

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

May 2022

MARKET OVERVIEW

The May report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the April market transactions encompassing the 11 counties of the Denver Metro Area (Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park).

Here are the highlights:

| | | Prior Month | Year-Over-Year |
|---|-----------|-------------|----------------|
|  Residential (Detached plus Attached) | | | |
| Active Listings at Month End | 3,204 | 44.26% | 23.52% |
| Closed Homes | 4,912 | 2.98% | -11.91% |
| Close Price - Average | \$726,988 | 3.46% | 17.11% |
| Close Price - Median | \$624,950 | 3.81% | 19.04% |
| Days in MLS - Average | 8 | -27.27% | -38.46% |

| | | | |
|---|-----------|---------|---------|
|  Detached | | | |
| Active Listings at Month End | 2,445 | 50.28% | 49.00% |
| Closed Homes | 3,452 | 4.23% | -12.12% |
| Close Price - Average | \$825,073 | 3.93% | 18.49% |
| Close Price - Median | \$684,550 | 3.72% | 17.62% |
| Days in MLS - Average | 9 | -18.18% | -10.00% |

| | | | |
|---|-----------|---------|---------|
|  Attached | | | |
| Active Listings at Month End | 759 | 27.78% | -20.44% |
| Closed Homes | 1,460 | 0.14% | -11.41% |
| Close Price - Average | \$495,078 | -0.12% | 12.32% |
| Close Price - Median | \$440,000 | 4.27% | 17.33% |
| Days in MLS - Average | 8 | -33.33% | -60.00% |

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MARKET INSIGHTS

✓ Realtor® Tidbits:

- With interest rates going up, the velocity of bidding wars is slowing down on many homes in the Denver metro market.
- Inventory increased, but showings decreased in April. There were 9.7 showings per property after the Easter holiday weekend, down significantly from the Super Bowl weekend, which saw 25.6 shows per property.
- Rising interest rates don't seem to be hurting the Luxury Market as many high-end homes are still selling for hundreds of thousands over the asking price.
- The "suburbs" appear to be cooling off where we see single-family homes in the \$600,00 to \$700,000 price range. Showings are noticeably decreased and open houses are on the rise.

✓ Local News:

- Denver ranked fifth on a list of the country's most unaffordable cities. The only cities less affordable than Denver were San Francisco, San Diego, Los Angeles and Miami.
- More people are moving out of Colorado than moving in. HireAHelper, an online moving service, analyzed over 90,000 moves that took place over 2021. In Colorado, 15 percent more people moved out of the state than into it over the year. This outflux is a turnabout from the 2010s, during which Colorado gained 750,000 people. Colorado gained 27,761 people in 2021, which is the smallest population gain since 1990. Colorado's population growth peaked in 2015, with nearly 100,000 more residents, and has slowed most years since then.
- Faced with rising prices, first-time homebuyers are looking at income opportunities in real estate, from house hacking to multi-units to garage/ accessory dwelling unit (ADU) renting. Given the use of rental income on legal units, a buyer who qualifies for a \$400,000 single-family rental could possibly qualify for a \$600,000 duplex. This is a game-changer!

✓ National News:

- The Pending Home Sales Index (PHSI), a forward-looking indicator of home sales based on contract signings, fell 1.2 percent to 103.7 in March.
- According to Lawrence Yun, Chief Economist for the National Association of Realtors®, "The falling contract signings are implying that multiple offers will soon dissipate and be replaced by much calmer and normalized market conditions."
- "A housing bubble can generally be defined as an unsustainable period of house price growth generated by artificial demand, such as loose underwriting or speculative buying," explains Odeta Kushi, Deputy Chief Economist at First American Financial Corporation. "The price growth in to-

day's market is driven by an extreme supply shortage relative to demand...The housing market today is not driven by loose lending standards, sub-prime mortgages, or by homeowners who are highly leveraged...The house price appreciation in today's housing market is supported by the fundamentals and characterized by a shortage of supply relative to demand."

✓ Mortgage News:

- Buyers of a median-priced home are looking at paying 50 percent more than one year ago with mortgage rates rising.
- A mortgage rate trap is making the housing market worse. Years of historically low rates, especially in the last two years, have helped millions of homeowners refinance into mortgages with rates between two and four percent, lowering their monthly payments by hundreds of dollars. Now as mortgage rates near five percent, these same homeowners are thinking twice when it comes to trading up, adding to the inventory shortage that is creating an affordability crisis for buyers.
- Any slowdown caused by higher mortgage rates will make the market a little easier for patient buyers. The market could be in for a shift this year as it copes with higher mortgage rates.
- The 30-year fixed-rate moved almost a half a point in April alone, increasing from 4.67 percent to 5.10 percent per Freddie Mac. Both rates include a 0.8 percent discount, adding five percent to a buyer's monthly payment in addition to the home price increase.
- Adjustable-rate mortgages are gaining popularity because their rates can be one percent or lower than a 30-year fixed. However, use with caution.
- Assumable loans require approval from the current owner's mortgage servicer and require the buyer to bring the additional funds which make up the full purchase price. This product worked in previous increasing rate markets but extreme appreciation is making the use of this product harder today.

✓ Quick Stats:

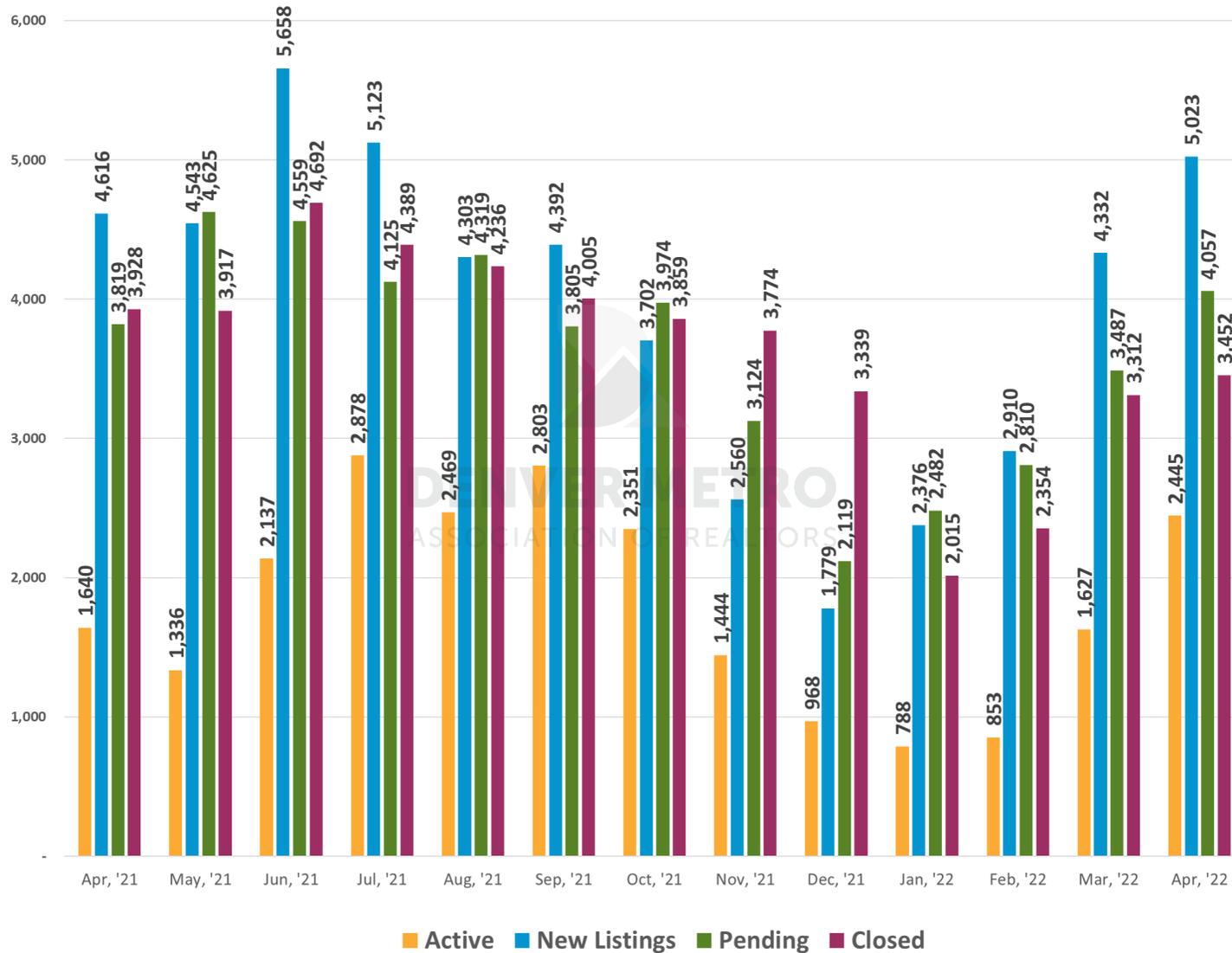
- Average active listings for April are 14,596 (1985-2021).
- Record-high April was 2006 with 29,045 listings and the record-low was set last year with 2,594 listings.
- The historical average increase in active listings from March to April is 8.49 percent. An increase of 44.26 percent this year represents a significant increase in housing inventory.

