

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






# Denver Metro Real Estate Market Trends Report

December 2022

# MARKET OVERVIEW

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

Here are the highlights:

		Prior Month	Year-Over-Year
 <b>Residential</b> (Detached plus Attached)			
Active Listings at Month End	6,253	-14.22%	178.16%
Closed Homes	2,877	-18.34%	-46.16%
Close Price - Average	\$657,610	-0.20%	4.66%
Close Price - Median	\$565,000	-0.55%	4.63%
Days in MLS - Average	34	21.43%	126.67%
 <b>Detached</b>			
Active Listings at Month End	4,572	-16.02%	216.62%
Closed Homes	2,050	-17.10%	-46.01%
Close Price - Average	\$732,437	-0.58%	4.17%
Close Price - Median	\$615,000	-0.92%	2.50%
Days in MLS - Average	36	20.00%	140.00%
 <b>Attached</b>			
Active Listings at Month End	1,681	-8.94%	109.08%
Closed Homes	827	-21.24%	-46.54%
Close Price - Average	\$472,126	-0.77%	6.18%
Close Price - Median	\$410,000	1.23%	5.13%
Days in MLS - Average	30	20.00%	76.47%

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- New construction homes are offering 3-2-1 buydowns to help buyers to overcome higher interest rates.
- Down payment assistance programs can significantly reduce the cash-to-close delta for a buyer who may or may not be required to be repaid. These programs could make all the difference in being able to own now, during the window of opportunity that exists through the end of the year.
- As home sales continue to decline, media outlets are unsure whether the housing market is collapsing or stabilizing, giving consumers mixed messages. As Realtors®, we are in a position to educate our clients on market conditions on a local scale.
- When evaluating a price reduction, it's best to consider price adjustments within the increments buyers use to look for homes—\$500K, \$550K, etc. More eyes will fall on a listing at \$525,000 than \$537,000.

## ✓ Local News:

- The Department of Veteran Affairs considers some counties in the Denver area to be potential termite areas. Homes for sale in these newly-defined areas purchased with a VA loan will require Wood Destroying Insect Reports (WDIRs) as part of the inspection process
- Colorado officials want to bring the state's biggest buildings in line with its climate goals. Owners and managers of most buildings over 50,000 square feet had until December 1, 2022, to report their energy usage to the state.
- A Denver City Council committee approved a series of measures that city staff say will accelerate a long-planned bus rapid transit line on East Colfax Avenue. The project is now slated for completion by 2026, 18 months sooner than originally planned.
- Denver adopted a rental licensing program in 2021 for all rental properties throughout Denver County. Other counties are expected to adopt the program in the coming years.
- Denver's five-year plan to reduce the number of people who are homeless and living outdoors by 50 percent relies on buying old motels and converting them into housing.
- Mayor Michael Hancock's ambitious plan to build 125 miles of bike lanes in Denver by 2023 is on track to exceed its goal. The goal of the plan is to build out the bikeway network so all residents are within a two-minute ride (or quarter mile) of a bikeway that they feel safe and comfortable riding.
- The National Association of Home Builders named Aurora's Painted Prairie the National Community of the Year.

## ✓ National News:

- The National Association of Realtors® annual Profile of Homes Buyers and Sellers showed that first-time homebuyers made up 26 percent of buyers, down from last year's 34 percent—the lowest share of first-time buyers since the data collection began. The report also showed that the typical first-time buyer is now 36 years old, a new all-time high.
- A large cohort of 28- to 38-year-olds in prime homebuying age will drive purchase

business in the next three to five years. Historically low delinquency rates will mean more borrowers will be eligible for a new purchase or refinance loans.

- The number of homeowners who challenged their property tax assessments in 2022 was cut in half when compared to those who challenged their assessments in 2017. This may be a direct result of data from Zillow and Redfin that are helping to show homeowners' home values.

## ✓ Mortgage News:

- October and November saw the highest 30-year fixed interest rates since December 2000, topping out at 7.37 percent on October 20th and 7.29 percent on November 4th. Thanks to a softening Consumer Price Index (CPI) and Personal Consumption Expenditures (PCE) report, December 1st saw a much-welcomed 6.25 percent.
- After months of declining to flat week-over-week mortgage purchase application data, November saw four consecutive weeks of increasing demand.
- 2023 conforming loan limits for Fannie Mae and Freddie Mac were just announced! One unit will be \$726,200, up from 2022's \$647,200. Additionally, Colorado has 17 High Balance Counties with loan limits from Denver at \$787,750 to Eagle at \$1,075,250.

## ✓ Rental News:

- The rental market is still competitive in the single-family market, while LoDo lofts and condos are taking longer to lease.
- Multi-family license applications are due January 1, 2023 while single-family license applications are due January 1, 2024. To obtain a license, landlords are required to hire a third-party inspector to inspect the property. Some requirements include egress windows for basement units, fire extinguishers along with carbon monoxide detectors installed at the property and GFCI outlets in bathrooms.

## ✓ Quick Stats:

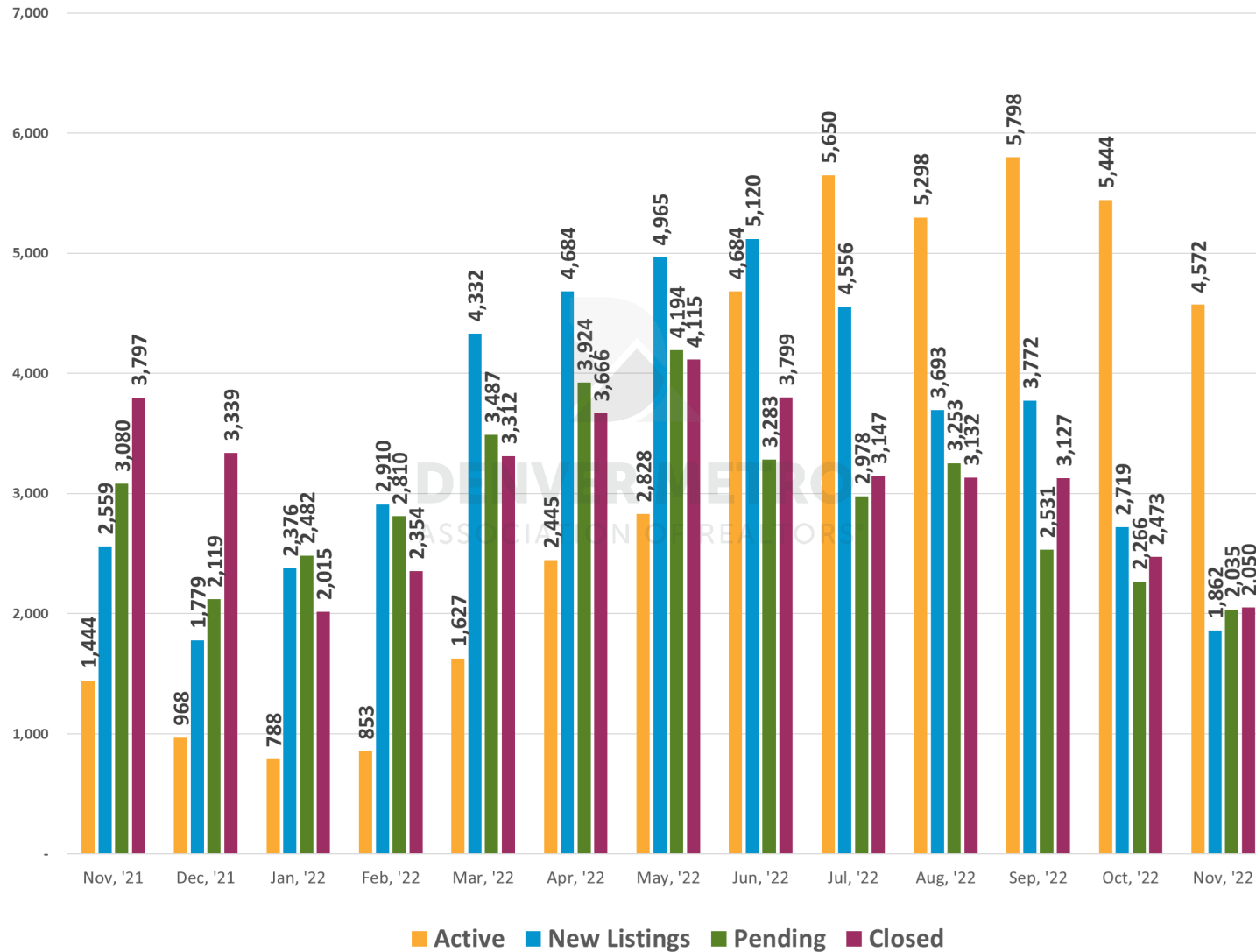
- As of November 30, 57.4 percent of active listings reduced their asking price, up from 31.7 percent last year.
- Active listings that reduced their price spent an average of 87 days in the MLS compared to 46 days for those with no price reduction. The frequency of price reductions peaked in early November and is dropping as agents and sellers get a better handle on pricing in this evolving market.
- In October, 18.6 percent of closed transactions were cash buyers compared to 18.2 percent last year.
- Denver Metro has seen a 4.7 percent home price deceleration from the peak; however, appreciation is still up 38 percent since March 2020 and 151 percent since 2012.
- Average active listings for November are 13,858 (1985-2021).
- Record-high November was 2006 with 27,530 listings and the record-low was set last year with 2,248 listings.
- The historical average decrease in active listings from October to November is 12.83 percent. This year's 14.22 percent decrease represents a marginal change from our seasonal expectation.

