

# DENVER METRO

ASSOCIATION OF REALTORS®

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



# Denver Metro Real Estate Market Trends Report

November 2021

# MARKET OVERVIEW

The November report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the October 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	3,376	-14.98%	-29.97%
Closed Homes	5,169	-8.29%	-20.76%
Close Price - Average	\$612,719	-0.96%	9.53%
Close Price - Median	\$535,000	0.94%	13.00%
Days in MLS - Average	14	7.69%	-41.67%



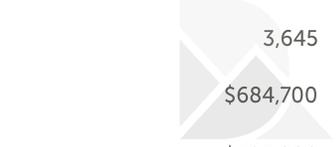
## Detached

Active Listings at Month End	2,351	-16.13%	-11.05%
Closed Homes	3,645	-8.99%	-23.10%
Close Price - Average	\$684,700	-0.73%	9.92%
Close Price - Median	\$585,000	1.56%	13.59%
Days in MLS - Average	14	7.69%	-39.13%



## Attached

Active Listings at Month End	1,025	-12.24%	-52.94%
Closed Homes	1,524	-6.56%	-14.53%
Close Price - Average	\$440,560	-0.83%	12.77%
Close Price - Median	\$375,000	-1.19%	11.67%
Days in MLS - Average	15	7.14%	-44.44%



DENVER METRO  
ASSOCIATION OF REALTORS®

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- Purchasing a home is a way to curb inflation for many. In a conventional 15, 20 or 30-year loan, your monthly payment is a fixed cost protecting you from inflation, which causes rent costs to increase.

## ✓ Local News:

- The sale of former Denver Broncos coach Mike Shanahan's home made national news as it became the most expensive single-family home ever sold in Denver at \$15,752,000.
- The former Sports Authority warehouse in Denver's Baker neighborhood will become a five-story, 435-unit apartment complex and will include income-restricted units.
- The typical home in metro Denver now costs five times the average family income, or nearly double the ratio that a market where incomes are aligned with housing supply would suggest, according to an affordability study from Clever Real Estate.

## ✓ National News:

- Zillow announced it is exiting its business that buys and flips homes and is eliminating 25 percent of its workforce. Zillow CEO told investors, "We've determined the unpredictability in forecasting home prices far exceeds what we anticipated and continuing to scale Zillow Offers would result in too much earnings and balance-sheet volatility."
- Opendoor purchased more than twice as many homes as Zillow in Q2, according to data compiled by The Wall Street Journal, though Zillow still made up about 25 percent of iBuyer purchases that quarter.
- Attom Data Solutions LLC, a real estate data provider, found 1.3 million residential properties in the U.S. are sitting vacant, classified as "zombie properties." That's about 1.3 percent of homes across the nation.
- While existing home sales in September rose a surprisingly strong seven percent month-over-month to an annualized rate of 6.29 million, they decreased 2.3 percent from the frenzied housing market of a year ago. More interestingly, however, price growth is rapidly decelerating. It has slowed from a year-over-year gain of 23.6 percent in May to 23.4 percent in June to 17.8 percent in July to 14.9 percent in August to 13.3 percent in September.
- Both continuing and initial jobless claims fell to new pandemic lows in October with continuing claims dropping to 2.48 million and initial claims to 290,000.
- Older buyers seeking smaller or easier-to-maintain homes are crashing into younger buyers in a housing market where the competition is fierce. Soaring home prices and new construction favoring bigger builds have interrupted traditional patterns of homeownership for buyers across the country.
- Smaller houses, desired by aging seniors and young couples alike, are among the toughest to find. The supply of homes up to 1,400 square feet is near a five-decade low, according to data from Freddie Mac.
- More millennials have become homeowners since the pandemic. Millennials accounted for the largest share of homebuyers over the past year—37 percent, re-

ports Barron's.

## ✓ Mortgage News:

- Imitation Homes, the largest landlord in the U.S., reported new rents are up 18 percent year-to-date, while renewals are up eight percent. Apartment List shows rents up 15.8 percent nationwide, and up 16.6 percent in Denver year-over-year. Meanwhile, the PCE price index and CPI inflation reports do a poor job of capturing this, showing rents only up two percent year-over-year. No wonder PCE inflation only went up 0.2 percent to 4.4 percent.
- Purchase loan applications finished October four percent higher week-over-week but nine percent lower year-over-year as rates are 0.33 percent higher than they were a year ago.
- Freddie Mac quoted the 30-year fixed rate at 3.13 percent on October 28. The 15-year fixed is still an incredible 2.37 percent - good news for those who can budget the higher payment.
- Incomes slowed down one percent in the PCE price index, the Fed's favorite measure of inflation but that accounts for the drop off of stimulus funds. Private sector wages were really up one percent over from last month and 10 percent if annualized over the last six months. Price affordability is a relevant topic but wages are still helping offset higher prices.

## ✓ Rental News:

- In Q3 2021, rents rose to an average of \$1,726 per month, increasing nearly \$2 per square foot. Six metro Denver counties marked a four and a half percent increase in average rent from Q2 to \$1,651. Year-over-year average rents rose 13.5 percent. The Denver Gazette notes the vacancy rate is below four percent for the second quarter in a row.
- Right now, Coloradans have to earn \$27.50 an hour to afford renting a two-bedroom apartment at fair market rent and not spend more than 30 percent of their total income - a red line to being what the federal government calls cost-burdened by rent, according to an analysis conducted by the National Low Income Housing Coalition. The state's minimum wage is \$12.32 an hour. That \$15.18 gap means many Coloradans are living on the edge of homelessness.

## ✓ Quick Stats:

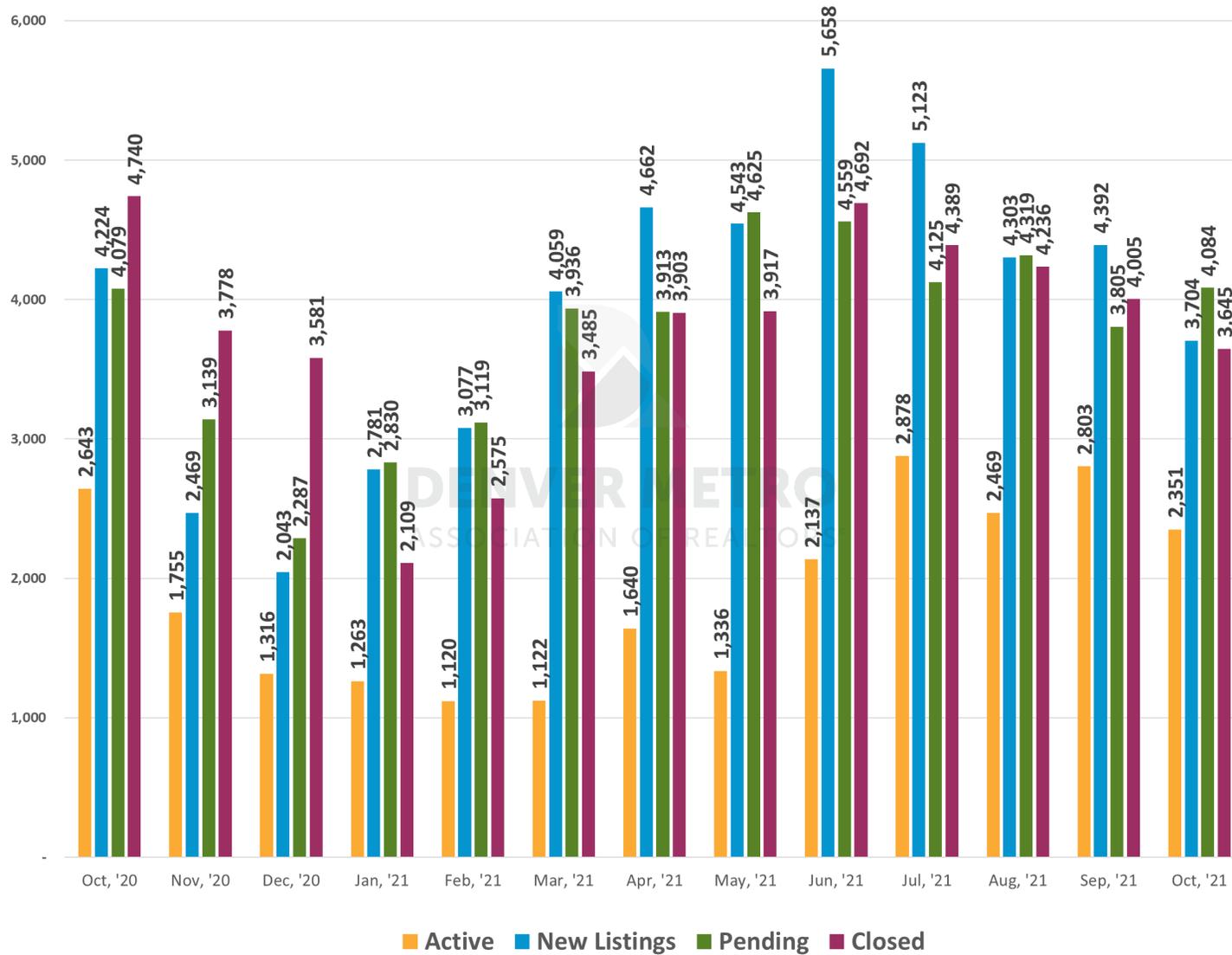
- This September, 18.7 percent of closed transactions reduced the asking price before receiving an offer. This compares to 10 percent in July. Those properties that reduced price spent an average of 35 days in the MLS compared to eight days for those with no price reduction. It's clear: pricing properties correctly from the start results in a faster sale.
- The average active listings for October is 15,279 (1985-2020).
- Record-high October was 2006 with 29,722 listings and the record-low was set this year with 3,376 listings.
- The historical average decrease in active listings from September to October is 5.84 percent. A decrease of 14.98 percent this October represents the second-largest decrease on record. The previous record decrease was 16.79 percent in 2017.