Detached Single-Family

DMAR Market Trends | April 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

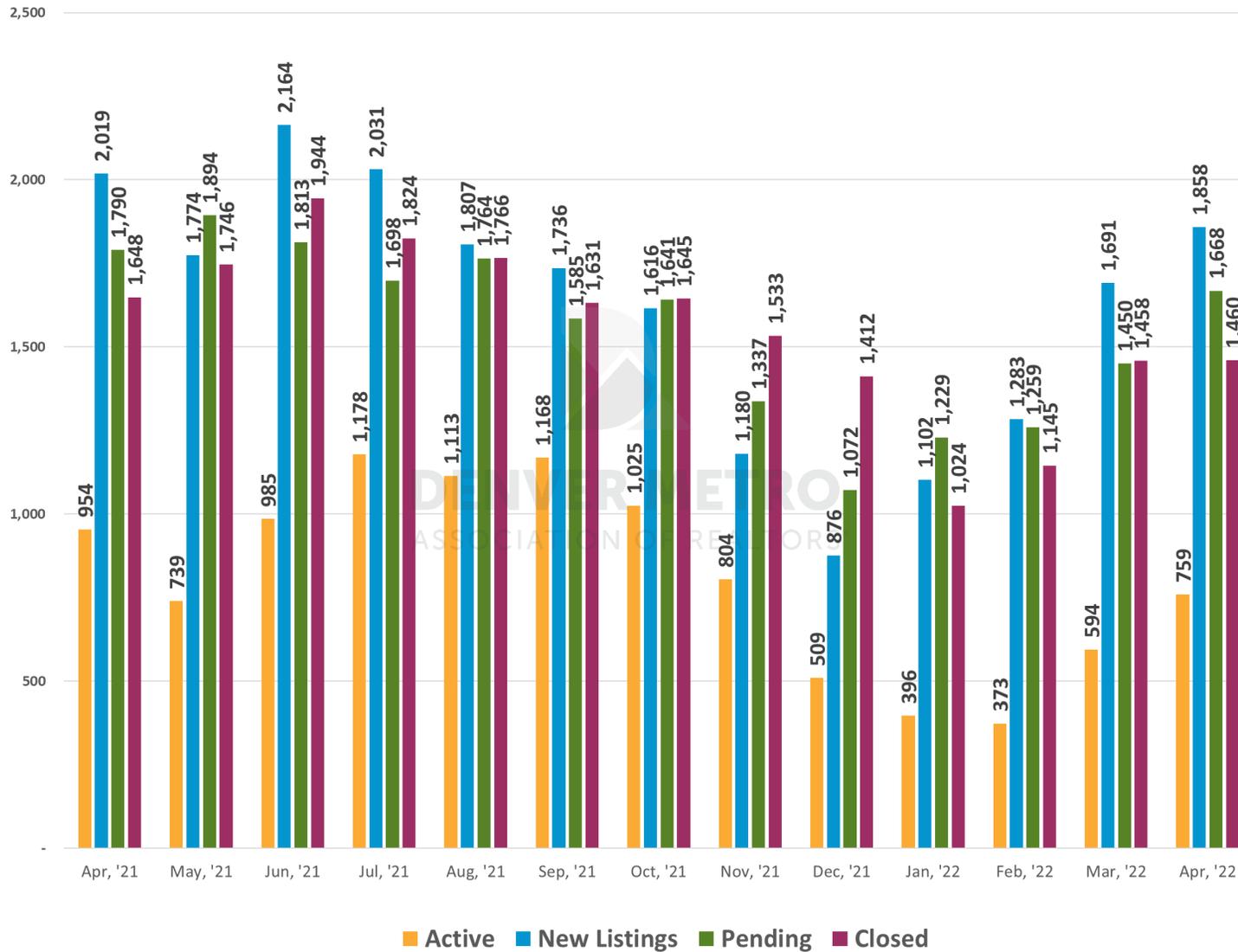


Attached Single-Family

DMAR Market Trends | April 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

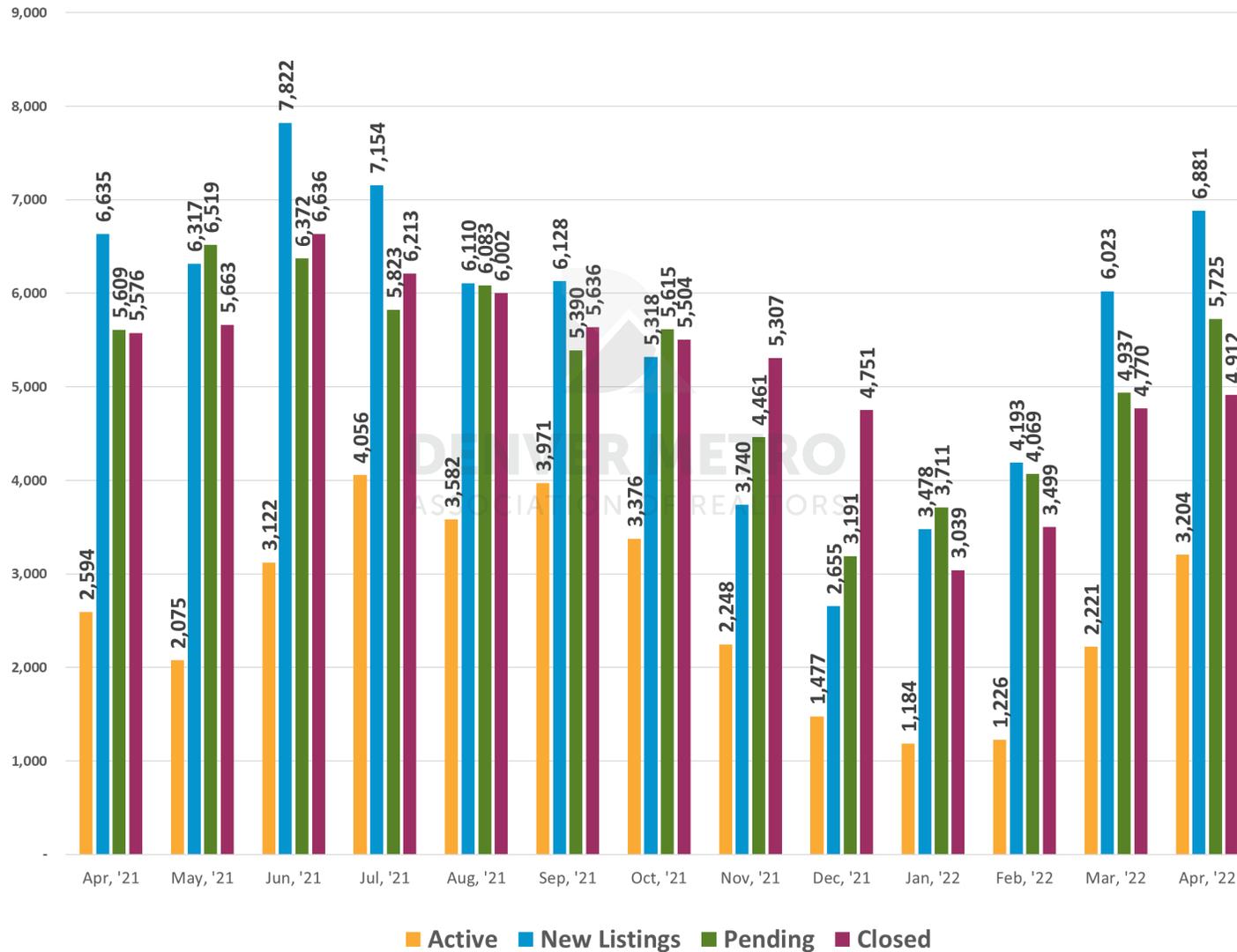


Residential (Detached + Attached)

DMAR Market Trends | April 2022 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

