

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area




Denver Metro Real Estate Market Trends Report


August 2022


MARKET OVERVIEW

The August report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the July market transactions encompassing the 11 counties of the Denver Metro Area (Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park).

Here are the highlights:

		Prior Month	Year-Over-Year
 Residential (Detached plus Attached)			
Active Listings at Month End	7,361	21.53%	81.48%
Closed Homes	4,279	-21.23%	-31.61%
Close Price - Average	\$690,935	-3.33%	11.04%
Close Price - Median	\$595,000	-2.46%	10.80%
Days in MLS - Average	13	30.00%	44.44%

		Prior Month	Year-Over-Year
 Detached			
Active Listings at Month End	5,650	20.62%	96.32%
Closed Homes	3,010	-20.77%	-31.87%
Close Price - Average	\$781,631	-3.14%	12.02%
Close Price - Median	\$650,000	-2.99%	8.47%
Days in MLS - Average	13	18.18%	62.50%

		Prior Month	Year-Over-Year
 Attached			
Active Listings at Month End	1,711	24.62%	45.25%
Closed Homes	1,269	-22.29%	-31.00%
Close Price - Average	\$475,811	-4.87%	7.92%
Close Price - Median	\$408,000	-5.12%	7.37%
Days in MLS - Average	13	44.44%	8.33%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- Showings are much easier to navigate in this “new” market; there aren’t the tight time slots there used to be on most listings and you can schedule—and most likely *reschedule*—if needed. Buyers think there are deep discounts with all the doom and gloom headlines, but sellers are not yet ready to discount significantly. Sellers might help paying down the rate or some closing costs, but deep discounts are not in the cards right now.
- With the market shift, buyers have the opportunity to be more thoughtful about their home search and their choices in writing offers.
- Denver is still undoubtedly a strong seller’s market, but it’s feeling more hopeful for buyers than just one to two quarters ago.
- Many sellers are starting to offer buyer incentives (such as rate buy downs and HOA fee prepayments) after seven to 14 days in the MLS instead of price reductions. Since buyers aren’t “searching” for that criteria, the effectiveness of this strategy is unknown.

✓ Local News:

- Denver ranked fifteen out of the top 20 metro areas with the most single-family building permits issued at 13.2 per 10,000 people in the first quarter of 2022.
- Colorado gained an additional 2,469 real estate agents last year, the biggest jump in a decade.
- 5280 magazine’s ranking of the best neighborhoods evaluated all 78 Denver communities taking into account home values, school quality, safety and distinctive aspects that set a place apart (cultural offerings, nearby shops, bike-ability, open spaces, etc.). The top five neighborhoods were Wellshire, Belcaro, Washington Park, Platt Park and City Park.
- Denver’s housing vacancy rate is among the nation’s lowest. While there are signs the market is cooling, housing inventory is still low in the Denver area.
- Of the 51 cities analyzed by real estate data company Anytime Estimate, Denver had the third lowest homeowner vacancy rate, coming in at 0.70 percent, well below the 1.40 percent national average. Denver’s rental vacancy rate was also below the national average of 5.8 percent, coming in at 4.50 percent, the twelfth lowest of all cities surveyed.
- Homelessness is getting worse in metro Denver. At least 784 more people lack permanent housing than during the last survey, up 13 percent, with the highest increases in the suburbs. It’s estimated that over 9,000 people are experiencing homelessness state-wide.
- Homeowners in Denver typically pay a mortgage of \$2,944 per month (not including taxes or insurance), which is up 79.3 percent from June 2019. Zillow reports that Denver rent now averages \$2,005 per month, a 20.4 percent increase since June 2019.
- Starting July 1, 2022, all radon testing companies must have a radon measurement professional license in Colorado.

✓ National News:

- Nearly half of U.S. homeowners plan to upgrade or remodel their homes this year.

The trend is most prominent among homeowners between the ages of 25 to 44, who are undertaking the most renovations and looking to bring new trends and renovations to the aging homes they purchase.

- All data points to an economic recession and a housing slowdown but with only 1.72 months of inventory and the average American 30 years old, we expect more buyers will come out when rates dip not only holding home prices up but possibly pushing them even higher.
- Sixty-nine percent of millennials prefer owning over renting. To afford homeownership, millennials sacrifice weddings, vacations and even television.
- Lumber prices are down 40 percent from their high in May 2021.
- “Zoomtowns” are cooling. Some metro areas that attracted out-of-state buyers early in the housing boom are cooling off the fastest.
- Boise saw the biggest housing price cuts in June. The metro areas with the most price cuts in June after Boise were Denver, Salt Lake City and Tacoma.
- Chief Economist and Senior Vice President of Research at the National Association of Realtors® Lawrence Yun said he does not foresee a nationwide decline in home prices despite indications that price growth is set to slow. Yun also remarked that the potential for weaker sales should increase available inventory in some markets, but not enough to diminish persistent affordability constraints which, for many Americans, have kept homeownership out of reach over recent years.
- Nationally, last month, new home contract cancellations hit 14.5 percent, their highest level in years outside of April 2020’s COVID-19-tainted peak of 16.5 percent and are 30 percent above their seasonally adjusted pre-COVID-19 rate. Similarly, the percentage of pending-home sales that fell out of contract in June hit 14.9 percent, their highest level in years excluding the COVID-19-induced March 2020 peak of 17.6 percent and is 20 percent above the pre-COVID-19 rate of about 12.5 percent.

✓ Mortgage News:

- The Federal Reserve increased rates again by three-quarters of a percentage point; however, the move didn’t affect mortgage rates much as lenders have had the most recent hike “baked into” pricing.
- Mortgage demand hit the lowest point since 2000, according to the Mortgage Bankers Association.
- After several attempts to break below the low 2.7s in the past four months, the 10-year treasury yield finally made it into the 2.6s giving way to lower mortgage interest rates than we’ve seen since April when they were on their way up.

✓ Quick Stats:

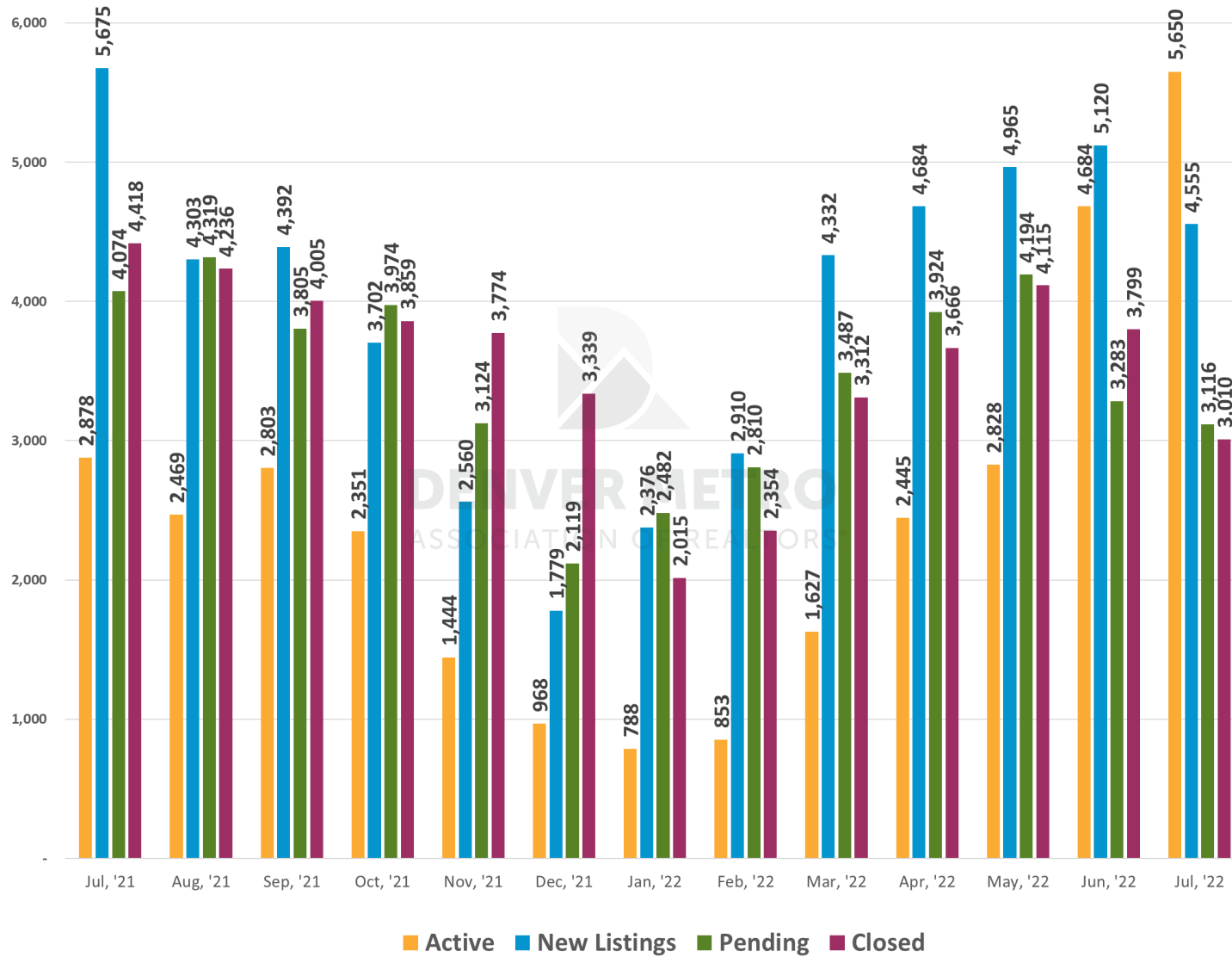
- Average active listings for July are 15,971 (1985-2021.)
- Record-high July was 2006 with 31,989 listings and the record-low was set last year with 4,056 listings.
- The historical average increase in active listings from June to July is 4.35 percent. This year’s increase of 21.53 percent represents a healthy increase in housing inventory.

