

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area




Denver Metro Real Estate Market Trends Report


February 2022


MARKET OVERVIEW

The February report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the January 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
 Residential (Detached plus Attached)			
Active Listings at Month End	1,184	-19.84%	-48.88%
Closed Homes	2,847	-40.08%	-11.80%
Close Price - Average	\$609,132	-2.73%	11.20%
Close Price - Median	\$540,000	-0.92%	18.68%
Days in MLS - Average	20	11.11%	-25.93%

		Prior Month	Year-Over-Year
 Detached			
Active Listings at Month End	788	-18.60%	-37.61%
Closed Homes	1,889	-43.43%	-10.73%
Close Price - Average	\$689,711	-2.13%	10.02%
Close Price - Median	\$595,000	-0.83%	16.79%
Days in MLS - Average	19	0.00%	-13.64%

		Prior Month	Year-Over-Year
 Attached			
Active Listings at Month End	396	-22.20%	-62.39%
Closed Homes	958	-32.15%	-13.85%
Close Price - Average	\$450,244	2.16%	13.36%
Close Price - Median	\$400,000	4.58%	19.23%
Days in MLS - Average	22	29.41%	-37.14%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- January started like a blast with more competing offers, appraisal gap language, inspection waivers, free post-closing occupancy periods, earnest money going hard and every other trick buyers can think of to be the winning offer. It's tough for buyers. When they find the right one, they need to put it ALL on the line. It may be another six months before something comes on the market that they like and, at the rate of things, prices could go up another five to seven percent by then.
- Offers that are making it to the top of the pile are taking a three-pronged approach: price, limited to no inspection requests and appraisal gap language.
- We're seeing more investors looking to move their money into real estate sooner rather than later with the threat of interest rate hikes coming down the pike.
- A recent Gallup poll rated real estate as the best long-term investment for eight years in a row.

✓ Local News:

- The value of Denver's real estate market grew by \$212.1 billion from 2010 through 2019. It grew another \$208 billion in just 2020 and 2021.
- With interest rate hikes looming, activity in the Denver market has escalated, with many homes closing 10 to 22 percent or more over the list price.
- Recent home listings in the Marshall Fire burn areas are still selling over the asking price in a short time. There were 17 homes under contract that sold within two days of being on the market.
- With inventory at a record-low nationwide, even buyers moving out of Colorado and into different markets will find high demand and stiff competition.
- A 401(k)-type savings program for homeownership, more funding for federal housing support and a national incentive program modeled after a Colorado policy are among the proposals by a group focused on easing the state's housing crisis.
- The Colorado Association of Realtors® announced their participation in the Coloradans for Energy Access, which is a coalition to support the use of affordable, cleaner-burning natural gas in homes and businesses. Colorado is considering prohibiting consumers from using natural gas and opting for electricity, which is considered environmentally friendly.

- At a recent bankruptcy auction, 134 undeveloped acres by DIA sold for \$18.1 million. The BusinessDen reports that Sherman Associated was the purchaser. The site is zoned for industrial and residential use.

✓ National News:

- To counter rapid growth in prices and reduce risk, new home builders are selling more spec inventory rather than dirt starts. Additionally, builders are including language that would allow the builder to increase the base price within the first few months of a contract.
- The cryptocurrency market continues to plummet in 2022. With the threat of interest rate hikes arriving later this year, it's nudging investors to look towards safe, stable investment options and away from high-risk, high-return options such as equities and crypto. The entire crypto market has shed more than \$1 trillion in value since Bitcoin's all-time high.

✓ Mortgage News:

- 2022 will bring more change. As real estate professionals, we best serve our clients by educating them. Rates will go up, then the economy will soften and inventory will loosen. Then as inflation is moderated, rates will go down and demand will pick back up. This is an opportunity to create lasting advisory relationships.
- Interest rates jumped up when the Fed released their December meeting minutes noting quantitative tightening (QT) was planned for 2022, then again when the Fed Chair Powell made his January meeting statement confirming QT to begin after the Fed rate increase.
- One Front Range title company reported a large jump in cash purchases. First Integrity Title stated that cash purchases went from 14 percent in 2019 to 23 in 2021. It also reported cash deals fell 5.7 percent more often than financed purchases indicating cash isn't always king.

✓ Quick Stats:

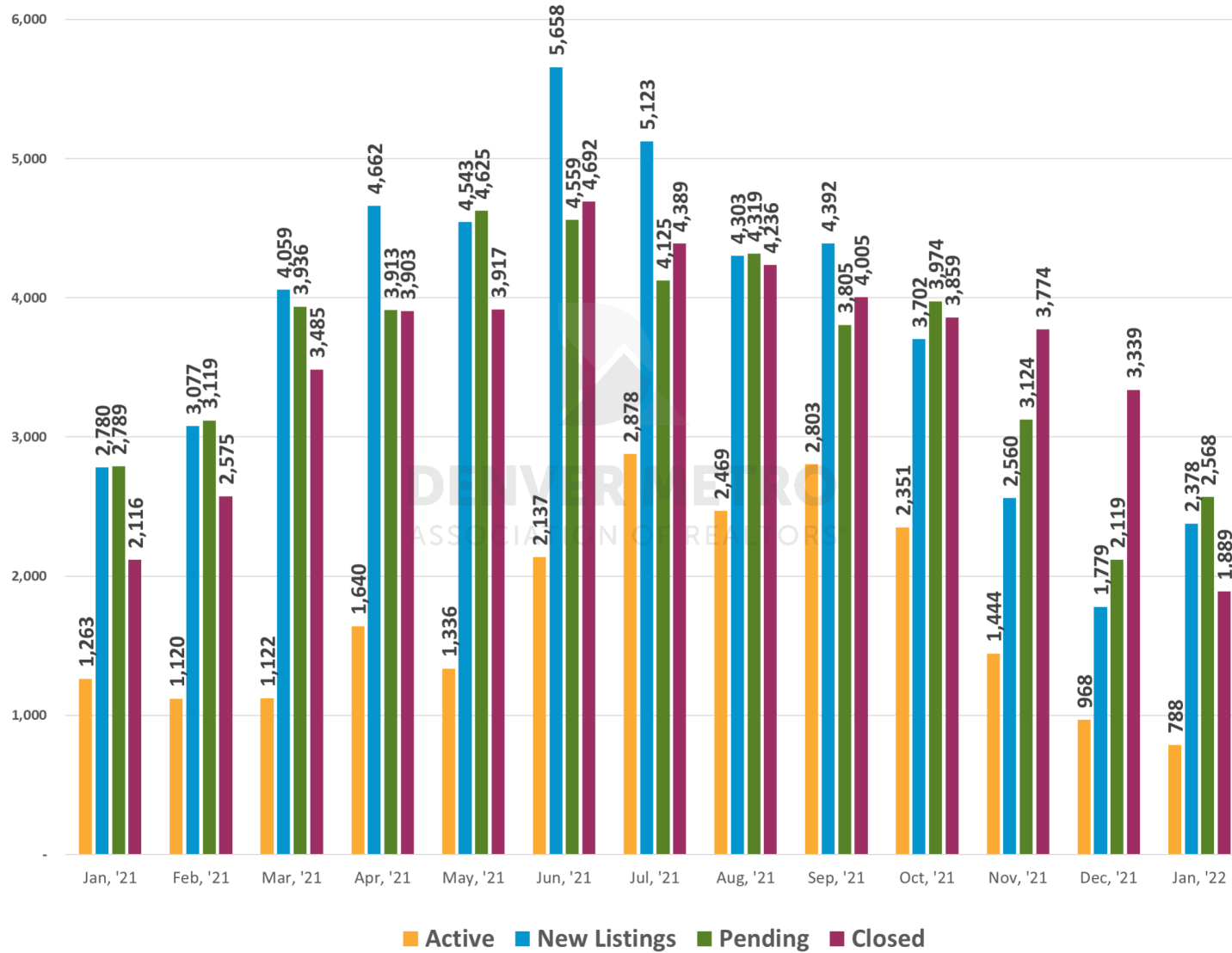
- The average active listings for January is 12,732 (1985-2021).
- Record-high January was 2008 with 24,550 listings, and the record-low was set this year with 1,184 listings.
- The historical average decrease in active listings from December to January is 5.30 percent. A decrease of 19.84 percent this January represents the second-largest percentage decrease on record. 2014 saw a decrease of 20.69 percent.

