

**DENVER METRO**

ASSOCIATION OF REALTORS®

*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

March 2022

# MARKET OVERVIEW

The March report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the February 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	1,226	3.55%	-39.43%
Closed Homes	3,202	5.36%	-19.32%
Close Price - Average	\$647,776	6.58%	16.99%
Close Price - Median	\$575,000	6.48%	21.05%
Days in MLS - Average	15	-25.00%	-37.50%



## Detached

Active Listings at Month End	853	8.25%	-23.84%
Closed Homes	2,141	6.25%	-17.50%
Close Price - Average	\$739,950	7.54%	16.48%
Close Price - Median	\$635,000	6.01%	19.81%
Days in MLS - Average	14	-26.32%	-26.32%



## Attached

Active Listings at Month End	373	-5.81%	-58.74%
Closed Homes	1,061	3.61%	-22.78%
Close Price - Average	\$461,778	2.68%	15.53%
Close Price - Median	\$405,000	1.25%	19.62%
Days in MLS - Average	16	-27.27%	-50.00%

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- Homebuyers who couldn't compete or cover appraisal gaps used to have a fighting chance of getting a home in new construction neighborhoods, where if they didn't get this one, they could get the next one. But some builders are no longer working their way down a list of interested parties. Instead, they are asking for the highest and best offer, essentially creating the same frenzy we are seeing in the resale market.
- Open houses seem to be making a comeback, post-COVID restrictions. Last weekend, we saw a couple of open houses that the host real estate agents said had 50+ people walkthrough in the two to three hours they were open. When you pair that with 50+ showings in a weekend - a home could have 100+ "showings."

## ✓ Local News:

- CoreLogic ranked Denver as the number one metro nationwide with 60 percent of all homes sold last month selling over asking. They also measured Denver at a 19.1 percent annual appreciation.
- In a recent article by BizWest, Denver and Boulder ranked top five in the showings-per-listing ratio in the nation. Denver's average showings-per-listing ratio of 25.15 showings, ranked at number two. Boulder, ranked fifth in showings-per-listing with an average of 17.33 showings, according to ShowingTime Inc.
- ShowingTime's Showing Index report reveals that home showing traffic continues to rise.
- Denver's affordable housing plan is mirroring Atlanta's. The policy includes what portion of an apartment or condo building must be reserved for lower-income renters or buyers. The number of reserved units will depend on if the developer caps prices at affordable levels to people making 60 percent to 80 percent of the area median income. For a two-person household median income is \$84,000.
- There are approximately 10 lots currently on the market from the recent Marshall Fires. Prices are ranging from \$300,000 to \$799,000. For buyers looking to invest in one of the Marshall Fire homesite lots, make sure you know how long the process could take to build (potentially up to 24+ months) and how much it could cost.
- If the median new home price goes up by \$1,000 in Colorado, an additional 2,373 households will be priced out of the market. Nationally, 117,932 households would be priced out by a \$1,000 median price increase.

## ✓ National News:

- Economists are warning that the U.S. housing market should brace for some possible changes in consumer behavior. The luxury real estate mar-

ket may feel the disruption the most, as financial resources homebuyers use to pay for home purchases, such as stocks and cryptocurrency, have been volatile since the conflict began in Ukraine.

- The National Association of Realtors® analysis finds that while the U.S. homeownership rate experienced the largest annual increase on record, Black homeownership remained lower than a decade ago.
- New-home buyers are facing even steeper prices. The prospect of reforming or freeing Fannie Mae and Freddie Mac is nonexistent at this point, with little hope of significant progress anytime soon toward a goal that was once an urgent priority in the industry.
- New estimates show that 87.5 million households (roughly 69 percent of all U.S. households) cannot afford a median-priced new home in 2022, meaning their incomes don't qualify them for a mortgage under standard underwriting criteria.

## ✓ Mortgage News:

- Mortgage applications dropped to their lowest level since December 2019, as mortgage rates continued to inch higher. The 30-year fixed-rate was 4.06 percent, almost a full percentage point higher than a year ago.
- According to HousingWire, the Ukraine conflict could lead to lower mortgage rates - at least in the short term. This year, mortgage rates trended upward. However, global uncertainty often results in downward pressure on mortgage rates.
- We've seen increased demand increase bond prices and pull the 10-year Treasury back below two percent. As Russia changes their tune to be more diplomatic one day and more aggressive the next, our bond prices and yields react, giving the Federal Reserve a run for its money on its effect on today's rates.

## ✓ Quick Stats:

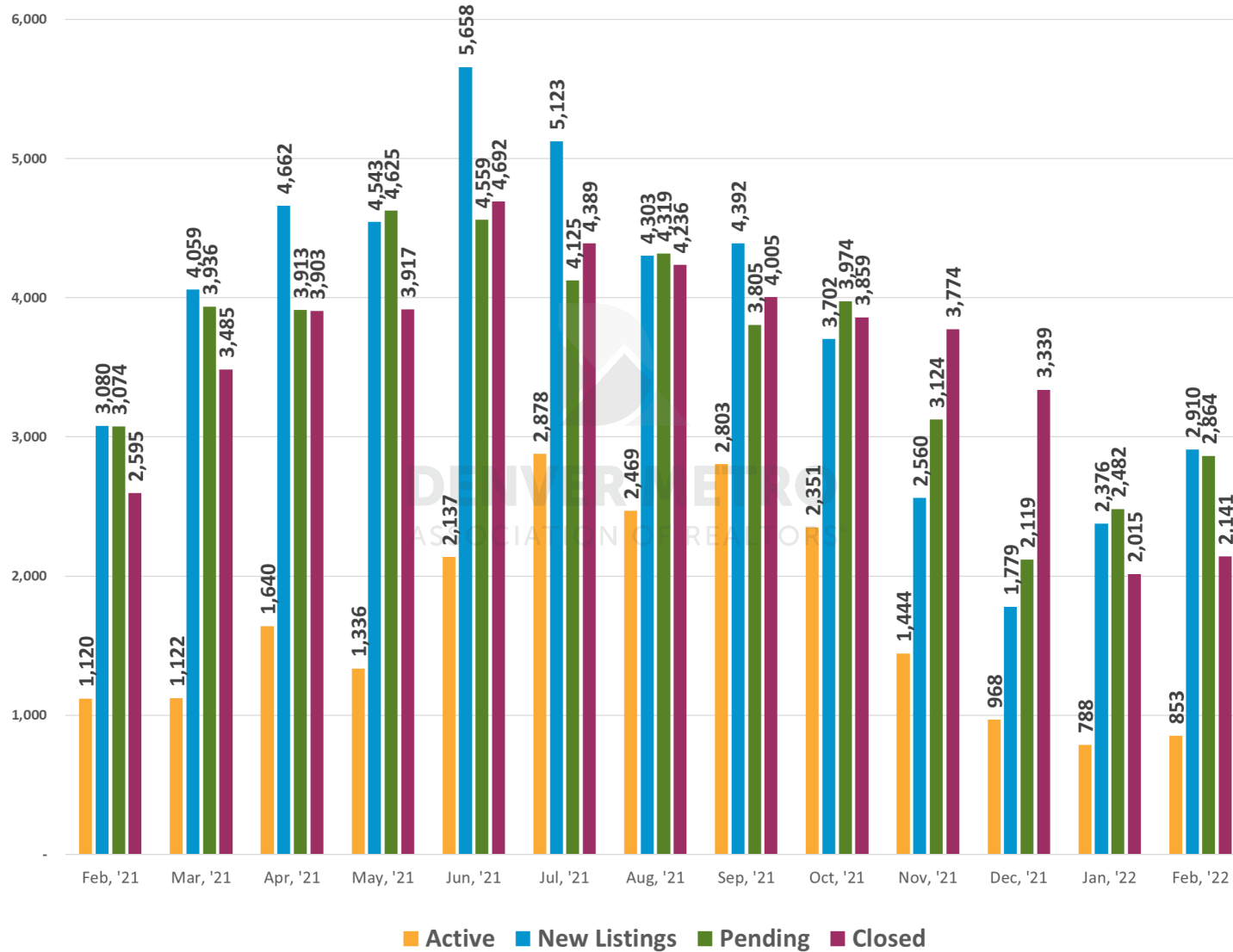
- In January of 2010, we closed 809 distressed homes. That statistic represented 40.5 percent of all closings. Last January, that number dropped to only eight distressed homes or 0.25 percent of all closings. This January, the numbers continued to drop to a total of five distressed homes or 0.17 percent of the total. Of the five, two were bank-owned, three were HUD foreclosures and none were short sales. At this point, COVID restrictions had no discernible effect on the market.
- Average active listings for February are 13,220 (1985-2021).
- Record-high February was 2006 with 25,484 listings and the record-low was set this year with 1,226 listings.
- The historical average decrease in active listings from January to February is 2.88 percent. An increase of 3.55 percent this February represents a needed rise in housing inventory.

