DATA AS OF June 6, 2023

May 2023 Market Report
Del/Mar Coastal

Del/Mar Coastal Market Key Findings

Home Prices Decline For the First Time Since 2020
Despite more listing activity, inventory is still very low

Inventory in Del/Mar has increased year-over-year for the past 12 months. In May, active listings were up 30.4%. The median price in the region declined 0.5% from last year, the first year-over-year drop since May 2020.

Buyers have been awaiting more inventory and declining prices. However, despite inventory gains, supply is limited, with active listings at just 38% of the amount on market in May 2019. Inventory of homes priced under $500,000 are particularly hard to come by.

No matter their price point, Del/Mar Coastal buyers face competition when purchasing. The median days on market (15) point to the quickness, especially compared to the 42 days that was typical in May 2019.

Despite improvements in inventory, it is still a seller's market in the Del/Mar Coastal region. Closed sales are down just 5.5% compared to a year ago. Whether sales activity will keep pace in the latter part of 2023 will depend on if sellers continue adding new listings.

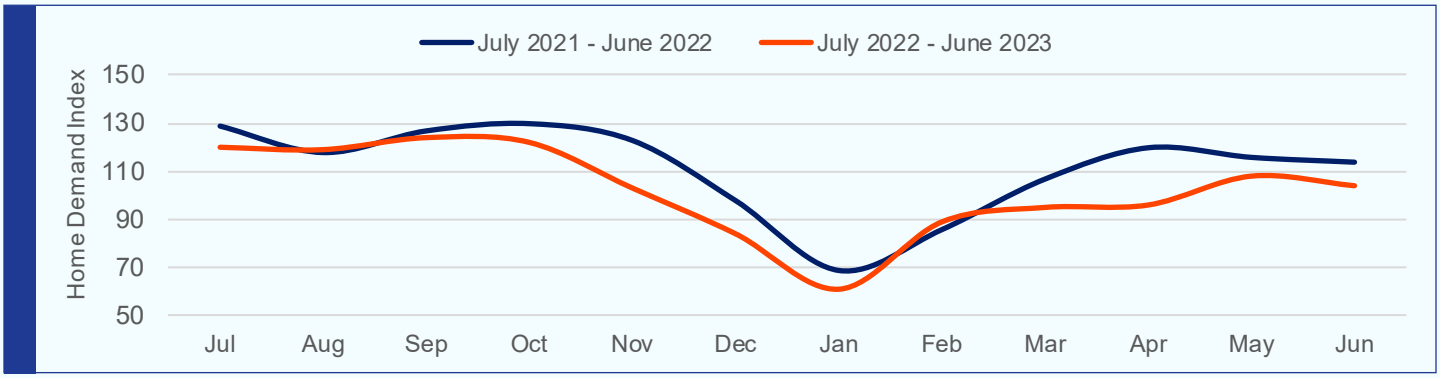
	May 2023		vs. May 2022
Closed sales	839	▼	-5.5%
Median sales price	$387,945	▼	-0.5%
Median days on market	15	▲	+6 days
New pending sales	871	▼	-7.4%
New listings	1,013	▼	-12.2%
Active listings	1,843	▲	+30.4%
Months of supply	2.44	▲	+72.5%
Showings	10,858	▼	-21.4%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity changed from eased from May to June in the Del/Mar Coastal area. The index was 104, keeping market activity in Steady conditions each month starting in March.

The index for Del/Mar Coastal is down from 114 a year ago, when demand was classified as Moderate.

