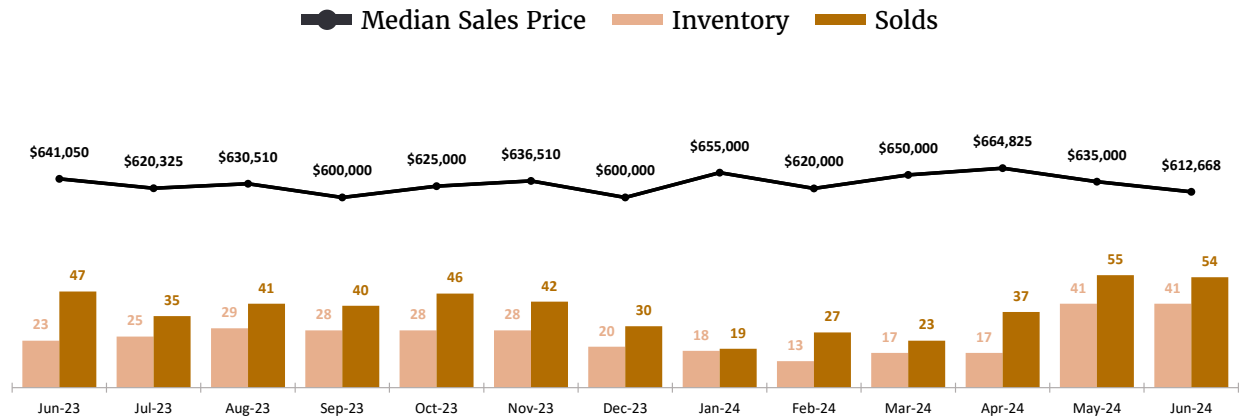
**Seller's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$535,000	3	3	14	7	200%
2,000 - 2,199	\$605,000	3	4	16	8	200%
2,200 - 2,399	\$650,000	3	4	5	6	83%
2,400 - 2,599	\$610,000	4	4	5	10	50%
2,600 - 2,799	\$690,000	4	4	3	4	75%
2,800+	\$785,000	3	4	10	6	167%

<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 | JUNE

### TOTAL INVENTORY

Jun. 2023      Jun. 2024  
**23**              **41**

VARIANCE: **78%**

### TOTAL SOLDS

Jun. 2023      Jun. 2024  
**47**              **54**

VARIANCE: **15%**

### SALES PRICE

Jun. 2023      Jun. 2024  
**\$641k**          **\$613k**

VARIANCE: **-4%**

### SALE PRICE PER SQFT.

Jun. 2023      Jun. 2024  
**\$265**          **\$285**

VARIANCE: **8%**

### SALE TO LIST PRICE RATIO

Jun. 2023      Jun. 2024  
**101.73%**      **100.31%**

VARIANCE: **-1%**

### DAYS ON MARKET

Jun. 2023      Jun. 2024  
**5**                **6**

VARIANCE: **20%**

## HOWARD COUNTY MARKET SUMMARY | JUNE 2024

- The attached luxury market is a **Seller's Market** with a **132% Sales Ratio**.
- Homes sold for a median of **100.31% of list price** in June 2024.
- The most active price bands are **\$500,000-\$519,999** and **\$680,000-\$699,999**, where the sales ratio is **700%**.
- The median luxury sales price for attached homes is **\$612,668**.
- The median days on market for June 2024 was **6** days, up from **5** in June 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.