Detached Single-Family

DMAR Market Trends | January 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

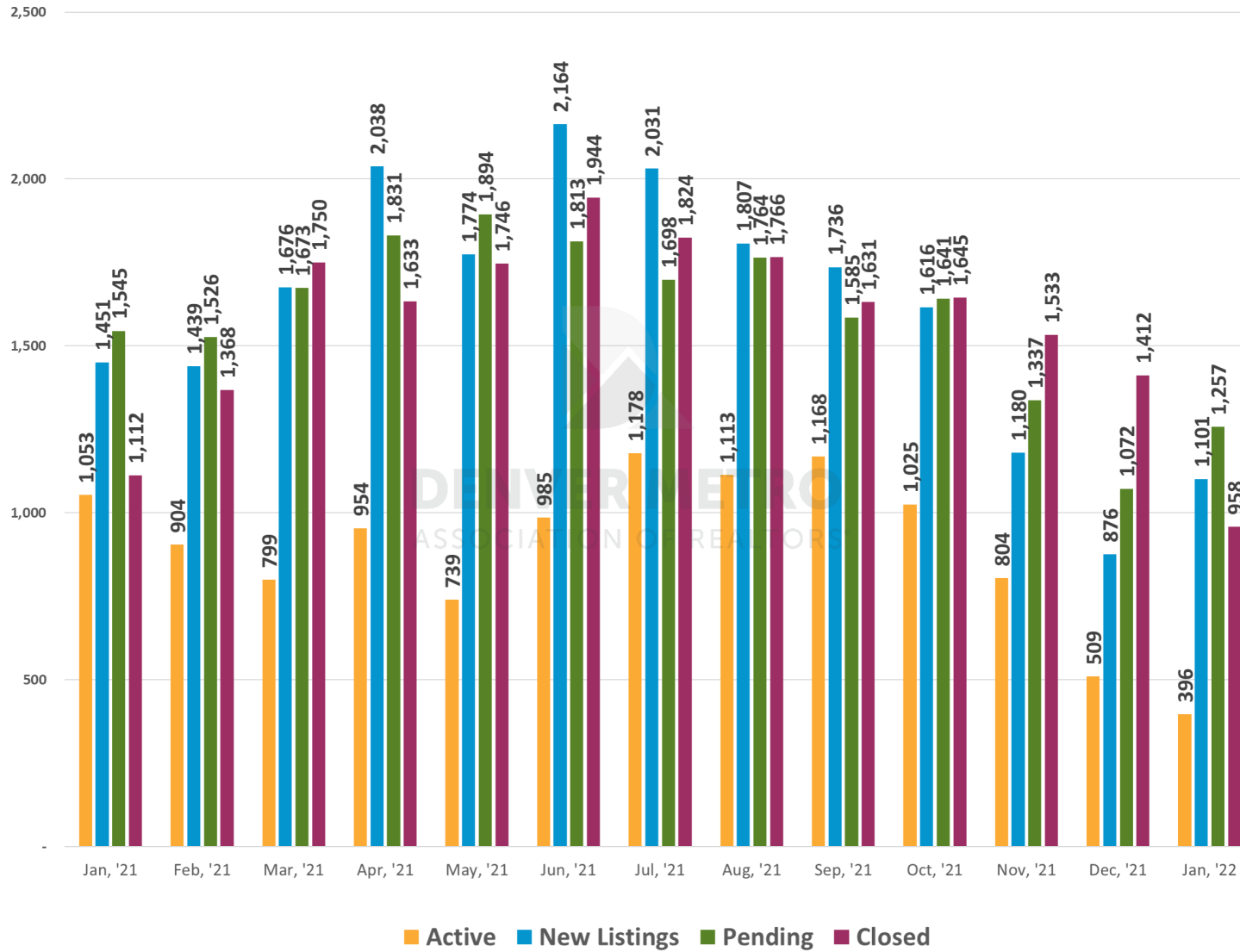


Attached Single-Family

DMAR Market Trends | January 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

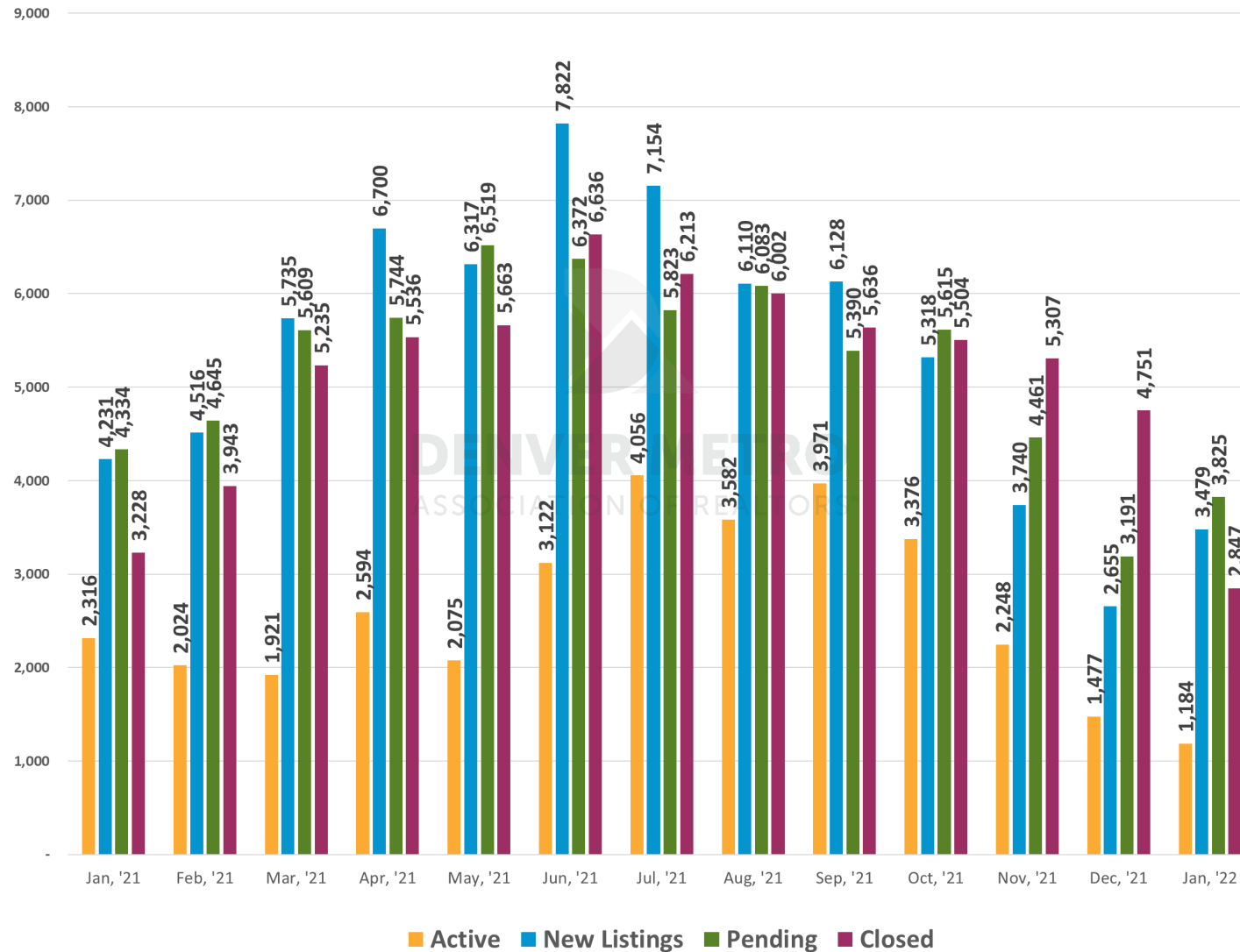


Residential (Detached + Attached)

DMAR Market Trends | January 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

