

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

March 2023

MARKET OVERVIEW

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

Here are the highlights:



Residential (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	3,778	-8.30%	208.16%
Closed Homes	2,661	22.51%	-24.87%
Close Price - Average	\$657,921	5.23%	1.29%
Close Price - Median	\$562,500	4.39%	-2.17%
Days in MLS - Average	48	4.35%	242.86%



Detached

Active Listings at Month End	2,618	-9.51%	206.92%
Closed Homes	1,902	25.30%	-20.18%
Close Price - Average	\$731,318	4.31%	-1.42%
Close Price - Median	\$600,000	0.84%	-5.66%
Days in MLS - Average	49	0.00%	250.00%



Attached

Active Listings at Month End	1,160	-5.46%	210.99%
Closed Homes	759	16.06%	-34.51%
Close Price - Average	\$473,995	5.56%	3.11%
Close Price - Median	\$400,000	1.14%	-1.23%
Days in MLS - Average	45	15.38%	181.25%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- We continue to see sellers reduce listing prices or offer rate buydowns in order to attract more buyers.
- With so many buyers already owning a home, contingent offers are becoming increasingly common.
- We are seeing the number of showings on listings increase but we are not seeing the urgency from buyers to submit offers. Buyers now have some breathing room prior to submitting an offer.
- More and more buyers are expecting—and even relying on—floor plans being included in the marketing of a property.
- Despite higher interest rates, the spring homebuying fever is setting in and Realtors® are receiving multiple offers on properties priced correctly, houses below \$600,000 or over \$1 million, remodeled homes and/or properties in unique or desirable locations.

✓ Local News:

- Denver eviction filings are back above pre-pandemic levels. January 2023 saw nearly two times the number of evictions compared to January 2022.
- Denver's paint season is fairly short, and project demand picks up substantially after St. Patrick's Day as the weather gets warmer. Connect with painting companies now to gather bids and schedule radon screens before they book up for the season.
- The Affordable Connectivity Program run by the Federal Communications Commission (FCC) helps low-income households pay for internet service and connected devices like a laptop or tablet. Eligible households could receive up to \$30 every month for internet service. Colorado's participation rate is lower than national at just 31 percent.

✓ National News:

- While some have begun to slow down, most developers and their contractors appear to be as busy as ever.
- Home values in predominantly black neighborhoods increased faster than home values for all other races throughout the pandemic, giving an equity boost to Black homeowners. In February 2020, the typical home was worth 82.7 percent of the value of a home in the greater market. By January 2023, that ratio increased to 85.2 percent.
- Nationwide, purchases by investors dropped a whopping 46 percent year-over-year in the last quarter of 2022.
- According to the National Association of Realtors®, single-family existing home sales prices climbed in almost 90 percent of measured metro areas in the fourth quarter. The national median single-family existing

home price increased four percent from one year ago to \$378,700.

- The second half of 2022 hit iBuyers hard. Opendoor suffered a net loss of \$399 million in the fourth quarter, which followed a third-quarter net loss of almost \$1 billion.
- According to the American Society of Interior Designers, homeowners are increasingly interested in interiors that make use of colors, lighting and natural materials as well as the introduction of dedicated areas for wellness activities like yoga or meditation.
- A tight labor market continues to be a thorn in Powell's side. Initial jobless claims are at their lowest since 1969 when the United States had 130 million fewer people. The Job Openings and Labor Turnover Survey (JOLTS) showed an increase of 11 million job openings—that's two jobs per every unemployed person.

✓ Mortgage News:

- Homebuyers using FHA-insured mortgages can now save \$1,657 per year in mortgage insurance premiums on Denver's median priced homes.
- VA buyers are getting their discount, saving \$844 up-front with a new lower funding fee on a Denver median priced home.
- Mortgage purchase applications dropped 25 percent in February to levels last seen in 1995 due to mortgage rates increasing throughout the month from 5.99 to 6.94 percent.
- The monthly principal and interest mortgage payment on a typical Denver single-family home with a 20 percent down payment is \$2,976 - that's up 36 percent from the previous year primarily due to interest rates moving from 3.94 percent last year to 6.96 percent this year.

✓ Rental News:

- Rental property cash flows have changed. With higher interest rates, it's more difficult to make the numbers work
- Denver's short-term rental numbers finally caught up to levels from pre-pandemic levels, with 2,580 active licenses in February, up 21 percent year-over-year.

✓ Quick Stats:

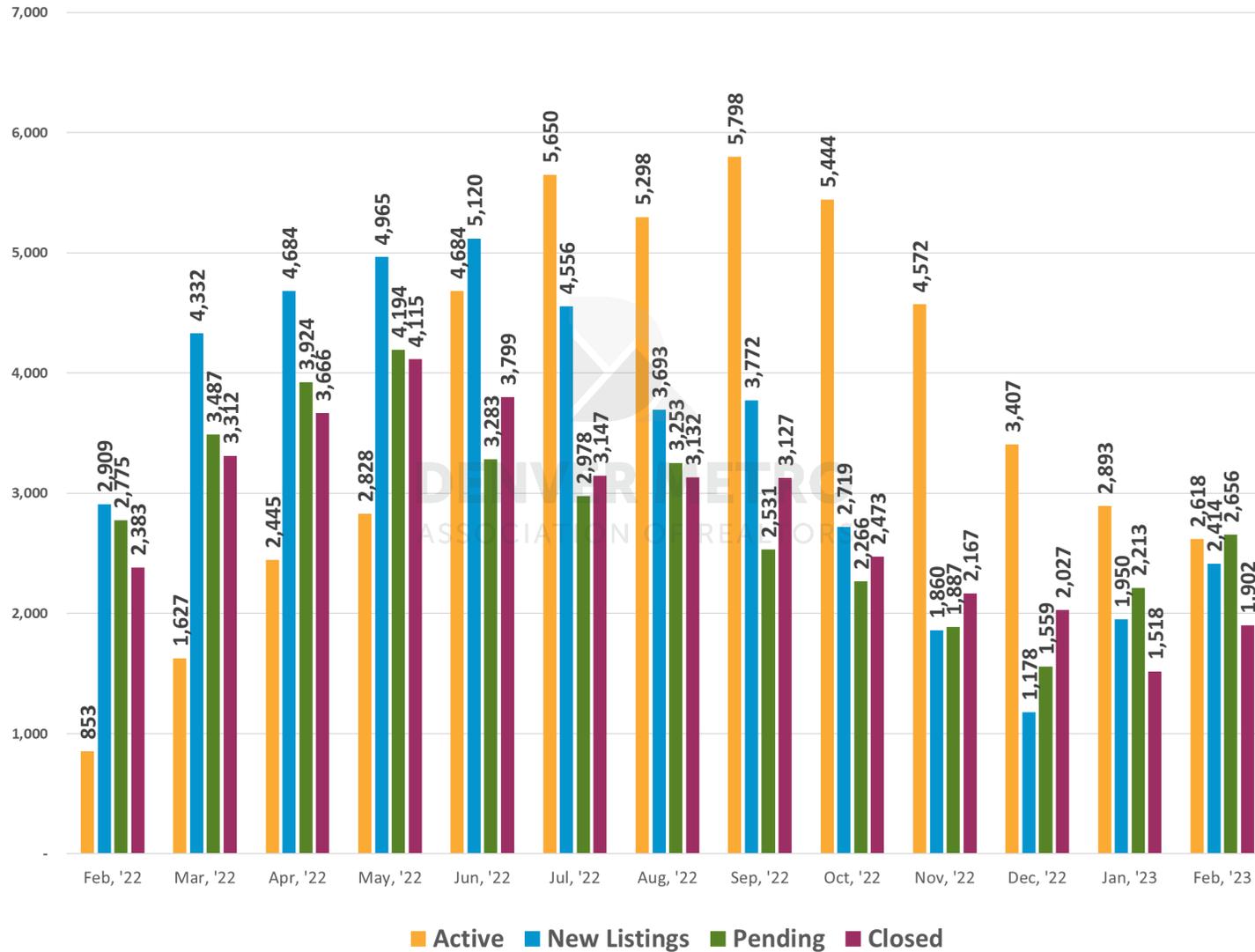
- Average active listings for February are 12,905 (1985-2022).
- Record-high February was 2006 with 25,484 listings and the record-low was set last year with 1,226 listings.
- The historical average increase in active listings from January to February is 0.53 percent. A decrease of 8.30 percent this February represents the second largest percentage decrease since 2021's 12.61 percent.