# Detached Single-Family

**DMAR Market Trends | November 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

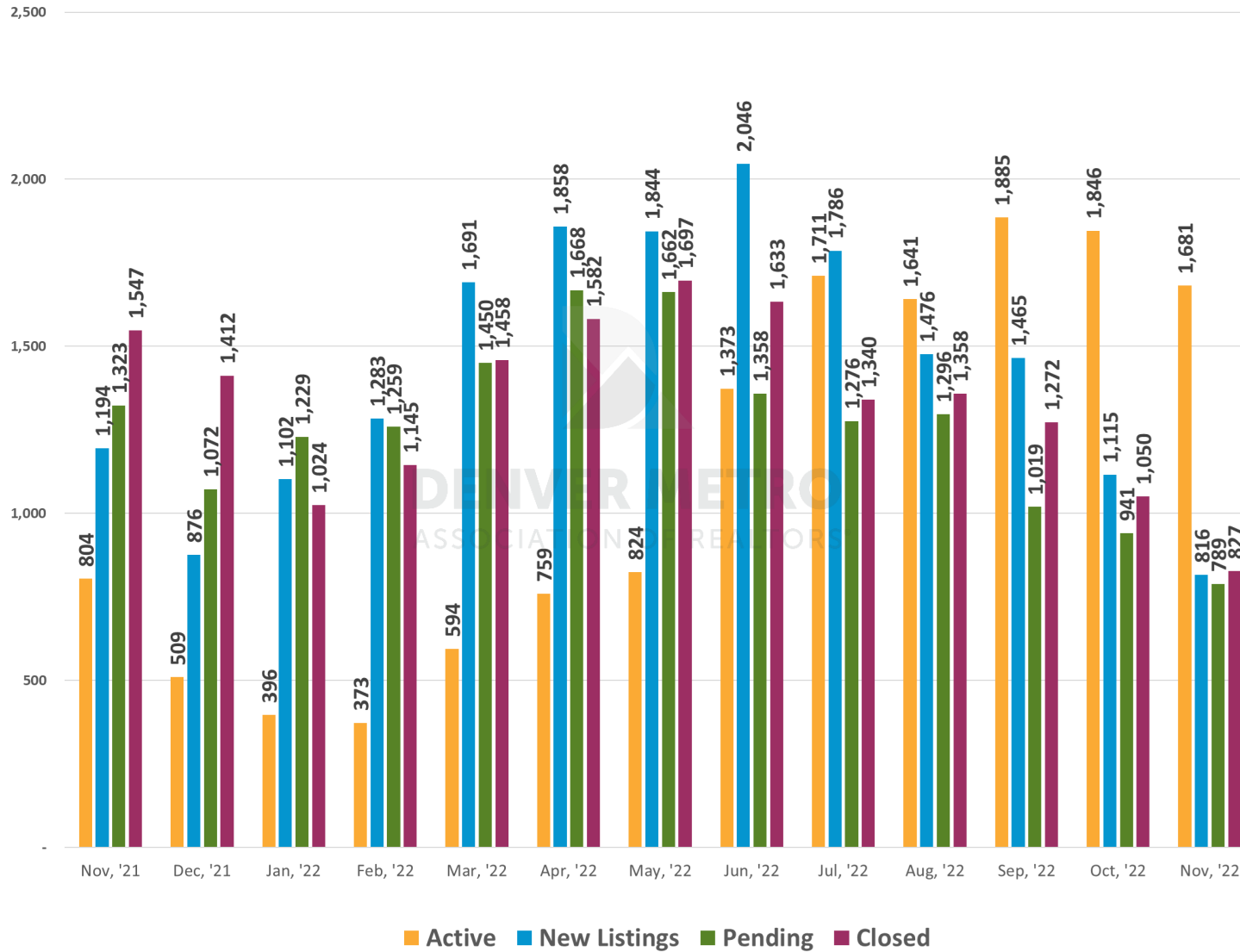


# Attached Single-Family

**DMAR Market Trends | November 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

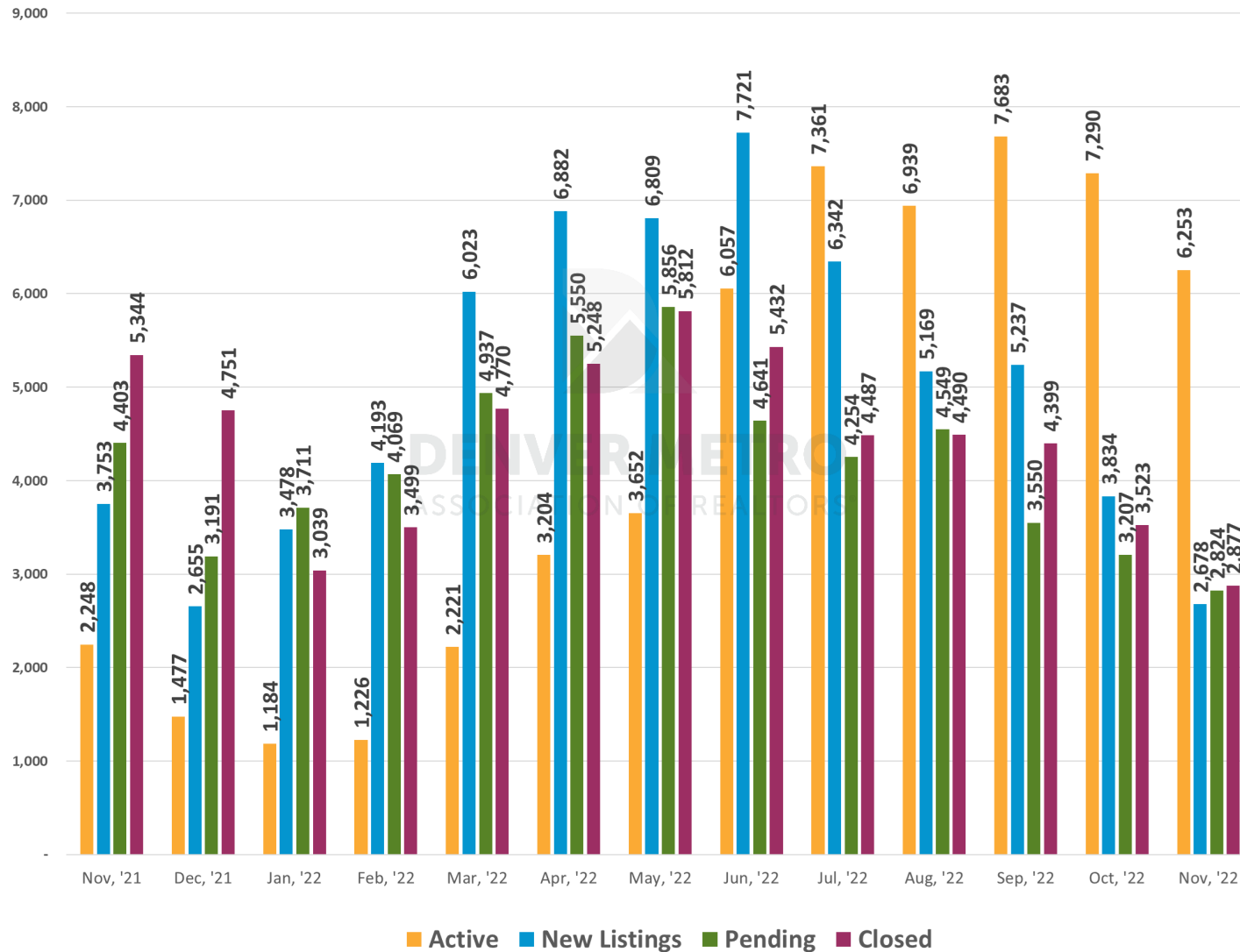