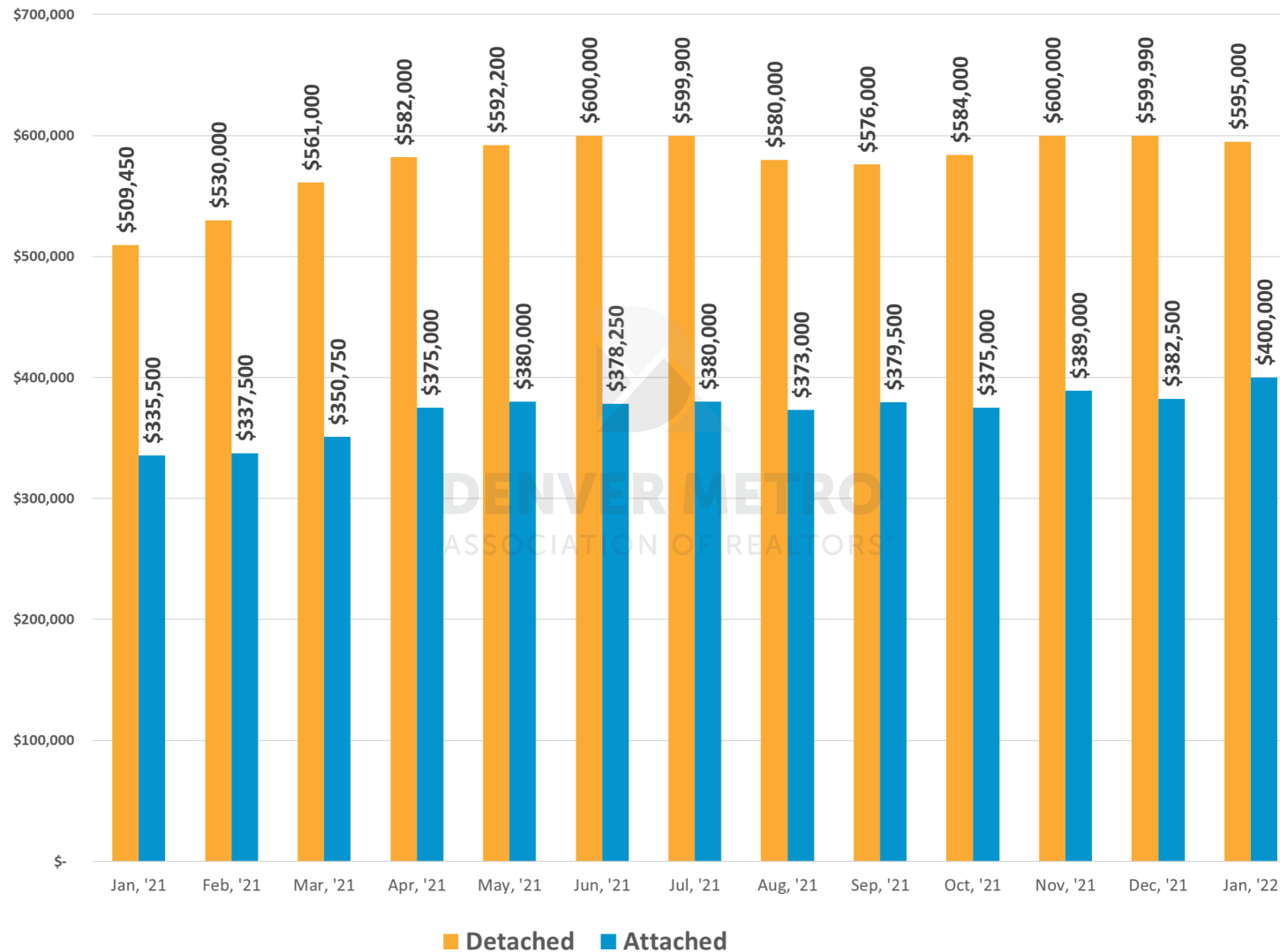


Median Close Price

DMAR Market Trends | January 2022 Data

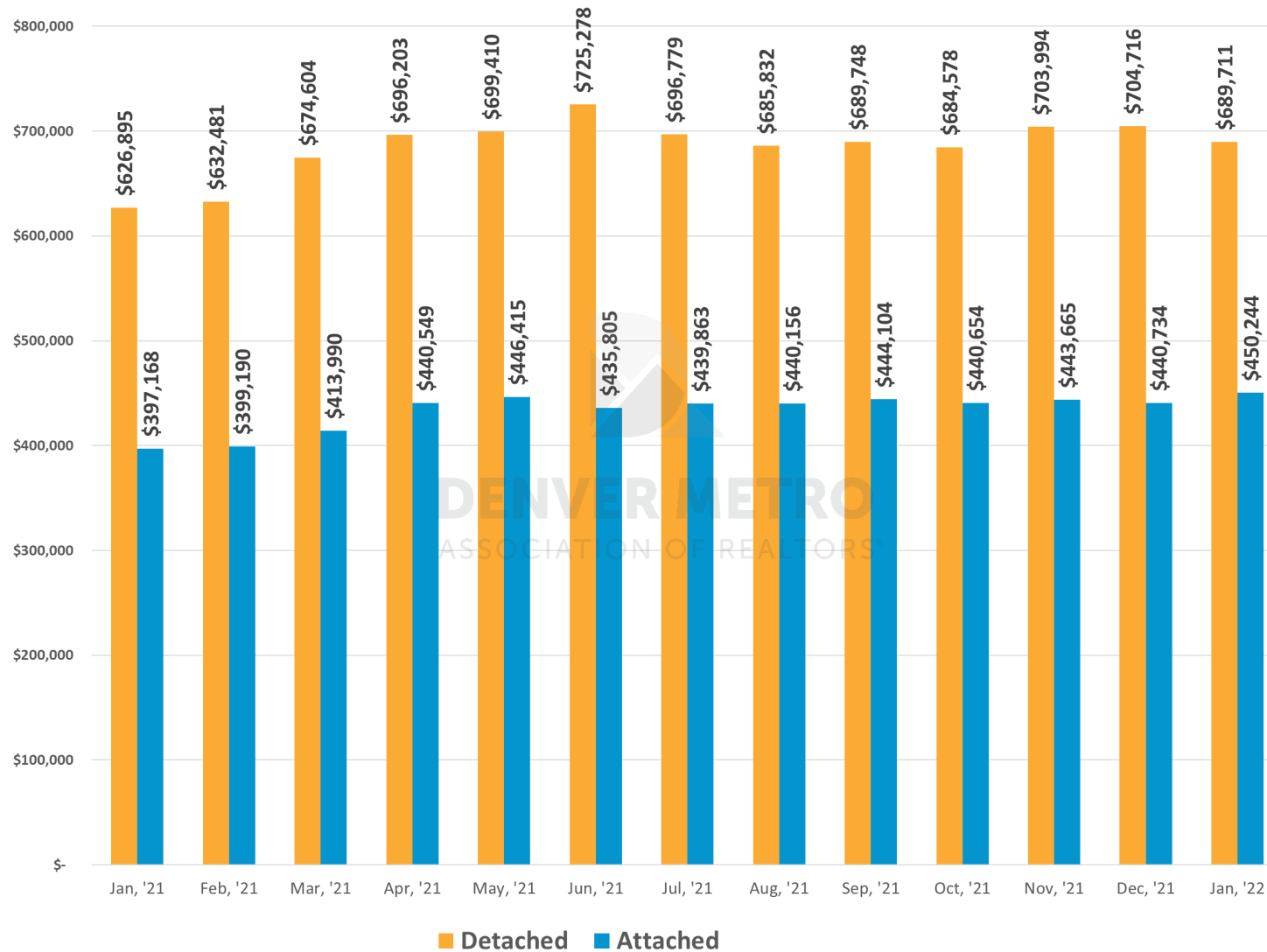
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



