INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate

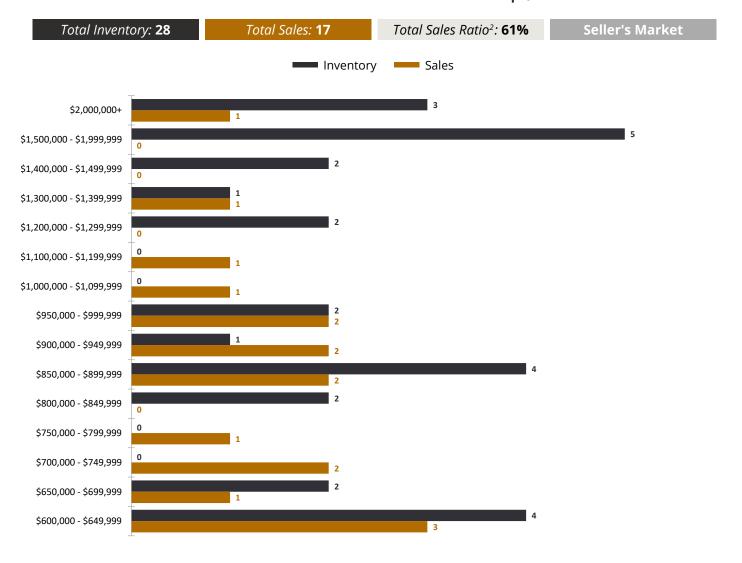




www.LuxuryHomeMarketing.com

Luxury Benchmark Price 1: \$600,000

LUXURY INVENTORY VS. SALES | JULY 2025



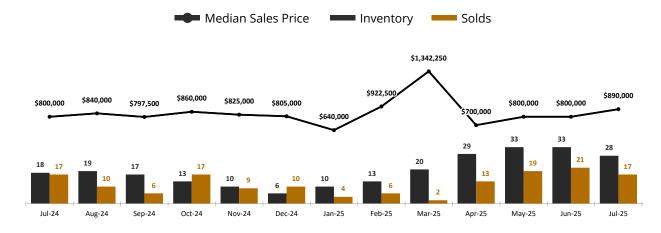
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$631,000	4	4	3	0	NA
2,000 - 2,999	\$890,000	5	4	7	7	100%
3,000 - 3,999	\$999,000	5	3	3	5	60%
4,000 - 4,999	\$1,837,500	4	5	2	7	29%
5,000 - 5,999	\$905,000	9	7	2	5	40%
6,000+	NA	NA	NA	0	4	0%

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 CITY

Luxury Benchmark Price 1: \$600,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Jul. 2024 Jul. 2025 Jul. 2024 Jul. 2024 Jul. 2025 Jul. 2025 \$800k 18 17 17 \$890k 28 VARIANCE: 56% VARIANCE: 11% VARIANCE: **0**% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Jul. 2024 Jul. 2025 Jul. 2024 Jul. 2025 Jul. 2024 Jul. 2025 \$270 \$345 99.00% 100.00% 13 14 VARIANCE: 28% VARIANCE: 8% VARIANCE: 1%

BALTIMORE CITY MARKET SUMMARY | JULY 2025

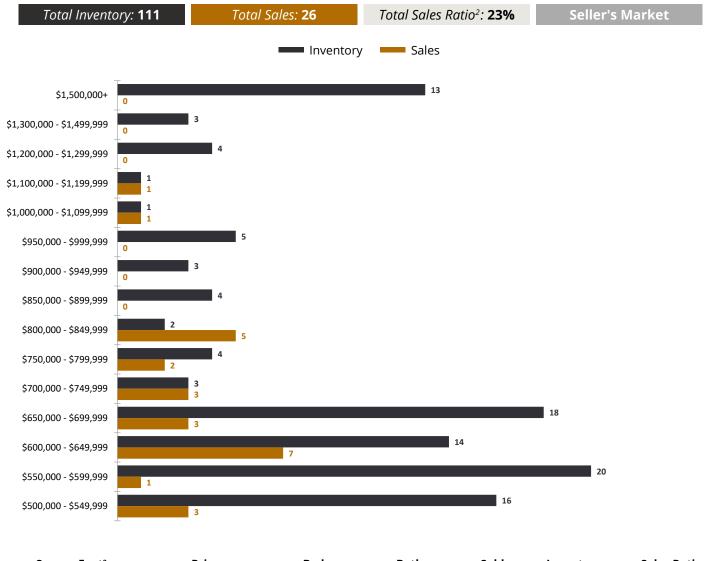
- The single-family luxury market is a **Seller's Market** with a **61% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2025.
- The most active price band is \$900,000-\$949,999, where the sales ratio is 200%.
- The median luxury sales price for single-family homes is \$890,000.
- The median days on market for July 2025 was 14 days, up from 13 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 CITY

Luxury Benchmark Price 1: \$500,000

LUXURY INVENTORY VS. SALES | JULY 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$670,000	4	4	7	23	30%
2,000 - 2,499	\$617,010	4	5	8	34	24%
2,500 - 2,999	\$767,394	4	5	8	21	38%
3,000 - 3,499	\$770,000	4	5	1	14	7%
3,500 - 3,999	\$1,115,000	4	5	1	6	17%
4,000+	\$825,000	4	5	1	11	9%

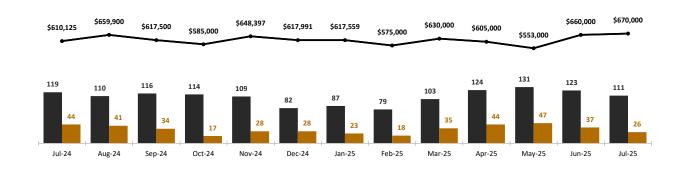
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

BALTIMORE CITY

Luxury Benchmark Price 1: \$500,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025

119 111

VARIANCE: -7%

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025

\$297 \$295

VARIANCE: -1%

TOTAL SOLDS

Jul. 2024 Jul. 2025

44 26

VARIANCE: -41%

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025

100.00% 100.00%

VARIANCE: 0%

SALES PRICE

Jul. 2024 Jul. 2025

\$610k \$670k

VARIANCE: 10%

DAYS ON MARKET

Jul. 2024 Jul. 2025

9 19

VARIANCE: **111**%

BALTIMORE CITY MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Seller's Market** with a **23% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2025.
- The most active price band is \$800,000-\$849,999, where the sales ratio is 250%.
- The median luxury sales price for attached homes is \$670,000.
- The median days on market for July 2025 was 19 days, up from 9 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.