

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

July 2022

MARKET OVERVIEW

The July report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the June 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:



Residential (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	6,057	65.85%	94.01%
Closed Homes	5,090	-12.42%	-23.64%
Close Price - Average	\$719,210	0.73%	12.11%
Close Price - Median	\$615,000	0.00%	12.84%
Days in MLS - Average	10	11.11%	0.00%



Detached

Active Listings at Month End	4,684	65.63%	119.19%
Closed Homes	3,574	-13.15%	-24.10%
Close Price - Average	\$810,415	0.82%	11.46%
Close Price - Median	\$673,873	0.58%	12.31%
Days in MLS - Average	10	11.11%	25.00%



Attached

Active Listings at Month End	1,373	66.63%	39.39%
Closed Homes	1,516	-10.67%	-22.53%
Close Price - Average	\$504,193	1.62%	15.72%
Close Price - Median	\$430,000	0.00%	13.46%
Days in MLS - Average	9	0.00%	-30.77%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- With interest rates climbing, price reductions are on the rise. Pricing is the single most important decision when listing a home. As a general rule of thumb, if you haven't received an offer after 20 showings, it's time to re-evaluate the price.
- It's the perfect time to call buyers who may have been burned out by the extreme market. Now is a great opportunity to find a new home without competing in many scenarios.
- Don't forget the importance of an open house. Open houses are in full swing again and can create great opportunities for sellers as well as newer agents.
- June saw many buyers put the breaks on their home search. These buyers were mostly "want to buy" clients who didn't necessarily *have* to buy a home. With the rise in interest rates, their budget for a new home fell below what they had thought they could spend and was significantly more than the rate on their current mortgage.

✓ Local News:

- UHaul says its Colorado teams are seeing a stream of one-way outbound moves this year.
- "In 2022 so far, we have seen Colorado shift from an inbound state to more of an outbound move state," said United Van Lines Vice President for Corporate Communications. "It's jumped to 18th on our list, whereas in years past, we've seen it more of an inbound move state."
- Denver is the nation's ninth-best large city for renters, while two neighboring cities are among the nation's top 50 for renters, according to a recent report from RentCafe. Denver's local economy was the best performing, and having the 18th-highest number of highly rated schools helped boost the Mile High City's ranking.
- On average, Denver residents have 553 square feet per renter, Lakewood renters have 611 square feet and those in Westminster have 519 square feet, according to a May report from RentCafe.
- Denver City Council voted to change the city's zoning code to force developers to play a larger role in solving the city's affordable housing issue. Developers building multi-family projects with 10 or more units will be required to create income-restricted housing for households earning between 60 and 90 percent of the area median income — currently, between \$56,592 and \$84,888 for a family of three. Those projects will be required to maintain between eight and 15 percent of the units as income-restricted for 99 years. Those percentages will be slightly higher in high-cost parts of the city including downtown and Cherry Creek.

✓ 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.

- Green is the paint color of the year for 2022.
- Hardwood flooring has long been the top choice for buyers and agents alike and remains so in today's market. According to one study, finishing hardwood floors yielded 147 percent cost recovery, and installing new wood floors yielded 118 percent cost recovery in terms of the increased resale value as compared to the cost of the project. But some less expensive options are gaining popularity. Twenty years ago carpet was in and then hardwoods started coming back. Experts now say we are trending toward the luxury vinyl tile and laminate flooring.
- Year-over-year, building materials prices are up 19.2 percent and have risen 35.6 percent since the start of the pandemic.

✓ Mortgage News:

- Mortgage rates are always impacted by inflation; however, June saw that impact amplified as the Consumer Price Index's (CPI) one percent month-over-month increase surprised the market and pushed 30-year mortgage rates from 5.55 percent to 6.28 percent in just three days. The opposite happened when the Personal Consumption Expenditures Index's (PCE) inflation excluding food and energy decreased and personal spending was half what was expected. Mortgage rates dropped from 5.9 to 5.5 percent overnight.
- We're doing a lot (more than we've done in decades) to fight inflation right now, but we're not sure we understand inflation. Even Federal Reserve Chair Jerome Powell admitted, "We now understand better how little we understand about inflation." We may soon see that we didn't need to be doing quite so much quite so fast, or maybe we'll see we needed to do more.
- Q2 2022 Home Price Expectation Survey was released highlighting expectations from 110 economists and housing experts. The most pessimistic of them believe we will have an average national appreciation of 1.8 percent over the next five years, even through a recession. The mean of all panelists believe the five year average is 4.8 percent. This is above the historical 3.6 percent appreciation. Housing will remain strong.

✓ Quick Stats:

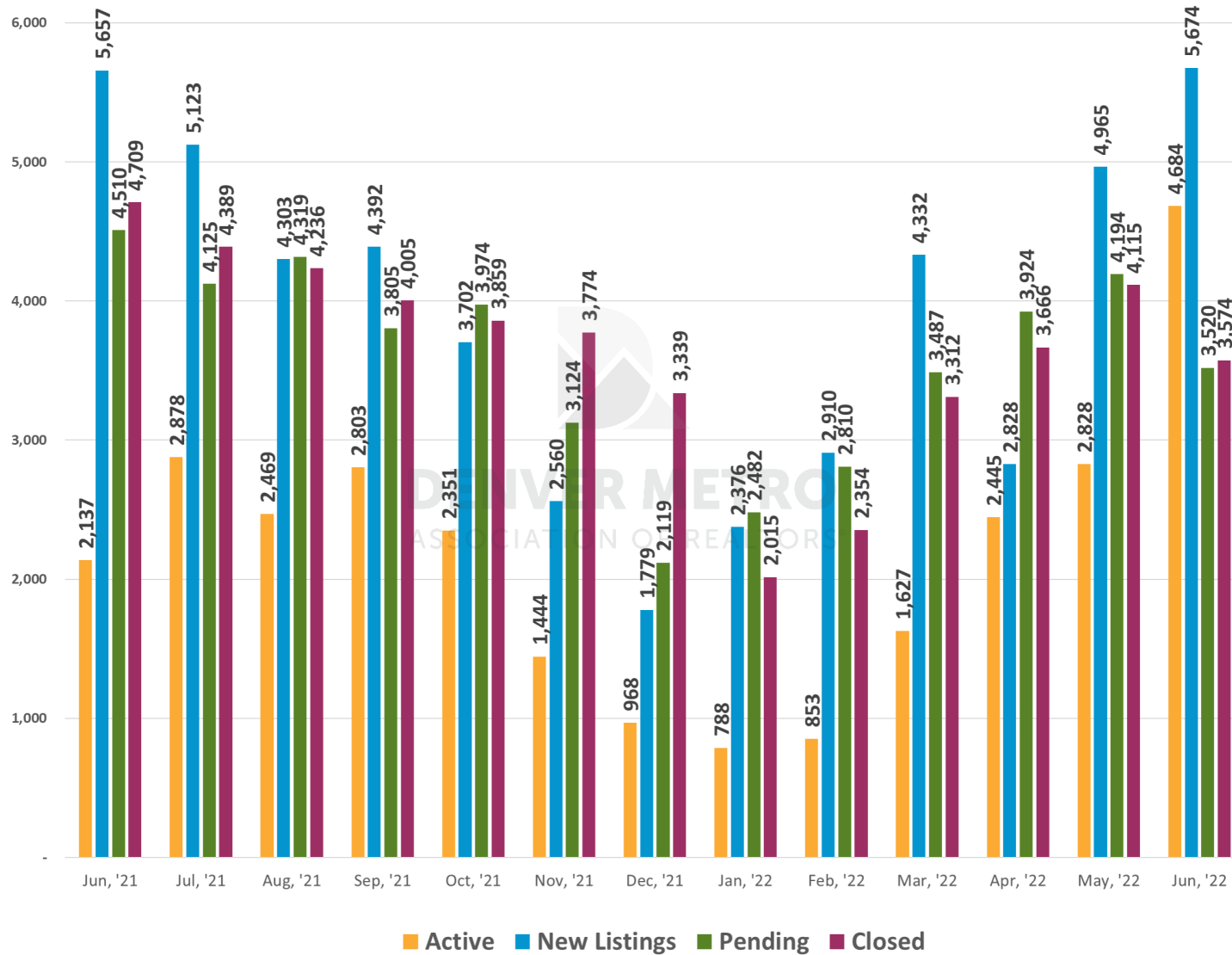
- Average active listings for June are 15,747 (1985-2021).
- Record-high June was 2006 with 31,900 listings and the record-low was set last year with 3,122 listings.
- The historical average increase in active listings from May to June is 8.0 percent. An increase of 65.85 percent this year represents a significant increase in housing inventory.

