bright MLS

DATA AS OF April 6, 2023

March 2023 Market Report
Mid-Atlantic

Mid-Atlantic Market Key Findings

Inventory and Rates Constrain Spring Housing Market
Many buyers still finding market competitive

There was a typical seasonal increase in housing market activity in March, with higher closed sales, more showing activity, and a decline in the median days on market compared to February. While activity is lower than a year ago, many buyers are still finding market conditions very competitive.

Low supply is a key reason for the competitive market. New listings in March were down 29.4% compared to a year ago. While the number of active listings at the end of the month increased 3.5% compared to February, and was up 26.9% year-over-year, supply is still low compared to the pre-pandemic market. With inventory approximately 43% of the March 2019 level, buyers' options remain limited this spring.

Although the market is slower than it was a year ago, very low inventory means it is still competitive for buyers. Prices remain elevated and homes are still selling quickly in many markets.

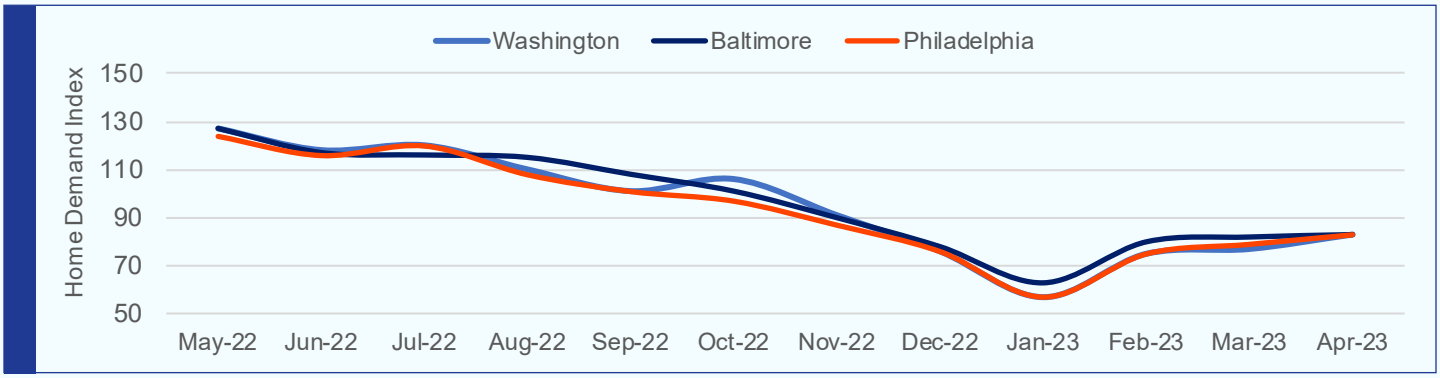
	March 2023	vs. March 2022
Closed sales	18,031	▼ -22.6%
Median sales price	$368,000	▲ +0.8%
Median days on market	12	▲ +5 days
New pending sales	21,490	▼ -25.4%
New listings	23,566	▼ -29.4%
Active listings	27,238	▲ +26.9%
Months of supply	1.29	▲ +63.3%
Showings	503,367	▼ -27.6%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity has increased through March, indicating that market conditions are improving from the low in January. However, the index for the Baltimore, Philadelphia and Washington, DC metro areas all read 83, which indicates Slow market conditions.

Demand is slower than last April, which had Moderate active for each of the three metro areas.