# Detached Single-Family

**DMAR Market Trends | October 2021 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

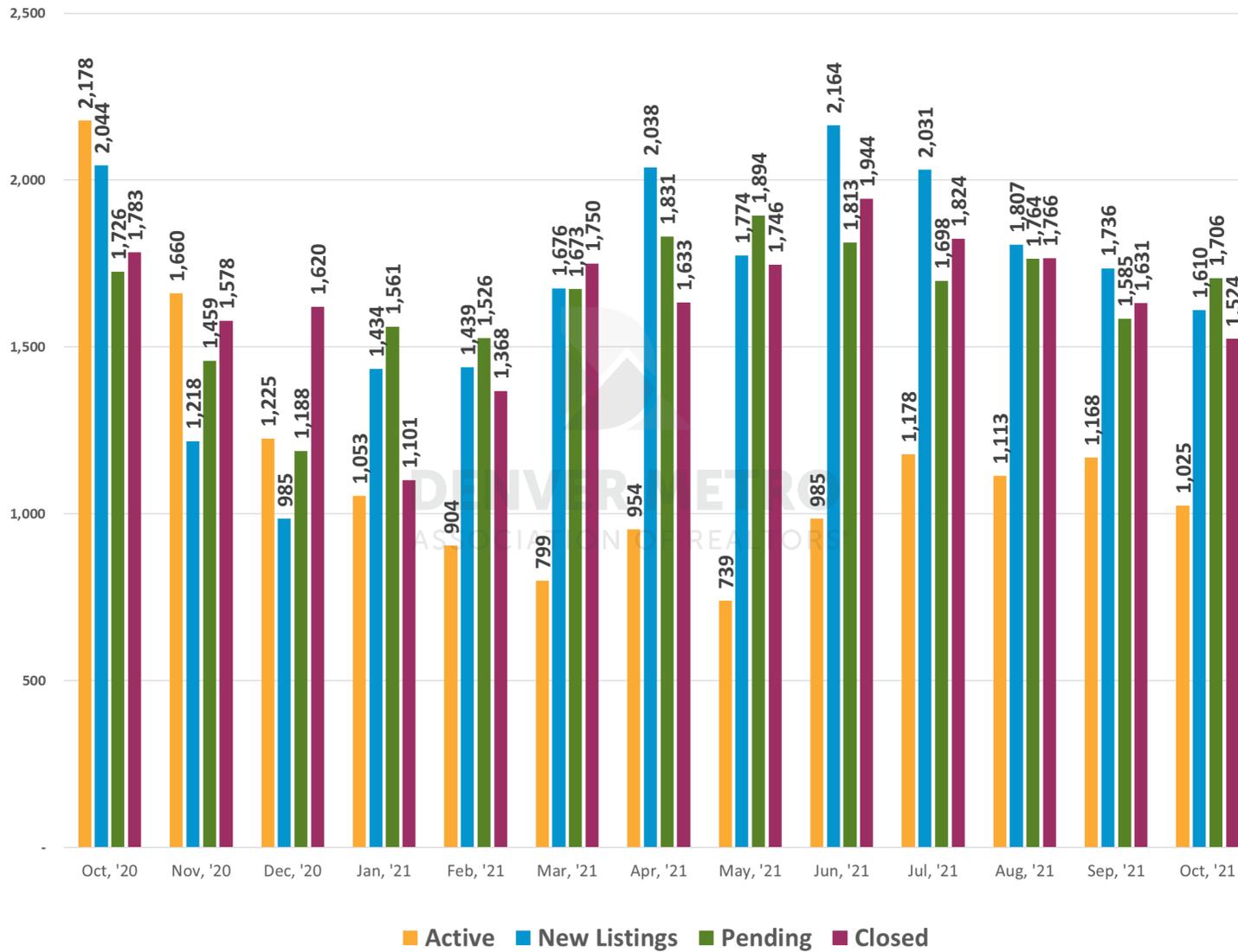


# Attached Single-Family

**DMAR Market Trends | October 2021 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

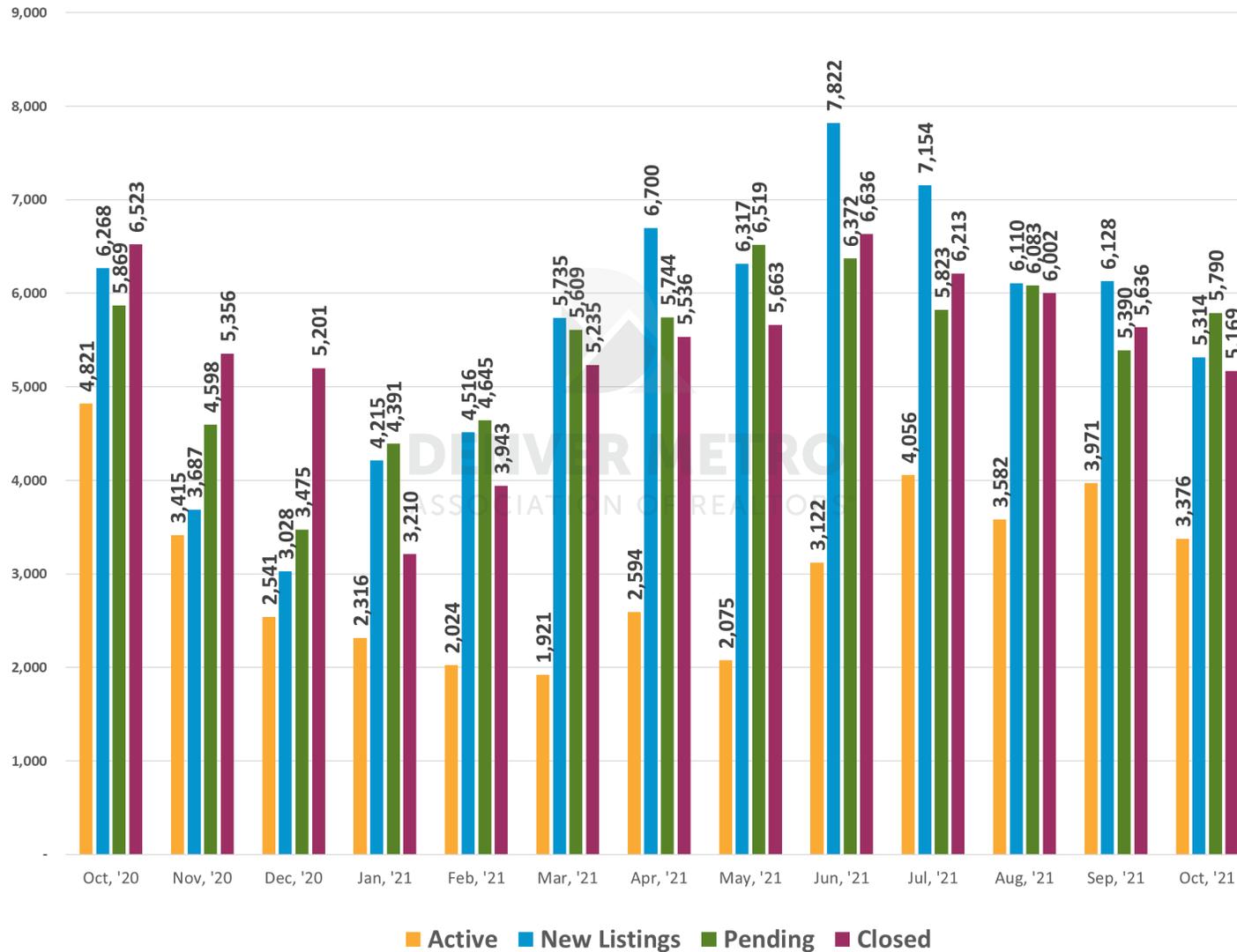


# Residential (Detached + Attached)

**DMAR Market Trends | October 2021 