

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



# Denver Metro Real Estate Market Trends Report

June 2022

# MARKET OVERVIEW

The June report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the May 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	3,652	13.98%	76.00%
Closed Homes	5,445	3.75%	-4.51%
Close Price - Average	\$714,495	-1.01%	14.94%
Close Price - Median	\$615,000	-0.24%	14.31%
Days in MLS - Average	9	12.50%	-18.18%



## Detached

Active Listings at Month End	2,828	15.66%	111.68%
Closed Homes	3,852	5.07%	-2.38%
Close Price - Average	\$805,508	-1.92%	15.17%
Close Price - Median	\$670,106	-1.46%	12.96%
Days in MLS - Average	9	0.00%	12.50%



## Attached

Active Listings at Month End	824	8.56%	11.50%
Closed Homes	1,593	0.70%	-9.28%
Close Price - Average	\$494,419	0.65%	10.64%
Close Price - Median	\$430,000	-2.27%	13.16%
Days in MLS - Average	9	12.50%	-47.06%

DENVER METRO  
ASSOCIATION OF REALTORS®

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- The latest contract signings mark six consecutive months of declines and are at the slowest pace in nearly a decade. Pending contracts are telling, as they better reflect the timelier impact of higher mortgage rates than do closings.
- The market is cooling down for sellers as late May introduced a new strategy for buyers: wait for homes that don't have offers after their first weekend on the market. Several agents reported slow first weekends on the market followed by a steady amount of showings and an offer or two on the second weekend on the market. Sellers are starting to panic if their home does not have showings and multiple offers on the first weekend, and are willing to make a deal by the second weekend on the market.

## ✓ Local News:

- Metro Denver home prices are significantly higher than they would have been if the pandemic had not happened, and while the premium is wide, it isn't as extreme as it is in many other places, according to a monthly study from Florida Atlantic University and Florida International University.
- Metro Denver ranks 37th out of the 100 largest metros in April, with home values 38.5 percent above what would be expected based on the long-term trend.
- A recent study by Credit Karma reported that Colorado has the third-lowest property taxes in the country, with an effective tax rate of 0.505 percent.

## ✓ National News:

- According to economist Elliot Eisenberg, April's new home sales dropped seven percent month-over-month and 27 percent year-over-year to an annual rate of 591,000, the lowest level since April 2020—the worst of the pandemic. The gap between the average and median new house price is substantial, suggesting a shift to much more expensive homes.
- The Pending Home Sales Index, a forward-looking indicator of home sales based on contract signings, slid 3.9 percent to 99.3 in April.
- Year-over-year transactions fell 9.1 percent. An index of 100 is equal to the level of contract activity in 2001.
- People are staying in their homes longer post-2008. Housing tenure ran at five to seven years from 1985-2007 and now is 11-13 years from 2008-2022. The Baby Boomers are not selling their homes en masse, and we have more investors providing shelter for renters than before.
- Though widely anticipated, the inventory of for-sale homes, unfortunately, does not look promising for the rest of 2022, particularly given the surge in mortgage rates and the general sense of being "locked-in" by existing homeowners.
- The National Association of Home Builders' latest housing trends report revealed that the 67 percent of buyers who were actively house hunting in the first quarter of 2022 have spent at least three months searching for a home without success. Reasons include their inability to find a desirable neighborhood (34 percent), the inability to find a home with desirable features (31 percent) and being outbid by other buyers (29 percent). When asked what they are most likely to do next if still unable to find a home in the next few months, 52 percent said they will continue looking for the "right" home in the same location.
- The cost of goods used in residential construction, except energy (not seasonally adjusted) climbed 0.5 percent in April, following upwardly revised increases of 1.9 percent and 2.4 percent in March and February, respectively. This adds up to a 4.9 percent increase in

building materials prices since the start of 2022. Year-over-year, building material prices are up 19.2 percent and have risen 35.6 percent since the start of the pandemic.

- Purchasing a home is now 55 percent more expensive than a year ago. According to the National Association of Realtors® (NAR) Chief Economist Lawrence Yun, wages are improving, but they are "wiped away" by inflation. Wages have risen six percent from one year ago, but inflation is at 8.5 percent.

## ✓ Mortgage News:

- Mortgage demand slipped to the lowest level since December 2018. Applications to refinance a home loan, which are more sensitive to rate moves than purchase applications, fell five percent for the week and were 75 percent lower than the same week one year ago.
- The escalating mortgage rates have bumped up the cost of purchasing a home by more than 25 percent from a year ago, while steeper home prices are adding another 15 percent to that total.
- According to NAR Chief Economist Lawrence Yun, if mortgage rates stabilize roughly at the current level of 5.3 percent and job gains continue, home sales could also stabilize in the coming months. Home sales in 2022 are expected to be down about nine percent, and if mortgage rates climb to six percent, then the sales activity could fall by 15 percent.
- Buyers had some relief during the second half of May as mortgage rates dropped 0.5 percent after 10 straight weeks of increases. Most of that gain was lost again in just two days, May 31st and June 1st.

## ✓ Rental News:

- Apartment List released its May data showing Denver's rent is up 1.2 percent month-over-month and 13 percent year-over-year. Englewood saw the fastest rent growth in the metro, with a year-over-year increase of 17.6 percent. Arvada, Thornton and Littleton took the second, third and fourth spots, all hovering around 16 percent.

## ✓ Builder News:

- New home months-of-inventory jumped from six to nine months making the new build sector look inventory rich; however, six months of that supply are homes that haven't been started yet.
- Builder incentives could come roaring back as the homebuilder sentiment falls to a two-year low on declining demand and rising costs. Builders also got in front of themselves acquiring an enormous number of lots expecting the frothy market to continue. The three largest builders combined own 150 percent more lots today than they did pre-pandemic.

## ✓ Quick Stats:

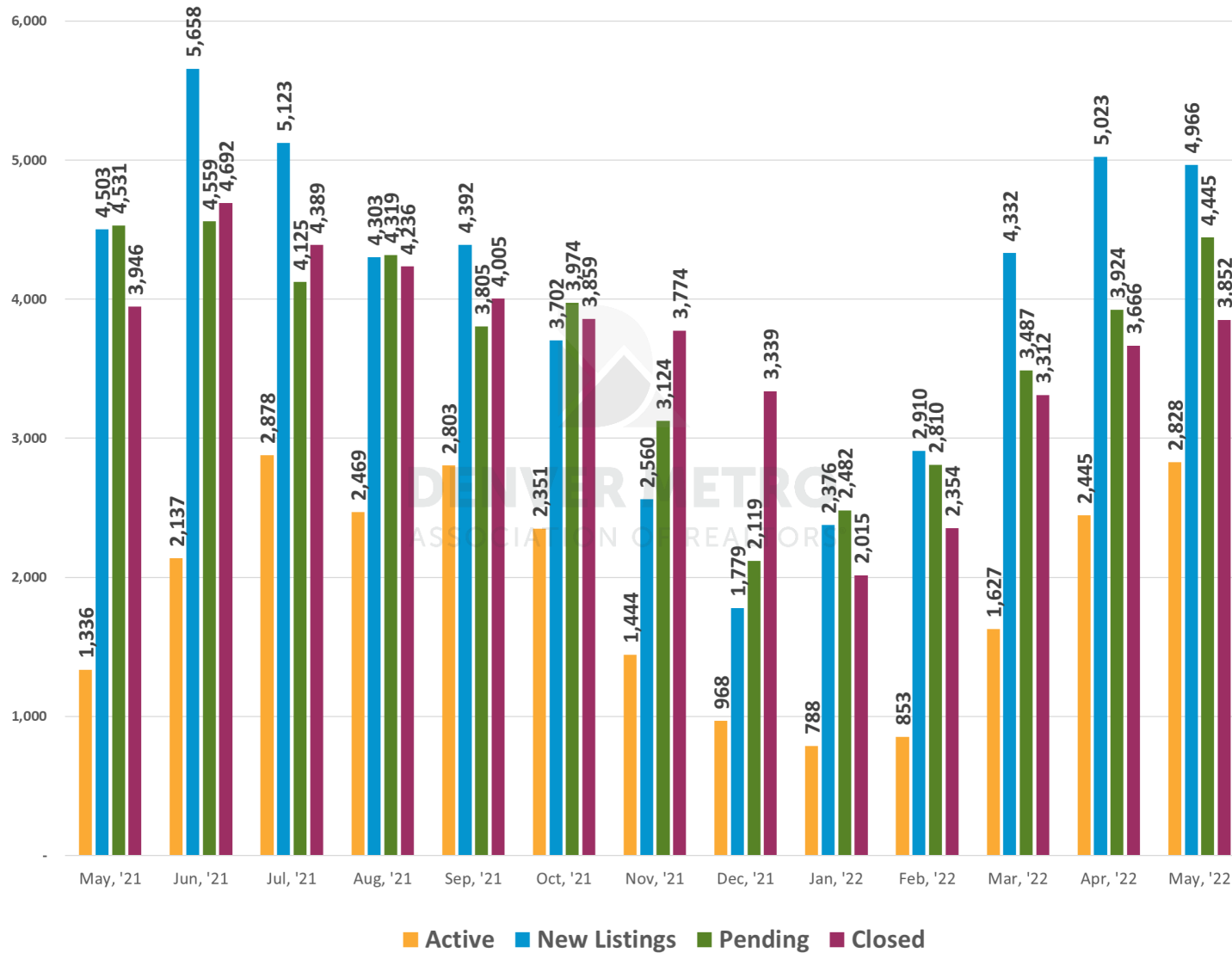
- This May, 8.3 percent of closed transactions reduced the asking price prior to receiving an offer. This compares to 6.9 percent in May of 2021. Those properties that reduced price spent an average of 28.4 days in the MLS compared to 7 days for those with no price reductions. It's clear: pricing properties correctly results in a faster sale.
- Average active listings for May are 15,199 (1985-2021).
- Record-high May was 2006 with 30,457 listings and the record-low was set last year with 2,075 listings.
- The historical average increase in active listings from April to May is 6.7 percent. An increase of 13.98 percent this year represents continued growth above our seasonal average.

