

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



# Denver Metro Real Estate Market Trends Report

September 2022

# MARKET OVERVIEW

The September report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the August 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	6,939	-5.73%	93.72%
Closed Homes	4,221	-5.93%	-30.21%
Close Price - Average	\$657,284	-4.53%	6.78%
Close Price - Median	\$579,900	-2.54%	8.49%
Days in MLS - Average	19	46.15%	72.73%



## Detached

Active Listings at Month End	5,298	-6.23%	114.58%
Closed Homes	2,944	-6.45%	-31.04%
Close Price - Average	\$744,589	-4.39%	8.11%
Close Price - Median	\$645,000	-0.77%	11.21%
Days in MLS - Average	20	42.86%	100.00%



## Attached

Active Listings at Month End	1,641	-4.09%	47.44%
Closed Homes	1,277	-4.70%	-28.22%
Close Price - Average	\$456,013	-4.25%	3.66%
Close Price - Median	\$400,000	-2.20%	7.82%
Days in MLS - Average	15	15.38%	7.14%

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# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- Price reductions are on the rise. If you need to reduce the price on a listing, it's helpful for home sellers to see similar price reductions in their direct area, so they understand they are not alone when it comes to sellers grappling with price reductions.
- Typically, resort markets are more volatile, but that is changing due to two structural changes: 1) Remote workers are moving to resorts. 2) Short-term rentals (VRBO and Airbnb) have changed the economics as people can now own a second home and cover some or the majority of the holding cost in some resort towns.
- Careful analysis of the market for pricing, longer showing windows (think 45 minutes to two hours), strategically marketed open houses, inspection negotiations, offers considered upon receipt (instead of all offers due by a certain deadline) and other pre-pandemic norms will instill more confidence in buyers and sellers and less stress for everyone.

## ✓ Local News:

- Two Colorado cities made U.S. News & World Report's list of *Top 10 Best Places to Live in the U.S. for 2022-2023*. Colorado Springs ranked second and Boulder came in fourth.
- People moving to Denver are coming armed with homebuying budgets 12 percent larger than what locals have, according to a new Redfin analysis. That gap puts Denver in the top 10 cities nationwide where the purchasing power of out-of-towners outpaces that of existing residents — a factor that's significantly driving up home prices and critically limiting housing supply.
- A new ballot measure that would generate \$270 million annually for affordable housing is headed for Colorado voter review after qualifying for the November 2022 ballot.
- Between 2020 and 2021, the U.S. Census Bureau estimated Denver's population dipped for the first time in at least 10 years, which is likely related to remote workers who arrived during the pandemic and then left after the return to normalcy. Former Denverites were overwhelmingly likely to stay close to the city and just jump over the nearest border to another town. Those who lived in west Denver neighborhoods mostly ended up in Lakewood or Arvada, a little further west. People from east Denver neighborhoods crossed the eastern border to Aurora. Many people who ended up in Englewood and Littleton previously lived in south Denver.
- President Biden's decision to waive up to \$20,000 in student loan debt will come as a welcome relief to an estimated 771,000 Coloradans who collectively owe approximately \$29 billion in student loans. With extra cash in their pockets, will this entice buyers to enter the housing market - trading student loan payments for mortgage payments?

## ✓ National News:

- According to the Nicole Bachaud, senior economist at Zillow, "Falling prices

should bring demand back to the market and pressure prices to go right back up, especially as inventory is stabilizing at a much lower level than the pre-pandemic norm."

- "The Fed is getting what it wants," said Matthew Walsh, an economist at Moody's Analytics in West Chester, Pennsylvania. "The housing market needed to cool, and higher interest rates were the only thing that was going to accomplish that."
- Fannie Mae's Economic & Strategic Research Group expects total home sales to decrease by 16.2 percent in 2022, a further downward revision from July's projected drop of 15.6 percent.
- According to the Chief Economist for the National Association of Realtors®, Lawrence Yun, we're witnessing a housing recession in terms of declining home sales and home building. It's not a recession in home prices. Inventory remains tight and prices continue to rise nationally with nearly 40 percent of homes still commanding the full list price.
- According to the Pew Research Center, in 2021, 25 percent of 25- to 34-year-old adults were living in a multigenerational family household. In 2017, 32 percent of the adult U.S. population was living in a shared household, which is defined as a household with at least one 'extra adult' who is not the household head, the spouse or partner of the head or an 18- to 24-year-old student.
- It is estimated that 250,000 or more Realtors® will exit the market. Consumers are looking for quality real estate experts who can help them with the biggest financial decision they make in their lives, not part-timers whose side gig is real estate.

## ✓ Rental News:

- Like home prices, rents are still much higher than pre-pandemic. According to Zillow's data, typical rent in the U.S. crossed the \$2,000 per month threshold for the first time. In Denver, monthly rent is now around \$2,005, up 20.4 percent since June 2019.

## ✓ Quick Stats:

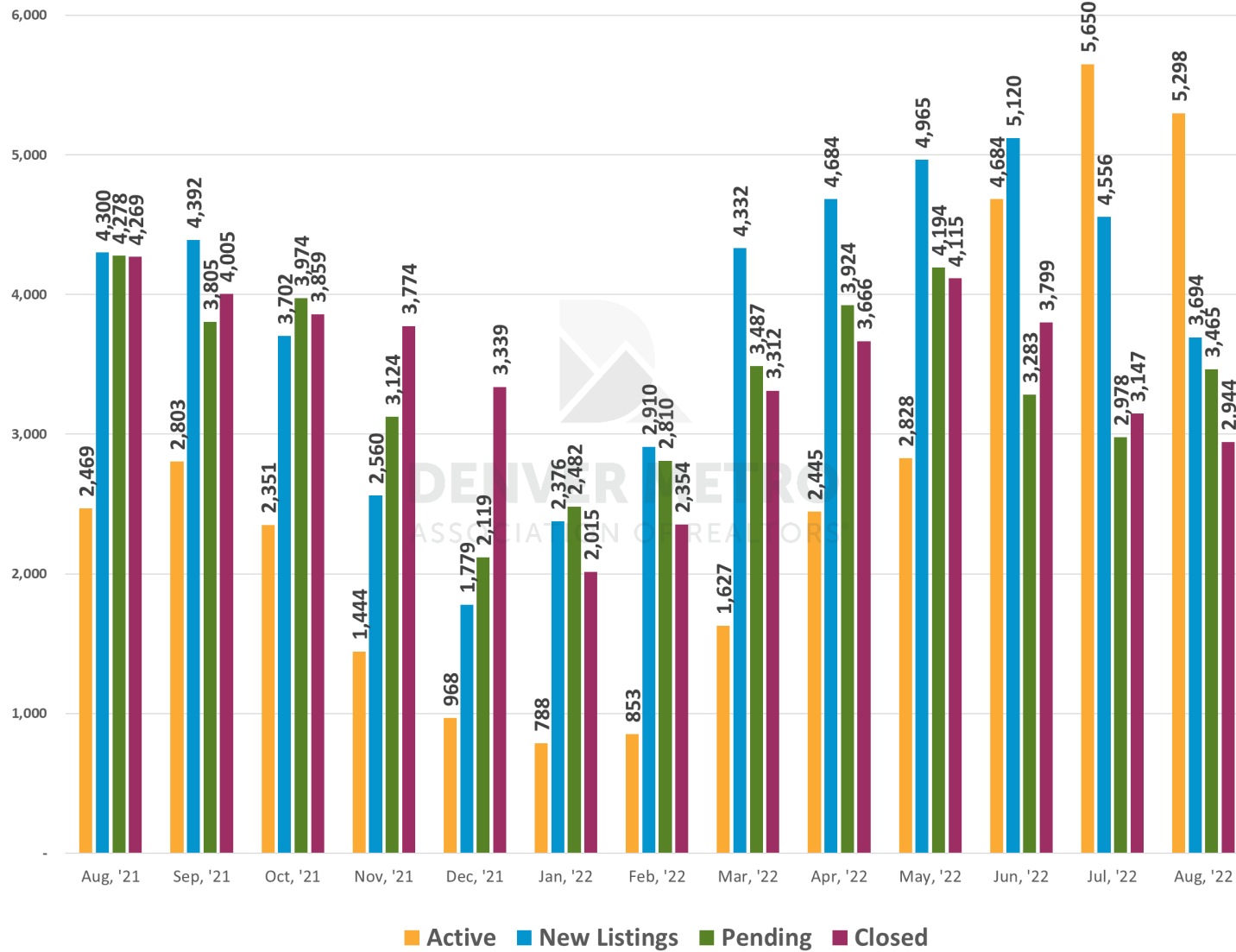
- Average active listings for August are 15,900 (1985-2021).
- Record-high August was 2006 with 31,664 listings and the record-low was set last year with 3,582 listings.
- The historical average decrease in active listings from July to August is 1.32 percent. A decrease of 5.73 percent this year represents a healthy decrease in housing inventory.
- In July 2022, 29.2 percent of the properties that closed paid a seller concession. This shows a 6.3 percent increase from 22.9 percent last July. The average concession was \$5,015 compared to \$3,761 last year. A sampling of August's data shows the closing percentage with a concession around 35.7 percent. Competition for buyers is heating up—expect more deals to contain a seller concession.