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

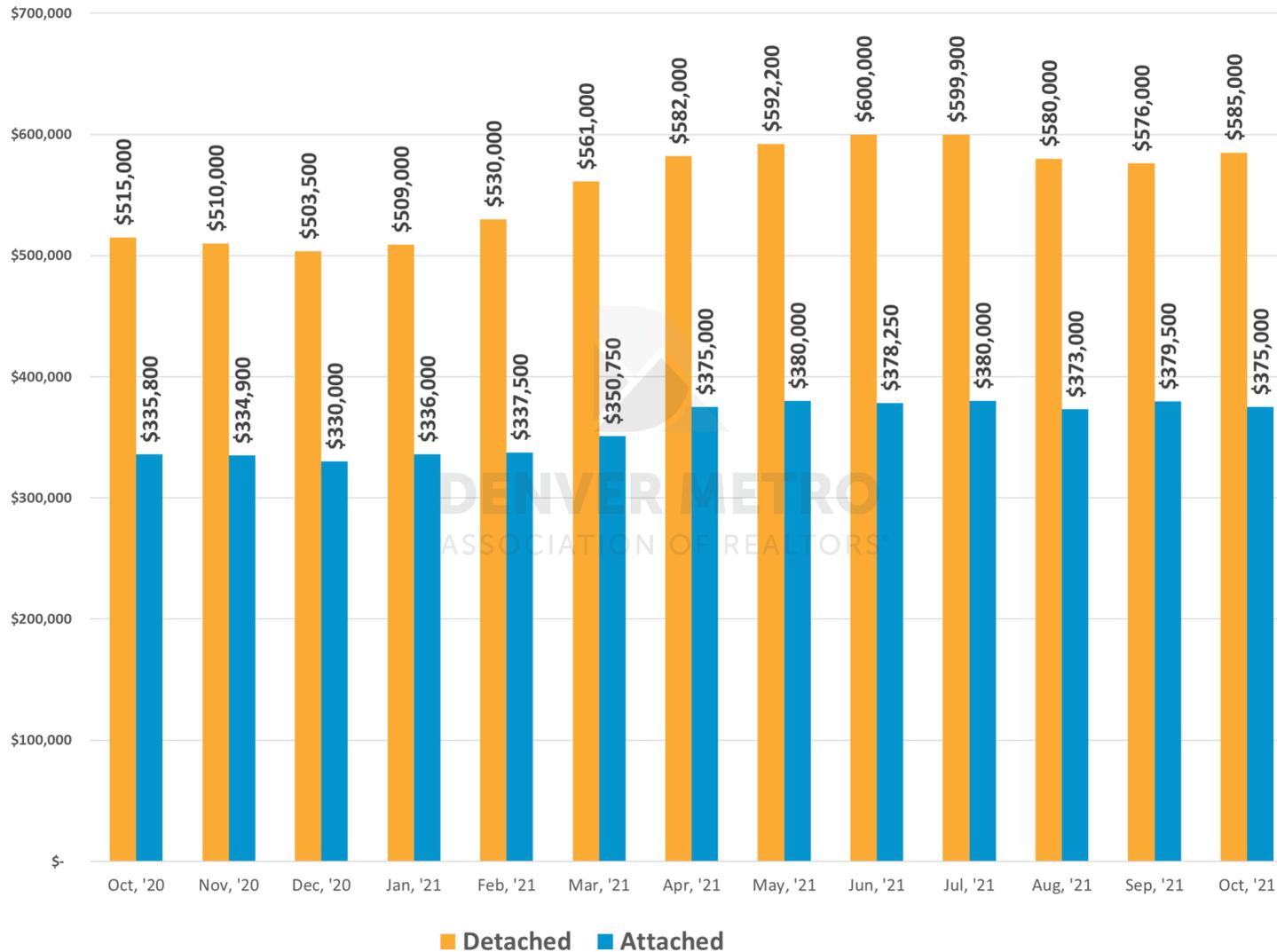


# Median Close Price

DMAR Market Trends | October 2021 Data

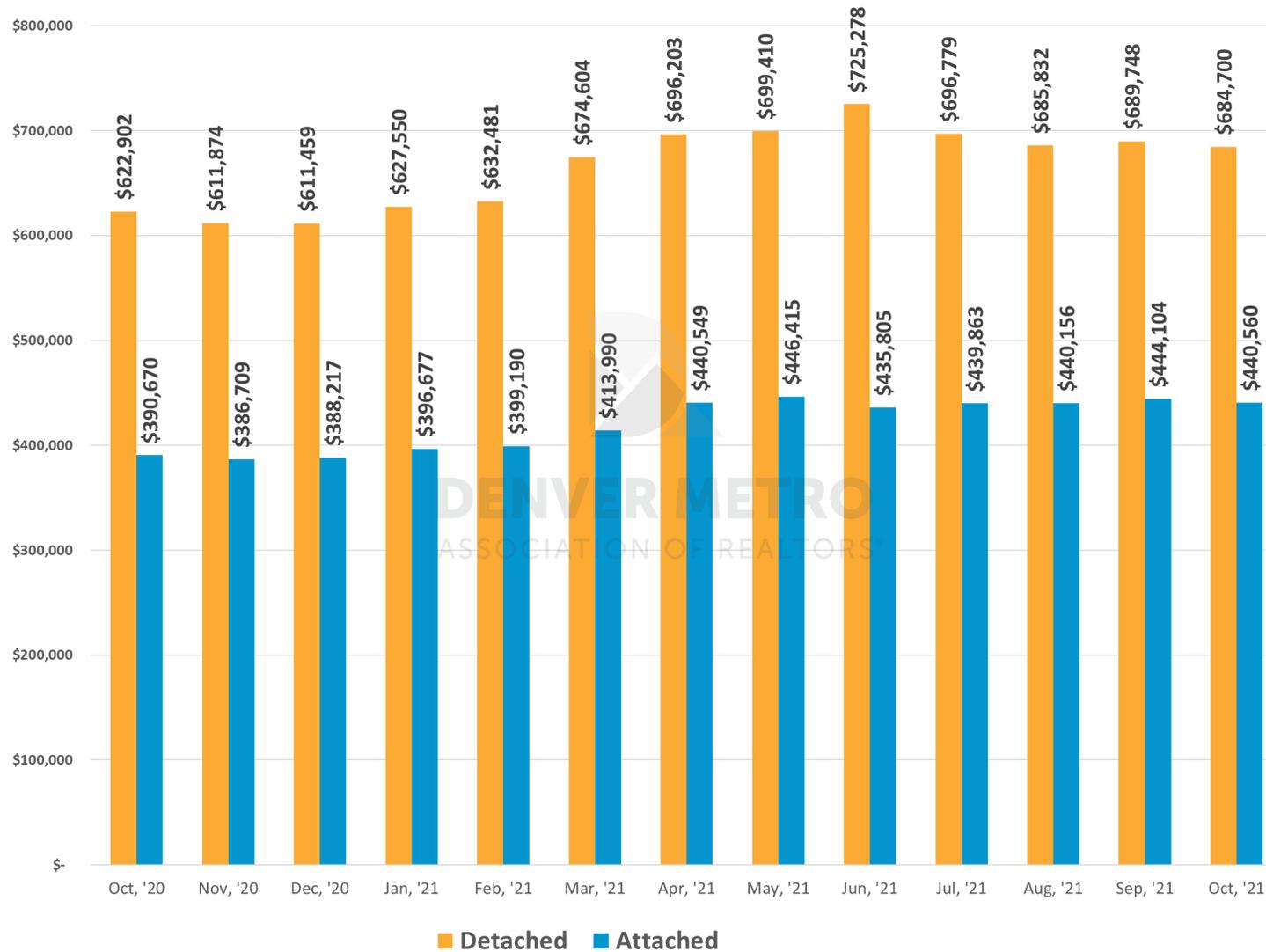
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Average Close Price

**DMAR Market Trends | October 2021 Data**  
 Denver Metro Association of Realtors®  
 Source of MLS Data: REcolorado.com