Detached Single-Family

DMAR Market Trends | June 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

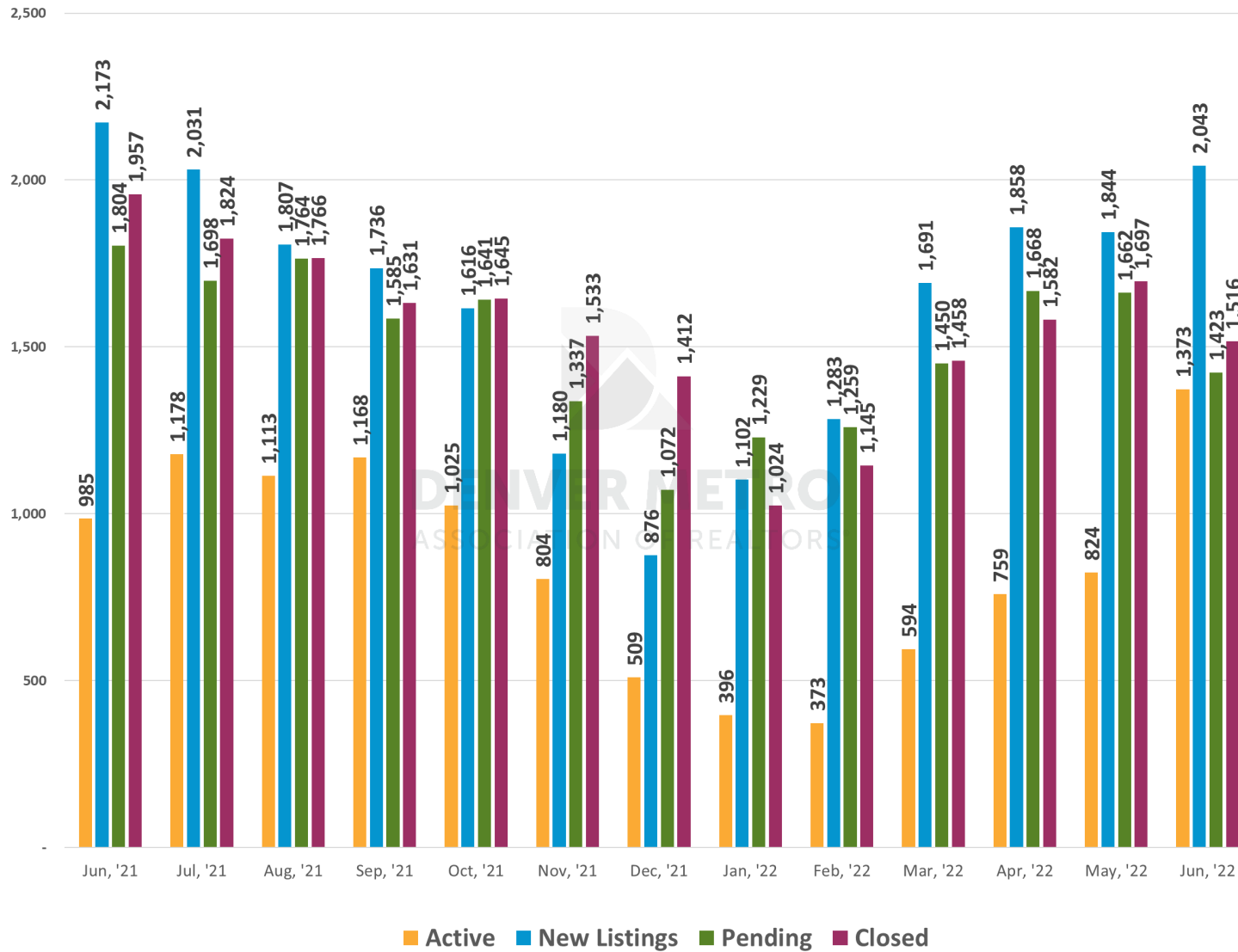


Attached Single-Family

DMAR Market Trends | June 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

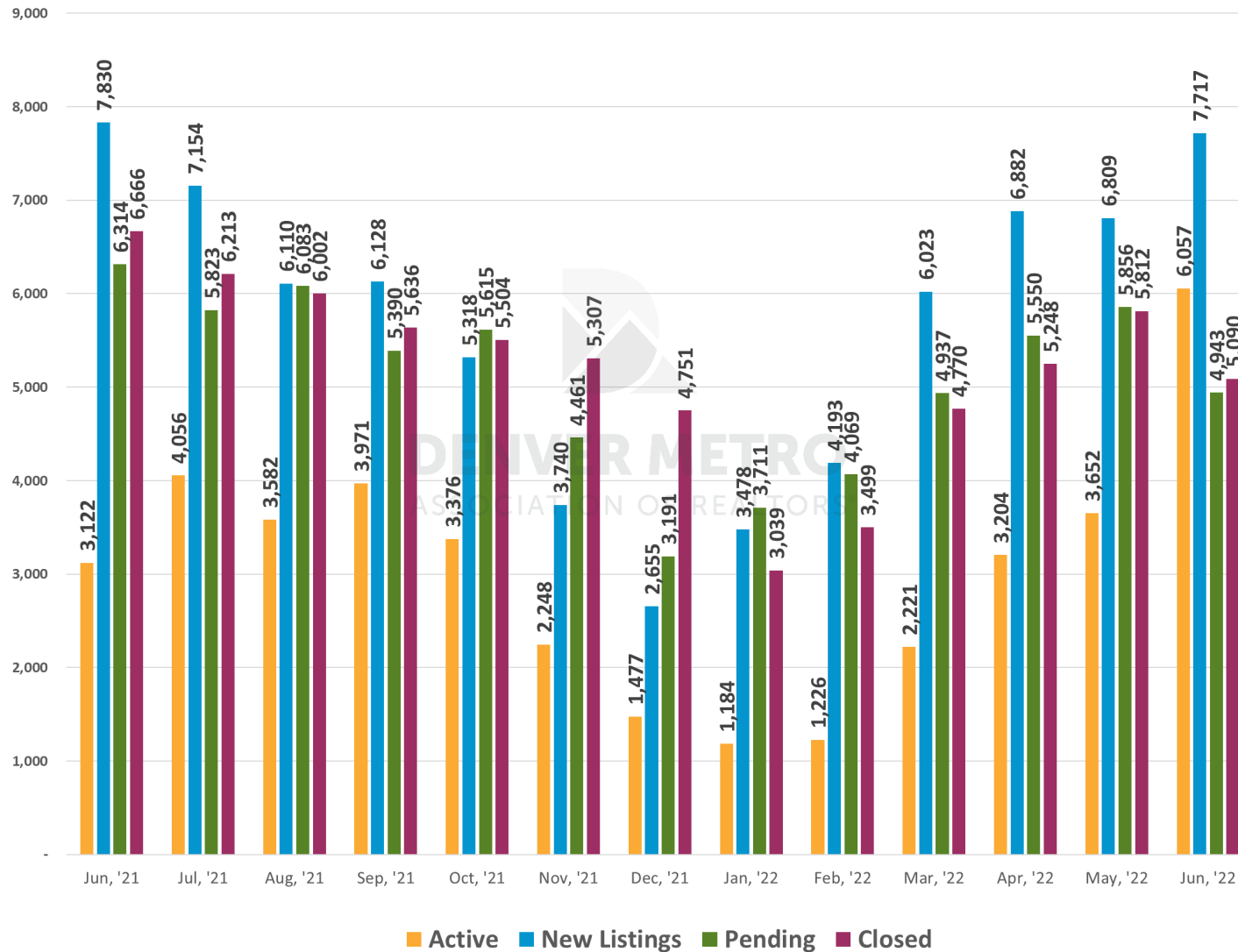


Residential (Detached + Attached)

