

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

October 2022

MARKET OVERVIEW

The October report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the September 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	7,683	10.72%	93.48%
Closed Homes	4,113	-8.40%	-27.60%
Close Price - Average	\$671,024	2.20%	8.41%
Close Price - Median	\$580,000	0.87%	9.43%
Days in MLS - Average	26	36.84%	100.00%



Detached

Active Listings at Month End	5,798	9.44%	106.85%
Closed Homes	2,924	-6.64%	-27.50%
Close Price - Average	\$745,947	0.28%	8.02%
Close Price - Median	\$632,000	-2.02%	9.72%
Days in MLS - Average	28	40.00%	115.38%



Attached

Active Listings at Month End	1,885	14.87%	61.39%
Closed Homes	1,189	-12.44%	-27.85%
Close Price - Average	\$486,773	6.93%	9.67%
Close Price - Median	\$410,000	2.68%	7.89%
Days in MLS - Average	23	43.75%	64.29%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- Sellers seem to think it's 2021, while buyers think it's still 2008. Realtors® need to set proper expectations for their clients when starting buy/sell conversations.
- We're seeing price reductions in highly desirable areas and areas where we have not observed price reductions over the past two-ish years.
- Previously, sellers could get offers without staging or doing little to nothing in order to prep their homes for market. This is no longer the case. Listing agents must help their clients strategize for our newly shifted market (i.e. pricing competitively, staging, professional photography, reverse prospecting, etc.).

✓ Local News:

- Colorado ranked fourth nationwide as the state with the most number of homes at risk to wildfires—behind California, Florida and Texas—with El Paso County leading the way. Jefferson County ranked third with Douglas County coming in fifth.
- A record number of homebuyers are relocating from more expensive parts of the country to more affordable ones. On a list of metros ranked by the outflow of residents, Denver came in number 10.
- Denver was voted the seventh "Greenest City in the U.S." due to our Bring Your Own Bag tax and other systems that will make recycling and composting free in 2023 with a required fee for trash service bins, along with rebates for eBikes and electric vehicles.
- Denver is second only to Boise, ID in price reductions among 97 cities with 58 percent of homes experiencing a price drop.
- Investors poured money into existing properties in Denver. South-west Denver neighborhoods Barnum, Westwood, Mar Lee and Harvey Park, were some of the hottest neighborhoods for property flips in 2021 and the first part of 2022.

✓ National News:

- Lumber prices are back down to pre-COVID levels.
- The U.S. housing market slowed considerably from the height of the pandemic's homebuying frenzy with sales down 20 percent from a year ago.
- Inconsistency rules the market as there are still sellers and listing agents using comps from when the market was at its hottest in an

attempt to squeeze more value out of homes, contributing to the steep incline for the number of days in MLS.

- The National Association of Realtors® 2022 Remodel Impact report found that refinishing hardwood floors, installing new wood flooring, replacing roofing and installing new garage doors topped the list of projects with 100 percent or greater cost recovery.
- Opendoor lost money on 42 percent of its August resales after it failed to anticipate a slide in housing demand.
- The soaring cost of housing has been a key driver of inflation. For most people, housing is their biggest expense. About one-third of the Consumer Price Index, a basket of goods and services the Bureau of Labor Statistics uses to track inflation, is the "shelter" component.
- Rents dropped nationwide for the first time in two years.

✓ Mortgage News:

- From July to September, mortgage rates fluctuated by roughly half a percentage point every four weeks, which is the most volatile three-month period since 1987.
- Mortgage rates hit seven percent in September after bonds sold off in the EU. Global impacts are being felt as European economies bear the brunt of Russia's war on Ukraine, Japan is struggling with lower global demand for manufactured goods and China's economic troubles thanks to its zero COVID policy.
- The Federal Reserve raised their fed rate another 0.75 percent to three to 3.25 percent. Its target, per the Fed Dot Plot, is for the fed rate to reach 4.6 percent in 2023. This will most directly impact consumer debt, HELOCs and business reinvestments.

✓ Quick Stats:

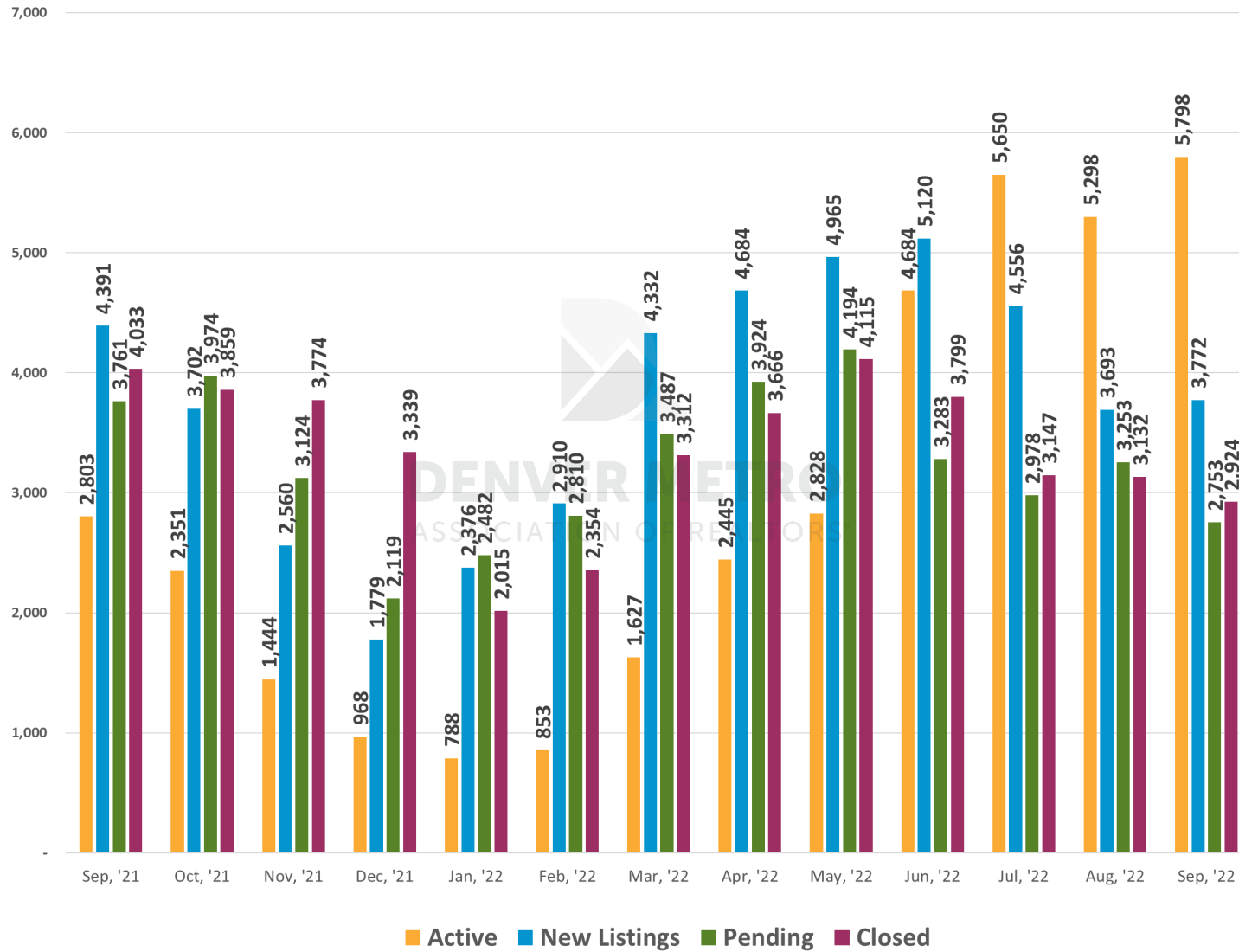
- Average active listings for September are 15,663 (1985-2021).
- Record-high September was 2006 with 31,450 listings and the record-low was set last year with 3,971 listings.
- The historical average decrease in active listings from August to September is 0.36 percent. An increase of 10.72 percent this year represents a large increase, but last year's increase was a similar 10.86 percent.