# Residential (Detached + Attached)

**DMAR Market Trends | November 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

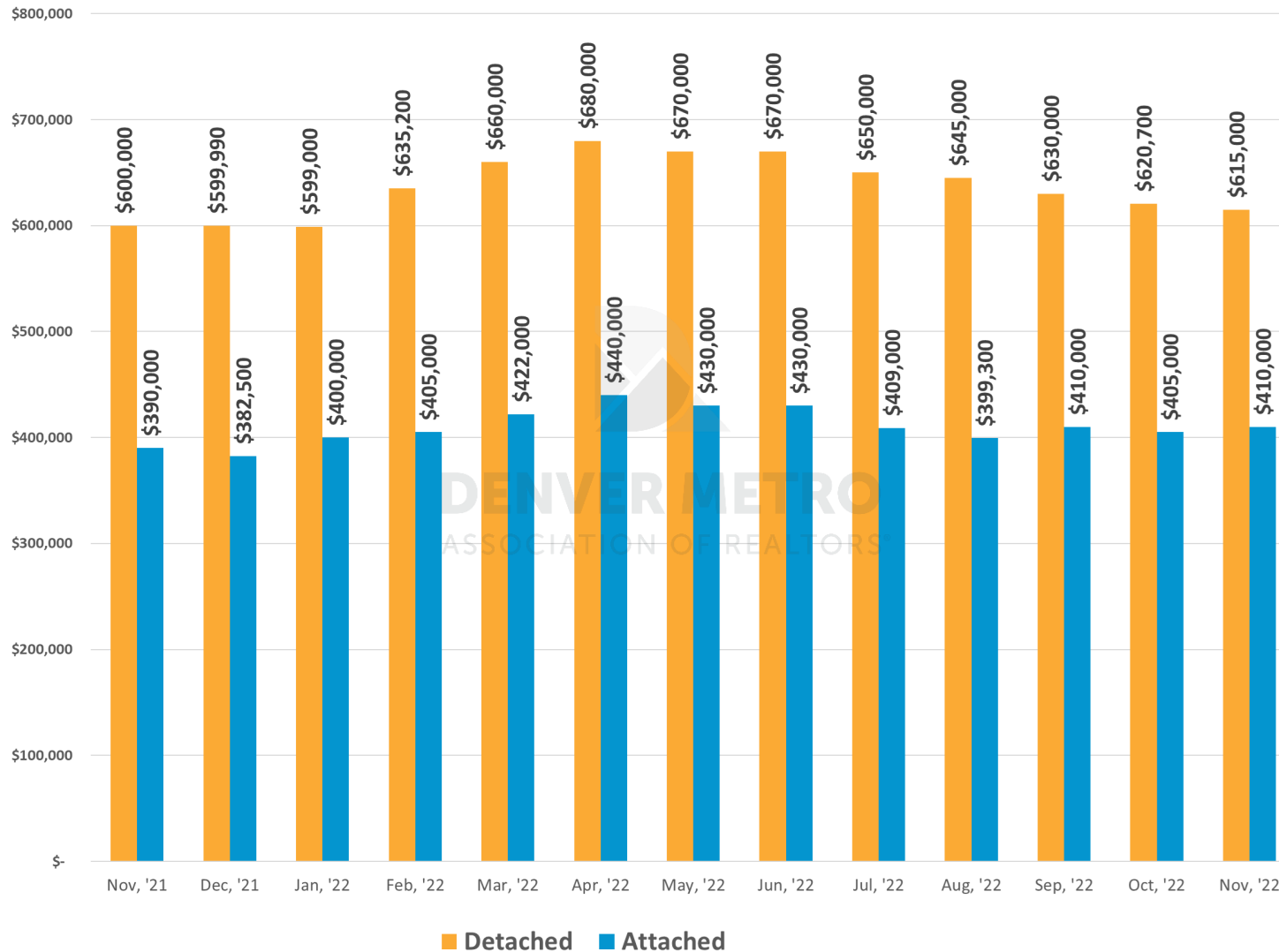


# Median Close Price

**DMAR Market Trends | November 2022 Data**

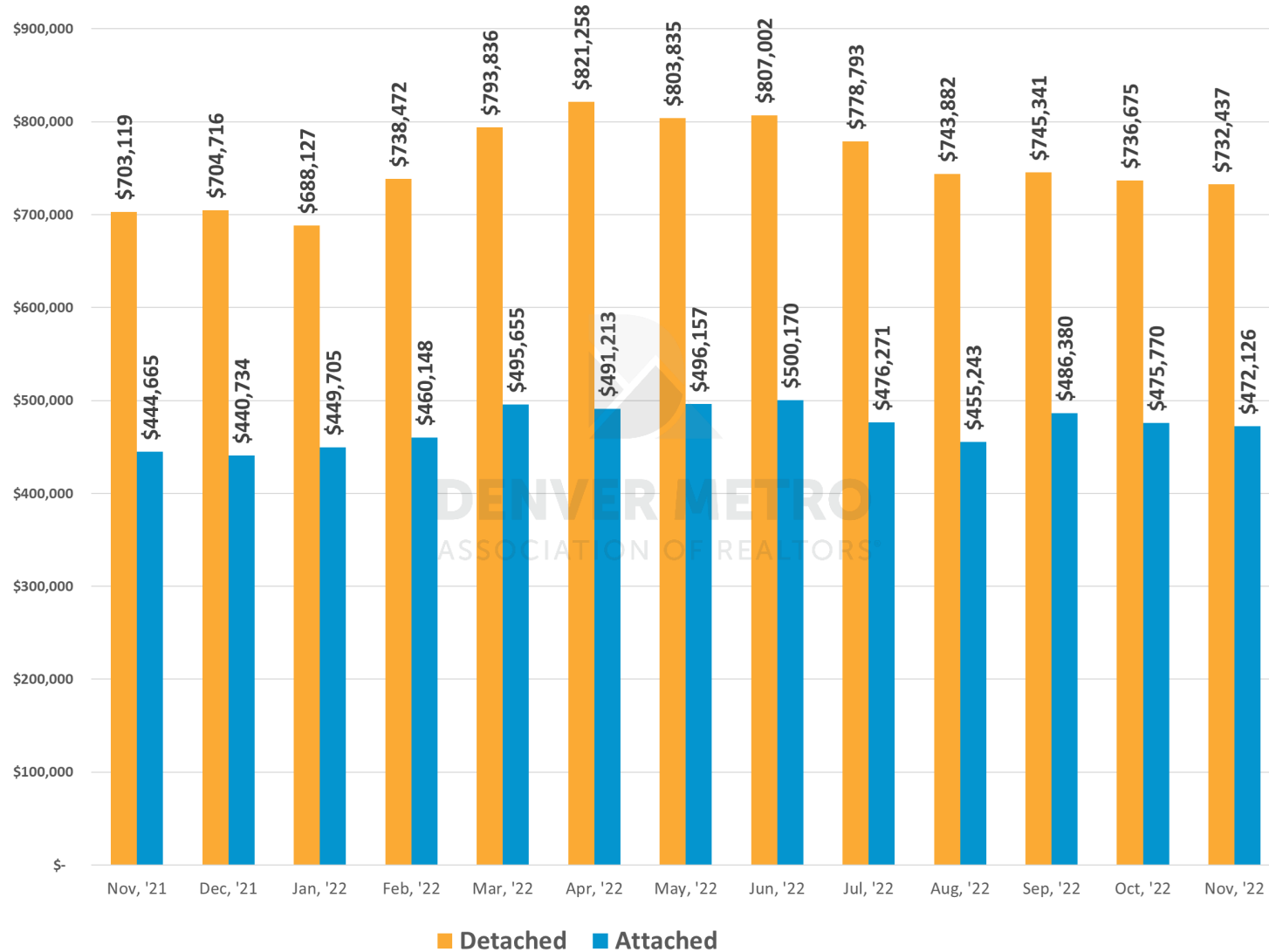
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Average Close Price