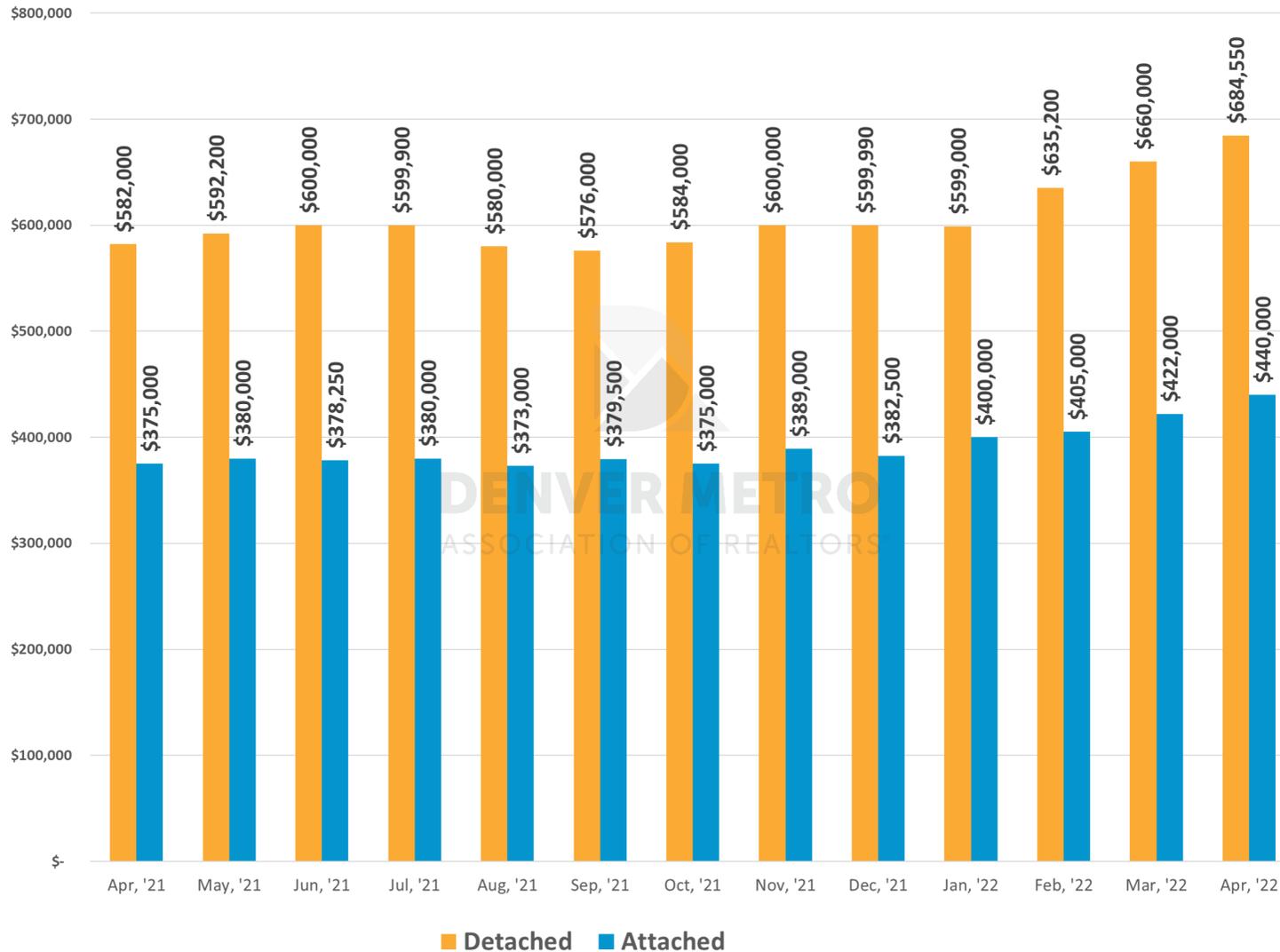


Median Close Price

DMAR Market Trends | April 2022 Data

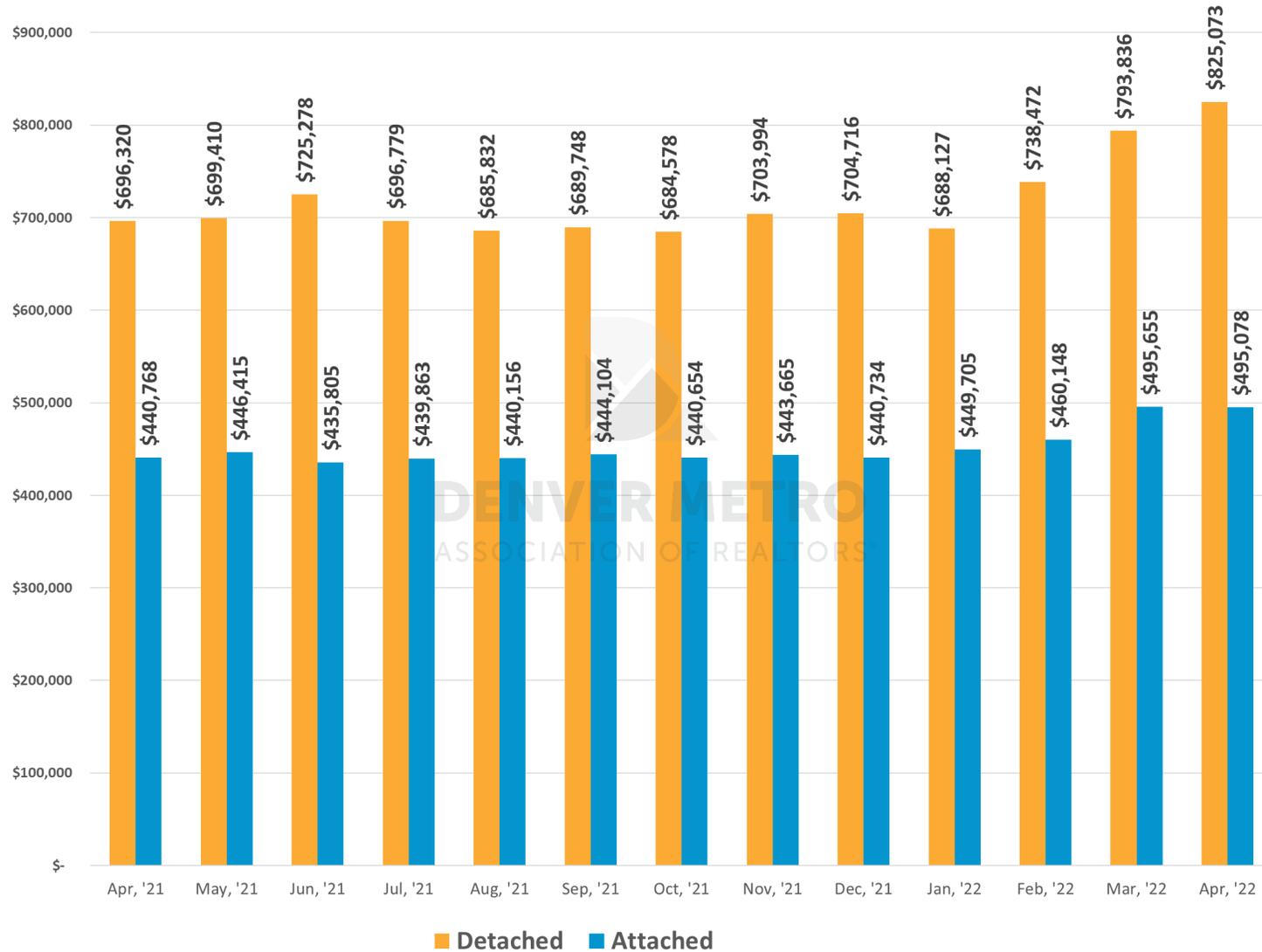
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