Detached Single-Family

DMAR Market Trends | September 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

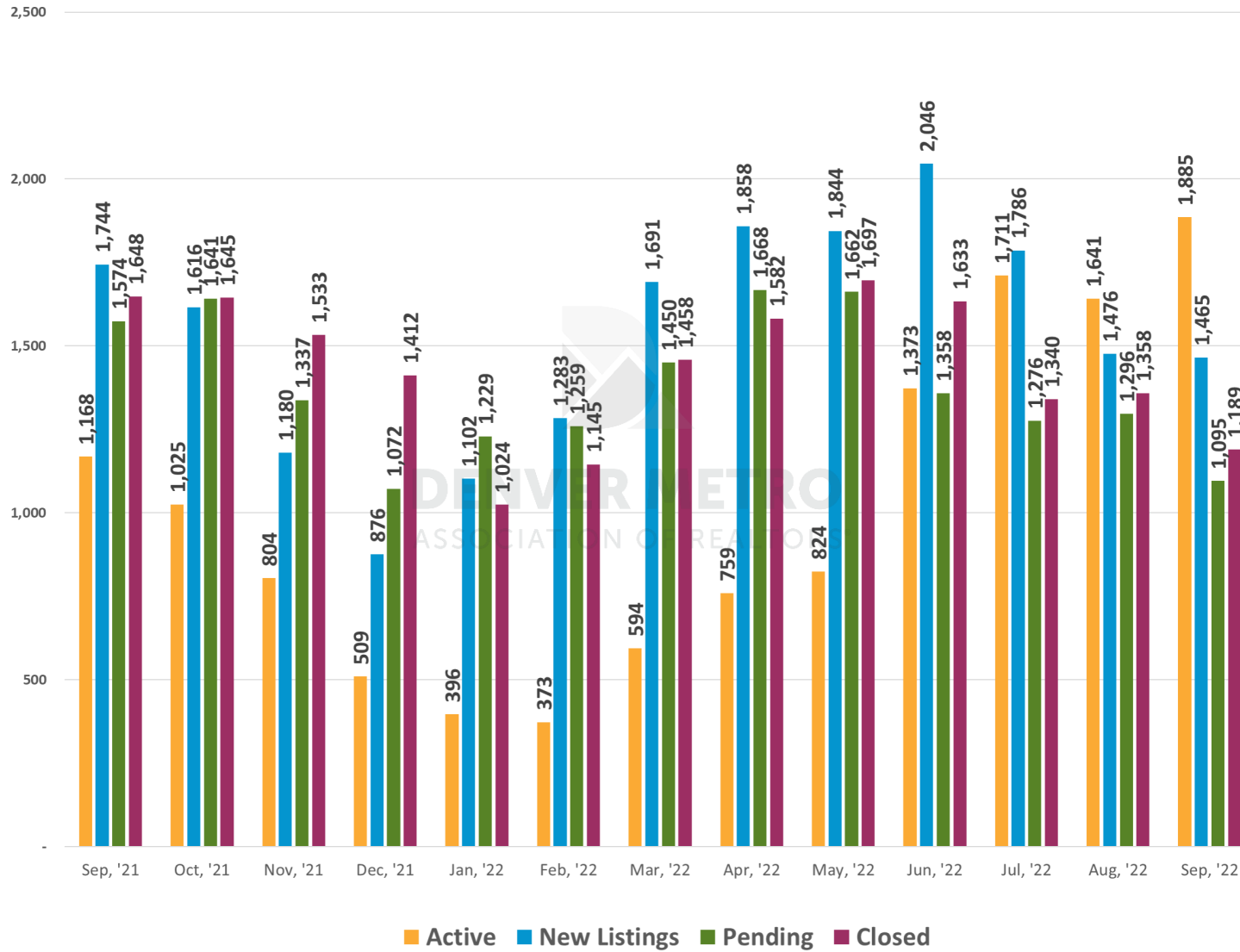


Attached Single-Family

DMAR Market Trends | September 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

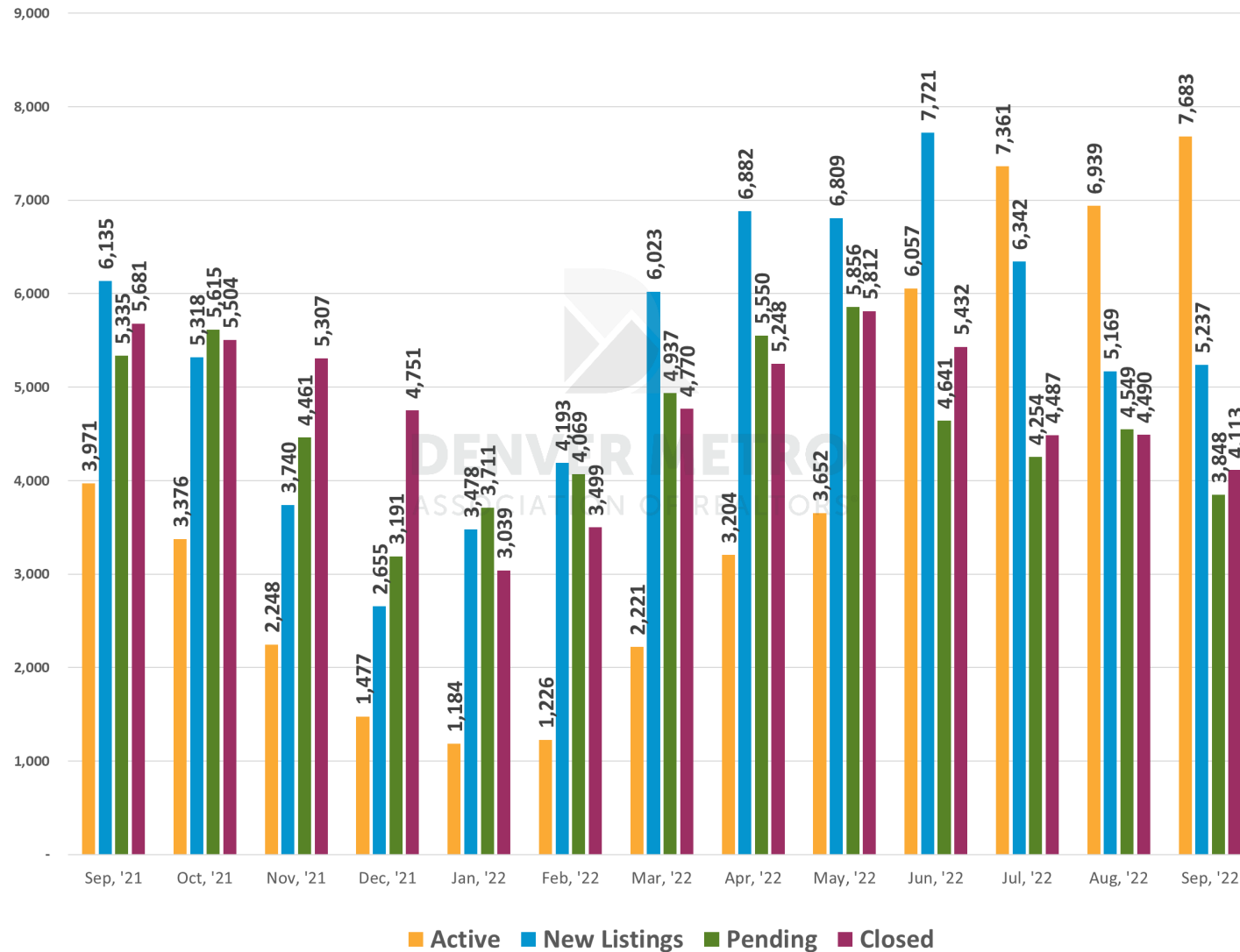


Residential (Detached + Attached)

DMAR Market Trends | September 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