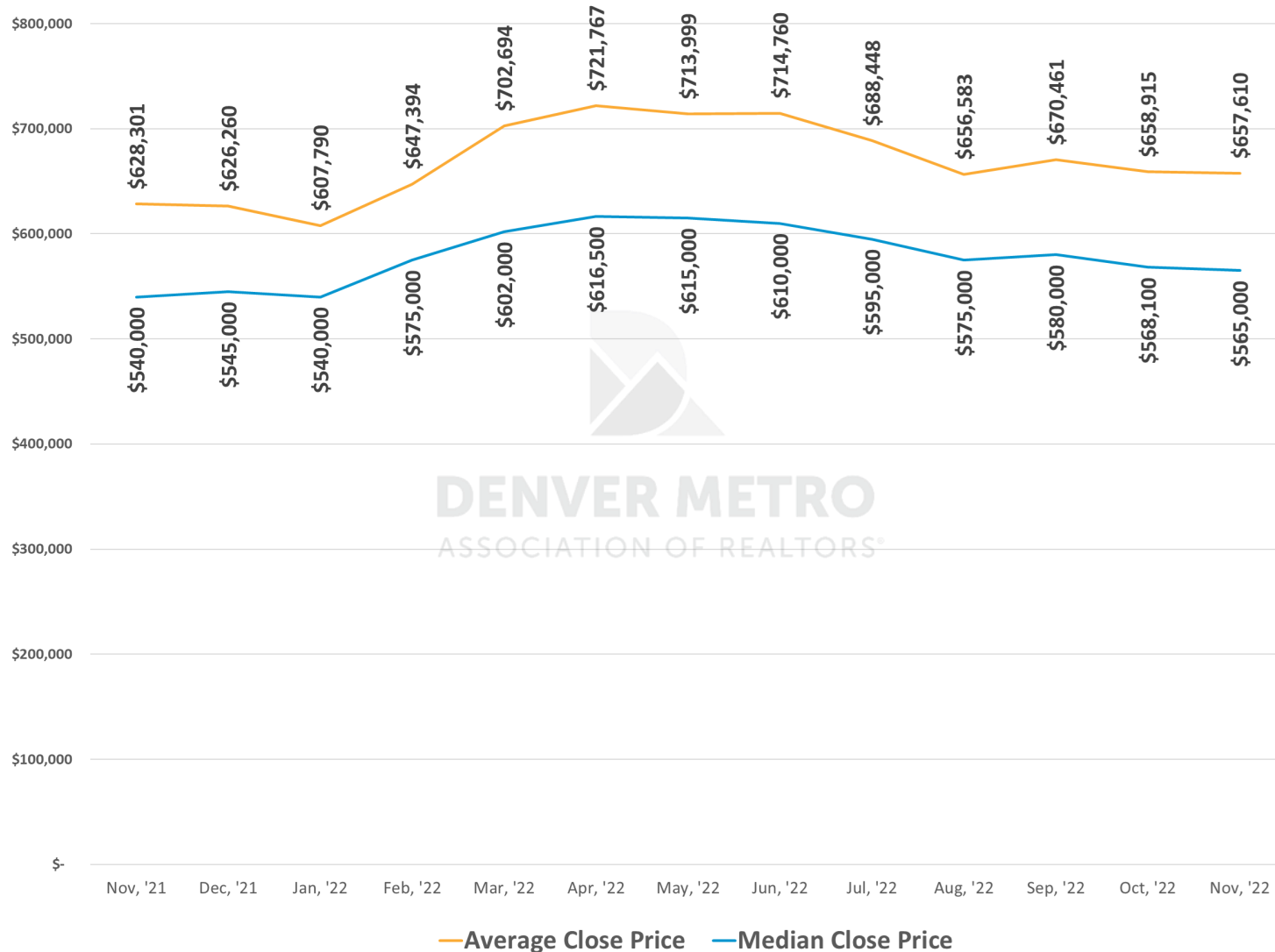
**DMAR Market Trends | November 2022 Data**  
Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com