Detached Single-Family

DMAR Market Trends | July 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

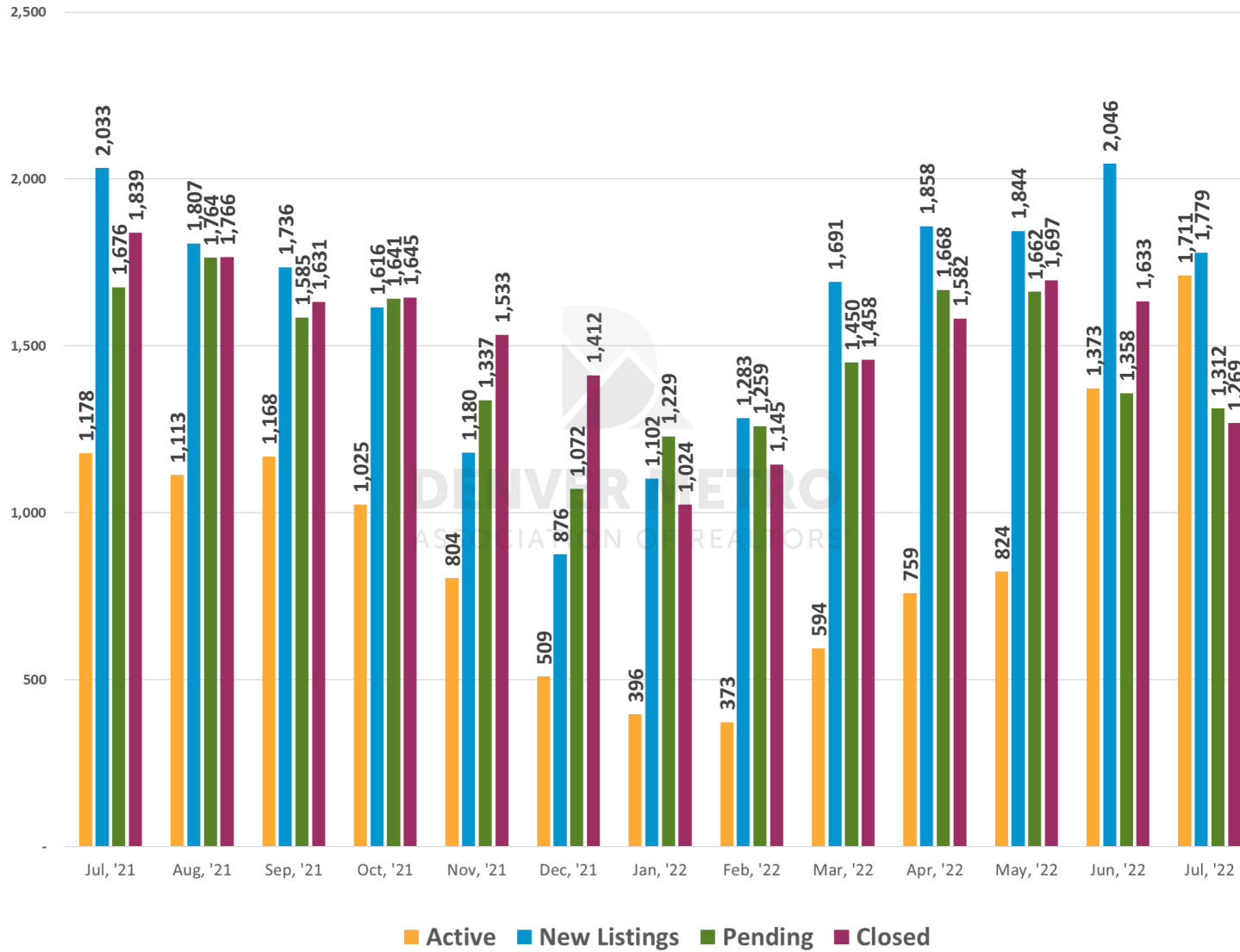


Attached Single-Family

DMAR Market Trends | July 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

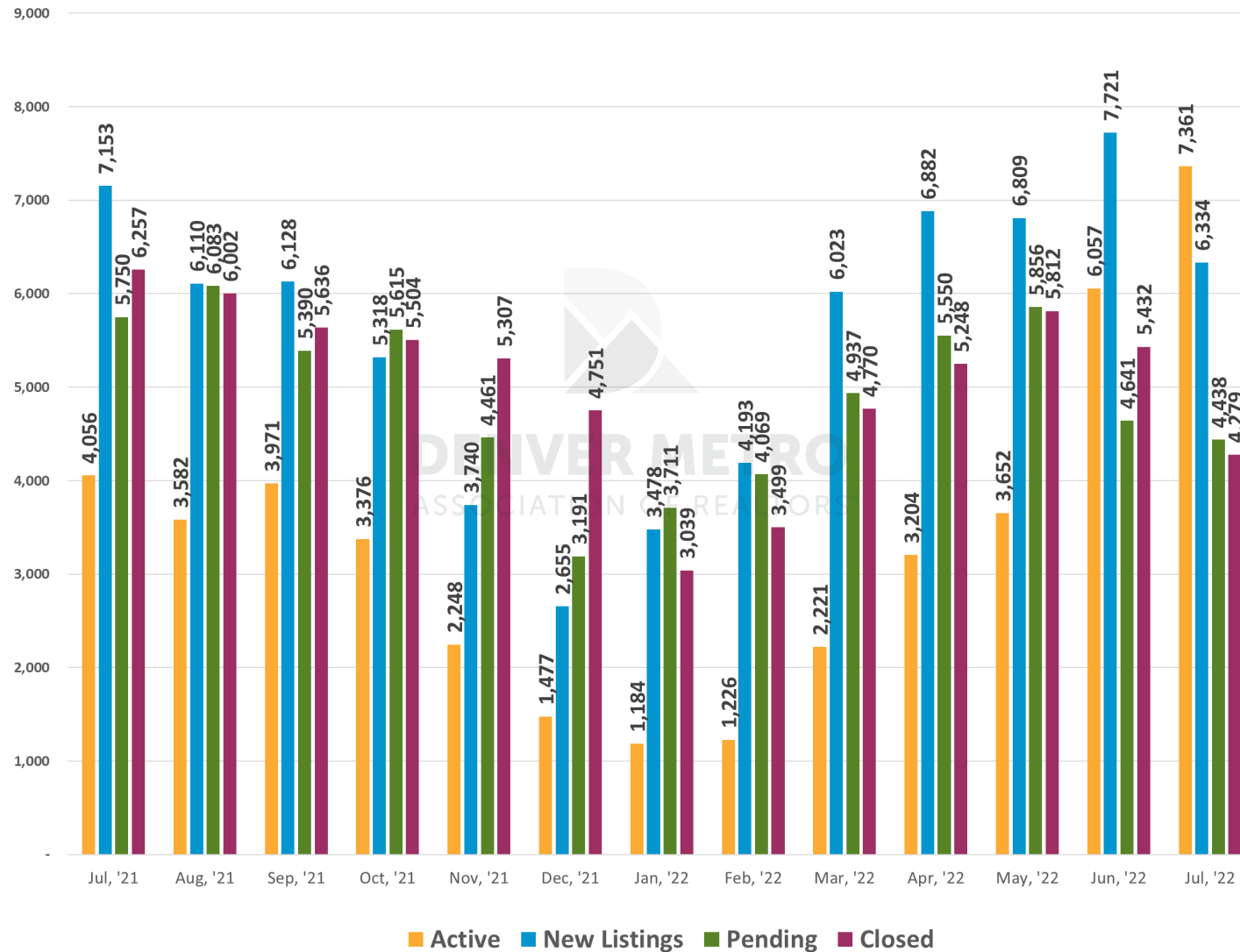


Residential (Detached + Attached)