Bright MLS T3 Home Demand Index



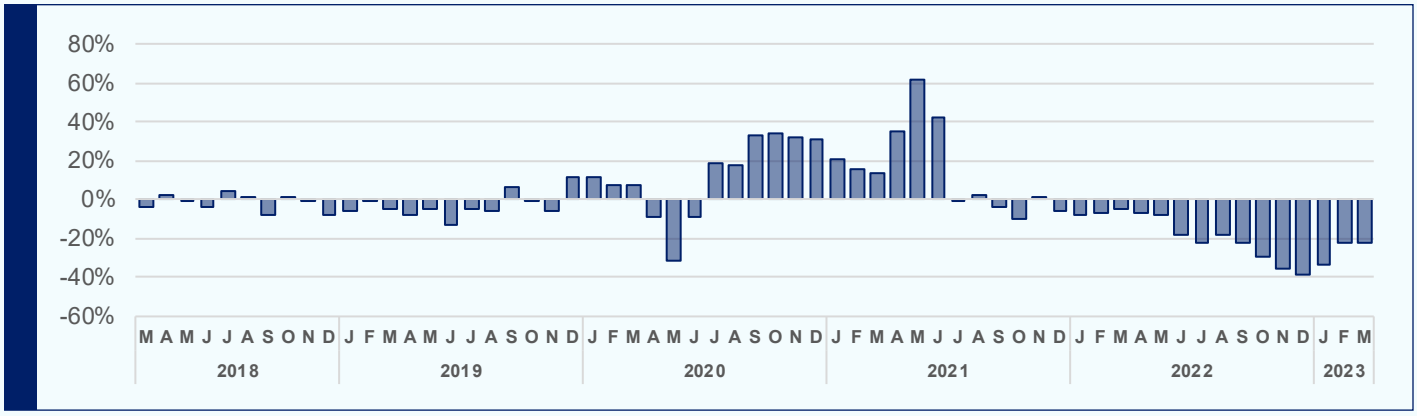
Market Outlook

While home sales will continue to rise, there are reasons to expect a relatively subdued spring housing market in the face of economic uncertainty, elevated mortgage rates, and constrained inventory. Although supply has grown compared to the lows in 2022, the number of options for buyers remains limited. Market activity should increase in the weeks ahead, but sales activity will not match last year's pace when interest rates were still below 5%.

Comparing market activity to 2019—a more typical market—shows that the Mid-Atlantic region has pockets that are outperforming and others that are lagging. The housing market remains in a period of transition. Price growth has slowed, but the tightness in supply continues to put pressure on buyers. The market may begin to look more balanced in the second half of 2023, but there will be a lot of variation across local areas.

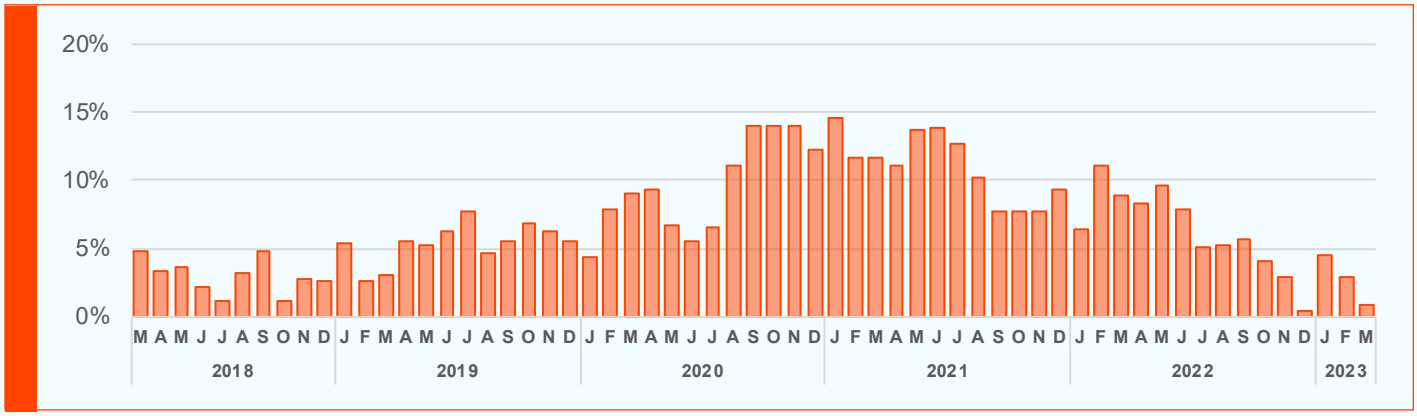
Closed Sales Year-Over-Year Change

The Mid-Atlantic region had 18,031 closed sales in March 2023. March typically has strong sales gains from February. The month-over-month growth was 35.9% from February to March 2023. This is a similar spring uptick as in recent years, but sales totals are much lower, constrained by lower demand from rising interest rates and a dearth of supply.