# Detached Single-Family

**DMAR Market Trends | May 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

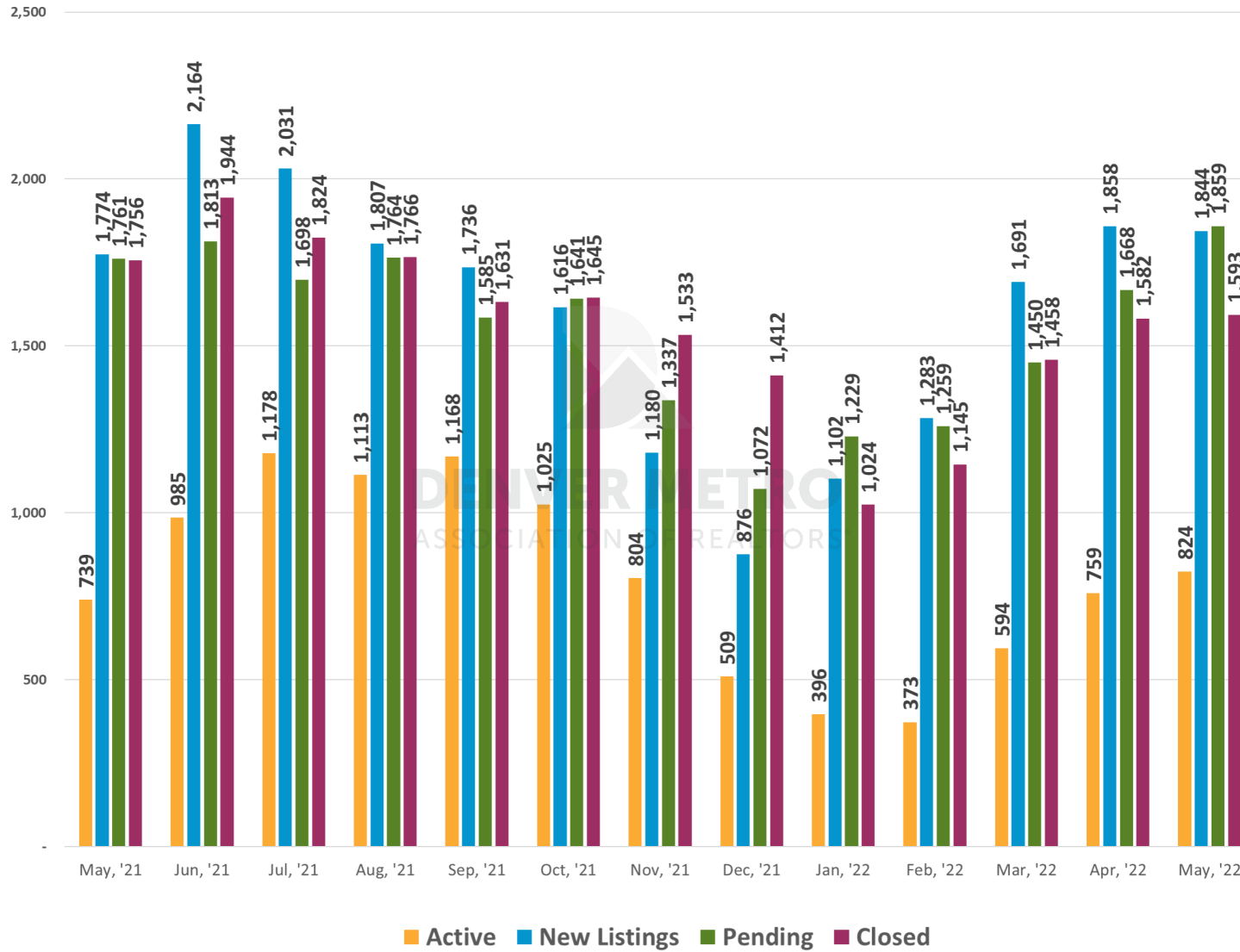


# Attached Single-Family

**DMAR Market Trends | May 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

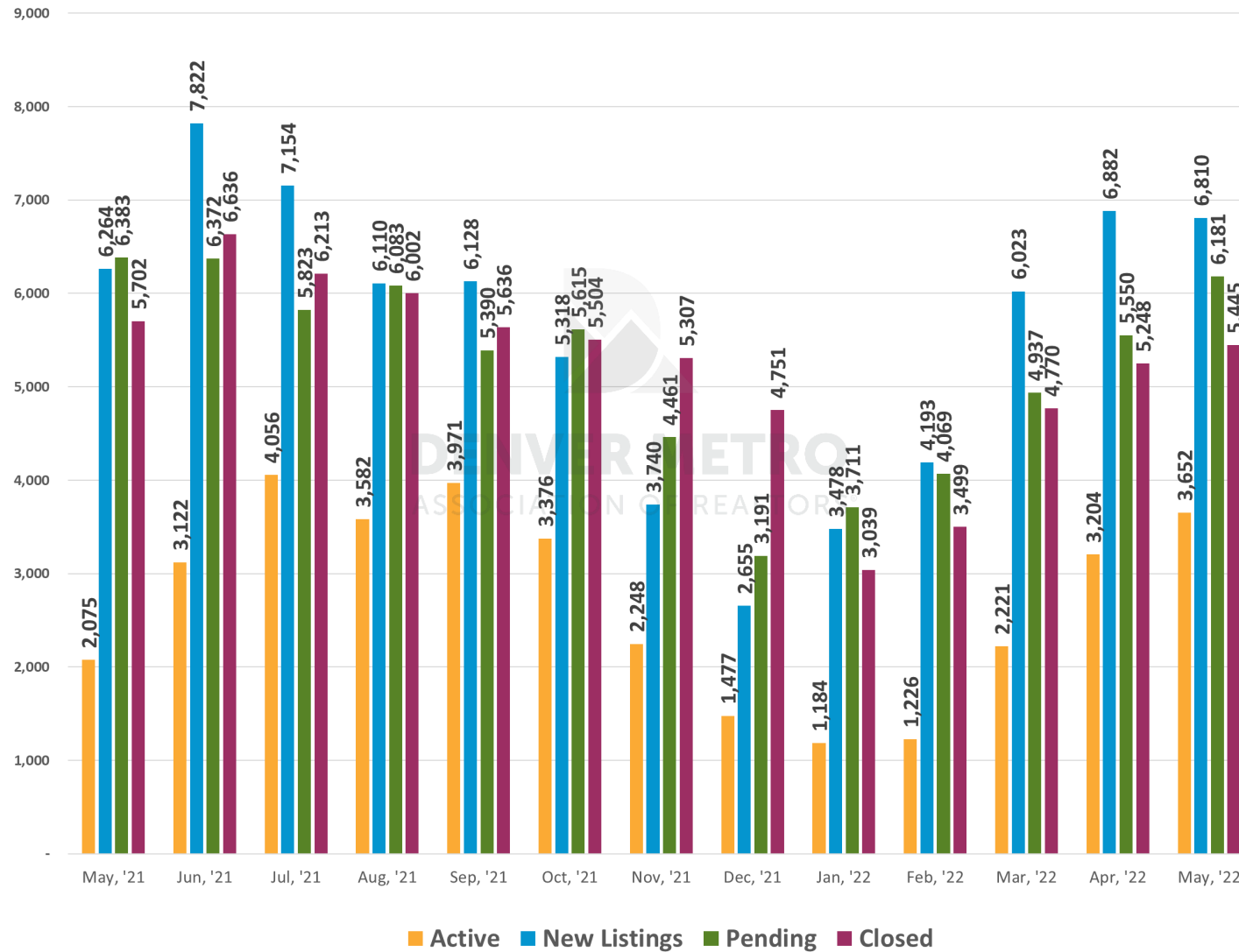