Average Close Price

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

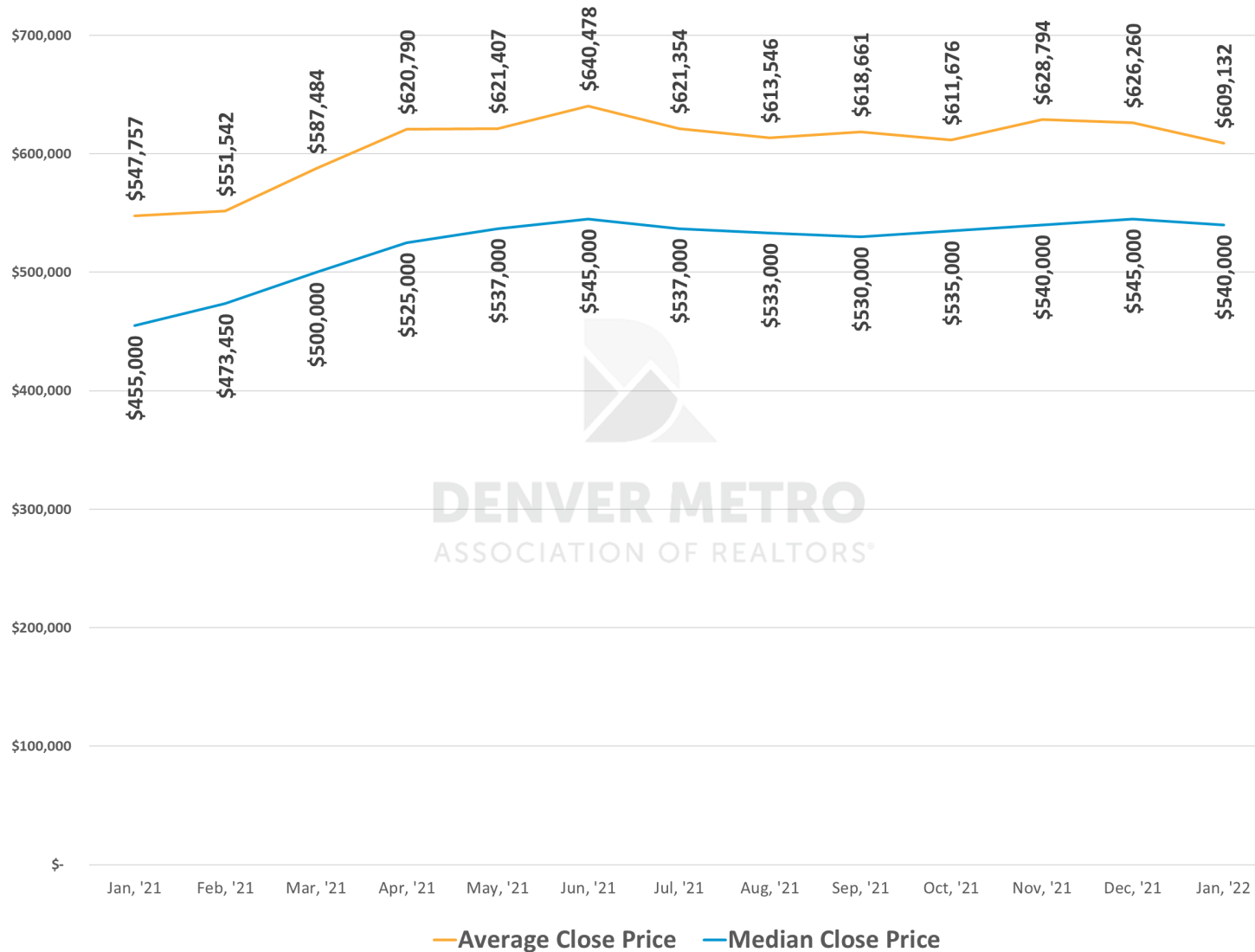


Residential Close Price

DMAR Market Trends | January 2022 Data

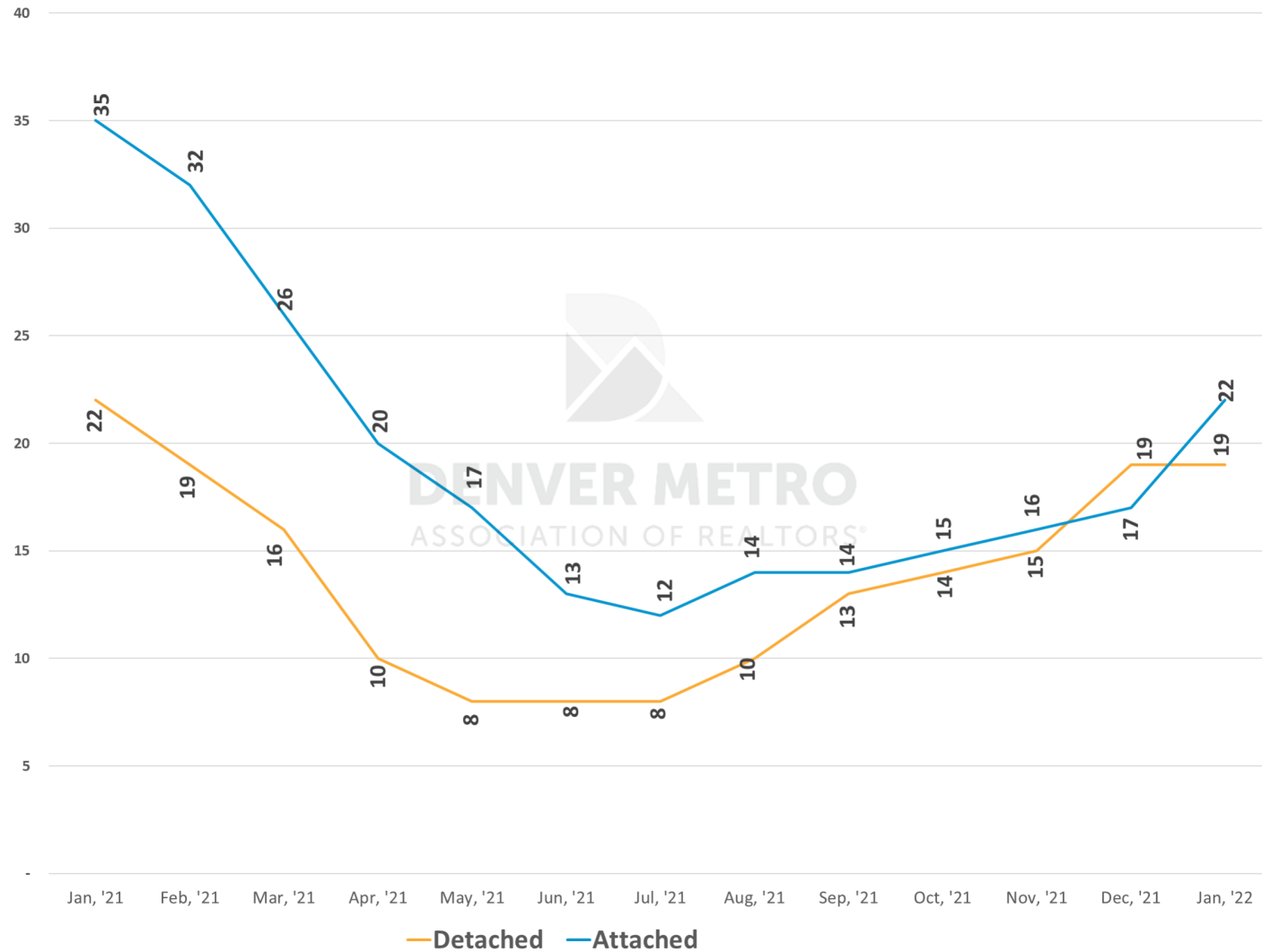
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