Detached Single-Family

DMAR Market Trends | February 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

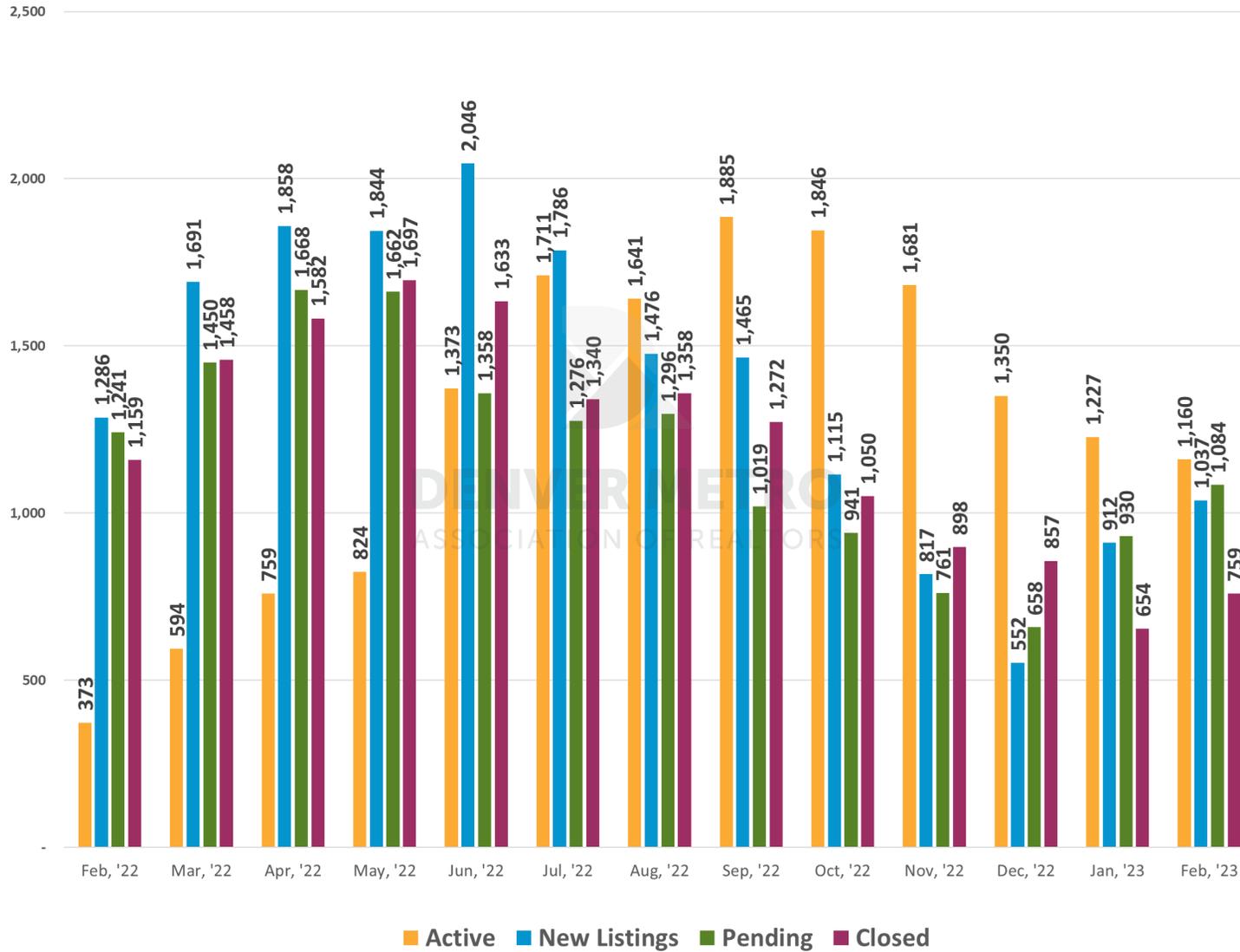


Attached Single-Family

DMAR Market Trends | February 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

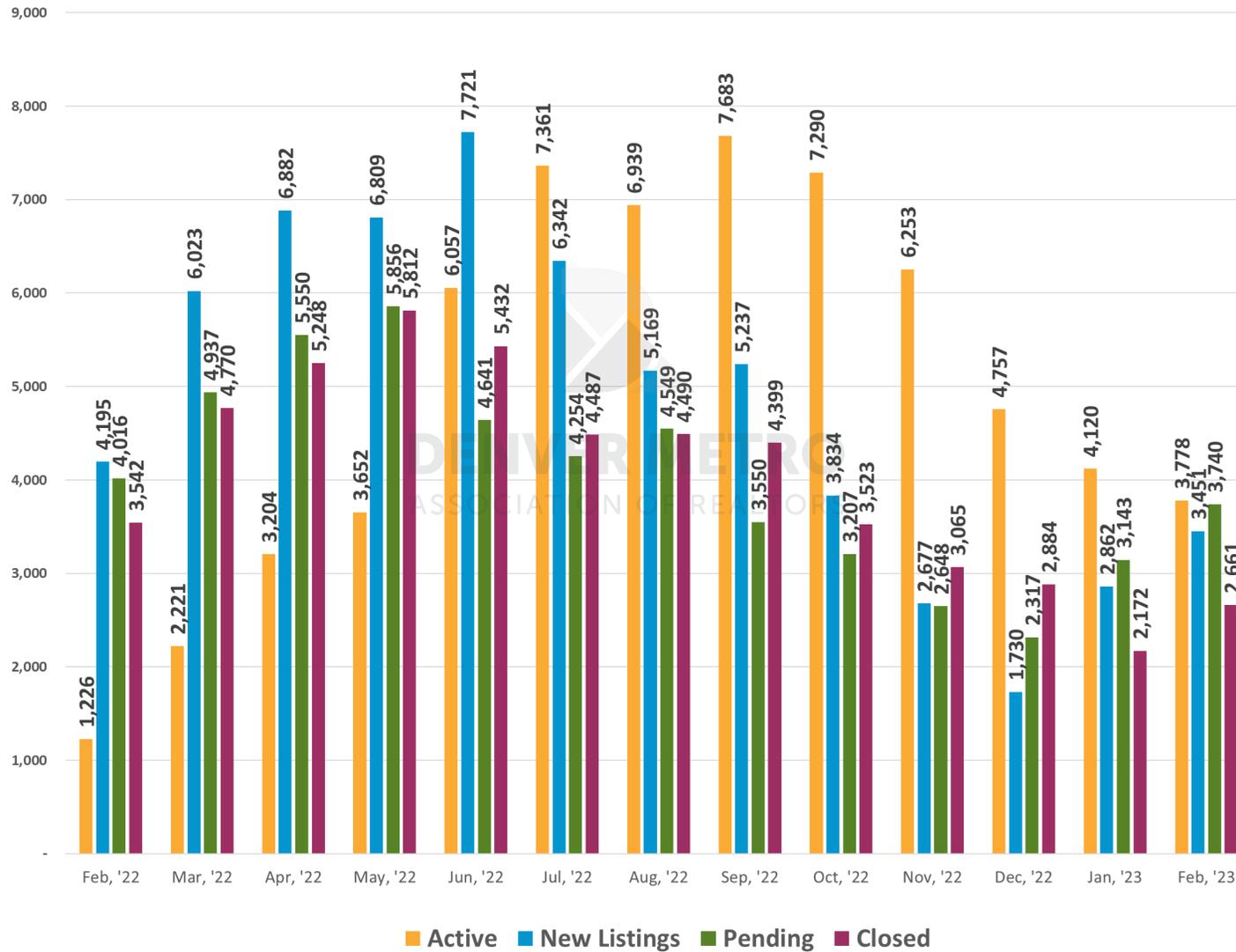


Residential (Detached + Attached)

DMAR Market Trends | February 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