# Residential (Detached + Attached)

**DMAR Market Trends | May 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

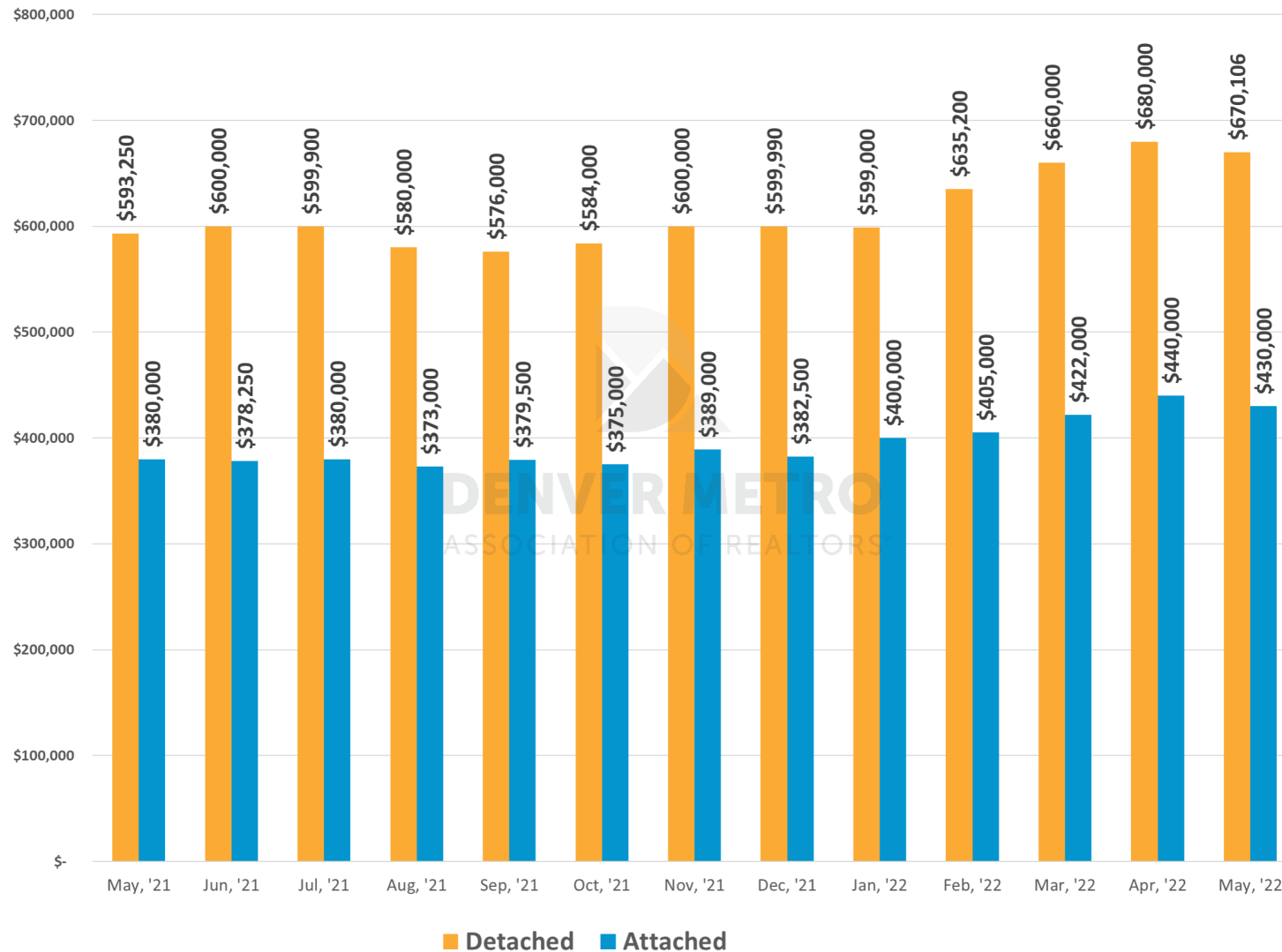


# Median Close Price

**DMAR Market Trends | May 2022 Data**

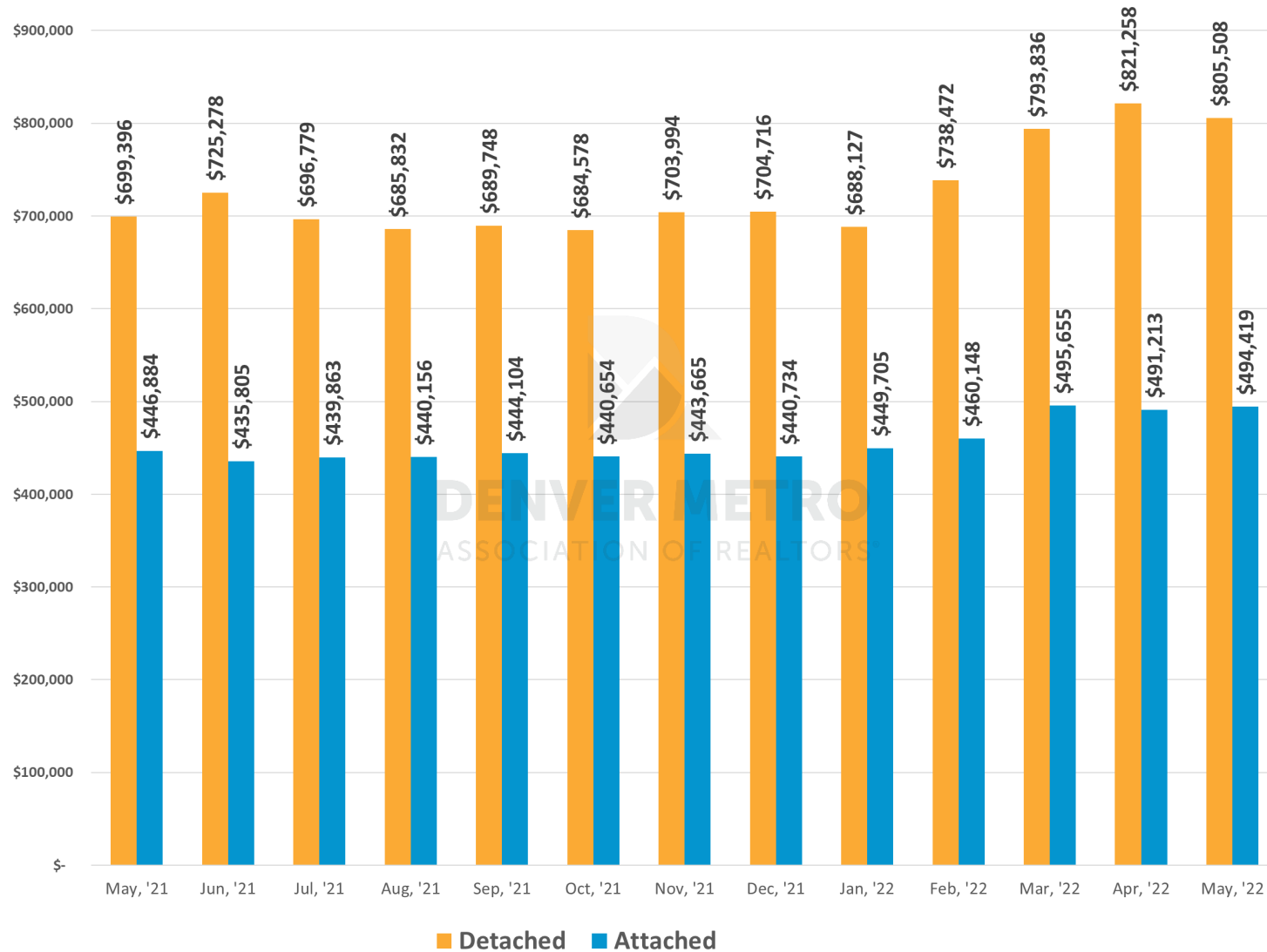
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Average Close Price