DMAR Market Trends | June 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

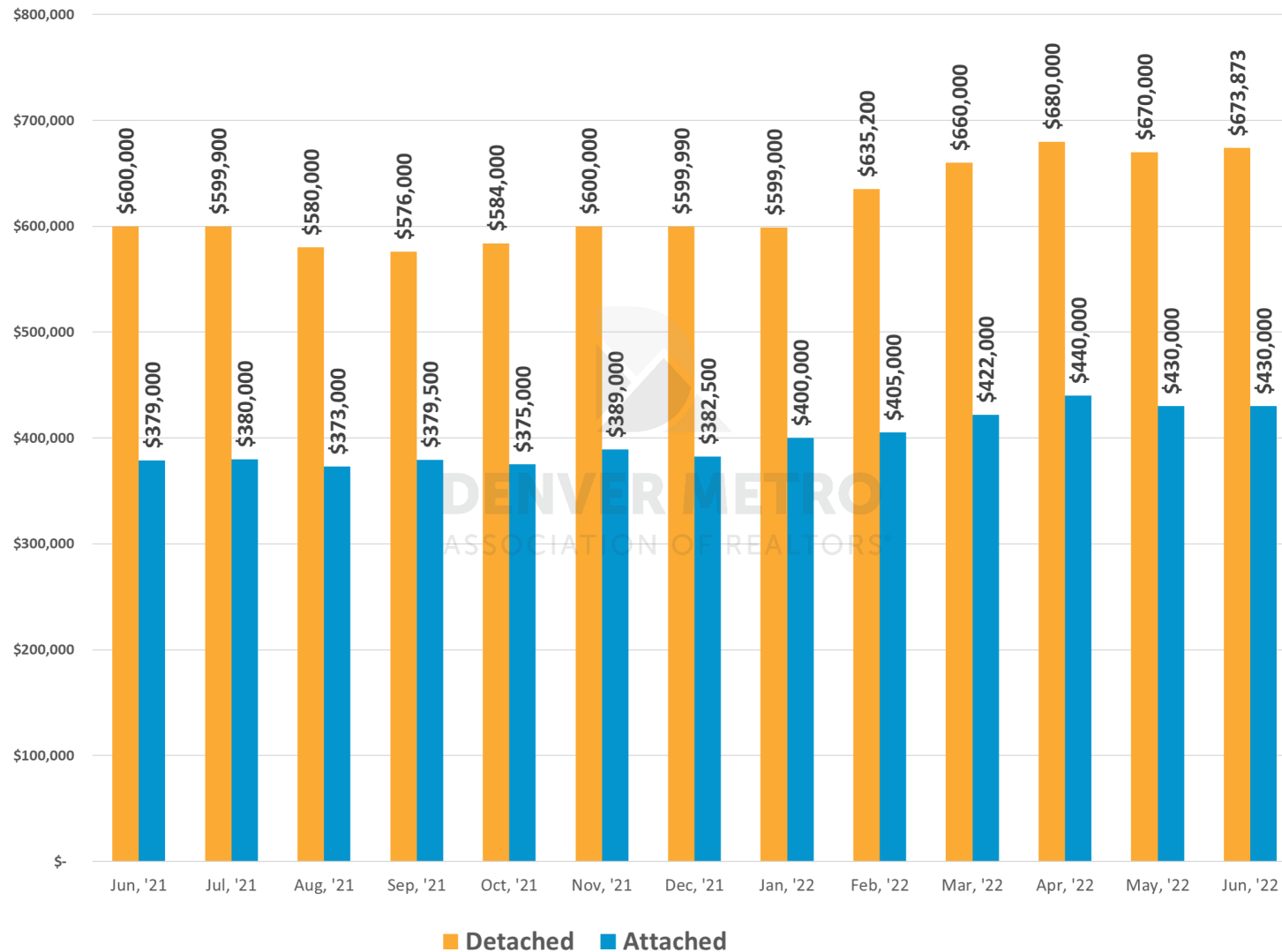


Median Close Price

DMAR Market Trends | June 2022 Data

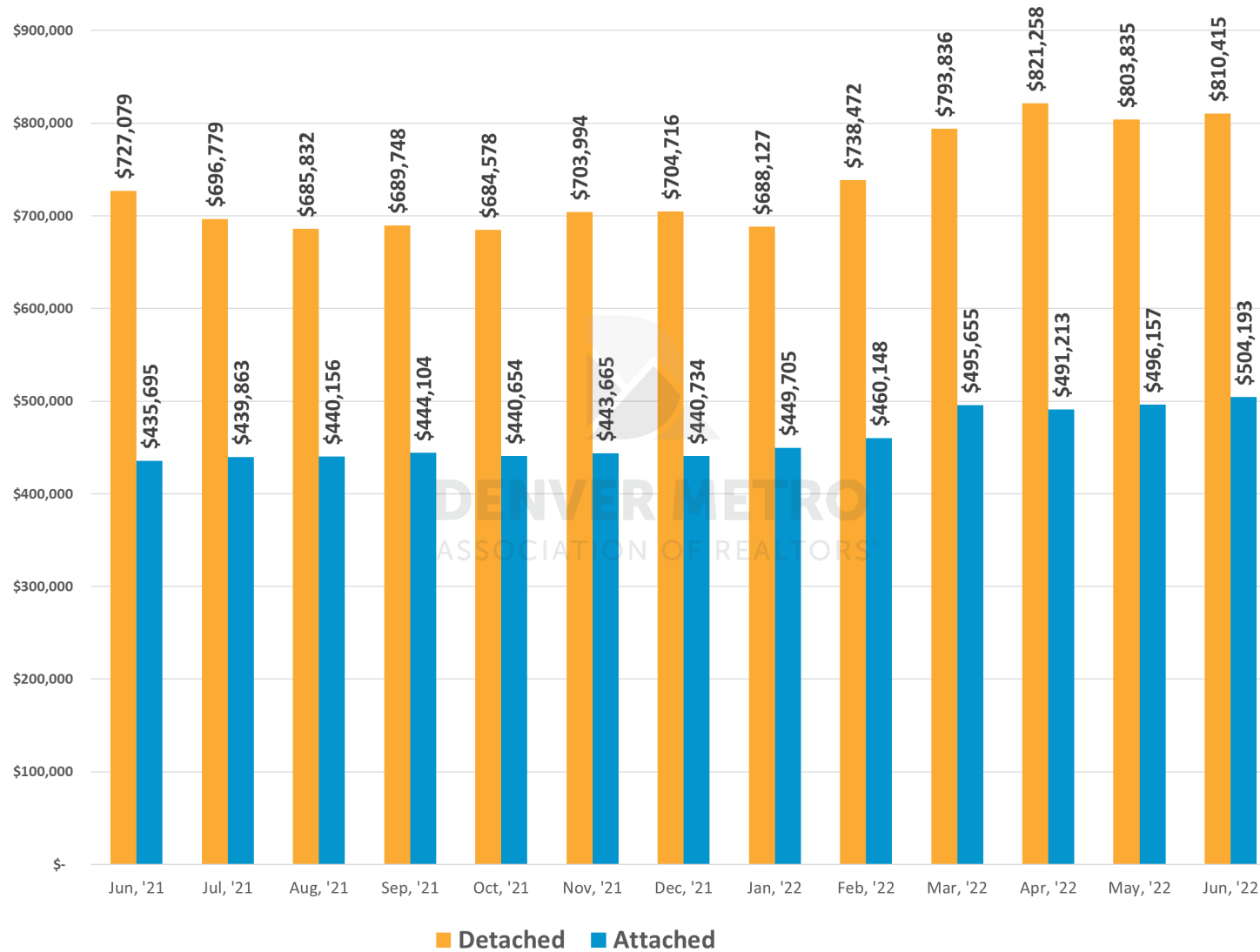
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