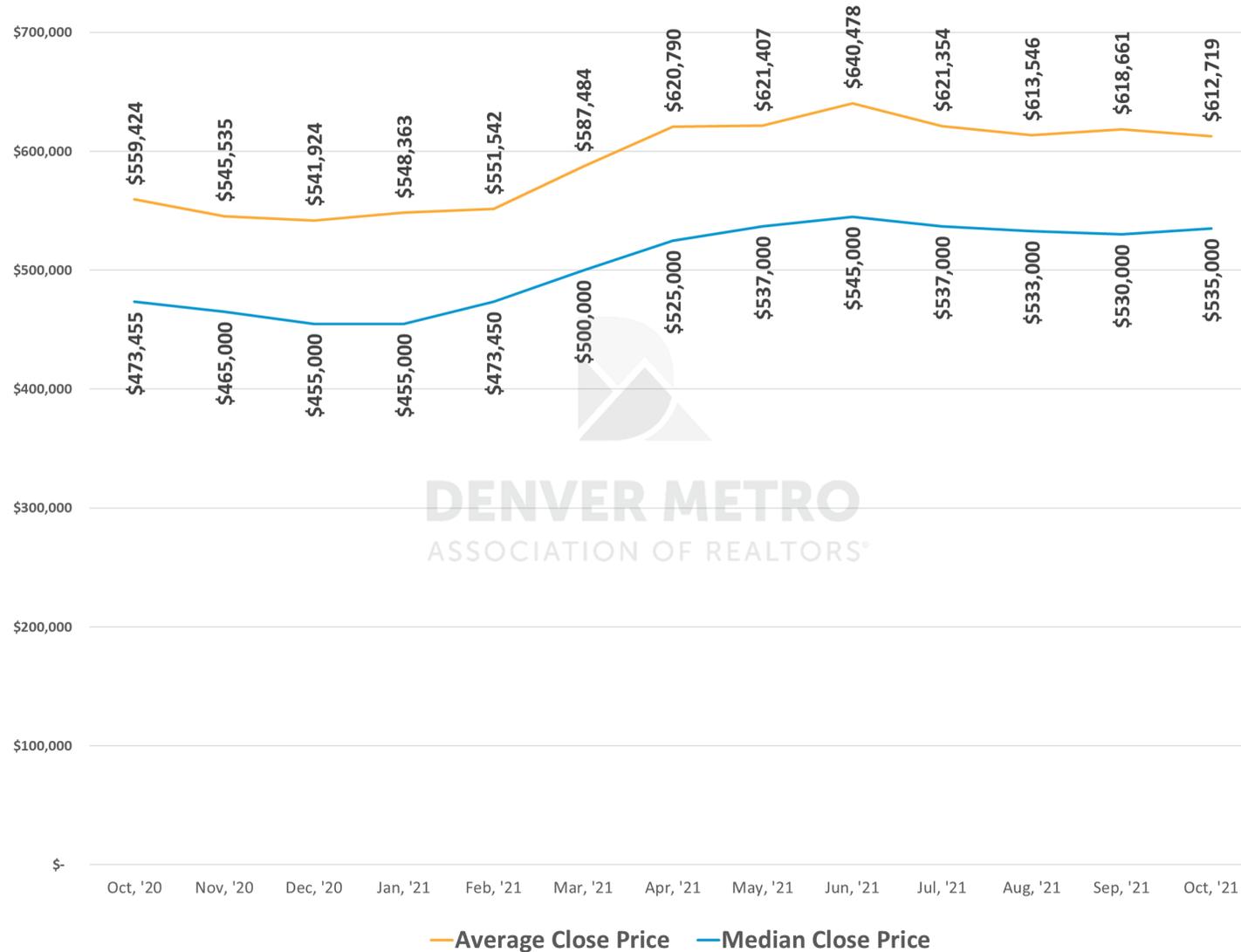


# Residential Close Price

**DMAR Market Trends | October 2021 Data**

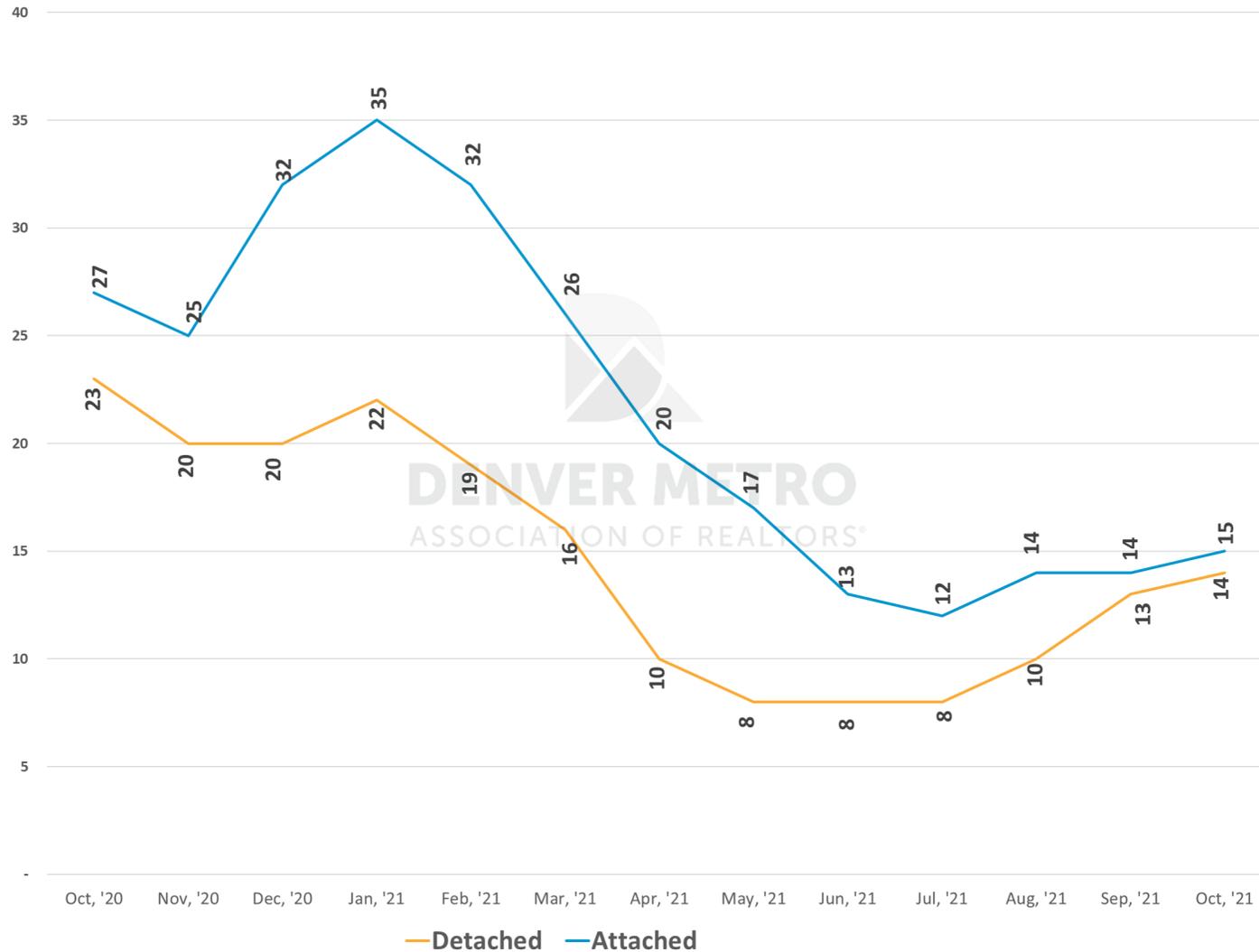
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