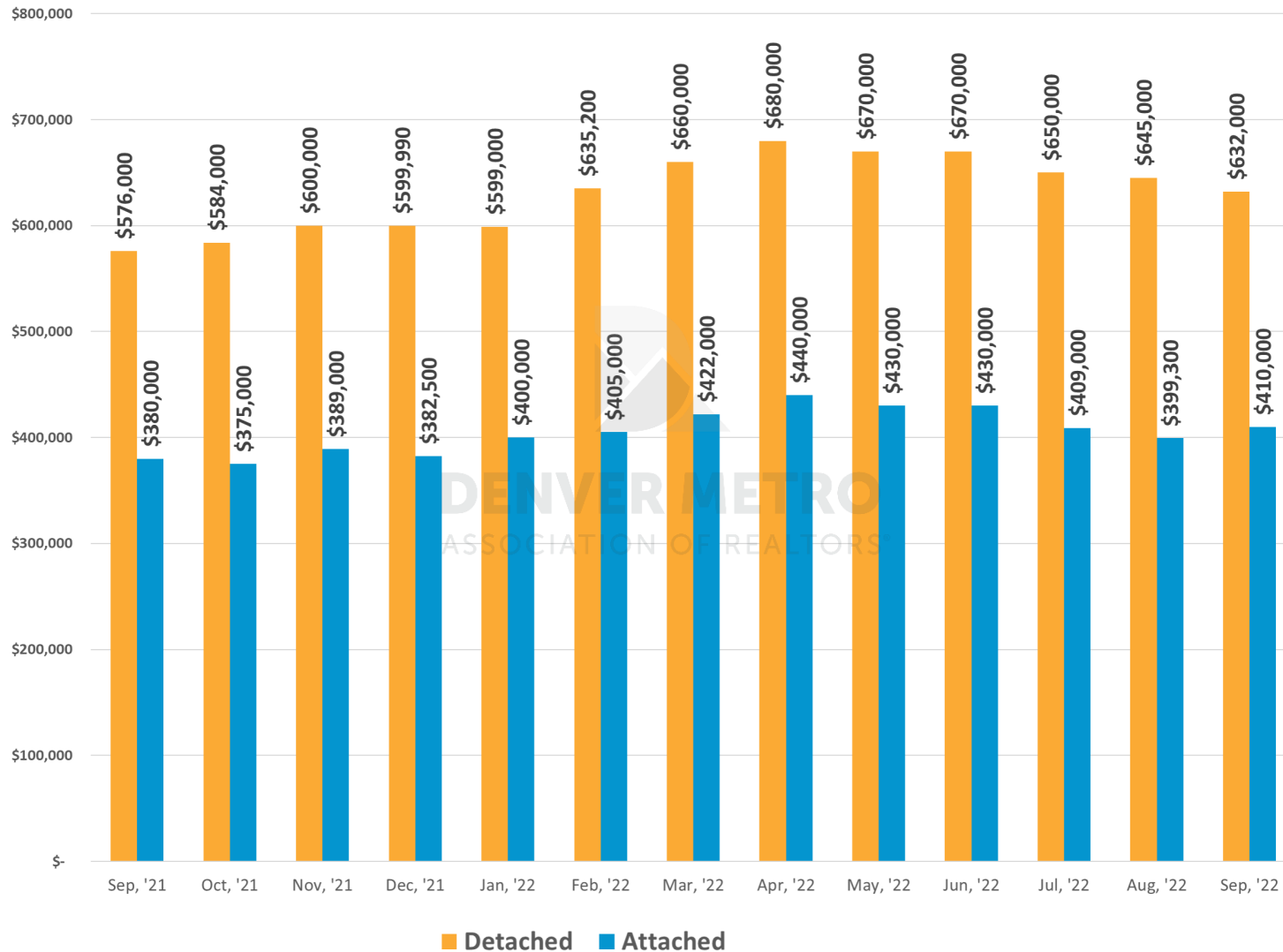


Median Close Price

DMAR Market Trends | September 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

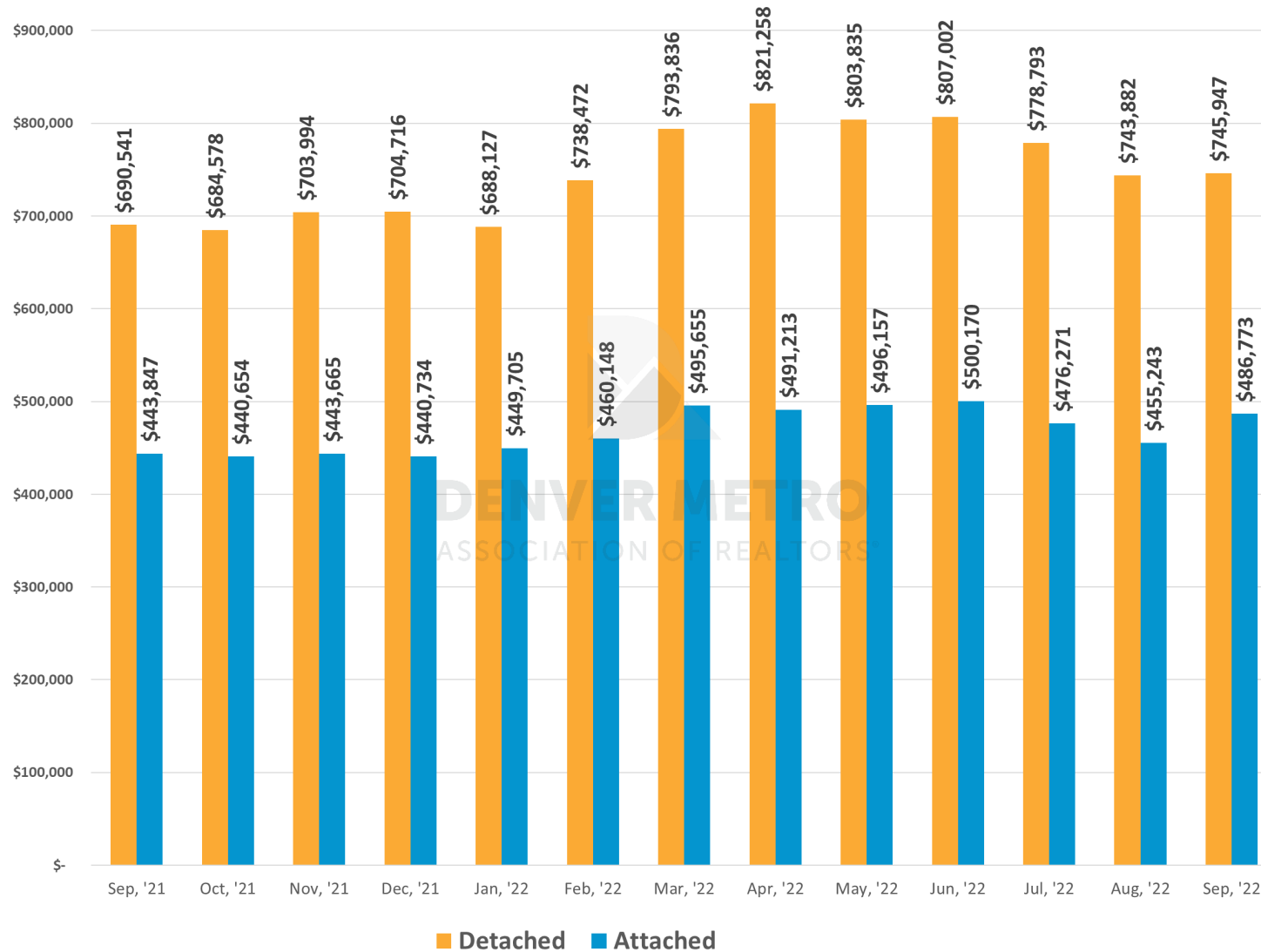


Average Close Price

DMAR Market Trends | September 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