# Detached Single-Family

**DMAR Market Trends | February 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

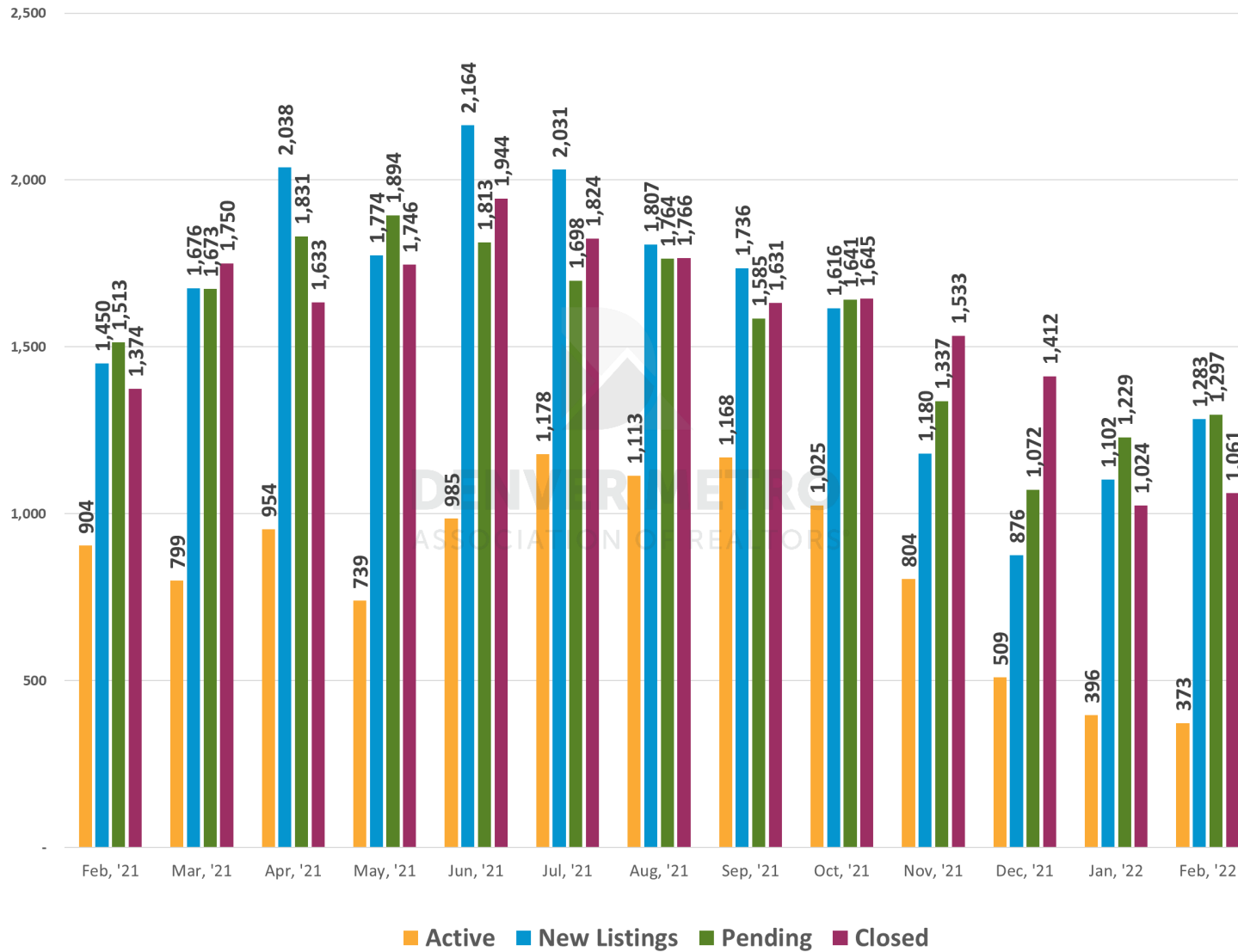


# Attached Single-Family

**DMAR Market Trends | February 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

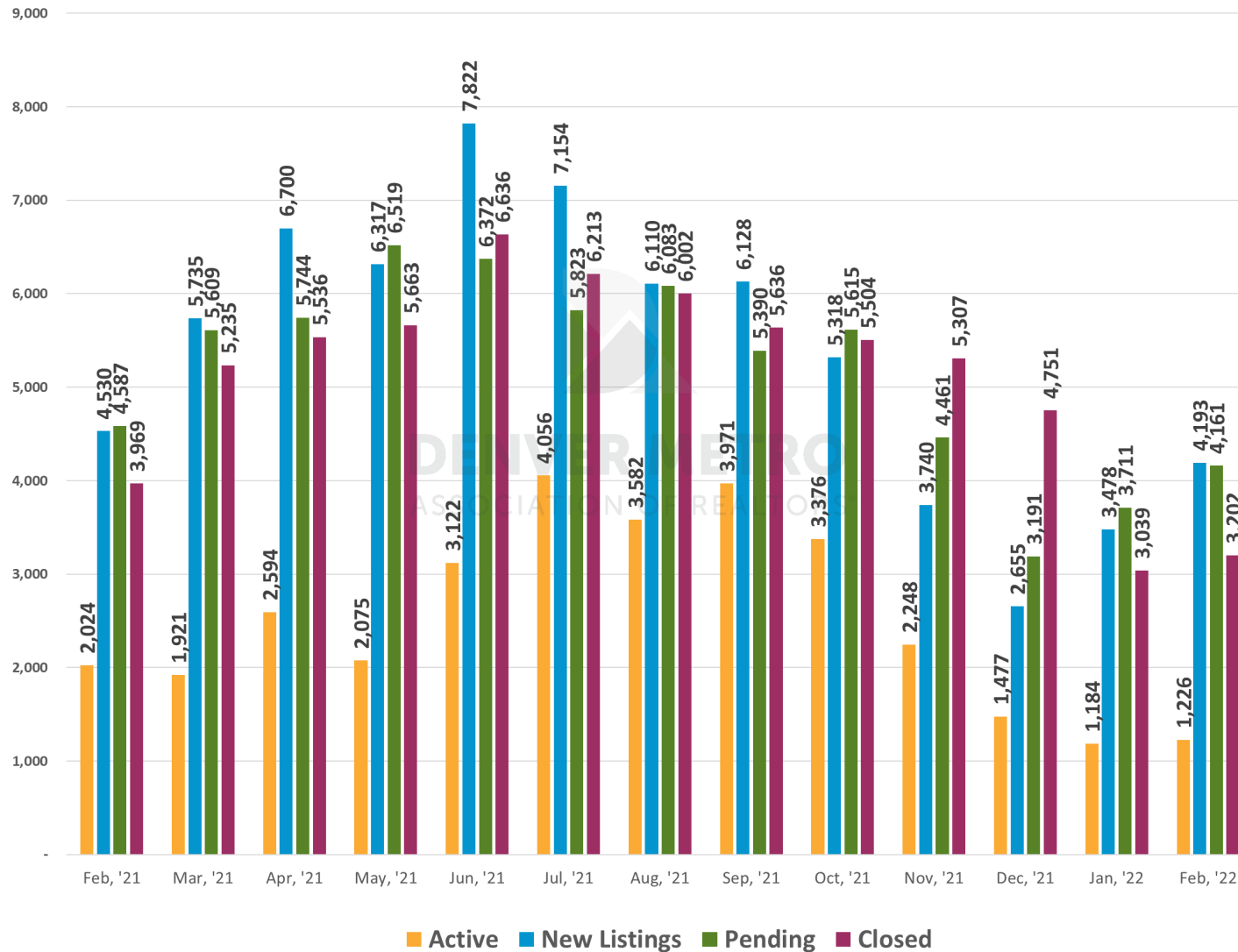


# Residential (Detached + Attached)

DMAR Market Trends | February 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