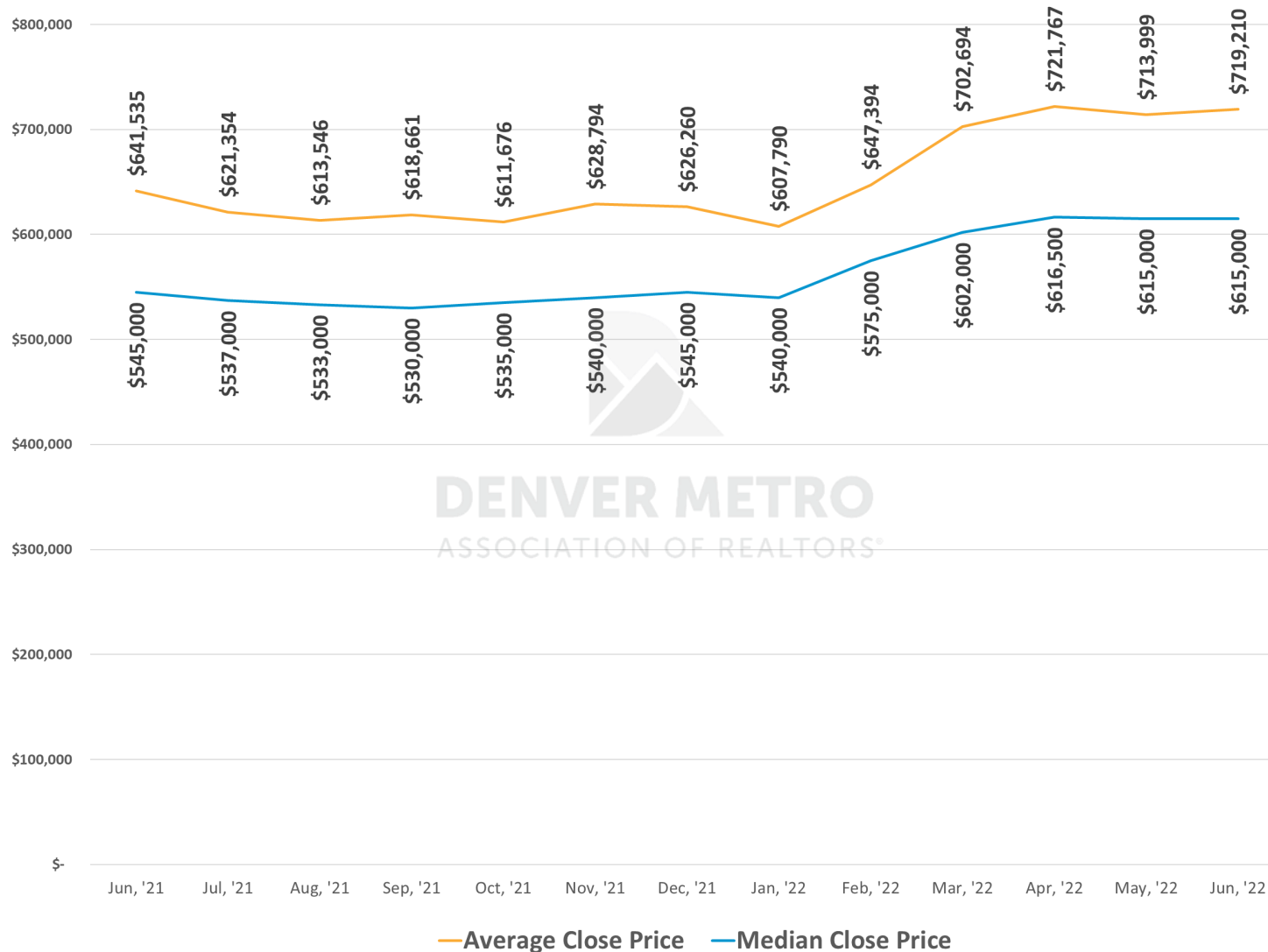
Average Close Price

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



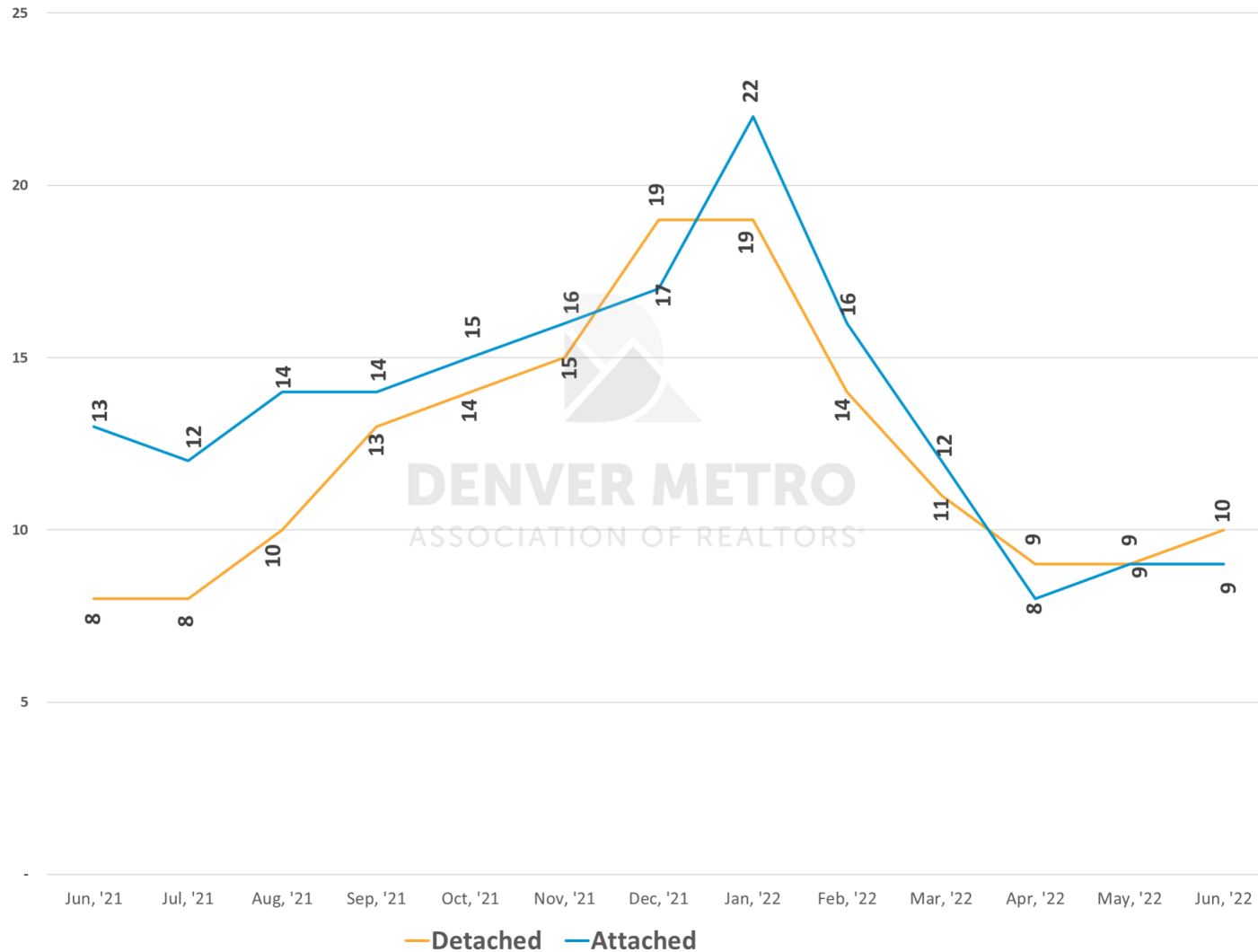
Residential Close Price

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



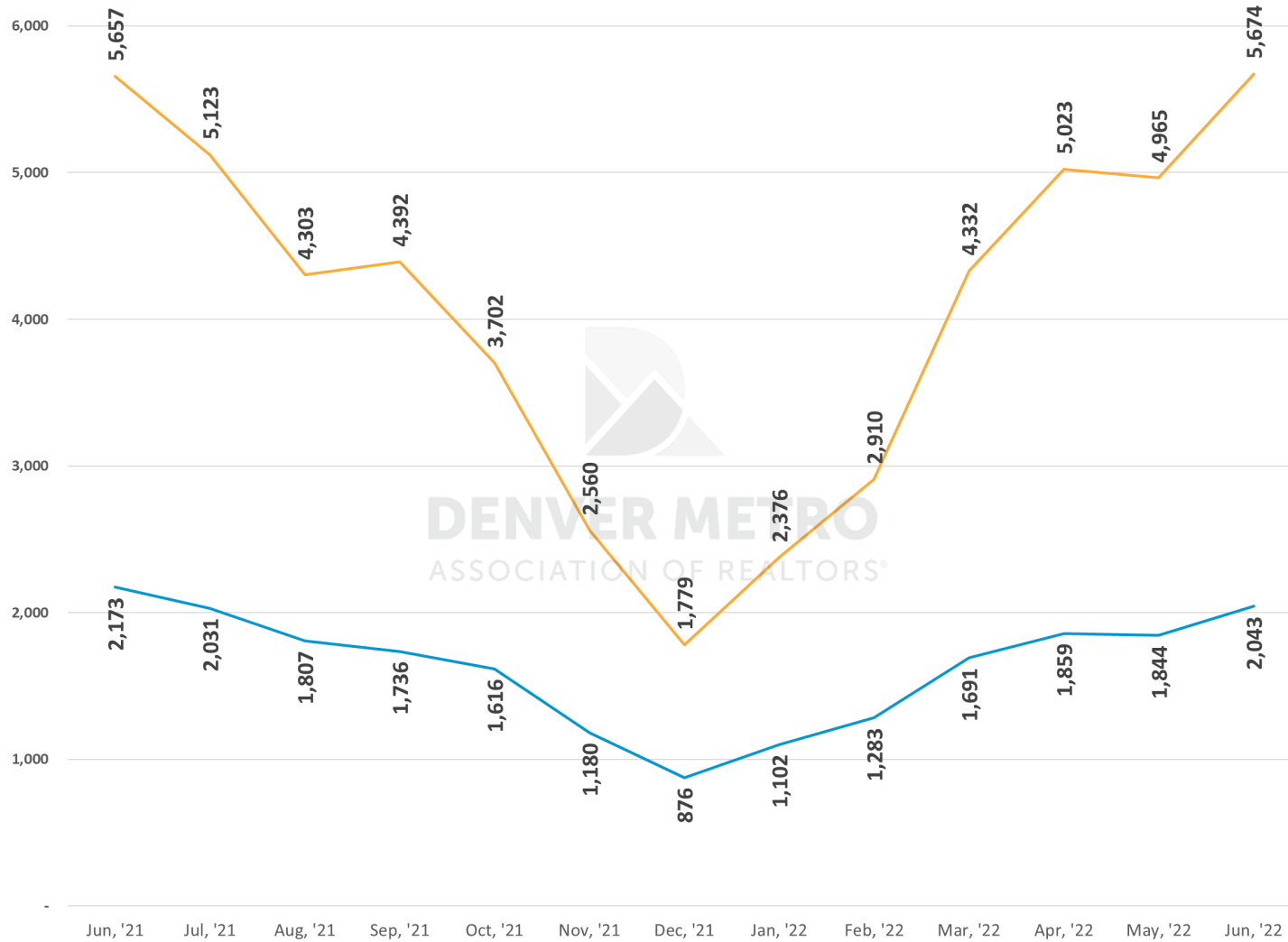
Average Days in MLS

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



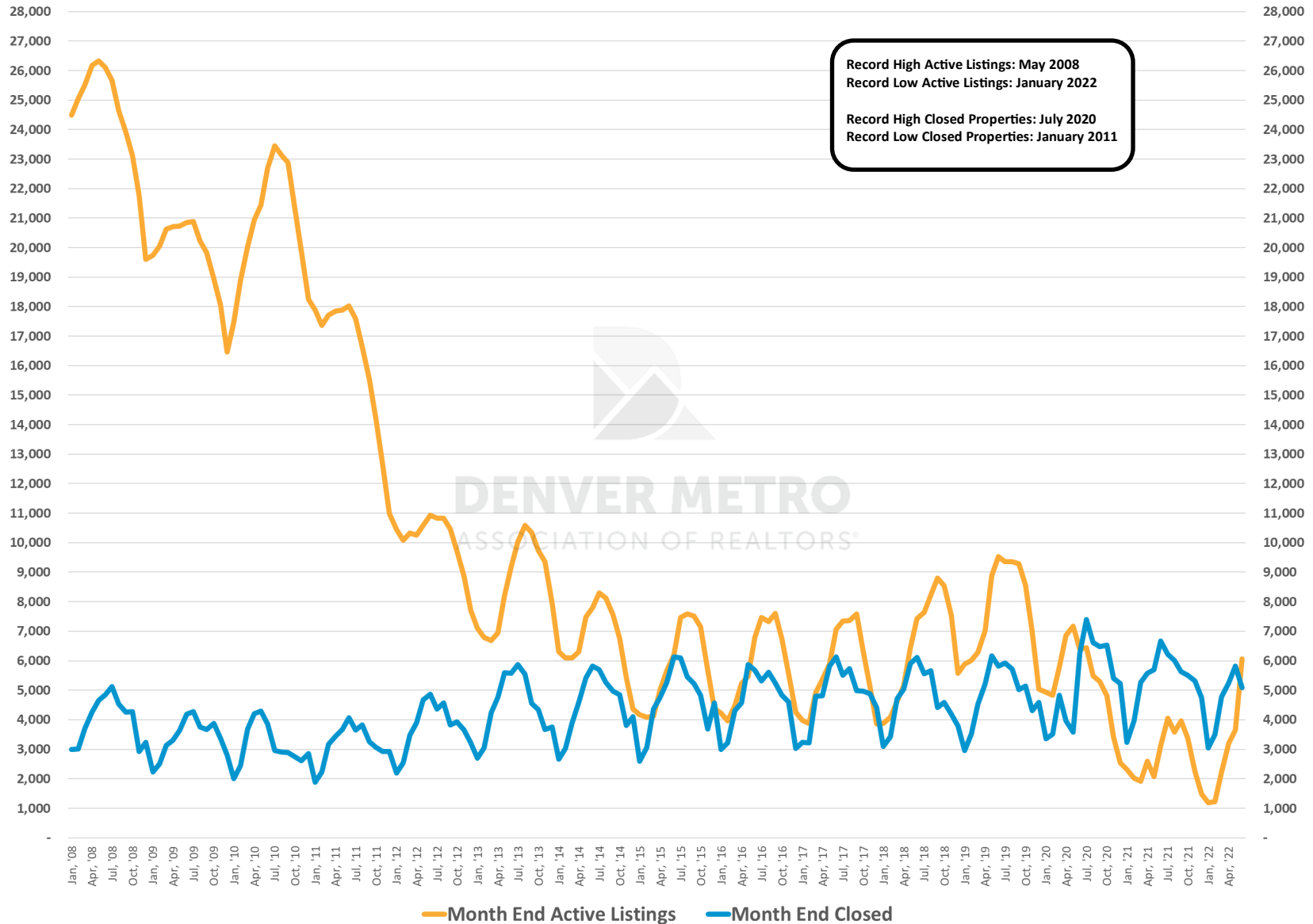
New Listings

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



DATA SNAPSHOT

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

	Jun, '22	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	6,057	3,652	3,122	65.85%	94.01%
New Listings	7,717	6,809	7,830	13.34%	-1.44%
Pending	4,943	5,856	6,314	-15.59%	-21.71%
Closed	5,090	5,812	6,666	-12.42%	-23.64%
Close Price - Average	\$ 719,210	\$ 713,999	\$ 641,535	0.73%	12.11%
Close Price - Median	\$ 615,000	\$ 615,000	\$ 545,000	0.00%	12.84%
Sales Volume	\$ 3,660,780,658	\$ 4,149,761,298	\$ 4,276,472,894	-11.78%	-14.40%
Days in MLS - Average	10	9	10	11.11%	0.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.08%	105.26%	105.36%	-2.07%	-2.16%