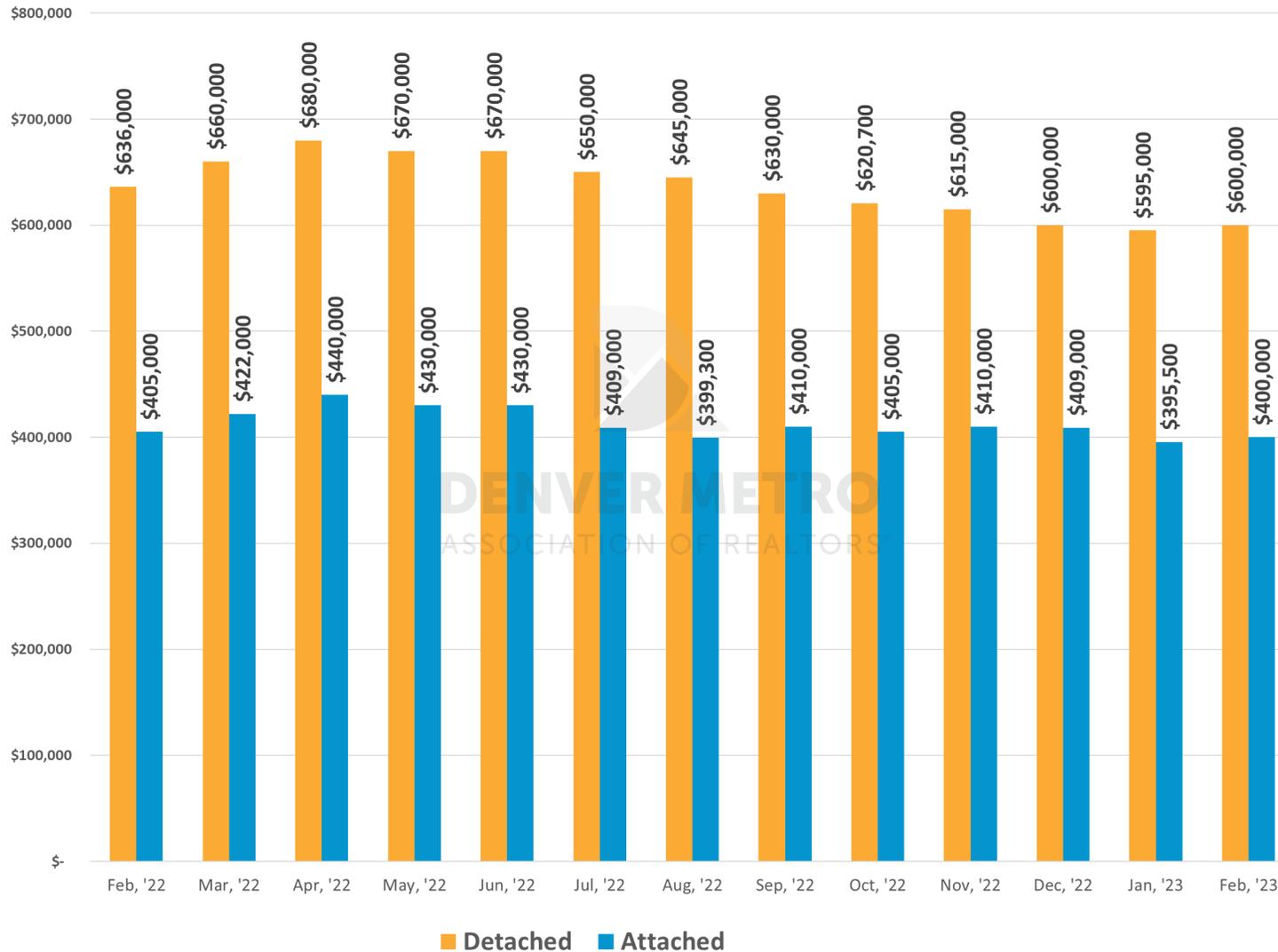


Median Close Price

DMAR Market Trends | February 2023 Data

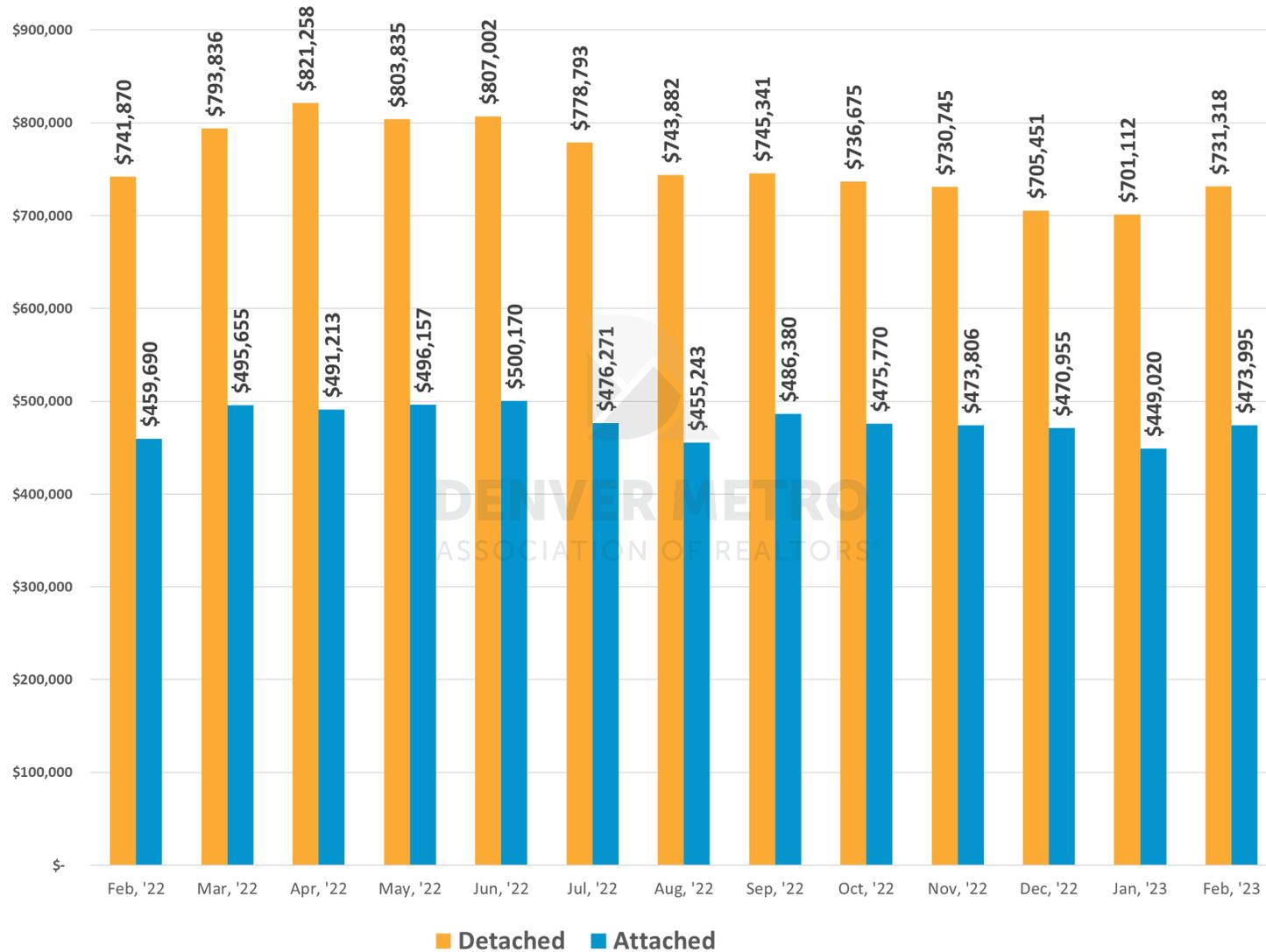
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



