DATA AS OF November 6, 2023

October 2023 Market Report
Mid-Atlantic

Mid-Atlantic Market Key Findings

It's Beginning To Look A Lot Like Last Year
Market activity tracking closely to 2022 levels

Last fall, mortgage rates surpassed 7%, sharply slowing market activity. Earlier this year, expectations were for mortgage rates to decline, but, instead, rates are now close to 8%. The housing market is slowing seasonally, but after two years of monthly market activity tracking below the year prior, October's home sales and listings are much more in line with 2022 levels.

There were 18,331 new pending sales in the Mid-Atlantic in October 2022, just 3.2% lower than October 2022. Closed sales were 10.1% below, however, the smallest year-over-year difference in 2023.

New listing activity has also been at historically low levels. In October, the number of new listings was down 9.0% compared to a year ago, but that is a much smaller gap compared to the 20 to 30% declines in other months.

The push and pull of listings on and off the market has left inventory 6.0% lower than last year. Tight inventory continues to keep the pace brisk; the median days on market in the Mid-Atlantic was 10 days for homes that closed in October.

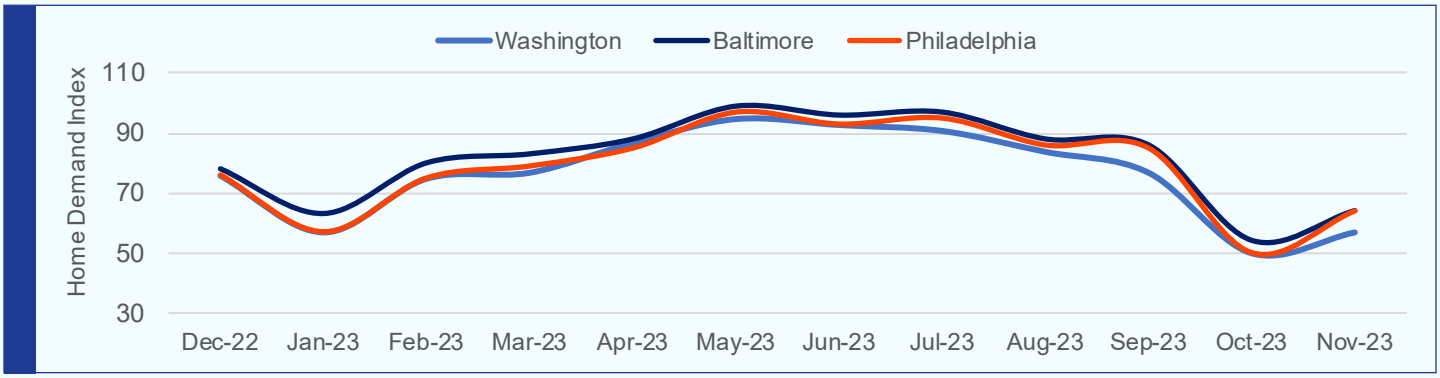
	October 2023		vs. October 2022
Closed sales	16,978	▼	-10.1%
Median sales price	$381,000	▲	+4.7%
Median days on market	10	▼	-3 days
New pending sales	18,331	▼	-3.2%
New listings	21,517	▼	-9.0%
Active listings	34,415	▼	-6.0%
Months of supply	1.88	▲	+23.7%
Showings	329,341	▼	-12.5%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), demand improved from last month but remained Limited. Both the Baltimore and Philadelphia HDI were 64 for November while Washington, D.C., was a bit behind at 57.

Demand is lower than last fall when market activity was classified as either Steady or Slow in the major Mid-Atlantic markets.