Bright MLS T3 Home Demand Index



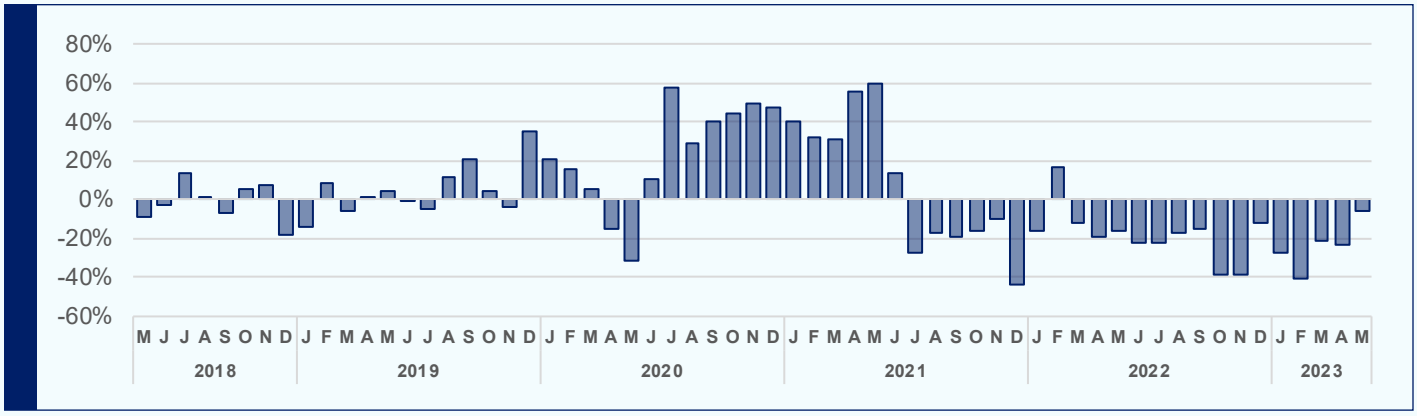
Market Outlook

The Del/Mar Coastal region is known for its beach communities and a destination for seasonal buyers. The second home market is still strong and if mortgage rates come down in the summer, it could encourage both primary and second home buyers to take another look.

Unlike the relatively stagnant inventory in the Mid-Atlantic overall, the number of active listings in Del/Mar Coastal is higher than it was last year. The addition of new homes on the market will give prospective buyers additional choices. Still, competition will be tight, keeping pressure on prices and prompting buyers to make quick decisions.

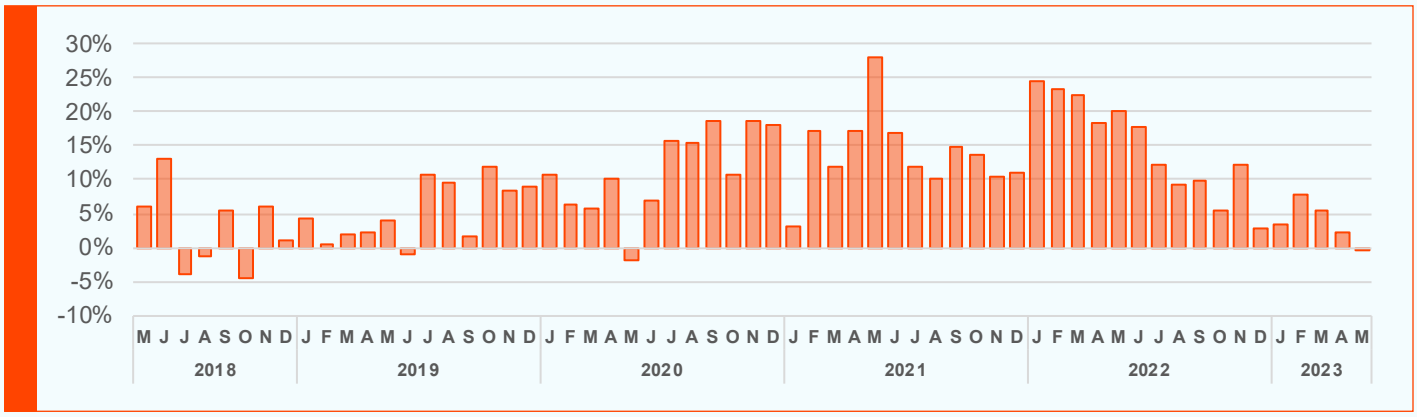
Closed Sales Year-Over-Year Change

Of all the regions in the Mid-Atlantic, Del/Mar's closed sales activity reached the closest to last year's levels. In May, there were 839 closed sales, just 5.5% lower than last year.