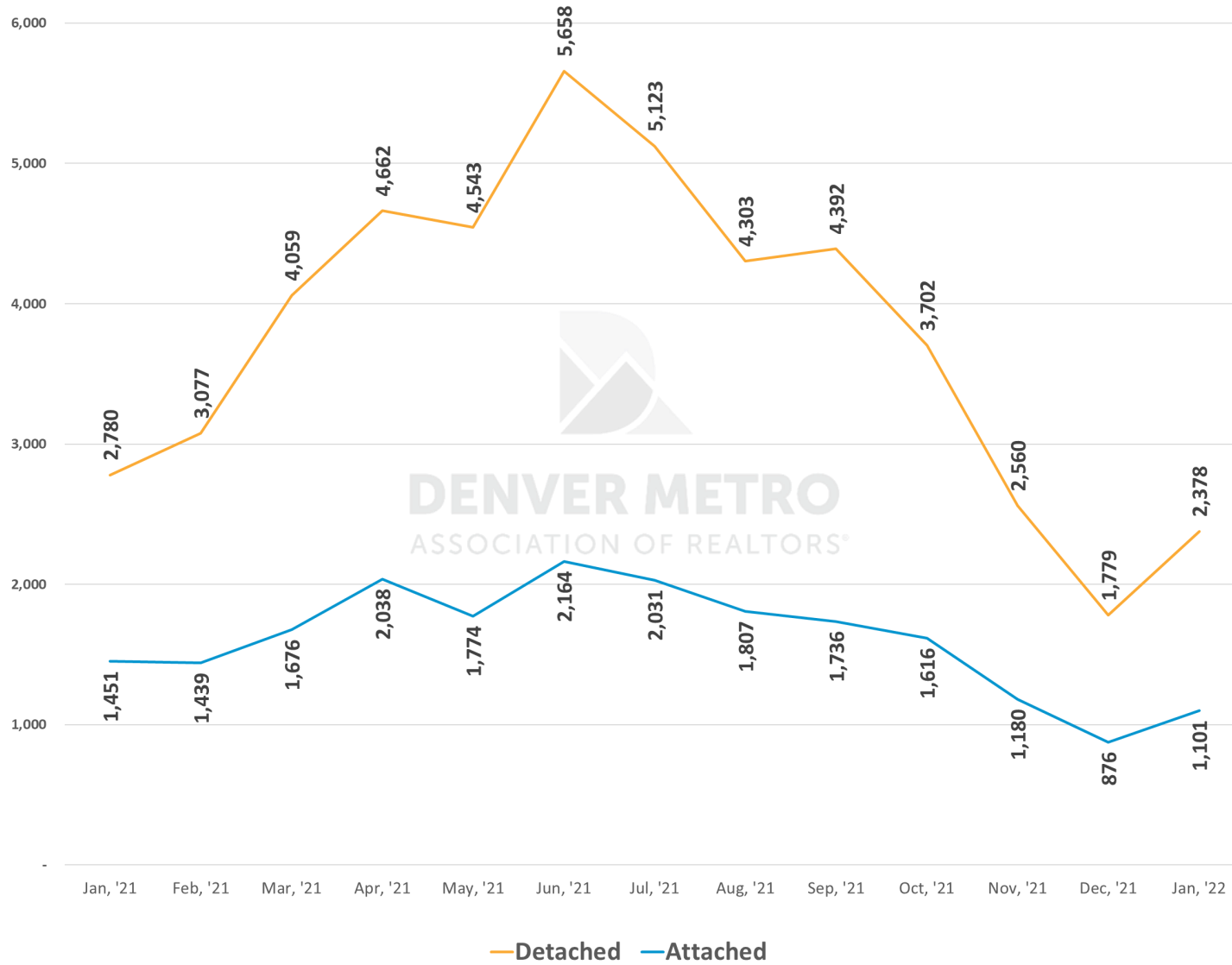
Average Days in MLS

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



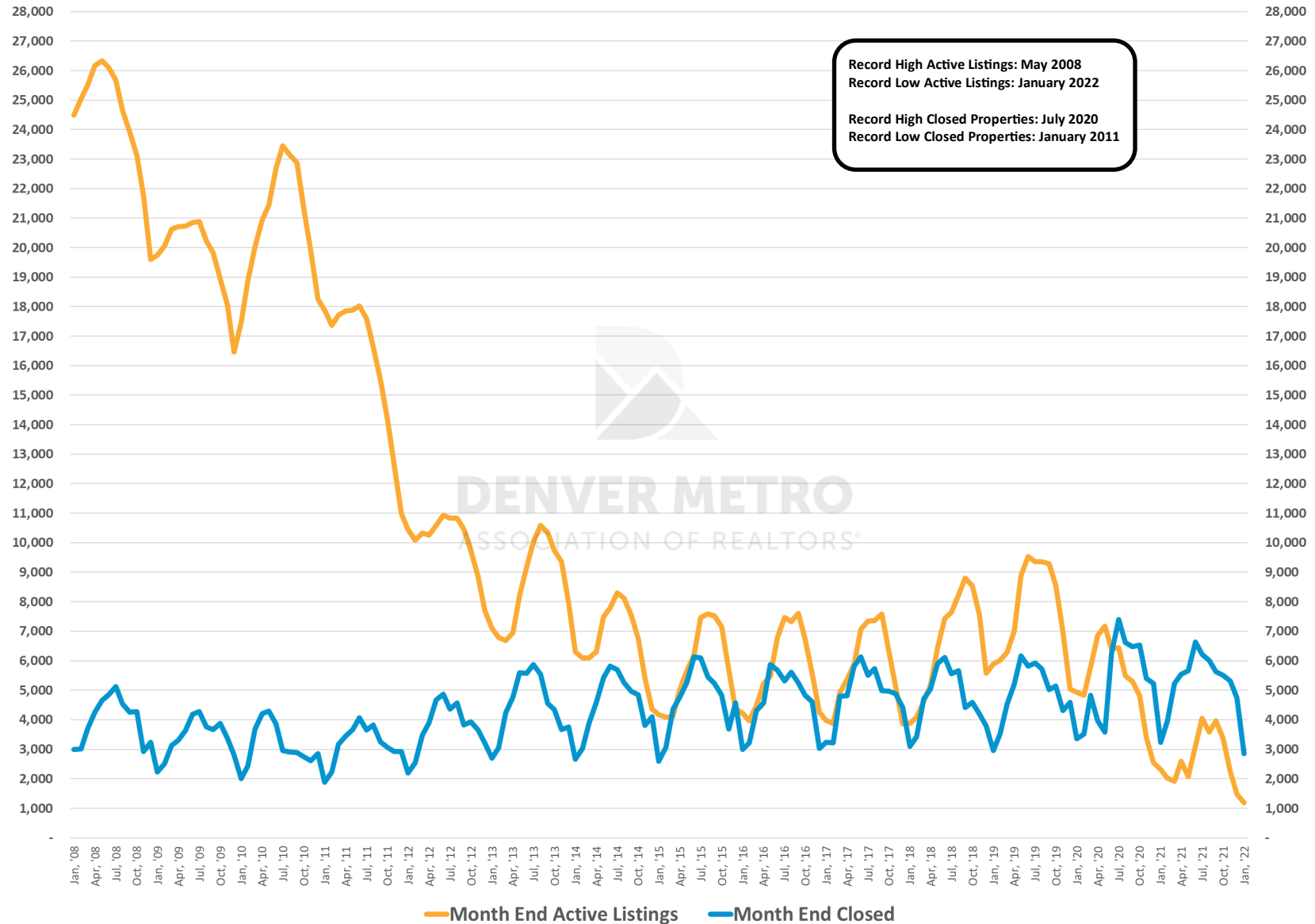
New Listings

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



DATA SNAPSHOT

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

	Jan, '22	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	1,184	1,477	2,316	-19.84%	-48.88%
New Listings	3,479	2,655	4,231	31.04%	-17.77%
Pending	3,825	3,191	4,334	19.87%	-11.74%
Closed	2,847	4,751	3,228	-40.08%	-11.80%
Close Price - Average	\$ 609,132	\$ 626,260	\$ 547,757	-2.73%	11.20%
Close Price - Median	\$ 540,000	\$ 545,000	\$ 455,000	-0.92%	18.68%
Sales Volume	\$ 1,734,198,774	\$ 2,975,362,472	\$ 1,768,161,014	-41.71%	-1.92%
Days in MLS - Average	20	18	27	11.11%	-25.93%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	102.09%	101.53%	100.59%	0.55%	1.49%
Detached					
Active Listings at Month End	788	968	1,263	-18.60%	-37.61%
New Listings	2,378	1,779	2,780	33.67%	-14.46%
Pending	2,568	2,119	2,789	21.19%	-7.92%
Closed	1,889	3,339	2,116	-43.43%	-10.73%
Close Price - Average	\$ 689,711	\$ 704,716	\$ 626,895	-2.13%	10.02%
Close Price - Median	\$ 595,000	\$ 599,990	\$ 509,450	-0.83%	16.79%
Sales Volume	\$ 1,302,864,940	\$ 2,353,045,831	\$ 1,326,510,586	-44.63%	-1.78%
Days in MLS - Average	19	19	22	0.00%	-13.64%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	102.15%	101.66%	101.04%	0.48%	1.10%
Attached					
Active Listings at Month End	396	509	1,053	-22.20%	-62.39%
New Listings	1,101	876	1,451	25.68%	-24.12%
Pending	1,257	1,072	1,545	17.26%	-18.64%
Closed	958	1,412	1,112	-32.15%	-13.85%
Close Price - Average	\$ 450,244	\$ 440,734	\$ 397,168	2.16%	13.36%
Close Price - Median	\$ 400,000	\$ 382,500	\$ 335,500	4.58%	19.23%
Sales Volume	\$ 431,333,834	\$ 622,316,641	\$ 441,650,428	-30.69%	-2.34%
Days in MLS - Average	22	17	35	29.41%	-37.14%
Days in MLS - Median	5	5	12	0.00%	-58.33%
Close Price/List Price	101.99%	101.22%	99.75%	0.76%	2.25%