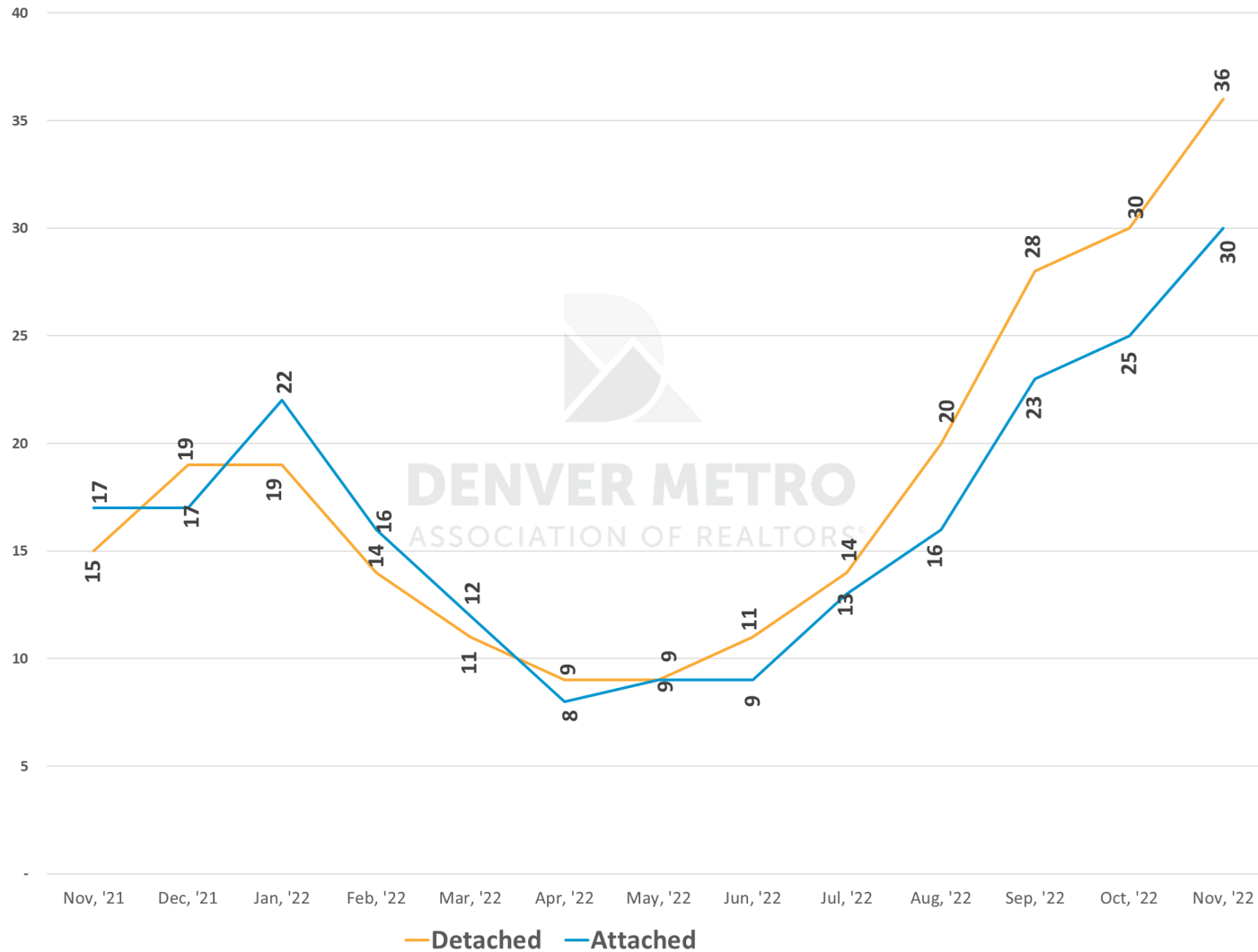
# Residential Close Price

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



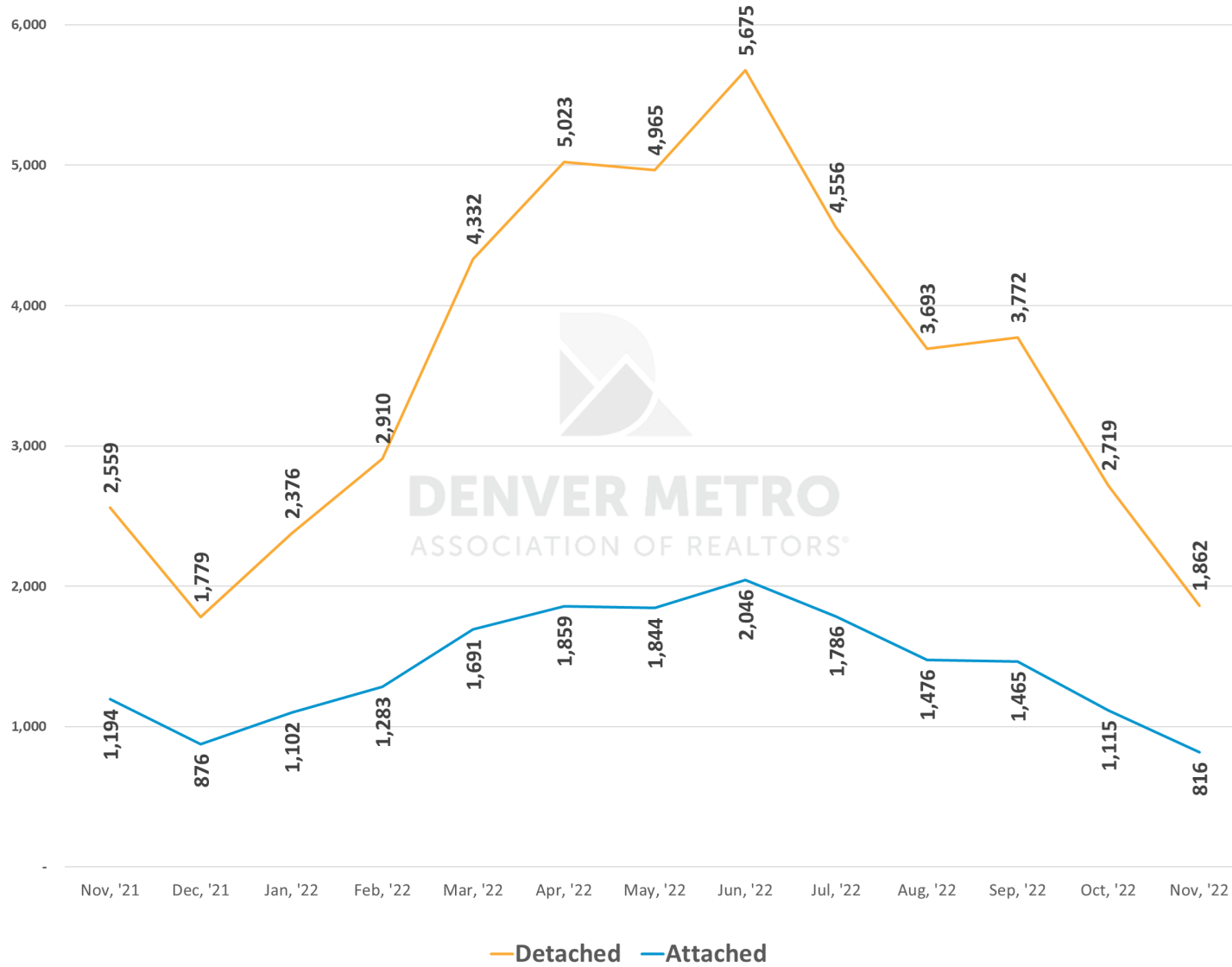
# Average Days in MLS

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



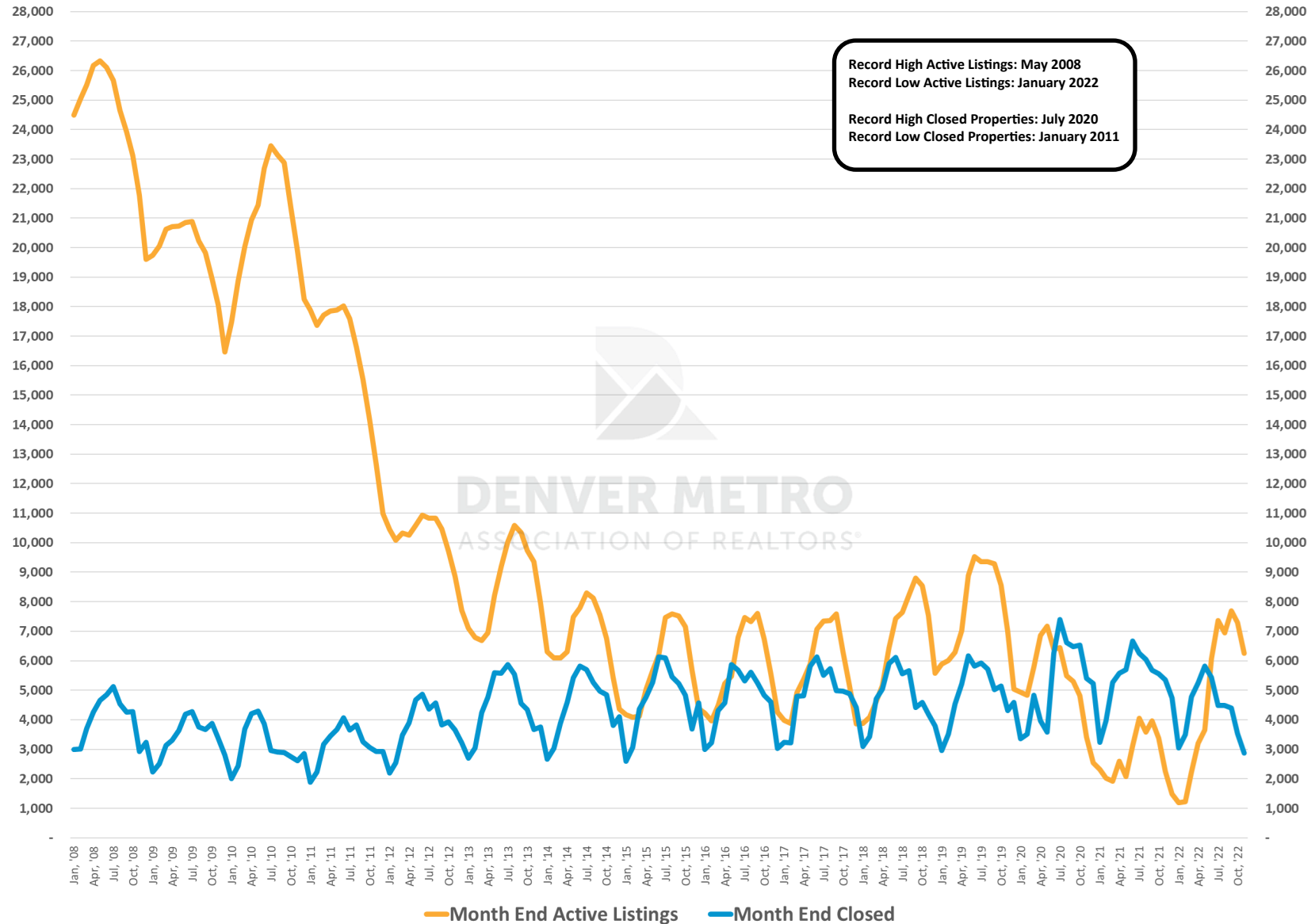
# New Listings

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



# DATA SNAPSHOT

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

	Nov, '22	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	6,253	7,290	2,248	-14.22%	178.16%
New Listings	2,678	3,834	3,753	-30.15%	-28.64%
Pending	2,824	3,207	4,403	-11.94%	-35.86%
Closed	2,877	3,523	5,344	-18.34%	-46.16%
Close Price - Average	\$ 657,610	\$ 658,915	\$ 628,301	-0.20%	4.66%
Close Price - Median	\$ 565,000	\$ 568,100	\$ 540,000	-0.55%	4.63%
Sales Volume	\$ 1,891,942,812	\$ 2,321,357,167	\$ 3,357,639,834	-18.50%	-43.65%
Days in MLS - Average	34	28	15	21.43%	126.67%
Days in MLS - Median	21	17	5	23.53%	320.00%
Close Price/List Price	98.32%	98.71%	101.61%	-0.40%	-3.24%
<b>Detached</b>					
Active Listings at Month End	4,572	5,444	1,444	-16.02%	216.62%
New Listings	1,862	2,719	2,559	-31.52%	-27.24%
Pending	2,035	2,266	3,080	-10.19%	-33.93%
Closed	2,050	2,473	3,797	-17.10%	-46.01%
Close Price - Average	\$ 732,437	\$ 736,675	\$ 703,119	-0.58%	4.17%
Close Price - Median	\$ 615,000	\$ 620,700	\$ 600,000	-0.92%	2.50%
Sales Volume	\$ 1,501,494,956	\$ 1,821,798,316	\$ 2,669,743,746	-17.58%	-43.76%
Days in MLS - Average	36	30	15	20.00%	140.00%
Days in MLS - Median	22	18	5	22.22%	340.00%
Close Price/List Price	98.11%	98.53%	101.68%	-0.43%	-3.51%
<b>Attached</b>					
Active Listings at Month End	1,681	1,846	804	-8.94%	109.08%
New Listings	816	1,115	1,194	-26.82%	-31.66%
Pending	789	941	1,323	-16.15%	-40.36%
Closed	827	1,050	1,547	-21.24%	-46.54%
Close Price - Average	\$ 472,126	\$ 475,770	\$ 444,665	-0.77%	6.18%
Close Price - Median	\$ 410,000	\$ 405,000	\$ 390,000	1.23%	5.13%
Sales Volume	\$ 390,447,856	\$ 499,558,851	\$ 687,896,088	-21.84%	-43.24%
Days in MLS - Average	30	25	17	20.00%	76.47%
Days in MLS - Median	18	14	5	28.57%	260.00%
Close Price/List Price	98.87%	99.15%	101.43%	-0.28%	-2.52%

