bright MLS

DATA AS OF June 6, 2023

May 2023 Market Report

Baltimore Metro

Baltimore Market Key Findings

Fewer Buyers in the Market Chasing Low Inventory

Homes are selling faster than they have since last summer

Elevated mortgage rates continue to contribute to slower sales activity, with closed sales and new pending sales in the Baltimore metro area down from a year ago but also tracking below 2019 levels.

While mortgage rates are definitely a factor in the market, a bigger constraint in the Baltimore region is a lack of supply. The number of active listings increased by 5.0% in May, but supply is still only about a third of what it was in 2019. Home shoppers are competing for very few homes, with the number of new listings coming on the market at its lowest May level in more than two decades.

The low inventory has meant that homes are selling faster than they have since last summer. While the median home price in the Baltimore metro area is unchanged from a year ago, the average sold-to-list price ratio hit 101.6% in May, the highest level since July 2022. Sellers still have the upper hand in the market, finding ready buyers if they have priced their home appropriately.

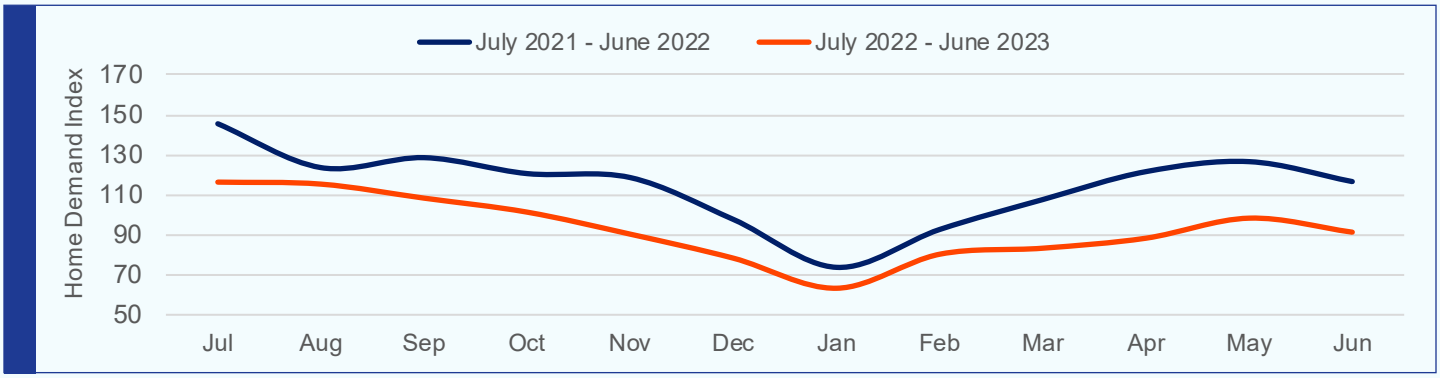
	May 2023		vs. May 2022
Closed sales	3,178	▼	-21.0%
Median sales price	$375,000	=	+0.0%
Median days on market	6	=	0 days
New pending sales	3,427	▼	-20.6%
New listings	3,353	▼	-32.8%
Active listings	3,640	▲	+5.0%
Months of supply	1.25	▲	+45.3%
Showings	69,648	▼	-22.8%

Bright MLS T3 Home Demand Index

According to the Bright MLS T3 Home Demand Index (HDI), market activity is cooling as we head into summer. The index for the Baltimore metro area is 91, dropping from 98 last month but staying in Steady conditions.

The index for the Baltimore metro is down from 117 a year ago.