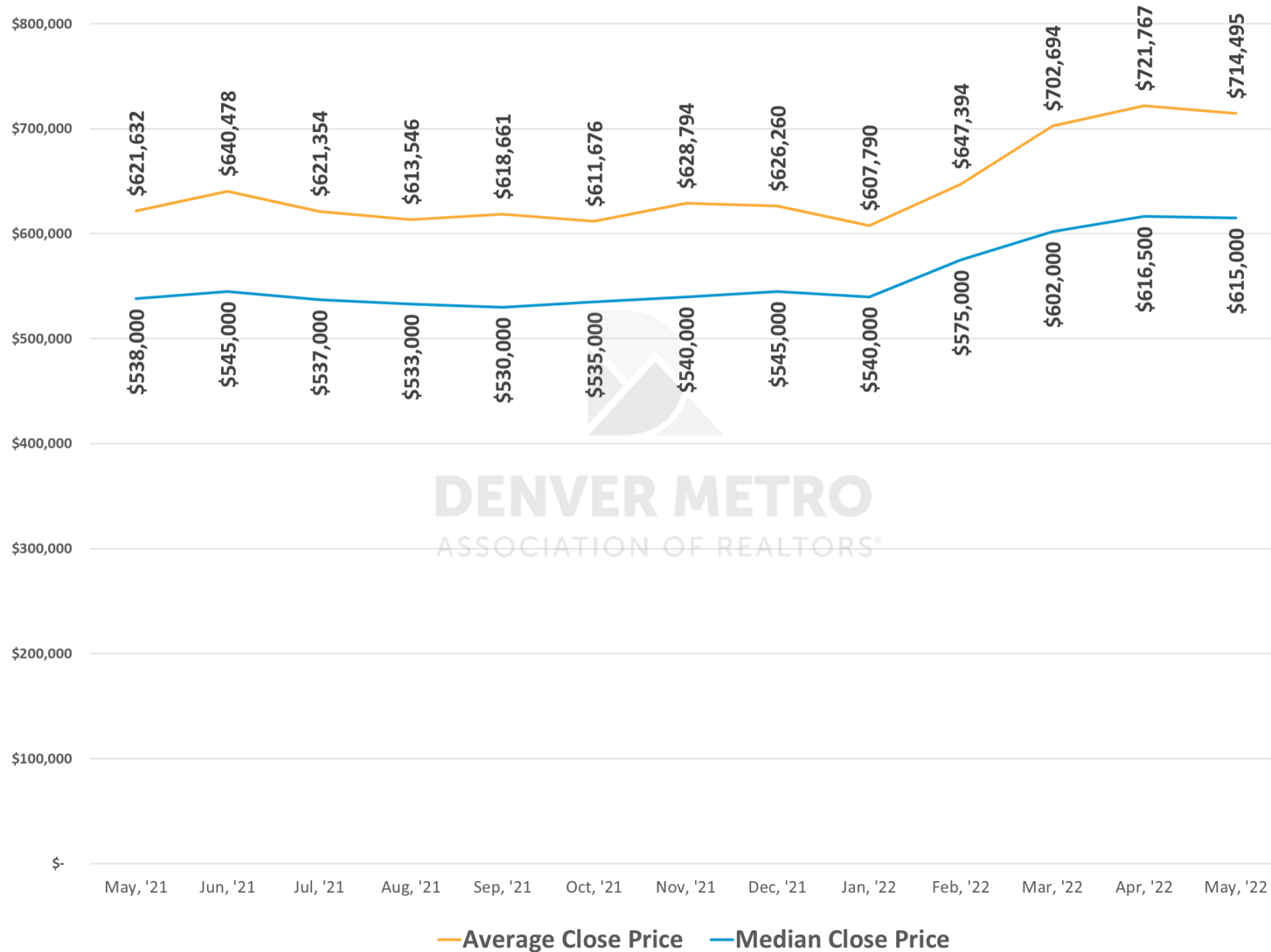
**DMAR Market Trends | May 2022 Data**  
 Denver Metro Association of Realtors®  
 Source of MLS Data: REcolorado.com