# NOVEMBER 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	6,253	2,248	3,415	6,988	7,530	178.16%	-34.17%	-51.13%	-7.20%
New Listings	58,410	63,674	66,951	68,612	66,095	-8.27%	-4.89%	-2.42%	3.81%
Closed	47,779	59,320	58,285	54,318	52,713	-19.46%	1.78%	7.30%	3.04%
Close Price - Average	\$ 683,165	\$ 611,142	\$ 523,309	\$ 486,867	\$ 474,055	11.78%	16.78%	7.49%	2.70%
Close Price - Median	\$ 590,000	\$ 525,000	\$ 450,000	\$ 420,000	\$ 410,000	12.38%	16.67%	7.14%	2.44%
Sales Volume	\$ 32,640,958,057	\$ 36,252,966,831	\$ 30,501,074,003	\$ 26,445,660,512	\$ 24,988,880,893	-9.96%	18.86%	15.33%	5.83%
Days in MLS - Average	16	14	26	31	25	14.29%	-46.15%	-16.13%	24.00%
Days in MLS - Median	5	4	7	12	8	25.00%	-42.86%	-41.67%	50.00%
Close Price/List Price	102.58%	103.15%	99.92%	99.23%	99.94%	-0.55%	3.23%	0.70%	-0.71%
<b>Detached</b>									
Active Listings at Month End	4,572	1,444	1,755	4,709	5,373	216.62%	-17.72%	-62.73%	-12.36%
New Listings	41,856	44,748	46,285	48,460	47,335	-6.46%	-3.32%	-4.49%	2.38%
Closed	33,309	41,229	41,596	38,736	37,427	-19.21%	-0.88%	7.38%	3.50%
Close Price - Average	\$ 771,100	\$ 689,302	\$ 581,457	\$ 536,184	\$ 523,891	11.87%	18.55%	8.44%	2.35%
Close Price - Median	\$ 650,000	\$ 580,000	\$ 494,000	\$ 455,000	\$ 442,000	12.07%	17.41%	8.57%	2.94%
Sales Volume	\$ 25,684,572,133	\$ 28,419,246,172	\$ 24,186,284,432	\$ 20,769,609,677	\$ 19,607,682,629	-9.62%	17.50%	16.45%	5.93%
Days in MLS - Average	17	12	25	31	26	41.67%	-52.00%	-19.35%	19.23%
Days in MLS - Median	5	4	7	12	9	25.00%	-42.86%	-41.67%	33.33%
Close Price/List Price	102.55%	103.59%	100.06%	99.24%	99.84%	-1.00%	3.53%	0.83%	-0.60%
<b>Attached</b>									
Active Listings at Month End	1,681	804	1,660	2,279	2,157	109.08%	-51.57%	-27.16%	5.66%
New Listings	16,554	18,926	20,666	20,152	18,760	-12.53%	-8.42%	2.55%	7.42%
Closed	14,470	18,091	16,689	15,582	15,286	-20.02%	8.40%	7.10%	1.94%
Close Price - Average	\$ 480,745	\$ 433,018	\$ 378,380	\$ 364,270	\$ 352,034	11.02%	14.44%	3.87%	3.48%
Close Price - Median	\$ 416,500	\$ 370,000	\$ 327,000	\$ 308,688	\$ 300,000	12.57%	13.15%	5.93%	2.90%
Sales Volume	\$ 6,956,385,924	\$ 7,833,720,659	\$ 6,314,789,571	\$ 5,676,050,835	\$ 5,381,198,264	-11.20%	24.05%	11.25%	5.48%
Days in MLS - Average	15	19	29	31	22	-21.05%	-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	102.63%	102.14%	99.58%	99.20%	100.19%	0.48%	2.57%	0.38%	-0.99%

# MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	2	2.00	-	-	
\$100,000 to \$199,999	5	11	2.20	27	38	1.41
\$200,000 to \$299,999	16	20	1.25	133	206	1.55
\$300,000 to \$399,999	105	107	1.02	225	381	1.69
\$400,000 to \$499,999	342	589	1.72	186	355	1.91
\$500,000 to \$749,999	962	2,179	2.27	187	448	2.40
\$750,000 to \$999,999	357	855	2.39	33	118	3.58
\$1,000,000 and over	262	809	3.09	36	135	3.75
TOTALS	2,050	4,572	2.23	827	1,681	2.03

Price Range	Detached		% change	Attached		% change
	Closed Nov, '22	Closed Oct, '22		Closed Nov, '22	Closed Oct, '22	
Month-Over-Month						
\$0 to \$99,999	1	1		-	-	
\$100,000 to \$199,999	5	8	-37.50%	27	40	-32.50%
\$200,000 to \$299,999	16	24	-33.33%	133	156	-14.74%
\$300,000 to \$399,999	105	94	11.70%	225	302	-25.50%
\$400,000 to \$499,999	342	422	-18.96%	186	221	-15.84%
\$500,000 to \$749,999	962	1,199	-19.77%	187	236	-20.76%
\$750,000 to \$999,999	357	433	-17.55%	33	44	-25.00%
\$1,000,000 and over	262	292	-10.27%	36	51	-29.41%
TOTALS	2,050	2,473	-17.10%	827	1,050	-21.24%

Price Range	Detached		% change	Attached		% change
	YTD Nov, '22	YTD Nov, '21		YTD Nov, '22	YTD Nov, '21	
Year-Over-Year						
\$0 to \$99,999	7	15	-53.33%	2	-	
\$100,000 to \$199,999	46	47	-2.13%	469	1,108	-57.67%
\$200,000 to \$299,999	161	372	-56.72%	2,055	3,875	-46.97%
\$300,000 to \$399,999	968	2,743	-64.71%	3,890	5,242	-25.79%
\$400,000 to \$499,999	4,226	9,232	-54.22%	3,360	3,469	-3.14%
\$500,000 to \$749,999	16,600	18,765	-11.54%	3,341	3,035	10.08%
\$750,000 to \$999,999	6,472	5,686	13.82%	768	785	-2.17%
\$1,000,000 and over	4,829	4,369	10.53%	585	577	1.39%
TOTALS	33,309	41,229	-19.21%	14,470	18,091	-20.02%



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

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

	Nov, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	286	434	252	-34.10%	13.49%
Pending	247	304	310	-18.75%	-20.32%
Closed	298	343	431	-13.12%	-30.86%
Sales Volume	\$ 469,553,869	\$ 564,981,091	\$ 706,779,641	-16.89%	-33.56%
Days in MLS - Average	35	28	24	25.00%	45.83%
Days in MLS - Median	18	12	5	50.00%	260.00%
Close Price/List Price	97.52%	98.63%	101.49%	-1.13%	-3.91%
PSF Total	\$ 371	\$ 390	\$ 383	-4.87%	-3.13%
<b>Detached</b>					
New Listings	245	379	218	-35.36%	12.39%
Pending	212	260	269	-18.46%	-21.19%
Closed	262	292	377	-10.27%	-30.50%
Sales Volume	\$ 418,067,930	\$ 490,341,614	\$ 628,280,056	-14.74%	-33.46%
Days in MLS - Average	36	29	23	24.14%	56.52%
Days in MLS - Median	18	12	5	50.00%	260.00%
Close Price/List Price	97.45%	98.62%	101.55%	-1.19%	-4.04%
PSF Total	\$ 352	\$ 371	\$ 362	-5.12%	-2.76%
<b>Attached</b>					
New Listings	41	55	34	-25.45%	20.59%
Pending	35	44	41	-20.45%	-14.63%
Closed	36	51	54	-29.41%	-33.33%
Sales Volume	\$ 51,485,939	\$ 74,639,477	\$ 78,499,585	-31.02%	-34.41%
Days in MLS - Average	25	25	33	0.00%	-24.24%
Days in MLS - Median	15	12	7	25.00%	114.29%
Close Price/List Price	98.02%	98.70%	101.12%	-0.69%	-3.07%
PSF Total	\$ 513	\$ 502	\$ 524	2.19%	-2.10%



