

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

April 2022

MARKET OVERVIEW

The April report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the March 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	2,221	81.16%	15.62%
Closed Homes	4,440	26.89%	-15.72%
Close Price - Average	\$705,812	9.02%	19.88%
Close Price - Median	\$602,750	4.83%	20.55%
Days in MLS - Average	11	-21.43%	-42.11%



Detached

Active Listings at Month End	1,627	90.74%	45.01%
Closed Homes	3,088	31.18%	-11.97%
Close Price - Average	\$797,700	8.02%	18.11%
Close Price - Median	\$660,000	3.90%	17.65%
Days in MLS - Average	11	-21.43%	-31.25%



Attached

Active Listings at Month End	594	59.25%	-25.66%
Closed Homes	1,352	18.08%	-23.18%
Close Price - Average	\$495,937	7.78%	19.18%
Close Price - Median	\$421,500	4.07%	19.91%
Days in MLS - Average	12	-25.00%	-52.00%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- Offers being received by sellers are competitive and while bidding wars are still very much alive, the number of offers placed and the rate of escalation appear to be slowing.

✓ Local News:

- According to year-over-year data comparing 2021's Denver crime statistics with the crime stats from the start of the year to this point in time in 2022: violent crime is up 8.8 percent, property crime is up 1.8 percent, domestic violence is down two percent, sex assault is down 3.4 percent, serious assaults are up 1.5 percent, robberies are up 35.6 percent and burglaries are down 30.9 percent.
- Douglas County needs to find new water sources as its population grows by 25 people every day. Growth is expected to continue in the county, with nearly 60,000 more people projected to move to the area by 2030.
- Denver's air is getting worse according to an IQAir report. The city was 3,747 out of 6,475 cities in a study of the most polluted cities in the world. The PM2.5 is a measurement of fine particles in the air. In 2017, Denver was 7.4.
- Two hundred fifty-four homes in Colorado went into foreclosure in February of 2022. Those properties were in Jackson, Delta, Phillips Morgan and Archuleta counties.

✓ National News:

- Lawmakers across the U.S. are looking to enact rent control, reviving measures largely shunned in recent years to curb the surge in home rental prices.
- In March, for a median-priced home, the monthly payment for a 30-year fixed mortgage rose more than \$170 due to higher mortgage rates.
- Although there isn't any set income requirement to buy a home, the income that households need to earn to afford to buy a home has increased significantly, due to rising home prices and mortgage rates. Specifically, for the median-priced home, the qualifying income rose to \$81,200 from \$61,400 a year ago. While 55 percent of Millennials had that income in 2021, only 41 percent currently do.
- Millennials now make up 43 percent of homebuyers, the most of any generation and an increase from 37 percent last year. Generation X bought the most expensive homes with a median price of \$320,000. The largest share of buyers purchased in suburban areas and small towns.
- A White House interagency task force has outlined a plan aimed at rooting out racial and ethnic bias in home valuations. The Property Appraisal and Valuation Equity task force released a five-step action plan to increase oversight and accountability.
- Initial jobless claims fell to a level of 187,000 during the week ending March 19 – the lowest level in over 52 years.
- The Board of Real Estate Appraisers held a rulemaking hearing on March 3 and adopted a change to Board Rule 5.1 concerning the real estate appraisal experience requirements. The revised rule Board Rule 5.1, effective April 30, clarifies that a credentialed appraiser must be in good standing if they name an applicant in the certification that provided significant real property appraisal assistance to gain experience. Therefore, an applicant must exercise due diligence when looking for and selecting an appraiser. Any experience will be void if gained under an appraiser not in good standing and will not count toward the applicant's experience requirements.
- The National Association of Realtors® 2021 Profile of Home Buyers and Sellers reported that first-time buyers made up 34 percent of all homebuyers, and the typical first-time

buyer was 33 years old this year, while the typical repeat-buyer age rose to an all-time high of 56 years old.

- Pending home sales index dipped 4.1 percent month-over-month in February. Though a decline, it is smaller than the decline in January.
- New home sales slipped two percent month-over-month to a seasonally-adjusted annual rate of 772,000 in February.
- Excess housing supply would be a welcome sign to new homebuyers, as it would help bring down surging prices, which have been turbo-boosted since the start of the COVID-19 pandemic in 2020.
- Although some aspects of the supply chain are showing signs of improvement, the homebuilding industry continues to encounter new challenges related to supply and trade labor shortages daily.
- A laundry room tops the list, rated essential or desirable by 83 percent of first-time buyers, followed by a ceiling fan and exterior lighting, each rated essential or desirable by 81 percent.
- The national vacancy rate of households is 1.6 percent.
- The population growth will require the construction of two billion new homes nationwide by 2100.
- The increase in home prices and recent increase in 30-year mortgage rates to 4.5 percent has pushed home loan payments as a percent of family income to 22.4 percent on average for new buyers from 18.7 percent, according to Tom Porcelli, the chief U.S. economist at RBC Capital Markets.

✓ Mortgage News:

- Mortgage applications dropped to their lowest level since December 2019, as mortgage rates continued to inch higher. The 30-year fixed-rate was 4.06 percent, almost a full percentage point higher than a year ago.
- There is a lot of talk about inflation, a bubble and a recession. This real estate market is more protected than ever before. Denver's financed buyers have an average of 729 FICO score and are, on average, putting 28 percent down. Today, the Household Real Estate Percent Equity is 69.2 percent. In 2008, it was only 46 percent.
- A recession is correctly defined by two consecutive quarters of GDP decline, not a housing bubble. Given today's supply chain constraints, two-quarters of a reduction in spending will allow this market to balance. The same is true of housing.

✓ Quick Stats:

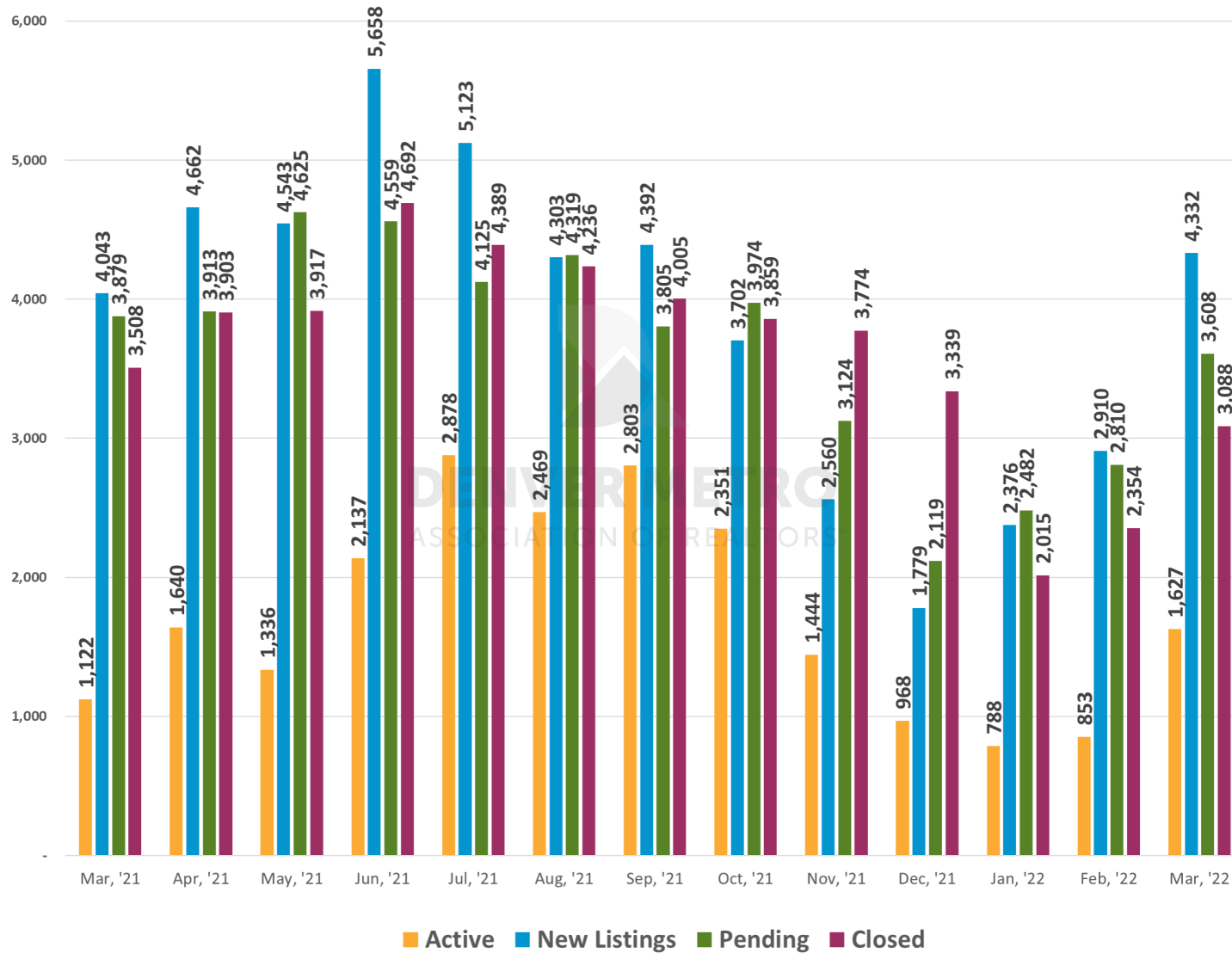
- This March, 6.4 percent of closed transactions reduced the asking price before receiving an offer. This compares to 10.8 percent in March of 2021. Those properties that reduced price spent an average of 55.4 days in the MLS compared to 8.3 days for those with no price reductions. It's clear that pricing properties correctly results in a faster sale from the start.
- The average active listings for March is 13,917 (1985-2021). Record-high March was 2006 with 27,309 listings and the record-low was set in 2021 with 1,921 listings. The historical average increase in active listings from February to March is 6.44 percent. An increase of 81.16 percent this March represents the largest percentage increase on record but only the 12th highest in the number of listings at 995.