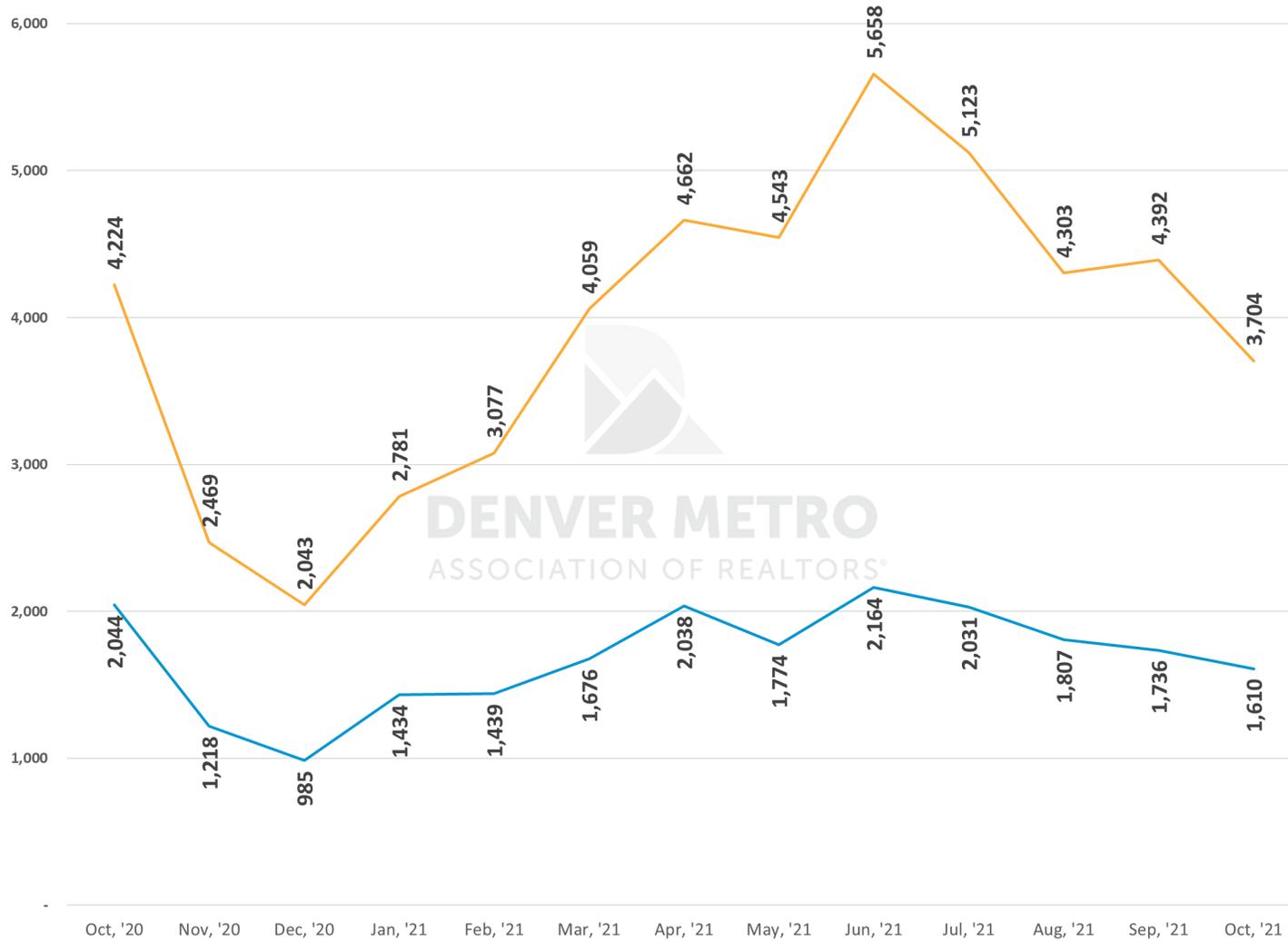
# Average Days in MLS

**DMAR Market Trends | October 2021 Data**  
Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



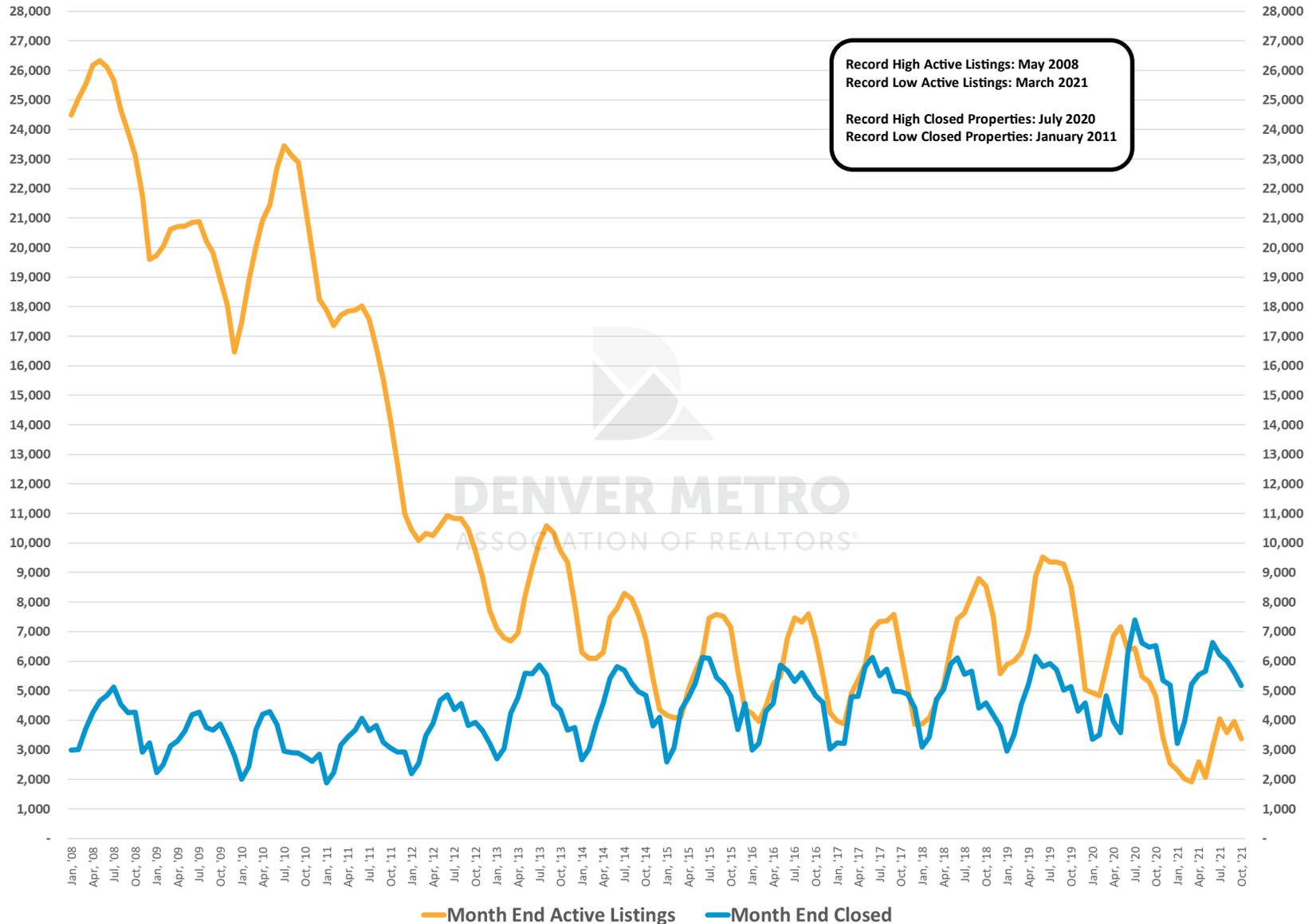
# New Listings

**DMAR Market Trends | October 2021 Data**  
Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



# Month End Active Listings and Month End Closed Homes

DMAR Market Trends | October 2021 Data  
Denver Metro Association of Realtors®  
Source of MLS Data: REColorado.com



# DATA SNAPSHOT

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

	Oct, '21	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	3,376	3,971	4,821	-14.98%	-29.97%
New Listings	5,314	6,128	6,268	-13.28%	-15.22%
Pending	5,790	5,390	5,805	7.42%	-0.26%
Closed	5,169	5,636	6,523	-8.29%	-20.76%
Close Price - Average	\$ 612,719	\$ 618,661	\$ 559,424	-0.96%	9.53%
Close Price - Median	\$ 535,000	\$ 530,000	\$ 473,455	0.94%	13.00%
Sales Volume	\$ 3,167,145,494	\$ 3,486,775,504	\$ 3,649,121,641	-9.17%	-13.21%
Days in MLS - Average	14	13	24	7.69%	-41.67%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	101.82%	101.89%	100.25%	-0.07%	1.57%
<b>Detached</b>					
Active Listings at Month End	2,351	2,803	2,643	-16.13%	-11.05%
New Listings	3,704	4,392	4,224	-15.66%	-12.31%
Pending	4,084	3,805	4,079	7.33%	0.12%
Closed	3,645	4,005	4,740	-8.99%	-23.10%
Close Price - Average	\$ 684,700	\$ 689,748	\$ 622,902	-0.73%	9.92%
Close Price - Median	\$ 585,000	\$ 576,000	\$ 515,000	1.56%	13.59%
Sales Volume	\$ 2,495,731,855	\$ 2,762,442,434	\$ 2,952,556,870	-9.65%	-15.47%
Days in MLS - Average	14	13	23	7.69%	-39.13%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	101.70%	101.95%	100.44%	-0.25%	1.25%
<b>Attached</b>					
Active Listings at Month End	1,025	1,168	2,178	-12.24%	-52.94%
New Listings	1,610	1,736	2,044	-7.26%	-21.23%
Pending	1,706	1,585	1,726	7.63%	-1.16%
Closed	1,524	1,631	1,783	-6.56%	-14.53%
Close Price - Average	\$ 440,560	\$ 444,104	\$ 390,670	-0.80%	12.77%
Close Price - Median	\$ 375,000	\$ 379,500	\$ 335,800	-1.19%	11.67%
Sales Volume	\$ 671,413,639	\$ 724,333,070	\$ 696,564,771	-7.31%	-3.61%
Days in MLS - Average	15	14	27	7.14%	-44.44%
Days in MLS - Median	5	5	9	0.00%	-44.44%
Close Price/List Price	101.43%	101.73%	99.75%	-0.29%	1.68%