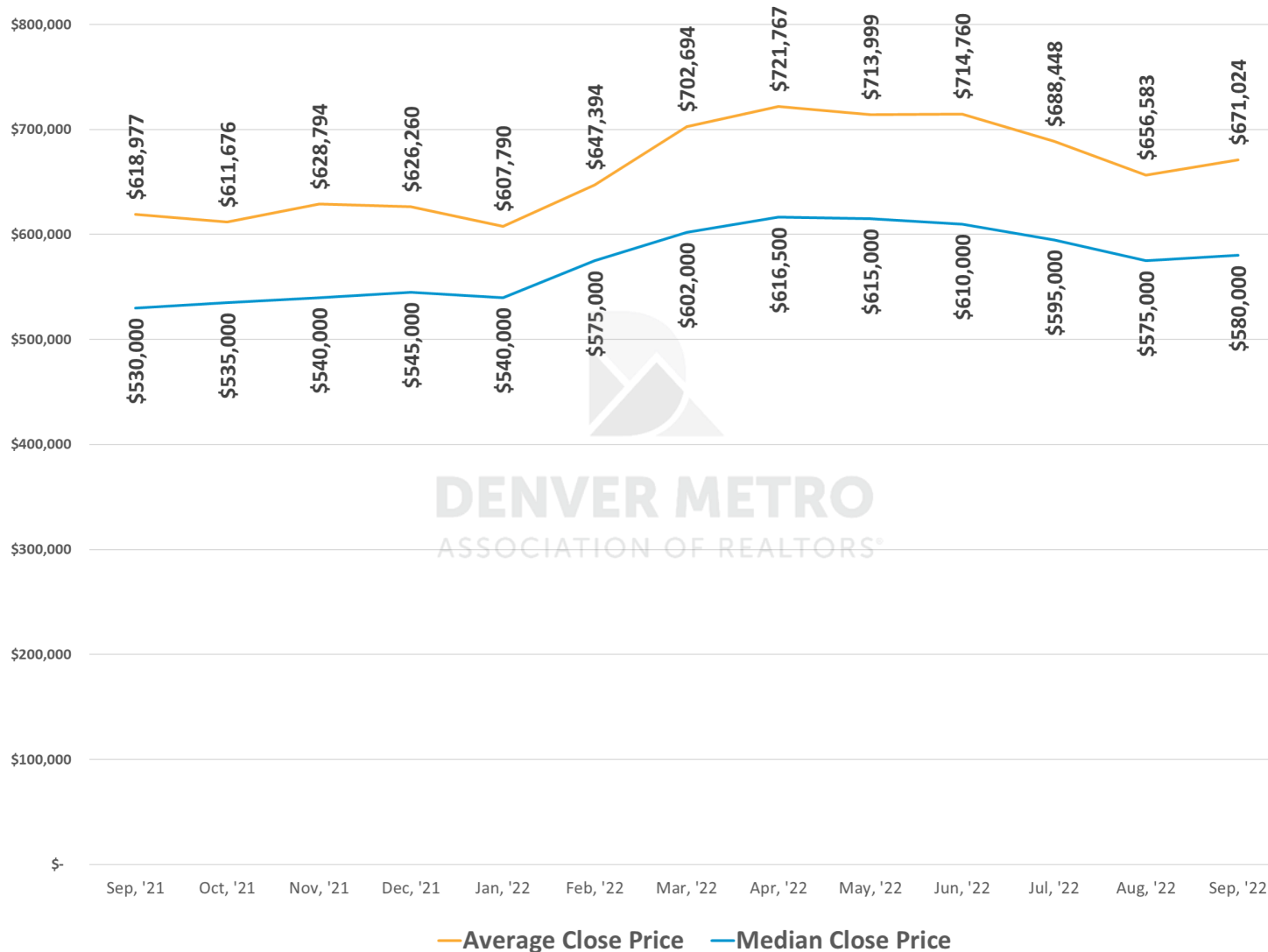


Residential Close Price

DMAR Market Trends | September 2022 Data

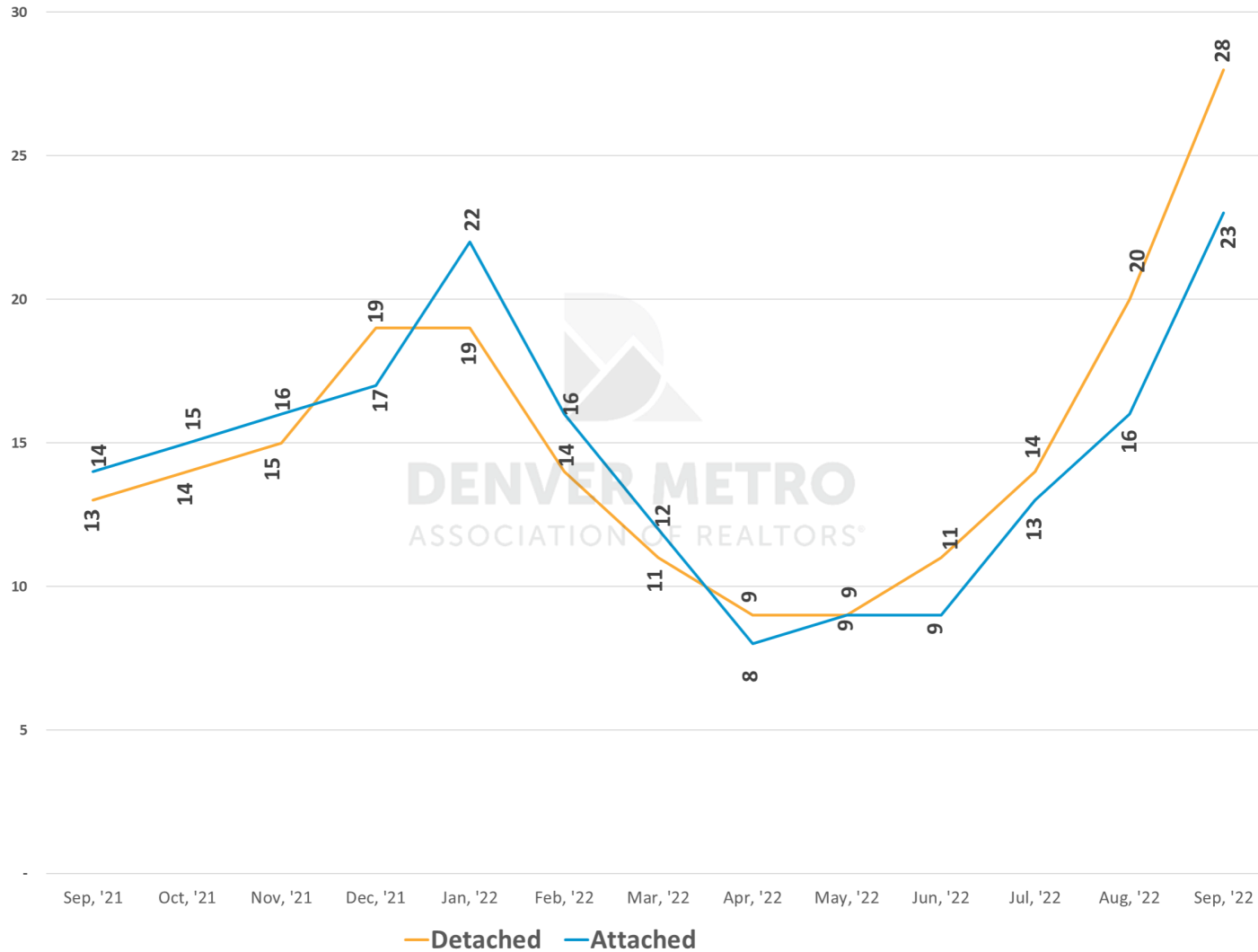
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