JANUARY 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	1,184	2,316	4,941	5,881	3,869	-48.88%	-53.13%	-15.98%	52.00%
New Listings	3,479	4,231	4,857	4,831	4,253	-17.77%	-12.89%	0.54%	13.59%
Closed	2,847	3,228	3,362	2,970	3,102	-11.80%	-3.99%	13.20%	-4.26%
Close Price - Average	\$ 609,132	\$ 547,757	\$ 475,786	\$ 457,828	\$ 448,499	11.20%	15.13%	3.92%	2.08%
Close Price - Median	\$ 540,000	\$ 455,000	\$ 420,000	\$ 396,500	\$ 385,603	18.68%	8.33%	5.93%	2.83%
Sales Volume	\$ 1,734,198,774	\$ 1,768,161,014	\$ 1,599,593,353	\$ 1,359,749,267	\$ 1,391,245,152	-1.92%	10.54%	17.64%	-2.26%
Days in MLS - Average	20	27	45	43	35	-25.93%	-40.00%	4.65%	22.86%
Days in MLS - Median	5	6	26	27	12	-16.67%	-76.92%	-3.70%	125.00%
Close Price/List Price	102.09%	100.59%	98.80%	98.57%	99.40%	1.49%	1.81%	0.23%	-0.84%
Detached									
Active Listings at Month End	788	1,263	3,297	4,027	2,824	-37.61%	-61.69%	-18.13%	42.60%
New Listings	2,378	2,780	3,251	3,303	2,961	-14.46%	-14.49%	-1.57%	11.55%
Closed	1,889	2,116	2,310	2,117	2,150	-10.73%	-8.40%	9.12%	-1.53%
Close Price - Average	\$ 689,711	\$ 626,895	\$ 530,247	\$ 498,511	\$ 493,468	10.02%	18.23%	6.37%	1.02%
Close Price - Median	\$ 595,000	\$ 509,450	\$ 459,950	\$ 425,000	\$ 418,000	16.79%	10.76%	8.22%	1.67%
Sales Volume	\$ 1,302,864,940	\$ 1,326,510,586	\$ 1,224,870,111	\$ 1,055,347,719	\$ 1,060,956,494	-1.78%	8.30%	16.06%	-0.53%
Days in MLS - Average	19	22	45	44	37	-13.64%	-51.11%	2.27%	18.92%
Days in MLS - Median	5	5	24	29	13	0.00%	-79.17%	-17.24%	123.08%
Close Price/List Price	102.15%	101.04%	98.80%	98.51%	99.29%	1.10%	2.27%	0.29%	-0.79%
Attached									
Active Listings at Month End	396	1,053	1,644	1,854	1,045	-62.39%	-35.95%	-11.33%	77.42%
New Listings	1,101	1,451	1,606	1,528	1,292	-24.12%	-9.65%	5.10%	18.27%
Closed	958	1,112	1,052	853	952	-13.85%	5.70%	23.33%	-10.40%
Close Price - Average	\$ 450,244	\$ 397,168	\$ 356,201	\$ 356,860	\$ 346,942	13.36%	11.50%	-0.18%	2.86%
Close Price - Median	\$ 400,000	\$ 335,500	\$ 305,000	\$ 295,000	\$ 285,000	19.23%	10.00%	3.39%	3.51%
Sales Volume	\$ 431,333,834	\$ 441,650,428	\$ 374,723,242	\$ 304,401,548	\$ 330,288,658	-2.34%	17.86%	23.10%	-7.84%
Days in MLS - Average	22	35	46	40	30	-37.14%	-23.91%	15.00%	33.33%
Days in MLS - Median	5	12	30	24	10	-58.33%	-60.00%	25.00%	140.00%
Close Price/List Price	101.99%	99.75%	98.81%	98.74%	99.66%	2.25%	0.95%	0.07%	-0.92%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	-	1		1	-	
	\$100,000 to \$199,999	3	6	2.00	50	13	0.26
	\$200,000 to \$299,999	15	6	0.40	170	60	0.35
	\$300,000 to \$399,999	94	24	0.26	255	70	0.27
	\$400,000 to \$499,999	338	81	0.24	218	38	0.17
	\$500,000 to \$749,999	976	266	0.27	183	92	0.50
	\$750,000 to \$999,999	284	153	0.54	56	56	1.00
	\$1,000,000 and over	179	251	1.40	25	67	2.68
	TOTALS	1,889	788	0.42	958	396	0.41

	Price Range	Detached		% change	Attached		% change
		Closed Jan, '22	Closed Dec, '21		Closed Jan, '22	Closed Dec, '21	
Month-Over-Month	\$0 to \$99,999	-	1	-100.00%	1	-	
	\$100,000 to \$199,999	3	5	-40.00%	50	95	-47.37%
	\$200,000 to \$299,999	15	27	-44.44%	170	244	-30.33%
	\$300,000 to \$399,999	94	180	-47.78%	255	430	-40.70%
	\$400,000 to \$499,999	338	638	-47.02%	218	284	-23.24%
	\$500,000 to \$749,999	976	1,638	-40.42%	183	249	-26.51%
	\$750,000 to \$999,999	284	519	-45.28%	56	54	3.70%
	\$1,000,000 and over	179	331	-45.92%	25	56	-55.36%
	TOTALS	1,889	3,339	-43.43%	958	1,412	-32.15%

	Price Range	Detached		% change	Attached		% change
		YTD Jan, '22	YTD Jan, '21		YTD Jan, '22	YTD Jan, '21	
Year-Over-Year	\$0 to \$99,999	-	1	-100.00%	1	-	
	\$100,000 to \$199,999	3	2	50.00%	50	93	-46.24%
	\$200,000 to \$299,999	15	49	-69.39%	170	321	-47.04%
	\$300,000 to \$399,999	94	343	-72.59%	255	303	-15.84%
	\$400,000 to \$499,999	338	614	-44.95%	218	167	30.54%
	\$500,000 to \$749,999	976	735	32.79%	183	157	16.56%
	\$750,000 to \$999,999	284	186	52.69%	56	42	33.33%
	\$1,000,000 and over	179	186	-3.76%	25	29	-13.79%
	TOTALS	1,889	2,116	-10.73%	958	1,112	-13.85%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	330	167	289	97.60%	14.19%
Pending	301	215	289	40.00%	4.15%
Closed	204	387	215	-47.29%	-5.12%
Sales Volume	\$ 320,489,441	\$ 636,635,941	\$ 354,177,036	-49.66%	-9.51%
Days in MLS - Average	40	38	68	5.26%	-41.18%
Days in MLS - Median	8	9	40	-11.11%	-80.00%
Close Price/List Price	101.90%	100.63%	97.75%	1.26%	4.25%
PSF Total	\$ 381	\$ 382	\$ 351	-0.26%	8.55%
Detached					
New Listings	288	144	246	100.00%	17.07%
Pending	264	184	256	43.48%	3.13%
Closed	179	331	186	-45.92%	-3.76%
Sales Volume	\$ 280,532,101	\$ 559,460,872	\$ 318,007,166	-49.86%	-11.78%
Days in MLS - Average	32	36	69	-11.11%	-53.62%
Days in MLS - Median	9	8	41	12.50%	-78.05%
Close Price/List Price	101.89%	100.51%	97.78%	1.37%	4.20%
PSF Total	\$ 345	\$ 357	\$ 328	-3.36%	5.18%
Attached					
New Listings	42	23	43	82.61%	-2.33%
Pending	37	31	33	19.35%	12.12%
Closed	25	56	29	-55.36%	-13.79%
Sales Volume	\$ 39,957,340	\$ 77,175,069	\$ 36,169,870	-48.23%	10.47%
Days in MLS - Average	97	49	65	97.96%	49.23%
Days in MLS - Median	3	13	8	-76.92%	-62.50%
Close Price/List Price	101.99%	101.30%	97.60%	0.68%	4.50%
PSF Total	\$ 645	\$ 525	\$ 500	22.86%	29.00%

