

**DENVER METRO**  
ASSOCIATION OF REALTORS®  
*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

November 2022

# MARKET OVERVIEW

The November report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the October 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 | 7,290     | -5.12%      | 115.94%        |
| Closed Homes                 | 3,315     | -24.64%     | -40.33%        |
| Close Price - Average        | \$661,335 | -1.36%      | 8.22%          |
| Close Price - Median         | \$566,000 | -2.41%      | 5.85%          |
| Days in MLS - Average        | 28        | 7.69%       | 100.00%        |



## Detached

|                              |           |         |         |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 5,444     | -6.11%  | 131.56% |
| Closed Homes                 | 2,332     | -25.42% | -40.10% |
| Close Price - Average        | \$738,145 | -0.97%  | 7.89%   |
| Close Price - Median         | \$622,490 | -1.19%  | 6.50%   |
| Days in MLS - Average        | 29        | 3.57%   | 107.14% |



## Attached

|                              |           |         |         |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 1,846     | -2.07%  | 80.10%  |
| Closed Homes                 | 983       | -22.72% | -40.89% |
| Close Price - Average        | \$479,119 | -1.49%  | 8.88%   |
| Close Price - Median         | \$405,000 | -1.22%  | 8.00%   |
| Days in MLS - Average        | 25        | 8.70%   | 66.67%  |

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- Finding investment deals in this market is getting more difficult. While sellers may be willing to sell for less than the peak, investors forecast a future sales price lower than we currently stand.
- When buyers say they want to wait until New Year to buy, this rarely means January 1st. Most start looking around the third week in January or later.
- The top recommended fall home projects are: paint the exterior, aerate and overseed lawn, clean the gutters, winterize sprinklers and repair the roof, if needed.
- We are still seeing bidding wars. Price conservatively to receive multiple bidding offers.
- Houses are no longer selling themselves. Invest in photography, staging and open houses plus have a price reduction strategy ahead of listing.
- Realtors® need to look at the last month or two for comparable pricing, not the last six months. The data from six months ago is skewed because it includes prices for properties negotiated at the market's peak.
- If your seller is waiting until spring of 2023 to sell, make sure they are doing all the "little" updates necessary to sell their home quickly. Include replacing light bulbs, painting, servicing the HVAC, getting carpets cleaned, repairing screens and decluttering on their home maintenance project list.
- When announcing a rate buy down in the property description, do not count on that attracting buyers. Instead, price the home properly and offer the rate buy down as an additional incentive for a quicker sale.

## ✓ Local News:

- Policy and investment are clashing in Denver as permits will become mandatory in the future, which may limit the number of investors looking to buy in Colorado's capital.
- iBuyers are not fairing well in current market conditions. The Denver Post reported one Opendoor property sold for \$154,000 less than it was purchased, while Business Den found that Opendoor lost at least \$50,000 on at least 10 of their 36 recent purchases.

## ✓ National News:

- CoreLogic's forecast model estimates a large portion of the country will see negative year-over-year home price values over the next 12 months.
- 2022 is constantly compared to 2021, which was anything but normal, and year-over-year comparisons are painting a deeply negative picture.
- Those still in the market are likely to prioritize living somewhere relatively affordable, like Sacramento or Las Vegas. With more than one-third of American job-holders able to work from home full time, the uptick in remote work means relocating for lower home prices is feasible.
- In 2021, more residents moved into red and purple counties in states key to

this year's Senate elections than any year in the last decade.

- The "cloffice," or closet office, checks in as the number one most horrifying design trend of 2022, according to Realtor® Magazine.
- Realtor® Magazine notes that hackers can now infiltrate online meeting platforms, posing as a legitimate party to a real estate transaction and give fraudulent wire instructions.
- According to an article in Better Homes & Gardens, the desire for open-concept designs may be shifting back towards traditional floor plans, with defined gathering spaces and definitive rooms.

## ✓ Mortgage News:

- FirstBank offers a loan modification on their existing portfolio loans (these loans are going to their ARM products and 15-year fixed loans) which allows borrowers to get current market interest rates on their mortgage without having to go through a full refinance. In other words, there is no underwriting, appraisal, title work, etc. This program is subject to fees.

## ✓ Builder News:

- Denver has a severe backlog in approving building permits. Large project development reviews drag on for the better part of a year, while a straight-forward plan to build a new house now takes nearly 15 weeks on average to get through its first review.
- Builder sentiment fell for the 10th straight month in October, and prospective buyer traffic fell to its lowest level since August 2012, according to the NAHB/Wells Fargo Housing Market Index.
- New construction condo project developers are starting to convert to apartments due to the shift in the market and higher interest rates.
- Builders are becoming more flexible with pricing while accepting lower sales prices and offering to help buy down buyers' interest rates.

## ✓ Quick Stats:

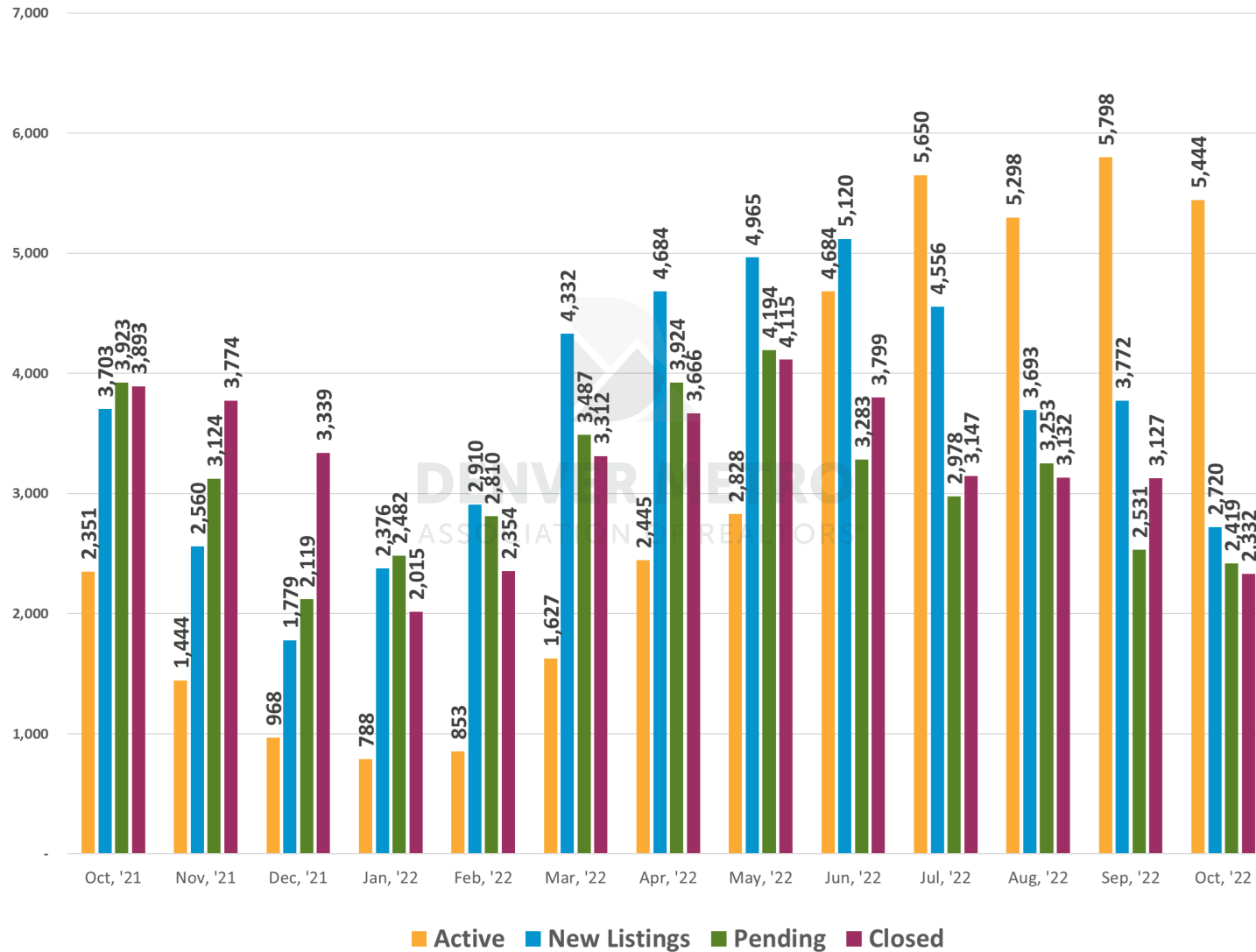
- As of October 26th, 58.2 percent of active listings have reduced their asking price, compared to 32.6 percent last year. Properties that reduced price spent an average of 71 days in the MLS, compared to 36 days for those without price reductions. The pool of potential buyers is getting smaller forcing sellers to compete harder for those remaining buyers.
- Average active listings for October are 14,957 (1985-2021).
- Record-high October was 2006 with 29,722 listings and the record-low was set last year with 3,376 listings.
- The historical average decrease in active listings from September to October is 6.63 percent. A decrease of 5.80 percent this year represents a slight change from our seasonal expectations.