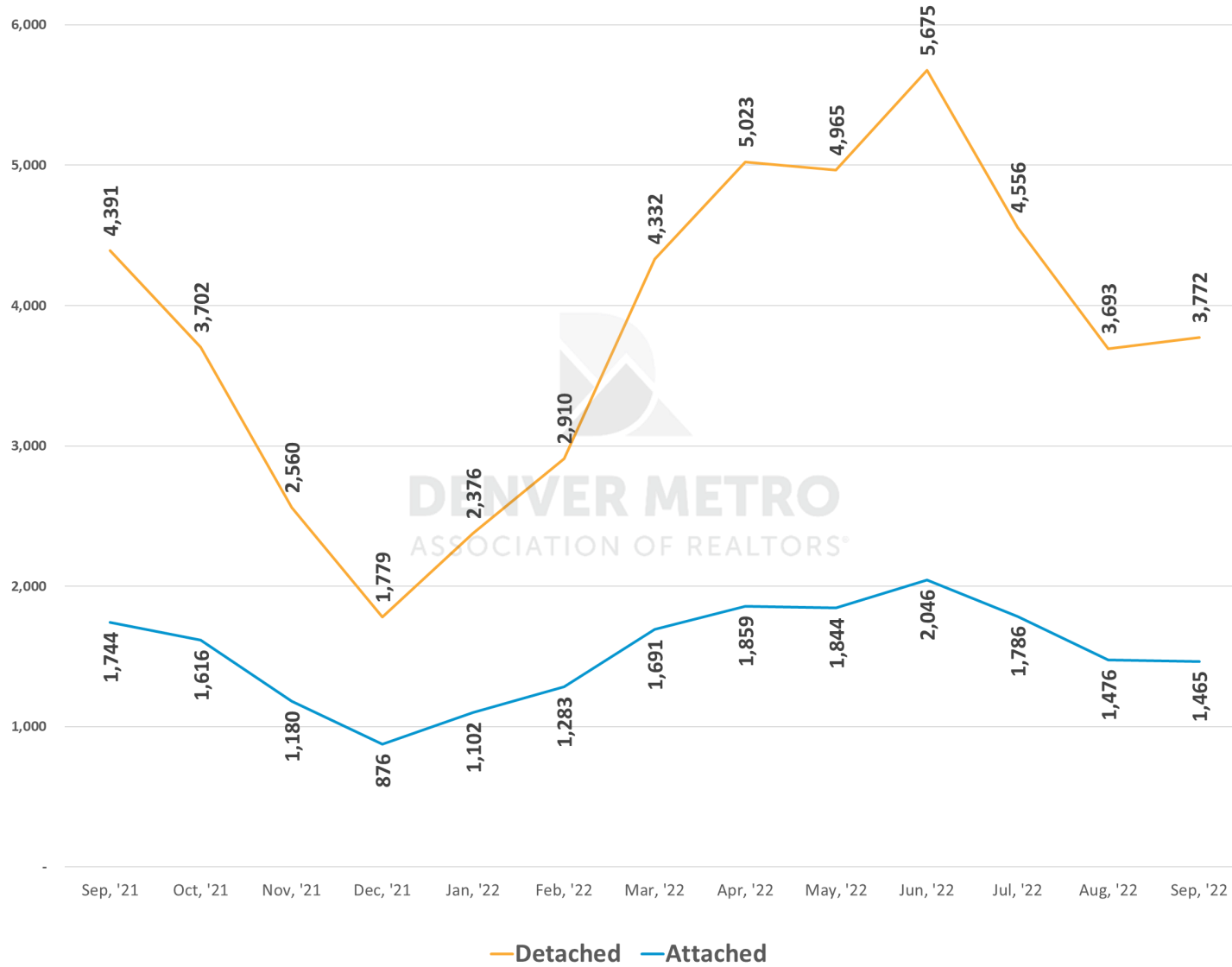
Average Days in MLS

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



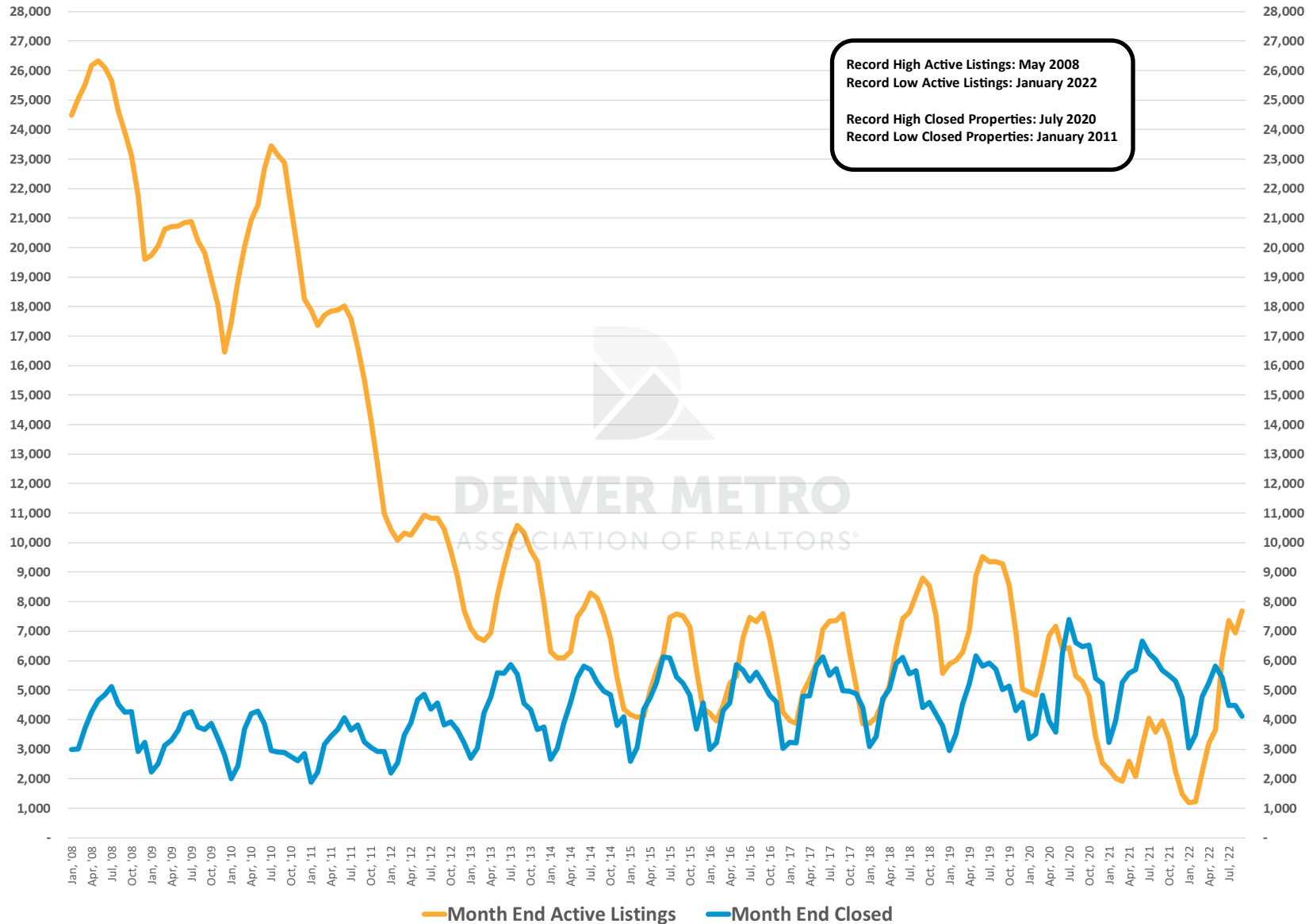
New Listings

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



DATA SNAPSHOT

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

	Sep, '22	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	7,683	6,939	3,971	10.72%	93.48%
New Listings	5,237	5,169	6,135	1.32%	-14.64%
Pending	3,848	4,549	5,335	-15.41%	-27.87%
Closed	4,113	4,490	5,681	-8.40%	-27.60%
Close Price - Average	\$ 671,024	\$ 656,583	\$ 618,977	2.20%	8.41%
Close Price - Median	\$ 580,000	\$ 575,000	\$ 530,000	0.87%	9.43%
Sales Volume	\$ 2,759,922,550	\$ 2,948,059,311	\$ 3,516,410,464	-6.38%	-21.51%
Days in MLS - Average	26	19	13	36.84%	100.00%
Days in MLS - Median	16	11	5	45.45%	220.00%
Close Price/List Price	98.91%	99.39%	101.88%	-0.48%	-2.92%
Detached					
Active Listings at Month End	5,798	5,298	2,803	9.44%	106.85%
New Listings	3,772	3,693	4,391	2.14%	-14.10%
Pending	2,753	3,253	3,761	-15.37%	-26.80%
Closed	2,924	3,132	4,033	-6.64%	-27.50%
Close Price - Average	\$ 745,947	\$ 743,882	\$ 690,541	0.28%	8.02%
Close Price - Median	\$ 632,000	\$ 645,000	\$ 576,000	-2.02%	9.72%
Sales Volume	\$ 2,181,149,697	\$ 2,329,839,314	\$ 2,784,950,543	-6.38%	-21.68%
Days in MLS - Average	28	20	13	40.00%	115.38%
Days in MLS - Median	18	12	5	50.00%	260.00%
Close Price/List Price	98.70%	99.12%	101.94%	-0.42%	-3.18%
Attached					
Active Listings at Month End	1,885	1,641	1,168	14.87%	61.39%
New Listings	1,465	1,476	1,744	-0.75%	-16.00%
Pending	1,095	1,296	1,574	-15.51%	-30.43%
Closed	1,189	1,358	1,648	-12.44%	-27.85%
Close Price - Average	\$ 486,773	\$ 455,243	\$ 443,847	6.93%	9.67%
Close Price - Median	\$ 410,000	\$ 399,300	\$ 380,000	2.68%	7.89%
Sales Volume	\$ 578,772,853	\$ 618,219,997	\$ 731,459,921	-6.38%	-20.87%
Days in MLS - Average	23	16	14	43.75%	64.29%
Days in MLS - Median	12	8	5	50.00%	140.00%
Close Price/List Price	99.40%	99.99%	101.71%	-0.59%	-2.27%