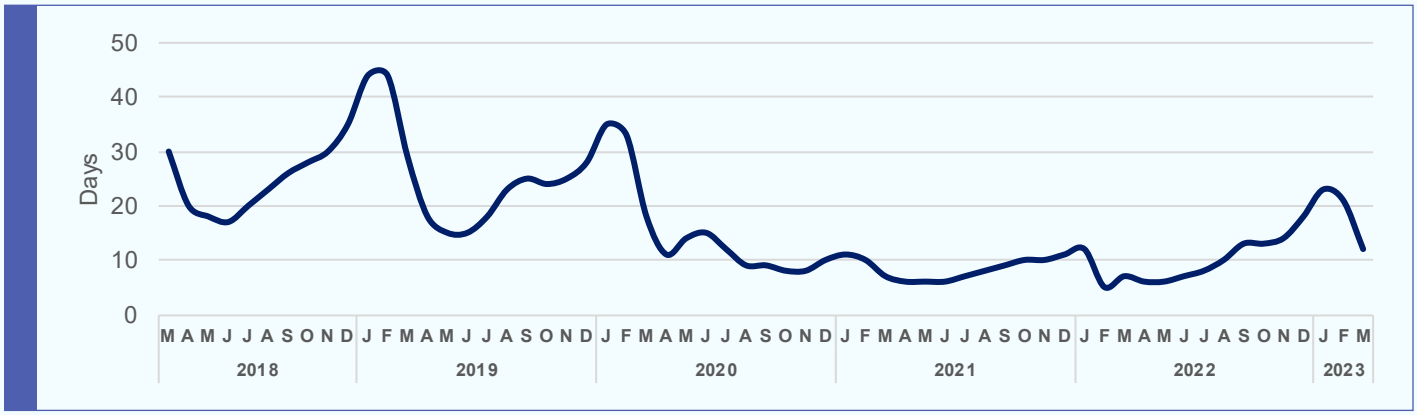
Median Sales Price Year-Over-Year Change

At first glance prices appear to be up, though slightly, in the Mid-Atlantic region. The median price for all properties, $368,000, is 0.8% higher than last March. However, median prices for individual property types—detached homes, attached properties, and condos—fell year-over-year. The overall median price uptick results from a different mix of homes sold this year and reflects why is important to look beyond a single summary statistic.



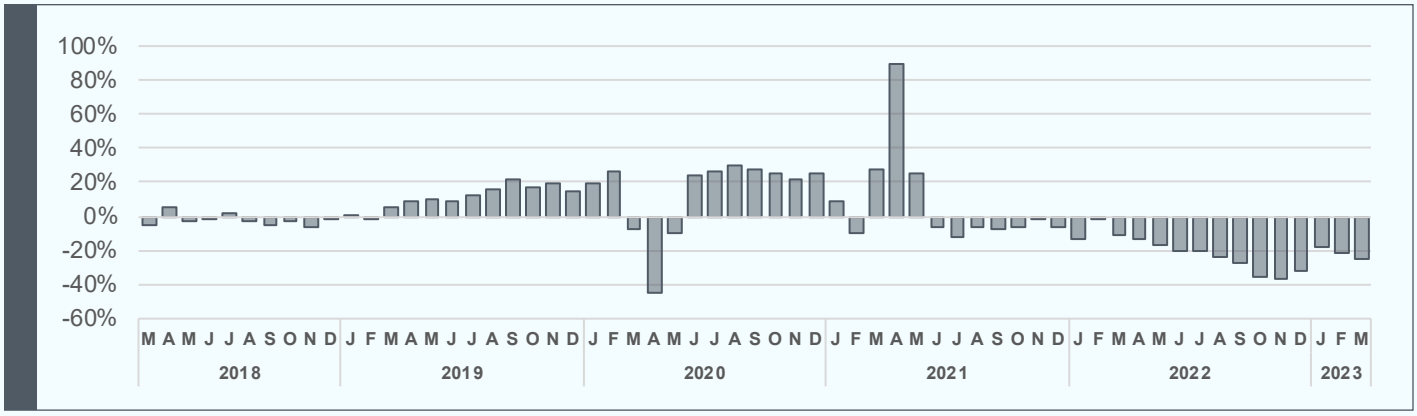
Median Days on Market

While up compared to 7 days in March 2022, homes in the Mid-Atlantic were still selling quickly in March 2023, with the median days on market at 12. The median days on market has fallen since January and means buyers who are in the market this spring will still find the market competitive.