# Detached Single-Family

**DMAR Market Trends | October 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

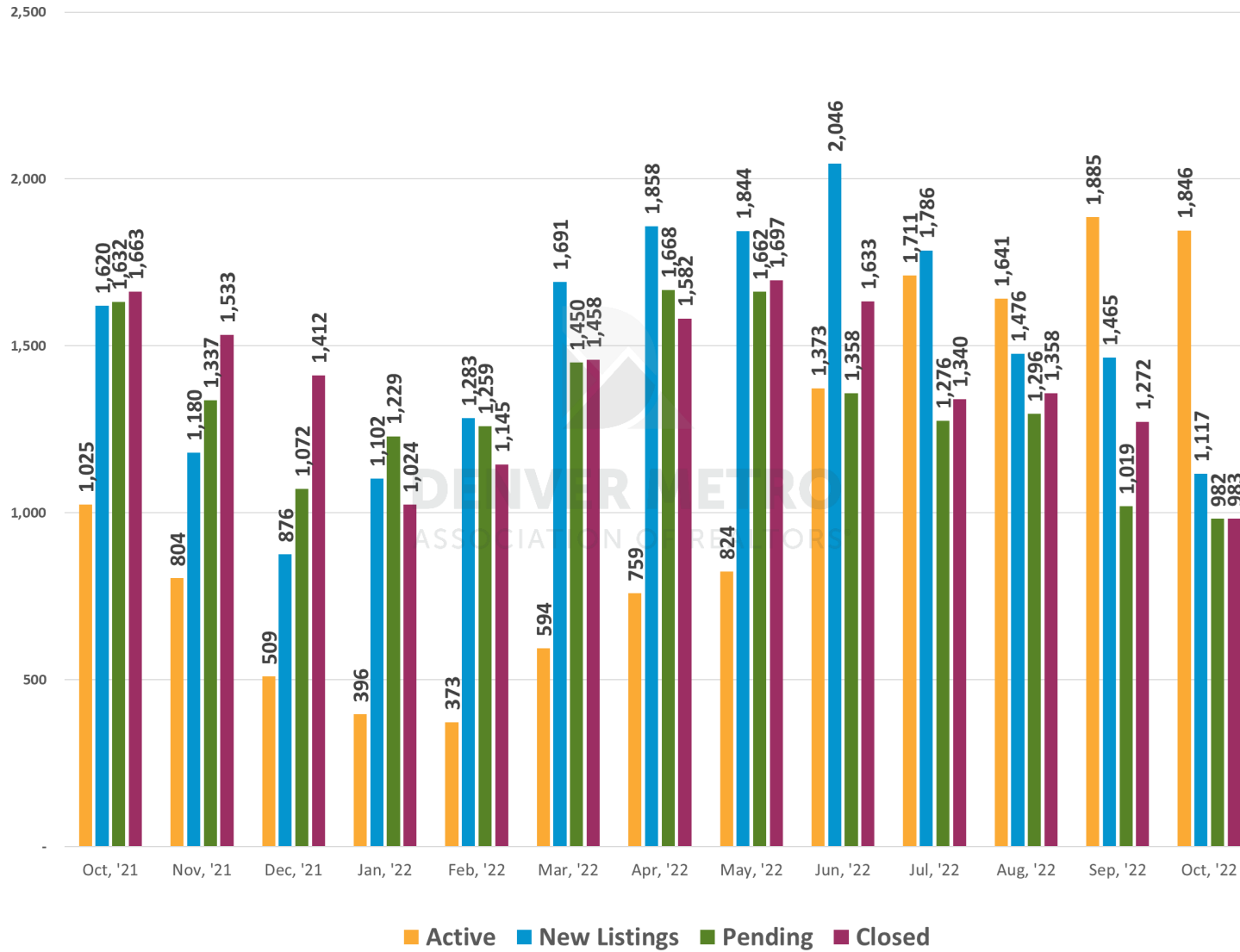


# Attached Single-Family

**DMAR Market Trends | October 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

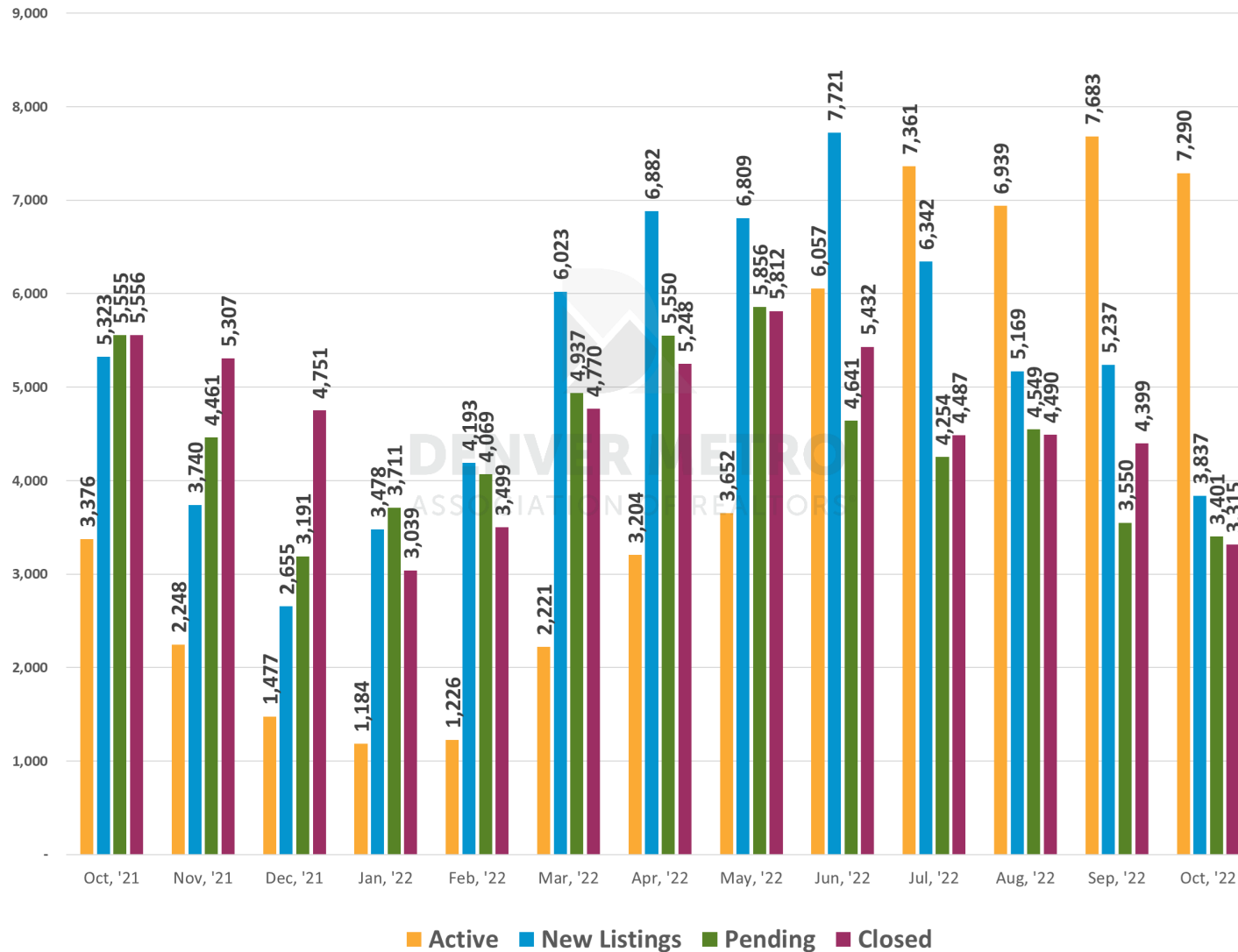


# Residential (Detached + Attached)

**DMAR Market Trends | October 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

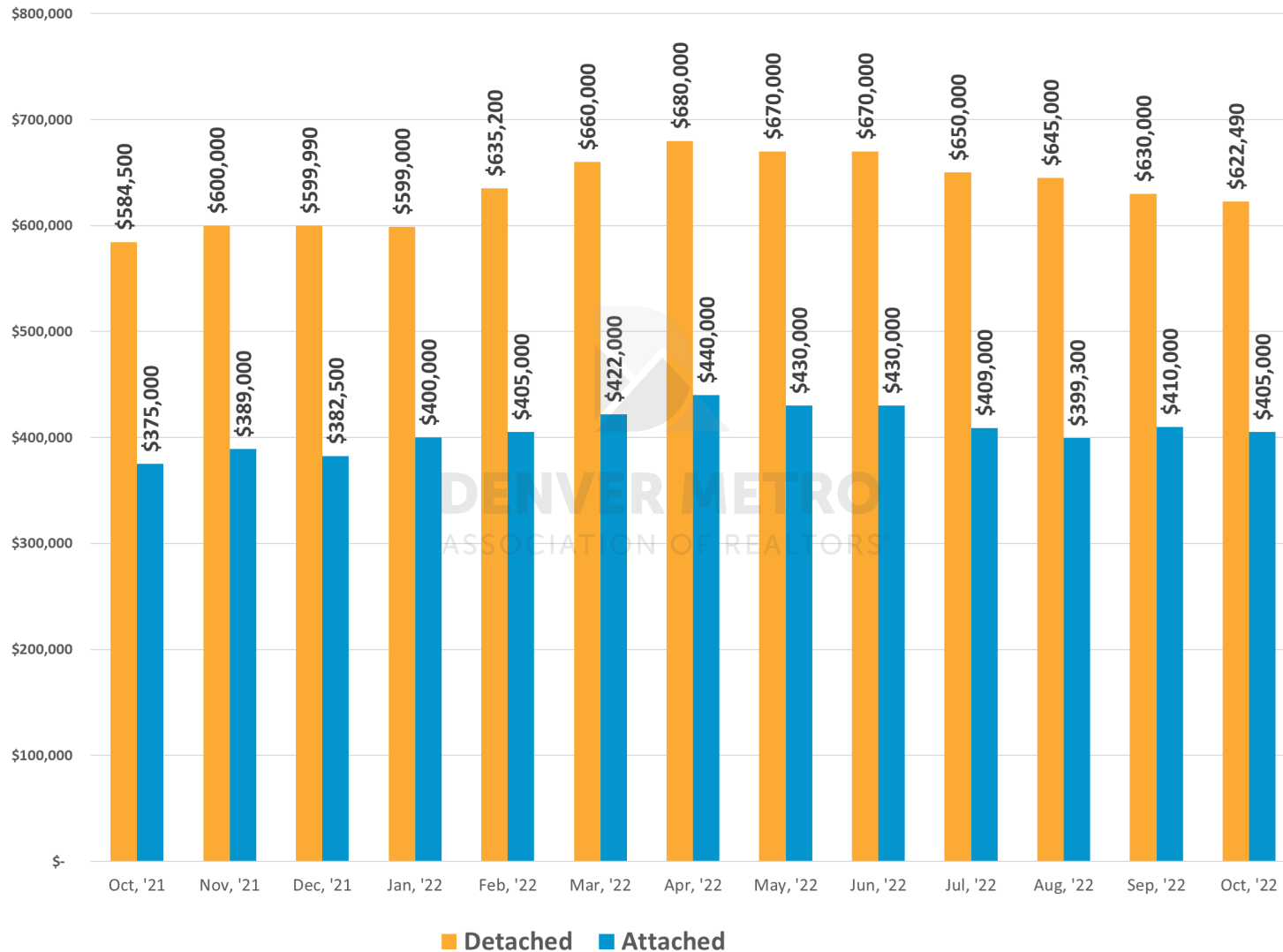


# Median Close Price

DMAR Market Trends | October 2022 Data

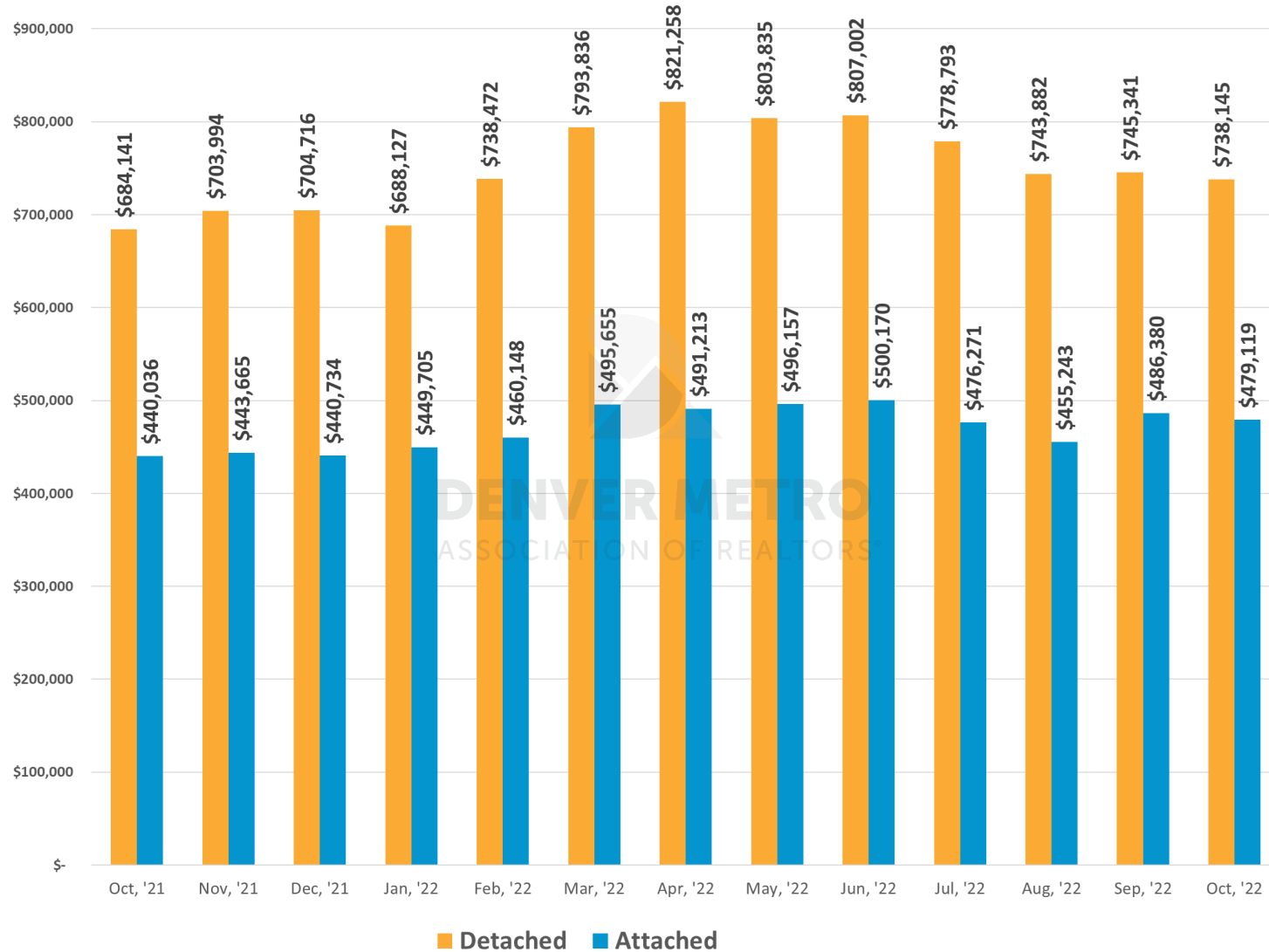
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Average Close Price