Detached					
Active Listings at Month End	4,684	2,828	2,137	65.63%	119.19%
New Listings	5,674	4,965	5,657	14.28%	0.30%
Pending	3,520	4,194	4,510	-16.07%	-21.95%
Closed	3,574	4,115	4,709	-13.15%	-24.10%
Close Price - Average	\$ 810,415	\$ 803,835	\$ 727,079	0.82%	11.46%
Close Price - Median	\$ 673,873	\$ 670,000	\$ 600,000	0.58%	12.31%
Sales Volume	\$ 2,896,424,070	\$ 3,307,782,889	\$ 3,423,816,872	-12.44%	-15.40%
Days in MLS - Average	10	9	8	11.11%	25.00%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	102.96%	105.27%	105.89%	-2.19%	-2.77%
Attached					
Active Listings at Month End	1,373	824	985	66.63%	39.39%
New Listings	2,043	1,844	2,173	10.79%	-5.98%
Pending	1,423	1,662	1,804	-14.38%	-21.12%
Closed	1,516	1,697	1,957	-10.67%	-22.53%
Close Price - Average	\$ 504,193	\$ 496,157	\$ 435,695	1.62%	15.72%
Close Price - Median	\$ 430,000	\$ 430,000	\$ 379,000	0.00%	13.46%
Sales Volume	\$ 764,356,588	\$ 841,978,409	\$ 852,656,022	-9.22%	-10.36%
Days in MLS - Average	9	9	13	0.00%	-30.77%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.36%	105.22%	104.07%	-1.77%	-0.68%