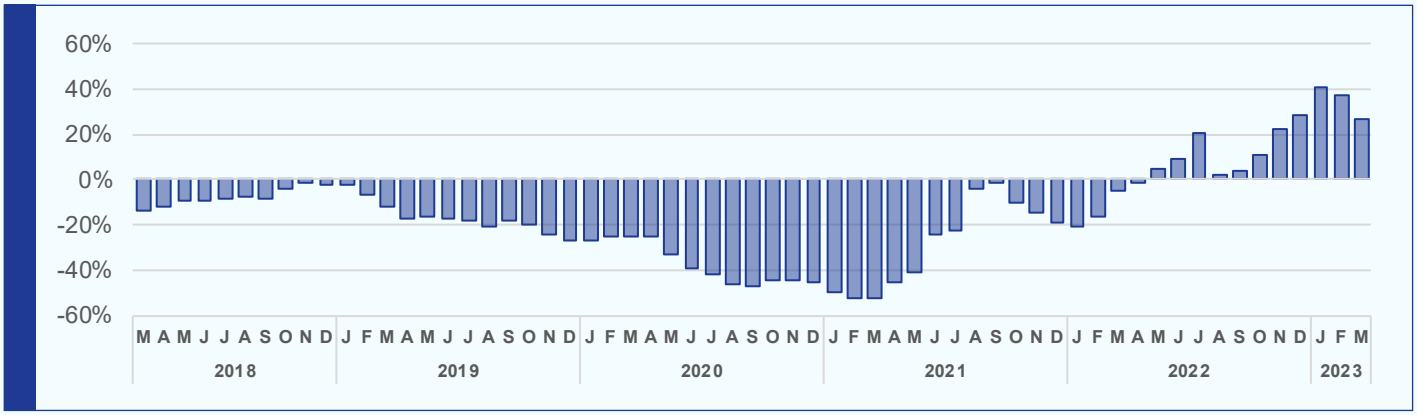
New Pending Sales Year-Over-Year Change

New pending sales are 25.4% lower than last year and below the figures in March 2019, which was a more typical market for the Mid-Atlantic region. New pending sales increased month-over-month for three months in a row and this should lead to month-over-month growth in closed sales in April.



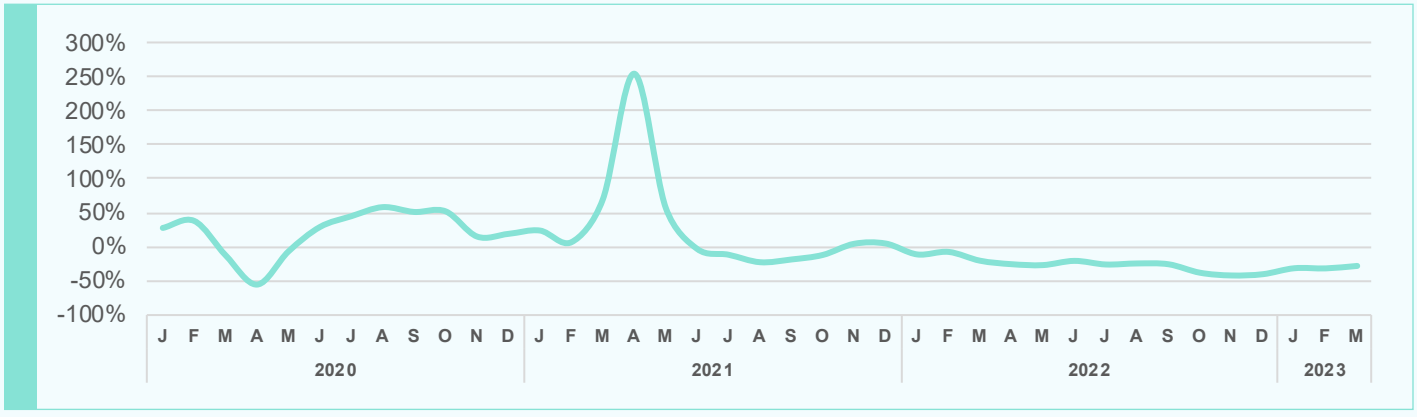
Active Listings Year-Over-Year Change

Inventory is not as tight as 2022; however, even with a 26.9% increase over last year, the number of active listings at the end of March is only 43% of the number available in March 2019. Inventory of detached single-family homes is the farthest from pre-pandemic level. New listings are not being added at the same pace as last year as sellers remain are staying put to hold on to low mortgage rates.