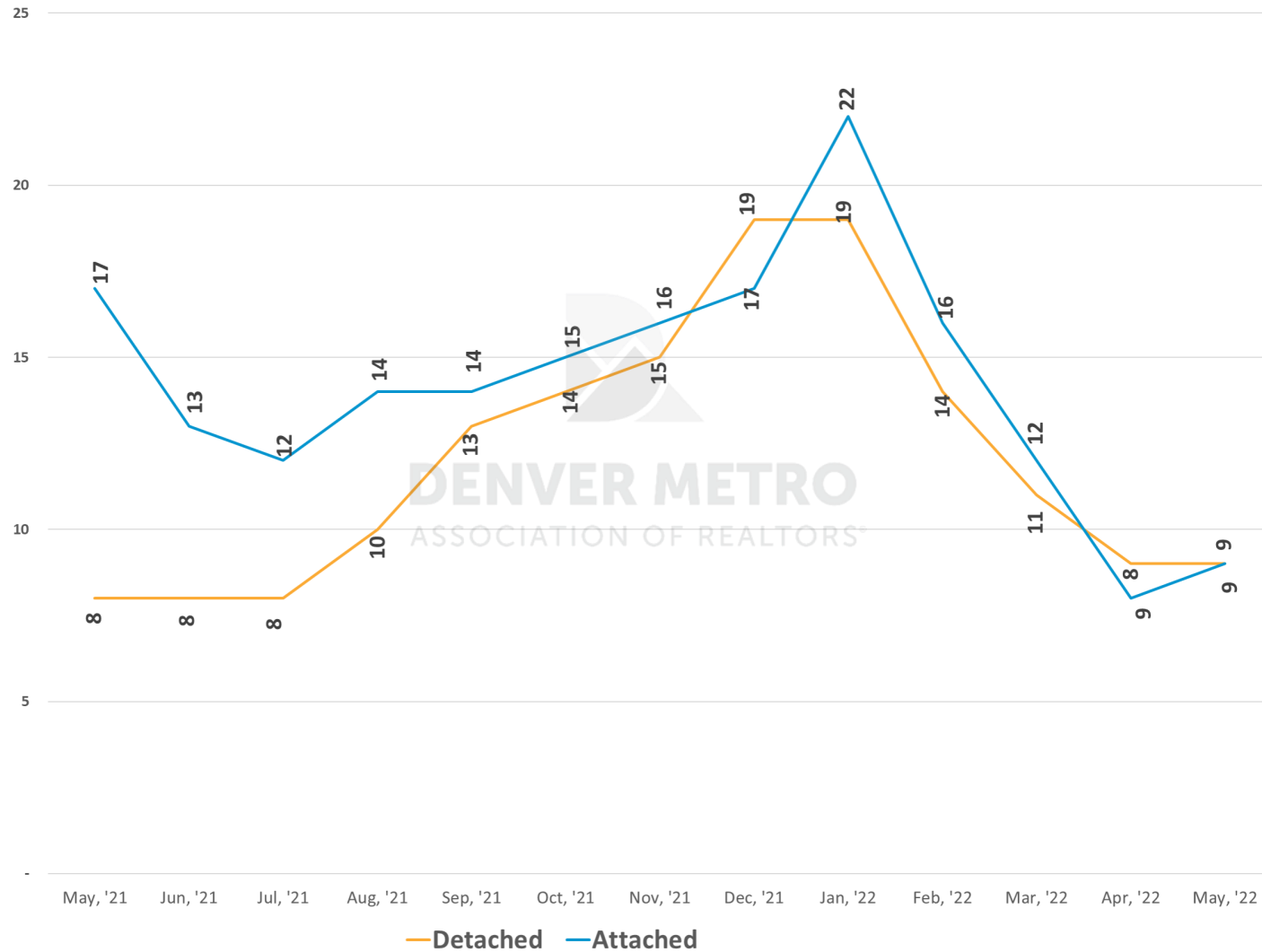
# Residential Close Price

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



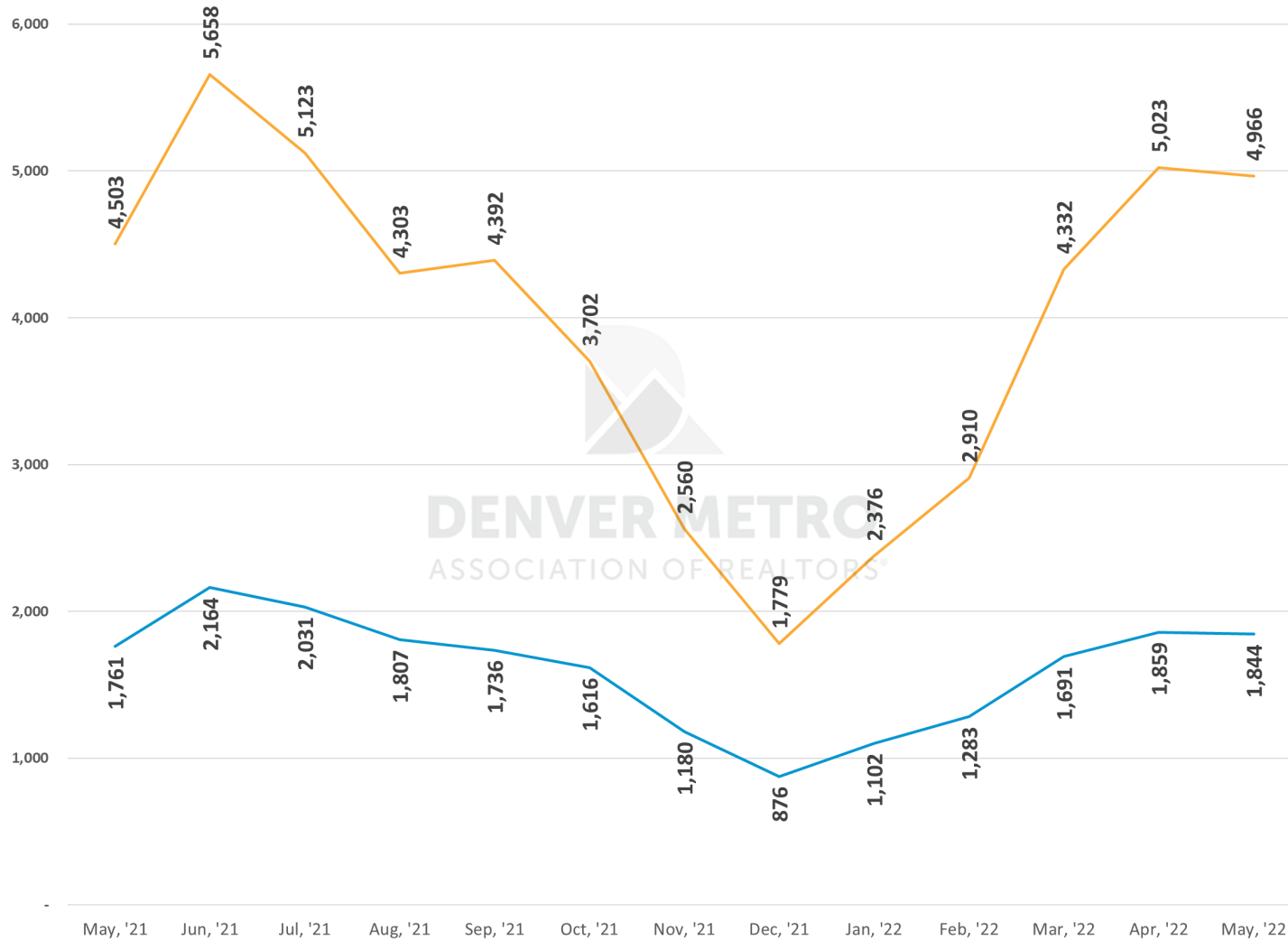
# Average Days in MLS

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



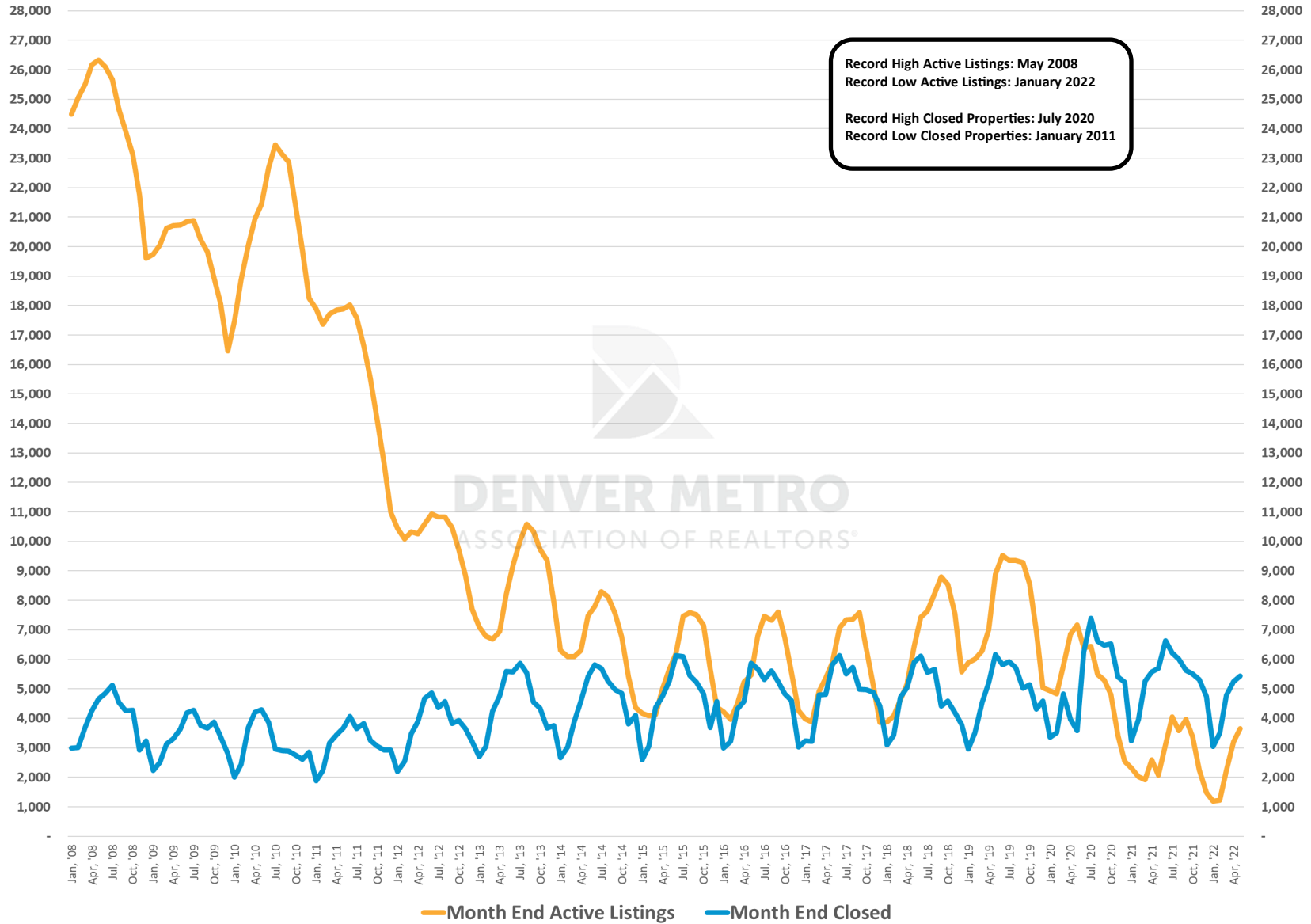
# New Listings

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



# DATA SNAPSHOT

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

	May '22	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential (Detached + Attached)</b>					
Active Listings at Month End	3,652	3,204	2,075	13.98%	76.00%
New Listings	6,810	6,882	6,264	-1.05%	8.72%
Pending	6,181	5,550	6,383	11.37%	-3.16%
Closed	5,445	5,248	5,702	3.75%	-4.51%
Close Price - Average	\$ 714,495	\$ 721,767	\$ 621,632	-1.01%	14.94%
Close Price - Median	\$ 615,000	\$ 616,500	\$ 538,000	-0.24%	14.31%
Sales Volume	\$ 3,890,426,995	\$ 3,787,830,932	\$ 3,544,543,793	2.71%	9.76%
Days in MLS - Average	9	8	11	12.50%	-18.18%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.33%	106.88%	105.21%	-1.45%	0.11%
<b>Detached</b>					
Active Listings at Month End	2,828	2,445	1,336	15.66%	111.68%
New Listings	4,966	5,023	4,503	-1.13%	10.28%
Pending	4,445	3,924	4,531	13.28%	-1.90%
Closed	3,852	3,666	3,946	5.07%	-2.38%
Close Price - Average	\$ 805,508	\$ 821,258	\$ 699,396	-1.92%	15.17%
Close Price - Median	\$ 670,106	\$ 680,000	\$ 593,250	-1.46%	12.96%
Sales Volume	\$ 3,102,817,135	\$ 3,010,732,345	\$ 2,759,815,129	3.06%	12.43%
Days in MLS - Average	9	9	8	0.00%	12.50%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.34%	107.15%	105.94%	-1.69%	-0.57%
<b>Attached</b>					
Active Listings at Month End	824	759	739	8.56%	11.50%
New Listings	1,844	1,859	1,761	-0.81%	4.71%
Pending	1,736	1,626	1,852	6.77%	-6.26%
Closed	1,593	1,582	1,756	0.70%	-9.28%
Close Price - Average	\$ 494,419	\$ 491,213	\$ 446,884	0.65%	10.64%
Close Price - Median	\$ 430,000	\$ 440,000	\$ 380,000	-2.27%	13.16%
Sales Volume	\$ 787,609,860	\$ 777,098,587	\$ 784,728,664	1.35%	0.37%
Days in MLS - Average	9	8	17	12.50%	-47.06%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.28%	106.25%	103.56%	-0.91%	1.66%