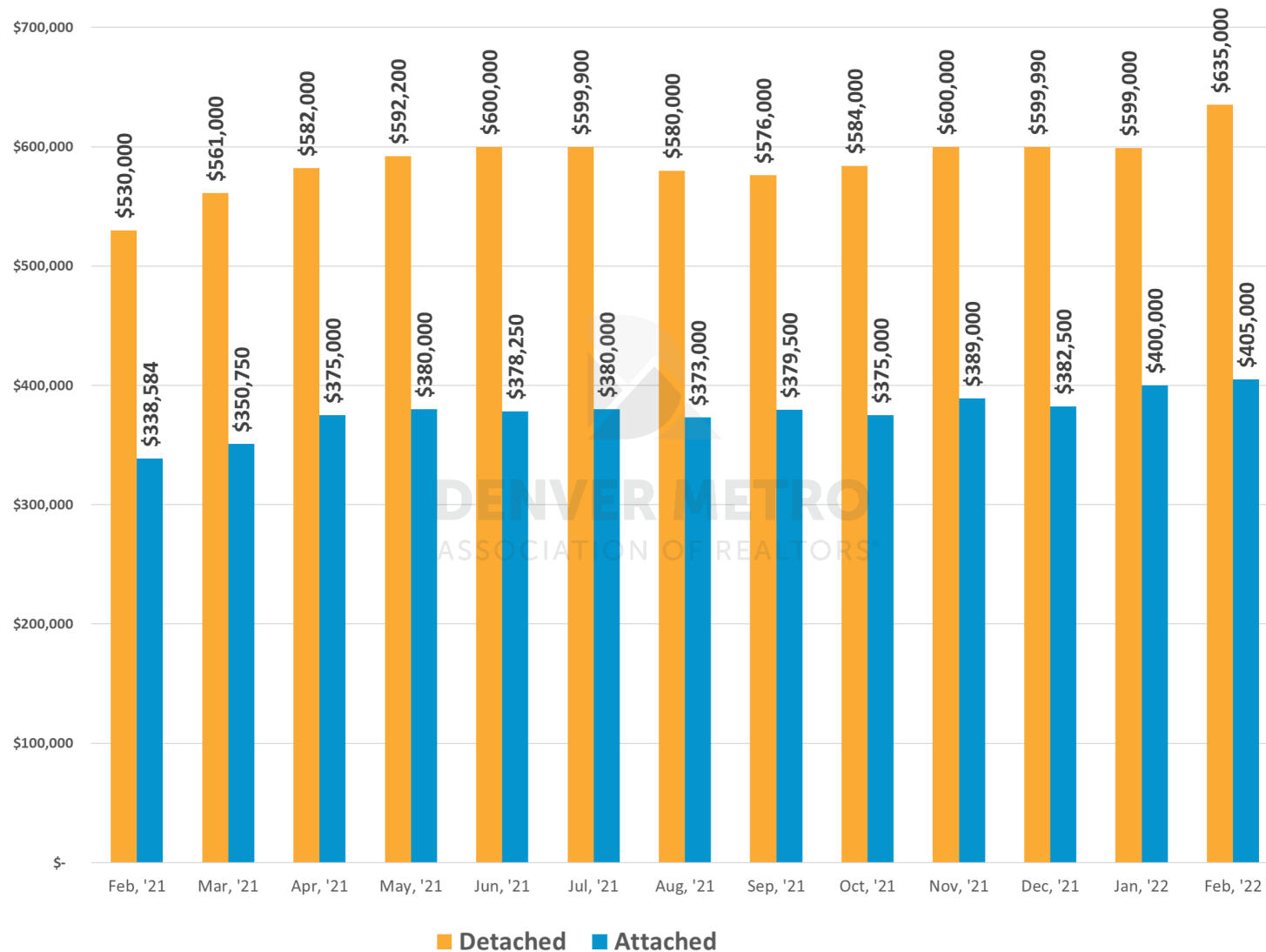


# Median Close Price

**DMAR Market Trends | February 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

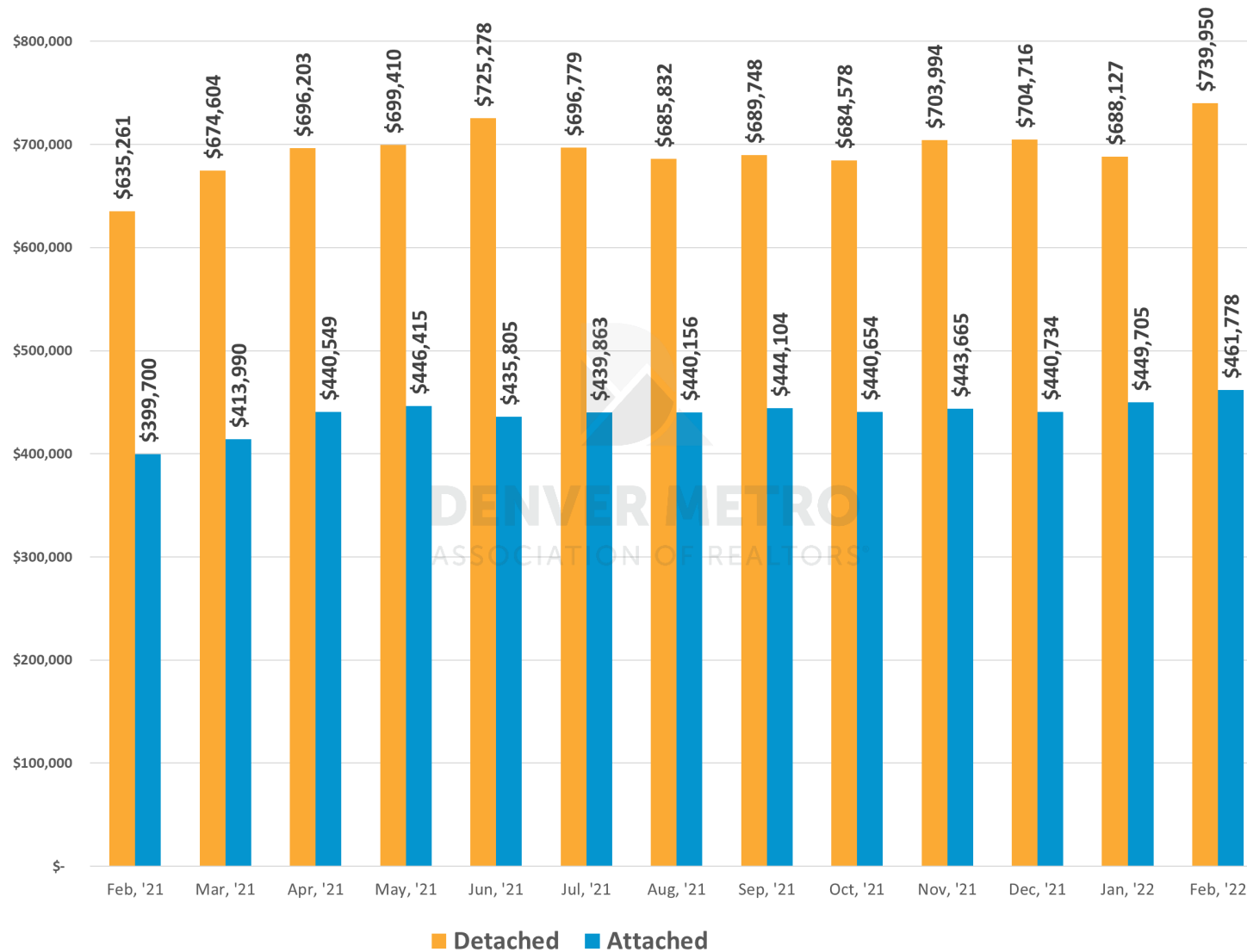


# Average Close Price

**DMAR Market Trends | February 2022 Data**

Denver Metro Association of Realtors®

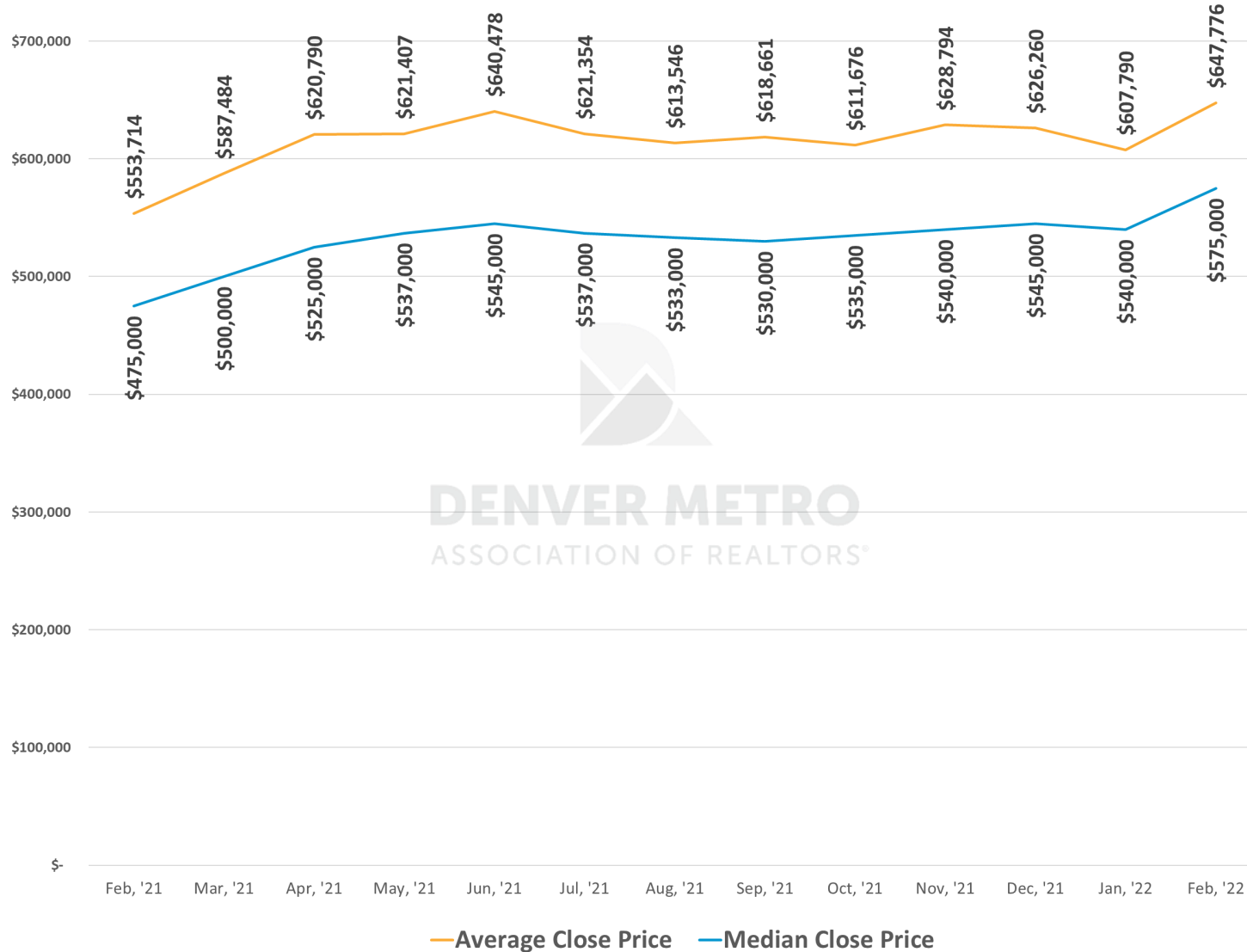
Source of MLS Data: REcolorado.com





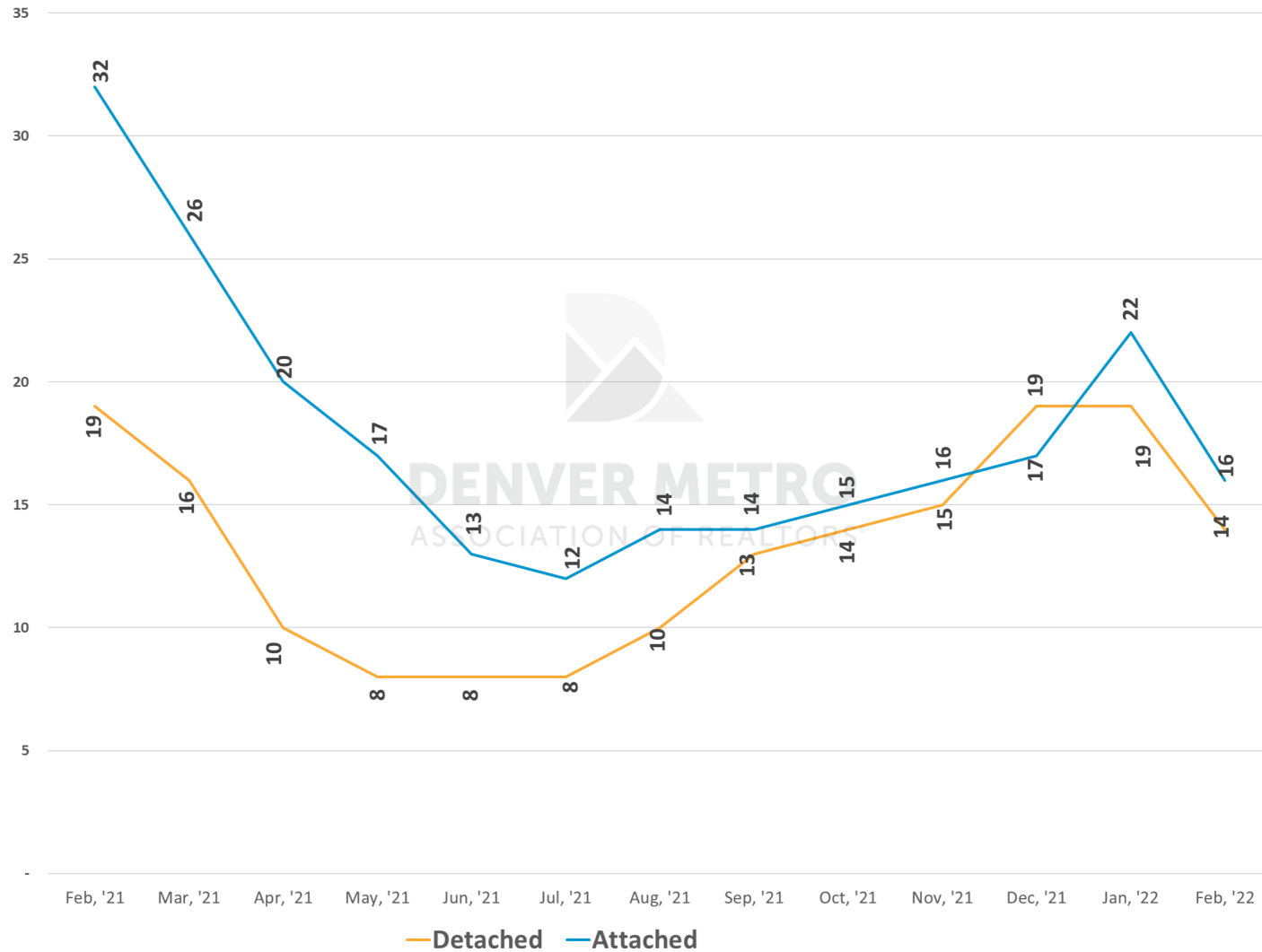
# Residential Close Price

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



# Average Days in MLS

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

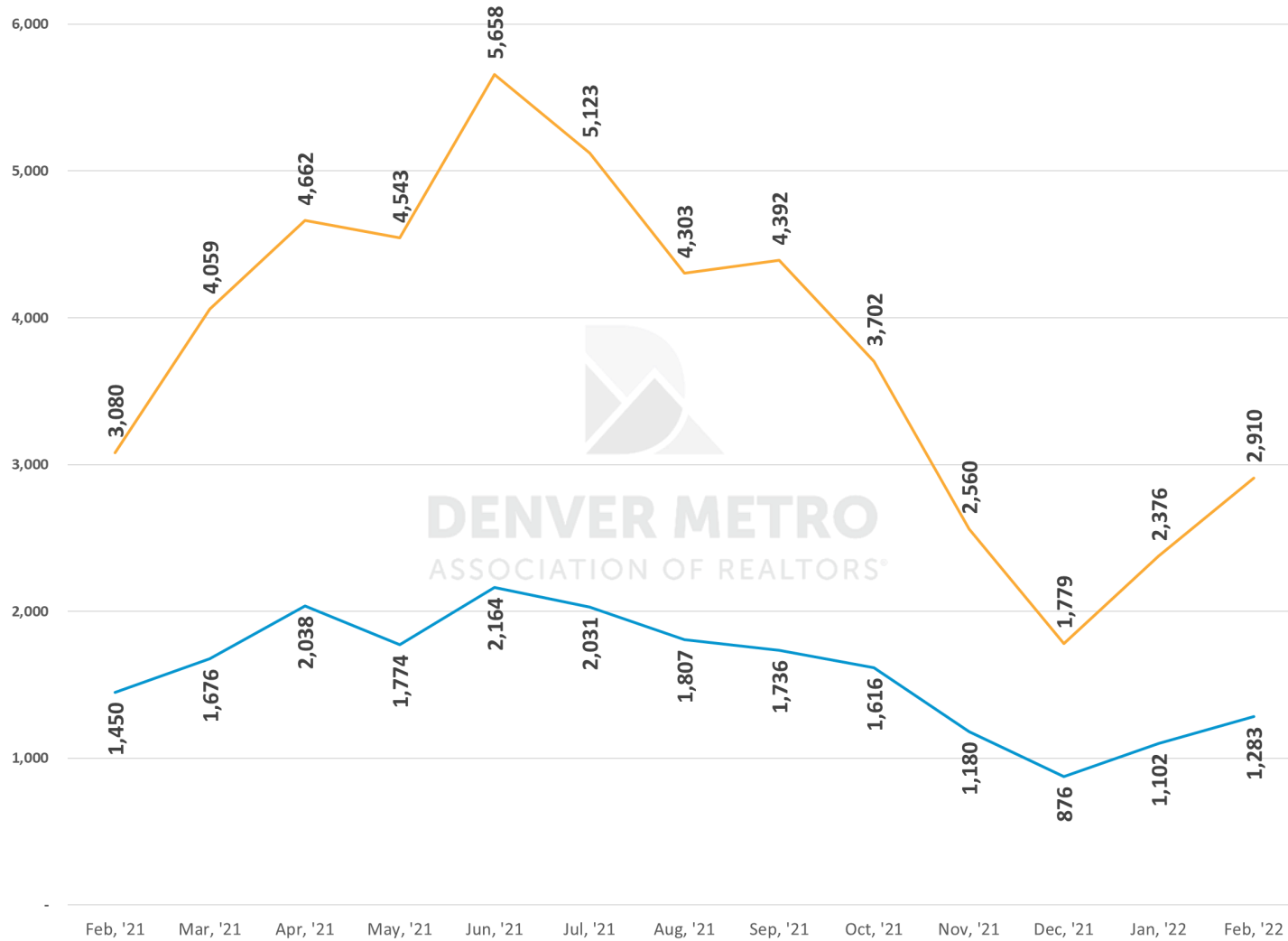


# New Listings

**DMAR Market Trends | February 2022 Data**

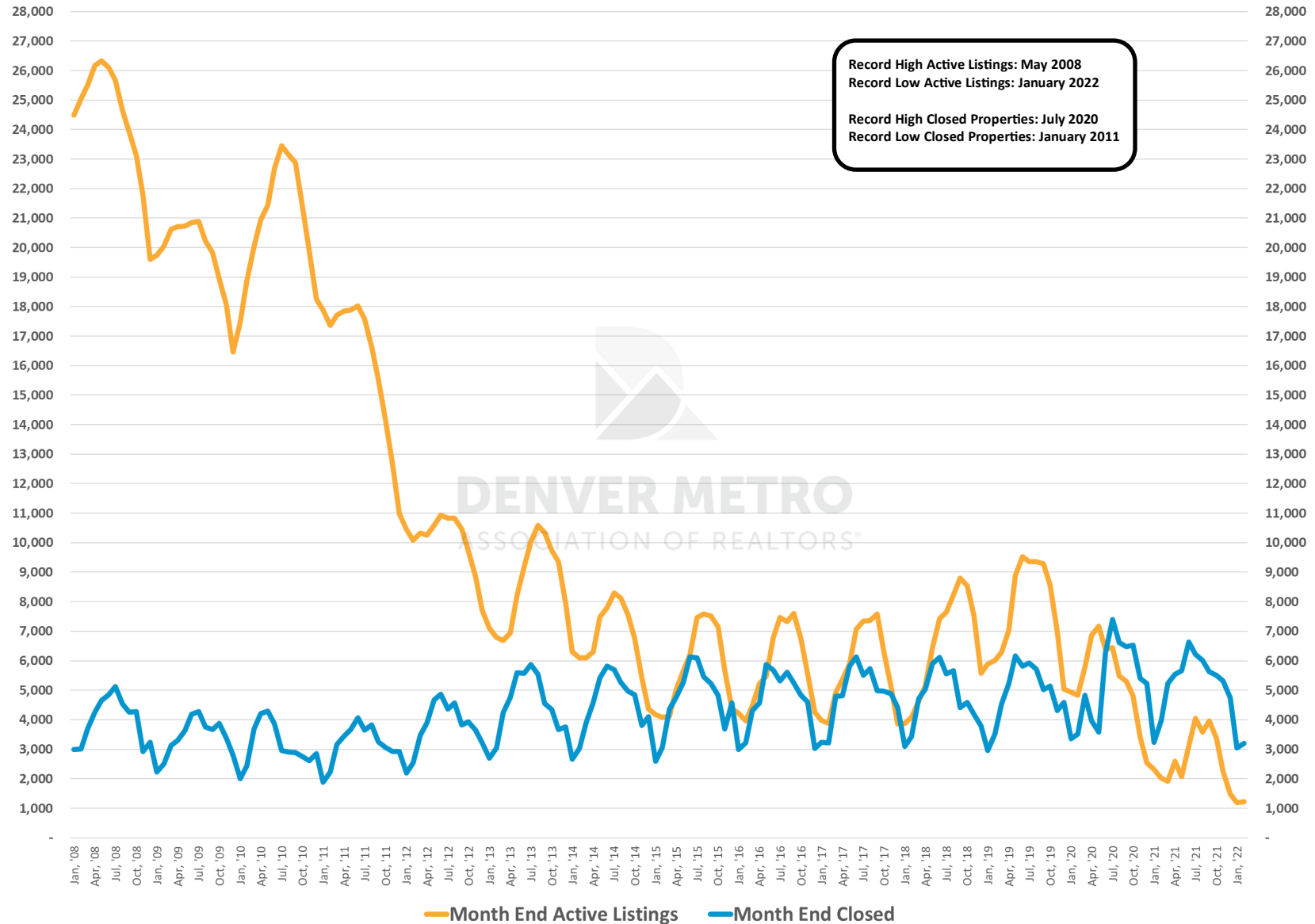
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Month End Active Listings and Month End Closed Homes

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