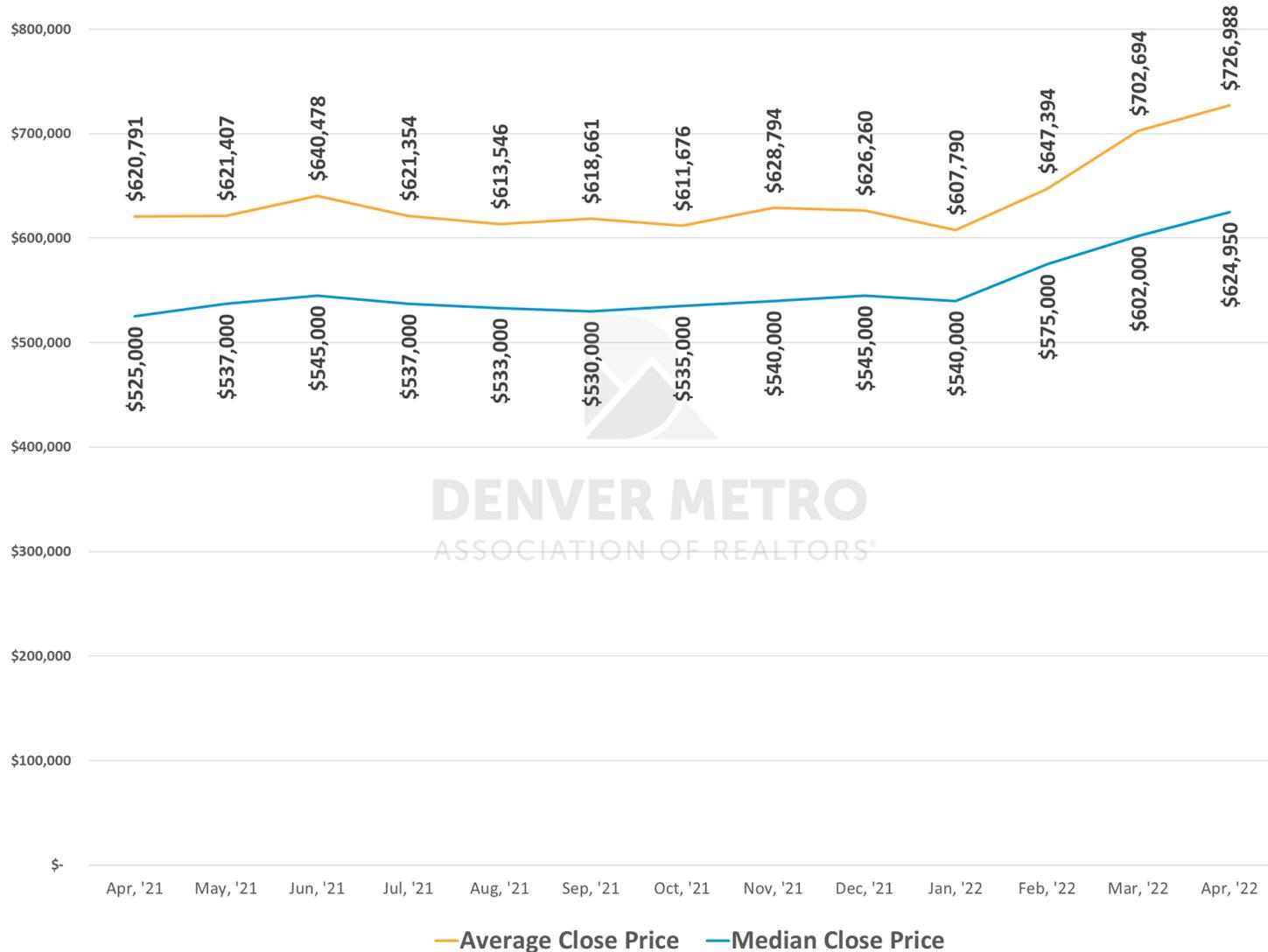
Average Close Price

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



Residential Close Price

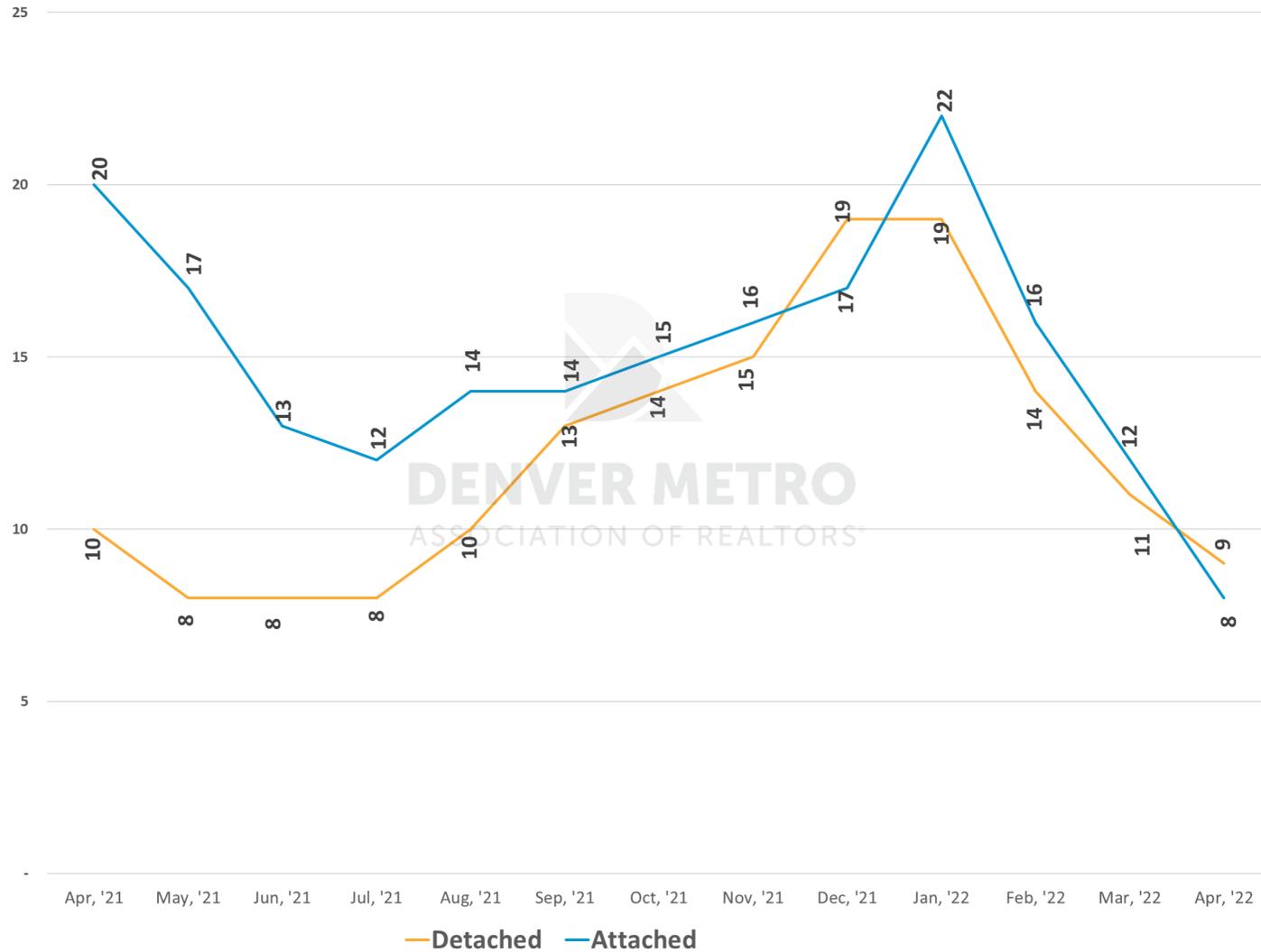
DMAR Market Trends | April 2022 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



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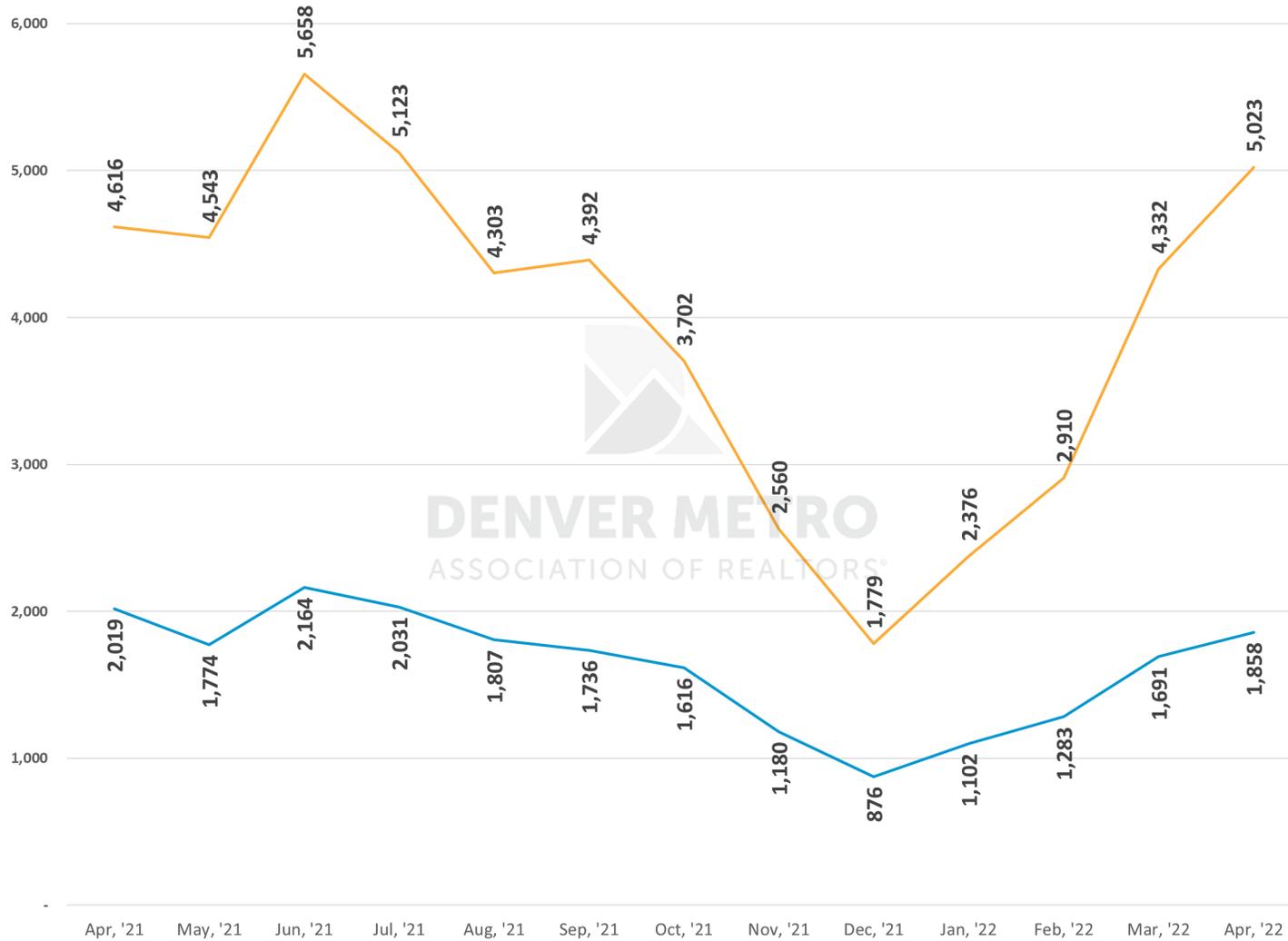
Average Days in MLS

