INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate

AUGUST 2025

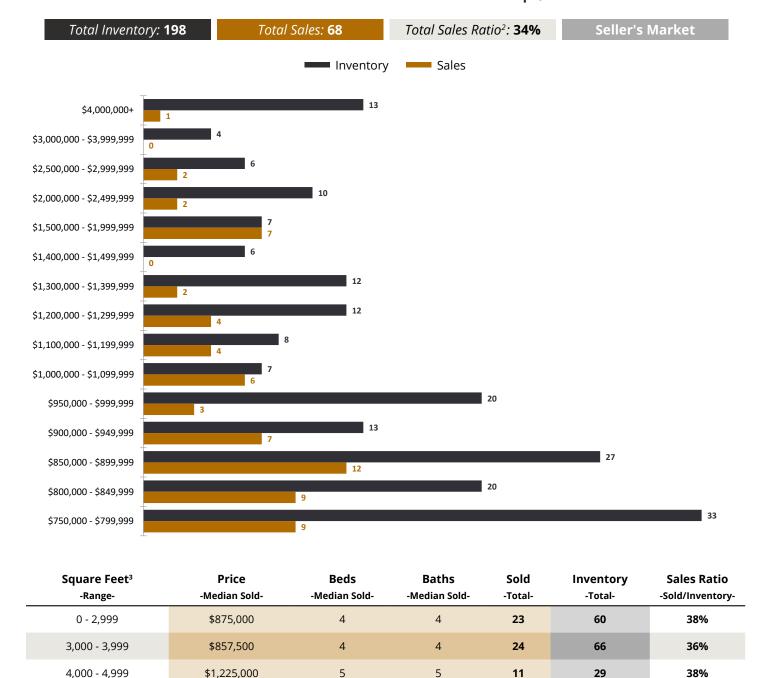


www.LuxuryHomeMarketing.com

BALTIMORE COUNTY SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$750,000

LUXURY INVENTORY VS. SALES | JULY 2025



5

NA

7

0

3

12

4

23

58%

0%

13%

5

NA

5,000 - 5,999

6,000 - 6,999

7,000+

\$1,700,000

NA

\$2,350,000

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

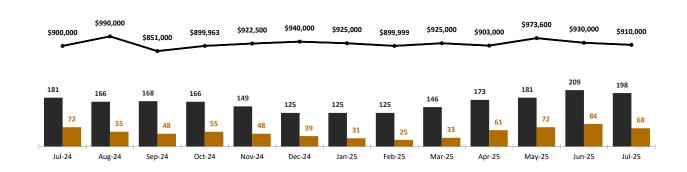
BALTIMORE COUNTY

SINGLE-FAMILY HOMES

Luxury Benchmark Price 1: \$750,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

181 198

VARIANCE: 9%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$302 \$299

VARIANCE: -1%

TOTAL SOLDS

Jul. 2024 Jul. 2025

72 68

VARIANCE: -6%

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

100.19% 100.00%

VARIANCE: **0**%

SALES PRICE

Jul. 2024 Jul. 2025

\$900k \$910k

VARIANCE: 1%

DAYS ON MARKET

Jul. 2024 Jul. 2025

5 15

VARIANCE: 200%

BALTIMORE COUNTY MARKET SUMMARY | JULY 2025

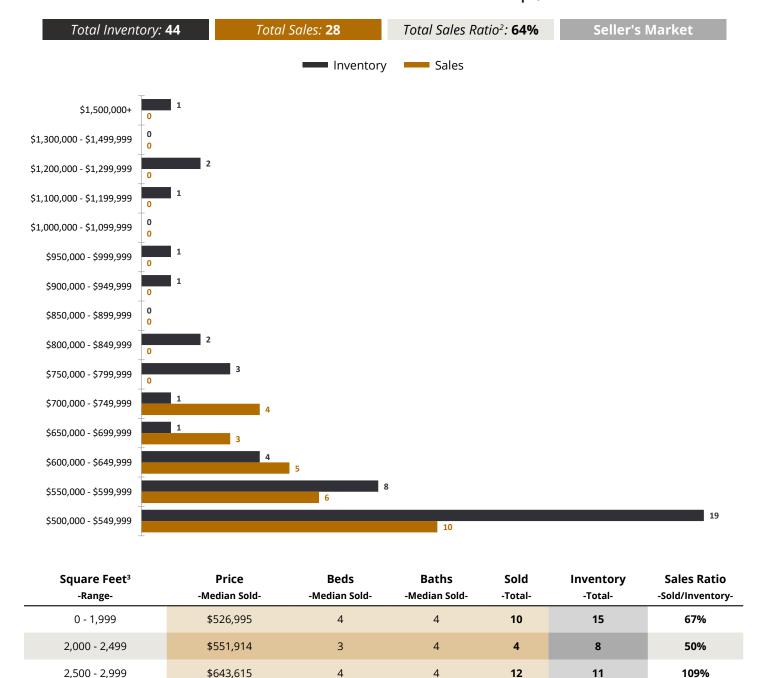
- The single-family luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of 100.00% of list price in July 2025.
- The most active price band is \$1,500,000-\$1,999,999, where the sales ratio is 100%.
- The median luxury sales price for single-family homes is \$910,000.
- The median days on market for July 2025 was 15 days, up from 5 in July 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.

BALTIMORE COUNTY

Luxury Benchmark Price 1: \$500,000

LUXURY INVENTORY VS. SALES | JULY 2025



3

NA

NA

3,000 - 3,499

3,500 - 3,999

4,000+

\$590,000

NA

NA

4

4

NA

NA

1

0

0

7

1

2

14%

0%

0%

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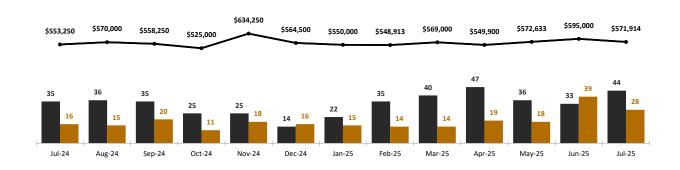
BALTIMORE COUNTY

ATTACHED HOMES

Luxury Benchmark Price 1: \$500,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

35 44

VARIANCE: **26**%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$294 \$254

VARIANCE: -14%

TOTAL SOLDS

Jul. 2024 Jul. 2025

16 28

VARIANCE: **75%**

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

100.77% 100.00%

VARIANCE: -1%

SALES PRICE

Jul. 2024 Jul. 2025

\$553k \$572k

VARIANCE: 3%

DAYS ON MARKET

Jul. 2024 Jul. 2025

5 14

VARIANCE: 180%

BALTIMORE COUNTY MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Seller's Market** with a **64% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2025.
- The most active price band is \$700,000-\$749,999, where the sales ratio is 400%.
- The median luxury sales price for attached homes is \$571,914.
- The median days on market for July 2025 was 14 days, up from 5 in July 2024.

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