# MAY 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	3,652	2,075	7,170	8,891	6,437	76.00%	-71.06%	-19.36%	38.12%
New Listings	27,406	27,366	28,683	32,470	30,233	0.15%	-4.59%	-11.66%	7.40%
Closed	22,050	23,756	19,603	22,378	22,196	-7.18%	21.19%	-12.40%	0.82%
Close Price - Average	\$ 688,205	\$ 592,731	\$ 495,456	\$ 484,008	\$ 475,602	16.11%	19.63%	2.37%	1.77%
Close Price - Median	\$ 598,000	\$ 505,000	\$ 435,000	\$ 415,000	\$ 410,000	18.42%	16.09%	4.82%	1.22%
Sales Volume	\$ 15,174,920,280	\$ 14,080,914,463	\$ 9,712,414,351	\$ 10,831,120,034	\$ 10,556,468,816	7.77%	44.98%	-10.33%	2.60%
Days in MLS - Average	12	18	31	32	26	-33.33%	-41.94%	-3.13%	23.08%
Days in MLS - Median	4	4	9	11	6	0.00%	-55.56%	-18.18%	83.33%
Close Price/List Price	105.39%	103.46%	99.54%	99.36%	100.45%	1.87%	3.94%	0.18%	-1.09%
<b>Detached</b>									
Active Listings at Month End	2,828	1,336	4,725	6,331	4,890	111.68%	-71.72%	-25.37%	29.47%
New Listings	19,607	19,022	19,986	23,024	21,789	3.08%	-4.82%	-13.19%	5.67%
Closed	15,228	16,099	13,782	15,786	15,630	-5.41%	16.81%	-12.69%	1.00%
Close Price - Average	\$ 780,862	\$ 673,605	\$ 547,629	\$ 534,086	\$ 526,946	15.92%	23.00%	2.54%	1.35%
Close Price - Median	\$ 655,000	\$ 561,000	\$ 474,000	\$ 450,000	\$ 445,000	16.76%	18.35%	5.33%	1.12%
Sales Volume	\$ 11,890,969,670	\$ 10,844,373,754	\$ 7,547,429,276	\$ 8,431,078,113	\$ 8,236,166,046	9.65%	43.68%	-10.48%	2.37%
Days in MLS - Average	11	14	31	32	27	-21.43%	-54.84%	-3.13%	18.52%
Days in MLS - Median	4	4	8	10	6	0.00%	-50.00%	-20.00%	66.67%
Close Price/List Price	105.61%	104.22%	99.60%	99.37%	100.35%	1.33%	4.64%	0.23%	-0.98%
<b>Attached</b>									
Active Listings at Month End	824	739	2,445	2,560	1,547	11.50%	-69.78%	-4.49%	65.48%
New Listings	7,799	8,344	8,697	9,446	8,444	-6.53%	-4.06%	-7.93%	11.87%
Closed	6,822	7,657	5,821	6,592	6,566	-10.91%	31.54%	-11.70%	0.40%
Close Price - Average	\$ 481,377	\$ 422,690	\$ 371,927	\$ 364,084	\$ 353,381	13.88%	13.65%	2.15%	3.03%
Close Price - Median	\$ 421,000	\$ 356,750	\$ 320,000	\$ 303,000	\$ 300,000	18.01%	11.48%	5.61%	1.00%
Sales Volume	\$ 3,283,950,610	\$ 3,236,540,709	\$ 2,164,985,075	\$ 2,400,041,921	\$ 2,320,302,770	1.46%	49.49%	-9.79%	3.44%
Days in MLS - Average	12	25	33	31	23	-52.00%	-24.24%	6.45%	34.78%
Days in MLS - Median	4	5	11	11	5	-20.00%	-54.55%	0.00%	120.00%
Close Price/List Price	104.91%	101.88%	99.39%	99.33%	100.68%	2.97%	2.51%	0.06%	-1.34%

# MARKET TRENDS

Price Range	Detached			Attached			
	Closed	Active	MOI	Closed	Active	MOI	
Months of Inventory	\$0 to \$99,999	-	-	1	-		
	\$100,000 to \$199,999	1	12	12.00	37	16	0.43
	\$200,000 to \$299,999	9	17	1.89	190	68	0.36
	\$300,000 to \$399,999	63	49	0.78	384	146	0.38
	\$400,000 to \$499,999	369	165	0.45	441	147	0.33
	\$500,000 to \$749,999	1,951	1,180	0.60	387	247	0.64
	\$750,000 to \$999,999	811	719	0.89	89	89	1.00
	\$1,000,000 and over	648	686	1.06	64	111	1.73
	TOTALS	3,852	2,828	0.73	1,593	824	0.52

Price Range	Detached		% change	Attached		% change	
	Closed May '22	Closed Apr, '22		Closed May '22	Closed Apr, '22		
Month-Over-Month	\$0 to \$99,999	-	1	1	-		
	\$100,000 to \$199,999	1	5	-80.00%	37	50	-26.00%
	\$200,000 to \$299,999	9	9	0.00%	190	185	2.70%
	\$300,000 to \$399,999	63	70	-10.00%	384	366	4.92%
	\$400,000 to \$499,999	369	354	4.24%	441	400	10.25%
	\$500,000 to \$749,999	1,951	1,787	9.18%	387	419	-7.64%
	\$750,000 to \$999,999	811	815	-0.49%	89	102	-12.75%
	\$1,000,000 and over	648	625	3.68%	64	60	6.67%
	TOTALS	3,852	3,666	5.07%	1,593	1,582	0.70%

Price Range	Detached		% change	Attached		% change	
	YTD May '22	YTD May '21		YTD May '22	YTD May '21		
Year-Over-Year	\$0 to \$99,999	2	7	-71.43%	3	-	
	\$100,000 to \$199,999	20	19	5.26%	241	561	-57.04%
	\$200,000 to \$299,999	49	202	-75.74%	956	1,817	-47.39%
	\$300,000 to \$399,999	391	1,453	-73.09%	1,707	2,155	-20.79%
	\$400,000 to \$499,999	1,761	3,982	-55.78%	1,654	1,368	20.91%
	\$500,000 to \$749,999	7,695	6,714	14.61%	1,608	1,193	34.79%
	\$750,000 to \$999,999	3,029	2,046	48.04%	399	334	19.46%
	\$1,000,000 and over	2,281	1,676	36.10%	254	229	10.92%
	TOTALS	15,228	16,099	-5.41%	6,822	7,657	-10.91%



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

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

	May '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	921	870	555	5.86%	65.95%
Pending	732	599	513	22.20%	42.69%
Closed	712	685	506	3.94%	40.71%
Sales Volume	\$ 1,118,654,686	\$ 1,107,819,297	\$ 795,052,279	0.98%	40.70%
Days in MLS - Average	12	14	25	-14.29%	-52.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	106.91%	108.16%	103.66%	-1.16%	3.14%
PSF Total	\$ 395	\$ 398	\$ 381	-0.75%	3.67%
<b>Detached</b>					
New Listings	811	784	488	3.44%	66.19%
Pending	646	540	451	19.63%	43.24%
Closed	648	625	440	3.68%	47.27%
Sales Volume	\$ 1,020,188,057	\$ 1,026,959,553	\$ 696,088,411	-0.66%	46.56%
Days in MLS - Average	12	13	21	-7.69%	-42.86%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	107.12%	108.39%	104.19%	-1.17%	2.81%
PSF Total	\$ 378	\$ 386	\$ 346	-2.07%	9.25%
<b>Attached</b>					
New Listings	110	86	67	27.91%	64.18%
Pending	86	59	62	45.76%	38.71%
Closed	64	60	66	6.67%	-3.03%
Sales Volume	\$ 98,466,629	\$ 80,859,744	\$ 98,963,868	21.77%	-0.50%
Days in MLS - Average	15	17	55	-11.76%	-72.73%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	104.80%	105.66%	100.19%	-0.81%	4.60%
PSF Total	\$ 566	\$ 524	\$ 612	8.02%	-7.52%