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



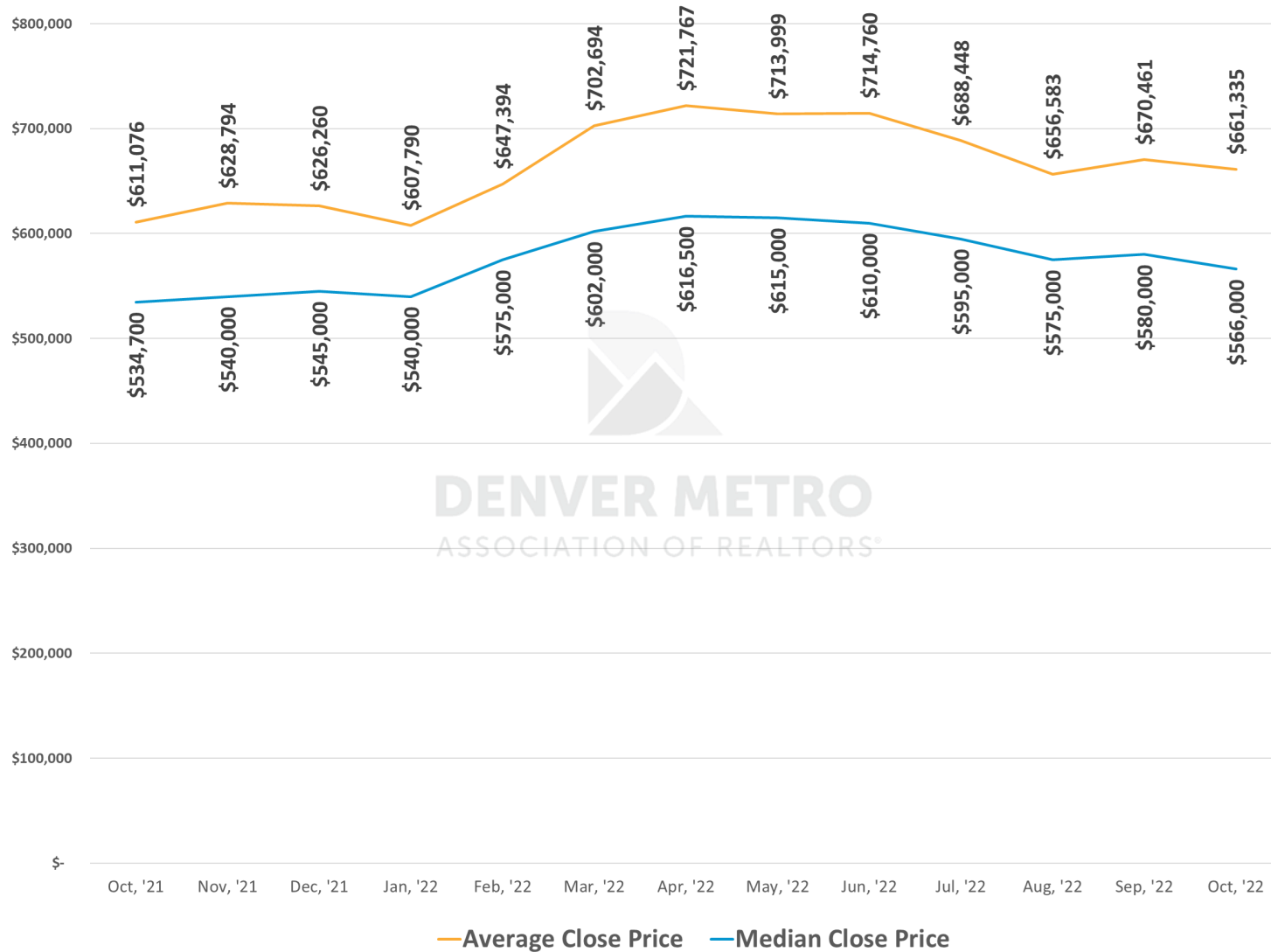


# Residential Close Price

**DMAR Market Trends | October 2022 Data**

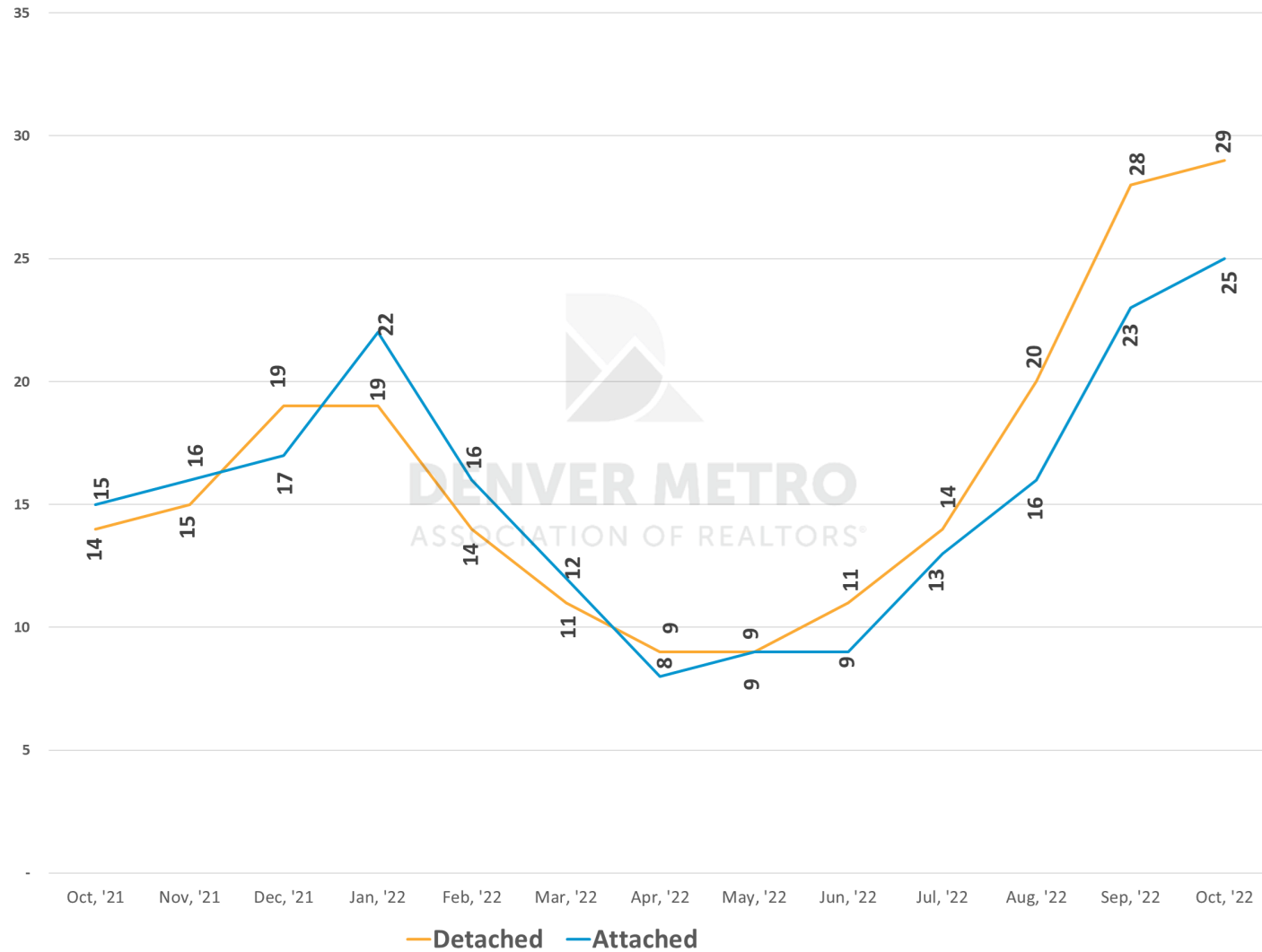
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