JUNE 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	6,057	3,122	6,383	9,520	7,436	94.01%	-51.09%	-32.95%	28.03%
New Listings	35,126	35,196	36,062	40,060	37,740	-0.20%	-2.40%	-9.98%	6.15%
Closed	27,526	30,426	25,850	28,198	28,307	-9.53%	17.70%	-8.33%	-0.39%
Close Price - Average	\$ 694,382	\$ 603,496	\$ 498,403	\$ 487,180	\$ 479,176	15.06%	21.09%	2.30%	1.67%
Close Price - Median	\$ 600,000	\$ 515,000	\$ 437,952	\$ 419,000	\$ 415,000	16.50%	17.59%	4.52%	0.96%
Sales Volume	\$ 19,113,547,465	\$ 18,361,956,664	\$ 12,883,707,804	\$ 13,737,487,678	\$ 13,564,036,326	4.09%	42.52%	-6.21%	1.28%
Days in MLS - Average	11	16	30	30	24	-31.25%	-46.67%	0.00%	25.00%
Days in MLS - Median	4	4	9	10	6	0.00%	-55.56%	-10.00%	66.67%
Close Price/List Price	104.95%	103.88%	99.58%	99.41%	100.44%	1.03%	4.32%	0.17%	-1.03%
Detached									
Active Listings at Month End	4,684	2,137	4,082	6,845	5,670	119.19%	-47.65%	-40.37%	20.72%
New Listings	25,281	24,679	25,106	28,501	27,278	2.44%	-1.70%	-11.91%	4.48%
Closed	19,077	20,811	18,344	20,034	20,082	-8.33%	13.45%	-8.44%	-0.24%
Close Price - Average	\$ 786,654	\$ 685,820	\$ 550,343	\$ 537,032	\$ 530,022	14.70%	24.62%	2.48%	1.32%
Close Price - Median	\$ 658,500	\$ 570,000	\$ 475,000	\$ 453,000	\$ 447,000	15.53%	20.00%	4.86%	1.34%
Sales Volume	\$ 15,006,999,718	\$ 14,272,589,933	\$ 10,095,500,992	\$ 10,758,893,406	\$ 10,643,892,481	5.15%	41.38%	-6.17%	1.08%
Days in MLS - Average	11	13	29	30	25	-15.38%	-55.17%	-3.33%	20.00%
Days in MLS - Median	4	4	8	10	6	0.00%	-50.00%	-20.00%	66.67%
Close Price/List Price	105.09%	104.59%	99.66%	99.44%	100.35%	0.48%	4.95%	0.22%	-0.91%
Attached									
Active Listings at Month End	1,373	985	2,301	2,675	1,766	39.39%	-57.19%	-13.98%	51.47%
New Listings	9,845	10,517	10,956	11,559	10,462	-6.39%	-4.01%	-5.22%	10.49%
Closed	8,449	9,615	7,506	8,164	8,225	-12.13%	28.10%	-8.06%	-0.74%
Close Price - Average	\$ 486,040	\$ 425,311	\$ 371,464	\$ 364,845	\$ 355,033	14.28%	14.50%	1.81%	2.76%
Close Price - Median	\$ 424,000	\$ 362,500	\$ 322,000	\$ 305,000	\$ 300,000	16.97%	12.58%	5.57%	1.67%
Sales Volume	\$ 4,106,547,747	\$ 4,089,366,731	\$ 2,788,206,812	\$ 2,978,594,272	\$ 2,920,143,845	0.42%	46.67%	-6.39%	2.00%
Days in MLS - Average	12	23	32	30	22	-47.83%	-28.13%	6.67%	36.36%
Days in MLS - Median	4	5	11	11	6	-20.00%	-54.55%	0.00%	83.33%
Close Price/List Price	104.62%	102.32%	99.38%	99.36%	100.67%	2.25%	2.96%	0.02%	-1.30%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	-	-		-	1	
\$100,000 to \$199,999	-	15		31	38	1.23
\$200,000 to \$299,999	10	28	2.80	183	116	0.63
\$300,000 to \$399,999	59	80	1.36	403	245	0.61
\$400,000 to \$499,999	334	332	0.99	366	295	0.81
\$500,000 to \$749,999	1,816	2,172	1.20	372	419	1.13
\$750,000 to \$999,999	754	1,128	1.50	81	112	1.38
\$1,000,000 and over	601	929	1.55	80	147	1.84
TOTALS	3,574	4,684	1.31	1,516	1,373	0.91

Price Range	Detached		% change	Attached		% change
	Closed Jun, '22	Closed May '22		Closed Jun, '22	Closed May '22	
Month-Over-Month						
\$0 to \$99,999	-	-		-	1	
\$100,000 to \$199,999	-	1	-100.00%	31	39	-20.51%
\$200,000 to \$299,999	10	12	-16.67%	183	202	-9.41%
\$300,000 to \$399,999	59	69	-14.49%	403	411	-1.95%
\$400,000 to \$499,999	334	405	-17.53%	366	465	-21.29%
\$500,000 to \$749,999	1,816	2,074	-12.44%	372	413	-9.93%
\$750,000 to \$999,999	754	874	-13.73%	81	94	-13.83%
\$1,000,000 and over	601	680	-11.62%	80	72	11.11%
TOTALS	3,574	4,115	-13.15%	1,516	1,697	-10.67%

Price Range	Detached		% change	Attached		% change
	YTD Jun, '22	YTD Jun, '21		YTD Jun, '22	YTD Jun, '21	
Year-Over-Year						
\$0 to \$99,999	2	8	-75.00%	3	-	
\$100,000 to \$199,999	20	24	-16.67%	274	649	-57.78%
\$200,000 to \$299,999	61	235	-74.04%	1,153	2,218	-48.02%
\$300,000 to \$399,999	457	1,689	-72.94%	2,137	2,744	-22.12%
\$400,000 to \$499,999	2,133	4,872	-56.22%	2,044	1,773	15.28%
\$500,000 to \$749,999	9,641	8,967	7.52%	2,010	1,514	32.76%
\$750,000 to \$999,999	3,847	2,752	39.79%	486	422	15.17%
\$1,000,000 and over	2,916	2,264	28.80%	342	295	15.93%
TOTALS	19,077	20,811	-8.33%	8,449	9,615	-12.13%

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

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

	Jun, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	956	895	668	6.82%	43.11%
Pending	543	695	489	-21.87%	11.04%
Closed	681	752	653	-9.44%	4.29%
Sales Volume	\$ 1,079,140,958	\$ 1,186,063,840	\$ 1,060,797,349	-9.01%	1.73%
Days in MLS - Average	15	12	26	25.00%	-42.31%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.71%	106.85%	104.15%	-2.94%	-0.42%
PSF Total	\$ 406	\$ 396	\$ 367	2.53%	10.63%
Detached					
New Listings	852	789	585	7.98%	45.64%
Pending	495	611	435	-18.99%	13.79%
Closed	601	680	587	-11.62%	2.39%
Sales Volume	\$ 959,920,858	\$ 1,076,661,324	\$ 970,819,976	-10.84%	-1.12%
Days in MLS - Average	14	12	20	16.67%	-30.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.85%	107.11%	104.63%	-3.04%	-0.75%
PSF Total	\$ 385	\$ 378	\$ 347	1.85%	10.95%
Attached					
New Listings	104	106	83	-1.89%	25.30%
Pending	48	84	54	-42.86%	-11.11%
Closed	80	72	66	11.11%	21.21%
Sales Volume	\$ 119,220,100	\$ 109,402,516	\$ 89,977,373	8.97%	32.50%
Days in MLS - Average	17	14	86	21.43%	-80.23%
Days in MLS - Median	5	4	12	25.00%	-58.33%
Close Price/List Price	102.65%	104.39%	99.82%	-1.67%	2.84%
PSF Total	\$ 564	\$ 562	\$ 544	0.36%	3.68%