DMAR Market Trends | July 2022 Data

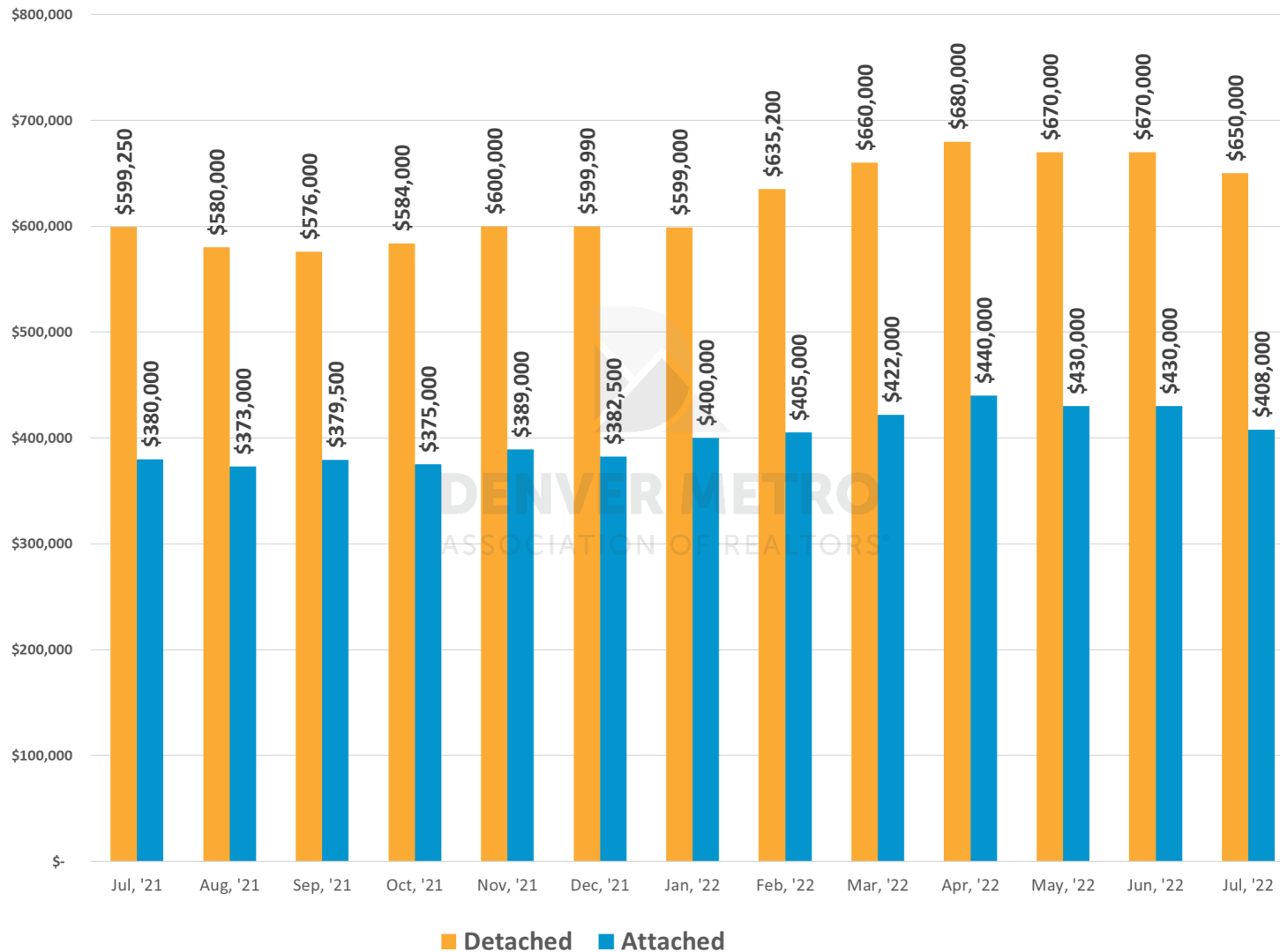
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



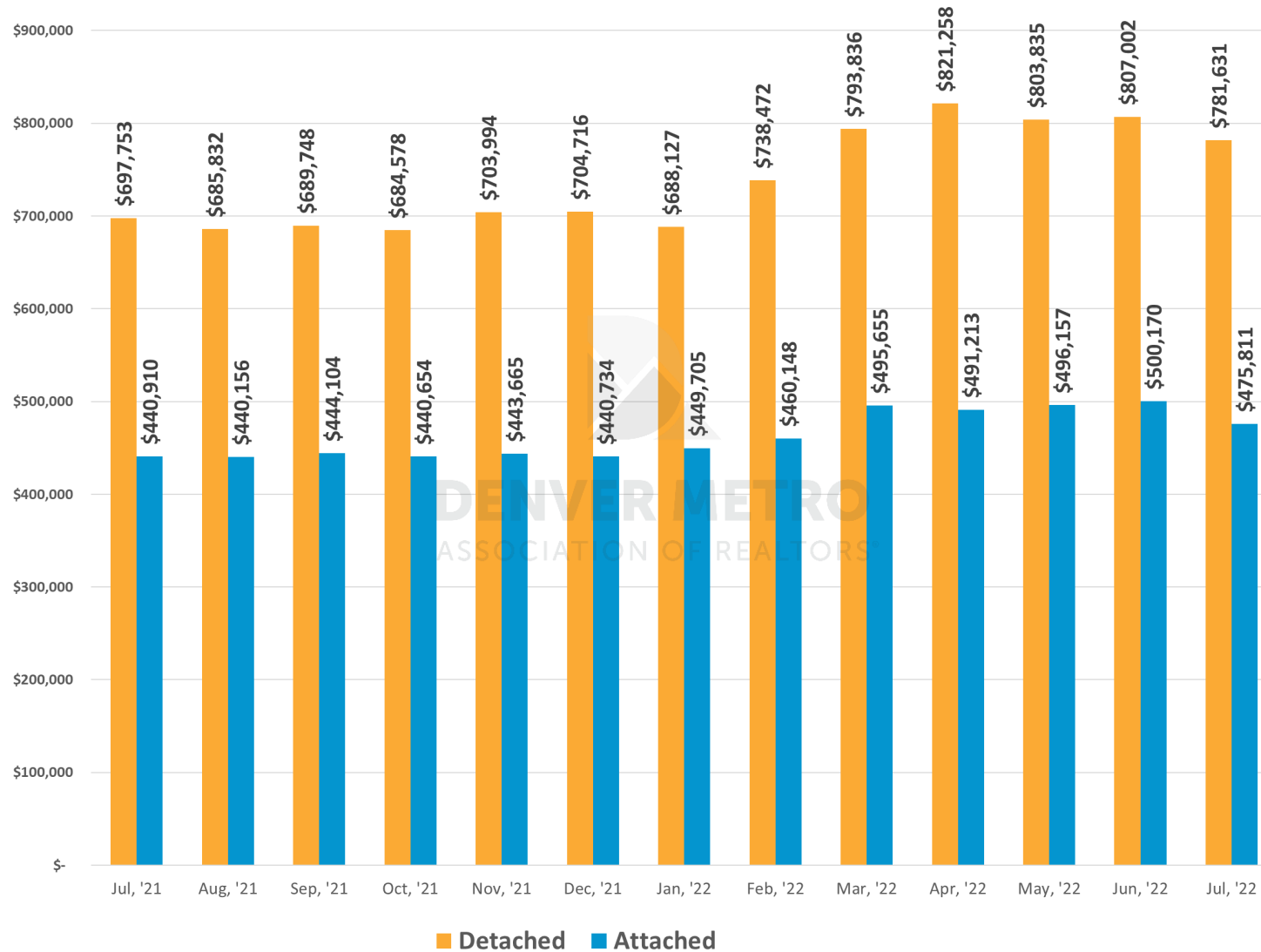
Median Close Price

DMAR Market Trends | July 2022 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