SEPTEMBER 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	7,683	3,971	5,301	9,286	8,807	93.48%	-25.09%	-42.91%	5.44%
New Listings	51,914	54,602	56,984	59,497	56,812	-4.92%	-4.18%	-4.22%	4.73%
Closed	41,038	48,415	46,350	44,865	43,940	-15.24%	4.46%	3.31%	2.11%
Close Price - Average	\$ 687,063	\$ 609,247	\$ 515,643	\$ 487,326	\$ 475,888	12.77%	18.15%	5.81%	2.40%
Close Price - Median	\$ 595,000	\$ 523,950	\$ 449,000	\$ 420,000	\$ 411,000	13.56%	16.69%	6.90%	2.19%
Sales Volume	\$ 28,195,685,378	\$ 29,496,693,713	\$ 23,900,030,151	\$ 21,863,882,940	\$ 20,910,508,281	-4.41%	23.42%	9.31%	4.56%
Days in MLS - Average	14	14	27	30	24	0.00%	-48.15%	-10.00%	25.00%
Days in MLS - Median	5	4	8	11	7	25.00%	-50.00%	-27.27%	57.14%
Close Price/List Price	103.24%	103.49%	99.82%	99.31%	100.16%	-0.24%	3.68%	0.51%	-0.85%
Detached									
Active Listings at Month End	5,798	2,803	3,041	6,523	6,514	106.85%	-7.83%	-53.38%	0.14%
New Listings	37,302	38,490	39,591	42,171	40,842	-3.09%	-2.78%	-6.12%	3.25%
Closed	28,542	33,534	33,037	31,908	31,249	-14.89%	1.50%	3.54%	2.11%
Close Price - Average	\$ 777,011	\$ 688,330	\$ 571,938	\$ 537,257	\$ 525,971	12.88%	20.35%	6.46%	2.15%
Close Price - Median	\$ 650,000	\$ 575,000	\$ 489,900	\$ 455,000	\$ 445,000	13.04%	17.37%	7.67%	2.25%
Sales Volume	\$ 22,177,440,632	\$ 23,082,455,605	\$ 18,895,099,469	\$ 17,142,798,291	\$ 16,436,059,586	-3.92%	22.16%	10.22%	4.30%
Days in MLS - Average	14	12	26	30	25	16.67%	-53.85%	-13.33%	20.00%
Days in MLS - Median	5	4	7	11	7	25.00%	-42.86%	-36.36%	57.14%
Close Price/List Price	103.26%	104.02%	99.94%	99.32%	100.07%	-0.73%	4.08%	0.62%	-0.75%
Attached									
Active Listings at Month End	1,885	1,168	2,260	2,763	2,293	61.39%	-48.32%	-18.20%	20.50%
New Listings	14,612	16,112	17,393	17,326	15,970	-9.31%	-7.37%	0.39%	8.49%
Closed	12,496	14,881	13,313	12,957	12,691	-16.03%	11.78%	2.75%	2.10%
Close Price - Average	\$ 481,614	\$ 431,035	\$ 375,943	\$ 364,366	\$ 352,569	11.73%	14.65%	3.18%	3.35%
Close Price - Median	\$ 419,900	\$ 369,743	\$ 325,000	\$ 308,000	\$ 300,000	13.57%	13.77%	5.52%	2.67%
Sales Volume	\$ 6,018,244,746	\$ 6,414,238,108	\$ 5,004,930,682	\$ 4,721,084,649	\$ 4,474,448,695	-6.17%	28.16%	6.01%	5.51%
Days in MLS - Average	13	19	29	30	21	-31.58%	-34.48%	-3.33%	42.86%
Days in MLS - Median	4	5	10	12	6	-20.00%	-50.00%	-16.67%	100.00%
Close Price/List Price	103.20%	102.29%	99.53%	99.27%	100.40%	0.89%	2.77%	0.26%	-1.13%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	-	2		-	-	
\$100,000 to \$199,999	4	11	2.75	35	46	1.31
\$200,000 to \$299,999	19	22	1.16	164	197	1.20
\$300,000 to \$399,999	119	105	0.88	368	409	1.11
\$400,000 to \$499,999	452	707	1.56	252	403	1.60
\$500,000 to \$749,999	1,412	2,752	1.95	244	544	2.23
\$750,000 to \$999,999	527	1,174	2.23	67	119	1.78
\$1,000,000 and over	391	1,025	2.62	59	167	2.83
TOTALS	2,924	5,798	1.98	1,189	1,885	1.59

Price Range	Detached		% change	Attached		% change
	Closed Sep, '22	Closed Aug, '22		Closed Sep, '22	Closed Aug, '22	
Month-Over-Month						
\$0 to \$99,999	-	2	-100.00%	-	1	-100.00%
\$100,000 to \$199,999	4	7	-42.86%	35	38	-7.89%
\$200,000 to \$299,999	19	32	-40.63%	164	230	-28.70%
\$300,000 to \$399,999	119	104	14.42%	368	412	-10.68%
\$400,000 to \$499,999	452	426	6.10%	252	282	-10.64%
\$500,000 to \$749,999	1,412	1,544	-8.55%	244	293	-16.72%
\$750,000 to \$999,999	527	587	-10.22%	67	61	9.84%
\$1,000,000 and over	391	430	-9.07%	59	41	43.90%
TOTALS	2,924	3,132	-6.64%	1,189	1,358	-12.44%

Price Range	Detached		% change	Attached		% change
	YTD Sep, '22	YTD Sep, '21		YTD Sep, '22	YTD Sep, '21	
Year-Over-Year						
\$0 to \$99,999	5	13	-61.54%	5	-	
\$100,000 to \$199,999	34	41	-17.07%	399	932	-57.19%
\$200,000 to \$299,999	120	313	-61.66%	1,750	3,223	-45.70%
\$300,000 to \$399,999	756	2,346	-67.77%	3,341	4,348	-23.16%
\$400,000 to \$499,999	3,421	7,594	-54.95%	2,933	2,813	4.27%
\$500,000 to \$749,999	14,330	15,100	-5.10%	2,889	2,456	17.63%
\$750,000 to \$999,999	5,638	4,507	25.09%	682	648	5.25%
\$1,000,000 and over	4,238	3,620	17.07%	497	461	7.81%
TOTALS	28,542	33,534	-14.89%	12,496	14,881	-16.03%

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

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

	Sep, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	649	546	490	18.86%	32.45%
Pending	397	470	398	-15.53%	-0.25%
Closed	450	471	479	-4.46%	-6.05%
Sales Volume	\$ 704,560,539	\$ 703,689,963	\$ 768,082,711	0.12%	-8.27%
Days in MLS - Average	30	22	23	36.36%	30.43%
Days in MLS - Median	17	13	6	30.77%	183.33%
Close Price/List Price	98.36%	98.81%	101.10%	-0.46%	-2.71%
PSF Total	\$ 370	\$ 366	\$ 364	1.09%	1.65%
Detached					
New Listings	554	489	434	13.29%	27.65%
Pending	353	422	343	-16.35%	2.92%
Closed	391	430	421	-9.07%	-7.13%
Sales Volume	\$ 619,460,677	\$ 644,892,938	\$ 683,097,699	-3.94%	-9.32%
Days in MLS - Average	29	22	23	31.82%	26.09%
Days in MLS - Median	17	13	6	30.77%	183.33%
Close Price/List Price	98.21%	98.94%	101.31%	-0.74%	-3.06%
PSF Total	\$ 350	\$ 350	\$ 343	0.00%	2.04%
Attached					
New Listings	95	57	56	66.67%	69.64%
Pending	44	48	55	-8.33%	-20.00%
Closed	59	41	58	43.90%	1.72%
Sales Volume	\$ 85,099,862	\$ 58,797,025	\$ 84,985,012	44.73%	0.14%
Days in MLS - Average	35	25	25	40.00%	40.00%
Days in MLS - Median	12	11	7	9.09%	71.43%
Close Price/List Price	99.30%	97.35%	99.58%	2.00%	-0.28%
PSF Total	\$ 504	\$ 532	\$ 519	-5.26%	-2.89%