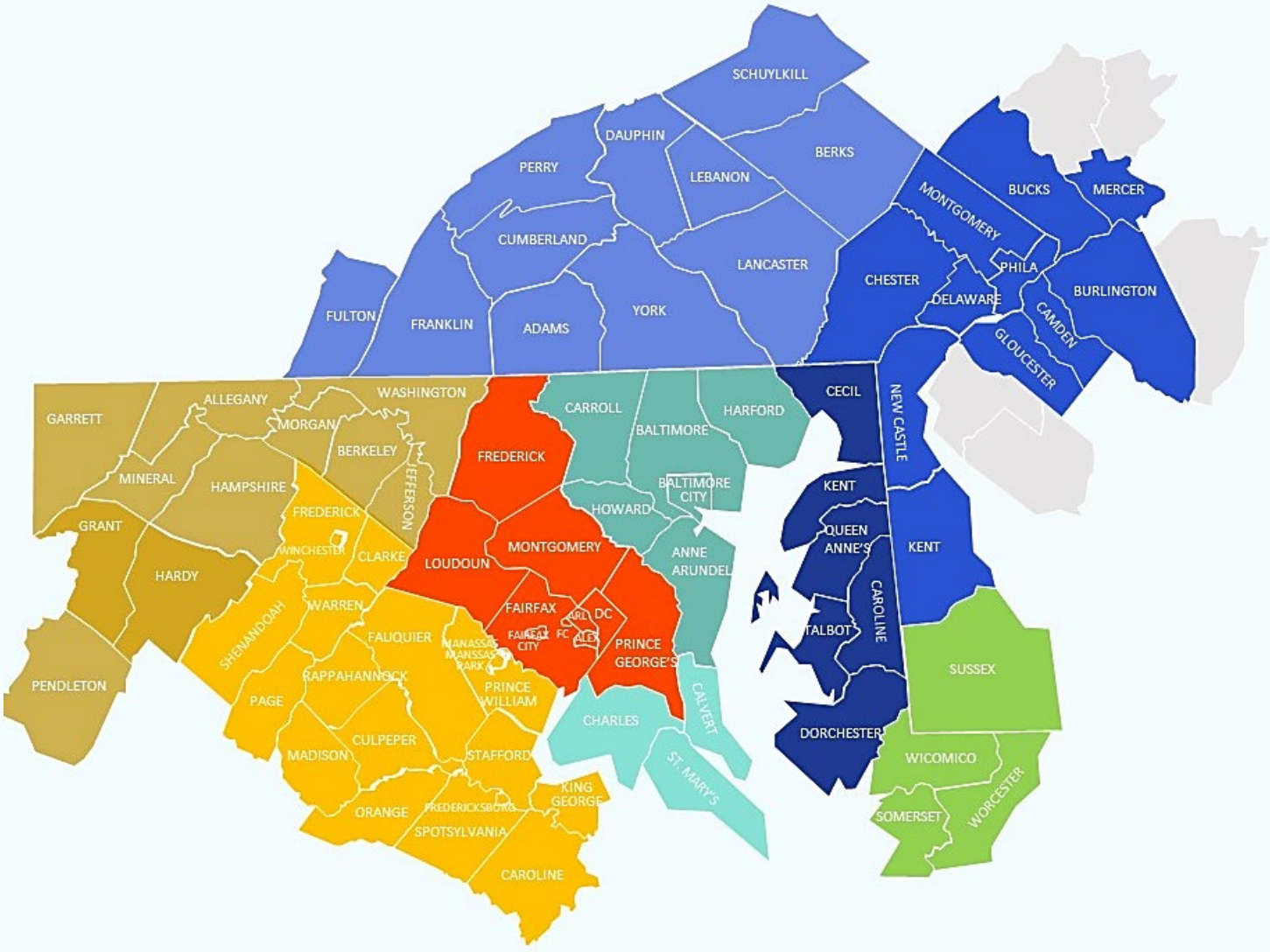


Showings

Showing activity in the Mid-Atlantic region was stronger in March than it was in January and February. Showings in March 2023 were 27.6% lower compared to the prior year, but showing activity was higher month-over-month in all nine metro areas in the Bright footprint.



Bright MLS Mid-Atlantic Markets



Local Markets

All real estate is local, and that is particularly true this spring with the housing market in transition. Across the Mid-Atlantic, sales in March were lower than a year ago, but in many local markets, home prices continue to rise. The big exceptions were the Baltimore and Washington metro areas, along with the MD Eastern Shore region, where median prices fell compared to a year ago. The fastest price growth in March was in Southern Maryland (+6.4%).

While sales are down and prices are falling in some places, there are other signs that markets are still very competitive. Homes are taking longer to sell than a year ago, but the median days on market is still quite low in most markets. In the Washington metro and Central Pennsylvania markets, for example, the median days on market was less than 10 in March.