Bright MLS T3 Home Demand Index



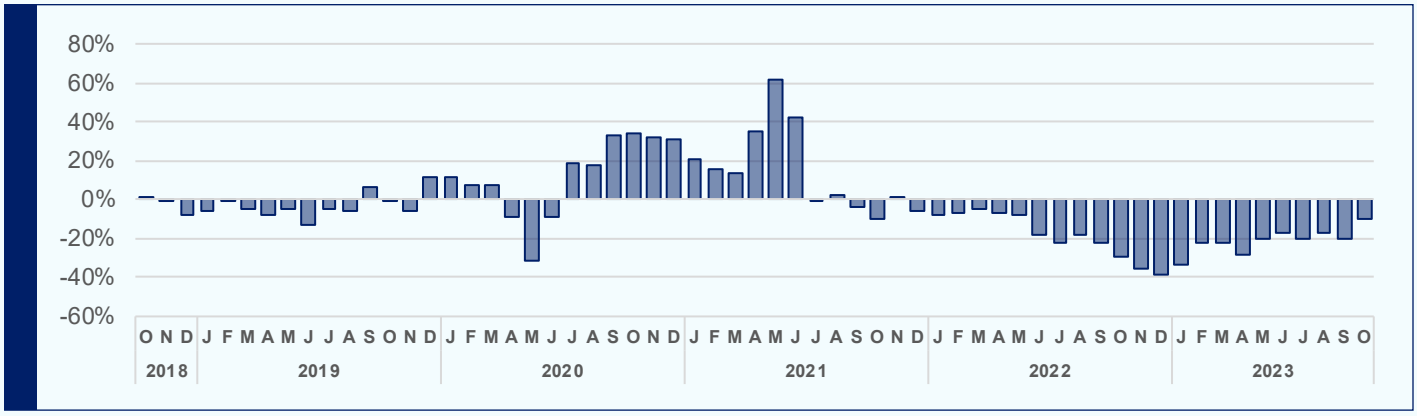
Market Outlook

Despite persistently higher mortgage rates, some buyers will persevere in the final months of 2023, while others will bide their time until spring, hoping for lower rates and more inventory. Prospective buyers who are in the market this winter should expect some easing conditions as both home prices and days on market will decline seasonally.

While inventory should increase modestly over the winter, supply will remain low, and there are still more buyers than sellers, which means that prices will remain firm and attractive properties will be scooped up relatively quickly. Expect mortgage rates to begin to come down in early 2024, though they will remain well above 6%. Consumers will reset their expectations, and as rates move lower, there will be both more buyers and more sellers in the market, suggesting an active spring market.

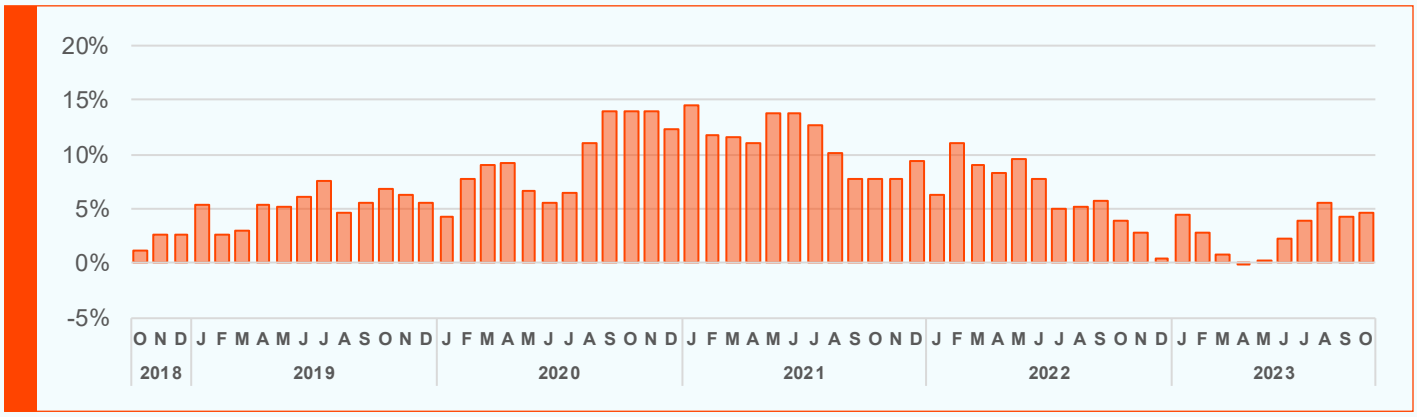
Closed Sales Year-Over-Year Change

The Mid-Atlantic had 16,978 closed sales in October 2023. The difference between October 2023 and October 2022 closed sales was 10.1%, the smallest gap so far this year. Despite elevated interest rates (even higher than 2022), Mid-Atlantic buyers are persistent in their dream of homeownership.



