

# Market Highlights

### Realtor® Insights:

- While Denver Metro may appear to be a seller’s market on paper, sellers should be prepared to cover buyers’ rate buydowns. Buyer’s agents—remember to ask the listing agent. It is time to start conversations again and identify motivated sellers. Homes are increasingly falling out of contract, making due diligence on buyers essential before accepting an offer.
- Sellers planning to list their homes in the winter may want to prepare before the snow arrives. Obtaining pre-inspections of the roof, air conditioning and sprinkler systems will allow time for necessary repairs and provide peace of mind to future buyers who won’t be able to conduct those unique inspections in snow or colder weather.
- Many sellers are still holding strong on their pricing, often based on the past rather than current market conditions. Starting with a too-high price can lead to homes sitting on the market for longer, making potential buyers wonder if something is wrong with the home.

### Local News:

- A 234-acre Westminster development has begun construction, bringing more than 2,300 new housing units, parks, retail and restaurants to the area.
- In August 2023, there were 28,729 homes for sale in Colorado, down 10.5 percent year-over-year, with 9,860 newly-listed homes, down 8.6 percent year-over-year.
- Blue Columbine Cohousing is building 39 homes on a three-acre communal community in Wheat Ridge. These homes will range from 770 to 2,000 square feet, with prices ranging from \$476,000 to \$1.2 million, designed with shared gathering spaces, meals and groundskeeping for residents who want to connect with their neighbors.

### National News:

- Homeowners planning improvement projects may be eligible for up to \$14,000 in tax rebates and credits through programs designed to encourage home efficiency, now available through the Inflation Reduction Act.
- The turnaround time for materials, such as cabinets, has dramatically decreased, indicating reduced contractor demand.
- Some builders are eliminating “add-ons” in houses priced below \$800,000 to streamline overhead.

- Homeowners’ insurance premiums increased 21 percent nationally, as more and more homes find themselves in areas impacted by climate change.
- A recent CoreLogic Case-Shiller report found cumulative growth in 2023 up six percent, with the Midwest leading the nation in gains and Western markets expected to see stronger growth in the next 12 months.
- With increasing home prices and persistent interest rate hikes, homebuyers are turning to new home sales as a path toward homeownership. Thirty percent of homebuilders reported an increased use of interest rate buydowns in the second quarter of 2023.
- Projections show that 36.2 million Americans will be working remotely by 2025, a 417 percent increase from pre-pandemic years when there were just seven million remote workers. This flexibility can help buyers overcome affordability or inventory challenges by allowing for a wider variety of housing options.
- The level of affordable homeownership has declined to a depth not seen in more than three decades, according to the new Real House Price Index (RHPI) published by First American Financial Corp.

### Mortgage News:

- Fannie Mae forecasts total home sales to be around 4.8 million in 2023, the slowest annual pace since 2011, and 4.9 million in 2024.

### Quick Stats:

- The average number of active listings for September is 15,453 (1985-2022).
- The record high September was 2006 with 31,450 listings and the record low was set in 2021 with 3,971 listings.
- The historical average increase in active listings from August to September is 0.08 percent. This year’s increase of 11.24 percent indicates new listings are significantly outpacing pending sales.