Detached Single-Family

DMAR Market Trends | March 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

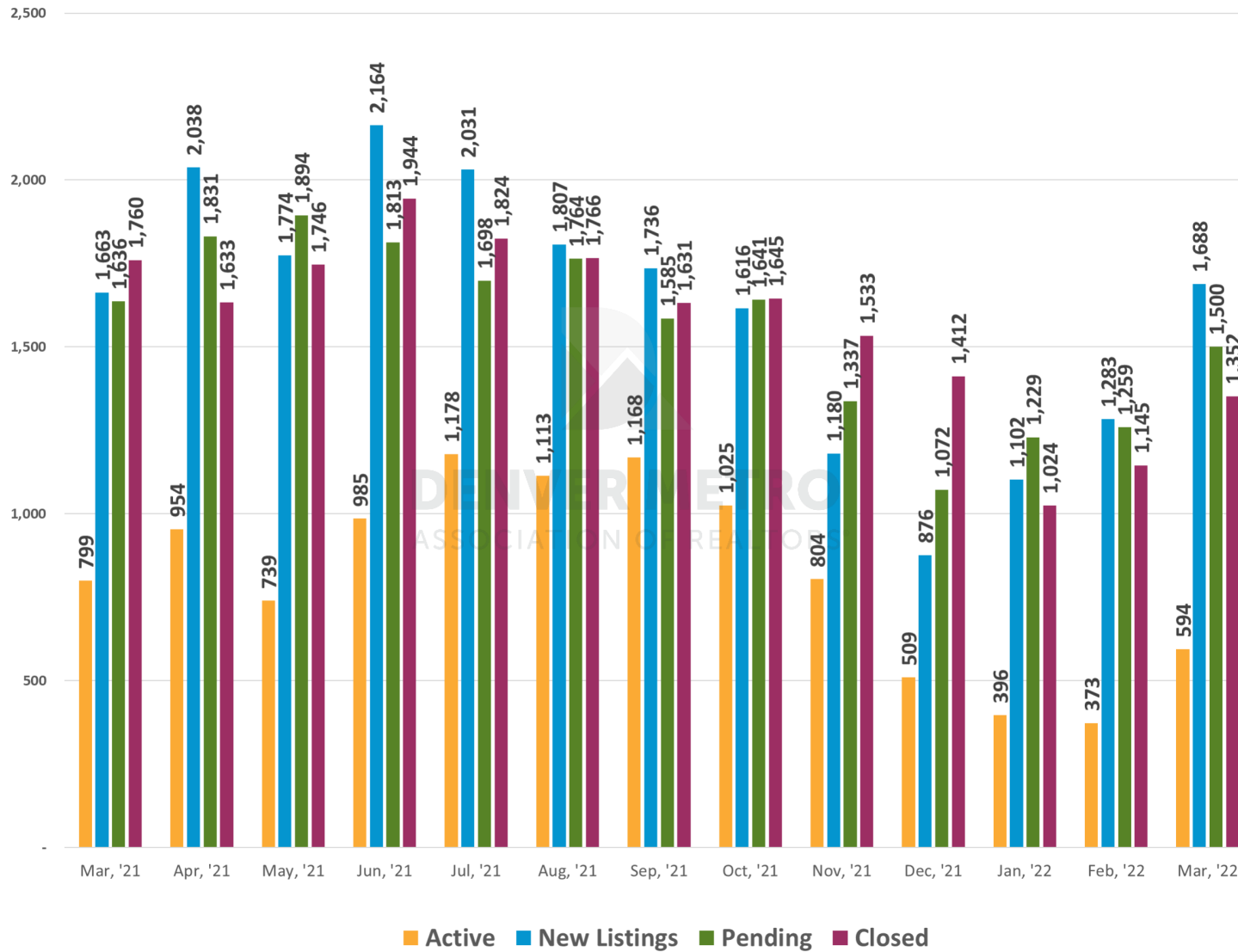


Attached Single-Family

DMAR Market Trends | March 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

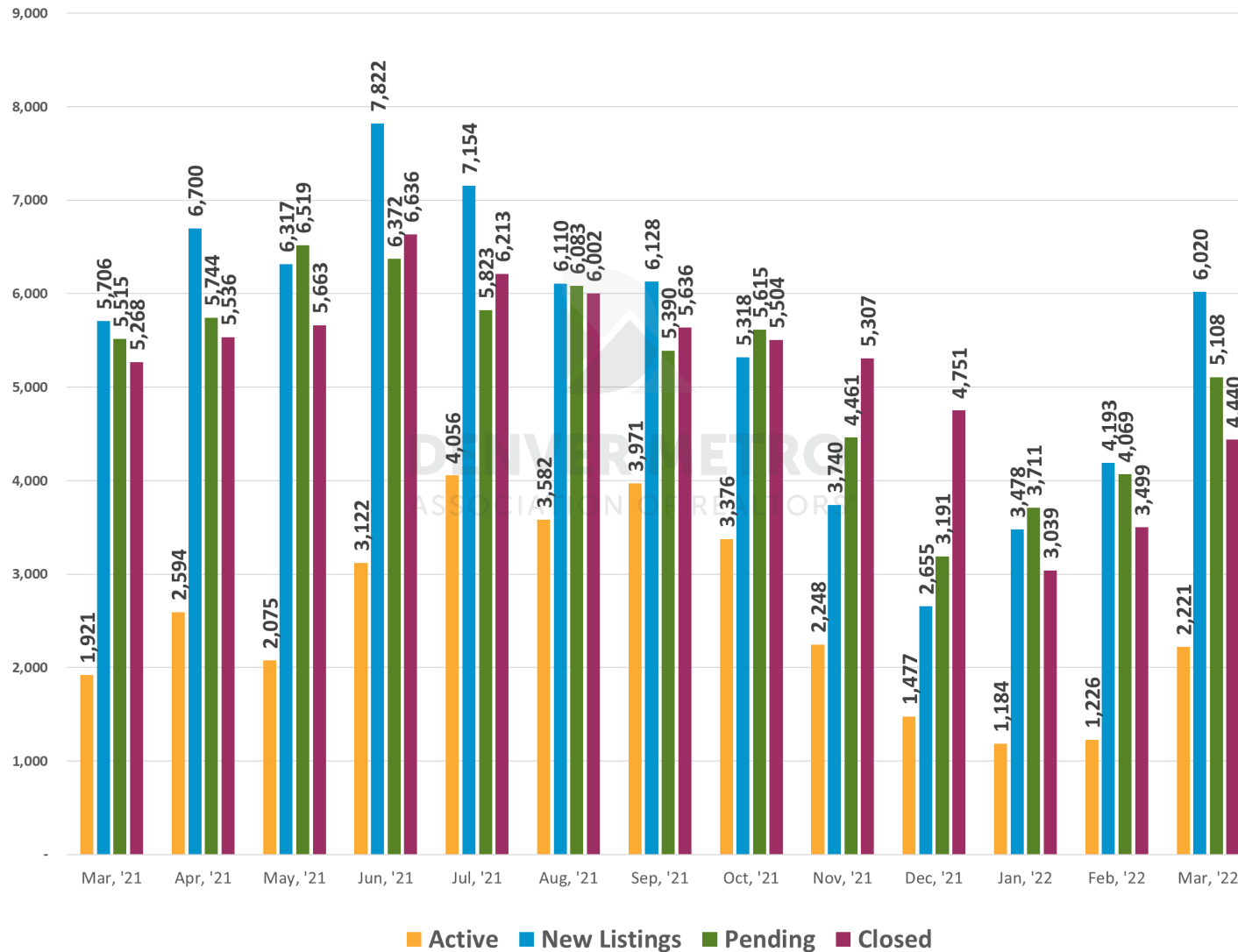


Residential (Detached + Attached)