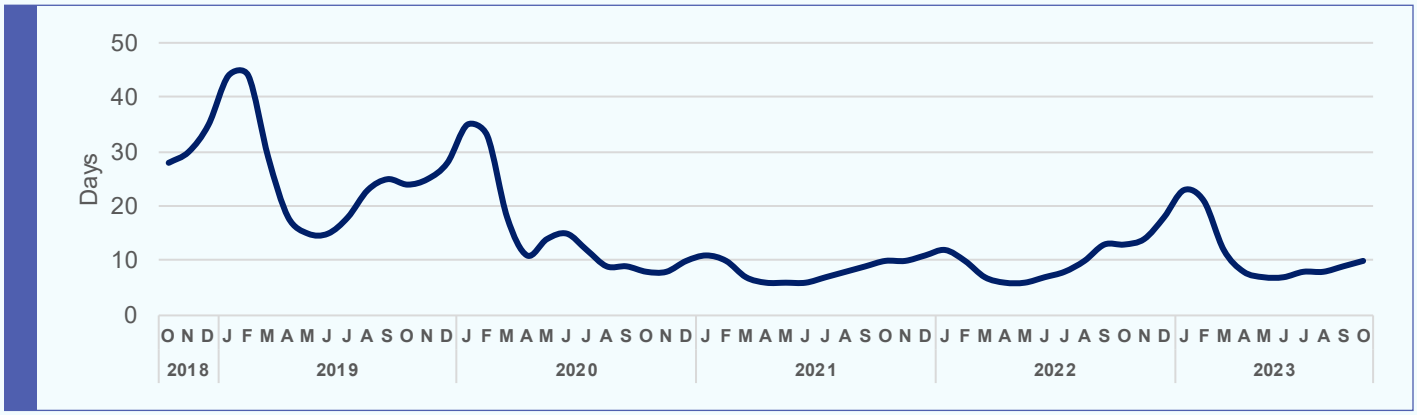
Median Sale Price Year-Over-Year Change

The median sale price declined month-over-month, down 1.2%. Seasonality in the Mid-Atlantic real estate market typically reveals a high point in price in the summer months. However, a year-over-year comparison reveals the median sale price of $381,000 was 4.7% above the median price in October 2022. Year-over-year price growth occurred across all property types.



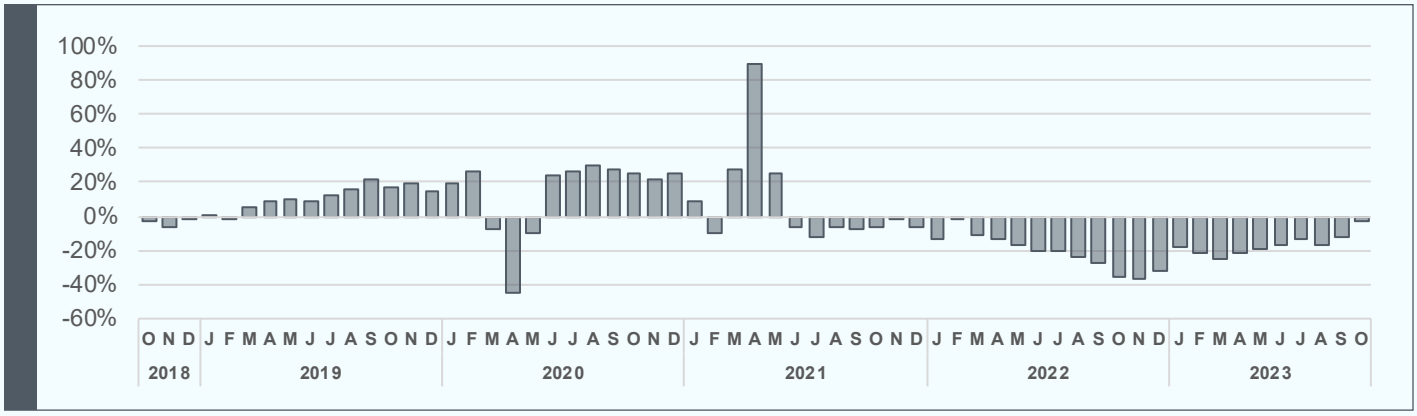
Median Days on Market

While easing one more day, the median days on market in the Mid-Atlantic is anything but slow. In October 2023, the median days on market was 10 days across all property types. Both attached homes and condos had 10 median days on market. The median days on market for detached single-family homes was 11.