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	5,962	4,445	3,694	3,307	2,871	34.13%	20.33%	11.70%	15.19%
Pending	4,247	3,760	2,590	2,045	1,813	12.95%	45.17%	26.65%	12.80%
Closed	4,735	4,081	2,210	1,868	1,725	16.03%	84.66%	18.31%	8.29%
Sales Volume	\$ 7,478,476,589	\$ 6,499,218,091	\$ 3,380,677,051	\$ 2,894,244,105	\$ 2,603,429,309	15.07%	92.25%	16.81%	11.17%
Days in MLS - Average	19	31	54	59	66	-38.71%	-42.59%	-8.47%	-10.61%
Days in MLS - Median	5	5	19	24	25	0.00%	-73.68%	-20.83%	-4.00%
Close Price/List Price	104.03%	102.06%	97.61%	97.46%	97.40%	1.93%	4.56%	0.15%	0.06%
PSF Total	\$ 392	\$ 365	\$ 337	\$ 336	\$ 303	7.40%	8.31%	0.30%	10.89%
Detached									
New Listings	5,278	3,858	3,281	2,939	2,590	36.81%	17.59%	11.64%	13.47%
Pending	3,794	3,315	2,372	1,825	1,648	14.45%	39.76%	29.97%	10.74%
Closed	4,238	3,620	2,024	1,659	1,588	17.07%	78.85%	22.00%	4.47%
Sales Volume	\$ 6,737,793,485	\$ 5,815,035,103	\$ 3,104,194,796	\$ 2,564,736,880	\$ 2,397,866,915	15.87%	87.33%	21.03%	6.96%
Days in MLS - Average	18	28	54	60	66	-35.71%	-48.15%	-10.00%	-9.09%
Days in MLS - Median	5	5	19	24	25	0.00%	-73.68%	-20.83%	-4.00%
Close Price/List Price	104.19%	102.33%	97.67%	97.41%	97.45%	1.82%	4.77%	0.27%	-0.04%
PSF Total	\$ 372	\$ 340	\$ 317	\$ 304	\$ 287	9.41%	7.26%	4.28%	5.92%
Attached									
New Listings	684	587	413	368	281	16.52%	42.13%	12.23%	30.96%
Pending	453	445	218	220	165	1.80%	104.13%	-0.91%	33.33%
Closed	497	461	186	209	137	7.81%	147.85%	-11.00%	52.55%
Sales Volume	\$ 740,683,104	\$ 684,182,988	\$ 276,482,255	\$ 329,507,225	\$ 205,562,394	8.26%	147.46%	-16.09%	60.30%
Days in MLS - Average	29	52	54	51	67	-44.23%	-3.70%	5.88%	-23.88%
Days in MLS - Median	5	7	27	23	27	-28.57%	-74.07%	17.39%	-14.81%
Close Price/List Price	102.63%	99.94%	96.92%	97.81%	96.81%	2.69%	3.12%	-0.91%	1.03%
PSF Total	\$ 559	\$ 560	\$ 558	\$ 589	\$ 490	-0.18%	0.36%	-5.26%	20.20%

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

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

	Sep, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	809	782	801	3.45%	1.00%
Pending	561	676	642	-17.01%	-12.62%
Closed	594	648	625	-8.33%	-4.96%
Sales Volume	\$ 502,316,127	\$ 549,633,257	\$ 529,033,510	-8.61%	-5.05%
Days in MLS - Average	29	21	17	38.10%	70.59%
Days in MLS - Median	20	11	6	81.82%	233.33%
Close Price/List Price	99.12%	99.48%	101.78%	-0.36%	-2.61%
PSF Total	\$ 289	\$ 294	\$ 275	-1.70%	5.09%
Detached					
New Listings	725	704	721	2.98%	0.55%
Pending	503	609	565	-17.41%	-10.97%
Closed	527	587	547	-10.22%	-3.66%
Sales Volume	\$ 445,104,724	\$ 497,539,598	\$ 462,890,960	-10.54%	-3.84%
Days in MLS - Average	29	20	15	45.00%	93.33%
Days in MLS - Median	21	11	6	90.91%	250.00%
Close Price/List Price	99.12%	99.48%	101.95%	-0.36%	-2.78%
PSF Total	\$ 270	\$ 280	\$ 255	-3.57%	5.88%
Attached					
New Listings	84	78	80	7.69%	5.00%
Pending	58	67	77	-13.43%	-24.68%
Closed	67	61	78	9.84%	-14.10%
Sales Volume	\$ 57,211,403	\$ 52,093,659	\$ 66,142,550	9.82%	-13.50%
Days in MLS - Average	30	27	36	11.11%	-16.67%
Days in MLS - Median	14	13	8	7.69%	75.00%
Close Price/List Price	99.16%	99.46%	100.65%	-0.30%	-1.48%
PSF Total	\$ 435	\$ 436	\$ 413	-0.23%	5.33%

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
Residential (Detached + Attached)									
New Listings	8,144	5,973	4,455	3,961	3,554	36.35%	34.07%	12.47%	11.45%
Pending	6,148	5,192	3,611	2,818	2,512	18.41%	43.78%	28.14%	12.18%
Closed	6,320	5,155	3,132	2,523	2,411	22.60%	64.59%	24.14%	4.65%
Sales Volume	\$ 5,352,144,397	\$ 4,370,944,819	\$ 2,652,276,031	\$ 2,138,376,007	\$ 2,050,781,842	22.45%	64.80%	24.03%	4.27%
Days in MLS - Average	15	16	41	42	42	-6.25%	-60.98%	-2.38%	0.00%
Days in MLS - Median	5	5	13	17	13	0.00%	-61.54%	-23.53%	30.77%
Close Price/List Price	103.53%	103.46%	99.16%	98.92%	99.27%	0.07%	4.34%	0.24%	-0.35%
PSF Total	\$ 300	\$ 277	\$ 251	\$ 248	\$ 244	8.30%	10.36%	1.21%	1.64%
Detached									
New Listings	7,353	5,204	3,664	3,351	2,971	41.30%	42.03%	9.34%	12.79%
Pending	5,547	4,519	3,099	2,412	2,137	22.75%	45.82%	28.48%	12.87%
Closed	5,638	4,507	2,701	2,130	2,041	25.09%	66.86%	26.81%	4.36%
Sales Volume	\$ 4,774,769,783	\$ 3,817,199,614	\$ 2,285,955,128	\$ 1,803,718,026	\$ 1,738,513,742	25.09%	66.98%	26.74%	3.75%
Days in MLS - Average	14	13	40	39	42	7.69%	-67.50%	2.56%	-7.14%
Days in MLS - Median	5	4	13	16	13	25.00%	-69.23%	-18.75%	23.08%
Close Price/List Price	103.65%	103.84%	99.23%	98.94%	99.25%	-0.18%	4.65%	0.29%	-0.31%
PSF Total	\$ 282	\$ 260	\$ 234	\$ 227	\$ 226	8.46%	11.11%	3.08%	0.44%
Attached									
New Listings	791	769	791	610	583	2.86%	-2.78%	29.67%	4.63%
Pending	601	673	512	406	375	-10.70%	31.45%	26.11%	8.27%
Closed	682	648	431	393	370	5.25%	50.35%	9.67%	6.22%
Sales Volume	\$ 577,374,614	\$ 553,745,205	\$ 366,320,903	\$ 334,657,981	\$ 312,268,100	4.27%	51.16%	9.46%	7.17%
Days in MLS - Average	22	38	43	59	43	-42.11%	-11.63%	-27.12%	37.21%
Days in MLS - Median	5	7	15	25	12	-28.57%	-53.33%	-40.00%	108.33%
Close Price/List Price	102.56%	100.84%	98.71%	98.83%	99.35%	1.71%	2.16%	-0.12%	-0.52%
PSF Total	\$ 443	\$ 395	\$ 357	\$ 358	\$ 342	12.15%	10.64%	-0.28%	4.68%

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

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

	Sep, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,138	2,128	2,233	0.47%	-4.25%
Pending	1,527	1,841	1,936	-17.06%	-21.13%
Closed	1,656	1,837	2,204	-9.85%	-24.86%
Sales Volume	\$ 1,007,841,522	\$ 1,119,169,589	\$ 1,315,290,084	-9.95%	-23.37%
Days in MLS - Average	28	21	12	33.33%	133.33%
Days in MLS - Median	18	13	5	38.46%	260.00%
Close Price/List Price	99.14%	99.55%	102.00%	-0.41%	-2.80%
PSF Total	\$ 275	\$ 281	\$ 258	-2.14%	6.59%
Detached					
New Listings	1,790	1,785	1,927	0.28%	-7.11%
Pending	1,289	1,578	1,672	-18.31%	-22.91%
Closed	1,412	1,544	1,927	-8.55%	-26.73%
Sales Volume	\$ 862,682,713	\$ 945,689,959	\$ 1,153,232,504	-8.78%	-25.19%
Days in MLS - Average	28	21	12	33.33%	133.33%
Days in MLS - Median	18	13	5	38.46%	260.00%
Close Price/List Price	99.16%	99.45%	102.09%	-0.29%	-2.87%
PSF Total	\$ 265	\$ 267	\$ 245	-0.75%	8.16%
Attached					
New Listings	348	343	306	1.46%	13.73%
Pending	238	263	264	-9.51%	-9.85%
Closed	244	293	277	-16.72%	-11.91%
Sales Volume	\$ 145,158,809	\$ 173,479,630	\$ 162,057,580	-16.33%	-10.43%
Days in MLS - Average	25	19	13	31.58%	92.31%
Days in MLS - Median	16	9	6	77.78%	166.67%
Close Price/List Price	99.00%	100.05%	101.39%	-1.05%	-2.36%
PSF Total	\$ 336	\$ 353	\$ 345	-4.82%	-2.61%