# Detached Single-Family

DMAR Market Trends | August 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

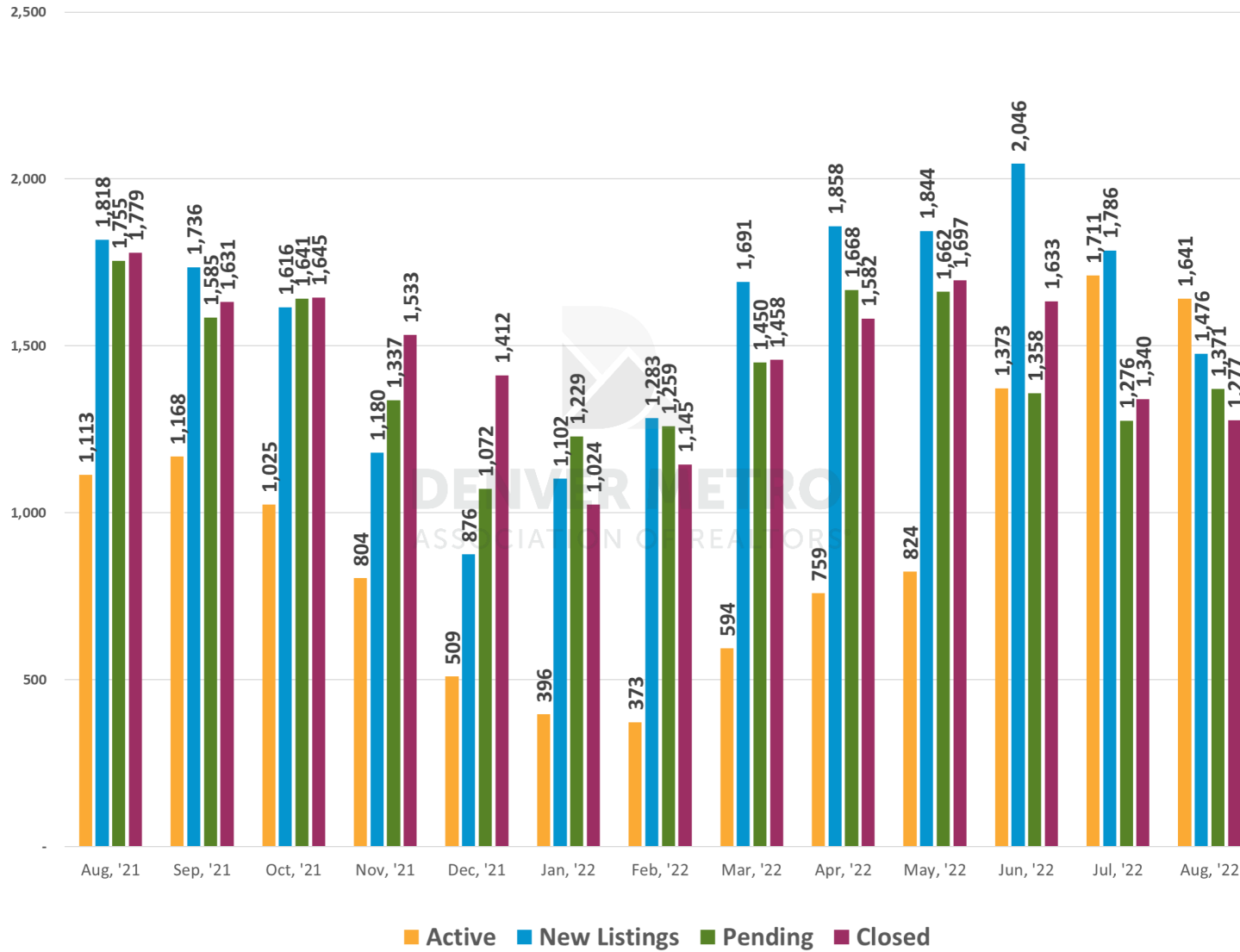


# Attached Single-Family

**DMAR Market Trends | August 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

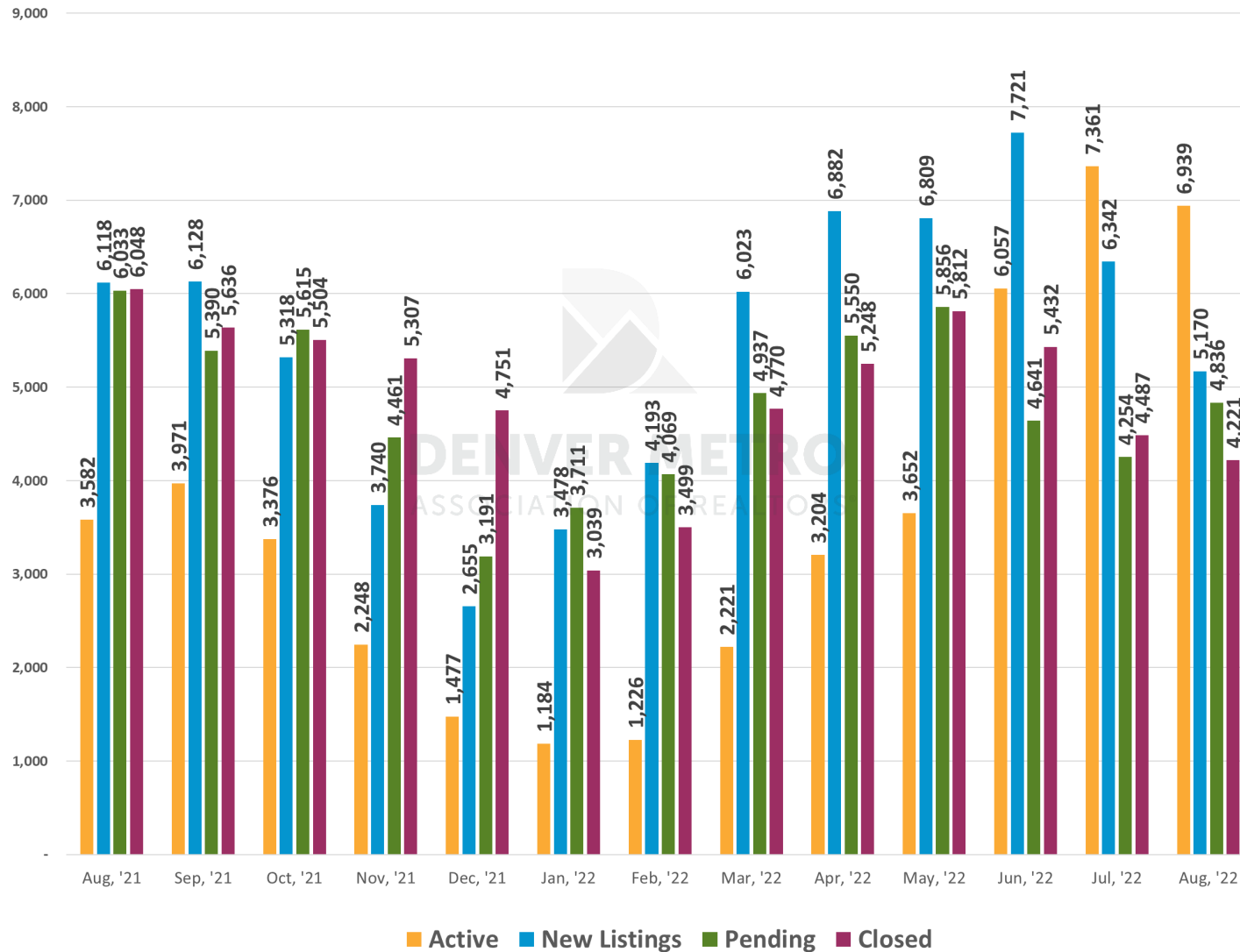


