DATA AS OF June 6, 2023

May 2023 Market Report
Southern Maryland

Southern Maryland Market Key Findings

Prices Continue Up as Demand Meets Low Inventory
Buyers must submit competitive offers quickly

Along with December, the first two months of 2023 showed year-over-year declines in the median sale price in Southern Maryland. But May, as well as March and April, had price gains compared to the previous year. May's median sale price of $425,000 is the same figure as June and July 2022–the peak of prices before the fall buying season.

Prices are supported by the low inventory in the market. The 618 active listings available to buyers in May are only 37% of what buyers back in May 2019 had to choose from.

Buyers who purchased a home in May prepared their offers quickly in order to beat the competition. Half of homes sold in Southern Maryland in May 2023 were purchased in 8 days or less.

Though demand has cooled according to both the HDI and showings, a limited selection of homes will support prices unless more listings enter the market.

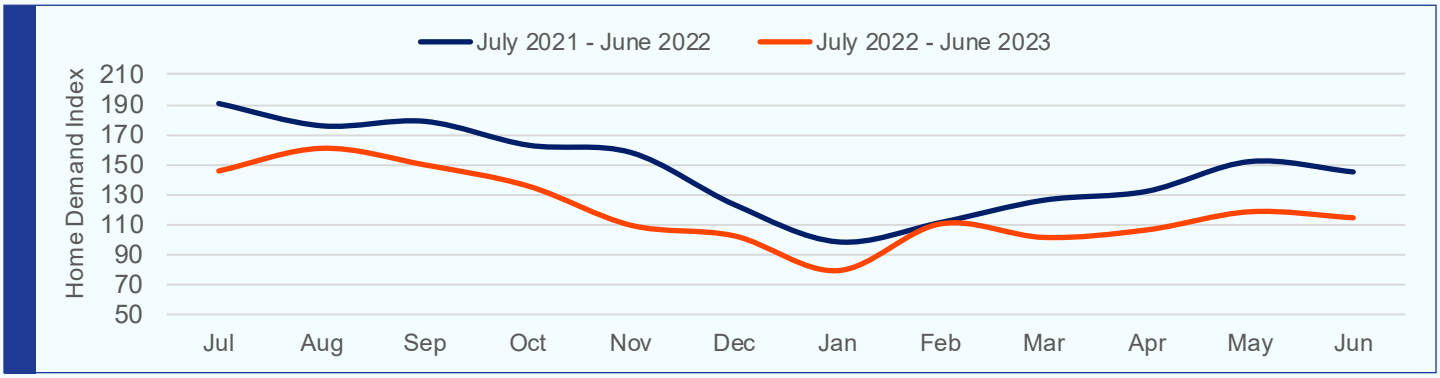
	May 2023		vs. May 2022
Closed sales	413	▼	-33.8%
Median sales price	$425,000	▲	+3.1%
Median days on market	8	▲	+2 days
New pending sales	526	▼	-26.8%
New listings	525	▼	-36.9%
Active listings	618	▲	+14.7%
Months of supply	1.36	▲	+68.5%
Showings	9,787	▼	-21.4%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity moved seasonally, dipping from May to June. Southern Maryland's step down was slight and it's HDI of 115 still shows Moderate demand.

The index for Southern Maryland has declined significantly from its 145 reading last June before interest rates moved from 5% to surpassing 7% in the fall.