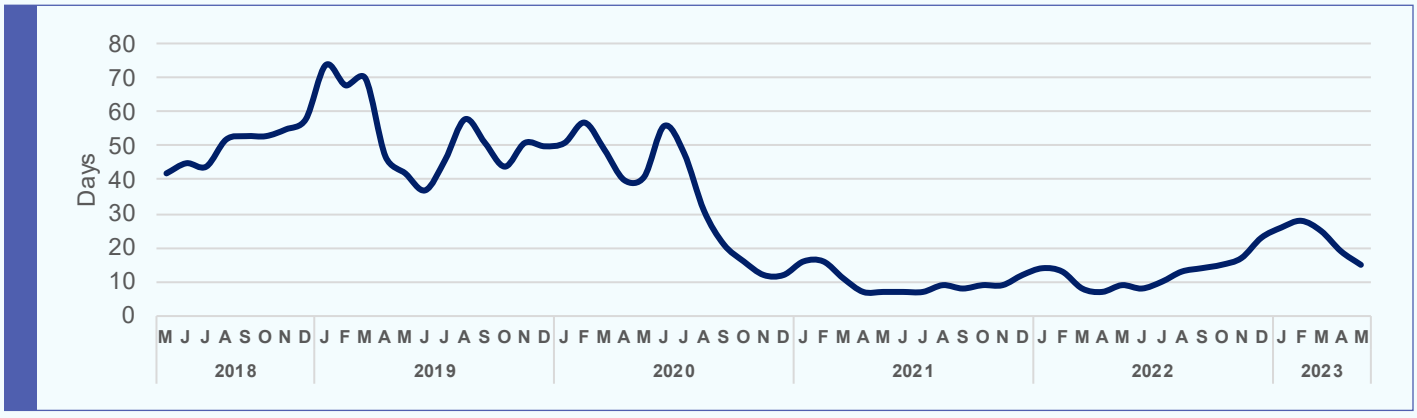
Median Sales Price Year-Over-Year Change

The median sale price in Del/Mar Coastal area was $387,945 in May 2023. The median price was down 0.5% from both last month and from a year ago, when the median price was $390,000. This is the first price decrease since May 2020, when consumers initially responded to the pandemic. However, unless there is a surge in listings, prices should hold firm through the rest of the year.



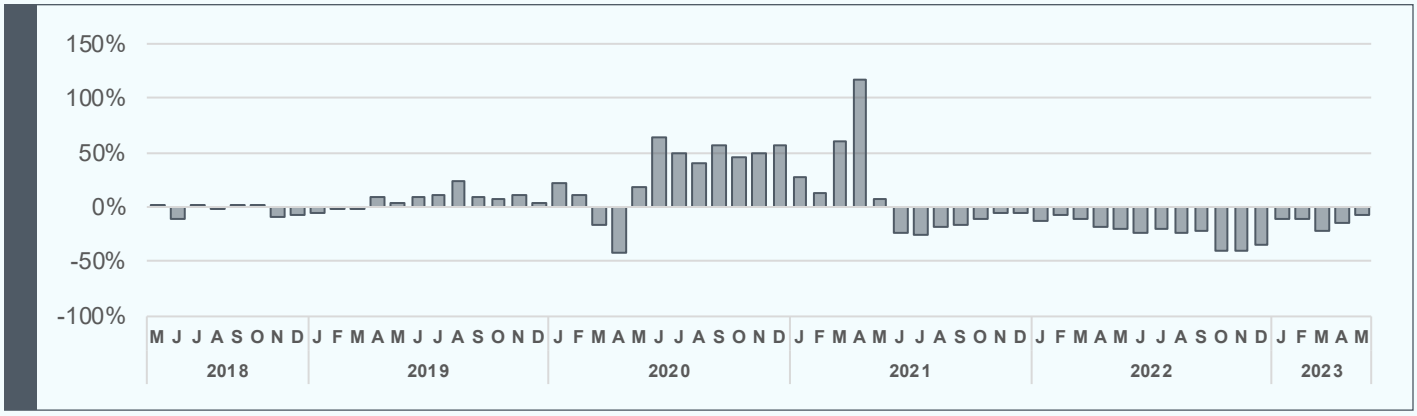
Median Days on Market

Del/Mar Coastal's median days on market was 15 in May 2023 which was 6 days slower than a year ago but declined from last month. Compared to other regions in the Mid-Atlantic, homes take longer to see in the Del/Mar Coastal region; however, the pace of sales activity is still brisk compared to a more typical, pre-pandemic market.