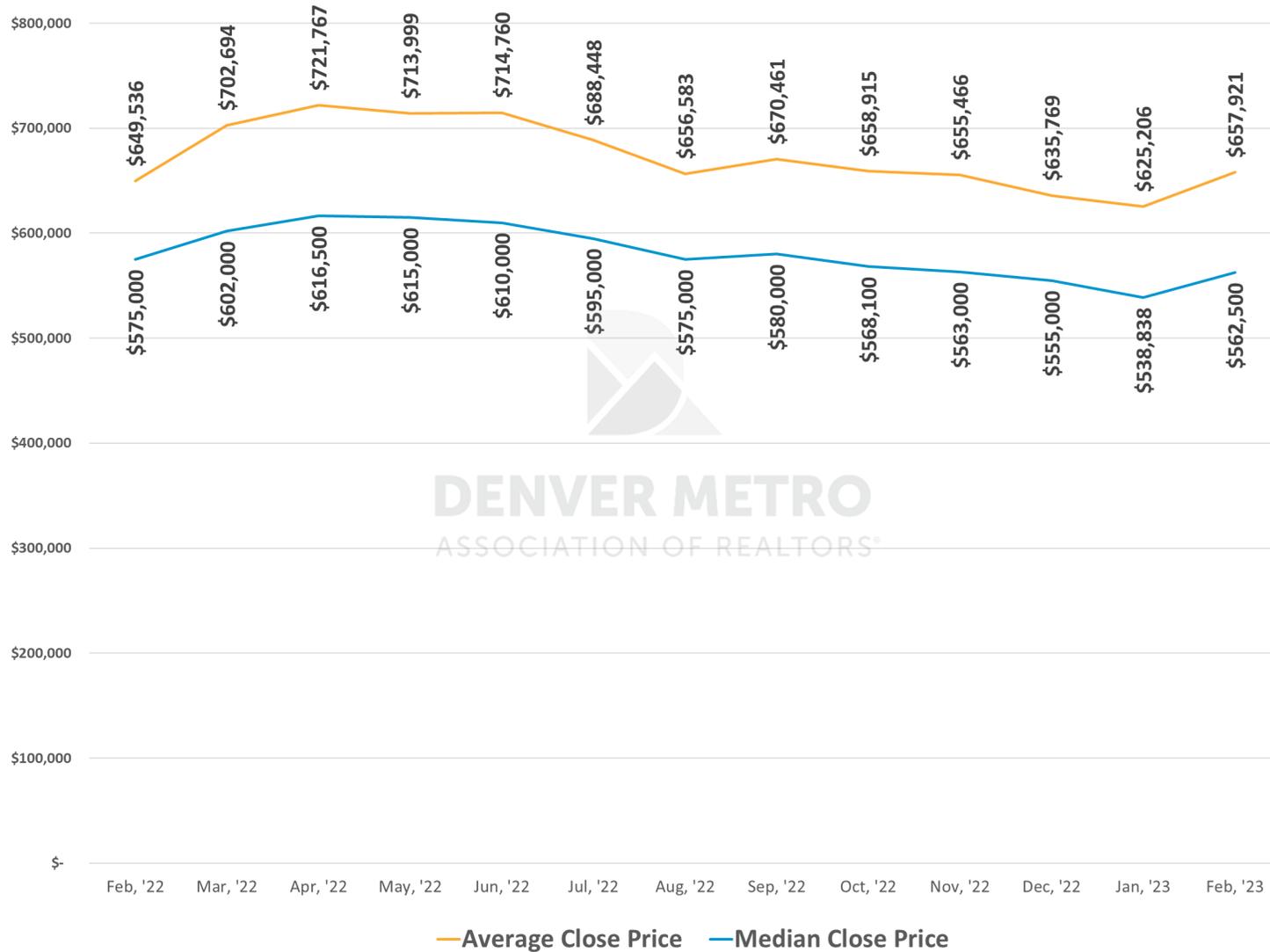
Average Close Price

DMAR Market Trends | February 2023 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



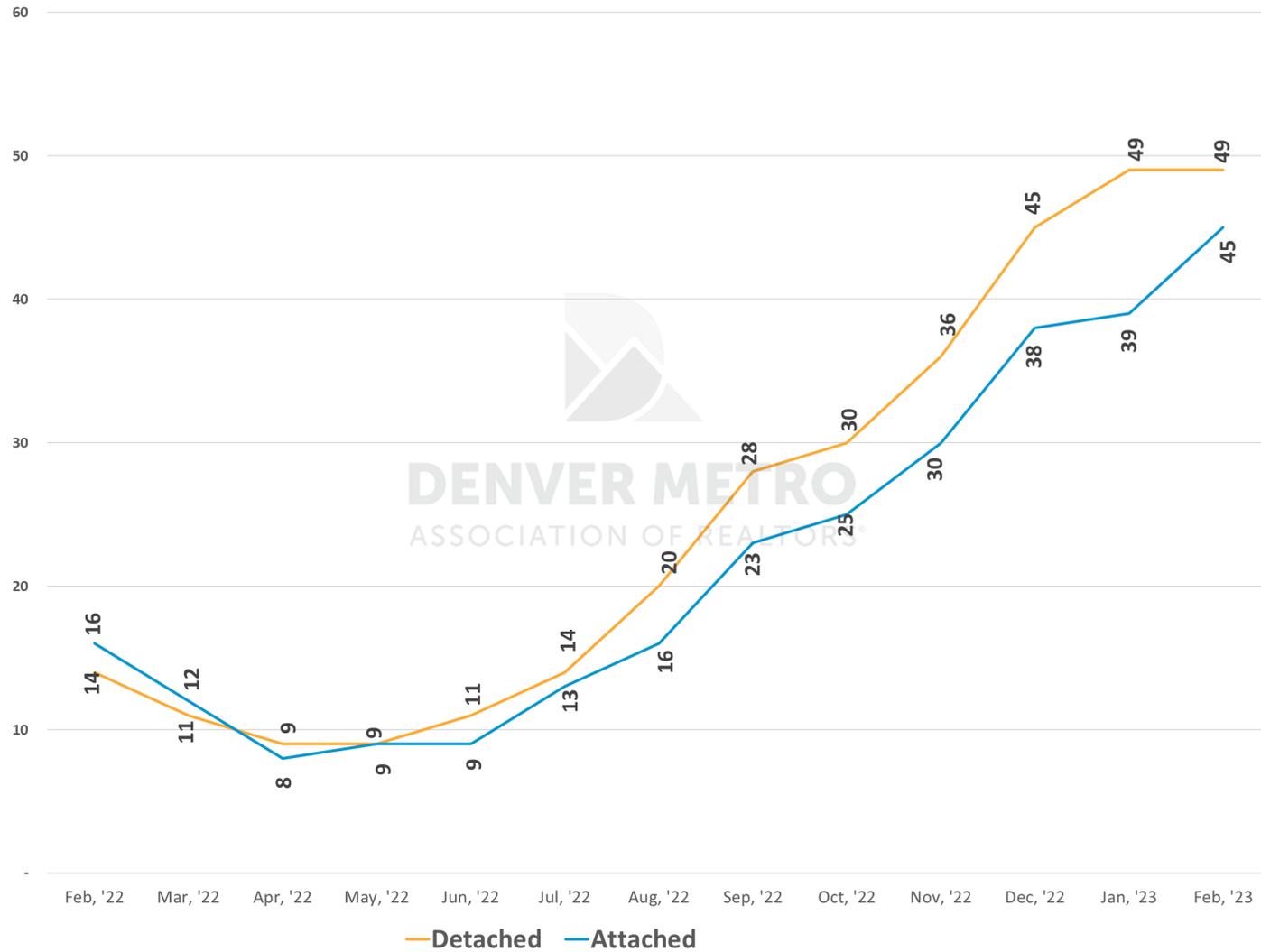
Residential Close Price

DMAR Market Trends | February 2023 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