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	330	289	312	250	234	14.19%	-7.37%	24.80%	6.84%
Pending	301	289	195	152	155	4.15%	48.21%	28.29%	-1.94%
Closed	204	215	118	95	110	-5.12%	82.20%	24.21%	-13.64%
Sales Volume	\$ 320,489,441	\$ 354,177,036	\$ 181,393,127	\$ 154,266,217	\$ 167,628,267	-9.51%	95.25%	17.58%	-7.97%
Days in MLS - Average	40	68	86	83	109	-41.18%	-20.93%	3.61%	-23.85%
Days in MLS - Median	8	40	55	58	85	-80.00%	-27.27%	-5.17%	-31.76%
Close Price/List Price	101.90%	97.75%	95.99%	96.43%	95.96%	4.25%	1.83%	-0.46%	0.49%
PSF Total	\$ 381	\$ 351	\$ 367	\$ 324	\$ 302	8.55%	-4.36%	13.27%	7.28%
Detached									
New Listings	288	246	269	224	208	17.07%	-8.55%	20.09%	7.69%
Pending	264	256	177	134	135	3.13%	44.63%	32.09%	-0.74%
Closed	179	186	104	85	98	-3.76%	78.85%	22.35%	-13.27%
Sales Volume	\$ 280,532,101	\$ 318,007,166	\$ 159,882,819	\$ 128,886,217	\$ 149,387,608	-11.78%	98.90%	24.05%	-13.72%
Days in MLS - Average	32	69	88	82	113	-53.62%	-21.59%	7.32%	-27.43%
Days in MLS - Median	9	41	51	55	98	-78.05%	-19.61%	-7.27%	-43.88%
Close Price/List Price	101.89%	97.78%	95.88%	96.34%	95.68%	4.20%	1.98%	-0.48%	0.69%
PSF Total	\$ 345	\$ 328	\$ 329	\$ 287	\$ 276	5.18%	-0.30%	14.63%	3.99%
Attached									
New Listings	42	43	43	26	26	-2.33%	0.00%	65.38%	0.00%
Pending	37	33	18	18	20	12.12%	83.33%	0.00%	-10.00%
Closed	25	29	14	10	12	-13.79%	107.14%	40.00%	-16.67%
Sales Volume	\$ 39,957,340	\$ 36,169,870	\$ 21,510,308	\$ 25,380,000	\$ 18,240,659	10.47%	68.15%	-15.25%	39.14%
Days in MLS - Average	97	65	72	87	83	49.23%	-9.72%	-17.24%	4.82%
Days in MLS - Median	3	8	69	95	13	-62.50%	-88.41%	-27.37%	630.77%
Close Price/List Price	101.99%	97.60%	96.82%	97.18%	98.24%	4.50%	0.81%	-0.37%	-1.08%
PSF Total	\$ 645	\$ 500	\$ 648	\$ 638	\$ 513	29.00%	-22.84%	1.57%	24.37%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	470	266	324	76.69%	45.06%
Pending	477	350	371	36.29%	28.57%
Closed	340	573	228	-40.66%	49.12%
Sales Volume	\$ 287,094,555	\$ 486,282,966	\$ 195,688,682	-40.96%	46.71%
Days in MLS - Average	21	22	39	-4.55%	-46.15%
Days in MLS - Median	5	7	14	-28.57%	-64.29%
Close Price/List Price	101.95%	101.39%	99.51%	0.55%	2.45%
PSF Total	\$ 298	\$ 282	\$ 261	5.67%	14.18%
Detached					
New Listings	405	217	248	86.64%	63.31%
Pending	417	294	297	41.84%	40.40%
Closed	284	519	186	-45.28%	52.69%
Sales Volume	\$ 240,181,064	\$ 441,062,695	\$ 159,327,637	-45.54%	50.75%
Days in MLS - Average	18	22	33	-18.18%	-45.45%
Days in MLS - Median	5	7	14	-28.57%	-64.29%
Close Price/List Price	102.33%	101.45%	99.76%	0.87%	2.58%
PSF Total	\$ 268	\$ 269	\$ 241	-0.37%	11.20%
Attached					
New Listings	65	49	76	32.65%	-14.47%
Pending	60	56	74	7.14%	-18.92%
Closed	56	54	42	3.70%	33.33%
Sales Volume	\$ 46,913,491	\$ 45,220,271	\$ 36,361,045	3.74%	29.02%
Days in MLS - Average	38	24	68	58.33%	-44.12%
Days in MLS - Median	10	7	26	42.86%	-61.54%
Close Price/List Price	100.04%	100.87%	98.41%	-0.82%	1.66%
PSF Total	\$ 448	\$ 401	\$ 351	11.72%	27.64%

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	470	324	344	297	251	45.06%	-5.81%	15.82%	18.33%
Pending	477	371	252	197	191	28.57%	47.22%	27.92%	3.14%
Closed	340	228	170	141	142	49.12%	34.12%	20.57%	-0.70%
Sales Volume	\$ 287,094,555	\$ 195,688,682	\$ 142,943,310	\$ 119,557,966	\$ 120,581,582	46.71%	36.90%	19.56%	-0.85%
Days in MLS - Average	21	39	68	66	72	-46.15%	-42.65%	3.03%	-8.33%
Days in MLS - Median	5	14	48	42	56	-64.29%	-70.83%	14.29%	-25.00%
Close Price/List Price	101.95%	99.51%	98.18%	98.47%	98.40%	2.45%	1.35%	-0.29%	0.07%
PSF Total	\$ 298	\$ 261	\$ 240	\$ 245	\$ 252	14.18%	8.75%	-2.04%	-2.78%
Detached									
New Listings	405	248	275	230	204	63.31%	-9.82%	19.57%	12.75%
Pending	417	297	201	154	153	40.40%	47.76%	30.52%	0.65%
Closed	284	186	144	112	109	52.69%	29.17%	28.57%	2.75%
Sales Volume	\$ 240,181,064	\$ 159,327,637	\$ 121,327,281	\$ 95,082,529	\$ 92,610,205	50.75%	31.32%	27.60%	2.67%
Days in MLS - Average	18	33	71	62	70	-45.45%	-53.52%	14.52%	-11.43%
Days in MLS - Median	5	14	52	35	54	-64.29%	-73.08%	48.57%	-35.19%
Close Price/List Price	102.33%	99.76%	98.08%	98.51%	98.18%	2.58%	1.71%	-0.44%	0.34%
PSF Total	\$ 268	\$ 241	\$ 222	\$ 222	\$ 223	11.20%	8.56%	0.00%	-0.45%
Attached									
New Listings	65	76	69	67	47	-14.47%	10.14%	2.99%	42.55%
Pending	60	74	51	43	38	-18.92%	45.10%	18.60%	13.16%
Closed	56	42	26	29	33	33.33%	61.54%	-10.34%	-12.12%
Sales Volume	\$ 46,913,491	\$ 36,361,045	\$ 21,616,029	\$ 24,475,437	\$ 27,971,377	29.02%	68.21%	-11.68%	-12.50%
Days in MLS - Average	38	68	54	83	79	-44.12%	25.93%	-34.94%	5.06%
Days in MLS - Median	10	26	27	50	60	-61.54%	-3.70%	-46.00%	-16.67%
Close Price/List Price	100.04%	98.41%	98.77%	98.31%	99.12%	1.66%	-0.36%	0.47%	-0.82%
PSF Total	\$ 448	\$ 351	\$ 339	\$ 336	\$ 344	27.64%	3.54%	0.89%	-2.33%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,372	1,021	1,135	34.38%	20.88%
Pending	1,567	1,237	1,164	26.68%	34.62%
Closed	1,159	1,887	892	-38.58%	29.93%
Sales Volume	\$ 697,005,503	\$ 1,136,850,477	\$ 532,646,926	-38.69%	30.86%
Days in MLS - Average	21	17	25	23.53%	-16.00%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	102.16%	101.88%	101.14%	0.27%	1.01%
PSF Total	\$ 270	\$ 262	\$ 236	3.05%	14.41%
Detached					
New Listings	1,155	875	950	32.00%	21.58%
Pending	1,293	1,047	945	23.50%	36.83%
Closed	976	1,638	735	-40.42%	32.79%
Sales Volume	\$ 590,057,307	\$ 989,746,713	\$ 437,802,767	-40.38%	34.78%
Days in MLS - Average	19	16	19	18.75%	0.00%
Days in MLS - Median	6	5	5	20.00%	20.00%
Close Price/List Price	102.28%	102.00%	101.32%	0.27%	0.95%
PSF Total	\$ 255	\$ 250	\$ 216	2.00%	18.06%
Attached					
New Listings	217	146	185	48.63%	17.30%
Pending	274	190	219	44.21%	25.11%
Closed	183	249	157	-26.51%	16.56%
Sales Volume	\$ 106,948,196	\$ 147,103,764	\$ 94,844,159	-27.30%	12.76%
Days in MLS - Average	28	18	53	55.56%	-47.17%
Days in MLS - Median	5	5	22	0.00%	-77.27%
Close Price/List Price	101.53%	101.10%	100.28%	0.43%	1.25%
PSF Total	\$ 352	\$ 342	\$ 332	2.92%	6.02%