DMAR Market Trends | March 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

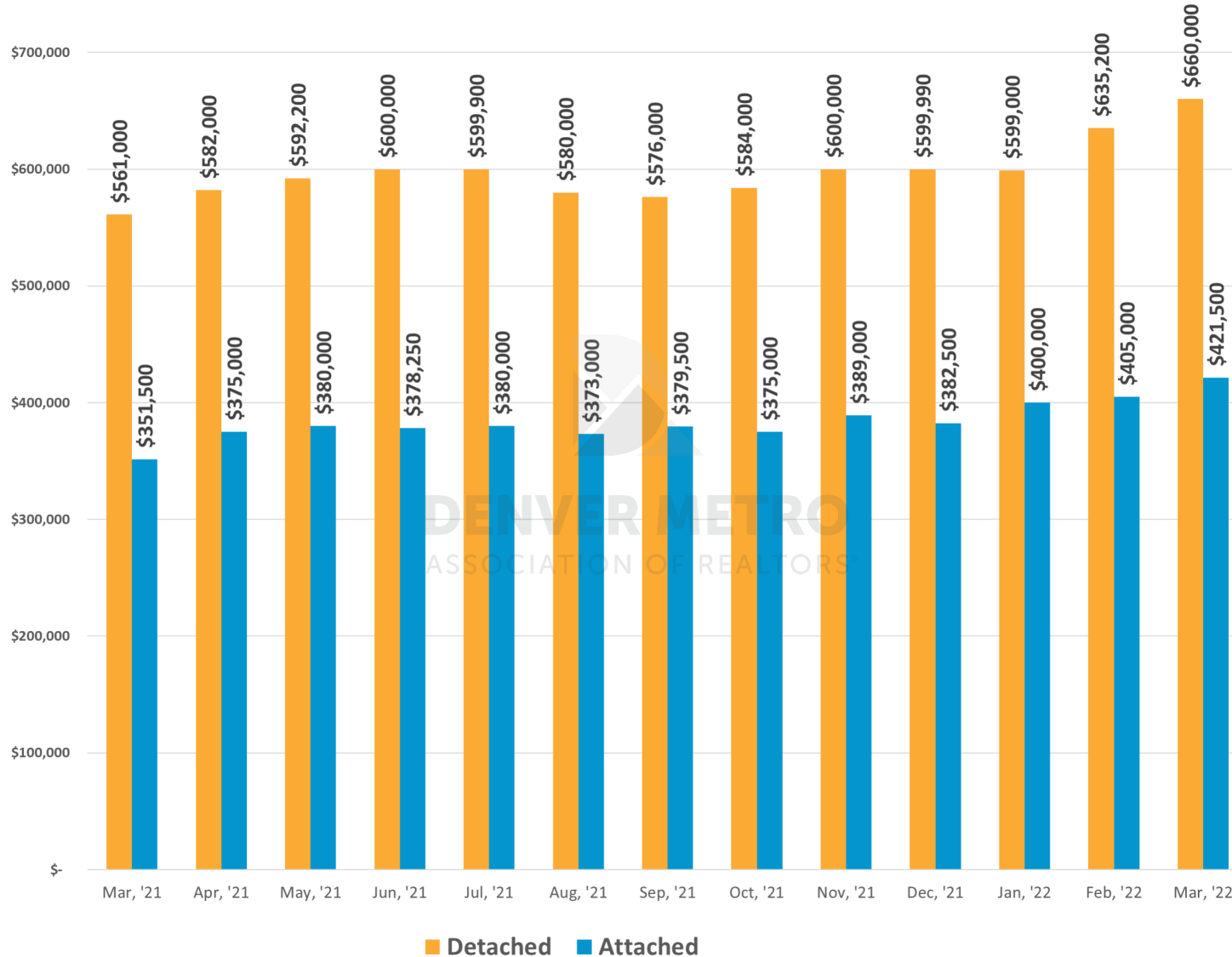


Median Close Price

DMAR Market Trends | March 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

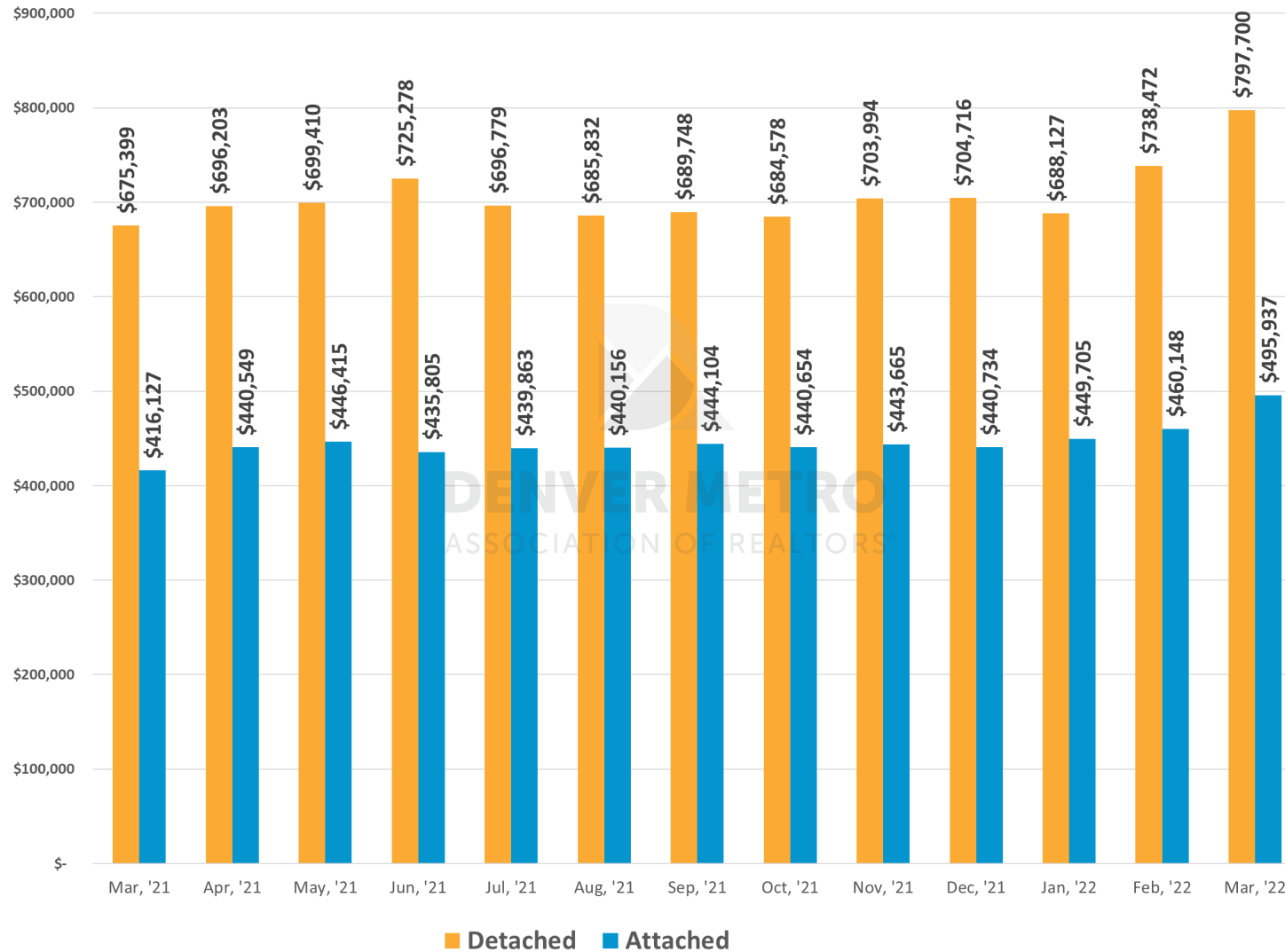


Average Close Price

DMAR Market Trends | March 2022 Data

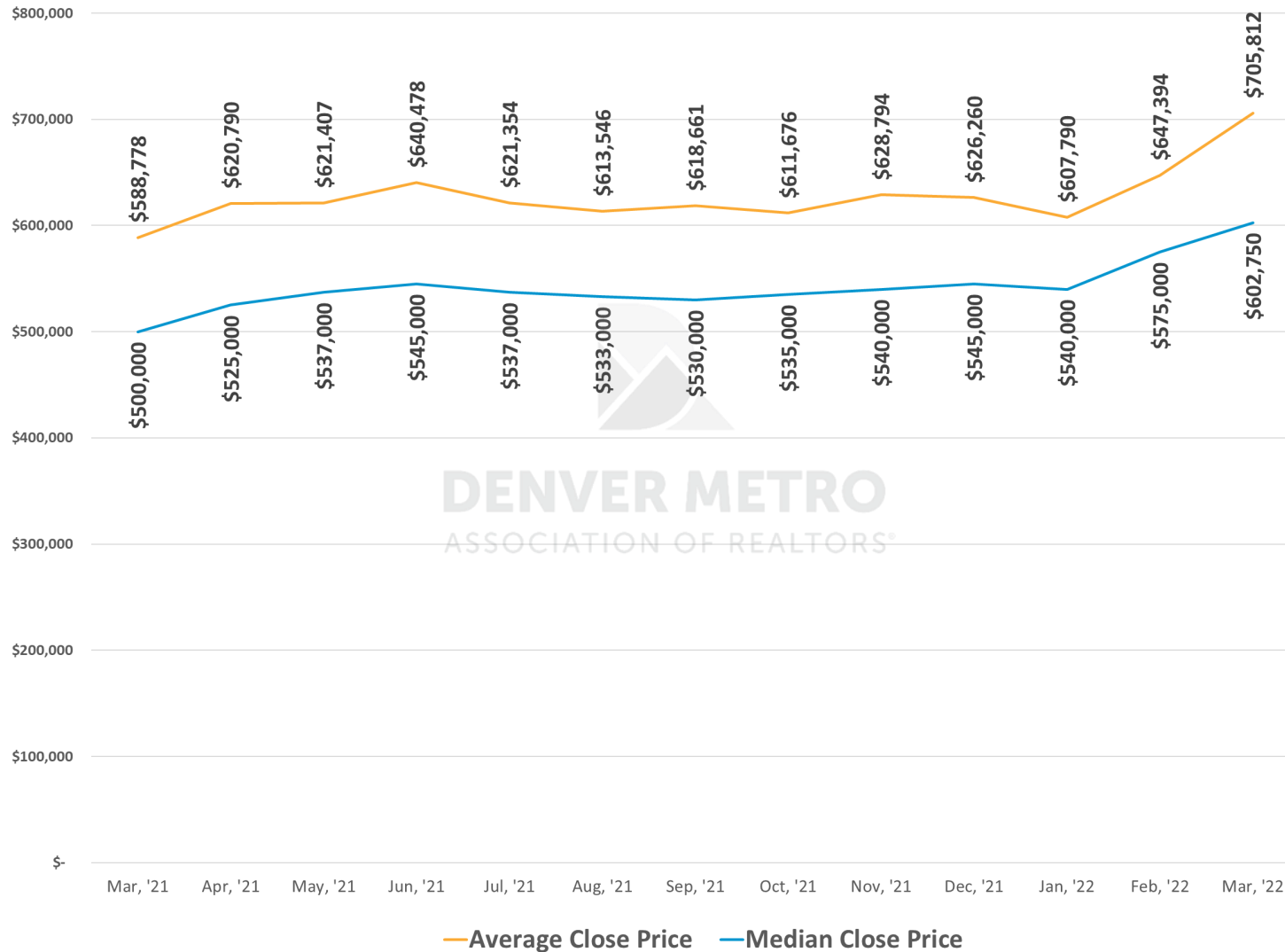
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