Bright MLS T3 Home Demand Index



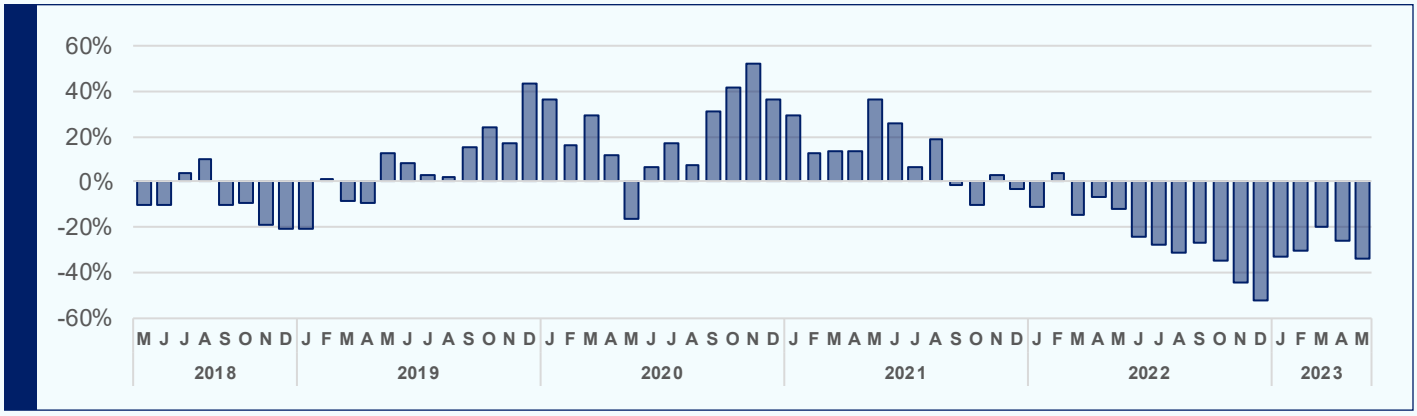
Market Outlook

Demand in Southern Maryland has continued despite obstacles facing today's buyers. Low inventory, elevated prices, and higher interest rates have sidelined many buyers. While mortgage rates will not drop back to pandemic levels, it is likely that they will come down this summer. A drop in rates could encourage sidelined buyers to rejoin the market in the latter half of the year.

Renewed interest can only increase market activity if homes are available on the market. Lower rates could entice sellers to join as well later this year, but limited home options and competition will continue throughout 2023.

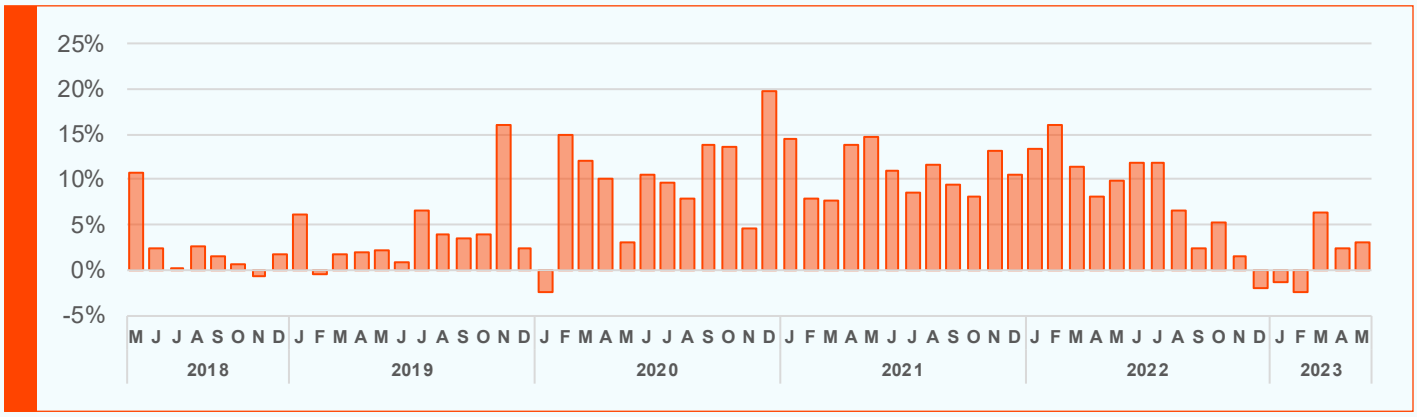
Closed Sales Year-Over-Year Change

There were 413 closed sales in Southern Maryland in May 2023. Closed sales are down 33.8% from last May, and the pace of sales activity has slowed this spring.