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	4,173	2,890	2,311	2,342	2,031	44.39%	25.05%	-1.32%	15.31%
Pending	3,035	2,480	1,362	1,420	1,277	22.38%	82.09%	-4.08%	11.20%
Closed	3,258	2,559	1,050	1,198	1,167	27.32%	143.71%	-12.35%	2.66%
Sales Volume	\$ 5,179,877,609	\$ 4,097,626,232	\$ 1,578,267,352	\$ 1,865,055,137	\$ 1,781,150,201	26.41%	159.63%	-15.38%	4.71%
Days in MLS - Average	17	37	59	57	67	-54.05%	-37.29%	3.51%	-14.93%
Days in MLS - Median	4	5	21	19	24	-20.00%	-76.19%	10.53%	-20.83%
Close Price/List Price	106.16%	102.18%	97.31%	97.65%	97.56%	3.90%	5.00%	-0.35%	0.09%
PSF Total	\$ 398	\$ 364	\$ 339	\$ 335	\$ 304	9.34%	7.37%	1.19%	10.20%
Detached									
New Listings	3,710	2,518	2,058	2,074	1,846	47.34%	22.35%	-0.77%	12.35%
Pending	2,711	2,205	1,254	1,273	1,163	22.95%	75.84%	-1.49%	9.46%
Closed	2,916	2,264	951	1,064	1,069	28.80%	138.07%	-10.62%	-0.47%
Sales Volume	\$ 4,667,757,051	\$ 3,669,833,784	\$ 1,434,041,094	\$ 1,642,224,968	\$ 1,625,812,117	27.19%	155.91%	-12.68%	1.01%
Days in MLS - Average	16	34	58	58	67	-52.94%	-41.38%	0.00%	-13.43%
Days in MLS - Median	4	5	20	19	25	-20.00%	-75.00%	5.26%	-24.00%
Close Price/List Price	106.37%	102.48%	97.35%	97.61%	97.58%	3.80%	5.27%	-0.27%	0.03%
PSF Total	\$ 379	\$ 339	\$ 313	\$ 298	\$ 285	11.80%	8.31%	5.03%	4.56%
Attached									
New Listings	463	372	253	268	185	24.46%	47.04%	-5.60%	44.86%
Pending	324	275	108	147	114	17.82%	154.63%	-26.53%	28.95%
Closed	342	295	99	134	98	15.93%	197.98%	-26.12%	36.73%
Sales Volume	\$ 512,120,558	\$ 427,792,448	\$ 144,226,258	\$ 222,830,169	\$ 155,338,084	19.71%	196.61%	-35.28%	43.45%
Days in MLS - Average	28	60	68	50	66	-53.33%	-11.76%	36.00%	-24.24%
Days in MLS - Median	4	7	37	17	24	-42.86%	-81.08%	117.65%	-29.17%
Close Price/List Price	104.30%	99.86%	96.98%	97.95%	97.37%	4.45%	2.97%	-0.99%	0.60%
PSF Total	\$ 565	\$ 559	\$ 589	\$ 626	\$ 515	1.07%	-5.09%	-5.91%	21.55%

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

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

	Jun, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1354	1174	929	15.33%	45.75%
Pending	740	946	673	-21.78%	9.96%
Closed	835	968	793	-13.74%	5.30%
Sales Volume	\$ 709,861,230	\$ 821,454,929	\$ 670,794,477	-13.58%	5.82%
Days in MLS - Average	12	10	10	20.00%	20.00%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	102.71%	105.12%	105.34%	-2.29%	-2.50%
PSF Total	\$ 307	\$ 305	\$ 278	0.66%	10.43%
Detached					
New Listings	1,251	1,071	824	16.81%	51.82%
Pending	685	867	606	-20.99%	13.04%
Closed	754	874	705	-13.73%	6.95%
Sales Volume	\$ 641,859,695	\$ 741,340,162	\$ 595,807,512	-13.42%	7.73%
Days in MLS - Average	12	9	9	33.33%	33.33%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	102.87%	105.19%	105.80%	-2.21%	-2.77%
PSF Total	\$ 292	\$ 289	\$ 266	1.04%	9.77%
Attached					
New Listings	103	103	105	0.00%	-1.90%
Pending	55	79	67	-30.38%	-17.91%
Closed	81	94	88	-13.83%	-7.95%
Sales Volume	\$ 68,001,535	\$ 80,114,767	\$ 74,986,965	-15.12%	-9.32%
Days in MLS - Average	13	15	19	-13.33%	-31.58%
Days in MLS - Median	5	4	5	25.00%	0.00%
Close Price/List Price	101.26%	104.47%	101.64%	-3.07%	-0.37%
PSF Total	\$ 441	\$ 456	\$ 377	-3.29%	16.98%

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	5,726	3,682	2,852	2,787	2,416	55.51%	29.10%	2.33%	15.36%
Pending	4,333	3,260	2,051	1,917	1,733	32.91%	58.95%	6.99%	10.62%
Closed	4,333	3,174	1,565	1,570	1,573	36.52%	102.81%	-0.32%	-0.19%
Sales Volume	\$ 3,667,133,169	\$ 2,692,678,234	\$ 1,321,893,900	\$ 1,328,820,092	\$ 1,337,275,682	36.19%	103.70%	-0.52%	-0.63%
Days in MLS - Average	12	18	42	43	46	-33.33%	-57.14%	-2.33%	-6.52%
Days in MLS - Median	4	4	13	15	12	0.00%	-69.23%	-13.33%	25.00%
Close Price/List Price	105.22%	103.92%	99.03%	99.04%	99.44%	1.25%	4.94%	-0.01%	-0.40%
PSF Total	\$ 305	\$ 276	\$ 250	\$ 248	\$ 239	10.51%	10.40%	0.81%	3.77%
Detached									
New Listings	5,186	3,166	2,352	2,340	2,052	63.80%	34.61%	0.51%	14.04%
Pending	3,906	2,817	1,753	1,632	1,476	38.66%	60.70%	7.41%	10.57%
Closed	3,847	2,752	1,327	1,323	1,333	39.79%	107.39%	0.30%	-0.75%
Sales Volume	\$ 3,256,640,401	\$ 2,330,550,361	\$ 1,119,362,877	\$ 1,118,486,869	\$ 1,135,401,300	39.74%	108.20%	0.08%	-1.49%
Days in MLS - Average	11	14	42	40	46	-21.43%	-66.67%	5.00%	-13.04%
Days in MLS - Median	4	4	12	14	12	0.00%	-66.67%	-14.29%	16.67%
Close Price/List Price	105.40%	104.39%	99.09%	99.05%	99.44%	0.97%	5.35%	0.04%	-0.39%
PSF Total	\$ 286	\$ 258	\$ 231	\$ 227	\$ 221	10.85%	11.69%	1.76%	2.71%
Attached									
New Listings	540	516	500	447	364	4.65%	3.20%	11.86%	22.80%
Pending	427	443	298	285	257	-3.61%	48.66%	4.56%	10.89%
Closed	486	422	238	247	240	15.17%	77.31%	-3.64%	2.92%
Sales Volume	\$ 410,492,768	\$ 362,127,873	\$ 202,531,023	\$ 210,333,223	\$ 201,874,382	13.36%	78.80%	-3.71%	4.19%
Days in MLS - Average	19	43	42	57	44	-55.81%	2.38%	-26.32%	29.55%
Days in MLS - Median	5	7	18	23	13	-28.57%	-61.11%	-21.74%	76.92%
Close Price/List Price	103.76%	100.82%	98.72%	98.95%	99.39%	2.92%	2.13%	-0.23%	-0.44%
PSF Total	\$ 450	\$ 394	\$ 355	\$ 356	\$ 338	14.21%	10.99%	-0.28%	5.33%

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

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

	Jun, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	3,262	2,841	2,860	14.82%	14.06%
Pending	2,024	2,432	2,221	-16.78%	-8.87%
Closed	2,188	2,487	2,573	-12.02%	-14.96%
Sales Volume	\$ 1,339,163,810	\$ 1,522,730,468	\$ 1,545,359,557	-12.06%	-13.34%
Days in MLS - Average	9	8	7	12.50%	28.57%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	102.73%	105.07%	105.95%	-2.23%	-3.04%
PSF Total	\$ 296	\$ 302	\$ 263	-1.99%	12.55%
Detached					
New Listings	2,775	2,401	2,505	15.58%	10.78%
Pending	1,727	2,061	1,938	-16.21%	-10.89%
Closed	1,816	2,074	2,252	-12.44%	-19.36%
Sales Volume	\$ 1,118,051,907	\$ 1,277,348,357	\$ 1,358,005,255	-12.47%	-17.67%
Days in MLS - Average	9	8	6	12.50%	50.00%
Days in MLS - Median	5	4	4	25.00%	25.00%
Close Price/List Price	102.67%	105.04%	106.34%	-2.26%	-3.45%
PSF Total	\$ 283	\$ 288	\$ 250	-1.74%	13.20%
Attached					
New Listings	487	440	355	10.68%	37.18%
Pending	297	371	283	-19.95%	4.95%
Closed	372	413	321	-9.93%	15.89%
Sales Volume	\$ 221,111,903	\$ 245,382,111	\$ 187,354,302	-9.89%	18.02%
Days in MLS - Average	8	10	14	-20.00%	-42.86%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.04%	105.22%	103.20%	-2.07%	-0.16%
PSF Total	\$ 358	\$ 375	\$ 352	-4.53%	1.70%