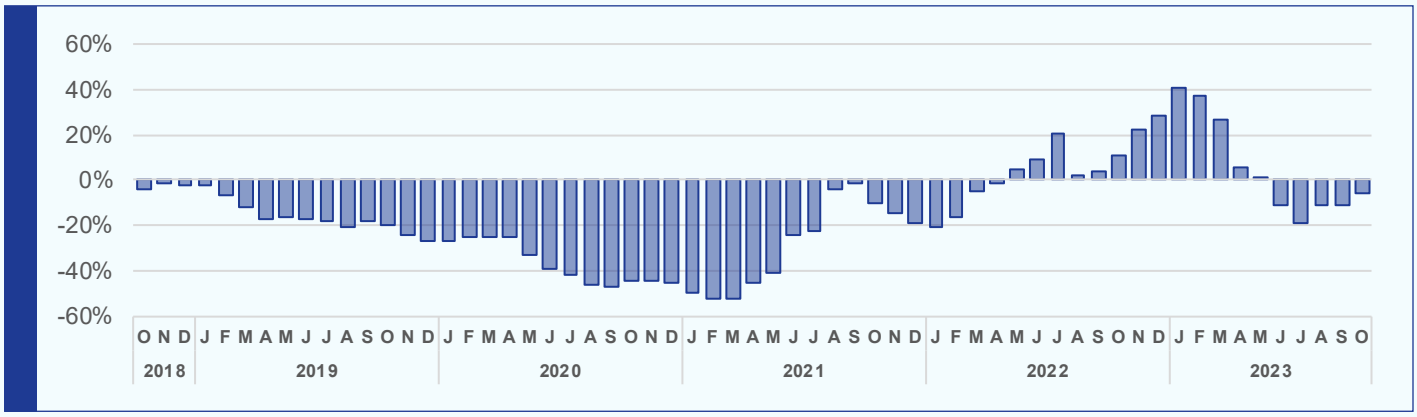
New Pending Sales Year-Over-Year Change

New pending sales are nipping at the heels of their figure for last October. There were 18,331 new pending sales across the Mid-Atlantic in October 2023, only 3.2% lower than new pending sales in October 2022. All properties had their smallest year-over-year difference in October: detached single-family (-2.2%), attached townhomes (-5.7%), and condos (-1.2%).



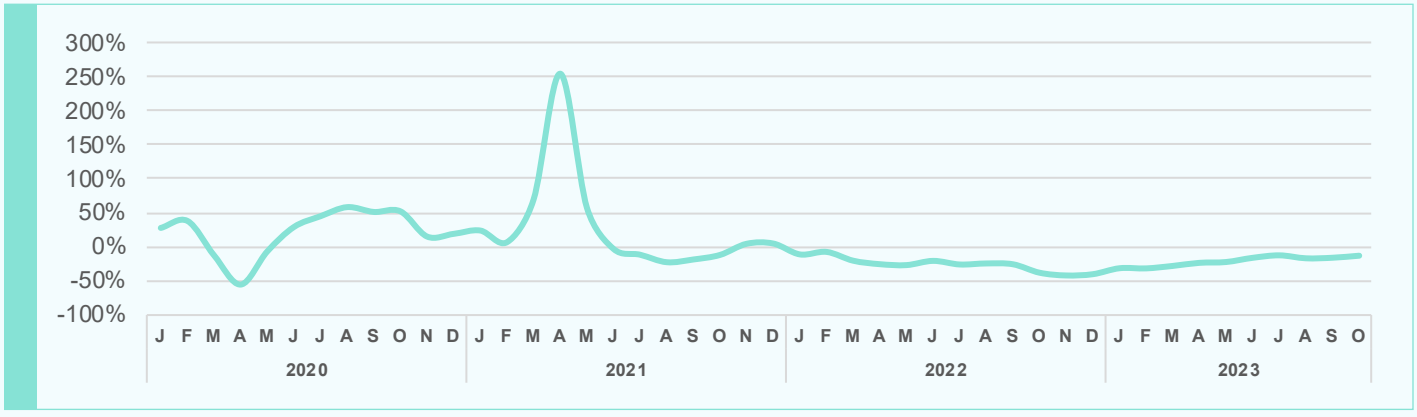
Active Listings Year-Over-Year Change

Active listings in the Mid-Atlantic were lower than their 2022 counterpart for the fifth consecutive month. At the end of October 2023, there were 34,415 active listings on the market. Active listings were 6.0% lower than last year. In promising news, inventory has continued to make gains throughout 2023 from its low point of 26,311 in February.