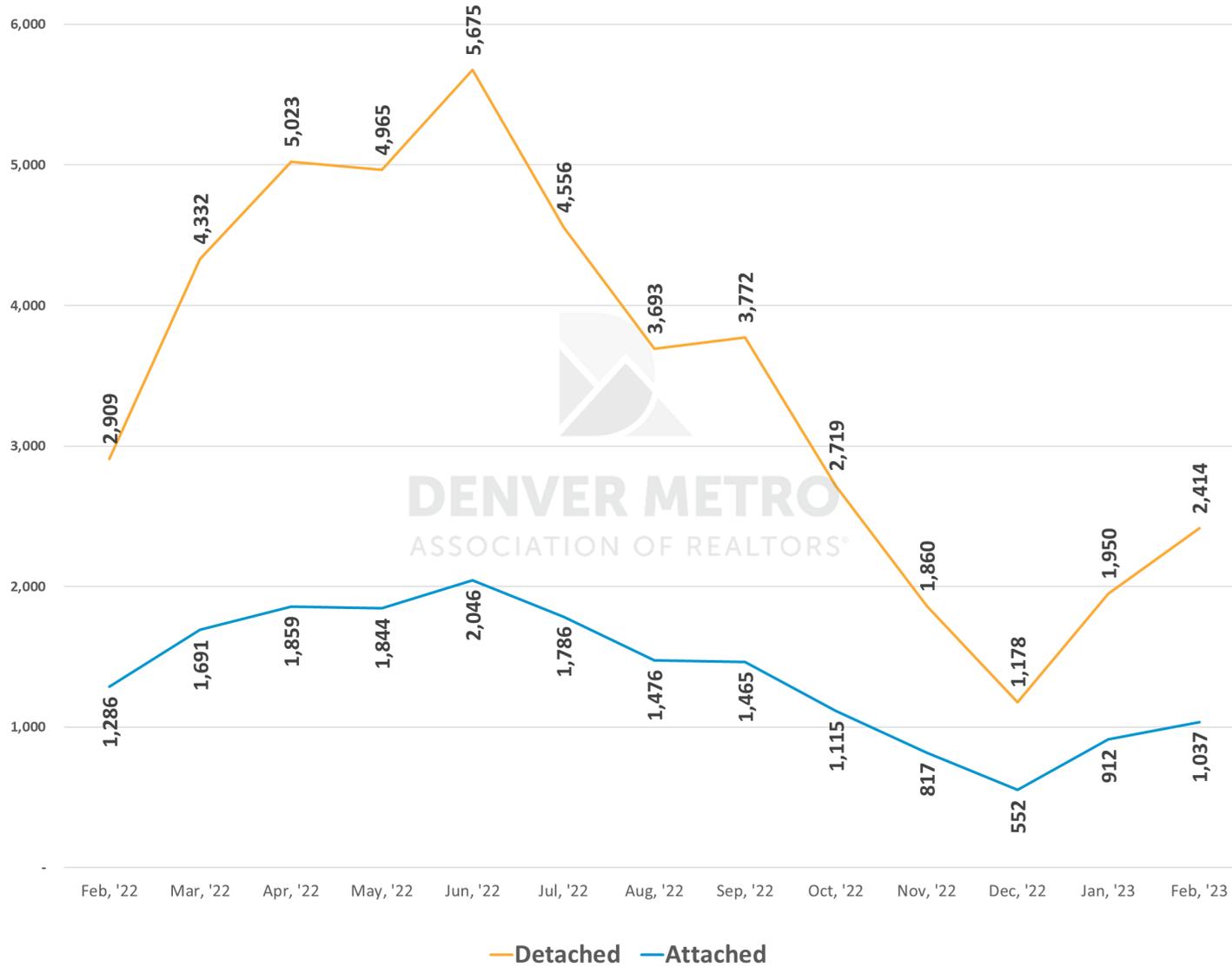
Average Days in MLS

DMAR Market Trends | February 2023 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



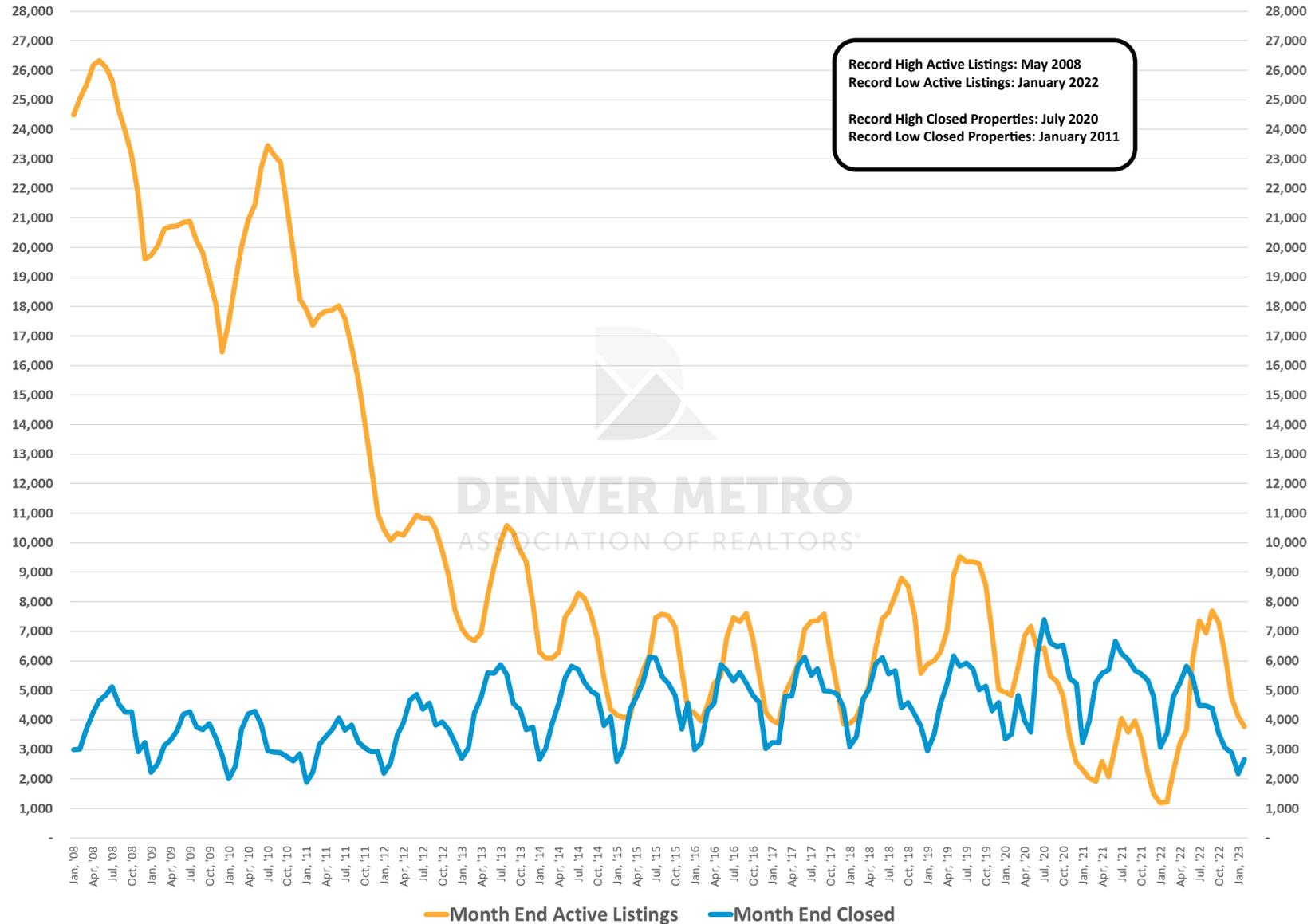
New Listings

DMAR Market Trends | February 2023 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

DMAR Market Trends | February 2023 Data
Denver Metro Association of Realtors®
Source of MLS Data: REColorado.com



DATA SNAPSHOT

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

	Feb, '23	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	3,778	4,120	1,226	-8.30%	208.16%
New Listings	3,451	2,862	4,195	20.58%	-17.74%
Pending	3,740	3,143	4,016	18.99%	-6.87%
Closed	2,661	2,172	3,542	22.51%	-24.87%
Close Price - Average	\$ 657,921	\$ 625,206	\$ 649,536	5.23%	1.29%
Close Price - Median	\$ 562,500	\$ 538,838	\$ 575,000	4.39%	-2.17%
Sales Volume	\$ 1,750,728,299	\$ 1,357,947,163	\$ 2,300,657,392	28.92%	-23.90%
Days in MLS - Average	48	46	14	4.35%	242.86%
Days in MLS - Median	25	34	4	-26.47%	525.00%
Close Price/List Price	98.88%	98.15%	104.71%	0.74%	-5.57%
Detached					
Active Listings at Month End	2,618	2,893	853	-9.51%	206.92%
New Listings	2,414	1,950	2,909	23.79%	-17.02%
Pending	2,656	2,213	2,775	20.02%	-4.29%
Closed	1,902	1,518	2,383	25.30%	-20.18%
Close Price - Average	\$ 731,318	\$ 701,112	\$ 741,870	4.31%	-1.42%
Close Price - Median	\$ 600,000	\$ 595,000	\$ 636,000	0.84%	-5.66%
Sales Volume	\$ 1,390,966,290	\$ 1,064,288,324	\$ 1,767,876,227	30.69%	-21.32%
Days in MLS - Average	49	49	14	0.00%	250.00%
Days in MLS - Median	26	37	4	-29.73%	550.00%
Close Price/List Price	98.81%	97.98%	105.07%	0.85%	-5.96%
Attached					
Active Listings at Month End	1,160	1,227	373	-5.46%	210.99%
New Listings	1,037	912	1,286	13.71%	-19.36%
Pending	1,084	930	1,241	16.56%	-12.65%
Closed	759	654	1,159	16.06%	-34.51%
Close Price - Average	\$ 473,995	\$ 449,020	\$ 459,690	5.56%	3.11%
Close Price - Median	\$ 400,000	\$ 395,500	\$ 405,000	1.14%	-1.23%
Sales Volume	\$ 359,762,009	\$ 293,658,839	\$ 532,781,165	22.51%	-32.47%
Days in MLS - Average	45	39	16	15.38%	181.25%
Days in MLS - Median	23	28	4	-17.86%	475.00%
Close Price/List Price	99.06%	98.52%	103.99%	0.55%	-4.74%