# DATA SNAPSHOT

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

	Feb, '22	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential (Detached + Attached)</b>					
Active Listings at Month End	1,226	1,184	2,024	3.55%	-39.43%
New Listings	4,193	3,478	4,530	20.56%	-7.44%
Pending	4,161	3,711	4,587	12.13%	-9.29%
Closed	3,202	3,039	3,969	5.36%	-19.32%
Close Price - Average	\$ 647,776	\$ 607,790	\$ 553,714	6.58%	16.99%
Close Price - Median	\$ 575,000	\$ 540,000	\$ 475,000	6.48%	21.05%
Sales Volume	\$ 2,074,179,392	\$ 1,847,072,628	\$ 2,197,690,854	12.30%	-5.62%
Days in MLS - Average	15	20	24	-25.00%	-37.50%
Days in MLS - Median	4	5	5	-20.00%	-20.00%
Close Price/List Price	104.75%	102.15%	101.97%	2.55%	2.73%
<b>Detached</b>					
Active Listings at Month End	853	788	1,120	8.25%	-23.84%
New Listings	2,910	2,376	3,080	22.47%	-5.52%
Pending	2,864	2,482	3,074	15.39%	-6.83%
Closed	2,141	2,015	2,595	6.25%	-17.50%
Close Price - Average	\$ 739,950	\$ 688,127	\$ 635,261	7.53%	16.48%
Close Price - Median	\$ 635,000	\$ 599,000	\$ 530,000	6.01%	19.81%
Sales Volume	\$ 1,584,233,394	\$ 1,386,574,913	\$ 1,648,502,490	14.26%	-3.90%
Days in MLS - Average	14	19	19	-26.32%	-26.32%
Days in MLS - Median	4	5	4	-20.00%	0.00%
Close Price/List Price	105.20%	102.23%	102.65%	2.91%	2.48%
<b>Attached</b>					
Active Listings at Month End	373	396	904	-5.81%	-58.74%
New Listings	1,283	1,102	1,450	16.42%	-11.52%
Pending	1,297	1,229	1,513	5.53%	-14.28%
Closed	1,061	1,024	1,374	3.61%	-22.78%
Close Price - Average	\$ 461,778	\$ 449,705	\$ 399,700	2.68%	15.53%
Close Price - Median	\$ 405,000	\$ 400,000	\$ 338,584	1.25%	19.62%
Sales Volume	\$ 489,945,998	\$ 460,497,715	\$ 549,188,364	6.39%	-10.79%
Days in MLS - Average	16	22	32	-27.27%	-50.00%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	103.85%	102.00%	100.67%	1.81%	3.16%