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	1,372	1,135	1,225	1,136	897	20.88%	-7.35%	7.83%	26.64%
Pending	1,567	1,164	1,114	848	798	34.62%	4.49%	31.37%	6.27%
Closed	1,159	892	798	562	576	29.93%	11.78%	41.99%	-2.43%
Sales Volume	\$ 697,005,503	\$ 532,646,926	\$ 474,915,270	\$ 333,080,412	\$ 339,921,967	30.86%	12.16%	42.58%	-2.01%
Days in MLS - Average	21	25	57	55	52	-16.00%	-56.14%	3.64%	5.77%
Days in MLS - Median	5	5	38	41	26	0.00%	-86.84%	-7.32%	57.69%
Close Price/List Price	102.16%	101.14%	98.63%	98.46%	99.08%	1.01%	2.54%	0.17%	-0.63%
PSF Total	\$ 270	\$ 236	\$ 214	\$ 201	\$ 212	14.41%	10.28%	6.47%	-5.19%
Detached									
New Listings	1,155	950	1,024	950	742	21.58%	-7.23%	7.79%	28.03%
Pending	1,293	945	930	734	676	36.83%	1.61%	26.70%	8.58%
Closed	976	735	690	493	462	32.79%	6.52%	39.96%	6.71%
Sales Volume	\$ 590,057,307	\$ 437,802,767	\$ 410,504,476	\$ 292,084,880	\$ 272,271,176	34.78%	6.65%	40.54%	7.28%
Days in MLS - Average	19	19	56	55	51	0.00%	-66.07%	1.82%	7.84%
Days in MLS - Median	6	5	38	41	27	20.00%	-86.84%	-7.32%	51.85%
Close Price/List Price	102.28%	101.32%	98.60%	98.50%	98.98%	0.95%	2.76%	0.10%	-0.48%
PSF Total	\$ 255	\$ 216	\$ 193	\$ 186	\$ 184	18.06%	11.92%	3.76%	1.09%
Attached									
New Listings	217	185	201	186	155	17.30%	-7.96%	8.06%	120.00%
Pending	274	219	184	114	122	25.11%	19.02%	61.40%	-6.56%
Closed	183	157	108	69	114	16.56%	45.37%	56.52%	-39.47%
Sales Volume	\$ 106,948,196	\$ 94,844,159	\$ 64,410,794	\$ 40,995,532	\$ 67,650,791	12.76%	47.25%	57.12%	-39.40%
Days in MLS - Average	28	53	63	57	55	-47.17%	-15.87%	10.53%	3.64%
Days in MLS - Median	5	22	44	44	24	-77.27%	-50.00%	0.00%	83.33%
Close Price/List Price	101.53%	100.28%	98.82%	98.19%	99.48%	1.25%	1.48%	0.64%	-1.30%
PSF Total	\$ 352	\$ 332	\$ 348	\$ 308	\$ 333	6.02%	-4.60%	12.99%	-7.51%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,021	955	1,893	6.91%	-46.06%
Pending	1,155	1,097	1,880	5.29%	-38.56%
Closed	905	1,532	1,427	-40.93%	-36.58%
Sales Volume	\$ 373,158,297	\$ 629,757,341	\$ 575,549,516	-40.75%	-35.16%
Days in MLS - Average	14	13	18	7.69%	-22.22%
Days in MLS - Median	4	5	5	-20.00%	-20.00%
Close Price/List Price	102.48%	101.74%	101.26%	0.73%	1.20%
PSF Total	\$ 304	\$ 298	\$ 247	2.01%	23.08%
Detached					
New Listings	515	526	1,272	-2.09%	-59.51%
Pending	575	574	1,223	0.17%	-52.98%
Closed	432	818	957	-47.19%	-54.86%
Sales Volume	\$ 187,603,348	\$ 354,340,537	\$ 397,888,880	-47.06%	-52.85%
Days in MLS - Average	13	13	13	0.00%	0.00%
Days in MLS - Median	5	5	4	0.00%	25.00%
Close Price/List Price	102.14%	101.85%	101.80%	0.28%	0.33%
PSF Total	\$ 306	\$ 293	\$ 237	4.44%	29.11%
Attached					
New Listings	506	429	621	17.95%	-18.52%
Pending	580	523	657	10.90%	-11.72%
Closed	473	714	470	-33.75%	0.64%
Sales Volume	\$ 185,554,949	\$ 275,416,804	\$ 177,660,636	-32.63%	4.44%
Days in MLS - Average	15	13	28	15.38%	-46.43%
Days in MLS - Median	4	5	9	-20.00%	-55.56%
Close Price/List Price	102.79%	101.61%	100.17%	1.16%	2.62%
PSF Total	\$ 303	\$ 303	\$ 265	0.00%	14.34%

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	1,021	1,893	2,197	2,296	1,985	-46.06%	-13.84%	-4.31%	15.67%
Pending	1,155	1,880	2,155	2,015	1,888	-38.56%	-12.76%	6.95%	6.73%
Closed	905	1,427	1,633	1,558	1,511	-36.58%	-12.61%	4.81%	3.11%
Sales Volume	\$ 373,158,297	\$ 575,549,516	\$ 648,210,598	\$ 606,867,686	\$ 584,799,173	-35.16%	-11.21%	6.81%	3.77%
Days in MLS - Average	14	18	37	38	27	-22.22%	-51.35%	-2.63%	40.74%
Days in MLS - Median	4	5	20	26	10	-20.00%	-75.00%	-23.08%	160.00%
Close Price/List Price	102.48%	101.26%	99.27%	98.96%	99.67%	1.20%	2.00%	0.31%	-0.71%
PSF Total	\$ 304	\$ 247	\$ 215	\$ 201	\$ 195	23.08%	14.88%	6.97%	3.08%
Detached									
New Listings	515	1,272	1,529	1,723	1,555	-59.51%	-16.81%	-11.26%	10.80%
Pending	575	1,223	1,595	1,586	1,491	-52.98%	-23.32%	0.57%	6.37%
Closed	432	957	1,232	1,259	1,250	-54.86%	-22.32%	-2.14%	0.72%
Sales Volume	\$ 187,603,348	\$ 397,888,880	\$ 497,388,722	\$ 495,588,424	\$ 487,127,119	-52.85%	-20.00%	0.36%	1.74%
Days in MLS - Average	13	13	35	38	26	0.00%	-62.86%	-7.89%	46.15%
Days in MLS - Median	5	4	18	26	9	25.00%	-77.78%	-30.77%	188.89%
Close Price/List Price	102.14%	101.80%	99.34%	98.89%	99.70%	0.33%	2.48%	0.46%	-0.81%
PSF Total	\$ 306	\$ 237	\$ 200	\$ 188	\$ 182	29.11%	18.50%	6.38%	3.30%
Attached									
New Listings	506	621	668	573	430	-18.52%	-7.04%	16.58%	33.26%
Pending	580	657	560	429	397	-11.72%	17.32%	30.54%	8.06%
Closed	473	470	401	299	261	0.64%	17.21%	34.11%	14.56%
Sales Volume	\$ 185,554,949	\$ 177,660,636	\$ 150,821,876	\$ 111,279,262	\$ 97,672,054	4.44%	17.80%	35.53%	13.93%
Days in MLS - Average	15	28	44	40	30	-46.43%	-36.36%	10.00%	33.33%
Days in MLS - Median	4	9	30	22	14	-55.56%	-70.00%	36.36%	57.14%
Close Price/List Price	102.79%	100.17%	99.06%	99.22%	99.52%	2.62%	1.12%	-0.16%	-0.30%
PSF Total	\$ 303	\$ 265	\$ 260	\$ 253	\$ 255	14.34%	1.92%	2.77%	-0.78%