FEBRUARY DATA YTD 2023 to 2019

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'22 vs '21	'21 vs '20	'20 vs '19
Residential (Detached + Attached)									
Active Listings at Month End	3,778	1,226	2,024	4,835	6,017	208.16%	-39.43%	-58.14%	-19.64%
New Listings	6,313	7,680	8,762	9,991	9,925	-17.80%	-12.35%	-12.30%	0.66%
Closed	4,833	6,614	7,206	7,234	6,481	-26.93%	-8.22%	-0.39%	11.62%
Close Price - Average	\$ 643,219	\$ 630,734	\$ 550,923	\$ 481,603	\$ 460,978	1.98%	14.49%	14.39%	4.47%
Close Price - Median	\$ 550,000	\$ 560,000	\$ 465,000	\$ 425,000	\$ 400,000	-1.79%	20.43%	9.41%	6.25%
Sales Volume	\$ 3,108,675,462	\$ 4,171,676,806	\$ 3,969,954,219	\$ 3,483,917,481	\$ 2,987,595,714	-25.48%	5.08%	13.95%	16.61%
Days in MLS - Average	47	17	25	42	41	176.47%	-32.00%	-40.48%	2.44%
Days in MLS - Median	30	4	5	19	21	650.00%	-20.00%	-73.68%	-9.52%
Close Price/List Price	98.55%	103.51%	101.35%	99.16%	98.83%	-4.79%	2.13%	2.21%	0.33%
Detached									
Active Listings at Month End	2,618	853	1,120	3,201	4,102	206.92%	-23.84%	-65.01%	-21.96%
New Listings	4,364	5,285	5,860	6,736	6,848	-17.43%	-9.81%	-13.00%	-1.64%
Closed	3,420	4,421	4,716	4,926	4,560	-22.64%	-6.26%	-4.26%	8.03%
Close Price - Average	\$ 717,911	\$ 717,449	\$ 631,416	\$ 537,452	\$ 506,626	0.06%	13.63%	17.48%	6.08%
Close Price - Median	\$ 600,000	\$ 620,000	\$ 522,000	\$ 465,000	\$ 430,000	-3.23%	18.77%	12.26%	8.14%
Sales Volume	\$ 2,455,254,614	\$ 3,171,843,475	\$ 2,977,758,220	\$ 2,647,490,402	\$ 2,310,215,532	-22.59%	6.52%	12.47%	14.60%
Days in MLS - Average	49	16	21	41	43	206.25%	-23.81%	-48.78%	-4.65%
Days in MLS - Median	33	4	5	18	23	725.00%	-20.00%	-72.22%	-21.74%
Close Price/List Price	98.44%	103.74%	101.93%	99.17%	98.77%	-5.11%	1.78%	2.78%	0.40%
Attached									
Active Listings at Month End	1,160	373	904	1,634	1,915	210.99%	-58.74%	-44.68%	-14.67%
New Listings	1,949	2,395	2,902	3,255	3,077	-18.62%	-17.47%	-10.84%	5.78%
Closed	1,413	2,193	2,490	2,308	1,921	-35.57%	-11.93%	7.89%	20.15%
Close Price - Average	\$ 462,435	\$ 455,920	\$ 398,472	\$ 362,403	\$ 352,619	1.43%	14.42%	9.95%	2.77%
Close Price - Median	\$ 400,000	\$ 400,000	\$ 337,250	\$ 310,000	\$ 296,000	0.00%	18.61%	8.79%	4.73%
Sales Volume	\$ 653,420,848	\$ 999,833,331	\$ 992,195,999	\$ 836,427,079	\$ 677,380,182	-34.65%	0.77%	18.62%	23.48%
Days in MLS - Average	42	18	33	43	37	133.33%	-45.45%	-23.26%	16.22%
Days in MLS - Median	26	4	8	21	18	550.00%	-50.00%	-61.90%	16.67%
Close Price/List Price	98.81%	103.05%	100.25%	99.13%	98.95%	-4.11%	2.79%	1.13%	0.18%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	-	2		-	1	
\$100,000 to \$199,999	2	8	4.00	21	22	1.05
\$200,000 to \$299,999	14	11	0.79	126	111	0.88
\$300,000 to \$399,999	93	51	0.55	222	216	0.97
\$400,000 to \$499,999	320	269	0.84	170	222	1.31
\$500,000 to \$749,999	971	1,067	1.10	152	367	2.41
\$750,000 to \$999,999	294	528	1.80	35	104	2.97
\$1,000,000 and over	208	682	3.28	33	117	3.55
TOTALS	1,902	2,618	1.38	759	1,160	1.53

Price Range	Detached		% change	Attached		% change
	Closed Feb, '23	Closed Jan, '23		Closed Feb, '23	Closed Jan, '23	
Month-Over-Month						
\$0 to \$99,999	-	-		-	-	
\$100,000 to \$199,999	2	1	100.00%	21	25	-16.00%
\$200,000 to \$299,999	14	15	-6.67%	126	118	6.78%
\$300,000 to \$399,999	93	112	-16.96%	222	191	16.23%
\$400,000 to \$499,999	320	300	6.67%	170	128	32.81%
\$500,000 to \$749,999	971	697	39.31%	152	140	8.57%
\$750,000 to \$999,999	294	220	33.64%	35	33	6.06%
\$1,000,000 and over	208	173	20.23%	33	19	73.68%
TOTALS	1,902	1,518	25.30%	759	654	16.06%

Price Range	Detached		% change	Attached		% change
	YTD Feb, '23	YTD Feb, '22		YTD Feb, '23	YTD Feb, '22	
Year-Over-Year						
\$0 to \$99,999	-	1	-100.00%	-	2	-100.00%
\$100,000 to \$199,999	3	9	-66.67%	46	113	-59.29%
\$200,000 to \$299,999	29	22	31.82%	244	369	-33.88%
\$300,000 to \$399,999	205	179	14.53%	413	585	-29.40%
\$400,000 to \$499,999	620	682	-9.09%	298	502	-40.64%
\$500,000 to \$749,999	1,668	2,290	-27.16%	292	436	-33.03%
\$750,000 to \$999,999	514	733	-29.88%	68	120	-43.33%
\$1,000,000 and over	381	505	-24.55%	52	66	-21.21%
TOTALS	3,420	4,421	-22.64%	1,413	2,193	-35.57%

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

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

	Feb, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	494	307	425	60.91%	16.24%
Pending	348	276	411	26.09%	-15.33%
Closed	241	192	348	25.52%	-30.75%
Sales Volume	\$ 421,107,648	\$ 302,558,980	\$ 534,536,806	39.18%	-21.22%
Days in MLS - Average	56	56	24	0.00%	133.33%
Days in MLS - Median	23	47	5	-51.06%	360.00%
Close Price/List Price	98.24%	96.10%	105.56%	2.23%	-6.93%
PSF Total	\$ 413	\$ 356	\$ 384	16.01%	7.55%
Detached					
New Listings	432	260	376	66.15%	14.89%
Pending	309	243	370	27.16%	-16.49%
Closed	208	173	310	20.23%	-32.90%
Sales Volume	\$ 370,968,052	\$ 277,930,352	\$ 476,763,649	33.48%	-22.19%
Days in MLS - Average	57	56	20	1.79%	185.00%
Days in MLS - Median	24	46	5	-47.83%	380.00%
Close Price/List Price	98.12%	96.29%	105.65%	1.90%	-7.13%
PSF Total	\$ 380	\$ 346	\$ 363	9.83%	4.68%
Attached					
New Listings	62	47	49	31.91%	26.53%
Pending	39	33	41	18.18%	-4.88%
Closed	33	19	38	73.68%	-13.16%
Sales Volume	\$ 50,139,596	\$ 24,628,628	\$ 57,773,157	103.58%	-13.21%
Days in MLS - Average	50	62	50	-19.35%	0.00%
Days in MLS - Median	19	56	3	-66.07%	533.33%
Close Price/List Price	98.98%	94.43%	104.87%	4.82%	-5.62%
PSF Total	\$ 619	\$ 447	\$ 549	38.48%	12.75%