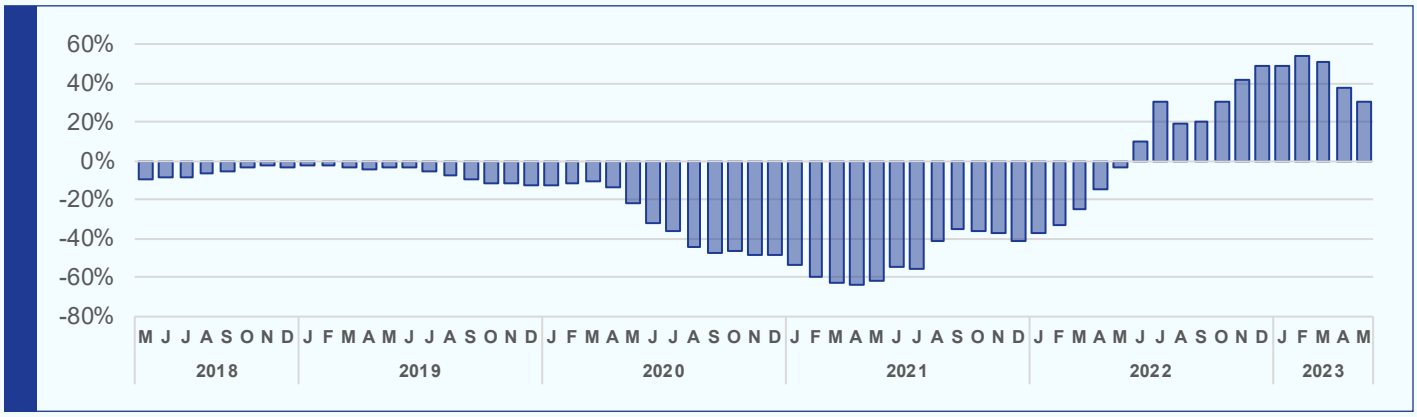
New Pending Sales Year-Over-Year Change

There were 871 new pending sales in Del/Mar Coastal in May 2023. Pending sales lagged May 2022 by 7.4% though there was a seasonal uptick in new contract activity between April and May. There is still strong buyer interest in the Del/Mar Coastal region and pending sales activity may resemble 2022 in the second half of the year.



Active Listings Year-Over-Year Change

There have been big gains in active listings each month over the past year. There were 1,843 active listings across the region at the end of May, which was up 30.4% compared to a year ago and increased by 6.1% compared to April. While more inventory is welcome news for buyers, supply is still tight. Inventory in the Del/Mar Coastal region is just 38% of what it was in May 2019.



Showings

Showing activity declined in May 2023 which could indicate a cooler summer market. There were 10,858 showings in Del/Mar Coastal , which was 9.1% below April's activity and 21.4% less than the showings in May 2022.



Local Markets

The median price in the region dropped slightly in May. The biggest price declines were in Somerset County, MD (-19.9%) and Sussex County, DE (-4.2%). The mix of homes sold in May impacts the median sales price. In May, sales activity was slower in the Del/Mar Coastal's two higher-priced markets. Sussex County ($435,000) and Worcester, MD ($410,500) had drops in closed sales, and sales were up in relatively lower-priced Wicomico County, MD ($252,500) in May.

While all counties had fewer new listings this year compared to last year, the gap was closing. In Sussex County, DE, for example, new listings were down 7.4%, the smallest year-to-year gap in the region.

With slower sales activity and more new listings, inventory is expanding. The biggest increase in active listings in May was in Sussex County, DE (+33.7%) and Worcester, Maryland (+32.2%). Despite additional listings, the market is still very competitive for buyers. The median days on market was 9 days in Wicomico County, MD and 10 in Worcester, MD.