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



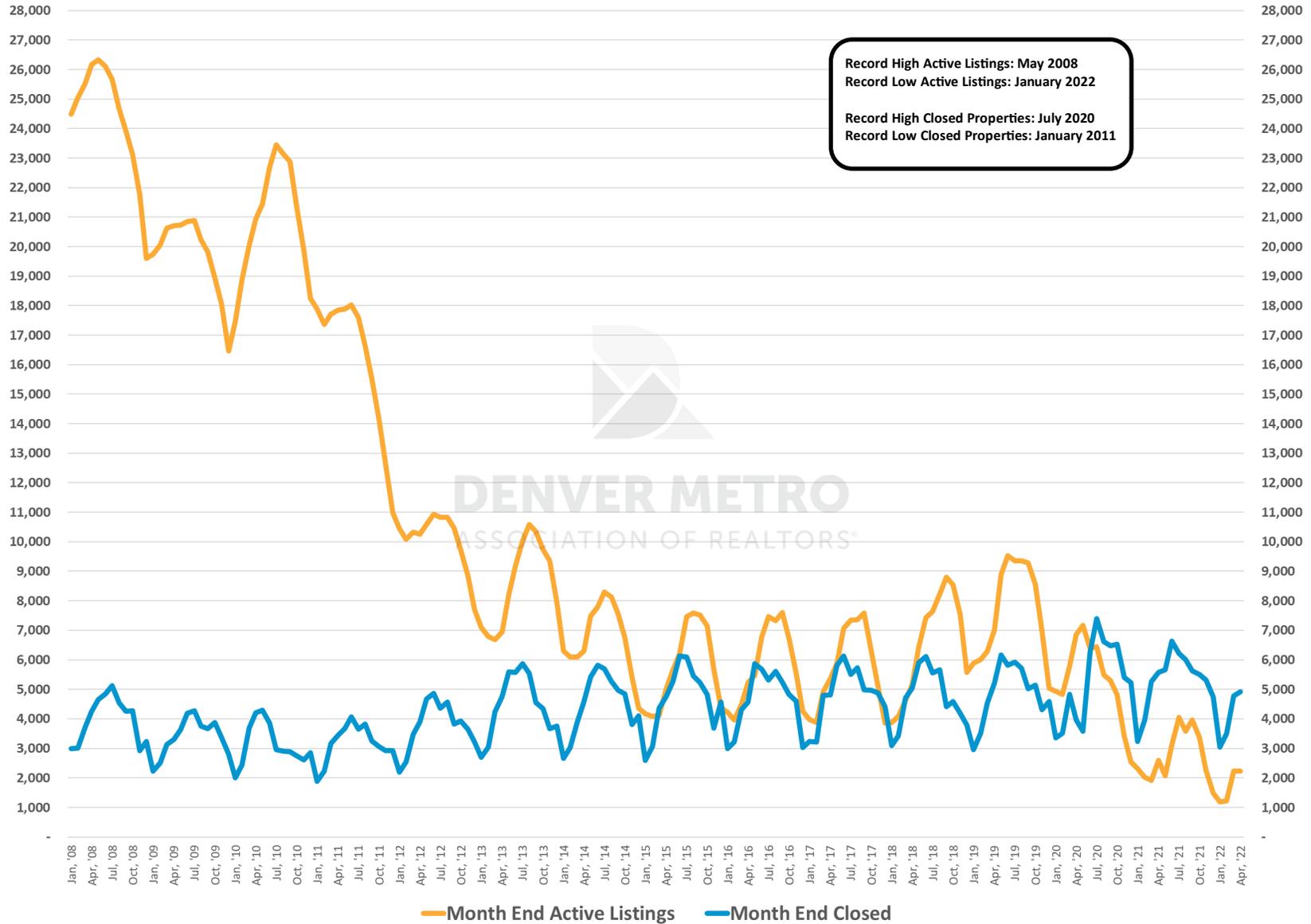
New Listings

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



DATA SNAPSHOT

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

| | Apr, '22 | Prior Month | Year Ago | Prior Month | Year Ago |
|--|------------------|------------------|------------------|-------------|----------|
| Residential (Detached + Attached) | | | | | |
| Active Listings at Month End | 3,204 | 2,221 | 2,594 | 44.26% | 23.52% |
| New Listings | 6,881 | 6,023 | 6,635 | 14.25% | 3.71% |
| Pending | 5,725 | 4,937 | 5,609 | 15.96% | 2.07% |
| Closed | 4,912 | 4,770 | 5,576 | 2.98% | -11.91% |
| Close Price - Average | \$ 726,988 | \$ 702,694 | \$ 620,791 | 3.46% | 17.11% |
| Close Price - Median | \$ 624,950 | \$ 602,000 | \$ 525,000 | 3.81% | 19.04% |
| Sales Volume | \$ 3,570,965,179 | \$ 3,351,850,355 | \$ 3,461,529,266 | 6.54% | 3.16% |
| Days in MLS - Average | 8 | 11 | 13 | -27.27% | -38.46% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.00% | 106.42% | 104.56% | 0.55% | 2.33% |
| Detached | | | | | |
| Active Listings at Month End | 2,445 | 1,627 | 1,640 | 50.28% | 49.09% |
| New Listings | 5,023 | 4,332 | 4,616 | 15.95% | 8.82% |
| Pending | 4,057 | 3,487 | 3,819 | 16.35% | 6.23% |
| Closed | 3,452 | 3,312 | 3,928 | 4.23% | -12.12% |
| Close Price - Average | \$ 825,073 | \$ 793,836 | \$ 696,320 | 3.93% | 18.49% |
| Close Price - Median | \$ 684,550 | \$ 660,000 | \$ 582,000 | 3.72% | 17.62% |
| Sales Volume | \$ 2,848,151,761 | \$ 2,629,185,203 | \$ 2,735,144,408 | 8.33% | 4.13% |
| Days in MLS - Average | 9 | 11 | 10 | -18.18% | -10.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.29% | 106.67% | 105.33% | 0.58% | 1.86% |
| Attached | | | | | |
| Active Listings at Month End | 759 | 594 | 954 | 27.78% | -20.44% |
| New Listings | 1,858 | 1,691 | 2,019 | 9.88% | -7.97% |
| Pending | 1,668 | 1,450 | 1,790 | 15.03% | -6.82% |
| Closed | 1,460 | 1,458 | 1,648 | 0.14% | -11.41% |
| Close Price - Average | \$ 495,078 | \$ 495,655 | \$ 440,768 | -0.12% | 12.32% |
| Close Price - Median | \$ 440,000 | \$ 422,000 | \$ 375,000 | 4.27% | 17.33% |
| Sales Volume | \$ 722,813,418 | \$ 722,665,152 | \$ 726,384,858 | 0.02% | -0.49% |
| Days in MLS - Average | 8 | 12 | 20 | -33.33% | -60.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 106.30% | 105.85% | 102.72% | 0.43% | 3.49% |