Bright MLS T3 Home Demand Index



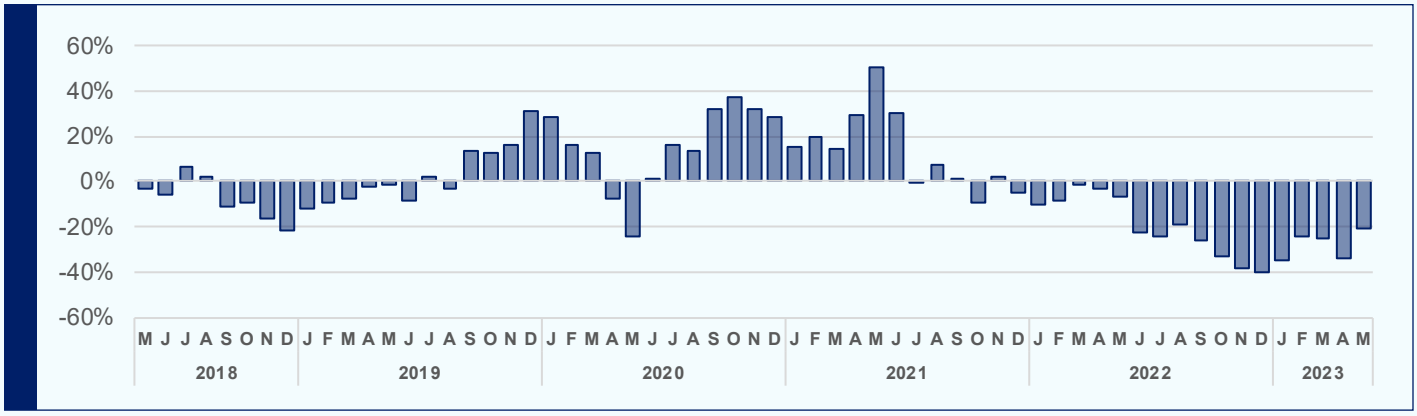
Market Outlook

Typically, the housing market slows slightly in the summer months, as many buyers and sellers are more focused on pool time and vacations. This summer could be different, however. There is potentially a group of “shadow” buyers who are waiting in the wings, watching for mortgage rates to come down. We are not going to see rates back down to pandemic levels, but they should come down some this summer. When rates do fall, these opportunistic buyers are not going to wait if they find a home they love.

Lower mortgage rates this summer could also entice some homeowners to sell, which would bring much needed inventory to the market. However, it is likely going to continue to be a seller’s market throughout the rest of 2023, with prices remaining firm and buyers facing competition.