# 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	3,251	2,222	1,846	1,917	1,658	46.31%	20.37%	-3.70%	15.62%
Pending	2,536	1,991	963	1,162	1,032	27.37%	106.75%	-17.13%	12.60%
Closed	2,535	1,905	785	935	903	33.07%	142.68%	-16.04%	3.54%
Sales Volume	\$ 4,025,402,497	\$ 3,033,839,576	\$ 1,190,186,881	\$ 1,467,631,687	\$ 1,371,953,177	32.68%	154.90%	-18.90%	6.97%
Days in MLS - Average	18	41	63	60	71	-56.10%	-34.92%	5.00%	-15.49%
Days in MLS - Median	4	6	23	21	27	-33.33%	-73.91%	9.52%	-22.22%
Close Price/List Price	106.82%	101.50%	97.08%	97.65%	97.53%	5.24%	4.55%	-0.58%	0.12%
PSF Total	\$ 395	\$ 364	\$ 349	\$ 337	\$ 301	8.52%	4.30%	3.56%	11.96%
<b>Detached</b>									
New Listings	2,887	1,933	1,635	1,705	1,497	49.35%	18.23%	-4.11%	13.89%
Pending	2,258	1,770	879	1,042	939	27.57%	101.37%	-15.64%	10.97%
Closed	2,281	1,676	702	826	830	36.10%	138.75%	-15.01%	-0.48%
Sales Volume	\$ 3,643,437,926	\$ 2,696,024,501	\$ 1,067,648,403	\$ 1,289,150,556	\$ 1,257,466,218	35.14%	152.52%	-17.18%	2.52%
Days in MLS - Average	16	39	62	61	72	-58.97%	-37.10%	1.64%	-15.28%
Days in MLS - Median	4	5	22	20	27	-20.00%	-77.27%	10.00%	-25.93%
Close Price/List Price	107.03%	101.72%	97.11%	97.62%	97.57%	5.22%	4.75%	-0.52%	0.05%
PSF Total	\$ 376	\$ 336	\$ 318	\$ 299	\$ 283	11.90%	5.66%	6.35%	5.65%
<b>Attached</b>									
New Listings	364	289	211	212	161	25.95%	36.97%	-0.47%	31.68%
Pending	278	221	84	120	93	25.79%	163.10%	-30.00%	29.03%
Closed	254	229	83	109	73	10.92%	175.90%	-23.85%	49.32%
Sales Volume	\$ 381,964,571	\$ 337,815,075	\$ 122,538,478	\$ 178,481,131	\$ 114,486,959	13.07%	175.68%	-31.34%	55.90%
Days in MLS - Average	32	52	70	54	65	-38.46%	-25.71%	29.63%	-16.92%
Days in MLS - Median	4	6	36	23	21	-33.33%	-83.33%	56.52%	9.52%
Close Price/List Price	104.94%	99.87%	96.84%	97.87%	97.09%	5.08%	3.13%	-1.05%	0.80%
PSF Total	\$ 566	\$ 564	\$ 606	\$ 630	\$ 513	0.35%	-6.93%	-3.81%	22.81%

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

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

	May '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1221	1217	713	0.33%	71.25%
Pending	1006	922	688	9.11%	46.22%
Closed	900	917	662	-1.85%	35.95%
Sales Volume	\$ 763,251,847	\$ 776,277,854	\$ 560,641,268	-1.68%	36.14%
Days in MLS - Average	10	9	14	11.11%	-28.57%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.23%	107.16%	105.08%	-1.80%	0.14%
PSF Total	\$ 308	\$ 308	\$ 278	0.00%	10.79%
<b>Detached</b>					
New Listings	1,110	1,109	635	0.09%	74.80%
Pending	922	825	618	11.76%	49.19%
Closed	811	815	570	-0.49%	42.28%
Sales Volume	\$ 687,425,080	\$ 689,982,346	\$ 481,744,537	-0.37%	42.69%
Days in MLS - Average	9	8	8	12.50%	12.50%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.30%	107.27%	105.58%	-1.84%	-0.27%
PSF Total	\$ 291	\$ 291	\$ 258	0.00%	12.79%
<b>Attached</b>					
New Listings	111	108	78	2.78%	42.31%
Pending	84	97	70	-13.40%	20.00%
Closed	89	102	92	-12.75%	-3.26%
Sales Volume	\$ 75,826,767	\$ 86,295,508	\$ 78,896,731	-12.13%	-3.89%
Days in MLS - Average	15	9	47	66.67%	-68.09%
Days in MLS - Median	4	3	6	33.33%	-33.33%
Close Price/List Price	104.62%	106.22%	101.97%	-1.51%	2.60%
PSF Total	\$ 459	\$ 442	\$ 405	3.85%	13.33%

# 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	4,448	2,753	2,219	2,281	1,963	61.57%	24.06%	-2.72%	16.20%
Pending	3,673	2,587	1,493	1,528	1,423	41.98%	73.28%	-2.29%	7.38%
Closed	3,428	2,380	1,158	1,207	1,197	44.03%	105.53%	-4.06%	0.84%
Sales Volume	\$ 2,897,358,857	\$ 2,020,973,757	\$ 977,357,582	\$ 1,020,040,112	\$ 1,018,046,307	43.36%	106.78%	-4.18%	0.20%
Days in MLS - Average	12	21	43	45	51	-42.86%	-51.16%	-4.44%	-11.76%
Days in MLS - Median	4	4	13	16	13	0.00%	-69.23%	-18.75%	23.08%
Close Price/List Price	105.86%	103.45%	98.95%	99.01%	99.33%	2.33%	4.55%	-0.06%	-0.32%
PSF Total	\$ 305	\$ 275	\$ 249	\$ 248	\$ 239	10.91%	10.44%	0.40%	3.77%
<b>Detached</b>									
New Listings	4,000	2,342	1,830	1,922	1,666	70.79%	27.98%	-4.79%	15.37%
Pending	3,294	2,211	1,277	1,304	1,208	48.98%	73.14%	-2.07%	7.95%
Closed	3,029	2,046	963	998	1,009	48.04%	112.46%	-3.51%	-1.09%
Sales Volume	\$ 2,559,955,624	\$ 1,733,832,849	\$ 811,314,565	\$ 841,930,547	\$ 859,515,670	47.65%	113.71%	-3.64%	-2.05%
Days in MLS - Average	11	16	43	44	51	-31.25%	-62.79%	-2.27%	-13.73%
Days in MLS - Median	4	4	12	15	13	0.00%	-66.67%	-20.00%	15.38%
Close Price/List Price	106.07%	103.91%	98.98%	99.02%	99.33%	2.08%	4.98%	-0.04%	-0.31%
PSF Total	\$ 285	\$ 255	\$ 227	\$ 226	\$ 221	11.76%	12.33%	0.44%	2.26%
<b>Attached</b>									
New Listings	448	411	389	359	297	9.00%	5.66%	8.36%	20.88%
Pending	379	376	216	224	215	0.80%	74.07%	-3.57%	4.19%
Closed	399	334	195	209	188	19.46%	71.28%	-6.70%	11.17%
Sales Volume	\$ 337,403,233	\$ 287,140,908	\$ 166,043,017	\$ 178,109,565	\$ 158,530,637	17.50%	72.93%	-6.77%	12.35%
Days in MLS - Average	21	49	41	53	49	-57.14%	19.51%	-22.64%	8.16%
Days in MLS - Median	4	9	16	24	14	-55.56%	-43.75%	-33.33%	71.43%
Close Price/List Price	104.30%	100.61%	98.81%	98.94%	99.37%	3.67%	1.82%	-0.13%	-0.43%
PSF Total	\$ 452	\$ 398	\$ 357	\$ 354	\$ 336	13.57%	11.48%	0.85%	5.36%

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

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

	May '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	2,810	2,755	2,238	2.00%	25.56%
Pending	2,549	2,227	2,129	14.46%	19.73%
Closed	2,338	2,206	2,142	5.98%	9.15%
Sales Volume	\$ 1,431,326,691	\$ 1,351,505,050	\$ 1,288,326,462	5.91%	11.10%
Days in MLS - Average	8	8	8	0.00%	0.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.08%	106.99%	106.25%	-1.79%	-1.10%
PSF Total	\$ 302	\$ 313	\$ 261	-3.51%	15.71%
<b>Detached</b>					
New Listings	2,371	2,309	1,842	2.69%	28.72%
Pending	2,165	1,857	1,865	16.59%	16.09%
Closed	1,951	1,787	1,859	9.18%	4.95%
Sales Volume	\$ 1,201,985,452	\$ 1,103,029,995	\$ 1,122,305,892	8.97%	7.10%
Days in MLS - Average	8	7	6	14.29%	33.33%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.06%	107.23%	106.74%	-2.02%	-1.57%
PSF Total	\$ 288	\$ 298	\$ 243	-3.36%	18.52%
<b>Attached</b>					
New Listings	439	446	396	-1.57%	10.86%
Pending	384	370	264	3.78%	45.45%
Closed	387	419	283	-7.64%	36.75%
Sales Volume	\$ 229,341,239	\$ 248,475,055	\$ 166,020,570	-7.70%	38.14%
Days in MLS - Average	10	10	17	0.00%	-41.18%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.15%	105.97%	103.01%	-0.77%	2.08%
PSF Total	\$ 373	\$ 376	\$ 382	-0.80%	-2.36%