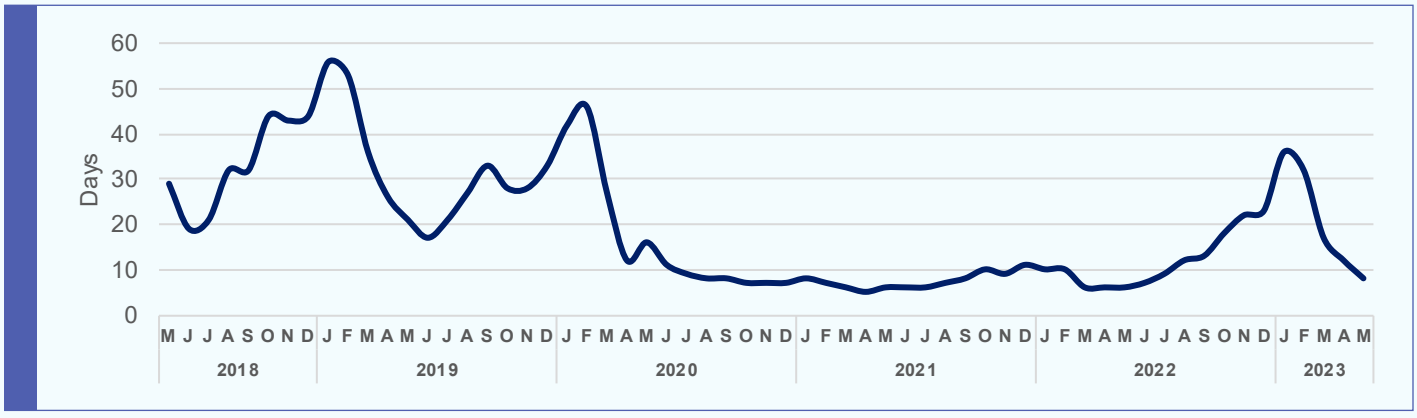
Median Sales Price Year-Over-Year Change

While home prices were down earlier this year, prices have been on the rise for 3 months in a row. In May 2023, the median sale price in Southern Maryland was $425,000, an increase of 3.1% from May 2022, and matching the price peak in June and July 2022.



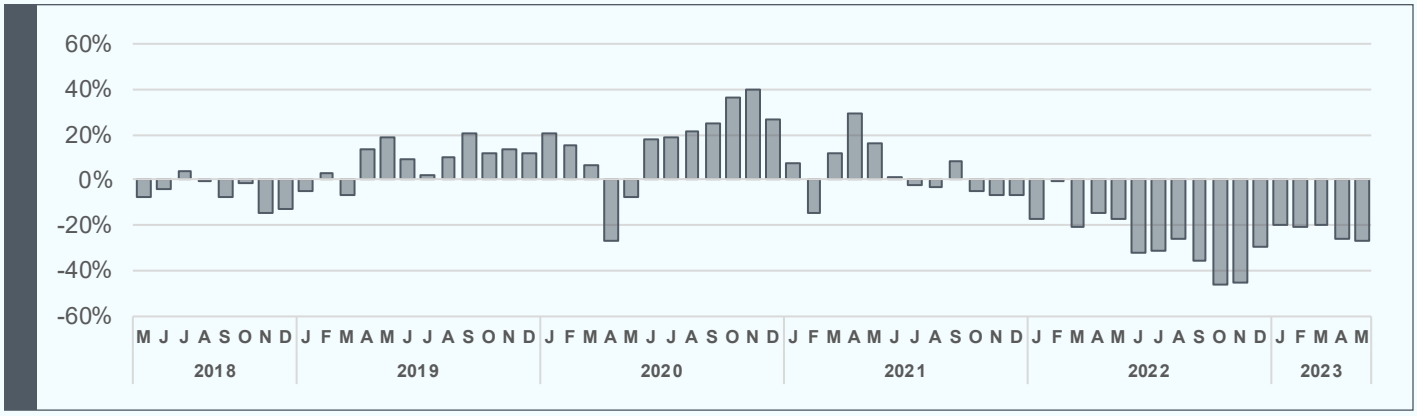
Median Days on Market

Median days on market is getting tight in Southern Maryland at only 8 days in May 2023. Southern Maryland had consistently low days on market as buying surged following the initial lockdowns through the first half of 2022. This year, the pace of sales activity has remained much faster than pre-pandemic levels.