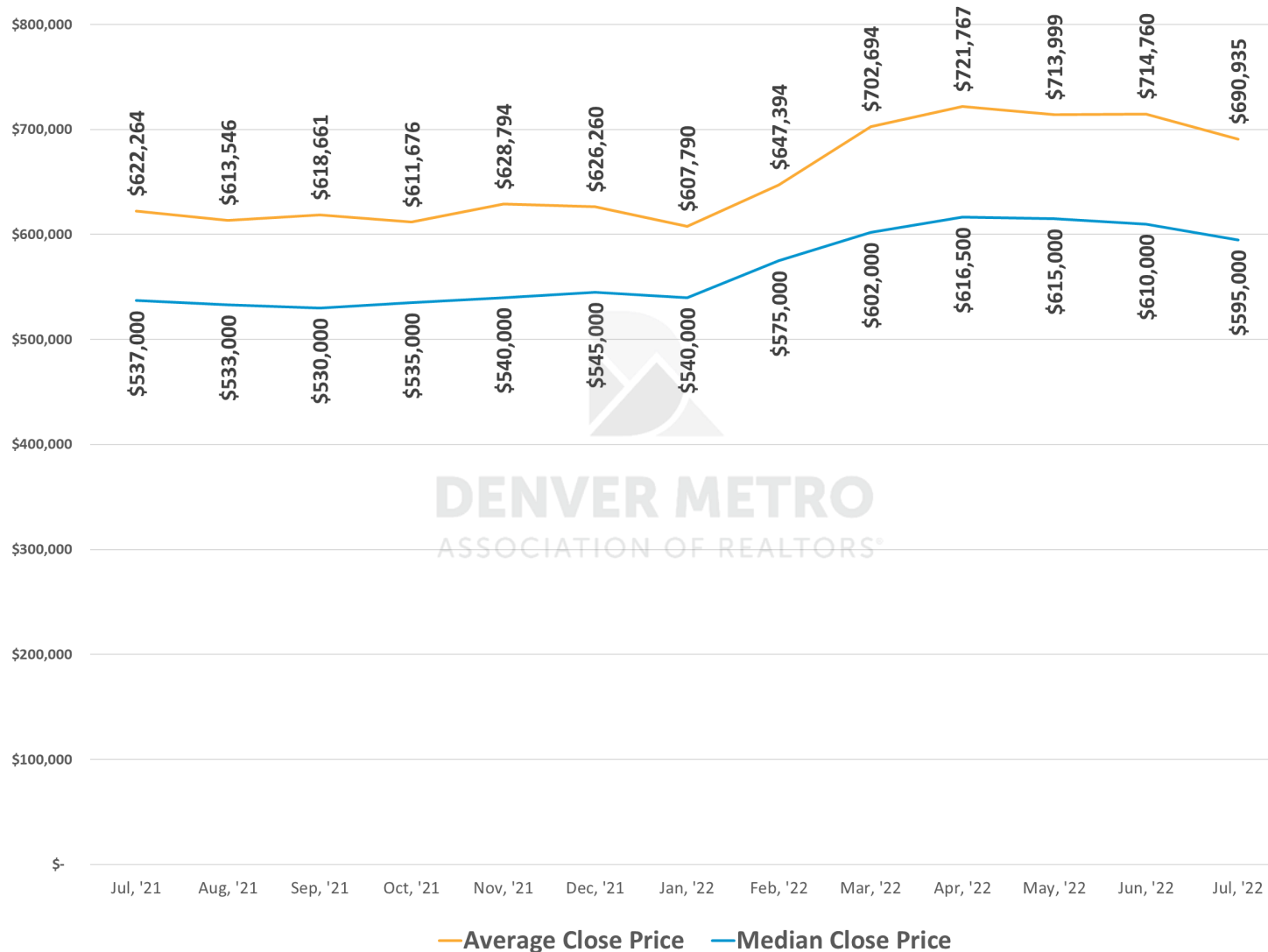
Average Close Price

DMAR Market Trends | July 2022 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



Residential Close Price

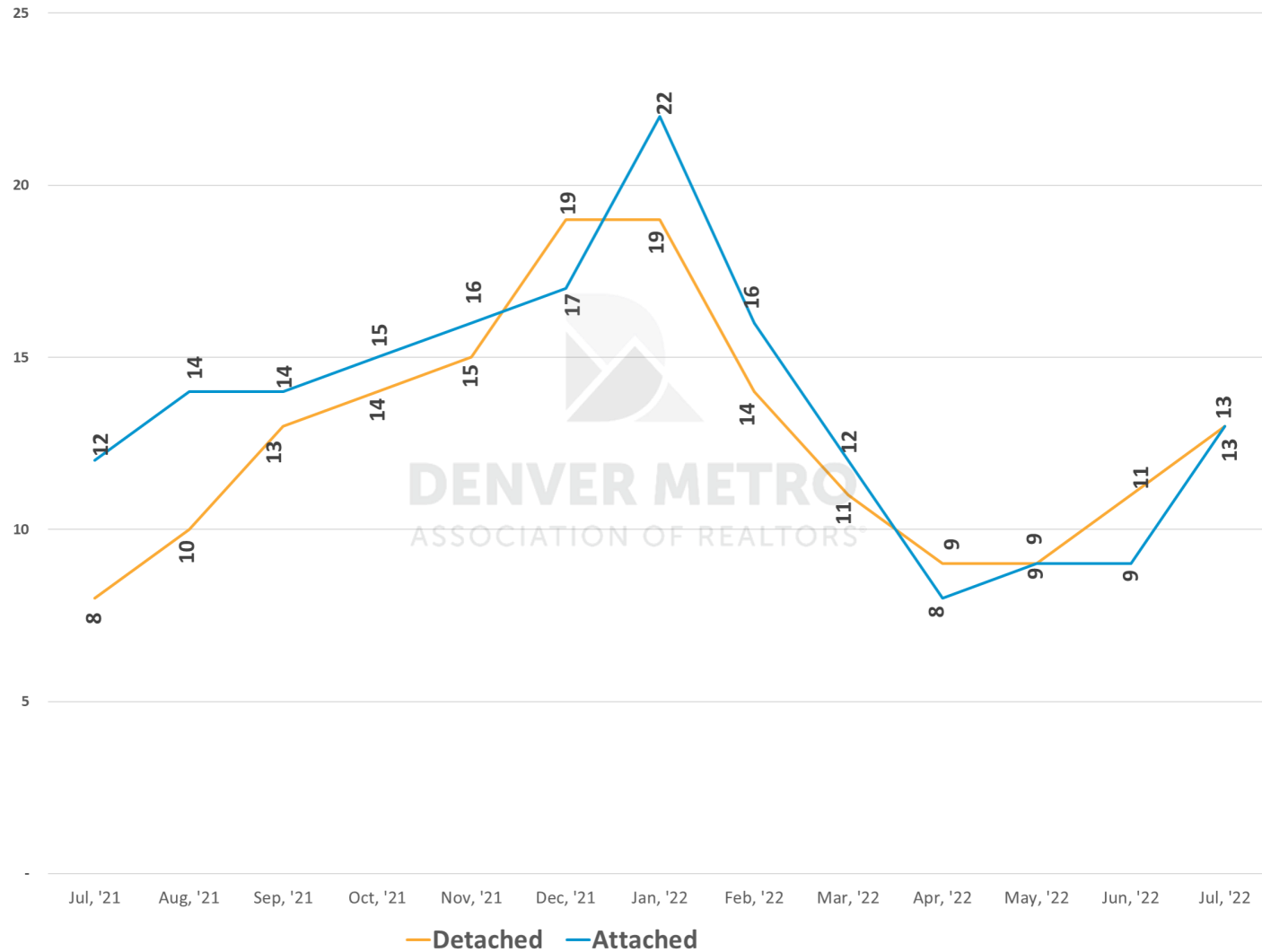
DMAR Market Trends | July 2022 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com