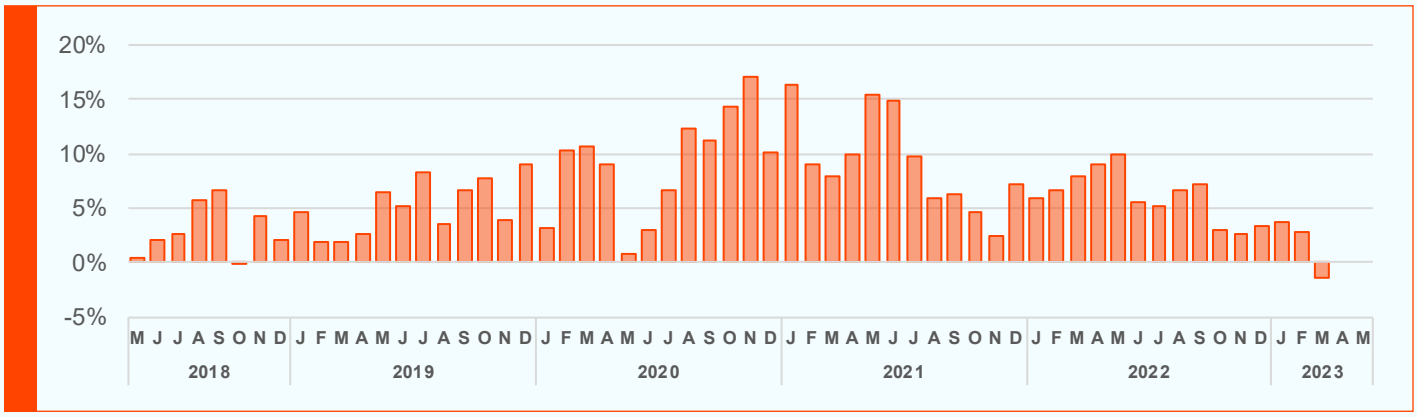
Closed Sales Year-Over-Year Change

Closed sales have been on an upward trend since February. There was a total of 3,178 closed sales in May, the highest monthly closed sales total since September, and up 26.6% from April. However, closed sales were still 21.0% lower than a year ago. Sales of all housing types continue to track not only below last year's levels, but also below 2019 levels.



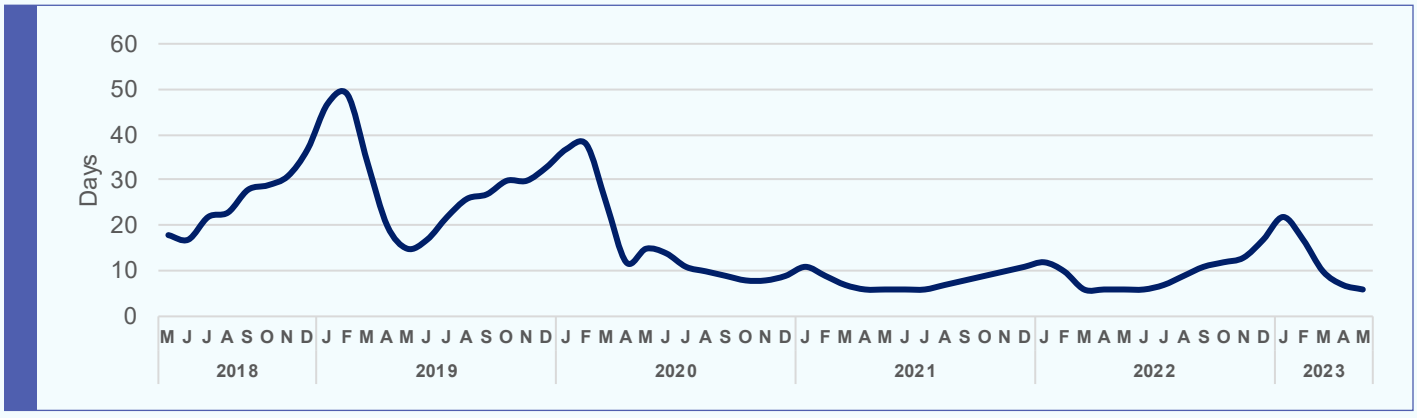
Median Sales Price Year-Over-Year Change

At $375,000, the median sales price was unchanged from a year ago, the second month in a row of flat home prices. There has been more downward pressure on prices of attached homes, where the median price fell -4.9% year-over-year. The median price of single-family detached homes was down -1.4% while condo prices were up 5.4% in May.