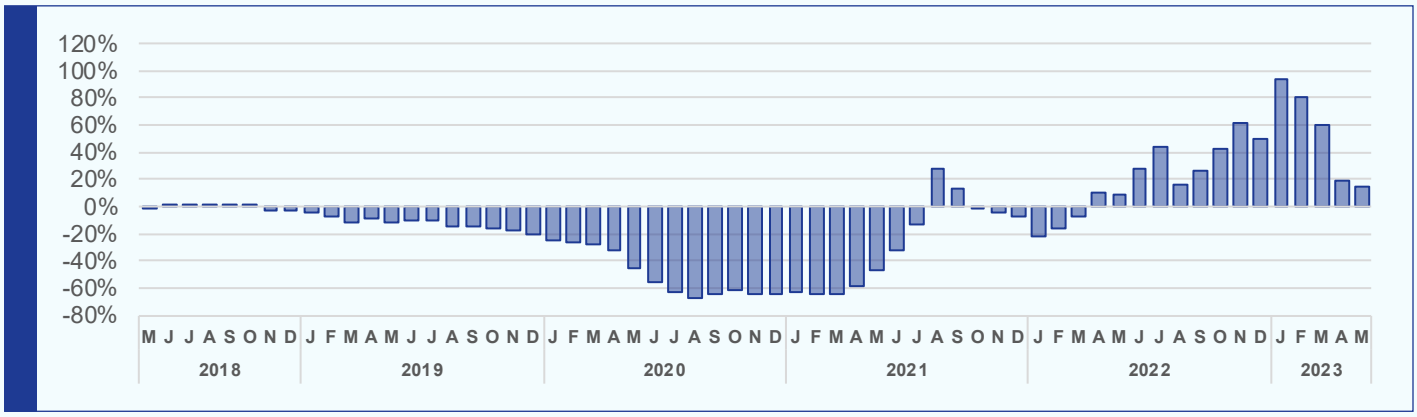
New Pending Sales Year-Over-Year Change

There were 526 new pending sales in Southern Maryland in May 2023. New pending sales improved from April, up 10.5%, but the level of pending sales activity was still down 26.8% compared to May 2022.



Active Listings Year-Over-Year Change

The number of active listings increased from 578 in April to 618 in May 2023. Along with the month-over-month increase, inventory was also up 14.7% year-over-year. Despite the recent increase, the number of active listings was only 37% of the level in May 2019, which continues to be a constraint on market activity.



Showings

There were 9,787 showings in Southern Maryland in May 2023, 21.4% lower than a year ago. Showings were down 1.0% from April to May, following a slight drop of 0.4% from March to April.



Local Markets

Sales and new listings activity is down across all local markets in Southern Maryland. Closed sales in Charles County are 24.9% lower than last year, compared to a 35.5% decline in Calvert and 45.7% in Saint Mary's.

Similarly, new listings were 25.2% below May 2022 in Charles County. Calvert Count's new listings were 49.4% lower and Saint Mary's declined 42.1% compared to a year ago.

There's contrasting buyer interest between the counties too. In Calvert County and St. Mary's County, the Home Demand Index (HDI) values show Steady market conditions while Charles County, the HDI indicates High demand.

Despite these differences, each area in Southern Maryland has tight months of supply (about a month and a half) and quick days on market.



