INSTITUTE for LUXURY HOME MARKETING®

^{by}Colibri Real Estate





www.LuxuryHomeMarketing.com

Luxury Benchmark Price 1: \$600,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2025

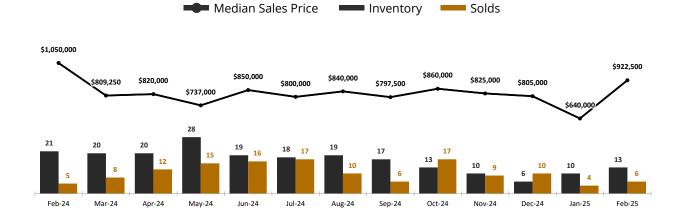


Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	NA	NA	NA	0	0	NA
2,000 - 2,999	\$855,000	5	4	3	3	100%
3,000 - 3,999	\$934,750	5	4	2	4	50%
4,000 - 4,999	\$1,495,000	5	4	1	4	25%
5,000 - 5,999	NA	NA	NA	0	0	NA
6,000+	NA	NA	NA	0	2	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.

Luxury Benchmark Price 1: \$600,000

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 \$1.05m 21 13 \$923k 6 VARIANCE: -38% VARIANCE: 20% VARIANCE: -12% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 \$302 \$312 98.11% 102.42% 45 6 VARIANCE: 4% VARIANCE: -87% VARIANCE: 3%

BALTIMORE CITY MARKET SUMMARY | FEBRUARY 2025

- The single-family luxury market is a **Seller's Market** with a **46% Sales Ratio**.
- Homes sold for a median of **102.42% of list price** in February 2025.
- The most active price band is \$850,000-\$899,999, where the sales ratio is 67%.
- The median luxury sales price for single-family homes is \$922,500.
- The median days on market for February 2025 was 6 days, down from 45 in February 2024.

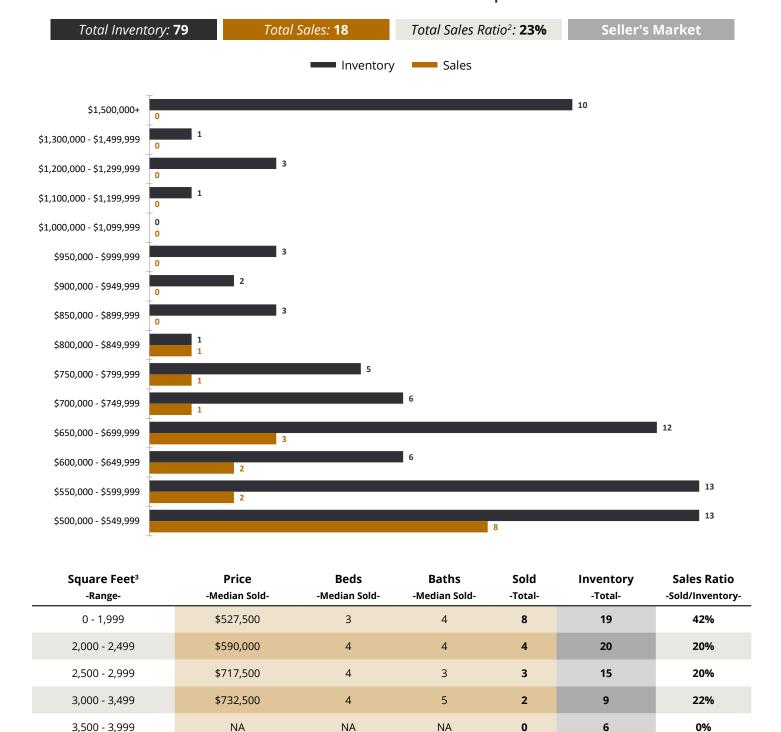
³Square foot table does not account for listings and solds where square foot data is not disclosed. ⁴Data reported includes Active and Sold properties and does not include Pending properties.

4,000+

NA

Luxury Benchmark Price 1: \$500,000

LUXURY INVENTORY VS. SALES | FEBRUARY 2025



NA

0

9

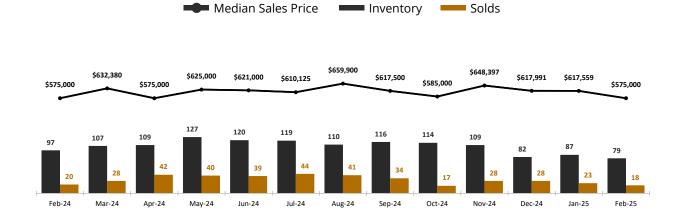
0%

NA

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.

Luxury Benchmark Price 1: \$500,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | FEBRUARY

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 \$575k \$575k 97 79 20 18 VARIANCE: -19% VARIANCE: -10% VARIANCE: 0% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 Feb. 2024 Feb. 2025 \$268 \$285 98.59% 100.00% 41 VARIANCE: -83% VARIANCE: 6% VARIANCE: 1%

BALTIMORE CITY MARKET SUMMARY | FEBRUARY 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 February 2025.
- The most active price band is \$800,000-\$849,999, where the sales ratio is 100%.
- The median luxury sales price for attached homes is \$575,000.
- The median days on market for February 2025 was 7 days, down from 41 in February 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.