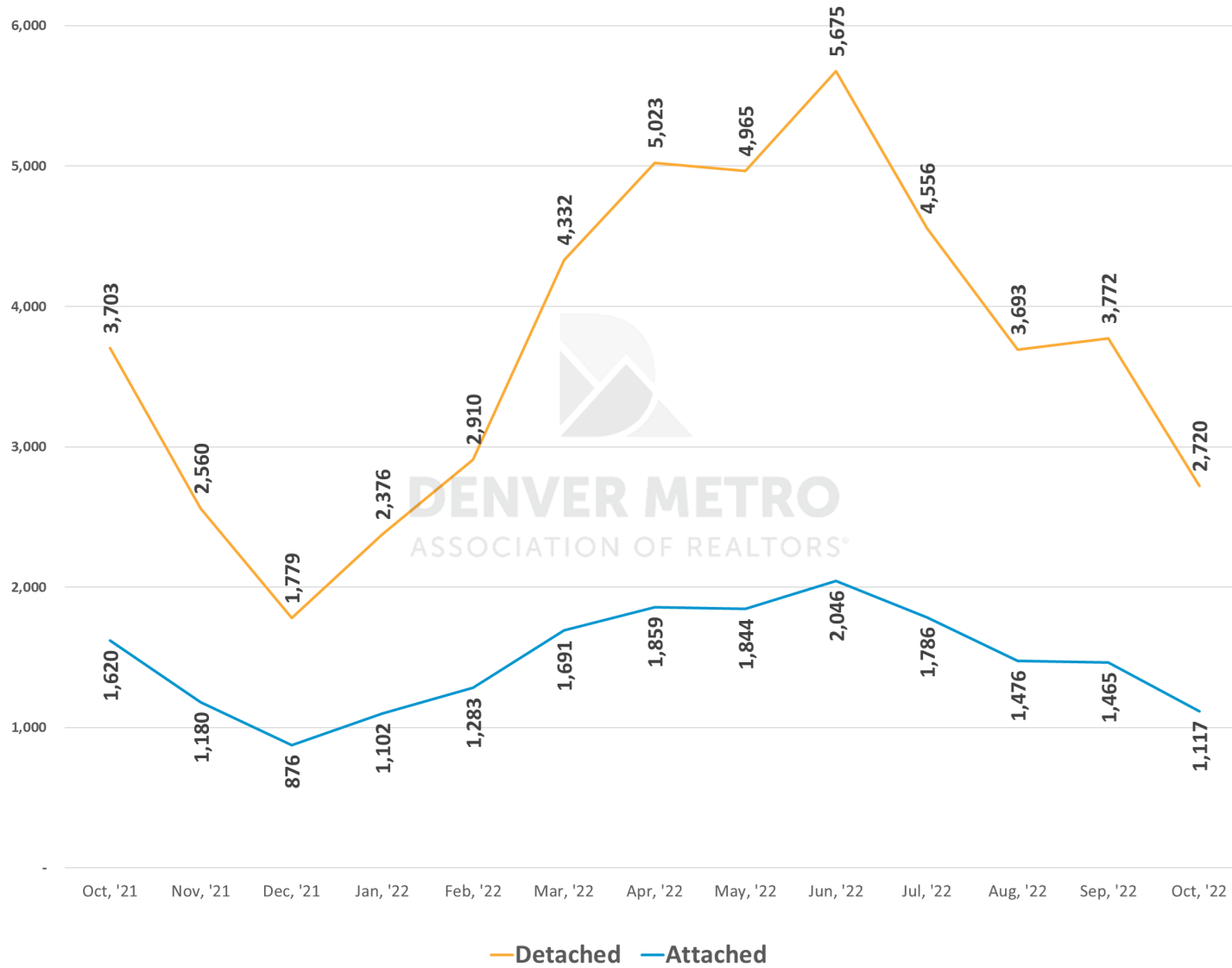
# Average Days in MLS

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



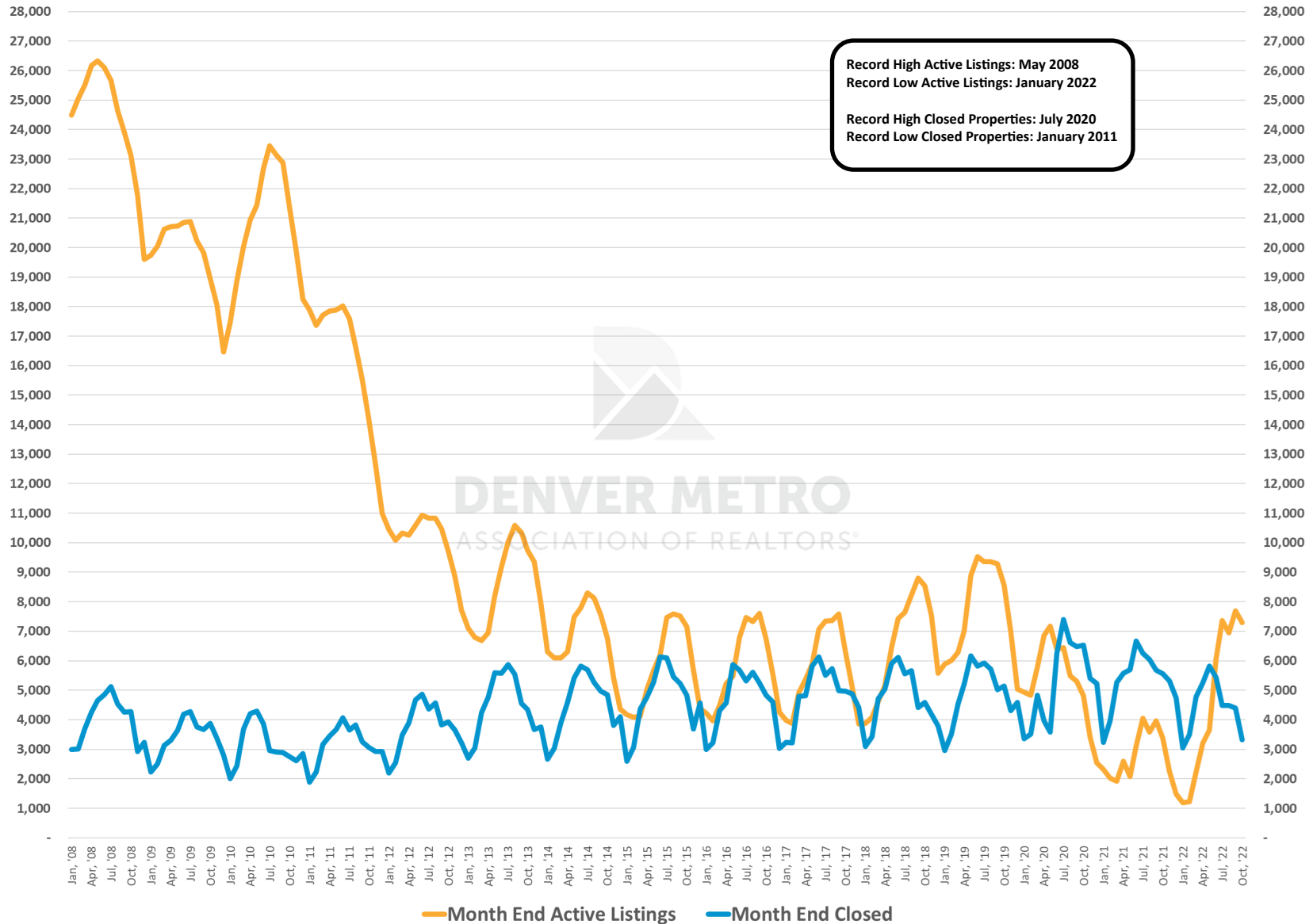
# New Listings

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



# DATA SNAPSHOT

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

|  | Oct, '22         | Prior Month      | Year Ago         | Prior Month | Year Ago |
|--|------------------|------------------|------------------|-------------|----------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |             |          |
| Active Listings at Month End             | 7,290            | 7,683            | 3,376            | -5.12%      | 115.94%  |
| New Listings                             | 3,837            | 5,237            | 5,323            | -26.73%     | -27.92%  |
| Pending                                  | 3,401            | 3,550            | 5,555            | -4.20%      | -38.78%  |
| Closed                                   | 3,315            | 4,399            | 5,556            | -24.64%     | -40.33%  |
| Close Price - Average                    | \$ 661,335       | \$ 670,461       | \$ 611,076       | -1.36%      | 8.22%    |
| Close Price - Median                     | \$ 566,000       | \$ 580,000       | \$ 534,700       | -2.41%      | 5.85%    |
| Sales Volume                             | \$ 2,192,326,606 | \$ 2,949,357,037 | \$ 3,395,138,685 | -25.67%     | -35.43%  |
| Days in MLS - Average                    | 28               | 26               | 14               | 7.69%       | 100.00%  |
| Days in MLS - Median                     | 17               | 16               | 5                | 6.25%       | 240.00%  |
| Close Price/List Price                   | 98.72%           | 98.88%           | 101.65%          | -0.16%      | -2.88%   |
| <b>Detached</b>                          |                  |                  |                  |             |          |
| Active Listings at Month End             | 5,444            | 5,798            | 2,351            | -6.11%      | 131.56%  |
| New Listings                             | 2,720            | 3,772            | 3,703            | -27.89%     | -26.55%  |
| Pending                                  | 2,419            | 2,531            | 3,923            | -4.43%      | -38.34%  |
| Closed                                   | 2,332            | 3,127            | 3,893            | -25.42%     | -40.10%  |
| Close Price - Average                    | \$ 738,145       | \$ 745,341       | \$ 684,141       | -0.97%      | 7.89%    |
| Close Price - Median                     | \$ 622,490       | \$ 630,000       | \$ 584,500       | -1.19%      | 6.50%    |
| Sales Volume                             | \$ 1,721,352,988 | \$ 2,330,682,014 | \$ 2,663,359,371 | -26.14%     | -35.37%  |
| Days in MLS - Average                    | 29               | 28               | 14               | 3.57%       | 107.14%  |
| Days in MLS - Median                     | 18               | 18               | 5                | 0.00%       | 260.00%  |
| Close Price/List Price                   | 98.54%           | 98.67%           | 101.76%          | -0.13%      | -3.16%   |
| <b>Attached</b>                          |                  |                  |                  |             |          |
| Active Listings at Month End             | 1,846            | 1,885            | 1,025            | -2.07%      | 80.10%   |
| New Listings                             | 1,117            | 1,465            | 1,620            | -23.75%     | -31.05%  |
| Pending                                  | 982              | 1,019            | 1,632            | -3.63%      | -39.83%  |
| Closed                                   | 983              | 1,272            | 1,663            | -22.72%     | -40.89%  |
| Close Price - Average                    | \$ 479,119       | \$ 486,380       | \$ 440,036       | -1.49%      | 8.88%    |
| Close Price - Median                     | \$ 405,000       | \$ 410,000       | \$ 375,000       | -1.22%      | 8.00%    |
| Sales Volume                             | \$ 470,973,618   | \$ 618,675,023   | \$ 731,779,314   | -23.87%     | -35.64%  |
| Days in MLS - Average                    | 25               | 23               | 15               | 8.70%       | 66.67%   |
| Days in MLS - Median                     | 14               | 12               | 5                | 16.67%      | 180.00%  |
| Close Price/List Price                   | 99.15%           | 99.40%           | 101.41%          | -0.25%      | -2.23%   |

# OCTOBER 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 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                   |                   |                   |                   |                   |            |            |            |            |
| Active Listings at Month End             | 7,290             | 3,376             | 4,821             | 8,557             | 8,539             | 115.94%    | -29.97%    | -43.66%    | 0.21%      |
| New Listings                             | 55,718            | 59,926            | 63,254            | 64,942            | 62,182            | -7.02%     | -5.26%     | -2.60%     | 4.44%      |