CLOSED SALES

	May 2023	vs. May 2022
Calvert County, MD	100	-35.5%
Charles County, MD	211	-24.9%
Saint Mary's County, MD	102	-45.7%
Southern MD	**413**	**-33.8%**

MEDIAN SALES PRICE

	May 2023	vs. May 2022
Calvert County, MD	$421,360	-3.1%
Charles County, MD	$445,000	+4.7%
Saint Mary's County, MD	$400,000	+4.6%
Southern MD	**$425,000**	**+3.1%**

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
Calvert County, MD	124	-31.5%	119	-49.4%	8	+3 days
Charles County, MD	250	-24.0%	267	-25.2%	10	+4 days
Saint Mary's County, MD	152	-27.3%	139	-42.1%	7	+1 day
Southern MD	**526**	**-26.8%**	**525**	**-36.9%**	**8**	**+2 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	May 2023	vs. May 2022	May 2023	vs. May 2022
Calvert County, MD	137	-16.0%	1.22	+28.0%
Charles County, MD	311	+53.2%	1.45	+129.3%
Saint Mary's County, MD	170	-1.7%	1.35	+37.3%
Southern MD	**618**	**+14.7%**	**1.36**	**+68.5%**

Why Are Homes Still Selling So Fast?

Half of all homes sold in the Mid-Atlantic sold in a week or less and Southern Maryland isn't much different with half of homes selling in 8 days or less.

By comparison, back in 2019, the typical Southern Maryland home took three weeks to sell.

Homes are selling so quickly simply because there are just so few listings for buyers to choose from. Buyers need to act quickly , but even when they do, they often face competition.

Local Markets Continued

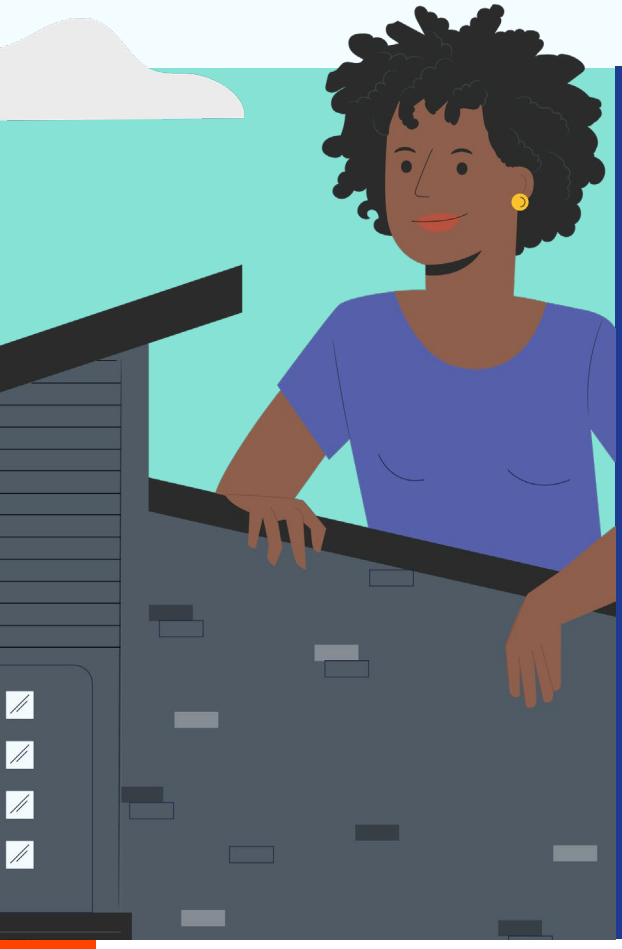
	SHOWINGS		HOME DEMAND INDEX	
	May 2023	vs. May 2022	June 2023	vs. June 2022
Calvert County, MD	2,380	-20.6%	95	-28.6%
Charles County, MD	4,924	-24.8%	135	-17.7%
Saint Mary's County, MD	2,483	-14.7%	107	-18.9%
Southern MD	**9,787**	**-21.4%**	**115**	**-20.7%**

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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