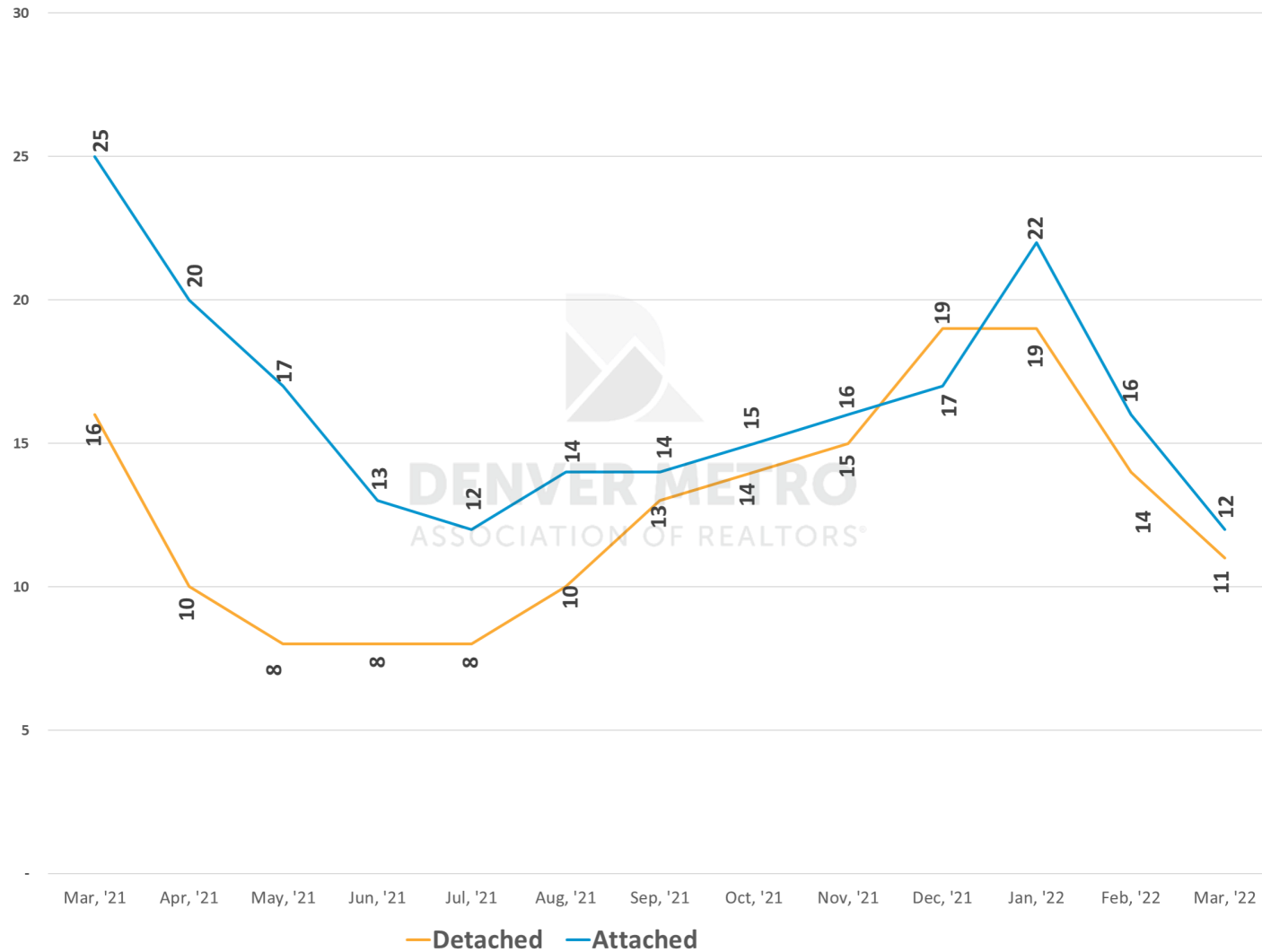
Residential Close Price

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



Average Days in MLS

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

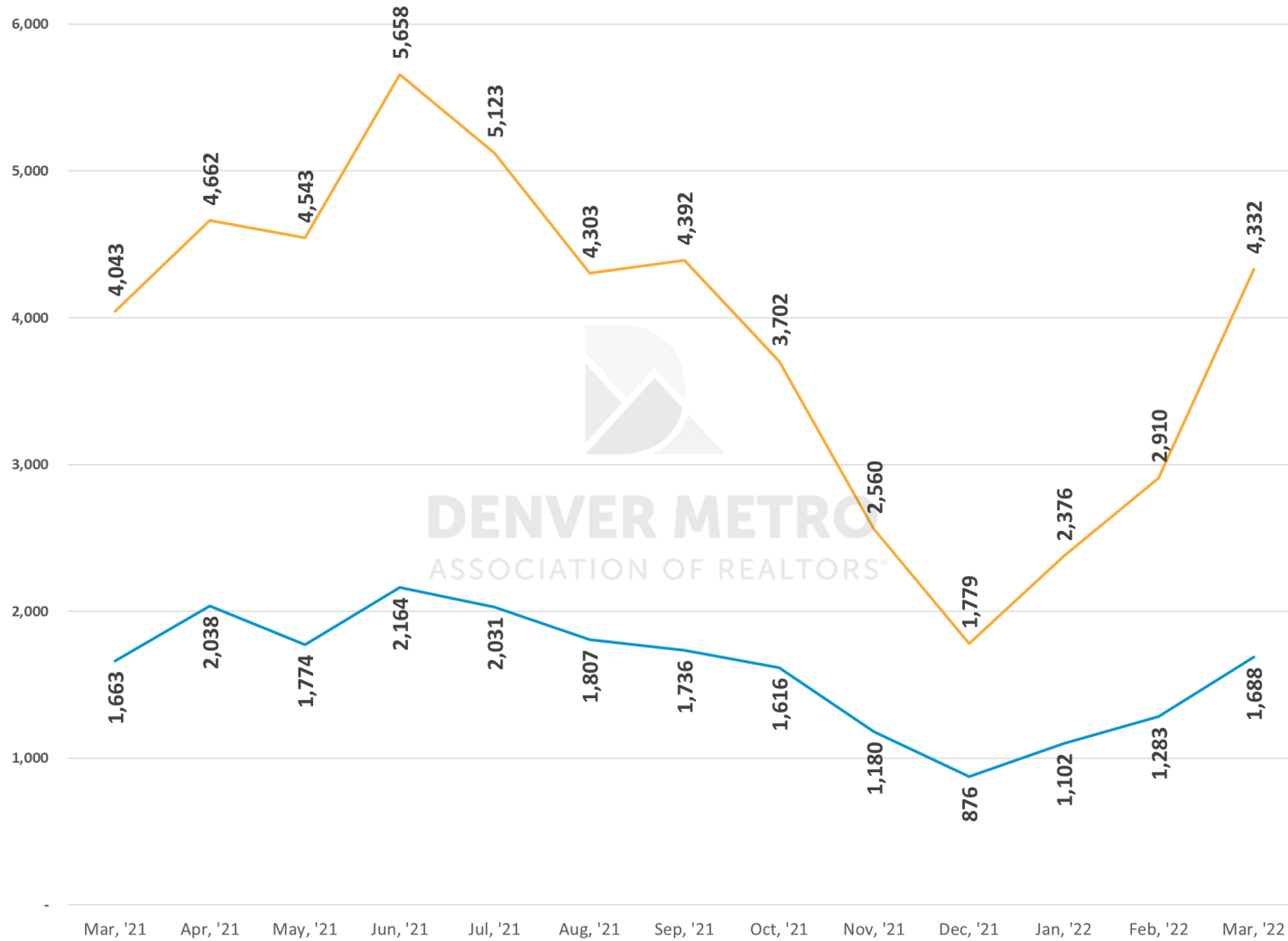


New Listings

DMAR Market Trends | March 2022 Data

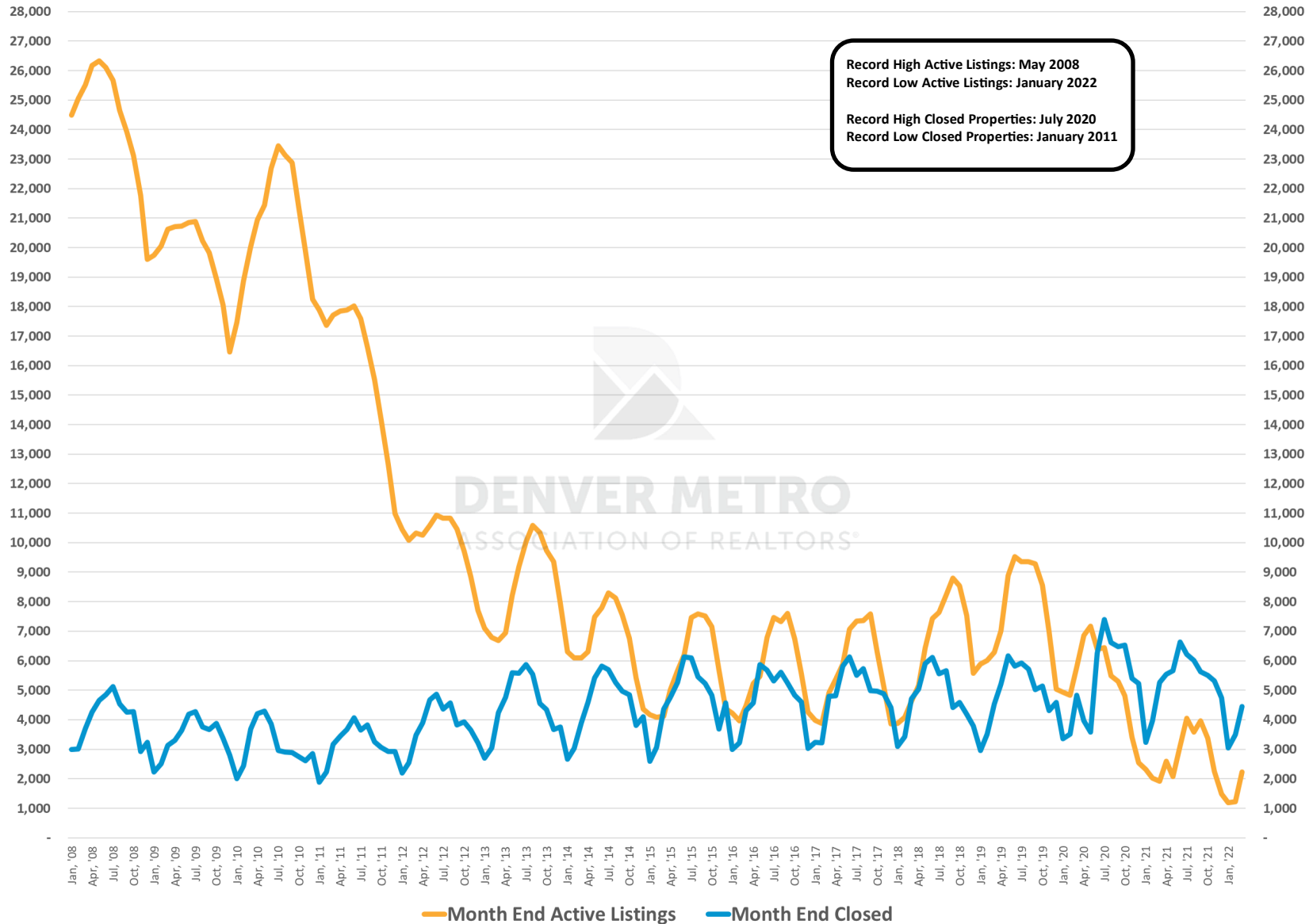
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

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



DATA SNAPSHOT

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

	Mar, '22	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	2,221	1,226	1,921	81.16%	15.62%
New Listings	6,020	4,193	5,706	43.57%	5.50%
Pending	5,108	4,069	5,515	25.53%	-7.38%
Closed	4,440	3,499	5,268	26.89%	-15.72%
Close Price - Average	\$ 705,812	\$ 647,394	\$ 588,778	9.02%	19.88%
Close Price - Median	\$ 602,750	\$ 575,000	\$ 500,000	4.83%	20.55%
Sales Volume	\$ 3,133,804,566	\$ 2,265,231,564	\$ 3,101,682,021	38.34%	1.04%
Days in MLS - Average	11	14	19	-21.43%	-42.11%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.46%	104.74%	103.32%	1.64%	3.04%