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	21,354	18,440	15,150	14,352	12,504	15.80%	21.72%	5.56%	14.78%
Pending	16,674	16,542	13,338	11,031	9,721	0.80%	24.02%	20.91%	13.48%
Closed	17,219	17,556	12,606	10,234	9,573	-1.92%	39.27%	23.18%	6.90%
Sales Volume	\$ 10,506,991,162	\$ 10,538,866,774	\$ 7,491,656,888	\$ 6,081,352,071	\$ 5,693,206,511	-0.30%	40.67%	23.19%	6.82%
Days in MLS - Average	14	11	31	36	33	27.27%	-64.52%	-13.89%	9.09%
Days in MLS - Median	5	4	10	16	11	25.00%	-60.00%	-37.50%	45.45%
Close Price/List Price	103.28%	104.20%	99.80%	99.20%	99.75%	-0.88%	4.41%	0.60%	-0.55%
PSF Total	\$ 294	\$ 260	\$ 220	\$ 214	\$ 210	13.08%	18.18%	2.80%	1.90%
Detached									
New Listings	18,014	15,854	12,801	12,249	10,736	13.62%	23.85%	4.51%	14.09%
Pending	14,040	14,179	11,579	9,584	8,398	-0.98%	22.45%	20.82%	14.12%
Closed	14,330	15,100	11,008	8,875	8,223	-5.10%	37.17%	24.03%	7.93%
Sales Volume	\$ 8,792,995,541	\$ 9,083,458,541	\$ 6,547,899,760	\$ 5,278,055,108	\$ 4,890,961,468	-3.20%	38.72%	24.06%	7.91%
Days in MLS - Average	13	9	30	35	31	44.44%	-70.00%	-14.29%	12.90%
Days in MLS - Median	5	4	10	15	11	25.00%	-60.00%	-33.33%	36.36%
Close Price/List Price	103.30%	104.55%	99.87%	99.21%	99.78%	-1.20%	4.69%	0.67%	-0.57%
PSF Total	\$ 280	\$ 243	\$ 202	\$ 196	\$ 191	15.23%	20.30%	3.06%	2.62%
Attached									
New Listings	3,340	2,586	2,349	2,103	1,768	29.16%	10.09%	11.70%	118.95%
Pending	2,634	2,363	1,759	1,447	1,323	11.47%	34.34%	21.56%	9.37%
Closed	2,889	2,456	1,598	1,359	1,350	17.63%	53.69%	17.59%	0.67%
Sales Volume	\$ 1,713,995,621	\$ 1,455,408,233	\$ 943,757,128	\$ 803,296,963	\$ 802,245,043	17.77%	54.21%	17.49%	0.13%
Days in MLS - Average	15	24	44	44	43	-37.50%	-45.45%	0.00%	2.33%
Days in MLS - Median	4	5	17	18	15	-20.00%	-70.59%	-5.56%	20.00%
Close Price/List Price	103.18%	102.01%	99.31%	99.19%	99.58%	1.15%	2.72%	0.12%	-0.39%
PSF Total	\$ 362	\$ 362	\$ 340	\$ 331	\$ 329	0.00%	6.47%	2.72%	0.61%

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

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

	Sep, '22	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,375	1,425	2,085	-3.51%	-34.05%
Pending	1,134	1,294	1,867	-12.36%	-39.26%
Closed	1,191	1,224	1,936	-2.70%	-38.48%
Sales Volume	\$ 491,765,836	\$ 500,528,087	\$ 798,817,974	-1.75%	-38.44%
Days in MLS - Average	22	15	11	46.67%	100.00%
Days in MLS - Median	14	9	5	55.56%	180.00%
Close Price/List Price	98.89%	99.41%	102.23%	-0.52%	-3.27%
PSF Total	\$ 316	\$ 312	\$ 287	1.28%	10.10%
Detached					
New Listings	679	690	1,265	-1.59%	-46.32%
Pending	580	619	1,142	-6.30%	-49.21%
Closed	571	530	1,098	7.74%	-48.00%
Sales Volume	\$ 248,448,383	\$ 231,747,919	\$ 476,358,181	7.21%	-47.84%
Days in MLS - Average	23	17	9	35.29%	155.56%
Days in MLS - Median	15	11	5	36.36%	200.00%
Close Price/List Price	97.99%	98.49%	102.10%	-0.51%	-4.03%
PSF Total	\$ 305	\$ 309	\$ 284	-1.29%	7.39%
Attached					
New Listings	696	735	820	-5.31%	-15.12%
Pending	554	675	725	-17.93%	-23.59%
Closed	620	694	838	-10.66%	-26.01%
Sales Volume	\$ 243,317,453	\$ 268,780,168	\$ 322,459,793	-9.47%	-24.54%
Days in MLS - Average	21	14	12	50.00%	75.00%
Days in MLS - Median	12	7	5	71.43%	140.00%
Close Price/List Price	99.72%	100.11%	102.40%	-0.39%	-2.62%
PSF Total	\$ 325	\$ 315	\$ 292	3.17%	11.30%

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	13,566	20,444	25,946	28,341	27,511	-33.64%	-21.21%	-8.45%	3.02%
Pending	11,372	19,253	23,771	24,103	22,639	-40.93%	-19.01%	-1.38%	6.47%
Closed	10,451	17,101	22,086	22,679	21,970	-38.89%	-22.57%	-2.61%	3.23%
Sales Volume	\$ 4,306,601,174	\$ 7,022,645,856	\$ 8,874,124,450	\$ 8,954,050,345	\$ 8,611,455,672	-38.68%	-20.86%	-0.89%	3.98%
Days in MLS - Average	11	11	21	25	18	0.00%	-47.62%	-16.00%	38.89%
Days in MLS - Median	4	4	6	10	6	0.00%	-33.33%	-40.00%	66.67%
Close Price/List Price	102.99%	103.72%	100.33%	99.66%	100.52%	-0.70%	3.38%	0.67%	-0.86%
PSF Total	\$ 327	\$ 279	\$ 225	\$ 211	\$ 205	17.20%	24.00%	6.64%	2.93%
Detached									
New Listings	6,456	13,117	18,649	21,740	21,810	-50.78%	-29.66%	-14.22%	-0.32%
Pending	5,309	12,287	17,606	18,813	18,025	-56.79%	-30.21%	-6.42%	4.37%
Closed	4,177	9,940	16,290	17,750	17,431	-57.98%	-38.98%	-8.23%	1.83%
Sales Volume	\$ 1,834,517,981	\$ 4,276,682,788	\$ 6,701,207,440	\$ 7,111,163,660	\$ 6,902,704,198	-57.10%	-36.18%	-5.76%	3.02%
Days in MLS - Average	12	8	18	23	17	50.00%	-55.56%	-21.74%	35.29%
Days in MLS - Median	5	4	5	9	6	25.00%	-20.00%	-44.44%	50.00%
Close Price/List Price	102.04%	104.11%	100.50%	99.71%	100.56%	-1.99%	3.59%	0.79%	-0.85%
PSF Total	\$ 323	\$ 268	\$ 213	\$ 198	\$ 192	20.52%	25.82%	7.58%	3.13%
Attached									
New Listings	7,110	7,327	7,297	6,601	5,701	-2.96%	0.41%	10.54%	15.79%
Pending	6,063	6,966	6,165	5,290	4,614	-12.96%	12.99%	16.54%	14.65%
Closed	6,274	7,161	5,796	4,929	4,539	-12.39%	23.55%	17.59%	8.59%
Sales Volume	\$ 2,472,083,193	\$ 2,745,963,068	\$ 2,172,917,010	\$ 1,842,886,685	\$ 1,708,751,474	-9.97%	26.37%	17.91%	7.85%
Days in MLS - Average	11	14	27	30	23	-21.43%	-48.15%	-10.00%	30.43%
Days in MLS - Median	4	4	10	12	7	0.00%	-60.00%	-16.67%	71.43%
Close Price/List Price	103.62%	103.19%	99.84%	99.46%	100.35%	0.42%	3.36%	0.38%	-0.89%
PSF Total	\$ 330	\$ 293	\$ 261	\$ 256	\$ 256	12.63%	12.26%	1.95%	0.00%