# 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	11,119	8,566	7,627	7,957	6,887	29.80%	12.31%	-4.15%	15.54%
Pending	9,931	8,156	5,953	5,905	5,522	21.76%	37.01%	0.81%	6.94%
Closed	9,303	7,907	5,048	4,957	4,853	17.66%	56.64%	1.84%	2.14%
Sales Volume	\$ 5,676,513,202	\$ 4,751,868,346	\$ 2,992,240,649	\$ 2,949,268,647	\$ 2,877,320,953	19.46%	58.81%	1.46%	2.50%
Days in MLS - Average	11	14	38	39	36	-21.43%	-63.16%	-2.56%	8.33%
Days in MLS - Median	4	4	12	15	10	0.00%	-66.67%	-20.00%	50.00%
Close Price/List Price	105.42%	104.61%	99.46%	99.21%	99.91%	0.77%	5.18%	0.25%	-0.70%
PSF Total	\$ 300	\$ 256	\$ 219	\$ 212	\$ 211	17.19%	16.89%	3.30%	0.47%
<b>Detached</b>									
New Listings	9,338	7,297	6,440	6,785	5,873	27.97%	13.31%	-5.08%	15.53%
Pending	8,313	6,893	5,137	5,115	4,736	20.60%	34.18%	0.43%	8.00%
Closed	7,695	6,714	4,357	4,290	4,115	14.61%	54.10%	1.56%	4.25%
Sales Volume	\$ 4,725,762,130	\$ 4,041,121,798	\$ 2,583,222,975	\$ 2,550,876,027	\$ 2,438,517,005	16.94%	56.44%	1.27%	4.61%
Days in MLS - Average	10	11	36	38	34	-9.09%	-69.44%	-5.26%	11.76%
Days in MLS - Median	4	4	11	14	10	0.00%	-63.64%	-21.43%	40.00%
Close Price/List Price	105.54%	105.12%	99.49%	99.23%	99.95%	0.40%	5.66%	0.26%	-0.72%
PSF Total	\$ 285	\$ 236	\$ 198	\$ 194	\$ 190	20.76%	19.19%	2.06%	2.11%
<b>Attached</b>									
New Listings	1,781	1,269	1,187	1,172	1,014	40.35%	6.91%	1.28%	115.58%
Pending	1,618	1,263	816	790	786	28.11%	54.78%	3.29%	0.51%
Closed	1,608	1,193	691	667	738	34.79%	72.65%	3.60%	-9.62%
Sales Volume	\$ 950,751,072	\$ 710,746,548	\$ 409,017,674	\$ 398,392,620	\$ 438,803,948	33.77%	73.77%	2.67%	-9.21%
Days in MLS - Average	15	34	50	45	49	-55.88%	-32.00%	11.11%	-8.16%
Days in MLS - Median	4	5	18	19	16	-20.00%	-72.22%	-5.26%	18.75%
Close Price/List Price	104.79%	101.74%	99.26%	99.07%	99.67%	3.00%	2.50%	0.19%	-0.60%
PSF Total	\$ 369	\$ 370	\$ 351	\$ 327	\$ 327	-0.27%	5.41%	7.34%	0.00%

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

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

	May '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,540	1,688	2,318	-8.77%	-33.56%
Pending	1,578	1,487	2,437	6.12%	-35.25%
Closed	1,257	1,190	1,894	5.63%	-33.63%
Sales Volume	\$ 520,048,907	\$ 493,683,358	\$ 781,570,523	5.34%	-33.46%
Days in MLS - Average	6	6	8	0.00%	-25.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.04%	106.44%	105.28%	-1.32%	-0.23%
PSF Total	\$ 347	\$ 340	\$ 283	2.06%	22.61%
<b>Detached</b>					
New Listings	650	799	1,485	-18.65%	-56.23%
Pending	696	694	1,560	0.29%	-55.38%
Closed	432	424	1,041	1.89%	-58.50%
Sales Volume	\$ 190,746,545	\$ 187,538,251	\$ 451,252,821	1.71%	-57.73%
Days in MLS - Average	7	6	6	16.67%	16.67%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	104.22%	105.41%	105.79%	-1.13%	-1.48%
PSF Total	\$ 347	\$ 337	\$ 270	2.97%	28.52%
<b>Attached</b>					
New Listings	890	889	833	0.11%	6.84%
Pending	882	793	877	11.22%	0.57%
Closed	825	766	853	7.70%	-3.28%
Sales Volume	\$ 329,302,362	\$ 306,145,107	\$ 330,317,702	7.56%	-0.31%
Days in MLS - Average	6	6	10	0.00%	-40.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.47%	107.01%	104.65%	-1.44%	0.78%
PSF Total	\$ 347	\$ 341	\$ 299	1.76%	16.05%



# 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	6,994	10,872	13,026	15,222	14,265	-35.67%	-16.54%	-14.43%	6.71%
Pending	6,663	10,676	11,368	12,856	12,169	-37.59%	-6.09%	-11.57%	5.65%
Closed	5,513	8,958	9,594	11,297	10,881	-38.46%	-6.63%	-15.07%	3.82%
Sales Volume	\$ 2,275,213,704	\$ 3,662,053,902	\$ 3,838,406,996	\$ 4,448,222,106	\$ 4,263,754,022	-37.87%	-4.59%	-13.71%	4.33%
Days in MLS - Average	9	13	25	27	19	-30.77%	-48.00%	-7.41%	42.11%
Days in MLS - Median	4	4	7	9	5	0.00%	-42.86%	-22.22%	80.00%
Close Price/List Price	104.99%	103.65%	100.00%	99.71%	100.87%	1.29%	3.65%	0.29%	-1.15%
PSF Total	\$ 332	\$ 271	\$ 220	\$ 210	\$ 205	22.51%	23.18%	4.76%	2.44%
<b>Detached</b>									
New Listings	3,290	7,198	9,412	11,622	11,270	-54.29%	-23.52%	-19.02%	3.12%
Pending	3,149	6,969	8,586	10,034	9,679	-54.81%	-18.83%	-14.43%	3.67%
Closed	2,152	5,435	7,201	8,865	8,594	-60.40%	-24.52%	-18.77%	3.15%
Sales Volume	\$ 945,500,173	\$ 2,316,098,698	\$ 2,943,473,034	\$ 3,539,109,695	\$ 3,401,038,847	-59.18%	-21.31%	-16.83%	4.06%
Days in MLS - Average	9	9	23	26	17	0.00%	-60.87%	-11.54%	52.94%
Days in MLS - Median	4	4	6	8	5	0.00%	-33.33%	-25.00%	60.00%
Close Price/List Price	104.07%	104.23%	100.11%	99.76%	100.92%	-0.15%	4.12%	0.35%	-1.15%
PSF Total	\$ 330	\$ 257	\$ 207	\$ 197	\$ 190	28.40%	24.15%	5.08%	3.68%
<b>Attached</b>									
New Listings	3,704	3,674	3,614	3,600	2,995	0.82%	1.66%	0.39%	20.20%
Pending	3,514	3,707	2,782	2,822	2,490	-5.21%	33.25%	-1.42%	13.33%
Closed	3,361	3,523	2,393	2,432	2,287	-4.60%	47.22%	-1.60%	6.34%
Sales Volume	1,329,713,531	1,345,955,204	\$ 894,933,962	\$ 909,112,411	\$ 862,715,175	-1.21%	50.40%	-1.56%	5.38%
Days in MLS - Average	9	19	31	31	24	-52.63%	-38.71%	0.00%	29.17%
Days in MLS - Median	4	4	10	12	6	0.00%	-60.00%	-16.67%	100.00%
Close Price/List Price	105.58%	102.75%	99.68%	99.54%	100.69%	2.75%	3.08%	0.14%	-1.14%
PSF Total	\$ 333	\$ 292	\$ 259	\$ 255	\$ 259	14.04%	12.74%	1.57%	-1.54%