 Compliments of: **ANTHONY RAEI / 303.520.3179**

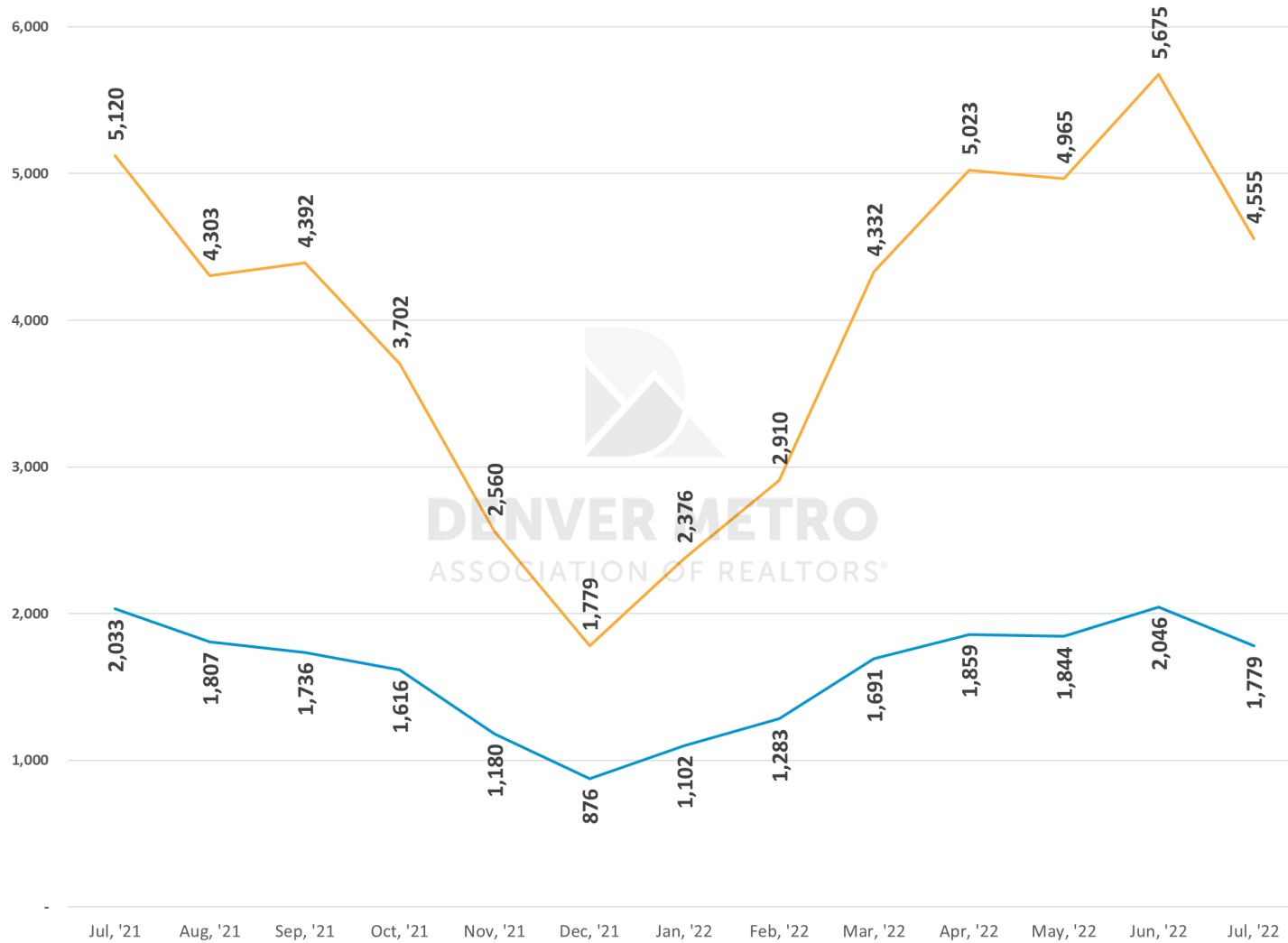

Average Days in MLS

DMAR Market Trends | July 2022 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



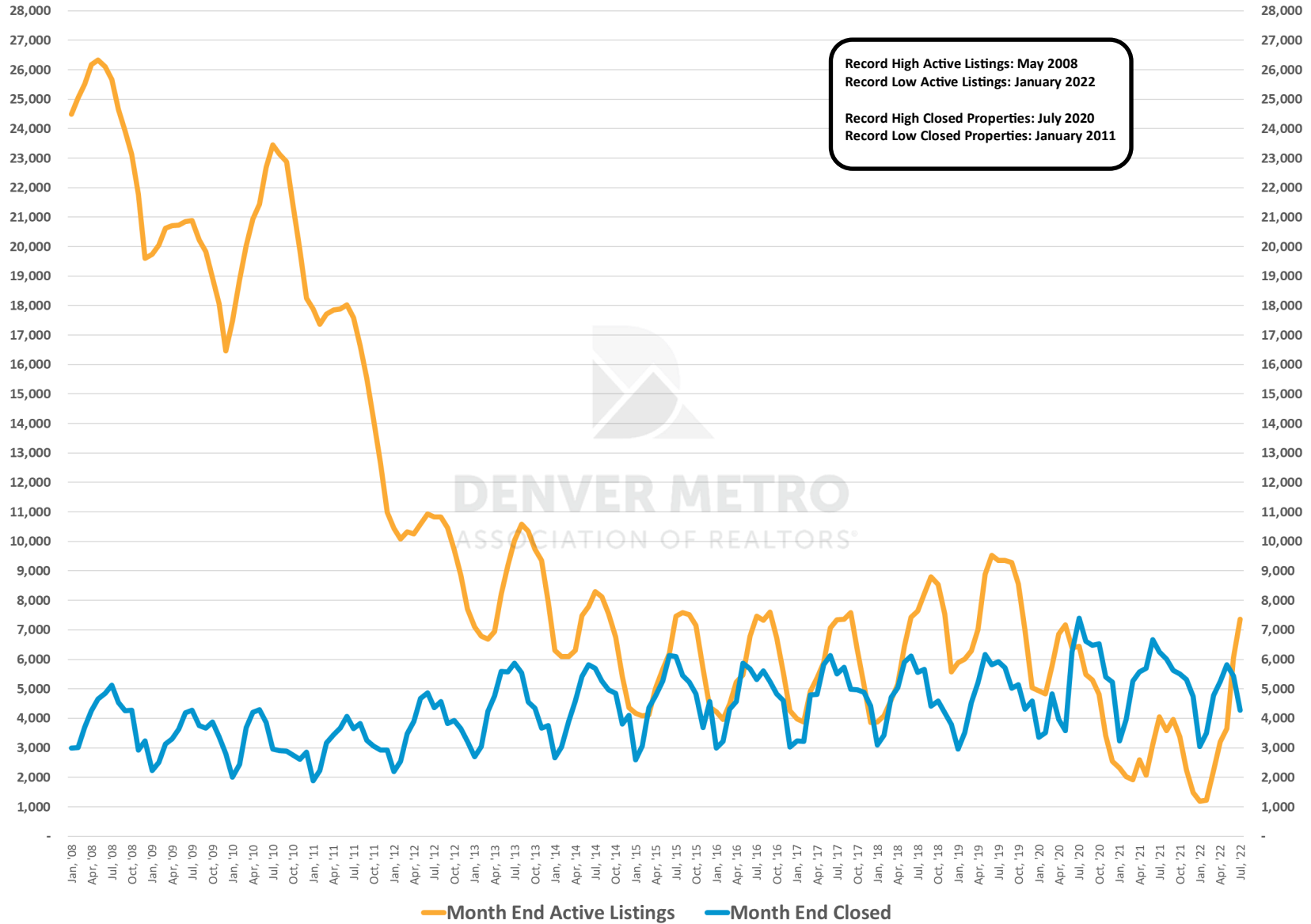
New Listings

DMAR Market Trends | July 2022 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

DMAR Market Trends | July 2022 Data
Denver Metro Association of Realtors®
Source of MLS Data: REColorado.com



DATA SNAPSHOT

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Jul, '22	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	7,361	6,057	4,056	21.53%	81.48%
New Listings	6,334	7,721	7,708	-17.96%	-17.83%
Pending	4,428	4,641	5,750	-4.59%	-22.99%
Closed	4,279	5,432	6,257	-21.23%	-31.61%
Close Price - Average	\$ 690,935	\$ 714,760	\$ 622,264	-3.33%	11.04%
Close Price - Median	\$ 595,000	\$ 610,000	\$ 537,000	-2.46%	10.80%
Sales Volume	\$ 2,956,512,199	\$ 3,882,576,123	\$ 3,893,508,891	-23.85%	-24.07%
Days in MLS - Average	13	10	9	30.00%	44.44%
Days in MLS - Median	6	5	4	20.00%	50.00%
Close Price/List Price	100.81%	102.99%	103.99%	-2.12%	-3.06%
Detached					
Active Listings at Month End	5,650	4,684	2,878	20.62%	96.32%
New Listings	4,555	5,675	5,120	-19.74%	-11.04%
Pending	3,116	3,283	4,074	-5.09%	-23.51%
Closed	3,010	3,799	4,418	-20.77%	-31.87%
Close Price - Average	\$ 781,631	\$ 807,002	\$ 697,753	-3.14%	12.02%
Close Price - Median	\$ 650,000	\$ 670,000	\$ 599,250	-2.99%	8.47%
Sales Volume	\$ 2,352,708,351	\$ 3,065,799,053	\$ 3,082,674,645	-23.26%	-23.68%
Days in MLS - Average	13	11	8	18.18%	62.50%
Days in MLS - Median	7	5	4	40.00%	75.00%
Close Price/List Price	100.73%	102.88%	104.43%	-2.09%	-3.54%
Attached					
Active Listings at Month End	1,711	1,373	1,178	24.62%	45.25%
New Listings	1,779	2,046	2,033	-13.05%	-12.49%
Pending	1,312	1,358	1,676	-3.39%	-21.72%
Closed	1,269	1,633	1,839	-22.29%	-31.00%
Close Price - Average	\$ 475,811	\$ 500,170	\$ 440,910	-4.87%	7.92%
Close Price - Median	\$ 408,000	\$ 430,000	\$ 380,000	-5.12%	7.37%
Sales Volume	\$ 603,803,848	\$ 816,777,070	\$ 810,834,246	-26.07%	-25.53%
Days in MLS - Average	13	9	12	44.44%	8.33%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	101.01%	103.26%	102.93%	-2.18%	-1.87%