# OCTOBER DATA YTD 2021 to 2017

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
<b>Residential (Detached + Attached)</b>									
Active Listings at Month End	3,376	4,821	8,557	8,539	6,312	-29.97%	-43.66%	0.21%	35.28%
New Listings	59,924	63,252	64,943	62,182	61,228	-5.26%	-2.60%	4.44%	1.56%
Closed	53,404	52,865	50,009	48,524	49,968	1.02%	5.71%	3.06%	-2.89%
Close Price - Average	\$ 609,041	\$ 521,038	\$ 486,944	\$ 475,302	\$ 436,798	16.89%	7.00%	2.45%	8.82%
Close Price - Median	\$ 525,000	\$ 450,000	\$ 420,000	\$ 410,000	\$ 380,000	16.67%	7.14%	2.44%	7.89%
Sales Volume	\$ 32,525,248,581	\$ 27,544,675,904	\$ 24,351,565,674	\$ 23,063,543,690	\$ 21,825,925,879	18.08%	13.11%	5.58%	5.67%
Days in MLS - Average	14	27	30	24	25	-48.15%	-10.00%	25.00%	-4.00%
Days in MLS - Median	4	7	12	7	7	-42.86%	-41.67%	71.43%	0.00%
Close Price/List Price	103.31%	99.87%	99.26%	100.05%	100.15%	3.44%	0.61%	-0.79%	-0.10%
<b>Detached</b>									
Active Listings at Month End	2,351	2,643	5,844	6,188	4,720	-11.05%	-54.77%	-5.56%	31.10%
New Listings	42,214	43,816	45,952	44,618	43,921	-3.66%	-4.65%	2.99%	1.59%
Closed	37,061	37,772	35,617	34,476	35,709	-1.88%	6.05%	3.31%	-3.45%
Close Price - Average	\$ 687,201	\$ 578,318	\$ 536,448	\$ 525,719	\$ 484,168	18.83%	7.81%	2.04%	8.58%
Close Price - Median	\$ 576,000	\$ 490,000	\$ 455,000	\$ 445,000	\$ 412,000	17.55%	7.69%	2.25%	8.01%
Sales Volume	\$ 25,468,357,727	\$ 21,844,228,461	\$ 19,106,671,530	\$ 18,124,685,731	\$ 17,289,142,652	16.59%	14.33%	5.42%	4.83%
Days in MLS - Average	12	26	30	26	26	-53.85%	-13.33%	15.38%	0.00%
Days in MLS - Median	4	7	12	8	8	-42.86%	-41.67%	50.00%	0.00%
Close Price/List Price	103.82%	100.00%	99.28%	99.95%	100.00%	3.82%	0.73%	-0.67%	-0.05%
<b>Attached</b>									
Active Listings at Month End	1,025	2,178	2,713	2,351	1,592	-52.94%	-19.72%	15.40%	47.68%
New Listings	17,710	19,436	18,991	17,564	17,307	-8.88%	2.34%	8.12%	1.48%
Closed	16,343	15,093	14,392	14,048	14,259	8.28%	4.87%	2.45%	-1.48%
Close Price - Average	\$ 431,799	\$ 377,688	\$ 364,431	\$ 351,570	\$ 318,170	14.33%	3.64%	3.66%	10.50%
Close Price - Median	\$ 370,000	\$ 326,000	\$ 308,000	\$ 300,000	\$ 270,000	13.50%	5.84%	2.67%	11.11%
Sales Volume	\$ 7,056,890,854	\$ 5,700,447,443	\$ 5,244,894,144	\$ 4,938,857,959	\$ 4,536,783,227	23.80%	8.69%	6.20%	8.86%
Days in MLS - Average	19	29	31	22	20	-34.48%	-6.45%	40.91%	10.00%
Days in MLS - Median	5	10	13	7	6	-50.00%	-23.08%	85.71%	16.67%
Close Price/List Price	102.22%	99.55%	99.24%	100.30%	100.52%	2.68%	0.31%	-1.06%	-0.22%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	1	1	1.00	-	-	
	\$100,000 to \$199,999	4	7	1.75	85	53	0.62
	\$200,000 to \$299,999	27	22	0.81	335	132	0.39
	\$300,000 to \$399,999	198	113	0.57	409	238	0.58
	\$400,000 to \$499,999	772	299	0.39	294	171	0.58
	\$500,000 to \$749,999	1,745	954	0.55	273	244	0.89
	\$750,000 to \$999,999	553	468	0.85	72	89	1.24
	\$1,000,000 and over	345	487	1.41	56	98	1.75
	TOTALS	3,645	2,351	0.64	1,524	1,025	0.67

	Price Range	Detached		% change	Attached		% change
		Closed Oct, '21	Closed Sep, '21		Closed Oct, '21	Closed Sep, '21	
Month-Over-Month	\$0 to \$99,999	1	2	-50.00%	-	-	
	\$100,000 to \$199,999	4	7	-42.86%	85	62	37.10%
	\$200,000 to \$299,999	27	32	-15.63%	335	332	0.90%
	\$300,000 to \$399,999	198	234	-15.38%	409	512	-20.12%
	\$400,000 to \$499,999	772	854	-9.60%	294	315	-6.67%
	\$500,000 to \$749,999	1,745	1,918	-9.02%	273	274	-0.36%
	\$750,000 to \$999,999	553	542	2.03%	72	78	-7.69%
	\$1,000,000 and over	345	416	-17.07%	56	58	-3.45%
	TOTALS	3,645	4,005	-8.99%	1,524	1,631	-6.56%

	Price Range	Detached		% change	Attached		% change
		YTD Oct, '21	YTD Oct, '20		YTD Oct, '21	YTD Oct, '20	
Year-Over-Year	\$0 to \$99,999	14	26	-46.15%	-	6	-100.00%
	\$100,000 to \$199,999	45	106	-57.55%	1,012	1,347	-24.87%
	\$200,000 to \$299,999	341	1,002	-65.97%	3,549	4,589	-22.66%
	\$300,000 to \$399,999	2,541	7,171	-64.57%	4,744	4,383	8.24%
	\$400,000 to \$499,999	8,343	11,201	-25.52%	3,095	2,202	40.55%
	\$500,000 to \$749,999	16,795	12,666	32.60%	2,710	1,842	47.12%
	\$750,000 to \$999,999	5,041	3,148	60.13%	718	510	40.78%
	\$1,000,000 and over	3,941	2,452	60.73%	515	214	140.65%
	TOTALS	37,061	37,772	-1.88%	16,343	15,093	8.28%

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

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

	Oct, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	396	492	421	-19.51%	-5.94%
Pending	421	404	377	4.21%	11.67%
Closed	401	474	457	-15.40%	-12.25%
Sales Volume	\$ 630,598,101	\$ 759,856,220	\$ 716,900,310	-17.01%	-12.04%
Days in MLS - Average	25	23	62	8.70%	-59.68%
Days in MLS - Median	6	6	19	0.00%	-68.42%
Close Price/List Price	101.77%	101.18%	98.27%	0.58%	3.56%
PSF Total	\$ 366	\$ 365	\$ 339	0.27%	7.96%
<b>Detached</b>					
New Listings	352	437	364	-19.45%	-3.30%
Pending	366	351	352	4.27%	3.98%
Closed	345	416	429	-17.07%	-19.58%
Sales Volume	\$ 554,543,937	\$ 674,871,208	\$ 679,944,160	-17.83%	-18.44%
Days in MLS - Average	26	22	62	18.18%	-58.06%
Days in MLS - Median	5	6	19	-16.67%	-73.68%
Close Price/List Price	101.83%	101.40%	98.31%	0.42%	3.58%
PSF Total	\$ 341	\$ 343	\$ 325	-0.58%	4.92%
<b>Attached</b>					
New Listings	44	55	57	-20.00%	-22.81%
Pending	55	53	25	3.77%	120.00%
Closed	56	58	28	-3.45%	100.00%
Sales Volume	\$ 76,054,164	\$ 84,985,012	\$ 36,956,150	-10.51%	105.80%
Days in MLS - Average	22	25	49	-12.00%	-55.10%
Days in MLS - Median	10	7	23	42.86%	-56.52%
Close Price/List Price	101.42%	99.58%	97.71%	1.85%	3.80%
PSF Total	\$ 516	\$ 519	\$ 554	-0.58%	-6.86%