# FEBRUARY 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</b> (Detached + Attached)									
Active Listings at Month End	1,226	2,024	4,835	6,017	4,084	-39.43%	-58.14%	-19.64%	47.33%
New Listings	7,671	8,761	9,991	9,925	8,964	-12.44%	-12.31%	0.66%	10.72%
Closed	6,241	7,199	7,233	6,481	6,530	-13.31%	-0.47%	11.60%	-0.75%
Close Price - Average	\$ 628,305	\$ 551,049	\$ 481,644	\$ 460,978	\$ 454,712	14.02%	14.41%	4.48%	1.38%
Close Price - Median	\$ 560,000	\$ 465,000	\$ 425,000	\$ 400,000	\$ 395,000	20.43%	9.41%	6.25%	1.27%
Sales Volume	\$ 3,921,252,020	\$ 3,966,999,508	\$ 3,483,727,821	\$ 2,987,595,714	\$ 2,969,272,113	-1.15%	13.87%	16.61%	0.62%
Days in MLS - Average	17	25	42	41	34	-32.00%	-40.48%	2.44%	20.59%
Days in MLS - Median	4	5	19	21	8	-20.00%	-73.68%	-9.52%	162.50%
Close Price/List Price	103.48%	101.35%	99.16%	98.83%	99.72%	2.10%	2.21%	0.33%	-0.89%
<b>Detached</b>									
Active Listings at Month End	853	1,120	3,201	4,102	3,015	-23.84%	-65.01%	-21.96%	36.05%
New Listings	5,286	5,860	6,736	6,848	6,312	-9.80%	-13.00%	-1.64%	8.49%
Closed	4,156	4,712	4,925	4,560	4,508	-11.80%	-4.32%	8.00%	1.15%
Close Price - Average	\$ 714,824	\$ 631,523	\$ 537,523	\$ 506,626	\$ 502,505	13.19%	17.49%	6.10%	0.82%
Close Price - Median	\$ 620,000	\$ 522,000	\$ 465,000	\$ 430,000	\$ 428,000	18.77%	12.26%	8.14%	0.47%
Sales Volume	\$ 2,970,808,307	\$ 2,975,738,076	\$ 2,647,300,742	\$ 2,310,215,532	\$ 2,265,290,584	-0.17%	12.41%	14.59%	1.98%
Days in MLS - Average	16	21	41	43	35	-23.81%	-48.78%	-4.65%	22.86%
Days in MLS - Median	4	5	18	23	9	-20.00%	-72.22%	-21.74%	155.56%
Close Price/List Price	103.76%	101.93%	99.17%	98.77%	99.62%	1.80%	2.78%	0.40%	-0.85%
<b>Attached</b>									
Active Listings at Month End	373	904	1,634	1,915	1,069	-58.74%	-44.68%	-14.67%	79.14%
New Listings	2,385	2,901	3,255	3,077	2,652	-17.79%	-10.88%	5.78%	16.03%
Closed	2,085	2,487	2,308	1,921	2,022	-16.16%	7.76%	20.15%	-5.00%
Close Price - Average	\$ 455,848	\$ 398,577	\$ 362,403	\$ 352,619	\$ 348,161	14.37%	9.98%	2.77%	1.28%
Close Price - Median	\$ 400,000	\$ 337,500	\$ 310,000	\$ 296,000	\$ 295,000	18.52%	8.87%	4.73%	0.34%
Sales Volume	\$ 950,443,713	\$ 991,261,432	\$ 836,427,079	\$ 677,380,182	\$ 703,981,529	-4.12%	18.51%	23.48%	-3.78%
Days in MLS - Average	19	33	43	37	29	-42.42%	-23.26%	16.22%	27.59%
Days in MLS - Median	4	8	21	18	7	-50.00%	-61.90%	16.67%	157.14%
Close Price/List Price	102.94%	100.25%	99.13%	98.95%	99.96%	2.68%	1.13%	0.18%	-1.01%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	1	-	0.00	1	-	0.00
	\$100,000 to \$199,999	5	1	0.20	56	10	0.18
	\$200,000 to \$299,999	6	5	0.83	174	37	0.21
	\$300,000 to \$399,999	68	18	0.26	279	81	0.29
	\$400,000 to \$499,999	281	62	0.22	239	45	0.19
	\$500,000 to \$749,999	1,129	336	0.30	219	79	0.36
	\$750,000 to \$999,999	377	184	0.49	56	53	0.95
	\$1,000,000 and over	274	247	0.90	37	68	1.84
TOTALS	2,141	853	0.40	1,061	373	0.35	

	Price Range	Detached		% change	Attached		% change
		Closed Feb, '22	Closed Jan, '22		Closed Feb, '22	Closed Jan, '22	
Month-Over-Month	\$0 to \$99,999	1	-		1	1	0.00%
	\$100,000 to \$199,999	5	3	66.67%	56	55	1.82%
	\$200,000 to \$299,999	6	15	-60.00%	174	181	-3.87%
	\$300,000 to \$399,999	68	105	-35.24%	279	272	2.57%
	\$400,000 to \$499,999	281	356	-21.07%	239	232	3.02%
	\$500,000 to \$749,999	1,129	1,040	8.56%	219	197	11.17%
	\$750,000 to \$999,999	377	306	23.20%	56	59	-5.08%
	\$1,000,000 and over	274	190	44.21%	37	27	37.04%
TOTALS	2,141	2,015	6.25%	1,061	1,024	3.61%	

	Price Range	Detached		% change	Attached		% change
		YTD Feb, '22	YTD Feb, '21		YTD Feb, '22	YTD Feb, '21	
Year-Over-Year	\$0 to \$99,999	1	2	-50.00%	2	-	
	\$100,000 to \$199,999	8	8	0.00%	111	213	-47.89%
	\$200,000 to \$299,999	21	105	-80.00%	355	677	-47.56%
	\$300,000 to \$399,999	173	677	-74.45%	551	724	-23.90%
	\$400,000 to \$499,999	637	1,325	-51.92%	471	368	27.99%
	\$500,000 to \$749,999	2,169	1,713	26.62%	416	351	18.52%
	\$750,000 to \$999,999	683	471	45.01%	115	99	16.16%
	\$1,000,000 and over	464	411	12.90%	64	55	16.36%
TOTALS	4,156	4,712	-11.80%	2,085	2,487	-16.16%	



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

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

	Feb, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	434	330	363	31.52%	19.56%
Pending	422	295	340	43.05%	24.12%
Closed	311	217	251	43.32%	23.90%
Sales Volume	\$ 477,424,970	\$ 336,835,474	\$ 404,313,577	41.74%	18.08%
Days in MLS - Average	25	39	59	-35.90%	-57.63%
Days in MLS - Median	5	8	14	-37.50%	-64.29%
Close Price/List Price	105.52%	101.84%	99.70%	3.61%	5.84%
PSF Total	\$ 381	\$ 382	\$ 354	-0.26%	7.63%
<b>Detached</b>					
New Listings	383	288	313	32.99%	22.36%
Pending	378	259	311	45.95%	21.54%
Closed	274	190	225	44.21%	21.78%
Sales Volume	\$ 421,166,813	\$ 294,228,134	\$ 363,980,421	43.14%	15.71%
Days in MLS - Average	21	32	58	-34.38%	-63.79%
Days in MLS - Median	5	9	13	-44.44%	-61.54%
Close Price/List Price	105.69%	101.74%	99.86%	3.88%	5.84%
PSF Total	\$ 358	\$ 345	\$ 336	3.77%	6.55%
<b>Attached</b>					
New Listings	51	42	50	21.43%	2.00%
Pending	44	36	29	22.22%	51.72%
Closed	37	27	26	37.04%	42.31%
Sales Volume	\$ 56,258,157	\$ 42,607,340	\$ 40,333,156	32.04%	39.48%
Days in MLS - Average	51	90	68	-43.33%	-25.00%
Days in MLS - Median	3	3	27	0.00%	-88.89%
Close Price/List Price	104.26%	102.53%	98.36%	1.69%	6.00%
PSF Total	\$ 551	\$ 638	\$ 510	-13.64%	8.04%