| Closed                                   | 44,676            | 53,973            | 52,877            | 50,010            | 48,524            | -17.23%    | 2.07%      | 5.73%      | 3.06%      |
| Close Price - Average                    | \$ 684,985        | \$ 609,430        | \$ 521,083        | \$ 486,943        | \$ 475,302        | 12.40%     | 16.95%     | 7.01%      | 2.45%      |
| Close Price - Median                     | \$ 592,000        | \$ 525,000        | \$ 450,000        | \$ 420,000        | \$ 410,000        | 12.76%     | 16.67%     | 7.14%      | 2.44%      |
| Sales Volume                             | \$ 30,602,407,151 | \$ 32,892,789,547 | \$ 27,553,288,513 | \$ 24,352,030,583 | \$ 23,063,543,690 | -6.96%     | 19.38%     | 13.15%     | 5.59%      |
| Days in MLS - Average                    | 15                | 14                | 27                | 30                | 24                | 7.14%      | -48.15%    | -10.00%    | 25.00%     |
| Days in MLS - Median                     | 5                 | 4                 | 7                 | 12                | 7                 | 25.00%     | -42.86%    | -41.67%    | 71.43%     |
| Close Price/List Price                   | 102.87%           | 103.30%           | 99.87%            | 99.26%            | 100.05%           | -0.42%     | 3.43%      | 0.61%      | -0.79%     |
| <b>Detached</b>                          |                   |                   |                   |                   |                   |            |            |            |            |
| Active Listings at Month End             | 5,444             | 2,351             | 2,643             | 5,844             | 6,188             | 131.56%    | -11.05%    | -54.77%    | -5.56%     |
| New Listings                             | 39,998            | 42,193            | 43,815            | 45,951            | 44,618            | -5.20%     | -3.70%     | -4.65%     | 2.99%      |
| Closed                                   | 31,104            | 37,428            | 37,780            | 35,617            | 34,476            | -16.90%    | -0.93%     | 6.07%      | 3.31%      |
| Close Price - Average                    | \$ 773,822        | \$ 687,888        | \$ 578,385        | \$ 536,455        | \$ 525,719        | 12.49%     | 18.93%     | 7.82%      | 2.04%      |
| Close Price - Median                     | \$ 650,000        | \$ 576,000        | \$ 490,000        | \$ 455,000        | \$ 445,000        | 12.85%     | 17.55%     | 7.69%      | 2.25%      |
| Sales Volume                             | \$ 24,068,966,316 | \$ 25,746,289,976 | \$ 21,851,378,060 | \$ 19,106,916,439 | \$ 18,124,685,731 | -6.51%     | 17.82%     | 14.36%     | 5.42%      |
| Days in MLS - Average                    | 15                | 12                | 26                | 30                | 26                | 25.00%     | -53.85%    | -13.33%    | 15.38%     |
| Days in MLS - Median                     | 5                 | 4                 | 7                 | 12                | 8                 | 25.00%     | -42.86%    | -41.67%    | 50.00%     |
| Close Price/List Price                   | 102.87%           | 103.78%           | 100.00%           | 99.28%            | 99.95%            | -0.88%     | 3.78%      | 0.73%      | -0.67%     |
| <b>Attached</b>                          |                   |                   |                   |                   |                   |            |            |            |            |
| Active Listings at Month End             | 1,846             | 1,025             | 2,178             | 2,713             | 2,351             | 80.10%     | -52.94%    | -19.72%    | 15.40%     |
| New Listings                             | 15,720            | 17,733            | 19,439            | 18,991            | 17,564            | -11.35%    | -8.78%     | 2.36%      | 8.12%      |
| Closed                                   | 13,572            | 16,545            | 15,097            | 14,393            | 14,048            | -17.97%    | 9.59%      | 4.89%      | 2.46%      |
| Close Price - Average                    | \$ 481,391        | \$ 431,943        | \$ 377,685        | \$ 364,421        | \$ 351,570        | 11.45%     | 14.37%     | 3.64%      | 3.66%      |
| Close Price - Median                     | \$ 417,500        | \$ 370,000        | \$ 326,000        | \$ 308,000        | \$ 300,000        | 12.84%     | 13.50%     | 5.84%      | 2.67%      |
| Sales Volume                             | \$ 6,533,440,835  | \$ 7,146,499,571  | \$ 5,701,910,453  | \$ 5,245,114,144  | \$ 4,938,857,959  | -8.58%     | 25.34%     | 8.71%      | 6.20%      |
| Days in MLS - Average                    | 14                | 19                | 29                | 31                | 22                | -26.32%    | -34.48%    | -6.45%     | 40.91%     |
| Days in MLS - Median                     | 5                 | 5                 | 10                | 13                | 7                 | 0.00%      | -50.00%    | -23.08%    | 85.71%     |
| Close Price/List Price                   | 102.88%           | 102.20%           | 99.55%            | 99.24%            | 100.30%           | 0.67%      | 2.66%      | 0.31%      | -1.06%     |