# Residential (Detached + Attached)

**DMAR Market Trends | August 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

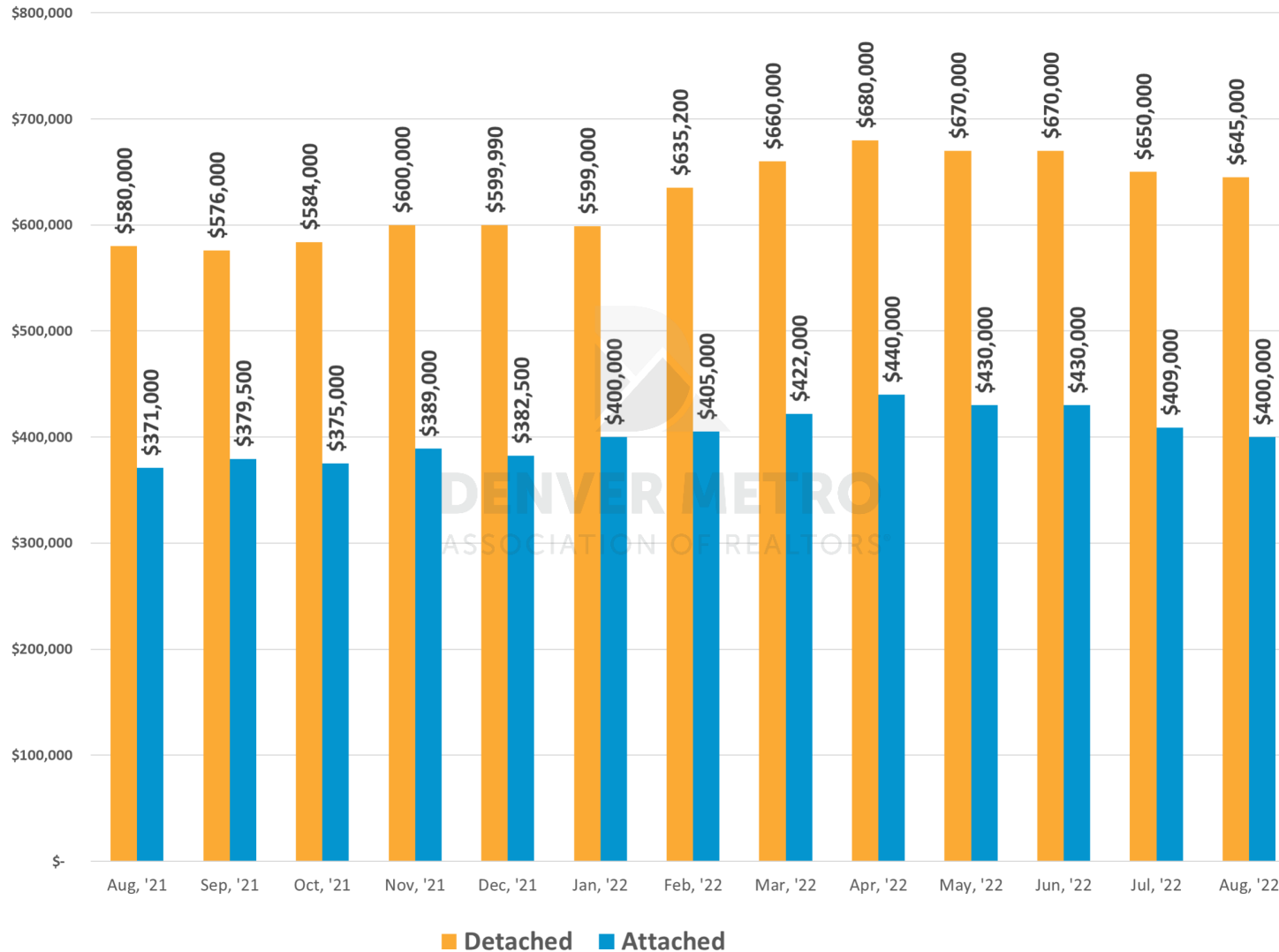


# Median Close Price

**DMAR Market Trends | August 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

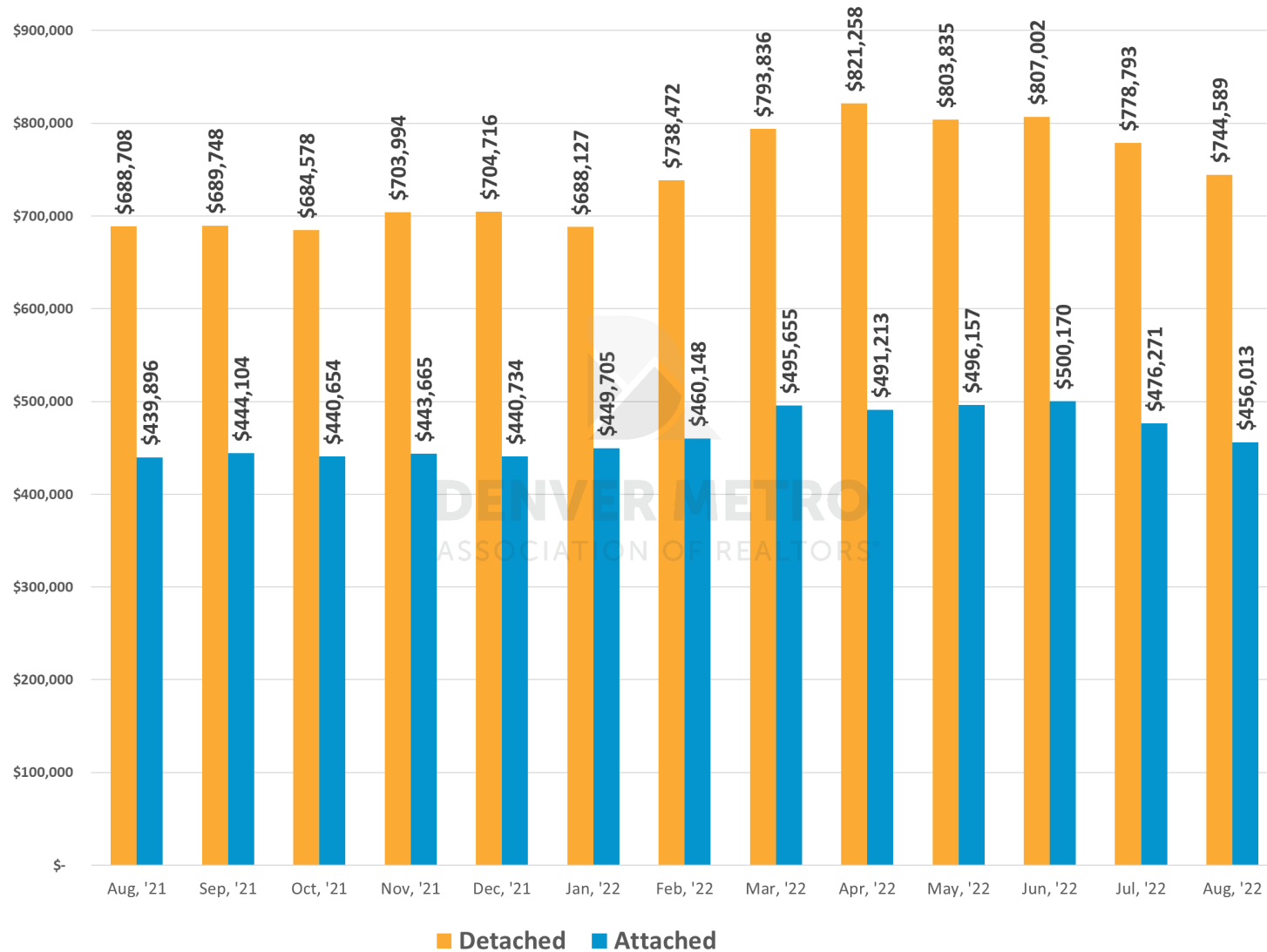


# Average Close Price

**DMAR Market Trends | August 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