# 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	764	652	653	572	511	17.18%	-0.15%	14.16%	11.94%
Pending	717	629	398	348	334	13.99%	58.04%	14.37%	4.19%
Closed	528	466	274	225	238	13.30%	70.07%	21.78%	-5.46%
Sales Volume	\$ 814,260,444	\$ 758,490,613	\$ 420,439,683	\$ 353,434,802	\$ 356,838,777	7.35%	80.40%	18.96%	-0.95%
Days in MLS - Average	30	63	77	84	97	-52.38%	-18.18%	-8.33%	-13.40%
Days in MLS - Median	5	28	47	49	67	-82.14%	-40.43%	-4.08%	-26.87%
Close Price/List Price	104.01%	98.80%	96.43%	97.05%	96.57%	5.27%	2.46%	-0.64%	0.50%
PSF Total	\$ 381	\$ 352	\$ 363	\$ 324	\$ 301	8.24%	-3.03%	12.04%	7.64%
<b>Detached</b>									
New Listings	671	559	558	503	459	20.04%	0.18%	10.93%	9.59%
Pending	637	567	360	310	297	12.35%	57.50%	16.13%	4.38%
Closed	464	411	245	202	212	12.90%	67.76%	21.29%	-4.72%
Sales Volume	\$ 715,394,947	\$ 681,987,587	\$ 377,520,000	\$ 308,767,032	\$ 319,332,348	4.90%	80.65%	22.27%	-3.31%
Days in MLS - Average	25	63	78	82	99	-60.32%	-19.23%	-4.88%	-17.17%
Days in MLS - Median	5	29	45	41	67	-82.76%	-35.56%	9.76%	-38.81%
Close Price/List Price	104.07%	98.92%	96.41%	97.12%	96.50%	5.21%	2.60%	-0.73%	0.64%
PSF Total	\$ 353	\$ 332	\$ 330	\$ 293	\$ 278	6.33%	0.61%	12.63%	5.40%
<b>Attached</b>									
New Listings	93	93	95	69	52	0.00%	-2.11%	37.68%	32.69%
Pending	80	62	38	38	37	29.03%	63.16%	0.00%	2.70%
Closed	64	55	29	23	26	16.36%	89.66%	26.09%	-11.54%
Sales Volume	\$ 98,865,497	\$ 76,503,026	\$ 42,919,683	\$ 44,667,770	\$ 37,506,429	29.23%	78.25%	-3.91%	19.09%
Days in MLS - Average	68	66	72	98	82	3.03%	-8.33%	-26.53%	19.51%
Days in MLS - Median	3	19	64	92	38	-84.21%	-70.31%	-30.43%	142.11%
Close Price/List Price	103.51%	97.96%	96.58%	96.44%	97.20%	5.67%	1.43%	0.15%	-0.78%
PSF Total	\$ 588	\$ 505	\$ 634	\$ 596	\$ 482	16.44%	-20.35%	6.38%	23.65%

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

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

	Feb, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	592	472	451	25.42%	31.26%
Pending	570	466	432	22.32%	31.94%
Closed	433	365	342	18.63%	26.61%
Sales Volume	\$ 364,864,847	\$ 307,595,521	\$ 291,681,744	18.62%	25.09%
Days in MLS - Average	18	21	37	-14.29%	-51.35%
Days in MLS - Median	4	5	5	-20.00%	-20.00%
Close Price/List Price	105.97%	102.09%	101.75%	3.80%	4.15%
PSF Total	\$ 308	\$ 297	\$ 267	3.70%	15.36%
<b>Detached</b>					
New Listings	522	407	375	28.26%	39.20%
Pending	498	407	356	22.36%	39.89%
Closed	377	306	285	23.20%	32.28%
Sales Volume	\$ 317,655,489	\$ 258,122,030	\$ 242,570,355	23.06%	30.95%
Days in MLS - Average	16	18	31	-11.11%	-48.39%
Days in MLS - Median	4	5	5	-20.00%	-20.00%
Close Price/List Price	106.33%	102.48%	102.24%	3.76%	4.00%
PSF Total	\$ 286	\$ 268	\$ 244	6.72%	17.21%
<b>Attached</b>					
New Listings	70	65	76	7.69%	-7.89%
Pending	72	59	76	22.03%	-5.26%
Closed	56	59	57	-5.08%	-1.75%
Sales Volume	\$ 47,209,358	\$ 49,473,491	\$ 49,111,389	-4.58%	-3.87%
Days in MLS - Average	33	36	70	-8.33%	-52.86%
Days in MLS - Median	7	10	23	-30.00%	-69.57%
Close Price/List Price	103.50%	100.04%	99.26%	3.46%	4.27%
PSF Total	\$ 456	\$ 446	\$ 380	2.24%	20.00%

# 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	1,064	775	744	656	563	37.29%	4.17%	13.41%	16.52%
Pending	1,036	803	551	453	427	29.02%	45.74%	21.63%	6.09%
Closed	798	570	371	291	296	40.00%	53.64%	27.49%	-1.69%
Sales Volume	\$ 672,460,368	\$ 487,370,426	\$ 312,811,788	\$ 245,355,636	\$ 251,474,156	37.98%	55.80%	27.49%	-2.43%
Days in MLS - Average	20	38	61	62	68	-47.37%	-37.70%	-1.61%	-8.82%
Days in MLS - Median	5	7	39	36	44	-28.57%	-82.05%	8.33%	-18.18%
Close Price/List Price	104.19%	100.85%	98.57%	98.36%	98.81%	3.31%	2.31%	0.21%	-0.46%
PSF Total	\$ 303	\$ 264	\$ 247	\$ 242	\$ 252	14.77%	6.88%	2.07%	-3.97%
<b>Detached</b>									
New Listings	929	623	580	528	471	49.12%	7.41%	9.85%	12.10%
Pending	905	653	438	370	352	38.59%	49.09%	18.38%	5.11%
Closed	683	471	300	234	232	45.01%	57.00%	28.21%	0.86%
Sales Volume	\$ 575,777,519	\$ 401,897,992	\$ 253,279,374	\$ 197,386,765	\$ 197,612,245	43.26%	58.68%	28.32%	-0.11%
Days in MLS - Average	17	31	61	60	68	-45.16%	-49.18%	1.67%	-11.76%
Days in MLS - Median	4	6	44	34	50	-33.33%	-86.36%	29.41%	-32.00%
Close Price/List Price	104.60%	101.26%	98.50%	98.39%	98.69%	3.30%	2.80%	0.11%	-0.30%
PSF Total	\$ 278	\$ 243	\$ 224	\$ 222	\$ 226	14.40%	8.48%	0.90%	-1.77%
<b>Attached</b>									
New Listings	135	152	164	128	92	-11.18%	-7.32%	28.13%	39.13%
Pending	131	150	113	83	75	-12.67%	32.74%	36.14%	10.67%
Closed	115	99	71	57	64	16.16%	39.44%	24.56%	-10.94%
Sales Volume	\$ 96,682,849	\$ 85,472,434	\$ 59,532,414	\$ 47,968,871	\$ 53,861,911	13.12%	43.57%	24.11%	-10.94%
Days in MLS - Average	35	69	59	68	70	-49.28%	16.95%	-13.24%	-2.86%
Days in MLS - Median	8	23	32	44	28	-65.22%	-28.13%	-27.27%	57.14%
Close Price/List Price	101.71%	98.90%	98.89%	98.25%	99.24%	2.84%	0.01%	0.65%	-1.00%
PSF Total	\$ 451	\$ 368	\$ 343	\$ 323	\$ 347	22.55%	7.29%	6.19%	-6.92%

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

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

	Feb, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,711	1,370	1,301	24.89%	31.51%
Pending	1,674	1,516	1,302	10.42%	28.57%
Closed	1,348	1,237	1,171	8.97%	15.12%
Sales Volume	\$ 819,476,262	\$ 744,632,354	\$ 702,076,303	10.05%	16.72%
Days in MLS - Average	13	21	21	-38.10%	-38.10%
Days in MLS - Median	4	5	4	-20.00%	0.00%
Close Price/List Price	104.83%	102.20%	102.84%	2.57%	1.94%
PSF Total	\$ 294	\$ 271	\$ 252	8.49%	16.67%
<b>Detached</b>					
New Listings	1,430	1,152	1,099	24.13%	30.12%
Pending	1,380	1,248	1,100	10.58%	25.45%
Closed	1,129	1,040	977	8.56%	15.56%
Sales Volume	\$ 689,510,558	\$ 629,826,248	\$ 585,611,683	9.48%	17.74%
Days in MLS - Average	12	19	16	-36.84%	-25.00%
Days in MLS - Median	4	5	4	-20.00%	0.00%
Close Price/List Price	105.14%	102.34%	103.27%	2.74%	1.81%
PSF Total	\$ 279	\$ 255	\$ 232	9.41%	20.26%
<b>Attached</b>					
New Listings	281	218	202	28.90%	39.11%
Pending	294	268	202	9.70%	45.54%
Closed	219	197	194	11.17%	12.89%
Sales Volume	\$ 129,965,704	\$ 114,806,106	\$ 116,464,620	13.20%	11.59%
Days in MLS - Average	20	28	48	-28.57%	-58.33%
Days in MLS - Median	4	6	10	-33.33%	-60.00%
Close Price/List Price	103.27%	101.45%	100.67%	1.79%	2.58%
PSF Total	\$ 368	\$ 352	\$ 356	4.55%	3.37%