# MARKET TRENDS

| Price Range            | Detached |        |      | Attached |        |      |
|------------------------|----------|--------|------|----------|--------|------|
|                        | Closed   | Active | MOI  | Closed   | Active | MOI  |
| Months of Inventory    |          |        |      |          |        |      |
| \$0 to \$99,999        | 1        | 1      | 1.00 | -        | -      |      |
| \$100,000 to \$199,999 | 8        | 16     | 2.00 | 35       | 46     | 1.31 |
| \$200,000 to \$299,999 | 24       | 21     | 0.88 | 149      | 193    | 1.30 |
| \$300,000 to \$399,999 | 89       | 134    | 1.51 | 278      | 420    | 1.51 |
| \$400,000 to \$499,999 | 401      | 717    | 1.79 | 206      | 391    | 1.90 |
| \$500,000 to \$749,999 | 1,121    | 2,591  | 2.31 | 223      | 524    | 2.35 |
| \$750,000 to \$999,999 | 409      | 1,008  | 2.46 | 43       | 121    | 2.81 |
| \$1,000,000 and over   | 279      | 956    | 3.43 | 49       | 151    | 3.08 |
| TOTALS                 | 2,332    | 5,444  | 2.33 | 983      | 1,846  | 1.88 |

| Price Range            | Detached        |                 | % change | Attached        |                 | % change |
|------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
|                        | Closed Oct, '22 | Closed Sep, '22 |          | Closed Oct, '22 | Closed Sep, '22 |          |
| Month-Over-Month       |                 |                 |          |                 |                 |          |
| \$0 to \$99,999        | 1               | -               |          | -               | -               |          |
| \$100,000 to \$199,999 | 8               | 4               | 100.00%  | 35              | 38              | -7.89%   |
| \$200,000 to \$299,999 | 24              | 20              | 20.00%   | 149             | 174             | -14.37%  |
| \$300,000 to \$399,999 | 89              | 130             | -31.54%  | 278             | 389             | -28.53%  |
| \$400,000 to \$499,999 | 401             | 489             | -18.00%  | 206             | 270             | -23.70%  |
| \$500,000 to \$749,999 | 1,121           | 1,503           | -25.42%  | 223             | 267             | -16.48%  |
| \$750,000 to \$999,999 | 409             | 561             | -27.09%  | 43              | 75              | -42.67%  |
| \$1,000,000 and over   | 279             | 420             | -33.57%  | 49              | 59              | -16.95%  |
| TOTALS                 | 2,332           | 3,127           | -25.42%  | 983             | 1,272           | -22.72%  |

| Price Range            | Detached     |              | % change | Attached     |              | % change |
|------------------------|--------------|--------------|----------|--------------|--------------|----------|
|                        | YTD Oct, '22 | YTD Oct, '21 |          | YTD Oct, '22 | YTD Oct, '21 |          |
| Year-Over-Year         |              |              |          |              |              |          |
| \$0 to \$99,999        | 6            | 14           | -57.14%  | 5            | -            |          |
| \$100,000 to \$199,999 | 42           | 46           | -8.70%   | 437          | 1,035        | -57.78%  |
| \$200,000 to \$299,999 | 145          | 343          | -57.73%  | 1,913        | 3,588        | -46.68%  |
| \$300,000 to \$399,999 | 856          | 2,560        | -66.56%  | 3,641        | 4,789        | -23.97%  |
| \$400,000 to \$499,999 | 3,863        | 8,433        | -54.19%  | 3,159        | 3,132        | 0.86%    |
| \$500,000 to \$749,999 | 15,553       | 16,948       | -8.23%   | 3,137        | 2,754        | 13.91%   |
| \$750,000 to \$999,999 | 6,089        | 5,094        | 19.53%   | 734          | 724          | 1.38%    |
| \$1,000,000 and over   | 4,550        | 3,990        | 14.04%   | 546          | 523          | 4.40%    |
| TOTALS                 | 31,104       | 37,428       | -16.90%  | 13,572       | 16,545       | -17.97%  |



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

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

|  | Oct, '22       | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential (Detached + Attached)</b> |                |                |                |             |           |
| New Listings                             | 445            | 624            | 388            | -28.69%     | 14.69%    |
| Pending                                  | 332            | 369            | 411            | -10.03%     | -19.22%   |
| Closed                                   | 328            | 479            | 432            | -31.52%     | -24.07%   |
| Sales Volume                             | \$ 542,107,322 | \$ 750,478,430 | \$ 678,836,848 | -27.77%     | -20.14%   |
| Days in MLS - Average                    | 28             | 30             | 26             | -6.67%      | 7.69%     |
| Days in MLS - Median                     | 12             | 16             | 6              | -25.00%     | 100.00%   |
| Close Price/List Price                   | 98.72%         | 98.39%         | 101.58%        | 0.34%       | -2.82%    |
| PSF Total                                | \$ 390         | \$ 370         | \$ 364         | 5.41%       | 7.14%     |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 390            | 530            | 345            | -26.42%     | 13.04%    |
| Pending                                  | 286            | 328            | 358            | -12.80%     | -20.11%   |
| Closed                                   | 279            | 420            | 370            | -33.57%     | -24.59%   |
| Sales Volume                             | \$ 469,702,845 | \$ 665,303,568 | \$ 593,507,184 | -29.40%     | -20.86%   |
| Days in MLS - Average                    | 29             | 28             | 26             | 3.57%       | 11.54%    |
| Days in MLS - Median                     | 12             | 17             | 5              | -29.41%     | 140.00%   |
| Close Price/List Price                   | 98.76%         | 98.24%         | 101.66%        | 0.53%       | -2.85%    |
| PSF Total                                | \$ 371         | \$ 350         | \$ 338         | 6.00%       | 9.76%     |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 55             | 94             | 43             | -41.49%     | 27.91%    |
| Pending                                  | 46             | 41             | 53             | 12.20%      | -13.21%   |
| Closed                                   | 49             | 59             | 62             | -16.95%     | -20.97%   |
| Sales Volume                             | \$ 72,404,477  | \$ 85,174,862  | \$ 85,329,664  | -14.99%     | -15.15%   |
| Days in MLS - Average                    | 26             | 41             | 23             | -36.59%     | 13.04%    |
| Days in MLS - Median                     | 13             | 12             | 14             | 8.33%       | -7.14%    |
| Close Price/List Price                   | 98.47%         | 99.44%         | 101.15%        | -0.98%      | -2.65%    |
| PSF Total                                | \$ 503         | \$ 515         | \$ 515         | -2.33%      | -2.33%    |



# 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 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 6,345            | 4,833            | 4,115            | 3,595            | 3,076            | 31.28%     | 17.45%     | 14.46%     | 16.87%     |
| Pending                                  | 4,531            | 4,171            | 2,967            | 2,252            | 1,962            | 8.63%      | 40.58%     | 31.75%     | 14.78%     |
| Closed                                   | 5,096            | 4,513            | 2,668            | 2,065            | 1,898            | 12.92%     | 69.15%     | 29.20%     | 8.80%      |
| Sales Volume                             | \$ 8,071,304,243 | \$ 7,178,054,939 | \$ 4,100,077,361 | \$ 3,189,190,269 | \$ 2,887,052,035 | 12.44%     | 75.07%     | 28.56%     | 10.47%     |
| Days in MLS - Average                    | 20               | 30               | 55               | 59               | 67               | -33.33%    | -45.45%    | -6.78%     | -11.94%    |
| Days in MLS - Median                     | 5                | 5                | 19               | 24               | 25               | 0.00%      | -73.68%    | -20.83%    | -4.00%     |
| Close Price/List Price                   | 103.65%          | 102.02%          | 97.72%           | 97.39%           | 97.34%           | 1.60%      | 4.40%      | 0.34%      | 0.05%      |
| PSF Total                                | \$ 391           | \$ 365           | \$ 337           | \$ 336           | \$ 306           | 7.12%      | 8.31%      | 0.30%      | 9.80%      |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 5,612            | 4,203            | 3,645            | 3,196            | 2,773            | 33.52%     | 15.31%     | 14.05%     | 15.25%     |
| Pending                                  | 4,035            | 3,673            | 2,724            | 2,011            | 1,777            | 9.86%      | 34.84%     | 35.45%     | 13.17%     |
| Closed                                   | 4,550            | 3,990            | 2,454            | 1,830            | 1,746            | 14.04%     | 62.59%     | 34.10%     | 4.81%      |
| Sales Volume                             | \$ 7,258,141,662 | \$ 6,408,542,287 | \$ 3,786,638,956 | \$ 2,823,941,484 | \$ 2,660,212,141 | 13.26%     | 69.24%     | 34.09%     | 6.15%      |
| Days in MLS - Average                    | 19               | 28               | 55               | 60               | 67               | -32.14%    | -49.09%    | -8.33%     | -10.45%    |
| Days in MLS - Median                     | 5                | 5                | 19               | 24               | 25               | 0.00%      | -73.68%    | -20.83%    | -4.00%     |
| Close Price/List Price                   | 103.82%          | 102.27%          | 97.78%           | 97.37%           | 97.40%           | 1.52%      | 4.59%      | 0.42%      | -0.03%     |
| PSF Total                                | \$ 372           | \$ 340           | \$ 318           | \$ 304           | \$ 290           | 9.41%      | 6.92%      | 4.61%      | 4.83%      |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 733              | 630              | 470              | 399              | 303              | 16.35%     | 34.04%     | 17.79%     | 31.68%     |
| Pending                                  | 496              | 498              | 243              | 241              | 185              | -0.40%     | 104.94%    | 0.83%      | 30.27%     |
| Closed                                   | 546              | 523              | 214              | 235              | 152              | 4.40%      | 144.39%    | -8.94%     | 54.61%     |
| Sales Volume                             | \$ 813,162,581   | \$ 769,512,652   | \$ 313,438,405   | \$ 365,248,785   | \$ 226,839,894   | 5.67%      | 145.51%    | -14.18%    | 61.02%     |
| Days in MLS - Average                    | 29               | 48               | 53               | 49               | 67               | -39.58%    | -9.43%     | 8.16%      | -26.87%    |
| Days in MLS - Median                     | 5                | 8                | 25               | 22               | 30               | -37.50%    | -68.00%    | 13.64%     | -26.67%    |
| Close Price/List Price                   | 102.27%          | 100.09%          | 97.02%           | 97.57%           | 96.71%           | 2.18%      | 3.16%      | -0.56%     | 0.89%      |
| PSF Total                                | \$ 555           | \$ 555           | \$ 558           | \$ 583           | \$ 487           | 0.00%      | -0.54%     | -4.29%     | 19.71%     |