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

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

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'22 vs '21	'21 vs '20	'20 vs '19
Residential (Detached + Attached)									
New Listings	801	754	652	653	572	6.23%	15.64%	-0.15%	14.16%
Pending	624	699	630	398	348	-10.73%	10.95%	58.29%	14.37%
Closed	433	571	467	274	225	-24.17%	22.27%	70.44%	21.78%
Sales Volume	\$ 723,666,628	\$ 879,445,927	\$ 759,491,399	\$ 420,439,683	\$ 353,434,802	-17.71%	15.79%	80.64%	18.96%
Days in MLS - Average	56	29	63	77	84	93.10%	-53.97%	-18.18%	-8.33%
Days in MLS - Median	33	5	27	47	49	560.00%	-81.48%	-42.55%	-4.08%
Close Price/List Price	97.29%	104.09%	98.80%	96.43%	97.05%	-6.53%	5.35%	2.46%	-0.64%
PSF Total	\$ 388	\$ 382	\$ 352	\$ 363	\$ 324	1.57%	8.52%	-3.03%	12.04%
Detached									
New Listings	692	663	559	558	503	4.37%	18.60%	0.18%	10.93%
Pending	552	623	568	360	310	-11.40%	9.68%	57.78%	16.13%
Closed	381	505	412	245	202	-24.55%	22.57%	68.16%	21.29%
Sales Volume	\$ 648,898,404	\$ 777,065,431	\$ 682,988,373	\$ 377,520,000	\$ 308,767,032	-16.49%	13.77%	80.91%	22.27%
Days in MLS - Average	57	25	63	78	82	128.00%	-60.32%	-19.23%	-4.88%
Days in MLS - Median	34	5	29	45	41	580.00%	-82.76%	-35.56%	9.76%
Close Price/List Price	97.29%	104.13%	98.91%	96.41%	97.12%	-6.57%	5.28%	2.59%	-0.73%
PSF Total	\$ 365	\$ 356	\$ 332	\$ 330	\$ 293	2.53%	7.23%	0.61%	12.63%
Attached									
New Listings	109	91	93	95	69	19.78%	-2.15%	-2.11%	37.68%
Pending	72	76	62	38	38	-5.26%	22.58%	63.16%	0.00%
Closed	52	66	55	29	23	-21.21%	20.00%	89.66%	26.09%
Sales Volume	\$ 74,768,224	\$ 102,380,496	\$ 76,503,026	\$ 42,919,683	\$ 44,667,770	-26.97%	33.83%	78.25%	-3.91%
Days in MLS - Average	54	66	66	72	98	-18.18%	0.00%	-8.33%	-26.53%
Days in MLS - Median	30	3	19	64	92	900.00%	-84.21%	-70.31%	-30.43%
Close Price/List Price	97.28%	103.81%	97.96%	96.58%	96.44%	-6.29%	5.97%	1.43%	0.15%
PSF Total	\$ 556	\$ 583	\$ 505	\$ 634	\$ 596	-4.63%	15.45%	-20.35%	6.38%

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

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

	Feb, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	487	428	582	13.79%	-16.32%
Pending	483	434	564	11.29%	-14.36%
Closed	329	253	484	30.04%	-32.02%
Sales Volume	\$ 278,236,332	\$ 212,203,504	\$ 407,955,107	31.12%	-31.80%
Days in MLS - Average	45	50	18	-10.00%	150.00%
Days in MLS - Median	23	42	4	-45.24%	475.00%
Close Price/List Price	98.99%	97.94%	105.84%	1.07%	-6.47%
PSF Total	\$ 286	\$ 282	\$ 305	1.42%	-6.23%
Detached					
New Listings	438	375	509	16.80%	-13.95%
Pending	435	385	489	12.99%	-11.04%
Closed	294	220	423	33.64%	-30.50%
Sales Volume	\$ 248,983,100	\$ 183,915,842	\$ 356,468,335	35.38%	-30.15%
Days in MLS - Average	46	51	16	-9.80%	187.50%
Days in MLS - Median	24	44	4	-45.45%	500.00%
Close Price/List Price	98.99%	97.84%	106.13%	1.18%	-6.73%
PSF Total	\$ 268	\$ 260	\$ 283	3.08%	-5.30%
Attached					
New Listings	49	53	73	-7.55%	-32.88%
Pending	48	49	75	-2.04%	-36.00%
Closed	35	33	61	6.06%	-42.62%
Sales Volume	\$ 29,253,232	\$ 28,287,662	\$ 51,486,772	3.41%	-43.18%
Days in MLS - Average	40	39	31	2.56%	29.03%
Days in MLS - Median	18	11	7	63.64%	157.14%
Close Price/List Price	98.97%	98.58%	103.78%	0.40%	-4.63%
PSF Total	\$ 437	\$ 435	\$ 456	0.46%	-4.17%

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

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

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'22 vs '21	'21 vs '20	'20 vs '19
Residential (Detached + Attached)									
New Listings	915	1,049	776	744	656	-12.77%	35.18%	4.30%	13.41%
Pending	917	1,018	803	551	453	-9.92%	26.77%	45.74%	21.63%
Closed	582	853	569	371	291	-31.77%	49.91%	53.37%	27.49%
Sales Volume	\$ 490,439,836	\$ 719,241,928	\$ 486,492,426	\$ 312,811,788	\$ 245,355,636	-31.81%	47.84%	55.52%	27.49%
Days in MLS - Average	47	19	38	61	62	147.37%	-50.00%	-37.70%	-1.61%
Days in MLS - Median	35	4	7	39	36	775.00%	-42.86%	-82.05%	8.33%
Close Price/List Price	98.53%	104.19%	100.88%	98.57%	98.36%	-5.43%	3.28%	2.34%	0.21%
PSF Total	\$ 284	\$ 301	\$ 265	\$ 247	\$ 242	-5.65%	13.58%	7.29%	2.07%
Detached									
New Listings	813	912	624	580	528	-10.86%	46.15%	7.59%	9.85%
Pending	820	885	653	438	370	-7.34%	35.53%	49.09%	18.38%
Closed	514	733	470	300	234	-29.88%	55.96%	56.67%	28.21%
Sales Volume	\$ 432,898,942	\$ 618,281,665	\$ 401,019,992	\$ 253,279,374	\$ 197,386,765	-29.98%	54.18%	58.33%	28.32%
Days in MLS - Average	48	17	32	61	60	182.35%	-46.88%	-47.54%	1.67%
Days in MLS - Median	36	4	6	44	34	800.00%	-33.33%	-86.36%	29.41%
Close Price/List Price	98.49%	104.56%	101.30%	98.50%	98.39%	-5.81%	3.22%	2.84%	0.11%
PSF Total	\$ 264	\$ 276	\$ 243	\$ 224	\$ 222	-4.35%	13.58%	8.48%	0.90%
Attached									
New Listings	102	137	152	164	128	-25.55%	-9.87%	-7.32%	28.13%
Pending	97	133	150	113	83	-27.07%	-11.33%	32.74%	36.14%
Closed	68	120	99	71	57	-43.33%	21.21%	39.44%	24.56%
Sales Volume	\$ 57,540,894	\$ 100,960,263	\$ 85,472,434	\$ 59,532,414	\$ 47,968,871	-43.01%	18.12%	43.57%	24.11%
Days in MLS - Average	40	34	69	59	68	17.65%	-50.72%	16.95%	-13.24%
Days in MLS - Median	17	8	23	32	44	112.50%	-65.22%	-28.13%	-27.27%
Close Price/List Price	98.77%	101.91%	98.90%	98.89%	98.25%	-3.08%	3.04%	0.01%	0.65%
PSF Total	\$ 436	\$ 451	\$ 368	\$ 343	\$ 323	-3.33%	22.55%	7.29%	6.19%

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

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

	Feb, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,301	1,125	1,726	15.64%	-24.62%
Pending	1,531	1,293	1,612	18.41%	-5.02%
Closed	1,123	837	1,477	34.17%	-23.97%
Sales Volume	\$ 680,260,863	\$ 504,005,260	\$ 898,088,698	34.97%	-24.25%
Days in MLS - Average	52	51	13	1.96%	300.00%
Days in MLS - Median	32	38	4	-15.79%	700.00%
Close Price/List Price	99.27%	98.50%	104.74%	0.78%	-5.22%
PSF Total	\$ 266	\$ 261	\$ 293	1.92%	-9.22%
Detached					
New Listings	1,076	887	1,444	21.31%	-25.48%
Pending	1,294	1,097	1,338	17.96%	-3.29%
Closed	971	697	1,241	39.31%	-21.76%
Sales Volume	\$ 588,527,994	\$ 421,349,264	\$ 758,245,854	39.68%	-22.38%
Days in MLS - Average	51	51	12	0.00%	325.00%
Days in MLS - Median	32	39	4	-17.95%	700.00%
Close Price/List Price	99.31%	98.49%	105.02%	0.83%	-5.44%
PSF Total	\$ 254	\$ 244	\$ 278	4.10%	-8.63%
Attached					
New Listings	225	238	282	-5.46%	-20.21%
Pending	237	196	274	20.92%	-13.50%
Closed	152	140	236	8.57%	-35.59%
Sales Volume	\$ 91,732,869	\$ 82,655,996	\$ 139,842,844	10.98%	-34.40%
Days in MLS - Average	56	48	20	16.67%	180.00%
Days in MLS - Median	32	34	4	-5.88%	700.00%
Close Price/List Price	99.00%	98.57%	103.31%	0.44%	-4.17%
PSF Total	\$ 344	\$ 343	\$ 369	0.29%	-6.78%