JULY DATA YTD 2022 to 2018

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
Residential (Detached + Attached)									
Active Listings at Month End	7,361	4,056	6,449	9,359	7,643	81.48%	-37.11%	-31.09%	22.45%
New Listings	41,476	42,349	43,711	46,696	44,210	-2.06%	-3.12%	-6.39%	5.62%
Closed	32,169	36,684	33,249	34,123	33,865	-12.31%	10.33%	-2.56%	0.76%
Close Price - Average	\$ 693,490	\$ 606,709	\$ 506,965	\$ 488,542	\$ 479,066	14.30%	19.67%	3.77%	1.98%
Close Price - Median	\$ 600,000	\$ 520,000	\$ 442,900	\$ 420,000	\$ 415,000	15.38%	17.41%	5.45%	1.20%
Sales Volume	\$ 22,308,871,957	\$ 22,256,516,858	\$ 16,856,091,463	\$ 16,670,534,370	\$ 16,223,565,217	0.24%	32.04%	1.11%	2.76%
Days in MLS - Average	12	15	29	29	24	-20.00%	-48.28%	0.00%	20.83%
Days in MLS - Median	4	4	8	10	6	0.00%	-50.00%	-20.00%	66.67%
Close Price/List Price	104.36%	103.90%	99.67%	99.40%	100.38%	0.44%	4.24%	0.27%	-0.98%
Detached									
Active Listings at Month End	5,650	2,878	4,001	6,741	5,788	96.32%	-28.07%	-40.65%	16.47%
New Listings	29,835	29,799	30,380	33,204	31,932	0.12%	-1.91%	-8.50%	3.98%
Closed	22,319	25,230	23,654	24,292	24,089	-11.54%	6.66%	-2.63%	0.84%
Close Price - Average	\$ 785,679	\$ 687,924	\$ 560,790	\$ 538,869	\$ 529,781	14.21%	22.67%	4.07%	1.72%
Close Price - Median	\$ 656,000	\$ 575,000	\$ 480,000	\$ 455,000	\$ 448,940	14.09%	19.79%	5.49%	1.35%
Sales Volume	\$ 17,535,578,407	\$ 17,356,312,881	\$ 13,264,928,671	\$ 13,090,212,204	\$ 12,761,892,489	1.03%	30.84%	1.33%	2.57%
Days in MLS - Average	12	12	28	29	25	0.00%	-57.14%	-3.45%	16.00%
Days in MLS - Median	4	4	7	10	7	0.00%	-42.86%	-30.00%	42.86%
Close Price/List Price	104.46%	104.57%	99.76%	99.43%	100.29%	-0.11%	4.82%	0.33%	-0.86%
Attached									
Active Listings at Month End	1,711	1,178	2,448	2,618	1,855	45.25%	-51.88%	-6.49%	41.13%
New Listings	11,641	12,550	13,331	13,492	12,278	-7.24%	-5.86%	-1.19%	9.89%
Closed	9,850	11,454	9,595	9,831	9,776	-14.00%	19.37%	-2.40%	0.56%
Close Price - Average	\$ 484,598	\$ 427,816	\$ 374,274	\$ 364,187	\$ 354,099	13.27%	14.31%	2.77%	2.85%
Close Price - Median	\$ 421,000	\$ 365,000	\$ 325,000	\$ 305,602	\$ 300,000	15.34%	12.31%	6.35%	1.87%
Sales Volume	\$ 4,773,293,550	\$ 4,900,203,977	\$ 3,591,162,792	\$ 3,580,322,166	\$ 3,461,672,728	-2.59%	36.45%	0.30%	3.43%
Days in MLS - Average	12	21	31	30	21	-42.86%	-32.26%	3.33%	42.86%
Days in MLS - Median	4	5	11	11	6	-20.00%	-54.55%	0.00%	83.33%
Close Price/List Price	104.12%	102.42%	99.44%	99.33%	100.61%	1.66%	3.00%	0.11%	-1.27%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	-	0.00	1	2	2.00
\$100,000 to \$199,999	3	12	4.00	44	36	0.82
\$200,000 to \$299,999	7	25	3.57	174	153	0.88
\$300,000 to \$399,999	70	104	1.49	375	375	1.00
\$400,000 to \$499,999	353	538	1.52	288	361	1.25
\$500,000 to \$749,999	1,531	2,679	1.75	277	482	1.74
\$750,000 to \$999,999	601	1,240	2.06	62	143	2.31
\$1,000,000 and over	444	1,052	2.37	48	159	3.31
TOTALS	3,010	5,650	1.88	1,269	1,711	1.35

Price Range	Detached		% change	Attached		% change
	Closed Jul, '22	Closed Jun, '22		Closed Jul, '22	Closed Jun, '22	
Month-Over-Month						
\$0 to \$99,999	1	-		1	-	
\$100,000 to \$199,999	3	-		44	34	29.41%
\$200,000 to \$299,999	7	11	-36.36%	174	201	-13.43%
\$300,000 to \$399,999	70	61	14.75%	375	427	-12.18%
\$400,000 to \$499,999	353	373	-5.36%	288	403	-28.54%
\$500,000 to \$749,999	1,531	1,929	-20.63%	277	404	-31.44%
\$750,000 to \$999,999	601	795	-24.40%	62	83	-25.30%
\$1,000,000 and over	444	630	-29.52%	48	81	-40.74%
TOTALS	3,010	3,799	-20.77%	1,269	1,633	-22.29%

Price Range	Detached		% change	Attached		% change
	YTD Jul, '22	YTD Jul, '21		YTD Jul, '22	YTD Jul, '21	
Year-Over-Year						
\$0 to \$99,999	3	9	-66.67%	4	-	
\$100,000 to \$199,999	23	28	-17.86%	321	755	-57.48%
\$200,000 to \$299,999	69	256	-73.05%	1,346	2,556	-47.34%
\$300,000 to \$399,999	529	1,894	-72.07%	2,536	3,280	-22.68%
\$400,000 to \$499,999	2,526	5,804	-56.48%	2,374	2,156	10.11%
\$500,000 to \$749,999	11,285	11,099	1.68%	2,324	1,863	24.75%
\$750,000 to \$999,999	4,493	3,384	32.77%	552	498	10.84%
\$1,000,000 and over	3,391	2,756	23.04%	393	346	13.58%
TOTALS	22,319	25,230	-11.54%	9,850	11,454	-14.00%

LUXURY MARKET | Properties Sold for \$1 Million or More

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Jul, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	718	922	593	-22.13%	21.08%
Pending	419	512	439	-18.16%	-4.56%
Closed	492	711	542	-30.80%	-9.23%
Sales Volume	\$ 789,947,189	\$ 1,127,943,727	\$ 840,958,759	-29.97%	-6.07%
Days in MLS - Average	18	18	14	0.00%	28.57%
Days in MLS - Median	6	4	5	50.00%	20.00%
Close Price/List Price	100.44%	103.66%	102.95%	-3.11%	-2.44%
PSF Total	\$ 388	\$ 405	\$ 362	-4.20%	7.18%
Detached					
New Listings	646	820	508	-21.22%	27.17%
Pending	381	466	374	-18.24%	1.87%
Closed	444	630	491	-29.52%	-9.57%
Sales Volume	\$ 715,676,529	\$ 1,007,413,627	\$ 759,586,779	-28.96%	-5.78%
Days in MLS - Average	16	18	13	-11.11%	23.08%
Days in MLS - Median	6	4	5	50.00%	20.00%
Close Price/List Price	100.57%	103.78%	103.14%	-3.09%	-2.49%
PSF Total	\$ 364	\$ 385	\$ 340	-5.45%	7.06%
Attached					
New Listings	72	102	85	-29.41%	-15.29%
Pending	38	46	65	-17.39%	-41.54%
Closed	48	81	51	-40.74%	-5.88%
Sales Volume	\$ 74,270,660	\$ 120,530,100	\$ 81,371,980	-38.38%	-8.73%
Days in MLS - Average	34	17	29	100.00%	17.24%
Days in MLS - Median	8	5	6	60.00%	33.33%
Close Price/List Price	99.16%	102.73%	101.04%	-3.48%	-1.86%
PSF Total	\$ 611	\$ 565	\$ 571	8.14%	7.01%