Detached					
Active Listings at Month End	1,627	853	1,122	90.74%	45.01%
New Listings	4,332	2,910	4,043	48.87%	7.15%
Pending	3,608	2,810	3,879	28.40%	-6.99%
Closed	3,088	2,354	3,508	31.18%	-11.97%
Close Price - Average	\$ 797,700	\$ 738,472	\$ 675,399	8.02%	18.11%
Close Price - Median	\$ 660,000	\$ 635,200	\$ 561,000	3.90%	17.65%
Sales Volume	\$ 2,463,298,075	\$ 1,738,362,230	\$ 2,369,298,833	41.70%	3.97%
Days in MLS - Average	11	14	16	-21.43%	-31.25%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.73%	105.11%	104.12%	1.54%	2.51%
Attached					
Active Listings at Month End	594	373	799	59.25%	-25.66%
New Listings	1,688	1,283	1,663	31.57%	1.50%
Pending	1,500	1,259	1,636	19.14%	-8.31%
Closed	1,352	1,145	1,760	18.08%	-23.18%
Close Price - Average	\$ 495,937	\$ 460,148	\$ 416,127	7.78%	19.18%
Close Price - Median	\$ 421,500	\$ 405,000	\$ 351,500	4.07%	19.91%
Sales Volume	\$ 670,506,491	\$ 526,869,334	\$ 732,383,188	27.26%	-8.45%
Days in MLS - Average	12	16	25	-25.00%	-52.00%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	105.86%	103.97%	101.74%	1.82%	4.05%