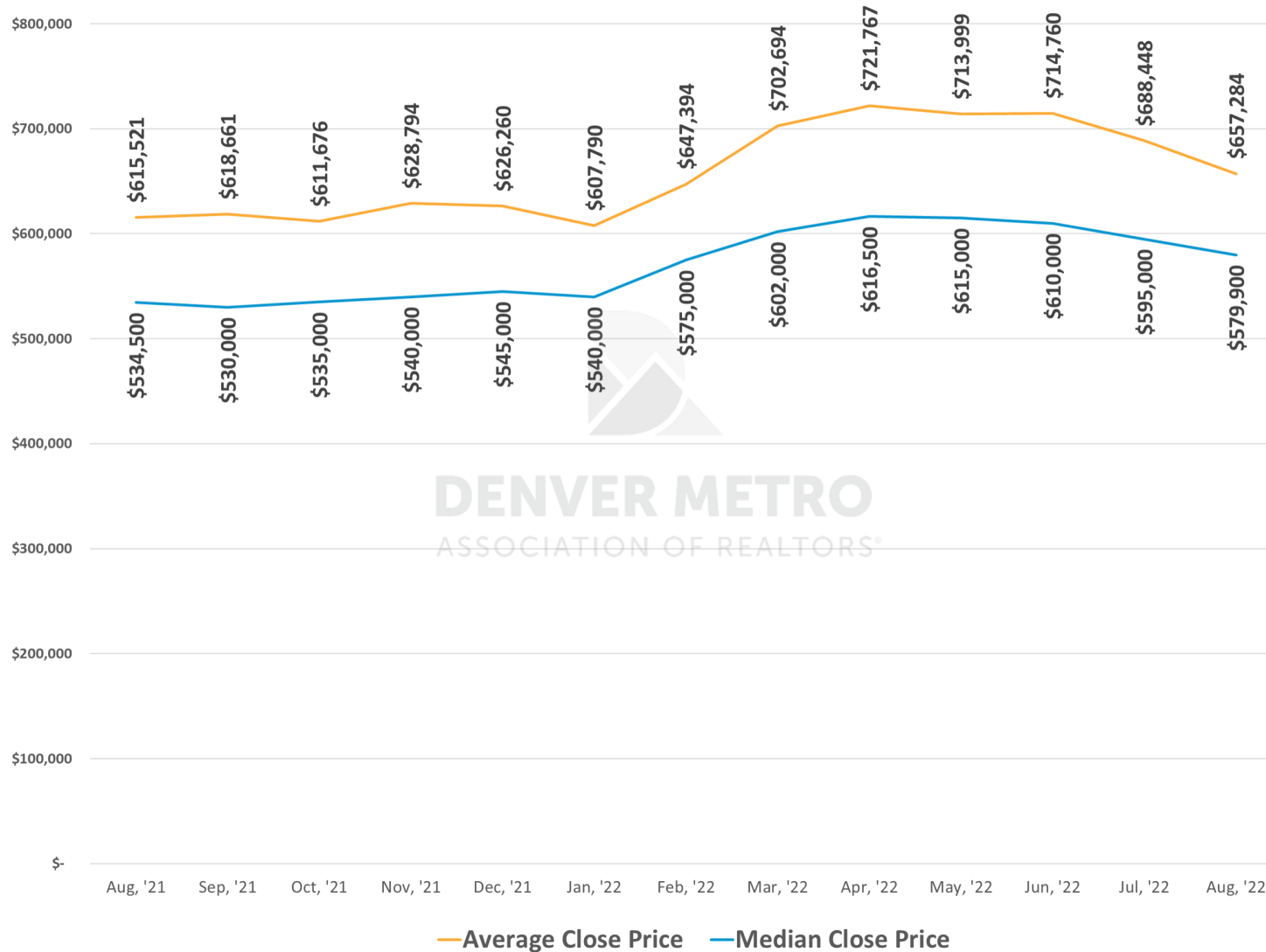


# Residential Close Price

**DMAR Market Trends | August 2022 Data**

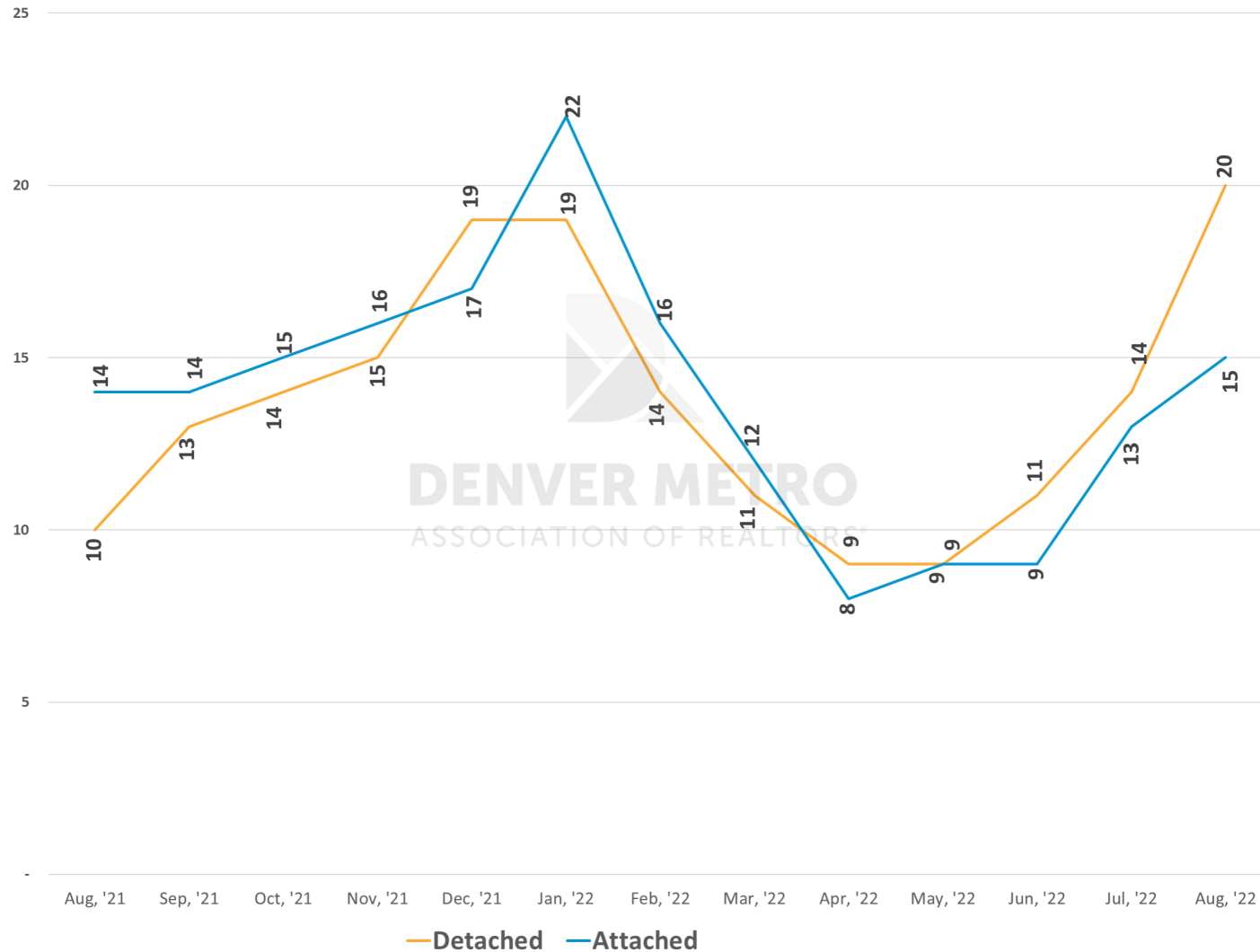
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com


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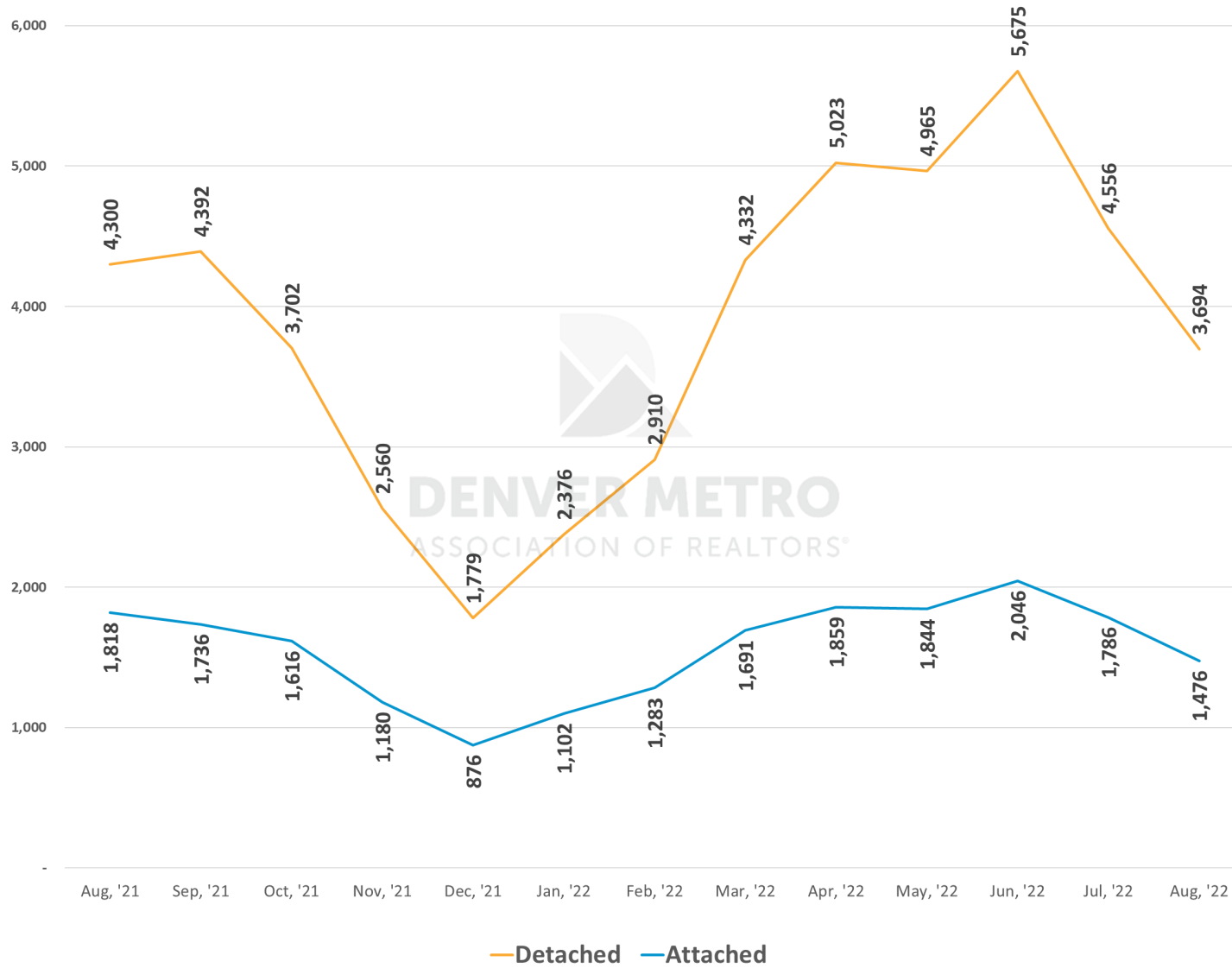
# Average Days in MLS