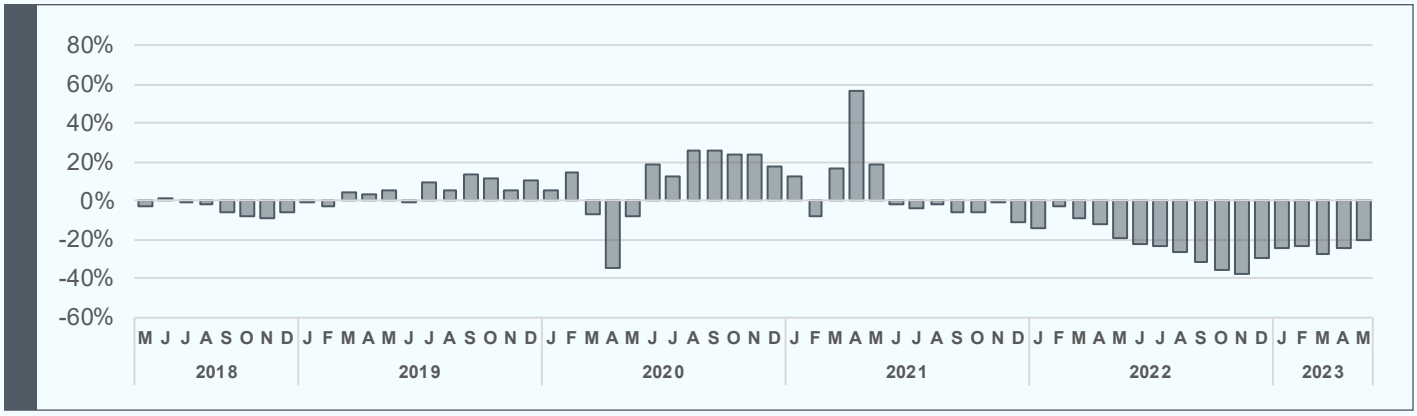
Median Days on Market

The median days on market in May was 6, which is the lowest level since June 2022 and is one day faster than last month. All housing types are selling quickly in the Baltimore region, which reflects a very competitive market for buyers.



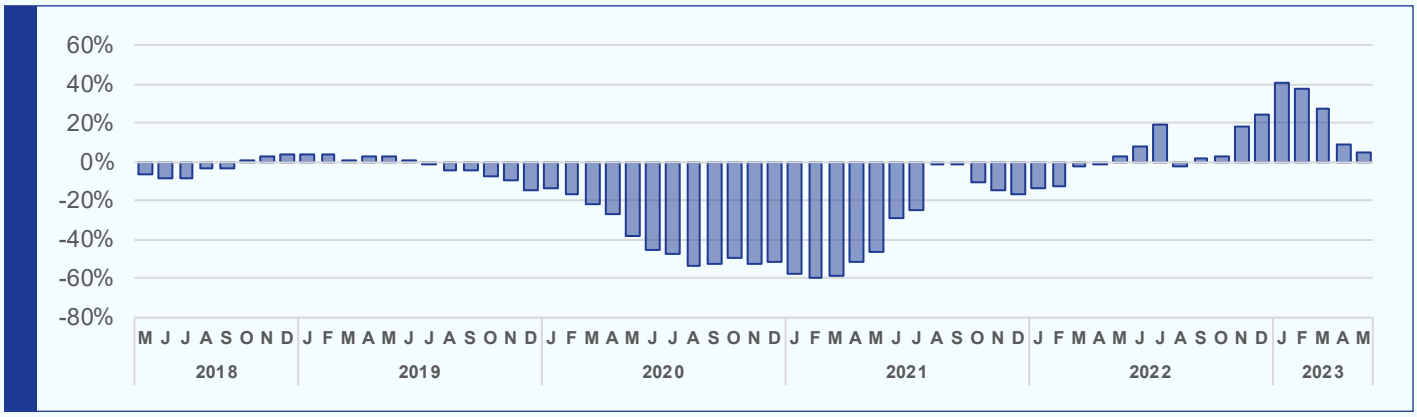
New Pending Sales Year-Over-Year Change

There were 3,427 total new pending sales in the Baltimore region in May. The number of monthly contracts for all home types has been declining year-over-year since May of 2021 and is down 20.6% this month. There was an uptick in new pending sales between April and May, with the biggest increase in new contracts for condos.