APRIL 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 | 3,204 | 2,594 | 6,855 | 7,012 | 5,160 | 23.52% | -62.16% | -2.24% | 35.89% |
| New Listings | 20,575 | 21,102 | 21,345 | 23,666 | 22,393 | -2.50% | -1.14% | -9.81% | 5.68% |
| Closed | 16,250 | 18,049 | 16,025 | 16,216 | 16,288 | -9.97% | 12.63% | -1.18% | -0.44% |
| Close Price - Average | \$ 680,208 | \$ 583,545 | \$ 495,744 | \$ 477,029 | \$ 470,561 | 16.56% | 17.71% | 3.92% | 1.37% |
| Close Price - Median | \$ 590,000 | \$ 495,000 | \$ 435,000 | \$ 410,000 | \$ 405,000 | 19.19% | 13.79% | 6.10% | 1.23% |
| Sales Volume | \$ 11,053,371,889 | \$ 10,532,405,270 | \$ 7,944,292,046 | \$ 7,735,508,716 | \$ 7,664,499,822 | 4.95% | 32.58% | 2.70% | 0.93% |
| Days in MLS - Average | 13 | 20 | 33 | 34 | 28 | -35.00% | -39.39% | -2.94% | 21.43% |
| Days in MLS - Median | 4 | 4 | 9 | 12 | 6 | 0.00% | -55.56% | -25.00% | 100.00% |
| Close Price/List Price | 105.42% | 102.91% | 99.57% | 99.24% | 100.33% | 2.44% | 3.35% | 0.33% | -1.09% |
| Detached | | | | | | | | | |
| Active Listings at Month End | 2,445 | 1,640 | 4,576 | 4,891 | 3,851 | 49.09% | -64.16% | -6.44% | 27.01% |
| New Listings | 14,640 | 14,519 | 14,761 | 16,589 | 15,997 | 0.83% | -1.64% | -11.02% | 3.70% |
| Closed | 11,154 | 12,150 | 11,183 | 11,375 | 11,355 | -8.20% | 8.65% | -1.69% | 0.18% |
| Close Price - Average | \$ 772,524 | \$ 665,108 | \$ 548,937 | \$ 527,288 | \$ 522,064 | 16.15% | 21.16% | 4.11% | 1.00% |
| Close Price - Median | \$ 650,000 | \$ 550,000 | \$ 474,990 | \$ 445,000 | \$ 440,000 | 18.18% | 15.79% | 6.74% | 1.14% |
| Sales Volume | \$ 8,616,734,358 | \$ 8,081,066,225 | \$ 6,138,763,304 | \$ 5,997,897,915 | \$ 5,928,033,674 | 6.63% | 31.64% | 2.35% | 1.18% |
| Days in MLS - Average | 12 | 16 | 32 | 35 | 29 | -25.00% | -50.00% | -8.57% | 20.69% |
| Days in MLS - Median | 4 | 4 | 8 | 12 | 6 | 0.00% | -50.00% | -33.33% | 100.00% |
| Close Price/List Price | 105.72% | 103.66% | 99.64% | 99.23% | 100.22% | 1.99% | 4.03% | 0.41% | -0.99% |
| Attached | | | | | | | | | |
| Active Listings at Month End | 759 | 954 | 2,279 | 2,121 | 1,309 | -20.44% | -58.14% | 7.45% | 62.03% |
| New Listings | 5,935 | 6,583 | 6,584 | 7,077 | 6,396 | -9.84% | -0.02% | -6.97% | 10.65% |
| Closed | 5,096 | 5,899 | 4,842 | 4,841 | 4,933 | -13.61% | 21.83% | 0.02% | -1.86% |
| Close Price - Average | \$ 478,147 | \$ 415,552 | \$ 372,889 | \$ 358,936 | \$ 352,010 | 15.06% | 11.44% | 3.89% | 1.97% |
| Close Price - Median | \$ 416,000 | \$ 350,000 | \$ 319,950 | \$ 300,000 | \$ 296,000 | 18.86% | 9.39% | 6.65% | 1.35% |
| Sales Volume | \$ 2,436,637,531 | \$ 2,451,339,045 | \$ 1,805,528,742 | \$ 1,737,610,801 | \$ 1,736,466,148 | -0.60% | 35.77% | 3.91% | 0.07% |
| Days in MLS - Average | 14 | 27 | 35 | 32 | 25 | -48.15% | -22.86% | 9.38% | 28.00% |
| Days in MLS - Median | 4 | 5 | 11 | 12 | 6 | -20.00% | -54.55% | -8.33% | 100.00% |
| Close Price/List Price | 104.78% | 101.38% | 99.40% | 99.26% | 100.59% | 3.35% | 1.99% | 0.14% | -1.32% |

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 | 4 | 1.00 | 43 | 13 | 0.30 |
| \$200,000 to \$299,999 | 8 | 15 | 1.88 | 170 | 73 | 0.43 |
| \$300,000 to \$399,999 | 65 | 37 | 0.57 | 340 | 151 | 0.44 |
| \$400,000 to \$499,999 | 319 | 194 | 0.61 | 369 | 128 | 0.35 |
| \$500,000 to \$749,999 | 1,688 | 997 | 0.59 | 382 | 215 | 0.56 |
| \$750,000 to \$999,999 | 768 | 598 | 0.78 | 96 | 76 | 0.79 |
| \$1,000,000 and over | 599 | 599 | 1.00 | 60 | 103 | 1.72 |
| TOTALS | 3,452 | 2,445 | 0.71 | 1,460 | 759 | 0.52 |

| Price Range | Detached | | % change | Attached | | % change |
|------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| | Closed Apr, '22 | Closed Mar, '22 | | Closed Apr, '22 | Closed Mar, '22 | |
| Month-Over-Month | | | | | | |
| \$0 to \$99,999 | 1 | - | | - | - | |
| \$100,000 to \$199,999 | 4 | 5 | -20.00% | 43 | 41 | 4.88% |
| \$200,000 to \$299,999 | 8 | 9 | -11.11% | 170 | 213 | -20.19% |
| \$300,000 to \$399,999 | 65 | 81 | -19.75% | 340 | 371 | -8.36% |
| \$400,000 to \$499,999 | 319 | 360 | -11.39% | 369 | 312 | 18.27% |
| \$500,000 to \$749,999 | 1,688 | 1,675 | 0.78% | 382 | 370 | 3.24% |
| \$750,000 to \$999,999 | 768 | 674 | 13.95% | 96 | 86 | 11.63% |
| \$1,000,000 and over | 599 | 508 | 17.91% | 60 | 65 | -7.69% |
| TOTALS | 3,452 | 3,312 | 4.23% | 1,460 | 1,458 | 0.14% |

| Price Range | Detached | | % change | Attached | | % change |
|------------------------|--------------|--------------|----------|--------------|--------------|----------|
| | YTD Apr, '22 | YTD Apr, '21 | | YTD Apr, '22 | YTD Apr, '21 | |
| Year-Over-Year | | | | | | |
| \$0 to \$99,999 | 2 | 4 | -50.00% | 2 | - | |
| \$100,000 to \$199,999 | 18 | 13 | 38.46% | 197 | 473 | -58.35% |
| \$200,000 to \$299,999 | 39 | 175 | -77.71% | 750 | 1,441 | -47.95% |
| \$300,000 to \$399,999 | 326 | 1,249 | -73.90% | 1,294 | 1,674 | -22.70% |
| \$400,000 to \$499,999 | 1,358 | 3,145 | -56.82% | 1,178 | 996 | 18.27% |
| \$500,000 to \$749,999 | 5,641 | 4,853 | 16.24% | 1,183 | 910 | 30.00% |
| \$750,000 to \$999,999 | 2,167 | 1,476 | 46.82% | 302 | 242 | 24.79% |
| \$1,000,000 and over | 1,603 | 1,235 | 29.80% | 190 | 163 | 16.56% |
| TOTALS | 11,154 | 12,150 | -8.20% | 5,096 | 5,899 | -13.61% |

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 | 2,350 | 1,667 | 1,306 | 1,426 | 1,283 | 40.97% | 27.64% | -8.42% | 11.15% |
| Pending | 1,832 | 1,477 | 668 | 882 | 794 | 24.04% | 121.11% | -24.26% | 11.08% |
| Closed | 1,793 | 1,398 | 661 | 654 | 649 | 28.25% | 111.50% | 1.07% | 0.77% |
| Sales Volume | \$ 2,855,579,066 | \$ 2,236,562,297 | \$ 1,001,588,109 | \$ 1,033,556,416 | \$ 992,087,056 | 27.68% | 123.30% | -3.09% | 4.18% |
| Days in MLS - Average | 20 | 47 | 63 | 67 | 78 | -57.45% | -25.40% | -5.97% | -14.10% |
| Days in MLS - Median | 4 | 6 | 23 | 22 | 32 | -33.33% | -73.91% | 4.55% | -31.25% |
| Close Price/List Price | 106.77% | 100.73% | 97.05% | 97.61% | 97.43% | 6.00% | 3.79% | -0.57% | 0.18% |
| PSF Total | \$ 395 | \$ 357 | \$ 352 | \$ 335 | \$ 298 | 10.64% | 1.42% | 5.07% | 12.42% |
| Detached | | | | | | | | | |
| New Listings | 2,094 | 1,445 | 1,142 | 1,267 | 1,149 | 44.91% | 26.53% | -9.87% | 10.27% |
| Pending | 1,637 | 1,318 | 600 | 787 | 722 | 24.20% | 119.67% | -23.76% | 9.00% |
| Closed | 1,603 | 1,235 | 586 | 581 | 592 | 29.80% | 110.75% | 0.86% | -1.86% |
| Sales Volume | \$ 2,572,381,124 | \$ 1,997,711,090 | \$ 890,524,705 | \$ 909,549,417 | \$ 900,429,097 | 28.77% | 124.33% | -2.09% | 1.01% |
| Days in MLS - Average | 18 | 46 | 62 | 67 | 78 | -60.87% | -25.81% | -7.46% | -14.10% |
| Days in MLS - Median | 4 | 6 | 21 | 22 | 31 | -33.33% | -71.43% | -4.55% | -29.03% |
| Close Price/List Price | 107.00% | 100.86% | 97.07% | 97.60% | 97.49% | 6.09% | 3.90% | -0.54% | 0.11% |
| PSF Total | \$ 375 | \$ 333 | \$ 319 | \$ 298 | \$ 279 | 12.61% | 4.39% | 7.05% | 6.81% |
| Attached | | | | | | | | | |
| New Listings | 256 | 222 | 164 | 159 | 134 | 15.32% | 35.37% | 3.14% | 18.66% |
| Pending | 195 | 159 | 68 | 95 | 72 | 22.64% | 133.82% | -28.42% | 31.94% |
| Closed | 190 | 163 | 75 | 73 | 57 | 16.56% | 117.33% | 2.74% | 28.07% |
| Sales Volume | \$ 283,197,942 | \$ 238,851,207 | \$ 111,063,404 | \$ 124,006,999 | \$ 91,657,959 | 18.57% | 115.06% | -10.44% | 35.29% |
| Days in MLS - Average | 38 | 51 | 71 | 63 | 73 | -25.49% | -28.17% | 12.70% | -13.70% |
| Days in MLS - Median | 4 | 7 | 36 | 24 | 34 | -42.86% | -80.56% | 50.00% | -29.41% |
| Close Price/List Price | 104.88% | 99.74% | 96.89% | 97.75% | 96.87% | 5.15% | 2.94% | -0.88% | 0.91% |
| PSF Total | \$ 566 | \$ 544 | \$ 613 | \$ 626 | \$ 503 | 4.04% | -11.26% | -2.08% | 24.45% |