MARCH 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	2,221	1,921	5,776	6,292	4,619	15.62%	-66.74%	-8.20%	36.22%
New Listings	13,693	14,467	16,661	16,131	15,397	-5.35%	-13.17%	3.29%	4.77%
Closed	10,991	12,470	12,064	11,010	11,247	-11.86%	3.37%	9.57%	-2.11%
Close Price - Average	\$ 659,980	\$ 566,957	\$ 493,601	\$ 468,213	\$ 461,991	16.41%	14.86%	5.42%	1.35%
Close Price - Median	\$ 575,000	\$ 480,000	\$ 432,000	\$ 405,000	\$ 400,000	19.79%	11.11%	6.67%	1.25%
Sales Volume	\$ 7,253,844,292	\$ 7,069,955,554	\$ 5,954,799,593	\$ 5,155,025,934	\$ 5,196,008,434	2.60%	18.73%	15.51%	-0.79%
Days in MLS - Average	15	22	37	37	31	-31.82%	-40.54%	0.00%	19.35%
Days in MLS - Median	4	5	12	15	7	-20.00%	-58.33%	-20.00%	114.29%
Close Price/List Price	104.71%	102.18%	99.44%	99.04%	100.10%	2.48%	2.76%	0.40%	-1.06%
Detached									
Active Listings at Month End	1,627	1,122	3,829	4,314	3,416	45.01%	-70.70%	-11.24%	26.29%
New Listings	9,619	9,903	11,423	11,132	10,925	-2.87%	-13.31%	2.61%	1.89%
Closed	7,466	8,222	8,303	7,743	7,792	-9.19%	-0.98%	7.23%	-0.63%
Close Price - Average	\$ 749,295	\$ 650,197	\$ 549,030	\$ 515,781	\$ 511,676	15.24%	18.43%	6.45%	0.80%
Close Price - Median	\$ 637,000	\$ 540,000	\$ 473,000	\$ 437,500	\$ 435,000	17.96%	14.16%	8.11%	0.57%
Sales Volume	\$ 5,594,235,083	\$ 5,345,921,817	\$ 4,558,593,152	\$ 3,993,689,428	\$ 3,986,980,661	4.64%	17.27%	14.14%	0.17%
Days in MLS - Average	14	19	36	38	32	-26.32%	-47.22%	-5.26%	18.75%
Days in MLS - Median	4	4	11	15	7	0.00%	-63.64%	-26.67%	114.29%
Close Price/List Price	104.99%	102.86%	99.50%	99.01%	100.01%	2.07%	3.38%	0.49%	-1.00%
Attached									
Active Listings at Month End	594	799	1,947	1,978	1,203	-25.66%	-58.96%	-1.57%	64.42%
New Listings	4,074	4,564	5,238	4,999	4,472	-10.74%	-12.87%	4.78%	11.78%
Closed	3,525	4,248	3,761	3,267	3,455	-17.02%	12.95%	15.12%	-5.44%
Close Price - Average	\$ 470,811	\$ 405,846	\$ 371,233	\$ 355,475	\$ 349,936	16.01%	9.32%	4.43%	1.58%
Close Price - Median	\$ 410,000	\$ 345,000	\$ 317,500	\$ 299,000	\$ 295,000	18.84%	8.66%	6.19%	1.36%
Sales Volume	\$ 1,659,609,209	\$ 1,724,033,737	\$ 1,396,206,441	\$ 1,161,336,506	\$ 1,209,027,773	-3.74%	23.48%	20.22%	-3.94%
Days in MLS - Average	16	30	38	34	27	-46.67%	-21.05%	11.76%	25.93%
Days in MLS - Median	4	6	14	14	6	-33.33%	-57.14%	0.00%	133.33%
Close Price/List Price	104.13%	100.87%	99.33%	99.11%	100.30%	3.23%	1.55%	0.22%	-1.19%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	-	-		-	-	
\$100,000 to \$199,999	5	-	0.00	40	10	0.25
\$200,000 to \$299,999	8	7	0.88	202	61	0.30
\$300,000 to \$399,999	76	36	0.47	341	123	0.36
\$400,000 to \$499,999	337	150	0.45	289	99	0.34
\$500,000 to \$749,999	1,550	657	0.42	337	150	0.45
\$750,000 to \$999,999	631	376	0.60	82	69	0.84
\$1,000,000 and over	481	401	0.83	61	82	1.34
TOTALS	3,088	1,627	0.53	1,352	594	0.44

Price Range	Detached		% change	Attached		% change
	Closed Mar, '22	Closed Feb, '22		Closed Mar, '22	Closed Feb, '22	
Month-Over-Month						
\$0 to \$99,999	-	1	-100.00%	-	1	-100.00%
\$100,000 to \$199,999	5	5	0.00%	40	58	-31.03%
\$200,000 to \$299,999	8	7	14.29%	202	186	8.60%
\$300,000 to \$399,999	76	73	4.11%	341	307	11.07%
\$400,000 to \$499,999	337	320	5.31%	289	261	10.73%
\$500,000 to \$749,999	1,550	1,230	26.02%	337	233	44.64%
\$750,000 to \$999,999	631	414	52.42%	82	61	34.43%
\$1,000,000 and over	481	304	58.22%	61	38	60.53%
TOTALS	3,088	2,354	31.18%	1,352	1,145	18.08%

Price Range	Detached		% change	Attached		% change
	YTD Mar, '22	YTD Mar, '21		YTD Mar, '22	YTD Mar, '21	
Year-Over-Year						
\$0 to \$99,999	1	3	-66.67%	2	-	
\$100,000 to \$199,999	13	11	18.18%	153	358	-57.26%
\$200,000 to \$299,999	30	144	-79.17%	568	1,092	-47.99%
\$300,000 to \$399,999	256	983	-73.96%	922	1,231	-25.10%
\$400,000 to \$499,999	1,014	2,218	-54.28%	785	687	14.26%
\$500,000 to \$749,999	3,824	3,171	20.59%	767	604	26.99%
\$750,000 to \$999,999	1,352	910	48.57%	202	176	14.77%
\$1,000,000 and over	976	782	24.81%	126	100	26.00%
TOTALS	7,466	8,222	-9.19%	3,525	4,248	-17.02%

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

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

	Mar, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	713	429	453	66.20%	57.40%
Pending	516	418	421	23.44%	22.57%
Closed	542	342	416	58.48%	30.29%
Sales Volume	\$ 888,572,867	\$ 520,011,981	\$ 668,964,958	70.88%	32.83%
Days in MLS - Average	19	24	52	-20.83%	-63.46%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	107.66%	105.60%	100.81%	1.95%	6.79%
PSF Total	\$ 408	\$ 376	\$ 360	8.51%	13.33%
Detached					
New Listings	637	378	398	68.52%	60.05%
Pending	458	376	373	21.81%	22.79%
Closed	481	304	371	58.22%	29.65%
Sales Volume	\$ 791,468,626	\$ 462,238,824	\$ 597,409,949	71.23%	32.48%
Days in MLS - Average	17	21	53	-19.05%	-67.92%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	107.95%	105.69%	100.88%	2.14%	7.01%
PSF Total	\$ 386	\$ 354	\$ 334	9.04%	15.57%
Attached					
New Listings	76	51	55	49.02%	38.18%
Pending	58	42	48	38.10%	20.83%
Closed	61	38	45	60.53%	35.56%
Sales Volume	\$ 97,104,241	\$ 57,773,157	\$ 71,555,009	68.08%	35.71%
Days in MLS - Average	29	50	43	-42.00%	-32.56%
Days in MLS - Median	5	3	6	66.67%	-16.67%
Close Price/List Price	105.34%	104.87%	100.25%	0.45%	5.08%
PSF Total	\$ 588	\$ 549	\$ 569	7.10%	3.34%