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

## Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
<b>Residential (Detached + Attached)</b>									
New Listings	4,848	4,115	3,595	3,076	2,821	17.81%	14.46%	16.87%	9.04%
Pending	4,202	2,967	2,252	1,962	1,599	41.62%	31.75%	14.78%	22.70%
Closed	4,456	2,666	2,065	1,898	1,538	67.14%	29.10%	8.80%	23.41%
Sales Volume	\$ 7,075,646,388	\$ 4,095,777,361	\$ 3,189,190,269	\$ 2,887,052,035	\$ 2,351,577,204	72.75%	28.43%	10.47%	22.77%
Days in MLS - Average	30	55	59	67	80	-45.45%	-6.78%	-11.94%	-16.25%
Days in MLS - Median	5	19	24	25	35	-73.68%	-20.83%	-4.00%	-28.57%
Close Price/List Price	102.06%	97.72%	97.39%	97.34%	97.13%	4.44%	0.34%	0.05%	0.22%
PSF Total	\$ 365	\$ 337	\$ 336	\$ 306	\$ 302	8.31%	0.30%	9.80%	1.32%
<b>Detached</b>									
New Listings	4,216	3,645	3,196	2,773	2,528	15.67%	14.05%	15.25%	9.69%
Pending	3,703	2,723	2,011	1,777	1,421	35.99%	35.41%	13.17%	25.05%
Closed	3,941	2,452	1,830	1,746	1,386	60.73%	33.99%	4.81%	25.97%
Sales Volume	\$ 6,318,126,236	\$ 3,782,338,956	\$ 2,823,941,484	\$ 2,660,212,141	\$ 2,134,615,236	67.04%	33.94%	6.15%	24.62%
Days in MLS - Average	28	55	60	67	81	-49.09%	-8.33%	-10.45%	-17.28%
Days in MLS - Median	5	19	24	25	35	-73.68%	-20.83%	-4.00%	-28.57%
Close Price/List Price	102.31%	97.78%	97.37%	97.40%	97.07%	4.63%	0.42%	-0.03%	0.34%
PSF Total	\$ 340	\$ 318	\$ 304	\$ 290	\$ 283	6.92%	4.61%	4.83%	2.47%
<b>Attached</b>									
New Listings	632	470	399	303	293	34.47%	17.79%	31.68%	3.41%
Pending	499	244	241	185	178	104.51%	1.24%	30.27%	3.93%
Closed	515	214	235	152	152	140.65%	-8.94%	54.61%	0.00%
Sales Volume	\$ 757,520,152	\$ 313,438,405	\$ 365,248,785	\$ 226,839,894	\$ 216,961,968	141.68%	-14.18%	61.02%	4.55%
Days in MLS - Average	49	53	49	67	70	-7.55%	8.16%	-26.87%	-4.29%
Days in MLS - Median	8	25	22	30	36	-68.00%	13.64%	-26.67%	-16.67%
Close Price/List Price	100.13%	97.02%	97.57%	96.71%	97.67%	3.21%	-0.56%	0.89%	-0.98%
PSF Total	\$ 556	\$ 558	\$ 583	\$ 487	\$ 470	-0.36%	-4.29%	19.71%	3.62%

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

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

	Oct, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	652	800	483	-18.50%	34.99%
Pending	674	649	437	3.85%	54.23%
Closed	625	620	526	0.81%	18.82%
Sales Volume	\$ 528,028,928	\$ 524,566,502	\$ 444,685,602	0.66%	18.74%
Days in MLS - Average	16	17	37	-5.88%	-56.76%
Days in MLS - Median	5	6	11	-16.67%	-54.55%
Close Price/List Price	101.80%	101.79%	99.95%	0.01%	1.85%
PSF Total	\$ 283	\$ 275	\$ 260	2.91%	8.85%
<b>Detached</b>					
New Listings	564	720	395	-21.67%	42.78%
Pending	595	572	376	4.02%	58.24%
Closed	553	542	447	2.03%	23.71%
Sales Volume	\$ 466,002,242	\$ 458,423,952	\$ 378,473,350	1.65%	23.13%
Days in MLS - Average	15	15	35	0.00%	-57.14%
Days in MLS - Median	5	6	10	-16.67%	-50.00%
Close Price/List Price	101.79%	101.96%	100.14%	-0.17%	1.65%
PSF Total	\$ 268	\$ 255	\$ 242	5.10%	10.74%
<b>Attached</b>					
New Listings	88	80	88	10.00%	0.00%
Pending	79	77	61	2.60%	29.51%
Closed	72	78	79	-7.69%	-8.86%
Sales Volume	\$ 62,026,686	\$ 66,142,550	\$ 66,212,252	-6.22%	-6.32%
Days in MLS - Average	19	36	51	-47.22%	-62.75%
Days in MLS - Median	5	8	22	-37.50%	-77.27%
Close Price/List Price	101.92%	100.65%	98.90%	1.26%	3.05%
PSF Total	\$ 393	\$ 413	\$ 361	-4.84%	8.86%

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

## Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
<b>Residential (Detached + Attached)</b>									
New Listings	6,618	4,938	4,285	3,860	3,286	34.02%	15.24%	11.01%	17.47%
Pending	5,887	4,048	3,105	2,765	2,298	45.43%	30.37%	12.30%	20.32%
Closed	5,759	3,658	2,823	2,635	2,152	57.44%	29.58%	7.13%	22.44%
Sales Volume	\$ 4,880,787,536	\$ 3,096,961,633	\$ 2,391,873,865	\$ 2,239,125,122	\$ 1,824,777,362	57.60%	29.48%	6.82%	22.71%
Days in MLS - Average	16	40	43	43	53	-60.00%	-6.98%	0.00%	-18.87%
Days in MLS - Median	5	13	17	13	24	-61.54%	-23.53%	30.77%	-45.83%
Close Price/List Price	103.28%	99.27%	98.87%	99.19%	98.55%	4.04%	0.40%	-0.32%	0.65%
PSF Total	\$ 278	\$ 252	\$ 247	\$ 244	\$ 227	10.32%	2.02%	1.23%	7.49%
<b>Detached</b>									
New Listings	5,764	4,059	3,618	3,213	2,813	42.01%	12.19%	12.61%	14.22%
Pending	5,130	3,475	2,658	2,353	1,988	47.63%	30.74%	12.96%	18.36%
Closed	5,041	3,148	2,397	2,242	1,876	60.13%	31.33%	6.91%	19.51%
Sales Volume	\$ 4,266,565,272	\$ 2,664,428,478	\$ 2,029,020,363	\$ 1,907,418,022	\$ 1,593,504,924	60.13%	31.32%	6.38%	19.70%
Days in MLS - Average	13	40	40	43	53	-67.50%	0.00%	-6.98%	-18.87%
Days in MLS - Median	4	13	17	13	24	-69.23%	-23.53%	30.77%	-45.83%
Close Price/List Price	103.61%	99.36%	98.88%	99.18%	98.52%	4.28%	0.49%	-0.30%	0.67%
PSF Total	\$ 261	\$ 235	\$ 228	\$ 226	\$ 212	11.06%	3.07%	0.88%	6.60%
<b>Attached</b>									
New Listings	854	879	667	647	473	-2.84%	31.78%	3.09%	36.79%
Pending	757	573	447	412	310	32.11%	28.19%	8.50%	32.90%
Closed	718	510	426	393	276	40.78%	19.72%	8.40%	42.39%
Sales Volume	\$ 614,222,264	\$ 432,533,155	\$ 362,853,502	\$ 331,707,100	\$ 231,272,438	42.01%	19.20%	9.39%	43.43%
Days in MLS - Average	36	44	59	44	55	-18.18%	-25.42%	34.09%	-20.00%
Days in MLS - Median	7	15	24	13	24	-53.33%	-37.50%	84.62%	-45.83%
Close Price/List Price	100.95%	98.74%	98.82%	99.26%	98.78%	2.24%	-0.08%	-0.44%	0.49%
PSF Total	\$ 395	\$ 357	\$ 357	\$ 345	\$ 327	10.64%	0.00%	3.48%	5.50%

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

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

	Oct, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,968	2,234	1,722	-11.91%	14.29%
Pending	2,125	1,957	1,637	8.58%	29.81%
Closed	2,018	2,192	1,904	-7.94%	5.99%
Sales Volume	\$ 1,209,789,076	\$ 1,307,914,394	\$ 1,139,832,702	-7.50%	6.14%
Days in MLS - Average	13	12	23	8.33%	-43.48%
Days in MLS - Median	5	5	7	0.00%	-28.57%
Close Price/List Price	101.95%	102.00%	100.42%	-0.05%	1.52%
PSF Total	\$ 264	\$ 258	\$ 229	2.33%	15.28%
<b>Detached</b>					
New Listings	1,674	1,929	1,399	-13.22%	19.66%
Pending	1,847	1,689	1,402	9.35%	31.74%
Closed	1,745	1,918	1,659	-9.02%	5.18%
Sales Volume	\$ 1,047,889,188	\$ 1,147,706,959	\$ 994,824,998	-8.70%	5.33%
Days in MLS - Average	12	12	22	0.00%	-45.45%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	102.03%	102.09%	100.56%	-0.06%	1.46%
PSF Total	\$ 250	\$ 245	\$ 213	2.04%	17.37%
<b>Attached</b>					
New Listings	294	305	323	-3.61%	-8.98%
Pending	278	268	235	3.73%	18.30%
Closed	273	274	245	-0.36%	11.43%
Sales Volume	\$ 161,899,888	\$ 160,207,435	\$ 145,007,704	1.06%	11.65%
Days in MLS - Average	16	13	33	23.08%	-51.52%
Days in MLS - Median	5	6	14	-16.67%	-64.29%
Close Price/List Price	101.45%	101.38%	99.49%	0.07%	1.97%
PSF Total	\$ 355	\$ 346	\$ 338	2.60%	5.03%