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

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

|  | Oct, '22       | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential (Detached + Attached)</b> |                |                |                |             |           |
| New Listings                             | 559            | 781            | 651            | -28.43%     | -14.13%   |
| Pending                                  | 483            | 516            | 667            | -6.40%      | -27.59%   |
| Closed                                   | 452            | 636            | 663            | -28.93%     | -31.83%   |
| Sales Volume                             | \$ 381,364,670 | \$ 537,662,622 | \$ 560,612,010 | -29.07%     | -31.97%   |
| Days in MLS - Average                    | 28             | 29             | 16             | -3.45%      | 75.00%    |
| Days in MLS - Median                     | 17             | 21             | 5              | -19.05%     | 240.00%   |
| Close Price/List Price                   | 98.72%         | 98.99%         | 101.81%        | -0.27%      | -3.04%    |
| PSF Total                                | \$ 282         | \$ 289         | \$ 282         | -2.42%      | 0.00%     |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 497            | 701            | 560            | -29.10%     | -11.25%   |
| Pending                                  | 446            | 460            | 591            | -3.04%      | -24.53%   |
| Closed                                   | 409            | 561            | 587            | -27.09%     | -30.32%   |
| Sales Volume                             | \$ 345,339,893 | \$ 473,339,799 | \$ 494,969,524 | -27.04%     | -30.23%   |
| Days in MLS - Average                    | 29             | 29             | 15             | 0.00%       | 93.33%    |
| Days in MLS - Median                     | 17             | 21             | 5              | -19.05%     | 240.00%   |
| Close Price/List Price                   | 98.70%         | 98.95%         | 101.75%        | -0.25%      | -3.00%    |
| PSF Total                                | \$ 267         | \$ 270         | \$ 267         | -1.11%      | 0.00%     |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 62             | 80             | 91             | -22.50%     | -31.87%   |
| Pending                                  | 37             | 56             | 76             | -33.93%     | -51.32%   |
| Closed                                   | 43             | 75             | 76             | -42.67%     | -43.42%   |
| Sales Volume                             | \$ 36,024,777  | \$ 64,322,823  | \$ 65,642,486  | -43.99%     | -45.12%   |
| Days in MLS - Average                    | 23             | 31             | 18             | -25.81%     | 27.78%    |
| Days in MLS - Median                     | 7              | 15             | 5              | -53.33%     | 40.00%    |
| Close Price/List Price                   | 98.92%         | 99.26%         | 102.30%        | -0.34%      | -3.30%    |
| PSF Total                                | \$ 422         | \$ 436         | \$ 396         | -3.21%      | 6.57%     |

# 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 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 8,637            | 6,623            | 4,938            | 4,285            | 3,860            | 30.41%     | 34.12%     | 15.24%     | 11.01%     |
| Pending                                  | 6,561            | 5,859            | 4,047            | 3,105            | 2,765            | 11.98%     | 44.77%     | 30.34%     | 12.30%     |
| Closed                                   | 6,823            | 5,818            | 3,658            | 2,823            | 2,635            | 17.27%     | 59.05%     | 29.58%     | 7.13%      |
| Sales Volume                             | \$ 5,776,825,369 | \$ 4,931,556,829 | \$ 3,096,961,633 | \$ 2,391,873,865 | \$ 2,239,125,122 | 17.14%     | 59.24%     | 29.48%     | 6.82%      |
| Days in MLS - Average                    | 16               | 16               | 40               | 43               | 43               | 0.00%      | -60.00%    | -6.98%     | 0.00%      |
| Days in MLS - Median                     | 5                | 5                | 13               | 17               | 13               | 0.00%      | -61.54%    | -23.53%    | 30.77%     |
| Close Price/List Price                   | 103.17%          | 103.27%          | 99.27%           | 98.87%           | 99.19%           | -0.10%     | 4.03%      | 0.40%      | -0.32%     |
| PSF Total                                | \$ 299           | \$ 278           | \$ 252           | \$ 247           | \$ 244           | 7.55%      | 10.32%     | 2.02%      | 1.23%      |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 7,787            | 5,763            | 4,059            | 3,618            | 3,213            | 35.12%     | 41.98%     | 12.19%     | 12.61%     |
| Pending                                  | 5,927            | 5,110            | 3,475            | 2,658            | 2,353            | 15.99%     | 47.05%     | 30.74%     | 12.96%     |
| Closed                                   | 6,089            | 5,094            | 3,148            | 2,397            | 2,242            | 19.53%     | 61.82%     | 31.33%     | 6.91%      |
| Sales Volume                             | \$ 5,155,347,558 | \$ 4,312,169,138 | \$ 2,664,428,478 | \$ 2,029,020,363 | \$ 1,907,418,022 | 19.55%     | 61.84%     | 31.32%     | 6.38%      |
| Days in MLS - Average                    | 15               | 13               | 40               | 40               | 43               | 15.38%     | -67.50%    | 0.00%      | -6.98%     |
| Days in MLS - Median                     | 5                | 4                | 13               | 17               | 13               | 25.00%     | -69.23%    | -23.53%    | 30.77%     |
| Close Price/List Price                   | 103.27%          | 103.60%          | 99.36%           | 98.88%           | 99.18%           | -0.32%     | 4.27%      | 0.49%      | -0.30%     |
| PSF Total                                | \$ 281           | \$ 261           | \$ 235           | \$ 288           | \$ 226           | 7.66%      | 11.06%     | -18.40%    | 27.43%     |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 850              | 860              | 879              | 667              | 647              | -1.16%     | -2.16%     | 31.78%     | 3.09%      |
| Pending                                  | 634              | 749              | 572              | 447              | 412              | -15.35%    | 30.94%     | 27.96%     | 8.50%      |
| Closed                                   | 734              | 724              | 510              | 426              | 393              | 1.38%      | 41.96%     | 19.72%     | 8.40%      |
| Sales Volume                             | \$ 621,477,811   | \$ 619,387,691   | \$ 432,533,155   | \$ 362,853,502   | \$ 331,707,100   | 0.34%      | 43.20%     | 19.20%     | 9.39%      |
| Days in MLS - Average                    | 22               | 36               | 44               | 59               | 44               | -38.89%    | -18.18%    | -25.42%    | 34.09%     |
| Days in MLS - Median                     | 5                | 7                | 15               | 24               | 13               | -28.57%    | -53.33%    | -37.50%    | 84.62%     |
| Close Price/List Price                   | 102.32%          | 100.99%          | 98.74%           | 98.82%           | 99.26%           | 1.32%      | 2.28%      | -0.08%     | -0.44%     |
| PSF Total                                | \$ 442           | \$ 395           | \$ 357           | \$ 357           | \$ 345           | 11.90%     | 10.64%     | 0.00%      | 3.48%      |

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

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

|  | Oct, '22       | Prior Month      | Last Year        | Prior Month | Last Year |
|--|----------------|------------------|------------------|-------------|-----------|
| <b>Residential (Detached + Attached)</b> |                |                  |                  |             |           |
| New Listings                             | 1,525          | 2,125            | 1,966            | -28.24%     | -22.43%   |
| Pending                                  | 1,349          | 1,416            | 2,050            | -4.73%      | -34.20%   |
| Closed                                   | 1,344          | 1,770            | 2,146            | -24.07%     | -37.37%   |
| Sales Volume                             | \$ 814,122,219 | \$ 1,076,198,918 | \$ 1,287,584,985 | -24.35%     | -36.77%   |
| Days in MLS - Average                    | 30             | 28               | 13               | 7.14%       | 130.77%   |
| Days in MLS - Median                     | 20             | 18               | 5                | 11.11%      | 300.00%   |
| Close Price/List Price                   | 98.83%         | 99.12%           | 101.91%          | -0.29%      | -3.02%    |
| PSF Total                                | \$ 271         | \$ 276           | \$ 263           | -1.81%      | 3.04%     |
| <b>Detached</b>                          |                |                  |                  |             |           |
| New Listings                             | 1,273          | 1,787            | 1,673            | -28.76%     | -23.91%   |
| Pending                                  | 1,135          | 1,196            | 1,781            | -5.10%      | -36.27%   |
| Closed                                   | 1,121          | 1,503            | 1,848            | -25.42%     | -39.34%   |
| Sales Volume                             | \$ 683,261,872 | \$ 917,098,567   | \$ 1,111,077,817 | -25.50%     | -38.50%   |
| Days in MLS - Average                    | 30             | 29               | 12               | 3.45%       | 150.00%   |
| Days in MLS - Median                     | 20             | 19               | 5                | 5.26%       | 300.00%   |
| Close Price/List Price                   | 98.73%         | 99.13%           | 101.98%          | -0.40%      | -3.19%    |
| PSF Total                                | \$ 260         | \$ 265           | \$ 249           | -1.89%      | 4.42%     |
| <b>Attached</b>                          |                |                  |                  |             |           |
| New Listings                             | 252            | 338              | 293              | -25.44%     | -13.99%   |
| Pending                                  | 214            | 220              | 269              | -2.73%      | -20.45%   |
| Closed                                   | 223            | 267              | 298              | -16.48%     | -25.17%   |
| Sales Volume                             | \$ 130,860,347 | \$ 159,100,351   | \$ 176,507,168   | -17.75%     | -25.86%   |
| Days in MLS - Average                    | 26             | 25               | 16               | 4.00%       | 62.50%    |
| Days in MLS - Median                     | 18             | 16               | 5                | 12.50%      | 260.00%   |
| Close Price/List Price                   | 99.33%         | 99.02%           | 101.44%          | 0.31%       | -2.08%    |
| PSF Total                                | \$ 325         | \$ 338           | \$ 351           | -3.85%      | -7.41%    |