# 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	6,604	5,084	4,299	3,752	3,251	29.90%	18.26%	14.58%	15.41%
Pending	4,743	4,479	3,219	2,404	2,098	5.89%	39.14%	33.90%	14.59%
Closed	5,414	4,946	2,982	2,236	2,029	9.46%	65.86%	33.36%	10.20%
Sales Volume	\$ 8,572,074,621	\$ 7,887,034,580	\$ 4,610,435,246	\$ 3,462,178,891	\$ 3,099,500,592	8.69%	71.07%	33.17%	11.70%
Days in MLS - Average	21	30	56	59	67	-30.00%	-46.43%	-5.08%	-11.94%
Days in MLS - Median	5	5	20	24	27	0.00%	-75.00%	-16.67%	-11.11%
Close Price/List Price	103.29%	101.97%	97.77%	97.35%	97.30%	1.29%	4.30%	0.43%	0.05%
PSF Total	\$ 390	\$ 367	\$ 337	\$ 337	\$ 308	6.27%	8.90%	0.00%	9.42%
<b>Detached</b>									
New Listings	5,831	4,420	3,798	3,326	2,928	31.92%	16.38%	14.19%	13.59%
Pending	4,213	3,941	2,948	2,142	1,898	6.90%	33.68%	37.63%	12.86%
Closed	4,829	4,369	2,748	1,986	1,860	10.53%	58.99%	38.37%	6.77%
Sales Volume	\$ 7,703,881,101	\$ 7,039,022,343	\$ 4,268,851,441	\$ 3,072,277,481	\$ 2,841,745,198	9.45%	64.89%	38.95%	8.11%
Days in MLS - Average	20	27	56	60	67	-25.93%	-51.79%	-6.67%	-10.45%
Days in MLS - Median	5	5	20	24	26	0.00%	-75.00%	-16.67%	-7.69%
Close Price/List Price	103.44%	102.21%	97.83%	97.32%	97.37%	1.20%	4.48%	0.52%	-0.05%
PSF Total	\$ 371	\$ 342	\$ 319	\$ 305	\$ 291	8.48%	7.21%	4.59%	4.81%
<b>Attached</b>									
New Listings	773	664	501	426	323	16.42%	32.53%	17.61%	31.89%
Pending	530	538	271	262	200	-1.49%	98.52%	3.44%	31.00%
Closed	585	577	234	250	169	1.39%	146.58%	-6.40%	47.93%
Sales Volume	\$ 868,193,520	\$ 848,012,237	\$ 341,583,805	\$ 389,901,410	\$ 257,755,394	2.38%	148.26%	-12.39%	51.27%
Days in MLS - Average	29	47	54	49	72	-38.30%	-12.96%	10.20%	-31.94%
Days in MLS - Median	5	8	25	22	34	-37.50%	-68.00%	13.64%	-35.29%
Close Price/List Price	102.01%	100.18%	97.05%	97.62%	96.54%	1.83%	3.23%	-0.58%	1.12%
PSF Total	\$ 552	\$ 552	\$ 552	\$ 586	\$ 491	0.00%	0.00%	-5.80%	19.35%

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

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

	Nov, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	370	538	406	-31.23%	-8.87%
Pending	351	464	521	-24.35%	-32.63%
Closed	390	477	653	-18.24%	-40.28%
Sales Volume	\$ 330,353,141	\$ 402,891,664	\$ 553,984,238	-18.00%	-40.37%
Days in MLS - Average	35	28	17	25.00%	105.88%
Days in MLS - Median	20	17	5	17.65%	300.00%
Close Price/List Price	98.48%	98.62%	101.71%	-0.14%	-3.18%
PSF Total	\$ 279	\$ 282	\$ 275	-1.06%	1.45%
<b>Detached</b>					
New Listings	326	480	351	-32.08%	-7.12%
Pending	323	429	457	-24.71%	-29.32%
Closed	357	433	592	-17.55%	-39.70%
Sales Volume	\$ 302,319,372	\$ 366,089,717	\$ 502,187,823	-17.42%	-39.80%
Days in MLS - Average	34	29	17	17.24%	100.00%
Days in MLS - Median	19	18	5	5.56%	280.00%
Close Price/List Price	98.44%	98.59%	101.78%	-0.15%	-3.28%
PSF Total	\$ 266	\$ 268	\$ 261	-0.75%	1.92%
<b>Attached</b>					
New Listings	44	58	55	-24.14%	-20.00%
Pending	28	35	64	-20.00%	-56.25%
Closed	33	44	61	-25.00%	-45.90%
Sales Volume	\$ 28,033,769	\$ 36,801,947	\$ 51,796,415	-23.83%	-45.88%
Days in MLS - Average	43	22	20	95.45%	115.00%
Days in MLS - Median	29	7	5	314.29%	480.00%
Close Price/List Price	98.91%	98.95%	101.00%	-0.04%	-2.07%
PSF Total	\$ 421	\$ 422	\$ 418	-0.24%	0.72%

# 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	8,963	7,029	5,204	4,502	4,038	27.51%	35.07%	15.59%	11.49%
Pending	6,880	6,380	4,351	3,319	2,918	7.84%	46.63%	31.09%	13.74%
Closed	7,240	6,471	4,066	3,067	2,855	11.88%	59.15%	32.57%	7.43%
Sales Volume	\$ 6,130,351,064	\$ 5,485,541,067	\$ 3,443,101,011	\$ 2,599,150,998	\$ 2,423,884,315	11.75%	59.32%	32.47%	7.23%
Days in MLS - Average	17	16	39	44	43	6.25%	-58.97%	-11.36%	2.33%
Days in MLS - Median	5	5	13	18	14	0.00%	-61.54%	-27.78%	28.57%
Close Price/List Price	102.89%	103.12%	99.35%	98.85%	99.12%	-0.22%	3.79%	0.51%	-0.27%
PSF Total	\$ 297	\$ 277	\$ 253	\$ 247	\$ 243	7.22%	9.49%	2.43%	1.65%
<b>Detached</b>									
New Listings	8,075	6,114	4,269	3,792	3,353	32.07%	43.22%	12.58%	13.09%
Pending	6,220	5,567	3,733	2,838	2,473	11.73%	49.13%	31.54%	14.76%
Closed	6,472	5,686	3,496	2,604	2,427	13.82%	62.64%	34.25%	7.29%
Sales Volume	\$ 5,480,062,314	\$ 4,814,356,961	\$ 2,959,687,995	\$ 2,205,329,519	\$ 2,062,439,565	13.83%	62.66%	34.21%	6.93%
Days in MLS - Average	17	14	39	42	43	21.43%	-64.10%	-7.14%	-2.33%
Days in MLS - Median	5	5	12	17	14	0.00%	-58.33%	-29.41%	21.43%
Close Price/List Price	102.98%	103.41%	99.44%	98.86%	99.10%	-0.42%	3.99%	0.59%	-0.24%
PSF Total	\$ 280	\$ 261	\$ 236	\$ 228	\$ 225	7.28%	10.59%	3.51%	1.33%
<b>Attached</b>									
New Listings	888	915	935	710	685	-2.95%	-2.14%	31.69%	3.65%
Pending	660	813	618	481	445	-18.82%	31.55%	28.48%	8.09%
Closed	768	785	570	463	428	-2.17%	37.72%	23.11%	8.18%
Sales Volume	\$ 650,288,750	\$ 671,184,106	\$ 483,413,016	\$ 393,821,479	\$ 361,444,750	-3.11%	38.84%	22.75%	8.96%
Days in MLS - Average	23	35	41	59	42	-34.29%	-14.63%	-30.51%	40.48%
Days in MLS - Median	5	6	14	25	13	-16.67%	-57.14%	-44.00%	92.31%
Close Price/List Price	102.18%	100.99%	98.79%	98.79%	99.23%	1.18%	2.23%	0.00%	-0.44%
PSF Total	\$ 441	\$ 397	\$ 359	\$ 358	\$ 341	11.08%	10.58%	0.28%	4.99%

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

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

	Nov, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,028	1,509	1,451	-31.88%	-29.15%
Pending	1,101	1,281	1,674	-14.05%	-34.23%
Closed	1,149	1,435	2,098	-19.93%	-45.23%
Sales Volume	\$ 692,026,669	\$ 869,705,911	\$ 1,269,063,131	-20.43%	-45.47%
Days in MLS - Average	37	30	15	23.33%	146.67%
Days in MLS - Median	24	20	5	20.00%	380.00%
Close Price/List Price	98.49%	98.84%	101.70%	-0.35%	-3.16%
PSF Total	\$ 266	\$ 270	\$ 269	-1.48%	-1.12%
<b>Detached</b>					
New Listings	861	1,264	1,232	-31.88%	-30.11%
Pending	939	1,077	1,442	-12.81%	-34.88%
Closed	962	1,199	1,816	-19.77%	-47.03%
Sales Volume	\$ 582,052,143	\$ 731,006,753	\$ 1,102,984,387	-20.38%	-47.23%
Days in MLS - Average	38	31	14	22.58%	171.43%
Days in MLS - Median	25	20	5	25.00%	400.00%
Close Price/List Price	98.45%	98.75%	101.78%	-0.30%	-3.27%
PSF Total	\$ 254	\$ 259	\$ 255	-1.93%	-0.39%
<b>Attached</b>					
New Listings	167	245	219	-31.84%	-23.74%
Pending	162	204	232	-20.59%	-30.17%
Closed	187	236	282	-20.76%	-33.69%
Sales Volume	\$ 109,974,526	\$ 138,699,158	\$ 166,078,744	-20.71%	-33.78%
Days in MLS - Average	29	26	21	11.54%	38.10%
Days in MLS - Median	17	18	5	-5.56%	240.00%
Close Price/List Price	98.69%	99.33%	101.22%	-0.64%	-2.50%
PSF Total	\$ 327	\$ 326	\$ 357	0.31%	-8.40%