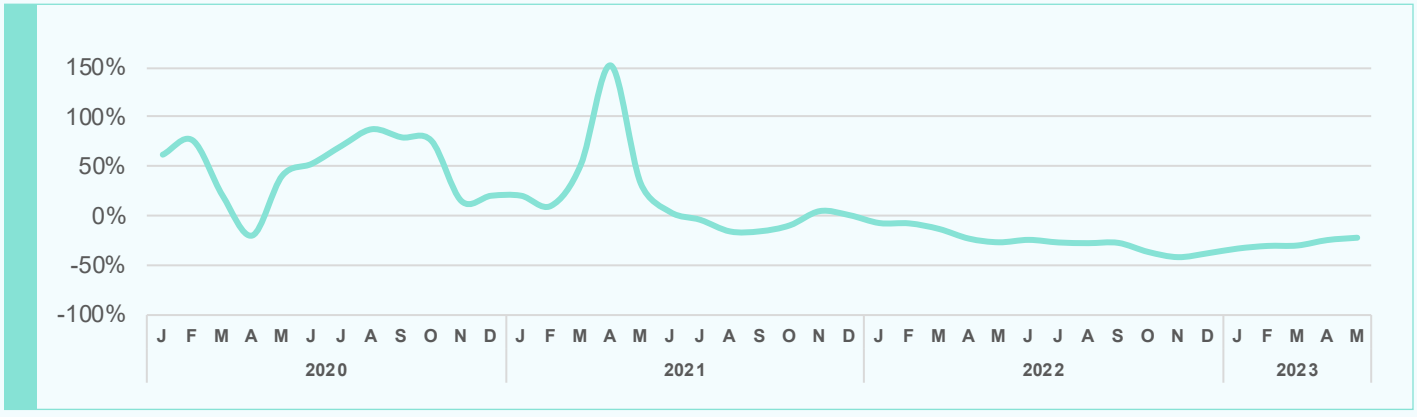
Active Listings Year-Over-Year Change

At the end of May, there was a total of 3,640 active listings on the market. Inventory has been rising year-over-year for the past nine months, but supply is still only about a third of what it was in 2019. Overall inventory ticked up 5.3% between April and May. The condo inventory is lower than a year ago, but there was a significant jump in condo active listings month-to-month (+15.2%).



Showings

In May 2023, there was a total of 69,648 showings in the Baltimore region, down 22.8% compared to a year ago. Showing activity slowed between April and May, down 8.6%, which is the first decrease in month-over-month showings since December of last year. Showings typically reach their peaks in the spring as buying interest heats up, so it is not unusual for showings to decline from April to May.



Local Markets

While the overall median price in the Baltimore region is unchanged from a year ago, there is variation across the metro. In May, median prices were up Anne Arundel, Baltimore, and Howard counties, while prices fell in Baltimore City, Carroll County, and Harford County, Only Baltimore City has reported consistent price declines, with the median price down for five consecutive months.

Inventory is still limited across the Baltimore region. All local markets except Anne Arundel County have more homes on the market today than last year, but supply is still significantly lower than it was in 2019.

The pace of listing activity has slowed down in May compared to last year, particularly in Howard County and Anne Arundel County, where the decrease in new listings is most significant.

Low inventory continues to create a competitive market for home shoppers in the region. Half of all homes sold in less than a week in all local markets except Baltimore City, where the median days on market was 12.



CLOSED SALES

	May 2023	vs. May 2022
Anne Arundel County, MD	674	-29.2%
Baltimore City, MD	817	-18.8%
Baltimore County, MD	884	-14.5%
Carroll County, MD	184	-21.4%
Harford County, MD	281	-18.3%
Howard County, MD	338	-25.2%
Baltimore Metro	**3,178**	**-21.0%**

MEDIAN SALES PRICE

	May 2023	vs. May 2022
Anne Arundel County, MD	$488,990	+6.3%
Baltimore City, MD	$225,000	-8.2%
Baltimore County, MD	$343,000	+2.4%
Carroll County, MD	$425,000	-4.5%
Harford County, MD	$366,750	-3.5%
Howard County, MD	$565,000	+1.6%
Baltimore Metro	**$375,000**	**+0.0%**