# 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	3,081	2,436	2,604	2,353	1,940	26.48%	-6.45%	10.67%	21.29%
Pending	3,190	2,466	2,267	1,815	1,720	29.36%	8.78%	24.90%	5.52%
Closed	2,585	2,064	1,749	1,283	1,285	25.24%	18.01%	36.32%	-0.16%
Sales Volume	\$ 1,564,108,616	\$ 1,235,448,229	\$ 1,037,334,256	\$ 762,393,651	\$ 756,205,312	26.60%	19.10%	36.06%	0.82%
Days in MLS - Average	17	23	51	52	49	-26.09%	-54.90%	-1.92%	6.12%
Days in MLS - Median	4	5	29	33	21	-20.00%	-82.76%	-12.12%	57.14%
Close Price/List Price	103.57%	102.10%	99.06%	98.79%	99.29%	1.44%	3.07%	0.27%	-0.50%
PSF Total	\$ 283	\$ 245	\$ 217	\$ 209	\$ 210	15.51%	12.90%	3.83%	-0.48%
<b>Detached</b>									
New Listings	2,582	2,049	2,162	1,983	1,622	26.01%	-5.23%	9.03%	22.26%
Pending	2,628	2,045	1,902	1,574	1,468	28.51%	7.52%	20.84%	7.22%
Closed	2,169	1,713	1,485	1,108	1,066	26.62%	15.35%	34.03%	3.94%
Sales Volume	\$ 1,319,336,806	\$ 1,024,139,450	\$ 879,938,219	\$ 658,059,036	\$ 627,635,123	28.82%	16.39%	33.72%	4.85%
Days in MLS - Average	15	17	49	51	48	-11.76%	-65.31%	-3.92%	6.25%
Days in MLS - Median	4	4	29	34	21	0.00%	-86.21%	-14.71%	61.90%
Close Price/List Price	103.79%	102.43%	99.04%	98.81%	99.24%	1.33%	3.42%	0.23%	-0.43%
PSF Total	\$ 268	\$ 225	\$ 194	\$ 192	\$ 187	19.11%	15.98%	1.04%	2.67%
<b>Attached</b>									
New Listings	499	387	442	370	318	28.94%	-12.44%	19.46%	116.35%
Pending	562	421	365	241	252	33.49%	15.34%	51.45%	-4.37%
Closed	416	351	264	175	219	18.52%	32.95%	50.86%	-20.09%
Sales Volume	\$ 244,771,810	\$ 211,308,779	\$ 157,396,037	\$ 104,334,615	\$ 128,570,189	15.84%	34.25%	50.86%	-18.85%
Days in MLS - Average	24	51	64	55	56	-52.94%	-20.31%	16.36%	-1.79%
Days in MLS - Median	5	13	35	29	19	-61.54%	-62.86%	20.69%	52.63%
Close Price/List Price	102.42%	100.50%	99.19%	98.63%	99.56%	1.91%	1.32%	0.57%	-0.93%
PSF Total	\$ 361	\$ 345	\$ 349	\$ 314	\$ 329	4.64%	-1.15%	11.15%	-4.56%

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

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

	Feb, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,163	1,017	1,912	14.36%	-39.17%
Pending	1,175	1,114	1,944	5.48%	-39.56%
Closed	867	965	1,666	-10.16%	-47.96%
Sales Volume	\$ 356,006,009	\$ 397,859,270	\$ 672,651,448	-10.52%	-47.07%
Days in MLS - Average	11	14	17	-21.43%	-35.29%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	104.54%	102.58%	102.42%	1.91%	2.07%
PSF Total	\$ 324	\$ 305	\$ 260	6.23%	24.62%
<b>Detached</b>					
New Listings	561	513	1,255	9.36%	-55.30%
Pending	590	551	1,257	7.08%	-53.06%
Closed	349	461	1,045	-24.30%	-66.60%
Sales Volume	\$ 153,412,238	\$ 199,907,381	\$ 440,290,061	-23.26%	-65.16%
Days in MLS - Average	11	12	11	-8.33%	0.00%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	104.27%	102.30%	103.09%	1.93%	1.14%
PSF Total	\$ 320	\$ 306	\$ 248	4.58%	29.03%
<b>Attached</b>					
New Listings	602	504	657	19.44%	-8.37%
Pending	585	563	687	3.91%	-14.85%
Closed	518	504	621	2.78%	-16.59%
Sales Volume	\$ 202,593,771	\$ 197,951,889	\$ 232,361,387	2.34%	-12.81%
Days in MLS - Average	12	15	26	-20.00%	-53.85%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	104.72%	102.84%	101.31%	1.83%	3.37%
PSF Total	\$ 327	\$ 304	\$ 280	7.57%	16.79%



# 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	2,180	3,805	4,470	4,666	4,122	-42.71%	-14.88%	-4.20%	13.20%
Pending	2,289	3,823	4,243	4,207	3,828	-40.13%	-9.90%	0.86%	9.90%
Closed	1,832	3,094	3,515	3,378	3,244	-40.79%	-11.98%	4.06%	4.13%
Sales Volume	\$ 753,865,279	\$ 1,248,623,604	\$ 1,401,927,925	\$ 1,317,865,551	\$ 1,263,598,867	-39.62%	-10.94%	6.38%	4.29%
Days in MLS - Average	13	17	34	36	26	-23.53%	-50.00%	-5.56%	38.46%
Days in MLS - Median	4	4	14	19	7	0.00%	-71.43%	-26.32%	171.43%
Close Price/List Price	103.51%	101.89%	99.58%	99.17%	100.09%	1.59%	2.32%	0.41%	-0.92%
PSF Total	\$ 314	\$ 254	\$ 216	\$ 204	\$ 200	23.62%	17.59%	5.88%	2.00%
<b>Detached</b>									
New Listings	1,074	2,527	3,160	3,513	3,241	-57.50%	-20.03%	-10.05%	8.39%
Pending	1,141	2,479	3,130	3,279	3,024	-53.97%	-20.80%	-4.54%	8.43%
Closed	810	2,002	2,641	2,695	2,580	-59.54%	-24.20%	-2.00%	4.46%
Sales Volume	\$ 353,319,619	\$ 838,178,941	\$ 1,072,249,626	\$ 1,062,913,012	\$ 1,013,042,217	-57.85%	-21.83%	0.88%	4.92%
Days in MLS - Average	12	12	32	36	24	0.00%	-62.50%	-11.11%	50.00%
Days in MLS - Median	4	4	13	19	7	0.00%	-69.23%	-31.58%	171.43%
Close Price/List Price	103.15%	102.47%	99.65%	99.12%	100.08%	0.66%	2.83%	0.53%	-0.96%
PSF Total	\$ 212	\$ 243	\$ 201	\$ 191	\$ 185	-12.76%	20.90%	5.24%	3.24%
<b>Attached</b>									
New Listings	1,106	1,278	1,310	1,153	881	-13.46%	-2.44%	13.62%	30.87%
Pending	1,148	1,344	1,113	928	804	-14.58%	20.75%	19.94%	15.42%
Closed	1,022	1,092	874	683	664	-6.41%	24.94%	27.96%	2.86%
Sales Volume	\$ 400,545,660	\$ 410,444,663	\$ 329,678,299	\$ 254,952,539	\$ 250,556,650	-2.41%	24.50%	29.31%	1.75%
Days in MLS - Average	13	27	41	35	31	-51.85%	-34.15%	17.14%	12.90%
Days in MLS - Median	4	6	20	17	9	-33.33%	-70.00%	17.65%	88.89%
Close Price/List Price	103.79%	100.82%	99.34%	99.39%	100.12%	2.95%	1.49%	-0.05%	-0.73%
PSF Total	\$ 316	\$ 274	\$ 262	\$ 257	\$ 260	15.33%	4.58%	1.95%	-1.15%