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



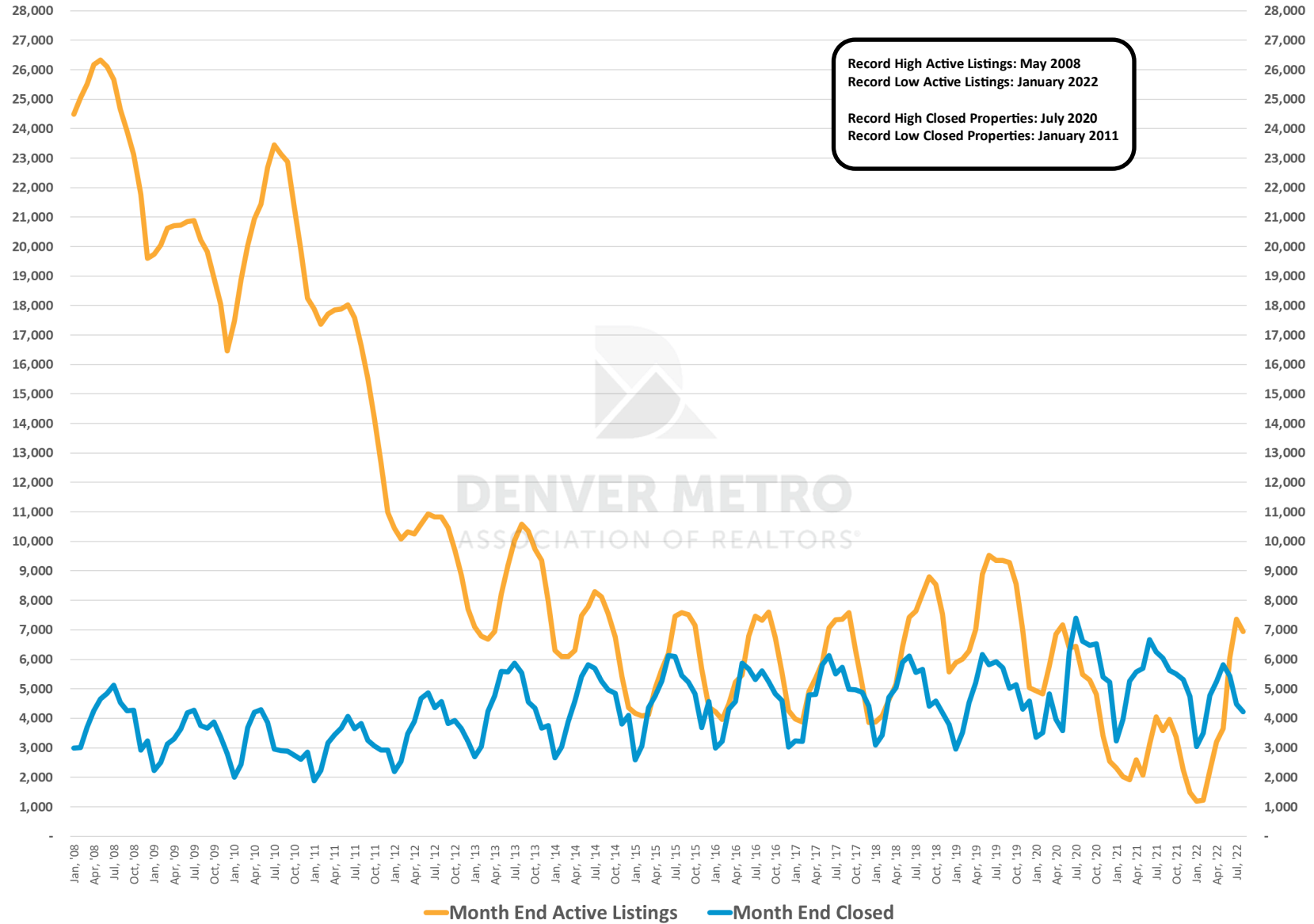
# New Listings

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



# DATA SNAPSHOT

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

	Aug, '22	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	6,939	7,361	3,582	-5.73%	93.72%
New Listings	5,170	6,342	6,118	-18.48%	-15.50%
Pending	4,836	4,254	6,033	13.68%	-19.84%
Closed	4,221	4,487	6,048	-5.93%	-30.21%
Close Price - Average	\$ 657,284	\$ 688,448	\$ 615,521	-4.53%	6.78%
Close Price - Median	\$ 579,900	\$ 595,000	\$ 534,500	-2.54%	8.49%
Sales Volume	\$ 2,774,397,401	\$ 3,089,066,398	\$ 3,722,669,891	-10.19%	-25.47%
Days in MLS - Average	19	13	11	46.15%	72.73%
Days in MLS - Median	11	6	5	83.33%	120.00%
Close Price/List Price	99.41%	100.77%	102.52%	-1.35%	-3.03%
<b>Detached</b>					
Active Listings at Month End	5,298	5,650	2,469	-6.23%	114.58%
New Listings	3,694	4,556	4,300	-18.92%	-14.09%
Pending	3,465	2,978	4,278	16.35%	-19.00%
Closed	2,944	3,147	4,269	-6.45%	-31.04%
Close Price - Average	\$ 744,589	\$ 778,793	\$ 688,708	-4.39%	8.11%
Close Price - Median	\$ 645,000	\$ 650,000	\$ 580,000	-0.77%	11.21%
Sales Volume	\$ 2,192,068,618	\$ 2,450,863,119	\$ 2,940,095,681	-10.56%	-25.44%
Days in MLS - Average	20	14	10	42.86%	100.00%
Days in MLS - Median	12	7	5	71.43%	140.00%
Close Price/List Price	99.16%	100.69%	102.74%	-1.52%	-3.48%
<b>Attached</b>					
Active Listings at Month End	1,641	1,711	1,113	-4.09%	47.44%
New Listings	1,476	1,786	1,818	-17.36%	-18.81%
Pending	1,371	1,276	1,755	7.45%	-21.88%
Closed	1,277	1,340	1,779	-4.70%	-28.22%
Close Price - Average	\$ 456,013	\$ 476,271	\$ 439,896	-4.25%	3.66%
Close Price - Median	\$ 400,000	\$ 409,000	\$ 371,000	-2.20%	7.82%
Sales Volume	\$ 582,328,783	\$ 638,203,279	\$ 782,574,210	-8.75%	-25.59%
Days in MLS - Average	15	13	14	15.38%	7.14%
Days in MLS - Median	8	5	5	60.00%	60.00%
Close Price/List Price	99.98%	100.97%	101.98%	-0.98%	-1.96%