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
Anne Arundel County, MD	749	-23.3%	709	-37.3%	6	+1 day
Baltimore City, MD	923	-12.3%	980	-26.3%	12	+4 days
Baltimore County, MD	884	-22.5%	869	-33.2%	6	0 days
Carroll County, MD	221	-17.2%	191	-36.1%	6	+1 day
Harford County, MD	284	-21.8%	288	-29.1%	5	0 days
Howard County, MD	366	-29.2%	316	-39.7%	6	0 days
Baltimore Metro	**3,427**	**-20.6%**	**3,353**	**-32.8%**	**6**	**0 days**

	ACTIVE LISTINGS		MONTHS OF SUPPLY	
	May 2023	vs. May 2022	May 2023	vs. May 2022
Anne Arundel County, MD	658	-5.1%	1.00	+38.9%
Baltimore City, MD	1,565	+6.3%	2.17	+44.7%
Baltimore County, MD	790	+2.6%	1.01	+38.4%
Carroll County, MD	142	+13.6%	0.84	+55.6%
Harford County, MD	238	+12.8%	0.91	+62.5%
Howard County, MD	247	+25.4%	0.78	+73.3%
Baltimore Metro	**3,640**	**+5.0%**	**1.25**	**+45.3%**

Why Are Homes Selling So Fast?

Half of all homes sold in the Baltimore metro area in May sold in less than a week. Back in 2019, the typical home took a month 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

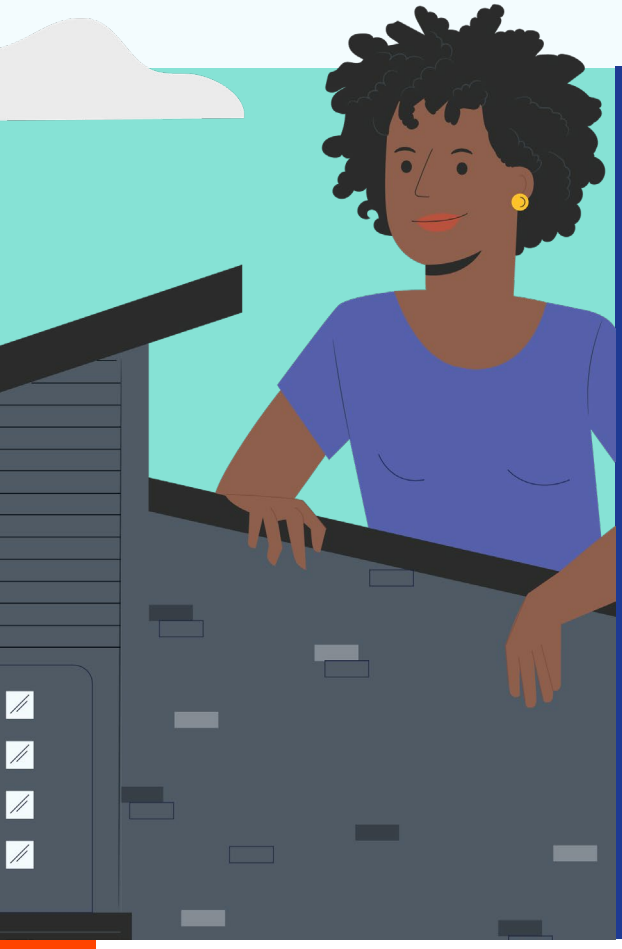
	SHOWINGS		HOME DEMAND INDEX	
	May 2023	vs. May 2022	June 2023	vs. June 2022
Anne Arundel County, MD	15,718	-22.6%	93	-24.4%
Baltimore City, MD	16,047	-18.3%	74	-15.9%
Baltimore County, MD	18,944	-22.0%	101	-22.9%
Carroll County, MD	3,822	-20.4%	90	-20.4%
Harford County, MD	5,333	-25.0%	90	-22.4%
Howard County, MD	9,784	-30.3%	117	-32.8%
Baltimore Metro	**69,648**	**-22.8%**	**91**	**-22.2%**

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.

Please contact Christy Reap, Media Relations Director with interview or information requests: (202) 309-9362 | christy.reap@brightmls.com

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