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

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

| | Apr, '22 | Prior Month | Last Year | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 1238 | 956 | 696 | 29.50% | 77.87% |
| Pending | 951 | 711 | 547 | 33.76% | 73.86% |
| Closed | 864 | 760 | 632 | 13.68% | 36.71% |
| Sales Volume | \$ 732,118,171 | \$ 640,736,855 | \$ 535,533,042 | 14.26% | 36.71% |
| Days in MLS - Average | 8 | 13 | 14 | -38.46% | -42.86% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.36% | 106.93% | 104.56% | 0.40% | 2.68% |
| PSF Total | \$ 310 | \$ 301 | \$ 276 | 2.99% | 12.32% |
| Detached | | | | | |
| New Listings | 1,129 | 863 | 586 | 30.82% | 92.66% |
| Pending | 849 | 646 | 462 | 31.42% | 83.77% |
| Closed | 768 | 674 | 566 | 13.95% | 35.69% |
| Sales Volume | \$ 650,850,163 | \$ 568,080,160 | \$ 478,584,544 | 14.57% | 35.99% |
| Days in MLS - Average | 8 | 11 | 12 | -27.27% | -33.33% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.49% | 107.15% | 104.98% | 0.32% | 2.39% |
| PSF Total | \$ 293 | \$ 280 | \$ 260 | 4.64% | 12.69% |
| Attached | | | | | |
| New Listings | 109 | 93 | 110 | 17.20% | -0.91% |
| Pending | 102 | 65 | 85 | 56.92% | 20.00% |
| Closed | 96 | 86 | 66 | 11.63% | 45.45% |
| Sales Volume | \$ 81,268,008 | \$ 72,656,695 | \$ 56,948,498 | 11.85% | 42.70% |
| Days in MLS - Average | 10 | 22 | 33 | -54.55% | -69.70% |
| Days in MLS - Median | 4 | 5 | 5 | -20.00% | -20.00% |
| Close Price/List Price | 106.35% | 105.20% | 100.98% | 1.09% | 5.32% |
| PSF Total | \$ 444 | \$ 462 | \$ 415 | -3.90% | 6.99% |

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 | 3,259 | 2,040 | 1,632 | 1,613 | 1,443 | 59.75% | 25.00% | 1.18% | 11.78% |
| Pending | 2,700 | 1,899 | 1,037 | 1,141 | 1,078 | 42.18% | 83.12% | -9.11% | 5.84% |
| Closed | 2,469 | 1,718 | 943 | 821 | 832 | 43.71% | 82.18% | 14.86% | -1.32% |
| Sales Volume | \$ 2,085,011,354 | \$ 1,460,332,489 | \$ 795,518,917 | \$ 693,791,715 | \$ 708,651,539 | 42.78% | 83.57% | 14.66% | -2.10% |
| Days in MLS - Average | 13 | 23 | 44 | 50 | 55 | -43.48% | -47.73% | -12.00% | -9.09% |
| Days in MLS - Median | 4 | 5 | 13 | 19 | 16 | -20.00% | -61.54% | -31.58% | 18.75% |
| Close Price/List Price | 106.15% | 102.82% | 99.09% | 98.88% | 99.08% | 3.24% | 3.76% | 0.21% | -0.20% |
| PSF Total | \$ 304 | \$ 273 | \$ 247 | \$ 246 | \$ 238 | 11.36% | 10.53% | 0.41% | 3.36% |
| Detached | | | | | | | | | |
| New Listings | 2,920 | 1,707 | 1,331 | 1,348 | 1,207 | 71.06% | 28.25% | -1.26% | 11.68% |
| Pending | 2,400 | 1,593 | 867 | 958 | 912 | 50.66% | 83.74% | -9.50% | 5.04% |
| Closed | 2,167 | 1,476 | 783 | 667 | 689 | 46.82% | 88.51% | 17.39% | -3.19% |
| Sales Volume | \$ 1,830,126,388 | \$ 1,252,088,312 | \$ 658,917,552 | \$ 562,918,226 | \$ 587,636,697 | 46.17% | 90.02% | 17.05% | -4.21% |
| Days in MLS - Average | 12 | 19 | 45 | 50 | 56 | -36.84% | -57.78% | -10.00% | -10.71% |
| Days in MLS - Median | 4 | 4 | 12 | 18 | 17 | 0.00% | -66.67% | -33.33% | 5.88% |
| Close Price/List Price | 106.42% | 103.27% | 99.11% | 98.88% | 99.04% | 3.05% | 4.20% | 0.23% | -0.16% |
| PSF Total | \$ 284 | \$ 253 | \$ 225 | \$ 225 | \$ 218 | 12.25% | 12.44% | 0.00% | 3.21% |
| Attached | | | | | | | | | |
| New Listings | 339 | 333 | 301 | 265 | 236 | 1.80% | 10.63% | 13.58% | 12.29% |
| Pending | 300 | 306 | 170 | 183 | 166 | -1.96% | 80.00% | -7.10% | 10.24% |
| Closed | 302 | 242 | 160 | 154 | 143 | 24.79% | 51.25% | 3.90% | 7.69% |
| Sales Volume | \$ 254,884,966 | \$ 208,244,177 | \$ 136,601,365 | \$ 130,873,489 | \$ 121,014,842 | 22.40% | 52.45% | 4.38% | 8.15% |
| Days in MLS - Average | 23 | 50 | 41 | 53 | 55 | -54.00% | 21.95% | -22.64% | -3.64% |
| Days in MLS - Median | 5 | 10 | 16 | 25 | 14 | -50.00% | -37.50% | -36.00% | 78.57% |
| Close Price/List Price | 104.27% | 100.09% | 99.00% | 98.86% | 99.29% | 4.18% | 1.10% | 0.14% | -0.43% |
| PSF Total | \$ 452 | \$ 396 | \$ 353 | \$ 337 | \$ 336 | 14.14% | 12.18% | 4.75% | 0.30% |

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

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

| | Apr, '22 | Prior Month | Last Year | Prior Month | Last Year |
|--|------------------|------------------|------------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 2,734 | 2,452 | 2,219 | 11.50% | 23.21% |
| Pending | 2,284 | 2,038 | 1,862 | 12.07% | 22.66% |
| Closed | 2,070 | 2,045 | 1,988 | 1.22% | 4.12% |
| Sales Volume | \$ 1,271,116,895 | \$ 1,250,471,032 | \$ 1,198,011,052 | 1.65% | 6.10% |
| Days in MLS - Average | 8 | 11 | 10 | -27.27% | -20.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.09% | 106.56% | 105.54% | 0.50% | 1.47% |
| PSF Total | \$ 313 | \$ 305 | \$ 264 | 2.62% | 18.56% |
| Detached | | | | | |
| New Listings | 2,285 | 2,064 | 1,879 | 10.71% | 21.61% |
| Pending | 1,909 | 1,719 | 1,557 | 11.05% | 22.61% |
| Closed | 1,688 | 1,675 | 1,682 | 0.78% | 0.36% |
| Sales Volume | \$ 1,043,932,861 | \$ 1,031,411,447 | \$ 1,015,464,275 | 1.21% | 2.80% |
| Days in MLS - Average | 7 | 10 | 7 | -30.00% | 0.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.31% | 106.71% | 106.19% | 0.56% | 1.05% |
| PSF Total | \$ 298 | \$ 291 | \$ 244 | 2.41% | 22.13% |
| Attached | | | | | |
| New Listings | 449 | 388 | 340 | 15.72% | 32.06% |
| Pending | 375 | 319 | 305 | 17.55% | 22.95% |
| Closed | 382 | 370 | 306 | 3.24% | 24.84% |
| Sales Volume | \$ 227,184,034 | \$ 219,059,585 | \$ 182,546,777 | 3.71% | 24.45% |
| Days in MLS - Average | 10 | 15 | 26 | -33.33% | -61.54% |
| Days in MLS - Median | 4 | 4 | 5 | 0.00% | -20.00% |
| Close Price/List Price | 106.10% | 105.85% | 102.01% | 0.24% | 4.01% |
| PSF Total | \$ 381 | \$ 367 | \$ 376 | 3.81% | 1.33% |