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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
<b>Residential</b> (Detached + Attached)									
New Listings	20,410	16,870	15,601	13,657	11,562	20.98%	8.13%	14.23%	18.12%
Pending	18,735	14,973	12,087	10,589	9,013	25.13%	23.88%	14.15%	17.49%
Closed	19,505	14,508	11,431	10,479	8,764	34.44%	26.92%	9.08%	19.57%
Sales Volume	\$ 11,706,779,142	\$ 8,630,329,590	\$ 6,792,571,993	\$ 6,232,362,284	\$ 5,185,842,419	35.65%	27.06%	8.99%	20.18%
Days in MLS - Average	12	30	36	33	38	-60.00%	-16.67%	9.09%	-13.16%
Days in MLS - Median	4	10	16	12	15	-60.00%	-37.50%	33.33%	-20.00%
Close Price/List Price	102.21%	99.88%	99.18%	99.69%	99.37%	2.33%	0.71%	-0.51%	0.32%
PSF Total	\$ 260	\$ 221	\$ 214	\$ 211	\$ 198	17.65%	3.27%	1.42%	6.57%
<b>Detached</b>									
New Listings	17,536	14,200	13,303	11,697	9,978	23.49%	6.74%	13.73%	17.23%
Pending	16,077	12,980	10,508	9,151	7,864	23.86%	23.52%	14.83%	16.37%
Closed	16,795	12,666	9,879	9,011	7,675	32.60%	28.21%	9.63%	17.41%
Sales Volume	\$ 10,100,821,157	\$ 7,542,109,758	\$ 5,875,249,188	\$ 5,359,050,640	\$ 4,534,597,315	33.93%	28.37%	9.63%	18.18%
Days in MLS - Average	10	29	35	32	37	-65.52%	-17.14%	9.38%	-13.51%
Days in MLS - Median	4	9	16	12	14	-55.56%	-43.75%	33.33%	-14.29%
Close Price/List Price	102.63%	99.96%	99.18%	99.70%	99.38%	2.67%	0.79%	-0.52%	0.32%
PSF Total	\$ 244	\$ 204	\$ 196	\$ 192	\$ 182	19.61%	4.08%	2.08%	5.49%
<b>Attached</b>									
New Listings	2,874	2,670	2,298	1,960	1,584	7.64%	16.19%	17.24%	23.74%
Pending	2,658	1,993	1,579	1,438	1,149	33.37%	26.22%	9.81%	25.15%
Closed	2,710	1,842	1,552	1,468	1,089	47.12%	18.69%	5.72%	34.80%
Sales Volume	\$ 1,605,957,985	\$ 1,088,219,832	\$ 917,322,805	\$ 873,311,644	\$ 651,245,104	47.58%	18.63%	5.04%	34.10%
Days in MLS - Average	23	42	44	42	47	-45.24%	-4.55%	4.76%	-10.64%
Days in MLS - Median	5	16	20	15	19	-68.75%	-20.00%	33.33%	-21.05%
Close Price/List Price	101.97%	99.33%	99.17%	99.64%	99.27%	2.66%	0.16%	-0.47%	0.37%
PSF Total	\$ 361	\$ 340	\$ 331	\$ 330	\$ 308	6.18%	2.72%	0.30%	7.14%

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

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

	Oct, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,903	2,080	2,778	-8.51%	-31.50%
Pending	2,073	1,883	2,612	10.09%	-20.64%
Closed	1,673	1,915	2,873	-12.64%	-41.77%
Sales Volume	\$ 691,027,302	\$ 789,702,202	\$ 1,167,540,347	-12.50%	-40.81%
Days in MLS - Average	11	10	16	10.00%	-31.25%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	101.80%	102.24%	100.77%	-0.43%	1.02%
PSF Total	\$ 288	\$ 287	\$ 233	0.35%	23.61%
<b>Detached</b>					
New Listings	1,084	1,263	1,948	-14.17%	-44.35%
Pending	1,236	1,152	1,862	7.29%	-33.62%
Closed	970	1,088	2,084	-10.85%	-53.45%
Sales Volume	\$ 419,512,188	\$ 471,794,116	\$ 868,748,459	-11.08%	-51.71%
Days in MLS - Average	11	9	13	22.22%	-15.38%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	101.63%	102.10%	101.03%	-0.46%	0.59%
PSF Total	\$ 286	\$ 284	\$ 223	0.70%	28.25%
<b>Attached</b>					
New Listings	819	817	830	0.24%	-1.33%
Pending	837	731	750	14.50%	11.60%
Closed	703	827	789	-14.99%	-10.90%
Sales Volume	\$ 271,515,114	\$ 317,908,086	\$ 298,791,888	-14.59%	-9.13%
Days in MLS - Average	11	12	24	-8.33%	-54.17%
Days in MLS - Median	5	5	7	0.00%	-28.57%
Close Price/List Price	102.05%	102.43%	100.10%	-0.37%	1.95%
PSF Total	\$ 291	\$ 292	\$ 260	-0.34%	11.92%

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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
<b>Residential (Detached + Attached)</b>									
New Listings	22,360	28,726	31,044	30,160	28,286	-22.16%	-7.47%	2.93%	6.63%
Pending	21,395	26,384	26,609	24,882	25,061	-18.91%	-0.85%	6.94%	-0.71%
Closed	18,723	24,957	25,283	24,342	24,359	-24.98%	-1.29%	3.87%	-0.07%
Sales Volume	\$ 7,692,236,054	\$ 10,040,841,579	\$ 9,981,788,622	\$ 9,537,736,561	\$ 9,422,074,970	-23.39%	0.59%	4.66%	1.23%
Days in MLS - Average	11	20	25	19	19	-45.00%	-20.00%	31.58%	0.00%
Days in MLS - Median	4	6	10	7	7	-33.33%	-40.00%	42.86%	0.00%
Close Price/List Price	103.56%	100.38%	99.62%	100.39%	100.40%	3.17%	0.76%	-0.77%	-0.01%
PSF Total	\$ 280	\$ 226	\$ 211	\$ 205	\$ 187	23.89%	7.11%	2.93%	9.63%
<b>Detached</b>									
New Listings	14,211	20,598	23,743	23,928	23,128	-31.01%	-13.25%	-0.77%	3.46%
Pending	13,567	19,467	20,790	19,843	20,771	-30.31%	-6.36%	4.77%	-4.47%
Closed	10,884	18,372	19,842	19,280	20,189	-40.76%	-7.41%	2.91%	-4.50%
Sales Volume	\$ 4,684,706,203	\$ 7,569,132,681	\$ 7,948,030,564	\$ 7,631,700,292	\$ 7,848,921,943	-38.11%	-4.77%	4.14%	-2.77%
Days in MLS - Average	8	18	24	18	19	-55.56%	-25.00%	33.33%	-5.26%
Days in MLS - Median	4	5	10	7	7	-20.00%	-50.00%	42.86%	0.00%
Close Price/List Price	103.89%	100.56%	99.66%	100.42%	100.44%	3.31%	0.90%	-0.76%	-0.02%
PSF Total	\$ 270	\$ 214	\$ 198	\$ 191	\$ 175	26.17%	8.08%	3.66%	9.14%
<b>Attached</b>									
New Listings	8,149	8,128	7,301	6,232	5,158	0.26%	11.33%	17.15%	20.82%
Pending	7,828	6,917	5,819	5,039	4,290	13.17%	18.87%	15.48%	17.46%
Closed	7,839	6,585	5,441	5,062	4,170	19.04%	21.03%	7.49%	21.39%
Sales Volume	\$ 3,007,529,851	\$ 2,471,708,898	\$ 2,033,758,058	\$ 1,906,036,269	\$ 1,573,153,027	21.68%	21.53%	6.70%	21.16%
Days in MLS - Average	14	27	31	23	24	-48.15%	-12.90%	34.78%	-4.17%
Days in MLS - Median	4	9	13	8	7	-55.56%	-30.77%	62.50%	14.29%
Close Price/List Price	103.09%	99.87%	99.44%	100.28%	100.18%	3.22%	0.43%	-0.84%	0.10%
PSF Total	\$ 293	\$ 261	\$ 256	\$ 255	\$ 249	12.26%	1.95%	0.39%	2.41%