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

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

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'22 vs '21	'21 vs '20	'20 vs '19
Residential (Detached + Attached)									
New Listings	2,426	3,099	2,435	2,604	2,353	-21.72%	27.27%	-6.49%	10.67%
Pending	2,824	3,104	2,465	2,267	1,815	-9.02%	25.92%	8.73%	24.90%
Closed	1,960	2,726	2,065	1,749	1,283	-28.10%	32.01%	18.07%	36.32%
Sales Volume	\$ 1,184,266,123	\$ 1,650,184,782	\$ 1,236,009,811	\$ 1,037,334,256	\$ 762,393,651	-28.23%	33.51%	19.15%	36.06%
Days in MLS - Average	51	17	23	51	52	200.00%	-26.09%	-54.90%	-1.92%
Days in MLS - Median	36	4	5	29	33	800.00%	-20.00%	-82.76%	-12.12%
Close Price/List Price	98.94%	103.56%	102.10%	99.06%	98.79%	-4.46%	1.43%	3.07%	0.27%
PSF Total	\$ 264	\$ 283	\$ 245	\$ 217	\$ 209	-6.71%	15.51%	12.90%	3.83%
Detached									
New Listings	1,963	2,596	2,048	2,162	1,983	-24.38%	26.76%	-5.27%	9.03%
Pending	2,391	2,575	2,044	1,902	1,574	-7.15%	25.98%	7.47%	20.84%
Closed	1,668	2,290	1,714	1,485	1,108	-27.16%	33.61%	15.42%	34.03%
Sales Volume	\$ 1,009,877,258	\$ 1,393,567,589	\$ 1,024,701,032	\$ 879,938,219	\$ 658,059,036	-27.53%	36.00%	16.45%	33.72%
Days in MLS - Average	51	15	17	49	51	240.00%	-11.76%	-65.31%	-3.92%
Days in MLS - Median	36	4	4	29	34	800.00%	0.00%	-86.21%	-14.71%
Close Price/List Price	98.97%	103.77%	102.43%	99.04%	98.81%	-4.63%	1.31%	3.42%	0.23%
PSF Total	\$ 250	\$ 268	\$ 225	\$ 194	\$ 192	-6.72%	19.11%	15.98%	1.04%
Attached									
New Listings	463	503	387	442	370	-7.95%	29.97%	-12.44%	19.46%
Pending	433	529	421	365	241	-18.15%	25.65%	15.34%	51.45%
Closed	292	436	351	264	175	-33.03%	24.22%	32.95%	50.86%
Sales Volume	\$ 174,388,865	\$ 256,617,193	\$ 211,308,779	\$ 157,396,037	\$ 104,334,615	-32.04%	21.44%	34.25%	50.86%
Days in MLS - Average	52	24	51	64	55	116.67%	-52.94%	-20.31%	16.36%
Days in MLS - Median	32	5	13	35	29	540.00%	-61.54%	-62.86%	20.69%
Close Price/List Price	98.79%	102.45%	100.50%	99.19%	98.63%	-3.57%	1.94%	1.32%	0.57%
PSF Total	\$ 343	\$ 362	\$ 345	\$ 349	\$ 314	-5.25%	4.93%	-1.15%	11.15%

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

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

	Feb, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	991	814	1,168	21.74%	-15.15%
Pending	1,155	939	1,132	23.00%	2.03%
Closed	805	731	971	10.12%	-17.10%
Sales Volume	\$ 331,775,665	\$ 300,972,156	\$ 399,158,374	10.23%	-16.88%
Days in MLS - Average	44	40	11	10.00%	300.00%
Days in MLS - Median	22	30	4	-26.67%	450.00%
Close Price/List Price	98.82%	98.50%	104.57%	0.32%	-5.50%
PSF Total	\$ 295	\$ 292	\$ 322	1.03%	-8.39%
Detached					
New Listings	455	410	567	10.98%	-19.75%
Pending	602	473	563	27.27%	6.93%
Closed	413	412	395	0.24%	4.56%
Sales Volume	\$ 178,571,044	\$ 176,913,366	\$ 173,537,493	0.94%	2.90%
Days in MLS - Average	43	43	11	0.00%	290.91%
Days in MLS - Median	21	31	4	-32.26%	425.00%
Close Price/List Price	98.27%	98.19%	104.16%	0.08%	-5.65%
PSF Total	\$ 283	\$ 283	\$ 318	0.00%	-11.01%
Attached					
New Listings	536	404	601	32.67%	-10.82%
Pending	553	466	569	18.67%	-2.81%
Closed	392	319	576	22.88%	-31.94%
Sales Volume	\$ 153,204,621	\$ 124,058,790	\$ 225,620,881	23.49%	-32.10%
Days in MLS - Average	44	36	11	22.22%	300.00%
Days in MLS - Median	22	29	4	-24.14%	450.00%
Close Price/List Price	99.39%	98.90%	104.85%	0.50%	-5.21%
PSF Total	\$ 309	\$ 303	\$ 326	1.98%	-5.21%

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

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

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'22 vs '21	'21 vs '20	'20 vs '19
Residential (Detached + Attached)									
New Listings	1,805	2,194	3,806	4,470	4,666	-17.73%	-42.35%	-14.85%	-4.20%
Pending	2,094	2,230	3,823	4,243	4,207	-6.10%	-41.67%	-9.90%	0.86%
Closed	1,536	1,948	3,098	3,515	3,378	-21.15%	-37.12%	-11.86%	4.06%
Sales Volume	\$ 632,747,821	\$ 802,034,959	\$ 1,250,348,497	\$ 1,401,927,925	\$ 1,317,865,551	-21.11%	-35.86%	-10.81%	6.38%
Days in MLS - Average	42	12	17	34	36	250.00%	-29.41%	-50.00%	-5.56%
Days in MLS - Median	26	4	4	14	19	550.00%	0.00%	-71.43%	-26.32%
Close Price/List Price	98.66%	103.57%	101.89%	99.58%	99.17%	-4.74%	1.65%	2.32%	0.41%
PSF Total	\$ 294	\$ 314	\$ 254	\$ 216	\$ 204	-6.37%	23.62%	17.59%	5.88%
Detached									
New Listings	865	1,085	2,527	3,160	3,513	-20.28%	-57.06%	-20.03%	-10.05%
Pending	1,075	1,105	2,479	3,130	3,279	-2.71%	-55.43%	-20.80%	-4.54%
Closed	825	861	2,005	2,641	2,695	-4.18%	-57.06%	-24.08%	-2.00%
Sales Volume	\$ 355,484,410	\$ 375,576,774	\$ 839,514,717	\$ 1,072,249,626	\$ 1,062,913,012	-5.35%	-55.26%	-21.71%	0.88%
Days in MLS - Average	43	12	12	32	36	258.33%	0.00%	-62.50%	-11.11%
Days in MLS - Median	26	4	4	13	19	550.00%	0.00%	-69.23%	-31.58%
Close Price/List Price	98.23%	103.11%	102.47%	99.65%	99.12%	-4.73%	0.62%	2.83%	0.53%
PSF Total	\$ 283	\$ 311	\$ 243	\$ 201	\$ 191	-9.00%	27.98%	20.90%	5.24%
Attached									
New Listings	940	1,109	1,279	1,310	1,153	-15.24%	-13.29%	-2.37%	13.62%
Pending	1,019	1,125	1,344	1,113	928	-9.42%	-16.29%	20.75%	19.94%
Closed	711	1,087	1,093	874	683	-34.59%	-0.55%	25.06%	27.96%
Sales Volume	\$ 277,263,411	\$ 426,458,185	\$ 410,833,780	\$ 329,678,299	\$ 254,952,539	-34.98%	3.80%	24.62%	29.31%
Days in MLS - Average	41	13	27	41	35	215.38%	-51.85%	-34.15%	17.14%
Days in MLS - Median	26	4	6	20	17	550.00%	-33.33%	-70.00%	17.65%
Close Price/List Price	99.17%	103.93%	100.82%	99.34%	99.39%	-4.58%	3.08%	1.49%	-0.05%
PSF Total	\$ 306	\$ 316	\$ 274	\$ 262	\$ 260	-3.16%	15.33%	4.58%	0.77%