Showings

The Mid-Atlantic region had 329,341 showings in October 2023. Showing activity has declined both month-over-month (-8.3%) and year-over-year (-12.5%).



Bright MLS Mid-Atlantic Markets



Local Markets

For the third month, only three metros within the Mid-Atlantic had more active listings than a year ago: Central Pennsylvania (+10.2%), Maryland Eastern Shore (+4.7%), and Del/Mar Coastal (+13.3%). Yet the inventory disparity in other metros has diminished since the summer.

Overall, the housing metrics across the Mid-Atlantic have started to more closely resemble 2022. Closed sales overall are down 10.1%, yet both the Maryland/West Virginia Panhandle (+2.4%) and Del/Mar Coastal (+4.7%) had more activity this October than last year.

The Maryland/West Virginia Panhandle and Del/Mar Coastal also had year-over-year increases in new listings and new pending sales. Two other areas likewise had growth in new pending sales: Maryland Eastern Shore (+3.8%) and Southern Maryland (+8.8%).

One aspect of the housing market that refuses to mirror 2022 is the median price. All metro areas had the median price increase 5.0% or more except the D.C. metro (+3.3%).



CLOSED SALES

	October 2023	vs. October 2022
Philadelphia Metro	5,014	-12.0%
Baltimore Metro	2,370	-10.5%
Washington Metro	3,559	-12.5%
Central Pennsylvania	2,206	-11.0%
MD/WV Panhandle	644	+2.4%
MD Eastern Shore	290	-0.7%
Del/Mar Coastal	713	+4.7%
Southern Maryland	378	-13.7%
North Central Virginia	1,247	-13.9%
Mid-Atlantic	**16,978**	**-10.1%**

MEDIAN SALES PRICE

	October 2023	vs. October 2022
Philadelphia Metro	$350,000	+7.7%
Baltimore Metro	$369,000	+7.0%
Washington Metro	$568,000	+3.3%
Central Pennsylvania	$269,900	+8.0%
MD/WV Panhandle	$284,900	+7.5%
MD Eastern Shore	$358,100	+10.0%
Del/Mar Coastal	$388,250	+8.2%
Southern Maryland	$419,900	+5.0%
North Central Virginia	$460,500	+8.4%
Mid-Atlantic	**$381,000**	**+4.7%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	October 2023	vs. October 2022	October 2023	vs. October 2022	October 2023	vs. October 2022
Philadelphia Metro	5,622	-1.4%	6,688	-5.8%	11	-2 days
Baltimore Metro	2,633	-7.3%	2,996	-7.6%	9	-3 days
Washington Metro	3,752	-9.2%	4,460	-20.3%	9	-6 days
Central Pennsylvania	2,318	-4.6%	2,610	-0.5%	8	+0 days
MD/WV Panhandle	690	+14.6%	835	+6.4%	13	-4 days
MD Eastern Shore	300	+3.8%	336	-13.6%	23	+3 days
Del/Mar Coastal	773	+14.7%	973	+8.2%	17	+2 days
Southern Maryland	432	+8.8%	466	-13.5%	15	-3 days
North Central Virginia	1,258	-8.5%	1,438	-18.7%	11	-4 days
Mid-Atlantic	**18,331**	**-3.2%**	**21,517**	**-9.0%**	**10**	**-3 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	October 2023	vs. October 2022	October 2023	vs. October 2022
Philadelphia Metro	10,602	-9.6%	1.97	+19.4%
Baltimore Metro	4,549	-0.5%	1.72	+34.4%
Washington Metro	6,885	-13.7%	1.66	+16.9%
Central Pennsylvania	3,460	+10.2%	1.59	+35.9%
MD/WV Panhandle	1,392	-7.1%	2.35	+14.1%
MD Eastern Shore	804	+4.7%	2.72	+34.7%
Del/Mar Coastal	2,215	+13.3%	3.09	+41.1%
Southern Maryland	749	-12.7%	1.81	+20.7%
North Central Virginia	2,358	-13.8%	1.74	+18.4%
Mid-Atlantic	**34,415**	**-6.0%**	**1.88**	**+23.7%**

New Listings New Hope for Buyers

Throughout 2023, new listing activity in the Mid-Atlantic has been down between 20% and 30% from 2022.