# 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 |
|--|-------------------|-------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                   |                   |                  |                  |                  |            |            |            |            |
| New Listings                             | 22,835            | 20,407            | 16,873           | 15,601           | 13,657           | 11.90%     | 20.94%     | 8.15%      | 14.23%     |
| Pending                                  | 17,852            | 18,590            | 14,976           | 12,087           | 10,589           | -3.97%     | 24.13%     | 23.90%     | 14.15%     |
| Closed                                   | 18,690            | 19,702            | 14,512           | 11,432           | 10,479           | -5.14%     | 35.76%     | 26.94%     | 9.09%      |
| Sales Volume                             | \$ 11,397,568,389 | \$ 11,826,451,759 | \$ 8,632,711,311 | \$ 6,793,106,993 | \$ 6,232,362,284 | -3.63%     | 37.00%     | 27.08%     | 9.00%      |
| Days in MLS - Average                    | 15                | 12                | 30               | 36               | 33               | 25.00%     | -60.00%    | -16.67%    | 9.09%      |
| Days in MLS - Median                     | 5                 | 4                 | 10               | 16               | 12               | 25.00%     | -60.00%    | -37.50%    | 33.33%     |
| Close Price/List Price                   | 102.93%           | 103.95%           | 99.88%           | 99.18%           | 99.69%           | -0.98%     | 4.07%      | 0.71%      | -0.51%     |
| PSF Total                                | \$ 292            | \$ 260            | \$ 221           | \$ 214           | \$ 211           | 12.31%     | 17.65%     | 3.27%      | 1.42%      |
| <b>Detached</b>                          |                   |                   |                  |                  |                  |            |            |            |            |
| New Listings                             | 19,268            | 17,528            | 14,200           | 13,303           | 11,697           | 9.93%      | 23.44%     | 6.74%      | 13.73%     |
| Pending                                  | 15,046            | 15,959            | 12,982           | 10,508           | 9,151            | -5.72%     | 22.93%     | 23.54%     | 14.83%     |
| Closed                                   | 15,553            | 16,948            | 12,669           | 9,880            | 9,011            | -8.23%     | 33.78%     | 28.23%     | 9.64%      |
| Sales Volume                             | \$ 9,537,692,078  | \$ 10,194,536,358 | \$ 7,543,946,479 | \$ 5,875,784,188 | \$ 5,359,050,640 | -6.44%     | 35.14%     | 28.39%     | 9.64%      |
| Days in MLS - Average                    | 15                | 10                | 29               | 35               | 32               | 50.00%     | -65.52%    | -17.14%    | 9.38%      |
| Days in MLS - Median                     | 5                 | 4                 | 9                | 16               | 12               | 25.00%     | -55.56%    | -43.75%    | 33.33%     |
| Close Price/List Price                   | 102.94%           | 104.28%           | 99.96%           | 99.18%           | 99.70%           | -1.29%     | 4.32%      | 0.79%      | -0.52%     |
| PSF Total                                | \$ 278            | \$ 244            | \$ 204           | \$ 196           | \$ 192           | 13.93%     | 19.61%     | 4.08%      | 2.08%      |
| <b>Attached</b>                          |                   |                   |                  |                  |                  |            |            |            |            |
| New Listings                             | 3,567             | 2,879             | 2,673            | 2,298            | 1,960            | 23.90%     | 7.71%      | 16.32%     | 117.24%    |
| Pending                                  | 2,806             | 2,631             | 1,994            | 1,579            | 1,438            | 6.65%      | 31.95%     | 26.28%     | 9.81%      |
| Closed                                   | 3,137             | 2,754             | 1,843            | 1,552            | 1,468            | 13.91%     | 49.43%     | 18.75%     | 5.72%      |
| Sales Volume                             | \$ 1,859,876,311  | \$ 1,631,915,401  | \$ 1,088,764,832 | \$ 917,322,805   | \$ 873,311,644   | 13.97%     | 49.89%     | 18.69%     | 5.04%      |
| Days in MLS - Average                    | 16                | 23                | 42               | 44               | 42               | -30.43%    | -45.24%    | -4.55%     | 4.76%      |
| Days in MLS - Median                     | 5                 | 5                 | 16               | 20               | 15               | 0.00%      | -68.75%    | -20.00%    | 33.33%     |
| Close Price/List Price                   | 102.87%           | 101.95%           | 99.33%           | 99.17%           | 99.64%           | 0.90%      | 2.64%      | 0.16%      | -0.47%     |
| PSF Total                                | \$ 259            | \$ 261            | \$ 340           | \$ 331           | \$ 330           | -0.77%     | -23.24%    | 2.72%      | 0.30%      |



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

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

|  | Oct, '22       | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential (Detached + Attached)</b> |                |                |                |             |           |
| New Listings                             | 1,083          | 1,429          | 1,915          | -24.21%     | -43.45%   |
| Pending                                  | 1,015          | 1,041          | 1,967          | -2.50%      | -48.40%   |
| Closed                                   | 974            | 1,278          | 1,811          | -23.79%     | -46.22%   |
| Sales Volume                             | \$ 403,545,502 | \$ 528,204,221 | \$ 748,671,160 | -23.60%     | -46.10%   |
| Days in MLS - Average                    | 27             | 22             | 11             | 22.73%      | 145.45%   |
| Days in MLS - Median                     | 16             | 14             | 5              | 14.29%      | 220.00%   |
| Close Price/List Price                   | 98.66%         | 98.86%         | 101.76%        | -0.20%      | -3.05%    |
| PSF Total                                | \$ 307         | \$ 314         | \$ 288         | -2.23%      | 6.60%     |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 540            | 728            | 1,093          | -25.82%     | -50.59%   |
| Pending                                  | 539            | 519            | 1,161          | 3.85%       | -53.57%   |
| Closed                                   | 490            | 619            | 1,052          | -20.84%     | -53.42%   |
| Sales Volume                             | \$ 215,492,954 | \$ 269,225,303 | \$ 455,059,546 | -19.96%     | -52.65%   |
| Days in MLS - Average                    | 29             | 23             | 11             | 26.09%      | 163.64%   |
| Days in MLS - Median                     | 18             | 15             | 5              | 20.00%      | 260.00%   |
| Close Price/List Price                   | 98.19%         | 98.01%         | 101.57%        | 0.18%       | -3.33%    |
| PSF Total                                | \$ 297         | \$ 303         | \$ 286         | -1.98%      | 3.85%     |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 543            | 701            | 822            | -22.54%     | -33.94%   |
| Pending                                  | 476            | 522            | 806            | -8.81%      | -40.94%   |
| Closed                                   | 484            | 659            | 759            | -26.56%     | -36.23%   |
| Sales Volume                             | \$ 188,052,548 | \$ 258,978,918 | \$ 293,611,614 | -27.39%     | -35.95%   |
| Days in MLS - Average                    | 26             | 21             | 11             | 23.81%      | 136.36%   |
| Days in MLS - Median                     | 15             | 12             | 5              | 25.00%      | 200.00%   |
| Close Price/List Price                   | 99.14%         | 99.66%         | 102.03%        | -0.52%      | -2.83%    |
| PSF Total                                | \$ 318         | \$ 326         | \$ 291         | -2.45%      | 9.28%     |

# 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 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 14,766           | 22,360           | 28,724           | 31,043           | 30,160           | -33.96%    | -22.16%    | -7.47%     | 2.93%      |
| Pending                                  | 12,262           | 21,220           | 26,384           | 26,608           | 24,882           | -42.21%    | -19.57%    | -0.84%     | 6.94%      |
| Closed                                   | 11,519           | 18,914           | 24,960           | 25,282           | 24,342           | -39.10%    | -24.22%    | -1.27%     | 3.86%      |
| Sales Volume                             | \$ 4,749,652,381 | \$ 7,772,274,165 | \$10,042,079,797 | \$ 9,981,498,531 | \$ 9,537,736,561 | -38.89%    | -22.60%    | 0.61%      | 4.65%      |
| Days in MLS - Average                    | 13               | 11               | 20               | 25               | 19               | 18.18%     | -45.00%    | -20.00%    | 31.58%     |
| Days in MLS - Median                     | 5                | 4                | 6                | 10               | 7                | 25.00%     | -33.33%    | -40.00%    | 42.86%     |
| Close Price/List Price                   | 102.59%          | 103.54%          | 100.38%          | 99.62%           | 100.39%          | -0.92%     | 3.15%      | 0.76%      | -0.77%     |
| PSF Total                                | \$ 325           | \$ 280           | \$ 226           | \$ 211           | \$ 205           | 16.07%     | 23.89%     | 7.11%      | 2.93%      |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 7,106            | 14,210           | 20,597           | 23,742           | 23,928           | -49.99%    | -31.01%    | -13.25%    | -0.78%     |
| Pending                                  | 5,772            | 13,448           | 19,469           | 20,789           | 19,843           | -57.08%    | -30.93%    | -6.35%     | 4.77%      |
| Closed                                   | 4,719            | 10,993           | 18,374           | 19,841           | 19,280           | -57.07%    | -40.17%    | -7.39%     | 2.91%      |
| Sales Volume                             | \$ 2,072,604,175 | \$ 4,732,217,334 | \$ 7,569,955,899 | \$ 7,947,740,473 | \$ 7,631,700,292 | -56.20%    | -37.49%    | -4.75%     | 4.14%      |
| Days in MLS - Average                    | 14               | 8                | 18               | 24               | 18               | 75.00%     | -55.56%    | -25.00%    | 33.33%     |
| Days in MLS - Median                     | 5                | 4                | 5                | 10               | 7                | 25.00%     | -20.00%    | -50.00%    | 42.86%     |
| Close Price/List Price                   | 101.60%          | 103.87%          | 100.56%          | 99.66%           | 100.42%          | -2.19%     | 3.29%      | 0.90%      | -0.76%     |
| PSF Total                                | \$ 320           | \$ 270           | \$ 214           | \$ 198           | \$ 191           | 18.52%     | 26.17%     | 8.08%      | 3.66%      |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 7,660            | 8,150            | 8,127            | 7,301            | 6,232            | -6.01%     | 0.28%      | 11.31%     | 17.15%     |
| Pending                                  | 6,490            | 7,772            | 6,915            | 5,819            | 5,039            | -16.50%    | 12.39%     | 18.83%     | 15.48%     |
| Closed                                   | 6,800            | 7,921            | 6,586            | 5,441            | 5,062            | -14.15%    | 20.27%     | 21.04%     | 7.49%      |
| Sales Volume                             | \$ 2,677,048,206 | \$ 3,040,056,831 | \$ 2,472,123,898 | \$ 2,033,758,058 | \$ 1,906,036,269 | -11.94%    | 22.97%     | 21.55%     | 6.70%      |
| Days in MLS - Average                    | 12               | 14               | 27               | 31               | 23               | -14.29%    | -48.15%    | -12.90%    | 34.78%     |
| Days in MLS - Median                     | 4                | 4                | 9                | 13               | 8                | 0.00%      | -55.56%    | -30.77%    | 62.50%     |
| Close Price/List Price                   | 103.27%          | 103.08%          | 99.87%           | 99.44%           | 100.28%          | 0.18%      | 3.21%      | 0.43%      | -0.84%     |
| PSF Total                                | \$ 329           | \$ 293           | \$ 261           | \$ 256           | \$ 255           | 12.29%     | 12.26%     | 1.95%      | 0.39%      |