LUXURY MARKET | Properties Sold for \$1 Million or More

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
Residential (Detached + Attached)									
New Listings	4,843	3,483	2,788	2,651	2,291	39.05%	24.93%	5.17%	15.71%
Pending	3,414	2,919	1,781	1,640	1,474	16.96%	63.90%	8.60%	11.26%
Closed	3,784	3,102	1,465	1,449	1,388	21.99%	111.74%	1.10%	4.39%
Sales Volume	\$ 6,024,241,708	\$ 4,939,585,777	\$ 2,227,070,042	\$ 2,239,755,919	\$ 2,094,501,316	21.96%	121.80%	-0.57%	6.94%
Days in MLS - Average	18	33	56	57	66	-45.45%	-41.07%	-1.75%	-13.64%
Days in MLS - Median	4	5	20	20	24	-20.00%	-75.00%	0.00%	-16.67%
Close Price/List Price	105.38%	102.31%	97.45%	97.60%	97.55%	3.00%	4.99%	-0.15%	0.05%
PSF Total	\$ 397	\$ 364	\$ 336	\$ 334	\$ 301	9.07%	8.33%	0.60%	10.96%
Detached									
New Listings	4,310	3,026	2,468	2,350	2,079	42.43%	22.61%	5.02%	13.04%
Pending	3,054	2,579	1,634	1,469	1,342	18.42%	57.83%	11.23%	9.46%
Closed	3,391	2,756	1,339	1,290	1,274	23.04%	105.83%	3.80%	1.26%
Sales Volume	\$ 5,433,365,491	\$ 4,430,421,349	\$ 2,041,236,964	\$ 1,984,167,790	\$ 1,920,329,732	22.64%	117.05%	2.88%	3.32%
Days in MLS - Average	16	30	55	58	66	-46.67%	-45.45%	-5.17%	-12.12%
Days in MLS - Median	4	5	19	20	24	-20.00%	-73.68%	-5.00%	-16.67%
Close Price/List Price	105.57%	102.59%	97.53%	97.56%	97.58%	2.90%	5.19%	-0.03%	-0.02%
PSF Total	\$ 377	\$ 339	\$ 313	\$ 301	\$ 283	11.21%	8.31%	3.99%	6.36%
Attached									
New Listings	533	457	320	301	212	16.63%	42.81%	6.31%	41.98%
Pending	360	340	147	171	132	5.88%	131.29%	-14.04%	29.55%
Closed	393	346	126	159	114	13.58%	174.60%	-20.75%	39.47%
Sales Volume	\$ 590,876,217	\$ 509,164,428	\$ 185,833,078	\$ 255,588,129	\$ 174,171,584	16.05%	173.99%	-27.29%	46.75%
Days in MLS - Average	28	55	65	53	67	-49.09%	-15.38%	22.64%	-20.90%
Days in MLS - Median	4	7	35	19	26	-42.86%	-80.00%	84.21%	-26.92%
Close Price/List Price	103.70%	100.04%	96.63%	97.91%	97.27%	3.66%	3.53%	-1.31%	0.66%
PSF Total	\$ 570	\$ 561	\$ 573	\$ 604	\$ 497	1.60%	-2.09%	-5.13%	21.53%

SIGNATURE MARKET | Properties Sold Between \$750,000 and \$999,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Jul, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1052	1289	802	-18.39%	31.17%
Pending	689	698	611	-1.29%	12.77%
Closed	663	878	708	-24.49%	-6.36%
Sales Volume	\$ 563,035,029	\$ 746,002,551	\$ 600,823,304	-24.53%	-6.29%
Days in MLS - Average	15	12	10	25.00%	50.00%
Days in MLS - Median	7	5	4	40.00%	75.00%
Close Price/List Price	100.75%	102.62%	104.08%	-1.82%	-3.20%
PSF Total	\$ 288	\$ 304	\$ 281	-5.26%	2.49%
Detached					
New Listings	952	1,191	717	-20.07%	32.78%
Pending	635	645	549	-1.55%	15.66%
Closed	601	795	632	-24.40%	-4.91%
Sales Volume	\$ 510,906,245	\$ 676,281,016	\$ 536,540,367	-24.45%	-4.78%
Days in MLS - Average	14	12	8	16.67%	75.00%
Days in MLS - Median	7	5	4	40.00%	75.00%
Close Price/List Price	100.81%	102.76%	104.43%	-1.90%	-3.47%
PSF Total	\$ 274	\$ 290	\$ 268	-5.52%	2.24%
Attached					
New Listings	100	98	85	2.04%	17.65%
Pending	54	53	62	1.89%	-12.90%
Closed	62	83	76	-25.30%	-18.42%
Sales Volume	\$ 52,128,784	\$ 69,721,535	\$ 64,282,937	-25.23%	-18.91%
Days in MLS - Average	29	13	28	123.08%	3.57%
Days in MLS - Median	9	5	7	80.00%	28.57%
Close Price/List Price	100.16%	101.29%	101.13%	-1.12%	-0.96%
PSF Total	\$ 419	\$ 439	\$ 390	-4.56%	7.44%

SIGNATURE MARKET | Properties Sold Between \$750,000 and \$999,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
Residential (Detached + Attached)									
New Listings	6,681	4,485	3,448	3,205	2,799	48.96%	30.08%	7.58%	14.51%
Pending	4,959	3,871	2,567	2,226	2,026	28.11%	50.80%	15.32%	9.87%
Closed	5,045	3,882	2,115	1,945	1,888	29.96%	83.55%	8.74%	3.02%
Sales Volume	\$ 4,271,834,146	\$ 3,293,549,055	\$ 1,788,289,418	\$ 1,649,152,869	\$ 1,605,665,464	29.70%	84.17%	8.44%	2.71%
Days in MLS - Average	14	17	42	41	44	-17.65%	-59.52%	2.44%	-6.82%
Days in MLS - Median	4	4	13	15	12	0.00%	-69.23%	-13.33%	25.00%
Close Price/List Price	104.59%	103.96%	99.02%	99.03%	99.36%	0.61%	4.99%	-0.01%	-0.33%
PSF Total	\$ 302	\$ 277	\$ 250	\$ 247	\$ 240	9.03%	10.80%	1.21%	2.92%
Detached									
New Listings	6,042	3,884	2,835	2,709	2,363	55.56%	37.00%	4.65%	14.64%
Pending	4,479	3,366	2,214	1,890	1,727	33.07%	52.03%	17.14%	9.44%
Closed	4,493	3,384	1,804	1,644	1,603	32.77%	87.58%	9.73%	2.56%
Sales Volume	\$ 3,805,714,594	\$ 2,867,138,245	\$ 1,524,690,026	\$ 1,392,677,834	\$ 1,365,403,842	32.74%	88.05%	9.48%	2.00%
Days in MLS - Average	12	13	42	38	44	-7.69%	-69.05%	10.53%	-13.64%
Days in MLS - Median	4	4	13	14	12	0.00%	-69.23%	-7.14%	16.67%
Close Price/List Price	104.74%	104.41%	99.08%	99.04%	99.37%	0.32%	5.38%	0.04%	-0.33%
PSF Total	\$ 284	\$ 260	\$ 232	\$ 227	\$ 222	9.23%	12.07%	2.20%	2.25%
Attached									
New Listings	639	601	613	496	436	6.32%	-1.96%	23.59%	13.76%
Pending	480	505	353	336	299	-4.95%	43.06%	5.06%	12.37%
Closed	552	498	311	301	285	10.84%	60.13%	3.32%	5.61%
Sales Volume	\$ 466,119,552	\$ 426,410,810	\$ 263,599,392	\$ 256,475,035	\$ 240,261,622	9.31%	61.76%	2.78%	6.75%
Days in MLS - Average	20	41	42	53	44	-51.22%	-2.38%	-20.75%	20.45%
Days in MLS - Median	5	7	15	22	13	-28.57%	-53.33%	-31.82%	69.23%
Close Price/List Price	103.35%	100.87%	98.69%	98.94%	99.29%	2.46%	2.21%	-0.25%	-0.35%
PSF Total	\$ 446	\$ 393	\$ 353	\$ 359	\$ 345	13.49%	11.33%	-1.67%	4.06%

PREMIER MARKET | Properties Sold Between \$500,000 and \$749,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Jul, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,627	3,278	2,573	-19.86%	2.10%
Pending	1,804	1,892	2,042	-4.65%	-11.66%
Closed	1,808	2,333	2,481	-22.50%	-27.13%
Sales Volume	\$ 1,102,521,639	\$ 1,427,089,465	\$ 1,491,671,451	-22.74%	-26.09%
Days in MLS - Average	13	9	9	44.44%	44.44%
Days in MLS - Median	7	5	4	40.00%	75.00%
Close Price/List Price	100.79%	102.66%	104.39%	-1.82%	-3.45%
PSF Total	\$ 290	\$ 297	\$ 265	-2.36%	9.43%
Detached					
New Listings	2,229	2,791	2,224	-20.14%	0.22%
Pending	1,532	1,607	1,787	-4.67%	-14.27%
Closed	1,531	1,929	2,132	-20.63%	-28.19%
Sales Volume	\$ 937,122,091	\$ 1,186,543,652	\$ 1,285,258,130	-21.02%	-27.09%
Days in MLS - Average	13	9	7	44.44%	85.71%
Days in MLS - Median	7	5	4	40.00%	75.00%
Close Price/List Price	100.75%	102.60%	104.68%	-1.80%	-3.75%
PSF Total	\$ 277	\$ 284	\$ 250	-2.46%	10.80%
Attached					
New Listings	398	487	349	-18.28%	14.04%
Pending	272	285	255	-4.56%	6.67%
Closed	277	404	349	-31.44%	-20.63%
Sales Volume	\$ 165,399,548	\$ 240,545,813	\$ 206,413,321	-31.24%	-19.87%
Days in MLS - Average	12	9	17	33.33%	-29.41%
Days in MLS - Median	5	4	5	25.00%	0.00%
Close Price/List Price	100.98%	102.95%	102.65%	-1.91%	-1.63%
PSF Total	\$ 363	\$ 355	\$ 360	2.25%	0.83%