In October, the gap shrank to 9.0%. While the pace of new listings coming onto the market is still slow by historic standards, the narrowing of the gap between last year and this year is welcome news.

Mid-Atlantic buyers have been resilient in the face of rising prices and elevated mortgage rates. More listings will make it a little easier for buyers who remain in the market this winter. However, the supply deficit is large and can be quickly drawn down by buyers returning to the market after the first of the year.

Local Markets Continued

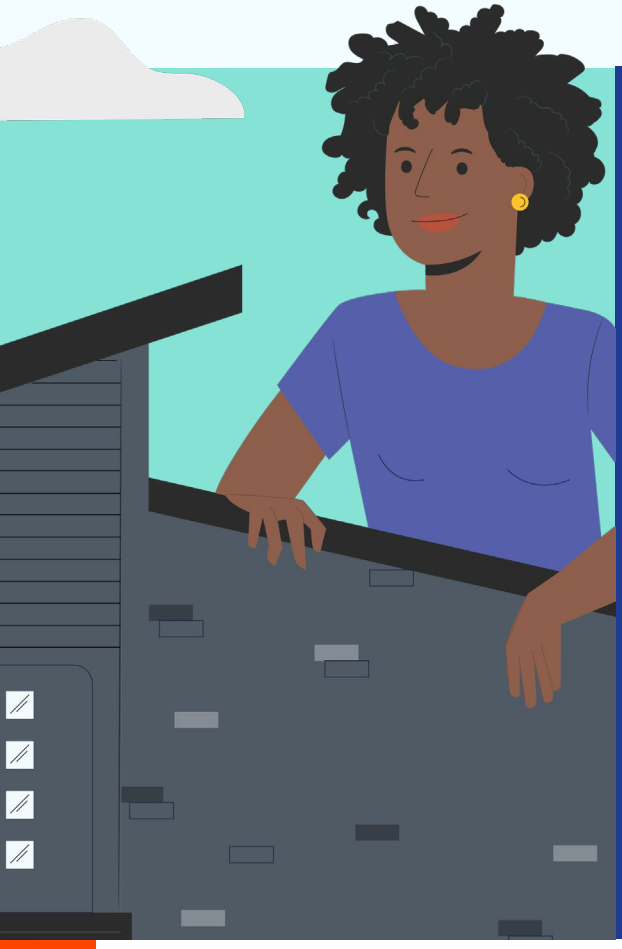
	SHOWINGS		HOME DEMAND INDEX	
	October 2023	vs. October 2022	November 2023	vs. November 2022
Philadelphia Metro	114,184	-12.2%	64	-26.4%
Baltimore Metro	46,928	-14.6%	64	-28.9%
Washington Metro	78,840	-14.1%	57	-37.4%
Central Pennsylvania	32,122	-9.6%	72	-16.3%
MD/WV Panhandle	7,754	-8.9%	88	-25.4%
MD Eastern Shore	3,721	-3.7%	74	-21.3%
Del/Mar Coastal	10,080	+1.1%	85	-17.5%
Southern Maryland	6,216	-13.5%	76	-30.9%
North Central Virginia	18,703	-23.9%	54	-38.6%
Mid-Atlantic	**329,341**	**-12.5%**		

Bright MLS T3 Home Demand Index

The Home Demand Index (HDI) captures buyer signals including showing requests, listing views, and more to let you know what buyers are doing right now, before they buy. The HDI is forward-looking, providing a picture of what market activity will be this month.

The Home Demand Index was created as part of our strategy to create a nimbler and more innovative MLS platform that drives your business forward.

Read more about the HDI: homedemandindex.com



About **Bright MLS**

Bright is proud to be the source of truth for comprehensive real estate data in the Mid-Atlantic, with market intelligence currently covering six states (Delaware, Maryland, New Jersey, Pennsylvania, Virginia, West Virginia) and the District of Columbia. Bright MLS's innovative tool library—both created and curated—provides services and award-winning support to well over 100k real estate professionals, enabling their delivery on the promise of home to over half a million home buyers and sellers monthly. In 2022, Bright subscribers facilitated $121B in real estate transactions through the company's platform. Learn more at Bright MLS.com.

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