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	1,472	1,105	1,062	946	870	33.21%	4.05%	12.26%	8.74%
Pending	1,228	1,050	557	590	563	16.95%	88.51%	-5.59%	4.80%
Closed	1,102	882	499	403	424	24.94%	76.75%	23.82%	-4.95%
Sales Volume	\$ 1,746,670,322	\$ 1,427,455,571	\$ 769,286,622	\$ 630,065,797	\$ 639,440,252	22.36%	85.56%	22.10%	-1.47%
Days in MLS - Average	24	58	69	72	87	-58.62%	-15.94%	-4.17%	-17.24%
Days in MLS - Median	4	10	29	29	47	-60.00%	-65.52%	0.00%	-38.30%
Close Price/List Price	105.87%	99.75%	96.87%	97.36%	97.25%	6.14%	2.97%	-0.50%	0.11%
PSF Total	\$ 393	\$ 356	\$ 363	\$ 328	\$ 300	10.39%	-1.93%	10.67%	9.33%
Detached									
New Listings	1,303	957	923	840	781	36.15%	3.68%	9.88%	7.55%
Pending	1,092	940	497	524	510	16.17%	89.13%	-5.15%	2.75%
Closed	976	782	443	362	385	24.81%	76.52%	22.38%	-5.97%
Sales Volume	\$ 1,549,185,584	\$ 1,279,397,536	\$ 686,901,818	\$ 555,120,027	\$ 578,508,823	21.09%	86.26%	23.74%	-4.04%
Days in MLS - Average	21	58	69	70	88	-63.79%	-15.94%	-1.43%	-20.45%
Days in MLS - Median	4	10	28	28	47	-60.00%	-64.29%	0.00%	-40.43%
Close Price/List Price	106.03%	99.85%	96.86%	97.38%	97.29%	6.19%	3.09%	-0.53%	0.09%
PSF Total	\$ 368	\$ 333	\$ 329	\$ 297	\$ 279	10.51%	1.22%	10.77%	6.45%
Attached									
New Listings	169	148	139	106	89	14.19%	6.47%	31.13%	19.10%
Pending	136	110	60	66	53	23.64%	83.33%	-9.09%	24.53%
Closed	126	100	56	41	39	26.00%	78.57%	36.59%	5.13%
Sales Volume	\$ 197,484,738	\$ 148,058,035	\$ 82,384,804	\$ 74,945,770	\$ 60,931,429	33.38%	79.72%	9.93%	23.00%
Days in MLS - Average	48	56	70	88	78	-14.29%	-20.00%	-20.45%	12.82%
Days in MLS - Median	4	8	53	63	49	-50.00%	-84.91%	-15.87%	28.57%
Close Price/List Price	104.59%	98.99%	96.91%	97.25%	96.81%	5.66%	2.15%	-0.35%	0.45%
PSF Total	\$ 587	\$ 534	\$ 633	\$ 601	\$ 498	9.93%	-15.64%	5.32%	20.68%

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

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

	Mar, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	959	595	568	61.18%	68.84%
Pending	738	576	549	28.13%	34.43%
Closed	713	475	516	50.11%	38.18%
Sales Volume	\$ 601,477,813	\$ 400,404,926	\$ 437,429,021	50.22%	37.50%
Days in MLS - Average	12	18	19	-33.33%	-36.84%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	107.01%	105.91%	102.86%	1.04%	4.03%
PSF Total	\$ 302	\$ 307	\$ 280	-1.63%	7.86%
Detached					
New Listings	866	524	497	65.27%	74.25%
Pending	669	502	478	33.27%	39.96%
Closed	631	414	439	52.42%	43.74%
Sales Volume	\$ 531,862,117	\$ 348,918,154	\$ 371,605,776	52.43%	43.13%
Days in MLS - Average	11	16	15	-31.25%	-26.67%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	107.23%	106.21%	103.21%	0.96%	3.89%
PSF Total	\$ 281	\$ 285	\$ 256	-1.40%	9.77%
Attached					
New Listings	93	71	71	30.99%	30.99%
Pending	69	74	71	-6.76%	-2.82%
Closed	82	61	77	34.43%	6.49%
Sales Volume	\$ 69,615,696	\$ 51,486,772	\$ 65,823,245	35.21%	5.76%
Days in MLS - Average	20	31	39	-35.48%	-48.72%
Days in MLS - Median	5	7	10	-28.57%	-50.00%
Close Price/List Price	105.31%	103.78%	100.85%	1.47%	4.42%
PSF Total	\$ 467	\$ 456	\$ 416	2.41%	12.26%

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	2,026	1,343	1,305	1,080	1,002	50.86%	2.91%	20.83%	7.78%
Pending	1,779	1,352	854	764	733	31.58%	58.31%	11.78%	4.23%
Closed	1,554	1,086	676	536	537	43.09%	60.65%	26.12%	-0.19%
Sales Volume	\$ 1,310,455,255	\$ 924,799,447	\$ 570,090,762	\$ 452,576,696	\$ 455,553,552	41.70%	62.22%	25.97%	-0.65%
Days in MLS - Average	16	29	53	57	64	-44.83%	-45.28%	-7.02%	-10.94%
Days in MLS - Median	4	5	23	25	28	-20.00%	-78.26%	-8.00%	-10.71%
Close Price/List Price	105.51%	101.80%	98.78%	98.58%	98.81%	3.64%	3.06%	0.20%	-0.23%
PSF Total	\$ 302	\$ 272	\$ 247	\$ 243	\$ 239	11.03%	10.12%	1.65%	1.67%
Detached									
New Listings	1,797	1,120	1,040	886	839	60.45%	7.69%	17.38%	5.60%
Pending	1,577	1,131	701	634	623	39.43%	61.34%	10.57%	1.77%
Closed	1,352	910	551	433	436	48.57%	65.15%	27.25%	-0.69%
Sales Volume	\$ 1,139,879,296	\$ 773,503,768	\$ 463,146,823	\$ 365,273,950	\$ 370,636,041	47.37%	67.01%	26.79%	-1.45%
Days in MLS - Average	14	24	55	57	64	-41.67%	-56.36%	-3.51%	-10.94%
Days in MLS - Median	4	5	26	25	31	-20.00%	-80.77%	4.00%	-19.35%
Close Price/List Price	105.84%	102.20%	98.73%	98.56%	98.75%	3.56%	3.51%	0.17%	-0.19%
PSF Total	\$ 279	\$ 249	\$ 224	\$ 224	\$ 217	12.05%	11.16%	0.00%	3.23%
Attached									
New Listings	229	223	265	194	163	2.69%	-15.85%	36.60%	19.02%
Pending	202	221	153	130	110	-8.60%	44.44%	17.69%	18.18%
Closed	202	176	125	103	101	14.77%	40.80%	21.36%	1.98%
Sales Volume	\$ 170,575,959	\$ 151,295,679	\$ 106,943,939	\$ 87,302,746	\$ 84,917,511	12.74%	41.47%	22.50%	2.81%
Days in MLS - Average	28	56	44	53	67	-50.00%	27.27%	-16.98%	-20.90%
Days in MLS - Median	6	12	19	24	22	-50.00%	-36.84%	-20.83%	9.09%
Close Price/List Price	103.30%	99.75%	99.00%	98.66%	99.09%	3.56%	0.76%	0.34%	-0.43%
PSF Total	\$ 457	\$ 389	\$ 346	\$ 323	\$ 336	17.48%	12.43%	7.12%	-3.87%

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

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

	Mar, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,442	1,713	1,813	42.56%	34.69%
Pending	2,099	1,632	1,700	28.62%	23.47%
Closed	1,887	1,463	1,711	28.98%	10.29%
Sales Volume	\$ 1,153,458,669	\$ 889,860,307	\$ 1,028,815,203	29.62%	12.12%
Days in MLS - Average	10	13	16	-23.08%	-37.50%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.63%	104.76%	104.50%	1.79%	2.04%
PSF Total	\$ 306	\$ 293	\$ 255	4.44%	20.00%
Detached					
New Listings	2,060	1,433	1,527	43.75%	34.91%
Pending	1,777	1,351	1,427	31.53%	24.53%
Closed	1,550	1,230	1,458	26.02%	6.31%
Sales Volume	\$ 954,771,809	\$ 751,894,963	\$ 877,944,781	26.98%	8.75%
Days in MLS - Average	9	12	12	-25.00%	-25.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.79%	105.06%	104.98%	1.65%	1.72%
PSF Total	\$ 292	\$ 279	\$ 233	4.66%	25.32%
Attached					
New Listings	382	280	286	36.43%	33.57%
Pending	322	281	273	14.59%	17.95%
Closed	337	233	253	44.64%	33.20%
Sales Volume	\$ 198,686,860	\$ 137,965,344	\$ 150,870,422	44.01%	31.69%
Days in MLS - Average	14	20	40	-30.00%	-65.00%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	105.85%	103.22%	101.71%	2.55%	4.07%
PSF Total	\$ 369	\$ 368	\$ 384	0.27%	-3.91%