# AUGUST 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	6,939	3,582	5,496	9,350	8,228	93.72%	-34.83%	-41.22%	13.64%
New Listings	46,675	48,467	50,505	53,442	50,851	-3.70%	-4.04%	-5.50%	5.10%
Closed	36,631	42,733	39,868	39,842	39,529	-14.28%	7.19%	0.07%	0.79%
Close Price - Average	\$ 689,023	\$ 607,954	\$ 512,145	\$ 488,118	\$ 478,112	13.33%	18.71%	4.92%	2.09%
Close Price - Median	\$ 599,000	\$ 520,000	\$ 445,050	\$ 420,000	\$ 414,000	15.19%	16.84%	5.96%	1.45%
Sales Volume	\$ 25,239,616,449	\$ 25,979,698,249	\$ 20,418,205,273	\$ 19,447,606,966	\$ 18,899,279,172	-2.85%	27.24%	4.99%	2.90%
Days in MLS - Average	12	14	28	29	24	-14.29%	-50.00%	-3.45%	20.83%
Days in MLS - Median	4	4	8	11	7	0.00%	-50.00%	-27.27%	57.14%
Close Price/List Price	103.76%	103.70%	99.75%	99.36%	100.27%	0.06%	3.96%	0.39%	-0.91%
<b>Detached</b>									
Active Listings at Month End	5,298	2,469	3,305	6,645	6,121	114.58%	-25.30%	-50.26%	8.56%
New Listings	33,529	34,099	35,152	37,895	36,564	-1.67%	-3.00%	-7.24%	3.64%
Closed	25,410	29,500	28,398	28,336	28,153	-13.86%	3.88%	0.22%	0.65%
Close Price - Average	\$ 780,704	\$ 688,031	\$ 567,702	\$ 538,009	\$ 528,688	13.47%	21.20%	5.52%	1.76%
Close Price - Median	\$ 655,000	\$ 575,000	\$ 485,000	\$ 455,000	\$ 447,000	13.91%	18.56%	6.59%	1.79%
Sales Volume	\$ 19,837,682,170	\$ 20,296,920,062	\$ 16,121,595,161	\$ 15,245,017,519	\$ 14,884,160,217	-2.26%	25.90%	5.75%	2.42%
Days in MLS - Average	13	12	27	29	25	8.33%	-55.56%	-6.90%	16.00%
Days in MLS - Median	5	4	7	11	7	25.00%	-42.86%	-36.36%	57.14%
Close Price/List Price	103.82%	104.30%	99.85%	99.38%	100.17%	-0.46%	4.46%	0.47%	-0.79%
<b>Attached</b>									
Active Listings at Month End	1,641	1,113	2,191	2,705	2,107	47.44%	-49.20%	-19.00%	28.38%
New Listings	13,146	14,368	15,353	15,547	14,287	-8.51%	-6.42%	-1.25%	8.82%
Closed	11,221	13,233	11,470	11,506	11,376	-15.20%	15.37%	-0.31%	1.14%
Close Price - Average	\$ 481,413	\$ 429,440	\$ 374,595	\$ 365,252	\$ 352,946	12.10%	14.64%	2.56%	3.49%
Close Price - Median	\$ 420,000	\$ 366,606	\$ 325,000	\$ 307,000	\$ 300,000	14.56%	12.80%	5.86%	2.33%
Sales Volume	\$ 5,401,934,279	\$ 5,682,778,187	\$ 4,296,610,112	\$ 4,202,589,447	\$ 4,015,118,955	-4.94%	32.26%	2.24%	4.67%
Days in MLS - Average	12	20	30	30	21	-40.00%	-33.33%	0.00%	42.86%
Days in MLS - Median	4	5	11	12	6	-20.00%	-54.55%	-8.33%	100.00%
Close Price/List Price	103.62%	102.36%	99.48%	99.30%	100.50%	1.23%	2.90%	0.18%	-1.19%

# MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	2	1	0.50	1	-	0.00
\$100,000 to \$199,999	6	10	1.67	37	34	0.92
\$200,000 to \$299,999	30	22	0.73	212	153	0.72
\$300,000 to \$399,999	91	85	0.93	388	362	0.93
\$400,000 to \$499,999	402	593	1.48	258	344	1.33
\$500,000 to \$749,999	1,456	2,525	1.73	284	499	1.76
\$750,000 to \$999,999	556	1,103	1.98	57	113	1.98
\$1,000,000 and over	401	959	2.39	40	136	3.40
TOTALS	2,944	5,298	1.80	1,277	1,641	1.29

Price Range	Detached		% change	Attached		% change
	Closed Aug, '22	Closed Jul, '22		Closed Aug, '22	Closed Jul, '22	
Month-Over-Month						
\$0 to \$99,999	2	1	100.00%	1	1	0.00%
\$100,000 to \$199,999	6	3	100.00%	37	48	-22.92%
\$200,000 to \$299,999	30	7	328.57%	212	181	17.13%
\$300,000 to \$399,999	91	73	24.66%	388	396	-2.02%
\$400,000 to \$499,999	402	373	7.77%	258	303	-14.85%
\$500,000 to \$749,999	1,456	1,605	-9.28%	284	296	-4.05%
\$750,000 to \$999,999	556	625	-11.04%	57	64	-10.94%
\$1,000,000 and over	401	460	-12.83%	40	51	-21.57%
TOTALS	2,944	3,147	-6.45%	1,277	1,340	-4.70%

Price Range	Detached		% change	Attached		% change
	YTD Aug, '22	YTD Aug, '21		YTD Aug, '22	YTD Aug, '21	
Year-Over-Year						
\$0 to \$99,999	5	11	-54.55%	5	-	
\$100,000 to \$199,999	29	34	-14.71%	363	869	-58.23%
\$200,000 to \$299,999	99	282	-64.89%	1,566	2,889	-45.79%
\$300,000 to \$399,999	623	2,112	-70.50%	2,947	3,831	-23.07%
\$400,000 to \$499,999	2,944	6,730	-56.26%	2,657	2,492	6.62%
\$500,000 to \$749,999	12,823	13,172	-2.65%	2,635	2,179	20.93%
\$750,000 to \$999,999	5,075	3,960	28.16%	611	570	7.19%
\$1,000,000 and over	3,812	3,199	19.16%	437	403	8.44%
TOTALS	25,410	29,500	-13.86%	11,221	13,233	-15.20%

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

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

	Aug, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	560	689	473	-18.72%	18.39%
Pending	500	404	444	23.76%	12.61%
Closed	441	511	500	-13.70%	-11.80%
Sales Volume	\$ 658,551,398	\$ 815,971,039	\$ 791,549,603	-19.29%	-16.80%
Days in MLS - Average	22	18	23	22.22%	-4.35%
Days in MLS - Median	13	6	5	116.67%	160.00%
Close Price/List Price	98.94%	100.40%	101.44%	-1.45%	-2.46%
PSF Total	\$ 366	\$ 389	\$ 373	-5.91%	-1.88%
<b>Detached</b>					
New Listings	502	618	399	-18.77%	25.81%
Pending	450	364	394	23.63%	14.21%
Closed	401	460	443	-12.83%	-9.48%
Sales Volume	\$ 602,729,373	\$ 737,115,379	\$ 701,516,055	-18.23%	-14.08%
Days in MLS - Average	21	16	19	31.25%	10.53%
Days in MLS - Median	13	6	5	116.67%	160.00%
Close Price/List Price	99.09%	100.53%	101.66%	-1.43%	-2.53%
PSF Total	\$ 351	\$ 365	\$ 345	-3.84%	1.74%
<b>Attached</b>					
New Listings	58	71	74	-18.31%	-21.62%
Pending	50	40	50	25.00%	0.00%
Closed	40	51	57	-21.57%	-29.82%
Sales Volume	\$ 55,822,025	\$ 78,855,660	\$ 90,033,548	-29.21%	-38.00%
Days in MLS - Average	25	32	56	-21.88%	-55.36%
Days in MLS - Median	12	5	9	140.00%	33.33%
Close Price/List Price	97.38%	99.21%	99.73%	-1.84%	-2.36%
PSF Total	\$ 513	\$ 607	\$ 593	-15.49%	-13.49%