# 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	23,819	21,856	17,785	16,425	14,436	8.98%	22.89%	8.28%	13.78%
Pending	18,846	20,260	16,155	13,008	11,318	-6.98%	25.41%	24.19%	14.93%
Closed	19,941	21,800	16,113	12,396	11,290	-8.53%	35.29%	29.99%	9.80%
Sales Volume	\$ 12,151,881,833	\$ 13,095,401,472	\$ 9,590,585,628	\$ 7,359,228,467	\$ 6,714,689,076	-7.20%	36.54%	30.32%	9.60%
Days in MLS - Average	16	12	29	37	34	33.33%	-58.62%	-21.62%	8.82%
Days in MLS - Median	5	4	9	17	13	25.00%	-55.56%	-47.06%	30.77%
Close Price/List Price	102.66%	103.74%	99.95%	99.15%	99.62%	-1.04%	3.79%	0.81%	-0.47%
PSF Total	\$ 290	\$ 261	\$ 222	\$ 214	\$ 211	11.11%	17.57%	3.74%	1.42%
<b>Detached</b>									
New Listings	20,101	18,758	14,966	13,973	12,366	7.16%	25.34%	7.11%	13.00%
Pending	15,898	17,398	13,975	11,283	9,778	-8.62%	24.49%	23.86%	15.39%
Closed	16,600	18,765	14,046	10,716	9,698	-11.54%	33.60%	31.08%	10.50%
Sales Volume	\$ 10,171,910,185	\$ 11,298,082,327	\$ 8,369,053,462	\$ 6,368,383,431	\$ 5,766,701,325	-9.97%	35.00%	31.42%	10.43%
Days in MLS - Average	16	10	28	36	32	60.00%	-64.29%	-22.22%	12.50%
Days in MLS - Median	5	4	8	16	12	25.00%	-50.00%	-50.00%	33.33%
Close Price/List Price	102.66%	104.03%	100.05%	99.15%	99.62%	-1.32%	3.98%	0.91%	-0.47%
PSF Total	\$ 277	\$ 245	\$ 205	\$ 196	\$ 192	13.06%	19.51%	4.59%	2.08%
<b>Attached</b>									
New Listings	3,718	3,098	2,819	2,452	2,070	20.01%	9.90%	14.97%	118.45%
Pending	2,948	2,862	2,180	1,725	1,540	3.00%	31.28%	26.38%	12.01%
Closed	3,341	3,035	2,067	1,680	1,592	10.08%	46.83%	23.04%	5.53%
Sales Volume	\$ 1,979,971,648	\$ 1,797,319,145	\$ 1,221,532,166	\$ 990,845,036	\$ 947,987,751	10.16%	47.14%	23.28%	4.52%
Days in MLS - Average	17	23	42	44	42	-26.09%	-45.24%	-4.55%	4.76%
Days in MLS - Median	5	5	16	20	16	0.00%	-68.75%	-20.00%	25.00%
Close Price/List Price	102.62%	101.88%	99.34%	99.16%	99.60%	0.73%	2.56%	0.18%	-0.44%
PSF Total	\$ 358	\$ 360	\$ 339	\$ 331	\$ 330	-0.56%	6.19%	2.42%	0.30%



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

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

	Nov, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	801	1,115	1,325	-28.16%	-39.55%
Pending	938	952	1,553	-1.47%	-39.60%
Closed	858	1,039	1,771	-17.42%	-51.55%
Sales Volume	\$ 356,339,574	\$ 429,963,608	\$ 735,164,098	-17.12%	-51.53%
Days in MLS - Average	31	27	13	14.81%	138.46%
Days in MLS - Median	19	16	5	18.75%	280.00%
Close Price/List Price	98.30%	98.67%	101.68%	-0.37%	-3.32%
PSF Total	\$ 299	\$ 307	\$ 298	-2.61%	0.34%
<b>Detached</b>					
New Listings	411	574	736	-28.40%	-44.16%
Pending	539	488	887	10.45%	-39.23%
Closed	447	516	981	-13.37%	-54.43%
Sales Volume	\$ 193,722,511	\$ 226,804,808	\$ 428,277,830	-14.59%	-54.77%
Days in MLS - Average	32	29	13	10.34%	146.15%
Days in MLS - Median	20	19	5	5.26%	300.00%
Close Price/List Price	97.66%	98.20%	101.58%	-0.55%	-3.86%
PSF Total	\$ 292	\$ 298	\$ 295	-2.01%	-1.02%
<b>Attached</b>					
New Listings	390	541	589	-27.91%	-33.79%
Pending	399	464	666	-14.01%	-40.09%
Closed	411	523	790	-21.41%	-47.97%
Sales Volume	\$ 162,617,063	\$ 203,158,800	\$ 306,886,268	-19.96%	-47.01%
Days in MLS - Average	31	26	13	19.23%	138.46%
Days in MLS - Median	18	15	5	20.00%	260.00%
Close Price/List Price	99.00%	99.12%	101.80%	-0.12%	-2.75%
PSF Total	\$ 306	\$ 316	\$ 301	-3.16%	1.66%

# 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</b> (Detached + Attached)									
New Listings	15,678	23,685	30,502	32,871	32,127	-33.81%	-22.35%	-7.21%	2.32%
Pending	13,127	22,770	28,549	28,725	26,833	-42.35%	-20.24%	-0.61%	7.05%
Closed	12,444	20,686	27,361	27,514	26,516	-39.84%	-24.40%	-0.56%	3.76%
Sales Volume	\$ 5,133,171,211	\$ 8,507,889,131	\$ 11,012,532,947	\$ 10,865,240,279	\$ 10,381,553,472	-39.67%	-22.74%	1.36%	4.66%
Days in MLS - Average	14	11	20	26	20	27.27%	-45.00%	-23.08%	30.00%
Days in MLS - Median	5	4	6	11	7	25.00%	-33.33%	-45.45%	57.14%
Close Price/List Price	102.27%	103.38%	100.42%	99.58%	100.28%	-1.07%	2.95%	0.84%	-0.70%
PSF Total	\$ 323	\$ 281	\$ 227	\$ 210	\$ 204	14.95%	23.79%	8.10%	2.94%
<b>Detached</b>									
New Listings	7,600	14,946	21,873	25,134	25,459	-49.15%	-31.67%	-12.97%	-1.28%
Pending	6,248	14,335	21,003	22,443	21,427	-56.41%	-31.75%	-6.42%	4.74%
Closed	5,194	11,975	20,090	21,598	21,015	-56.63%	-40.39%	-6.98%	2.77%
Sales Volume	\$ 2,278,399,690	\$ 5,160,946,032	\$ 8,281,832,949	\$ 8,652,212,125	\$ 8,311,319,419	-55.85%	-37.68%	-4.28%	4.10%
Days in MLS - Average	15	9	17	24	19	66.67%	-47.06%	-29.17%	26.32%
Days in MLS - Median	5	4	5	10	7	25.00%	-20.00%	-50.00%	42.86%
Close Price/List Price	101.24%	103.68%	100.61%	99.63%	100.29%	-2.35%	3.05%	0.98%	-0.66%
PSF Total	\$ 317	\$ 272	\$ 215	\$ 198	\$ 191	16.54%	26.51%	8.59%	3.66%
<b>Attached</b>									
New Listings	8,078	8,739	8,629	7,737	6,668	-7.56%	1.27%	11.53%	16.03%
Pending	6,879	8,435	7,546	6,282	5,406	-18.45%	11.78%	20.12%	16.20%
Closed	7,250	8,711	7,271	5,916	5,501	-16.77%	19.80%	22.90%	7.54%
Sales Volume	\$ 2,854,771,521	\$ 3,346,943,099	\$ 2,730,699,998	\$ 2,213,028,154	\$ 2,070,234,053	-14.71%	22.57%	23.39%	6.90%
Days in MLS - Average	13	14	27	31	24	-7.14%	-48.15%	-12.90%	29.17%
Days in MLS - Median	5	4	9	13	9	25.00%	-55.56%	-30.77%	44.44%
Close Price/List Price	103.01%	102.96%	99.91%	99.42%	100.21%	0.05%	3.05%	0.49%	-0.79%
PSF Total	\$ 328	\$ 294	\$ 261	\$ 255	\$ 255	11.56%	12.64%	2.35%	0.00%