Low inventory explains why homes continue to sell relatively quickly. New listing activity is down significantly in all local markets across the Mid-Atlantic.



CLOSED SALES

	March 2023	vs. March 2022
Philadelphia Metro	5,185	-21.4%
Baltimore Metro	2,696	-24.8%
Washington Metro	4,181	-29.3%
Central Pennsylvania	2,056	-11.9%
MD/WV Panhandle	530	-23.0%
MD Eastern Shore	294	-19.9%
Del/Mar Coastal	754	-21.2%
Southern Maryland	426	-20.2%
North Central Virginia	1,340	-27.4%
Mid-Atlantic	**18,031**	**-22.6%**

MEDIAN SALES PRICE

	March 2023	vs. March 2022
Philadelphia Metro	$324,995	+5.5%
Baltimore Metro	$335,000	-1.5%
Washington Metro	$545,000	-2.0%
Central Pennsylvania	$250,000	+4.8%
MD/WV Panhandle	$280,000	+5.7%
MD Eastern Shore	$320,900	-1.3%
Del/Mar Coastal	$390,000	+5.6%
Southern Maryland	$415,000	+6.4%
North Central Virginia	$440,000	+0.3%
Mid-Atlantic	**$368,000**	**+0.8%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	March 2023	vs. March 2022	March 2023	vs. March 2022	March 2023	vs. March 2022
Philadelphia Metro	6,396	-25.4%	7,273	-25.0%	13	+4 days
Baltimore Metro	3,136	-27.9%	3,218	-35.0%	10	+4 days
Washington Metro	5,028	-28.2%	5,610	-35.0%	9	+3 days
Central Pennsylvania	2,337	-22.5%	2,501	-23.5%	8	+2 days
MD/WV Panhandle	691	-17.9%	746	-22.8%	19	+10 days
MD Eastern Shore	350	-11.8%	358	-30.5%	18	+9 days
Del/Mar Coastal	860	-21.0%	996	-18.8%	25	+17 days
Southern Maryland	496	-19.7%	467	-30.9%	17	+11 days
North Central Virginia	1,495	-32.0%	1,635	-37.5%	10	+5 days
Mid-Atlantic	**21,490**	**-25.4%**	**23,566**	**-29.4%**	**12**	**+5 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	March 2023	vs. March 2022	March 2023	vs. March 2022
Philadelphia Metro	8,889	+23.7%	1.42	+56.7%
Baltimore Metro	3,489	+27.4%	1.13	+68.7%
Washington Metro	5,392	+19.4%	1.12	+64.2%
Central Pennsylvania	2,563	+23.2%	1.04	+43.7%
MD/WV Panhandle	1,084	+39.2%	1.68	+70.2%
MD Eastern Shore	566	+5.4%	1.68	+37.6%
Del/Mar Coastal	1,760	+51.3%	2.24	+96.5%
Southern Maryland	572	+60.7%	1.18	+126.1%
North Central Virginia	1,776	+37.5%	1.10	+87.8%
Mid-Atlantic	**27,238**	**+26.9%**	**1.29**	**+63.3%**

Buyers' Market? Sellers' Market?

Active listings across the Mid-Atlantic have grown since 2022. On the other hand, supply is very low compared to historical levels.

The months of supply metric tends to indicate if a market favors buyers or sellers. All metro areas have less than 2 months of supply expect Del/Mar Coastal which has 2.24. Generally, a reading this low indicates an extremely strong sellers' market.

Buyers gained power back as the market shifted. Each transaction is individual, but short days on market and rising prices agree that the Mid-Atlantic still generally tilts in the favor of sellers.

Local Markets Continued

	SHOWINGS		HOME DEMAND INDEX	
	March 2023	vs. March 2022	April 2023	vs. April 2022
Philadelphia Metro	174,151	-26.6%	83	-29.1%
Baltimore Metro	73,652	-30.6%	83	-32.0%
Washington Metro	131,285	-27.9%	83	-30.8%
Central Pennsylvania	45,048	-25.5%	76	-29.0%
MD/WV Panhandle	8,484	-26.4%	88	-32.3%
MD Eastern Shore	4,096	-21.4%	75	-33.0%
Del/Mar Coastal	11,717	-19.1%	94	-21.7%
Southern Maryland	9,928	-19.6%	103	-21.4%
North Central Virginia	29,178	-40.2%	67	-38.5%
Mid-Atlantic	**503,367**	**-27.6%**		

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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