# 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	5,354	3,956	3,259	2,951	2,576	35.34%	21.39%	10.44%	14.56%
Pending	3,891	3,363	2,193	1,853	1,655	15.70%	53.35%	18.35%	11.96%
Closed	4,249	3,602	1,845	1,681	1,598	17.96%	95.23%	9.76%	5.19%
Sales Volume	\$ 6,717,616,956	\$ 5,731,135,380	\$ 2,822,161,140	\$ 2,593,585,140	\$ 2,414,310,754	17.21%	103.08%	8.81%	7.43%
Days in MLS - Average	18	32	55	57	66	-43.75%	-41.82%	-3.51%	-13.64%
Days in MLS - Median	4	5	20	22	24	-20.00%	-75.00%	-9.09%	-8.33%
Close Price/List Price	104.68%	102.19%	97.46%	97.55%	97.47%	2.44%	4.85%	-0.09%	0.08%
PSF Total	\$ 394	\$ 365	\$ 337	\$ 334	\$ 303	7.95%	8.31%	0.90%	10.23%
<b>Detached</b>									
New Listings	4,765	3,425	2,895	2,618	2,330	39.12%	18.31%	10.58%	12.36%
Pending	3,480	2,973	2,012	1,659	1,506	17.05%	47.76%	21.28%	10.16%
Closed	3,812	3,199	1,690	1,494	1,471	19.16%	89.29%	13.12%	1.56%
Sales Volume	\$ 6,065,008,714	\$ 5,131,937,404	\$ 2,591,331,562	\$ 2,292,585,184	\$ 2,220,875,670	18.18%	98.04%	13.03%	3.23%
Days in MLS - Average	17	29	55	58	66	-41.38%	-47.27%	-5.17%	-12.12%
Days in MLS - Median	4	5	19	22	24	-20.00%	-73.68%	-13.64%	-8.33%
Close Price/List Price	104.86%	102.47%	97.52%	97.52%	97.49%	2.33%	5.08%	0.00%	0.03%
PSF Total	\$ 374	\$ 340	\$ 315	\$ 302	\$ 286	10.00%	7.94%	4.30%	5.59%
<b>Attached</b>									
New Listings	589	531	364	333	246	10.92%	45.88%	9.31%	35.37%
Pending	411	390	181	194	149	5.38%	115.47%	-6.70%	30.20%
Closed	437	403	155	187	127	8.44%	160.00%	-17.11%	47.24%
Sales Volume	\$ 652,608,242	\$ 599,197,976	\$ 230,829,578	\$ 300,999,956	\$ 193,435,084	8.91%	159.58%	-23.31%	55.61%
Days in MLS - Average	28	55	58	53	65	-49.09%	-5.17%	9.43%	-18.46%
Days in MLS - Median	4	7	30	22	24	-42.86%	-76.67%	36.36%	-8.33%
Close Price/List Price	103.10%	99.99%	96.79%	97.78%	97.18%	3.11%	3.31%	-1.01%	0.62%
PSF Total	\$ 565	\$ 566	\$ 571	\$ 593	\$ 501	-0.18%	-0.88%	-3.71%	18.36%

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

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

	Aug, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	815	1000	686	-18.50%	18.80%
Pending	716	672	679	6.55%	5.45%
Closed	613	689	648	-11.03%	-5.40%
Sales Volume	\$ 520,453,887	\$ 585,528,446	\$ 548,362,254	-11.11%	-5.09%
Days in MLS - Average	21	16	13	31.25%	61.54%
Days in MLS - Median	11	7	5	57.14%	120.00%
Close Price/List Price	99.47%	100.71%	102.10%	-1.23%	-2.58%
PSF Total	\$ 295	\$ 287	\$ 282	2.79%	4.61%
<b>Detached</b>					
New Listings	736	904	598	-18.58%	23.08%
Pending	643	618	588	4.05%	9.35%
Closed	556	625	576	-11.04%	-3.47%
Sales Volume	\$ 471,794,728	\$ 531,449,662	\$ 487,170,409	-11.22%	-3.16%
Days in MLS - Average	20	15	12	33.33%	66.67%
Days in MLS - Median	11	7	5	57.14%	120.00%
Close Price/List Price	99.47%	100.78%	102.26%	-1.30%	-2.73%
PSF Total	\$ 280	\$ 273	\$ 268	2.56%	4.48%
<b>Attached</b>					
New Listings	79	96	88	-17.71%	-10.23%
Pending	73	54	91	35.19%	-19.78%
Closed	57	64	72	-10.94%	-20.83%
Sales Volume	\$ 48,659,159	\$ 54,078,784	\$ 61,191,845	-10.02%	-20.48%
Days in MLS - Average	27	28	24	-3.57%	12.50%
Days in MLS - Median	11	9	6	22.22%	83.33%
Close Price/List Price	99.53%	100.00%	100.82%	-0.47%	-1.28%
PSF Total	\$ 436	\$ 419	\$ 390	4.06%	11.79%

# 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	7,400	5,171	3,960	3,572	3,203	43.11%	30.58%	10.86%	11.52%
Pending	5,639	4,550	3,120	2,532	2,277	23.93%	45.83%	23.22%	11.20%
Closed	5,686	4,530	2,619	2,265	2,196	25.52%	72.97%	15.63%	3.14%
Sales Volume	\$ 4,816,316,650	\$ 3,841,911,309	\$ 2,216,355,329	\$ 1,920,428,489	\$ 1,866,735,891	25.36%	73.34%	15.41%	2.88%
Days in MLS - Average	14	16	41	41	43	-12.50%	-60.98%	0.00%	-4.65%
Days in MLS - Median	5	4	14	15	12	25.00%	-71.43%	-6.67%	25.00%
Close Price/List Price	104.01%	103.69%	99.09%	98.99%	99.33%	0.31%	4.64%	0.10%	-0.34%
PSF Total	\$ 301	\$ 277	\$ 249	\$ 248	\$ 242	8.66%	11.24%	0.40%	2.48%
<b>Detached</b>									
New Listings	6,686	4,482	3,253	3,023	2,681	49.17%	37.78%	7.61%	12.76%
Pending	5,087	3,954	2,679	2,156	1,942	28.65%	47.59%	24.26%	11.02%
Closed	5,075	3,960	2,254	1,903	1,861	28.16%	75.69%	18.44%	2.26%
Sales Volume	\$ 4,299,587,939	\$ 3,354,308,654	\$ 1,905,673,706	\$ 1,612,245,090	\$ 1,584,130,836	28.18%	76.02%	18.20%	1.77%
Days in MLS - Average	13	13	41	39	42	0.00%	-68.29%	5.13%	-7.14%
Days in MLS - Median	5	4	13	15	12	25.00%	-69.23%	-13.33%	25.00%
Close Price/List Price	104.14%	104.10%	99.15%	99.00%	99.34%	0.04%	4.99%	0.15%	-0.34%
PSF Total	\$ 284	\$ 261	\$ 232	\$ 227	\$ 224	8.81%	12.50%	2.20%	1.34%
<b>Attached</b>									
New Listings	714	689	707	549	522	3.63%	-2.55%	28.78%	5.17%
Pending	552	596	441	376	335	-7.38%	35.15%	17.29%	12.24%
Closed	611	570	365	362	335	7.19%	56.16%	0.83%	8.06%
Sales Volume	\$ 516,728,711	\$ 487,602,655	\$ 310,681,623	\$ 308,183,399	\$ 282,605,055	5.97%	56.95%	0.81%	9.05%
Days in MLS - Average	21	38	41	55	46	-44.74%	-7.32%	-25.45%	19.57%
Days in MLS - Median	5	7	15	22	13	-28.57%	-53.33%	-31.82%	69.23%
Close Price/List Price	102.96%	100.86%	98.69%	98.91%	99.24%	2.08%	2.20%	-0.22%	-0.33%
PSF Total	\$ 444	\$ 393	\$ 355	\$ 358	\$ 341	12.98%	10.70%	-0.84%	4.99%

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

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

	Aug, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	2,166	2,595	2,208	-16.53%	-1.90%
Pending	1,948	1,741	1,887	11.89%	3.23%
Closed	1,740	1,901	2,388	-8.47%	-27.14%
Sales Volume	\$ 1,060,297,788	\$ 1,160,048,506	\$ 1,433,080,836	-8.60%	-26.01%
Days in MLS - Average	21	13	9	61.54%	133.33%
Days in MLS - Median	13	7	5	85.71%	160.00%
Close Price/List Price	99.56%	100.76%	102.79%	-1.19%	-3.14%
PSF Total	\$ 281	\$ 290	\$ 263	-3.10%	6.84%
<b>Detached</b>					
New Listings	1,808	2,211	1,902	-18.23%	-4.94%
Pending	1,670	1,471	1,588	13.53%	5.16%
Closed	1,456	1,605	2,072	-9.28%	-29.73%
Sales Volume	\$ 892,325,158	\$ 983,115,992	\$ 1,244,244,354	-9.24%	-28.28%
Days in MLS - Average	21	13	9	61.54%	133.33%
Days in MLS - Median	14	7	5	100.00%	180.00%
Close Price/List Price	99.47%	100.71%	102.96%	-1.23%	-3.39%
PSF Total	\$ 266	\$ 277	\$ 249	-3.97%	6.83%
<b>Attached</b>					
New Listings	358	384	306	-6.77%	16.99%
Pending	278	270	299	2.96%	-7.02%
Closed	284	296	316	-4.05%	-10.13%
Sales Volume	\$ 167,972,630	\$ 176,932,514	\$ 188,836,482	-5.06%	-11.05%
Days in MLS - Average	19	13	13	46.15%	46.15%
Days in MLS - Median	9	5	4	80.00%	125.00%
Close Price/List Price	100.07%	101.04%	101.65%	-0.96%	-1.55%
PSF Total	\$ 353	\$ 360	\$ 356	-1.94%	-0.84%