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	5,524	4,249	4,353	3,883	3,419	30.01%	-2.39%	12.10%	13.57%
Pending	5,244	4,165	3,383	3,068	2,975	25.91%	23.12%	10.27%	3.13%
Closed	4,591	3,775	3,080	2,263	2,326	21.62%	22.56%	36.10%	-2.71%
Sales Volume	\$ 2,790,471,700	\$ 2,264,263,432	\$ 1,827,093,294	\$ 1,341,869,457	\$ 1,373,424,469	23.24%	23.93%	36.16%	-2.30%
Days in MLS - Average	14	20	44	46	46	-30.00%	-54.55%	-4.35%	0.00%
Days in MLS - Median	4	4	17	23	15	0.00%	-76.47%	-26.09%	53.33%
Close Price/List Price	104.83%	103.19%	99.42%	98.98%	99.63%	1.59%	3.79%	0.44%	-0.65%
PSF Total	\$ 292	\$ 250	\$ 220	\$ 210	\$ 212	16.80%	13.64%	4.76%	-0.94%
Detached									
New Listings	4,643	3,576	3,637	3,240	2,866	29.84%	-1.68%	12.25%	13.05%
Pending	4,373	3,471	2,870	2,648	2,519	25.99%	20.94%	8.38%	5.12%
Closed	3,824	3,171	2,632	1,965	1,934	20.59%	20.48%	33.94%	1.60%
Sales Volume	\$ 2,339,013,390	\$ 1,902,084,231	\$ 1,560,700,228	\$ 1,165,068,514	\$ 1,142,512,890	22.97%	21.87%	33.96%	1.97%
Days in MLS - Average	13	15	42	46	43	-13.33%	-64.29%	-8.70%	6.98%
Days in MLS - Median	4	4	16	22	14	0.00%	-75.00%	-27.27%	57.14%
Close Price/List Price	105.01%	103.60%	99.43%	99.00%	99.63%	1.36%	4.19%	0.43%	-0.63%
PSF Total	\$ 278	\$ 229	\$ 197	\$ 193	\$ 189	21.40%	16.24%	2.07%	2.12%
Attached									
New Listings	881	673	716	643	553	30.91%	-6.01%	11.35%	116.27%
Pending	871	694	513	420	456	25.50%	35.28%	22.14%	-7.89%
Closed	767	604	448	298	392	26.99%	34.82%	50.34%	-23.98%
Sales Volume	\$ 451,458,310	\$ 362,179,201	\$ 266,393,066	\$ 176,800,943	\$ 230,911,579	24.65%	35.96%	50.67%	-23.43%
Days in MLS - Average	20	46	47	49	59	-56.52%	-2.13%	-4.08%	-16.95%
Days in MLS - Median	4	9	23	26	19	-55.56%	-60.87%	-11.54%	36.84%
Close Price/List Price	103.92%	101.00%	99.35%	98.86%	99.63%	2.89%	1.66%	0.50%	-0.77%
PSF Total	\$ 364	\$ 361	\$ 352	\$ 323	\$ 330	0.83%	2.56%	8.98%	-2.12%

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

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

	Mar, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,565	1,163	2,274	34.57%	-31.18%
Pending	1,416	1,142	2,261	23.99%	-37.37%
Closed	1,043	961	2,022	8.53%	-48.42%
Sales Volume	\$ 429,403,899	\$ 394,918,943	\$ 826,935,914	8.73%	-48.07%
Days in MLS - Average	9	11	14	-18.18%	-35.71%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.90%	104.58%	103.71%	1.26%	2.11%
PSF Total	\$ 337	\$ 323	\$ 273	4.33%	23.44%
Detached					
New Listings	752	561	1,572	34.05%	-52.16%
Pending	684	565	1,552	21.06%	-55.93%
Closed	413	393	1,197	5.09%	-65.50%
Sales Volume	\$ 182,212,923	\$ 172,561,993	\$ 511,759,877	5.59%	-64.39%
Days in MLS - Average	9	11	9	-18.18%	0.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	104.54%	104.16%	104.58%	0.36%	-0.04%
PSF Total	\$ 340	\$ 319	\$ 255	6.58%	33.33%
Attached					
New Listings	813	602	702	35.05%	15.81%
Pending	732	577	709	26.86%	3.24%
Closed	630	568	825	10.92%	-23.64%
Sales Volume	\$ 247,190,976	\$ 222,356,950	\$ 315,176,037	11.17%	-21.57%
Days in MLS - Average	9	11	21	-18.18%	-57.14%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.78%	104.87%	102.45%	1.82%	4.23%
PSF Total	\$ 336	\$ 326	\$ 300	3.07%	12.00%

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	3,748	6,079	7,516	7,484	7,087	-38.35%	-19.12%	0.43%	5.60%
Pending	3,665	6,084	6,576	6,811	6,368	-39.76%	-7.48%	-3.45%	6.96%
Closed	2,977	5,119	5,782	5,684	5,538	-41.84%	-11.47%	1.72%	2.64%
Sales Volume	\$ 1,225,469,487	\$ 2,076,833,543	\$ 2,310,822,295	\$ 2,225,316,280	\$ 2,217,317,790	-40.99%	-10.13%	3.84%	0.36%
Days in MLS - Average	11	16	30	32	23	-31.25%	-46.67%	-6.25%	39.13%
Days in MLS - Median	4	4	9	13	6	0.00%	-55.56%	-30.77%	116.67%
Close Price/List Price	104.39%	102.61%	99.91%	99.36%	100.49%	1.73%	2.70%	0.55%	-1.12%
PSF Total	\$ 322	\$ 261	\$ 219	\$ 206	\$ 201	23.37%	19.18%	6.31%	2.49%
Detached									
New Listings	1,829	4,099	5,390	5,641	5,600	-55.38%	-23.95%	-4.45%	0.73%
Pending	1,796	4,031	4,926	5,303	5,051	-55.45%	-18.17%	-7.11%	4.99%
Closed	1,270	3,201	4,295	4,505	4,388	-60.32%	-25.47%	-4.66%	2.67%
Sales Volume	\$ 555,934,797	\$ 1,350,823,726	\$ 1,751,106,919	\$ 1,783,478,242	\$ 1,783,478,242	-58.84%	-22.86%	-1.82%	0.00%
Days in MLS - Average	11	11	28	32	22	0.00%	-60.71%	-12.50%	45.45%
Days in MLS - Median	4	4	8	13	6	0.00%	-50.00%	-38.46%	116.67%
Close Price/List Price	103.58%	103.26%	100.02%	99.35%	100.51%	0.31%	3.24%	0.67%	-1.15%
PSF Total	\$ 321	\$ 247	\$ 205	\$ 193	\$ 186	29.96%	20.49%	6.22%	3.76%
Attached									
New Listings	1,919	1,980	2,126	1,843	1,487	-3.08%	-6.87%	15.36%	23.94%
Pending	1,869	2,053	1,650	1,508	1,317	-8.96%	24.42%	9.42%	14.50%
Closed	1,707	1,918	1,487	1,179	1,150	-11.00%	28.98%	26.12%	2.52%
Sales Volume	\$ 669,534,690	\$ 726,009,817	\$ 559,715,376	\$ 441,838,038	\$ 433,839,548	-7.78%	29.71%	26.68%	1.84%
Days in MLS - Average	11	24	37	34	28	-54.17%	-35.14%	8.82%	21.43%
Days in MLS - Median	4	5	13	14	7	-20.00%	-61.54%	-7.14%	100.00%
Close Price/List Price	104.99%	101.53%	99.57%	99.43%	100.39%	3.41%	1.97%	0.14%	-0.96%
PSF Total	\$ 323	\$ 285	\$ 262	\$ 254	\$ 258	13.33%	8.78%	3.15%	-1.55%