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 | 8,268 | 6,468 | 5,610 | 5,760 | 5,039 | 27.83% | 15.29% | -2.60% | 14.31% |
| Pending | 7,458 | 6,027 | 4,189 | 4,502 | 4,231 | 23.74% | 43.88% | -6.95% | 6.41% |
| Closed | 6,824 | 5,763 | 4,139 | 3,448 | 3,486 | 18.41% | 39.24% | 20.04% | -1.09% |
| Sales Volume | \$ 4,161,792,101 | \$ 3,462,274,484 | \$ 2,455,644,769 | \$ 2,048,407,264 | \$ 2,064,260,142 | 20.20% | 40.99% | 19.88% | -0.77% |
| Days in MLS - Average | 12 | 16 | 40 | 42 | 40 | -25.00% | -60.00% | -4.76% | 5.00% |
| Days in MLS - Median | 4 | 4 | 13 | 17 | 12 | 0.00% | -69.23% | -23.53% | 41.67% |
| Close Price/List Price | 105.53% | 104.00% | 99.50% | 99.11% | 99.79% | 1.47% | 4.52% | 0.39% | -0.68% |
| PSF Total | \$ 299 | \$ 255 | \$ 219 | \$ 211 | \$ 211 | 17.25% | 16.44% | 3.79% | 0.00% |
| Detached | | | | | | | | | |
| New Listings | 6,933 | 5,455 | 4,714 | 4,844 | 4,277 | 27.09% | 15.72% | -2.68% | 13.26% |
| Pending | 6,217 | 5,028 | 3,593 | 3,889 | 3,623 | 23.65% | 39.94% | -7.61% | 7.34% |
| Closed | 5,641 | 4,853 | 3,553 | 2,984 | 2,936 | 16.24% | 36.59% | 19.07% | 1.63% |
| Sales Volume | \$ 3,462,165,789 | \$ 2,917,548,506 | \$ 2,108,011,498 | \$ 1,772,314,748 | \$ 1,738,529,629 | 18.67% | 38.40% | 18.94% | 1.94% |
| Days in MLS - Average | 11 | 12 | 38 | 41 | 38 | -8.33% | -68.42% | -7.32% | 7.89% |
| Days in MLS - Median | 4 | 4 | 12 | 17 | 11 | 0.00% | -66.67% | -29.41% | 54.55% |
| Close Price/List Price | 105.71% | 104.50% | 99.53% | 99.12% | 99.81% | 1.16% | 4.99% | 0.41% | -0.69% |
| PSF Total | \$ 284 | \$ 234 | \$ 198 | \$ 193 | \$ 190 | 21.37% | 18.18% | 2.59% | 1.58% |
| Attached | | | | | | | | | |
| New Listings | 1,335 | 1,013 | 896 | 916 | 762 | 31.79% | 13.06% | -2.18% | 120.21% |
| Pending | 1,241 | 999 | 596 | 613 | 608 | 24.22% | 67.62% | -2.77% | 0.82% |
| Closed | 1,183 | 910 | 586 | 464 | 550 | 30.00% | 55.29% | 26.29% | -15.64% |
| Sales Volume | \$ 699,626,312 | \$ 544,725,978 | \$ 347,633,271 | \$ 276,092,516 | \$ 325,730,513 | 28.44% | 56.70% | 25.91% | -15.24% |
| Days in MLS - Average | 16 | 40 | 51 | 48 | 55 | -60.00% | -21.57% | 6.25% | -12.73% |
| Days in MLS - Median | 4 | 6 | 18 | 23 | 18 | -33.33% | -66.67% | -21.74% | 27.78% |
| Close Price/List Price | 104.68% | 101.34% | 99.34% | 99.03% | 99.66% | 3.30% | 2.01% | 0.31% | -0.63% |
| PSF Total | \$ 369 | \$ 366 | \$ 351 | \$ 327 | \$ 331 | 0.82% | 4.27% | 7.34% | -1.21% |

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

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

| | Apr, '22 | Prior Month | Last Year | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 1,672 | 1,567 | 2,476 | 6.70% | -32.47% |
| Pending | 1,539 | 1,366 | 2,155 | 12.66% | -28.58% |
| Closed | 1,093 | 1,124 | 1,944 | -2.76% | -43.78% |
| Sales Volume | \$ 453,111,053 | \$ 461,912,671 | \$ 803,249,836 | -1.91% | -43.59% |
| Days in MLS - Average | 6 | 9 | 10 | -33.33% | -40.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 106.50% | 105.88% | 104.81% | 0.59% | 1.61% |
| PSF Total | \$ 340 | \$ 337 | \$ 282 | 0.89% | 20.57% |
| Detached | | | | | |
| New Listings | 787 | 757 | 1,615 | 3.96% | -51.27% |
| Pending | 727 | 662 | 1,378 | 9.82% | -47.24% |
| Closed | 384 | 441 | 1,193 | -12.93% | -67.81% |
| Sales Volume | \$ 169,701,894 | \$ 194,221,473 | \$ 514,022,151 | -12.62% | -66.99% |
| Days in MLS - Average | 6 | 9 | 6 | -33.33% | 0.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 105.53% | 104.50% | 105.48% | 0.99% | 0.05% |
| PSF Total | \$ 337 | \$ 340 | \$ 270 | -0.88% | 24.81% |
| Attached | | | | | |
| New Listings | 885 | 810 | 861 | 9.26% | 2.79% |
| Pending | 812 | 704 | 777 | 15.34% | 4.50% |
| Closed | 709 | 683 | 751 | 3.81% | -5.59% |
| Sales Volume | \$ 283,409,159 | \$ 267,691,198 | \$ 289,227,685 | 5.87% | -2.01% |
| Days in MLS - Average | 6 | 9 | 15 | -33.33% | -60.00% |
| Days in MLS - Median | 4 | 4 | 4 | 0.00% | 0.00% |
| Close Price/List Price | 107.02% | 106.76% | 103.74% | 0.24% | 3.16% |
| PSF Total | \$ 342 | \$ 334 | \$ 302 | 2.40% | 13.25% |

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 | 5,424 | 8,554 | 9,741 | 11,052 | 10,465 | -36.59% | -12.19% | -11.86% | 5.61% |
| Pending | 5,146 | 8,239 | 8,182 | 9,798 | 9,266 | -37.54% | 0.70% | -16.49% | 5.74% |
| Closed | 4,156 | 7,064 | 7,724 | 8,241 | 7,935 | -41.17% | -8.54% | -6.27% | 3.86% |
| Sales Volume | \$ 1,713,198,312 | \$ 2,880,483,379 | \$ 3,087,871,009 | \$ 3,234,155,435 | \$ 3,106,198,134 | -40.52% | -6.72% | -4.52% | 4.12% |
| Days in MLS - Average | 10 | 14 | 26 | 30 | 20 | -28.57% | -46.15% | -13.33% | 50.00% |
| Days in MLS - Median | 4 | 4 | 7 | 11 | 6 | 0.00% | -42.86% | -36.36% | 83.33% |
| Close Price/List Price | 104.96% | 103.21% | 100.04% | 99.57% | 100.75% | 1.70% | 3.17% | 0.47% | -1.17% |
| PSF Total | \$ 327 | \$ 267 | \$ 220 | \$ 208 | \$ 203 | 22.47% | 21.36% | 5.77% | 2.46% |
| Detached | | | | | | | | | |
| New Listings | 2,624 | 5,713 | 7,042 | 8,385 | 8,245 | -54.07% | -18.87% | -16.02% | 1.70% |
| Pending | 2,498 | 5,409 | 6,177 | 7,617 | 7,365 | -53.82% | -12.43% | -18.91% | 3.42% |
| Closed | 1,684 | 4,394 | 5,783 | 6,502 | 6,270 | -61.68% | -24.02% | -11.06% | 3.70% |
| Sales Volume | \$ 738,559,241 | \$ 1,864,845,877 | \$ 2,360,242,915 | \$ 2,585,556,559 | \$ 2,477,995,466 | -60.40% | -20.99% | -8.71% | 4.34% |
| Days in MLS - Average | 10 | 10 | 24 | 29 | 19 | 0.00% | -58.33% | -17.24% | 52.63% |
| Days in MLS - Median | 4 | 4 | 6.00% | 10 | 5 | 0.00% | 6566.67% | -99.40% | 100.00% |
| Close Price/List Price | 104.03% | 103.86% | 100.17% | 99.57% | 100.78% | 0.16% | 3.68% | 0.60% | -1.20% |
| PSF Total | \$ 325 | \$ 253 | \$ 207 | \$ 195 | \$ 188 | 28.46% | 22.22% | 6.15% | 3.72% |
| Attached | | | | | | | | | |
| New Listings | 2,800 | 2,841 | 2,699 | 2,667 | 2,220 | -1.44% | 5.26% | 1.20% | 20.14% |
| Pending | 2,648 | 2,830 | 2,005 | 2,181 | 1,901 | -6.43% | 41.15% | -8.07% | 14.73% |
| Closed | 2,472 | 2,670 | 1,941 | 1,739 | 1,665 | -7.42% | 37.56% | 11.62% | 4.44% |
| Sales Volume | 974,639,071 | 1,015,637,502 | \$ 727,628,094 | \$ 648,598,876 | \$ 628,202,668 | -4.04% | 39.58% | 12.18% | 3.25% |
| Days in MLS - Average | 10 | 22 | 33 | 32 | 26 | -54.55% | -33.33% | 3.13% | 23.08% |
| Days in MLS - Median | 4 | 5 | 10 | 12 | 6 | -20.00% | -50.00% | -16.67% | 100.00% |
| Close Price/List Price | 105.60% | 102.14% | 99.66% | 99.53% | 100.63% | 3.39% | 2.49% | 0.13% | -1.09% |
| PSF Total | \$ 328 | \$ 290 | \$ 258 | \$ 255 | \$ 260 | 13.10% | 12.40% | 1.18% | -1.92% |