# 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	19,254	16,207	13,503	12,935	11,249	18.80%	20.03%	4.39%	14.99%
Pending	15,290	14,607	11,730	9,853	8,892	4.68%	24.53%	19.05%	10.81%
Closed	15,458	15,351	10,752	9,099	8,705	0.70%	42.77%	18.17%	4.53%
Sales Volume	\$ 9,435,197,549	\$ 9,222,991,690	\$ 6,385,425,847	\$ 5,407,319,340	\$ 5,174,633,059	2.30%	44.44%	18.09%	4.50%
Days in MLS - Average	12	11	32	36	32	9.09%	-65.63%	-11.11%	12.50%
Days in MLS - Median	5	4	11	15	11	25.00%	-63.64%	-26.67%	36.36%
Close Price/List Price	103.75%	104.51%	99.71%	99.24%	99.82%	-0.73%	4.81%	0.47%	-0.58%
PSF Total	\$ 296	\$ 260	\$ 220	\$ 213	\$ 210	13.85%	18.18%	3.29%	1.43%
<b>Detached</b>									
New Listings	16,239	13,927	11,425	11,061	9,653	16.60%	21.90%	3.29%	14.59%
Pending	12,870	12,507	10,187	8,579	7,655	2.90%	22.77%	18.74%	12.07%
Closed	12,823	13,172	9,361	7,899	7,493	-2.65%	40.71%	18.51%	5.42%
Sales Volume	\$ 7,872,397,737	\$ 7,929,641,037	\$ 5,564,795,132	\$ 4,698,731,827	\$ 4,454,905,553	-0.72%	42.50%	18.43%	5.47%
Days in MLS - Average	12	9	30	35	31	33.33%	-70.00%	-14.29%	12.90%
Days in MLS - Median	5	4	10	14	10	25.00%	-60.00%	-28.57%	40.00%
Close Price/List Price	103.79%	104.92%	99.77%	99.26%	99.85%	-1.08%	5.16%	0.51%	-0.59%
PSF Total	\$ 282	\$ 243	\$ 202	\$ 195	\$ 191	16.05%	20.30%	3.59%	2.09%
<b>Attached</b>									
New Listings	3,015	2,280	2,078	1,874	1,596	32.24%	9.72%	10.89%	117.42%
Pending	2,420	2,100	1,543	1,274	1,237	15.24%	36.10%	21.11%	2.99%
Closed	2,635	2,179	1,391	1,200	1,212	20.93%	56.65%	15.92%	-0.99%
Sales Volume	\$ 1,562,799,812	\$ 1,293,350,653	\$ 820,630,715	\$ 708,587,513	\$ 719,727,506	20.83%	57.60%	15.81%	-1.55%
Days in MLS - Average	14	25	44	43	42	-44.00%	-43.18%	2.33%	2.38%
Days in MLS - Median	4	5	17	18	14	-20.00%	-70.59%	-5.56%	28.57%
Close Price/List Price	103.58%	102.08%	99.28%	99.14%	99.63%	1.47%	2.82%	0.14%	-0.49%
PSF Total	\$ 364	\$ 364	\$ 343	\$ 331	\$ 329	0.00%	6.12%	3.63%	0.61%

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

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

	Aug, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,350	1,727	2,180	-21.83%	-38.07%
Pending	1,382	1,155	2,190	19.65%	-36.89%
Closed	1,140	1,145	2,031	-0.44%	-43.87%
Sales Volume	\$ 465,736,367	\$ 470,442,740	\$ 838,456,507	-1.00%	-44.45%
Days in MLS - Average	15	11	9	36.36%	66.67%
Days in MLS - Median	9	5	4	80.00%	125.00%
Close Price/List Price	99.44%	101.11%	102.95%	-1.65%	-3.41%
PSF Total	\$ 313	\$ 324	\$ 286	-3.40%	9.44%
<b>Detached</b>					
New Listings	624	803	1,355	-22.29%	-53.95%
Pending	676	503	1,360	34.39%	-50.29%
Closed	494	446	1,144	10.76%	-56.82%
Sales Volume	\$ 215,975,359	\$ 196,841,161	\$ 499,473,316	9.72%	-56.76%
Days in MLS - Average	16	11	7	45.45%	128.57%
Days in MLS - Median	11	6	5	83.33%	120.00%
Close Price/List Price	98.56%	100.85%	103.13%	-2.27%	-4.43%
PSF Total	\$ 309	\$ 316	\$ 279	-2.22%	10.75%
<b>Attached</b>					
New Listings	726	924	825	-21.43%	-12.00%
Pending	706	652	830	8.28%	-14.94%
Closed	646	699	887	-7.58%	-27.17%
Sales Volume	\$ 249,761,008	\$ 273,601,579	\$ 338,983,191	-8.71%	-26.32%
Days in MLS - Average	14	11	11	27.27%	27.27%
Days in MLS - Median	8	5	4	60.00%	100.00%
Close Price/List Price	100.11%	101.27%	102.71%	-1.15%	-2.53%
PSF Total	\$ 315	\$ 329	\$ 295	-4.26%	6.78%

# 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	12,065	18,359	22,941	25,432	24,543	-34.28%	-19.97%	-9.79%	3.62%
Pending	10,339	17,387	21,048	21,547	20,363	-40.54%	-17.39%	-2.32%	5.81%
Closed	9,171	15,165	19,121	20,087	19,626	-39.53%	-20.69%	-4.81%	2.35%
Sales Volume	\$ 3,778,653,618	\$ 6,223,827,882	\$ 7,678,664,550	\$ 7,932,010,836	\$ 7,696,360,115	-39.29%	-18.95%	-3.19%	3.06%
Days in MLS - Average	10	11	22	25	18	-9.09%	-50.00%	-12.00%	38.89%
Days in MLS - Median	4	4	6	9	6	0.00%	-33.33%	-33.33%	50.00%
Close Price/List Price	103.57%	103.92%	100.24%	99.70%	100.64%	-0.34%	3.67%	0.54%	-0.93%
PSF Total	\$ 329	\$ 278	\$ 224	\$ 211	\$ 205	18.35%	24.11%	6.16%	2.93%
<b>Detached</b>									
New Listings	5,668	11,852	16,496	19,500	19,454	-52.18%	-28.15%	-15.41%	0.24%
Pending	4,790	11,145	15,631	16,795	16,233	-57.02%	-28.70%	-6.93%	3.46%
Closed	3,567	8,842	14,178	15,721	15,578	-59.66%	-37.64%	-9.81%	0.92%
Sales Volume	\$ 1,569,502,038	\$ 3,800,324,607	\$ 5,828,260,594	\$ 6,300,533,304	\$ 6,173,575,755	-58.70%	-34.79%	-7.50%	2.06%
Days in MLS - Average	10	8	19	23	17	25.00%	-57.89%	-17.39%	35.29%
Days in MLS - Median	4	4	5	8	6	0.00%	-20.00%	-37.50%	33.33%
Close Price/List Price	102.74%	104.36%	100.40%	99.77%	100.69%	-1.55%	3.94%	0.63%	-0.91%
PSF Total	\$ 326	\$ 266	\$ 212	\$ 198	\$ 192	22.56%	25.47%	7.07%	3.13%
<b>Attached</b>									
New Listings	6,397	6,507	6,445	5,932	5,089	-1.69%	0.96%	8.65%	16.57%
Pending	5,549	6,242	5,417	4,752	4,130	-11.10%	15.23%	13.99%	15.06%
Closed	5,604	6,323	4,943	4,366	4,048	-11.37%	27.92%	13.22%	7.86%
Sales Volume	\$ 2,209,151,580	\$ 2,423,503,275	\$ 1,850,403,956	\$ 1,631,477,532	\$ 1,522,784,360	-8.84%	30.97%	13.42%	7.14%
Days in MLS - Average	10	15	28	30	22	-33.33%	-46.43%	-6.67%	36.36%
Days in MLS - Median	4	4	10	12	7	0.00%	-60.00%	-16.67%	71.43%
Close Price/List Price	104.09%	103.29%	99.77%	99.49%	100.44%	0.77%	3.53%	0.28%	-0.95%
PSF Total	\$ 331	\$ 293	\$ 261	\$ 256	\$ 256	12.97%	12.26%	1.95%	0.00%