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	14,442	11,426	9,645	9,833	8,551	26.40%	18.47%	-1.91%	14.99%
Pending	11,817	10,377	7,979	7,341	6,795	13.88%	30.05%	8.69%	8.04%
Closed	11,651	10,481	6,726	6,347	6,244	11.16%	55.83%	5.97%	1.65%
Sales Volume	\$ 7,114,434,193	\$ 6,297,727,903	\$ 3,993,257,746	\$ 3,779,286,589	\$ 3,706,373,668	12.97%	57.71%	5.66%	1.97%
Days in MLS - Average	11	12	36	36	34	-8.33%	-66.67%	0.00%	5.88%
Days in MLS - Median	4	4	12	14	10	0.00%	-66.67%	-14.29%	40.00%
Close Price/List Price	104.90%	104.94%	99.50%	99.27%	99.92%	-0.04%	5.47%	0.23%	-0.65%
PSF Total	\$ 299	\$ 258	\$ 220	\$ 213	\$ 211	15.89%	17.27%	3.29%	0.95%
Detached									
New Listings	12,172	9,802	8,148	8,434	7,328	24.18%	20.30%	-3.39%	15.09%
Pending	9,921	8,831	6,891	6,380	5,844	12.34%	28.15%	8.01%	9.17%
Closed	9,641	8,967	5,825	5,511	5,344	7.52%	53.94%	5.70%	3.13%
Sales Volume	\$ 5,923,968,346	\$ 5,399,627,053	\$ 3,460,156,068	\$ 3,281,927,989	\$ 3,171,752,328	9.71%	56.05%	5.43%	3.47%
Days in MLS - Average	10	9	34	35	32	11.11%	-73.53%	-2.86%	9.38%
Days in MLS - Median	4	4	11	13	9	0.00%	-63.64%	-15.38%	44.44%
Close Price/List Price	104.99%	105.43%	99.55%	99.29%	99.96%	-0.42%	5.91%	0.26%	-0.67%
PSF Total	\$ 285	\$ 240	\$ 200	\$ 195	\$ 192	18.75%	20.00%	2.56%	1.56%
Attached									
New Listings	2,270	1,624	1,497	1,399	1,223	39.78%	8.48%	7.01%	114.39%
Pending	1,896	1,546	1,088	961	951	22.64%	42.10%	13.22%	1.05%
Closed	2,010	1,514	901	836	900	32.76%	68.04%	7.78%	-7.11%
Sales Volume	\$ 1,190,465,847	\$ 898,100,850	\$ 533,101,678	\$ 497,358,600	\$ 534,621,340	32.55%	68.47%	7.19%	-6.97%
Days in MLS - Average	14	30	49	44	46	-53.33%	-38.78%	11.36%	-4.35%
Days in MLS - Median	4	5	18	18	14	-20.00%	-72.22%	0.00%	28.57%
Close Price/List Price	104.47%	102.05%	99.22%	99.08%	99.68%	2.37%	2.85%	0.14%	-0.60%
PSF Total	\$ 368	\$ 366	\$ 349	\$ 330	\$ 328	0.55%	4.87%	5.76%	0.61%

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

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

	Jun, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,775	1,573	2,728	12.84%	-34.93%
Pending	1,345	1,481	2,365	-9.18%	-43.13%
Closed	1,162	1,350	2,120	-13.93%	-45.19%
Sales Volume	\$ 477,896,466	\$ 558,193,997	\$ 872,739,784	-14.39%	-45.24%
Days in MLS - Average	7	6	7	16.67%	0.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.46%	104.93%	105.66%	-1.40%	-2.08%
PSF Total	\$ 338	\$ 346	\$ 287	-2.31%	17.77%
Detached					
New Listings	769	679	1,681	13.25%	-54.25%
Pending	599	642	1,489	-6.70%	-59.77%
Closed	393	474	1,126	-17.09%	-65.10%
Sales Volume	\$ 174,091,610	\$ 209,176,045	\$ 489,596,456	-16.77%	-64.44%
Days in MLS - Average	7	7	5	0.00%	40.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.09%	104.05%	105.93%	-0.92%	-2.68%
PSF Total	\$ 343	\$ 345	\$ 280	-0.58%	22.50%
Attached					
New Listings	1,006	894	1,047	12.53%	-3.92%
Pending	746	839	876	-11.08%	-14.84%
Closed	769	876	994	-12.21%	-22.64%
Sales Volume	\$ 303,804,856	\$ 349,017,952	\$ 383,143,328	-12.95%	-20.71%
Days in MLS - Average	7	6	8	16.67%	-12.50%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	103.65%	105.41%	105.36%	-1.67%	-1.62%
PSF Total	\$ 336	\$ 347	\$ 295	-3.17%	13.90%

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	8,812	13,600	16,325	18,835	17,955	-35.21%	-16.69%	-13.33%	4.90%
Pending	7,901	13,041	14,746	15,851	14,977	-39.41%	-11.56%	-6.97%	5.84%
Closed	6,771	11,078	12,690	14,215	13,966	-38.88%	-12.70%	-10.73%	1.78%
Sales Volume	\$ 2,792,549,080	\$ 4,534,793,686	\$ 5,084,261,795	\$ 5,606,908,005	\$ 5,478,326,455	-38.42%	-10.81%	-9.32%	2.35%
Days in MLS - Average	9	12	24	25	18	-25.00%	-50.00%	-4.00%	38.89%
Days in MLS - Median	4	4	7	8	6	0.00%	-42.86%	-12.50%	33.33%
Close Price/List Price	104.71%	104.03%	100.03%	99.77%	100.85%	0.65%	4.00%	0.26%	-1.07%
PSF Total	\$ 333	\$ 274	\$ 222	\$ 211	\$ 205	21.53%	23.42%	5.21%	2.93%
Detached									
New Listings	4,093	8,879	11,734	14,423	14,213	-53.90%	-24.33%	-18.64%	1.48%
Pending	3,686	8,458	11,052	12,358	11,937	-56.42%	-23.47%	-10.57%	3.53%
Closed	2,590	6,561	9,543	11,154	11,046	-60.52%	-31.25%	-14.44%	0.98%
Sales Volume	\$ 1,139,315,103	\$ 2,805,695,154	\$ 3,904,973,660	\$ 4,461,480,037	\$ 4,378,058,374	-59.39%	-28.15%	-12.47%	1.91%
Days in MLS - Average	9	8	21	24	16	12.50%	-61.90%	-12.50%	50.00%
Days in MLS - Median	4	4	6	8	5	0.00%	-33.33%	-25.00%	60.00%
Close Price/List Price	103.89%	104.52%	100.15%	99.83%	100.92%	-0.60%	4.36%	0.32%	-1.08%
PSF Total	\$ 332	\$ 261	\$ 209	\$ 198	\$ 191	27.20%	24.88%	5.56%	3.66%
Attached									
New Listings	4,719	4,721	4,591	4,412	3,742	-0.04%	2.83%	4.06%	17.90%
Pending	4,215	4,583	3,694	3,493	3,040	-8.03%	24.07%	5.75%	14.90%
Closed	4,181	4,517	3,147	3,061	2,920	-7.44%	43.53%	2.81%	4.83%
Sales Volume	\$ 1,653,233,977	\$ 1,729,098,532	\$ 1,179,288,135	\$ 1,145,427,968	\$ 1,100,268,081	-4.39%	46.62%	2.96%	4.10%
Days in MLS - Average	9	17	30	30	23	-47.06%	-43.33%	0.00%	30.43%
Days in MLS - Median	4	4	11	11	6	0.00%	-63.64%	0.00%	83.33%
Close Price/List Price	105.21%	103.32%	99.67%	99.56%	100.61%	1.83%	3.66%	0.11%	-1.04%
PSF Total	\$ 333	\$ 293	\$ 260	\$ 256	\$ 259	13.65%	12.69%	1.56%	-1.16%