CLOSED SALES

	May 2023	vs. May 2022
Somerset County, MD	16	-55.6%
Sussex County, DE	518	-5.3%
Wicomico County, MD	111	+13.3%
Worcester, MD	194	-22.7%
Del/Mar Coastal	**839**	**-5.5%**

MEDIAN SALES PRICE

	May 2023	vs. May 2022
Somerset County, MD	$180,950	-19.9%
Sussex County, DE	$435,000	-4.2%
Wicomico County, MD	$252,500	+4.3%
Worcester, MD	$410,500	+5.3%
Del/Mar Coastal	**$387,945**	**-0.5%**

Local Markets Continued

	NEW PENDINGS		NEW LISTINGS		MEDIAN DAYS ON MARKET	
	May 2023	vs. May 2022	May 2023	vs. May 2022	May 2023	vs. May 2022
Somerset County, MD	19	-40.6%	32	-20.0%	55	+22 days
Sussex County, DE	533	+1.7%	634	-7.4%	19	+11 days
Wicomico County, MD	115	-18.4%	107	-18.9%	9	-3 days
Worcester, MD	204	-16.4%	240	-19.2%	10	+2 days
Del/Mar Coastal	**871**	**-7.4%**	**1,013**	**-12.2%**	**15**	**+6 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	May 2023	vs. May 2022	May 2023	vs. May 2022
Somerset County, MD	87	+24.3%	4.14	+83.3%
Sussex County, DE	1,328	+33.7%	2.85	+72.8%
Wicomico County, MD	120	+2.6%	1.21	+29.3%
Worcester, MD	308	+32.2%	1.84	+88.7%
Del/Mar Coastal	**1,843**	**+30.4%**	**2.44**	**+72.5%**

Why Are Homes Still Selling So Fast?

Half of all homes sold in the Mid-Atlantic sold in a week or less. By comparison, back in 2019, the typical home took nearly a month to sell.

Del/Mar's pace is a bit slower at 15 days in May. But the pace of market activity is much faster than in May 2019, when the typical home was on the market for 42 days.

Homes are selling so quickly because inventory is still very low. Even in a market that looks cooler than a year ago, buyers need to act quickly, and even when they do, they often face competition.

Local Markets Continued

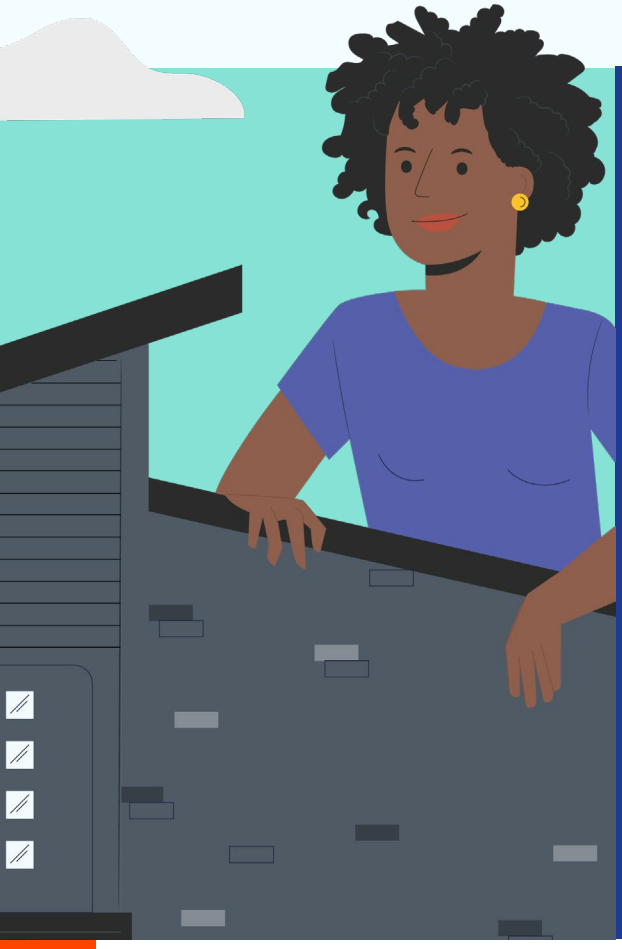
	SHOWINGS		HOME DEMAND INDEX	
	May 2023	vs. May 2022	June 2023	vs. June 2022
Somerset County, MD	305	-5.3%	78	+18.2%
Sussex County, DE	6,480	-17.9%	111	-10.5%
Wicomico County, MD	1,487	-38.4%	110	-8.3%
Worcester, MD	2,586	-18.8%	91	-8.1%
Del/Mar Coastal	**10,858**	**-21.4%**	**104**	**-8.8%**

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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