PREMIER MARKET | Properties Sold Between \$500,000 and \$749,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
Residential (Detached + Attached)									
New Listings	17,102	13,999	11,692	11,343	9,899	22.17%	19.73%	3.08%	14.59%
Pending	13,452	12,419	9,821	8,599	7,897	8.32%	26.45%	14.21%	8.89%
Closed	13,609	12,962	8,854	7,775	7,518	4.99%	46.40%	13.88%	3.42%
Sales Volume	\$ 8,307,859,778	\$ 7,789,399,354	\$ 5,257,903,657	\$ 4,627,797,091	\$ 4,466,575,753	6.66%	48.15%	13.62%	3.61%
Days in MLS - Average	11	12	34	35	33	-8.33%	-64.71%	-2.86%	6.06%
Days in MLS - Median	4	4	11	14	10	0.00%	-63.64%	-21.43%	40.00%
Close Price/List Price	104.32%	104.83%	99.60%	99.27%	99.88%	-0.49%	5.25%	0.33%	-0.61%
PSF Total	\$ 298	\$ 259	\$ 220	\$ 213	\$ 210	15.06%	17.73%	3.29%	1.43%
Detached									
New Listings	14,435	12,025	9,884	9,724	8,493	20.04%	21.66%	1.65%	14.49%
Pending	11,303	10,618	8,508	7,492	6,800	6.45%	24.80%	13.56%	10.18%
Closed	11,285	11,099	7,674	6,762	6,455	1.68%	44.63%	13.49%	4.76%
Sales Volume	\$ 6,929,481,787	\$ 6,684,885,183	\$ 4,560,063,295	\$ 4,028,164,617	\$ 3,835,619,225	3.66%	46.60%	13.20%	5.02%
Days in MLS - Average	11	9	32	34	31	22.22%	-71.88%	-5.88%	9.68%
Days in MLS - Median	4	4	11	13	10	0.00%	-63.64%	-15.38%	30.00%
Close Price/List Price	104.38%	105.28%	99.65%	99.29%	99.92%	-0.85%	5.65%	0.36%	-0.63%
PSF Total	\$ 284	\$ 242	\$ 201	\$ 195	\$ 191	17.36%	20.40%	3.08%	2.09%
Attached									
New Listings	2,667	1,974	1,808	1,619	1,406	35.11%	9.18%	11.67%	115.15%
Pending	2,149	1,801	1,313	1,107	1,097	19.32%	37.17%	18.61%	0.91%
Closed	2,324	1,863	1,180	1,013	1,063	24.75%	57.88%	16.49%	-4.70%
Sales Volume	\$ 1,378,377,991	\$ 1,104,514,171	\$ 697,840,362	\$ 599,632,474	\$ 630,956,528	24.79%	58.28%	16.38%	-4.96%
Days in MLS - Average	13	27	46	43	44	-51.85%	-41.30%	6.98%	-2.27%
Days in MLS - Median	4	5	18	18	14	-20.00%	-72.22%	0.00%	28.57%
Close Price/List Price	104.01%	102.16%	99.31%	99.15%	99.62%	1.81%	2.87%	0.16%	-0.47%
PSF Total	\$ 366	\$ 365	\$ 345	\$ 330	\$ 328	0.27%	5.80%	4.55%	0.61%

CLASSIC MARKET | Properties Sold Between \$300,000 and \$499,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Jul, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,614	1,855	2,580	-12.99%	-37.44%
Pending	1,214	1,267	2,157	-4.18%	-43.72%
Closed	1,086	1,264	2,056	-14.08%	-47.18%
Sales Volume	\$ 446,266,075	\$ 521,597,552	\$ 850,574,689	-14.44%	-47.53%
Days in MLS - Average	11	8	7	37.50%	57.14%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	101.15%	103.34%	104.24%	-2.12%	-2.96%
PSF Total	\$ 323	\$ 337	\$ 290	-4.15%	11.38%
Detached					
New Listings	708	845	1,618	-16.21%	-56.24%
Pending	542	551	1,327	-1.63%	-59.16%
Closed	423	434	1,137	-2.53%	-62.80%
Sales Volume	\$ 186,662,561	\$ 192,778,758	\$ 495,156,137	-3.17%	-62.30%
Days in MLS - Average	11	7	6	57.14%	83.33%
Days in MLS - Median	6	4	4	50.00%	50.00%
Close Price/List Price	100.88%	103.04%	104.69%	-2.10%	-3.64%
PSF Total	\$ 314	\$ 340	\$ 286	-7.65%	9.79%
Attached					
New Listings	906	1,010	962	-10.30%	-5.82%
Pending	672	716	830	-6.15%	-19.04%
Closed	663	830	919	-20.12%	-27.86%
Sales Volume	\$ 259,603,514	\$ 328,818,794	\$ 355,418,552	-21.05%	-26.96%
Days in MLS - Average	11	8	9	37.50%	22.22%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	101.32%	103.50%	103.68%	-2.11%	-2.28%
PSF Total	\$ 328	\$ 335	\$ 294	-2.09%	11.56%

CLASSIC MARKET | Properties Sold Between \$300,000 and \$499,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
Residential (Detached + Attached)									
New Listings	10,543	16,179	19,820	22,112	21,267	-34.84%	-18.37%	-10.37%	3.97%
Pending	9,028	15,197	17,818	18,717	17,772	-40.59%	-14.71%	-4.80%	5.32%
Closed	7,965	13,134	16,121	17,186	16,723	-39.36%	-18.53%	-6.20%	2.77%
Sales Volume	\$ 3,285,201,010	\$ 5,385,371,375	\$ 6,466,824,229	\$ 6,783,577,183	\$ 6,559,127,346	-39.00%	-16.72%	-4.67%	3.42%
Days in MLS - Average	9	11	22	24	18	-18.18%	-50.00%	-8.33%	33.33%
Days in MLS - Median	4	4	6	9	6	0.00%	-33.33%	-33.33%	50.00%
Close Price/List Price	104.19%	104.06%	100.15%	99.75%	100.78%	0.12%	3.90%	0.40%	-1.02%
PSF Total	\$ 331	\$ 276	\$ 223	\$ 211	\$ 205	19.93%	23.77%	5.69%	2.93%
Detached									
New Listings	4,905	10,497	14,239	16,959	16,864	-53.27%	-26.28%	-16.04%	0.56%
Pending	4,171	9,785	13,273	14,593	14,173	-57.37%	-26.28%	-9.05%	2.96%
Closed	3,055	7,698	12,021	13,460	13,249	-60.31%	-35.96%	-10.69%	1.59%
Sales Volume	\$ 1,345,074,793	\$ 3,300,851,291	\$ 4,932,201,764	\$ 5,391,055,627	\$ 5,251,744,702	-59.25%	-33.08%	-8.51%	2.65%
Days in MLS - Average	9	8	20	23	16	12.50%	-60.00%	-13.04%	43.75%
Days in MLS - Median	4	4	6	8.00%	6	0.00%	-33.33%	7400.00%	-98.67%
Close Price/List Price	103.45%	104.55%	100.29%	99.82%	100.84%	-1.05%	4.25%	0.47%	-1.01%
PSF Total	\$ 329	\$ 264	\$ 211	\$ 198	\$ 192	24.62%	25.12%	6.57%	3.13%
Attached									
New Listings	5,638	5,682	5,581	5,153	4,403	-0.77%	1.81%	8.31%	17.03%
Pending	4,857	5,412	4,545	4,124	3,599	-10.25%	19.08%	10.21%	14.59%
Closed	4,910	5,436	4,100	3,726	3,474	-9.68%	32.59%	10.04%	7.25%
Sales Volume	\$ 1,940,126,217	\$ 2,084,520,084	\$ 1,534,622,465	\$ 1,392,521,556	\$ 1,307,382,644	-6.93%	35.83%	10.20%	6.51%
Days in MLS - Average	9	15	29	30	22	-40.00%	-48.28%	-3.33%	36.36%
Days in MLS - Median	4	4	10	11	7	0.00%	-60.00%	-9.09%	57.14%
Close Price/List Price	104.64%	103.38%	99.72%	99.51%	100.55%	1.22%	3.67%	0.21%	-1.03%
PSF Total	\$ 333	\$ 293	\$ 261	\$ 257	\$ 257	13.65%	12.26%	1.56%	0.00%