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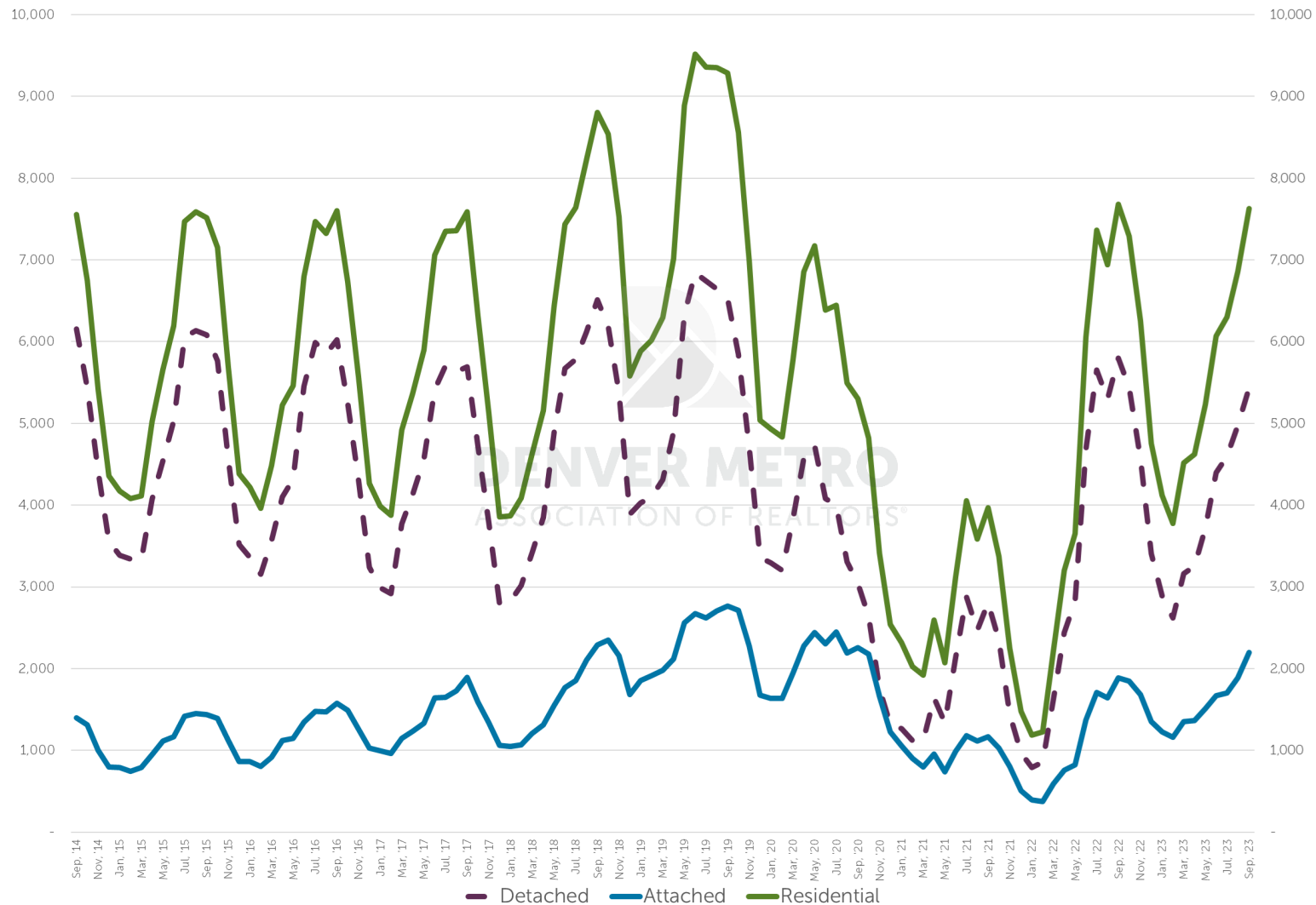


# Market Overview

	Sep. 2023	Aug. 2023	Sep. 2022	Month-Over-Month	Year-Over-Year
<b>Residential (Detached + Attached)</b>					
Active Listings at Month's End	7,629	6,858	7,683	11.24%	-0.70%
New Listings	4,589	4,878	5,251	-5.92%	-12.61%
Pending	3,272	3,607	3,479	-9.29%	-5.95%
Closed	3,175	4,013	4,423	-20.88%	-28.22%
Close Price - Average	\$ 692,460	\$ 688,116	\$ 671,455	0.63%	3.13%
Close Price - Median	\$ 585,000	\$ 581,000	\$ 580,000	0.69%	0.86%
Sales Volume	\$ 2,198,559,945	\$ 2,761,408,632	\$ 2,969,843,309	-20.38%	-25.97%
Days in MLS - Average	30	26	26	15.38%	15.38%
Days in MLS - Median	14	11	16	27.27%	-12.50%
Close-Price-to-List-Price Ratio	99.19%	99.46%	98.88%	-0.27%	0.31%
<b>Detached</b>					
Active Listings at Month's End	5,435	4,970	5,798	9.36%	-6.26%
New Listings	3,177	3,447	3,772	-7.83%	-15.77%
Pending	2,341	2,552	2,470	-8.27%	-5.22%
Closed	2,254	2,790	3,141	-19.21%	-28.24%
Close Price - Average	\$ 780,214	\$ 779,403	\$ 746,729	0.10%	4.48%
Close Price - Median	\$ 640,000	\$ 649,935	\$ 630,000	-1.53%	1.59%
Sales Volume	\$ 1,758,603,184	\$ 2,174,533,670	\$ 2,345,475,172	-19.13%	-25.02%
Days in MLS - Average	29	26	28	11.54%	3.57%
Days in MLS - Median	14	11	18	27.27%	-22.22%
Close-Price-to-List-Price Ratio	99.15%	99.42%	98.67%	-0.27%	0.49%
<b>Attached</b>					
Active Listings at Month's End	2,194	1,888	1,885	16.21%	16.39%
New Listings	1,412	1,431	1,479	-1.33%	-4.53%
Pending	931	1,055	1,009	-11.75%	-7.73%
Closed	921	1,223	1,282	-24.69%	-28.16%
Close Price - Average	\$ 477,695	\$ 479,865	\$ 487,027	-0.45%	-1.92%
Close Price - Median	\$ 420,000	\$ 418,000	\$ 410,000	0.48%	2.44%
Sales Volume	\$ 439,956,761	\$ 586,874,962	\$ 624,368,137	-25.03%	-29.54%
Days in MLS - Average	31	25	23	24.00%	34.78%
Days in MLS - Median	14	11	12	27.27%	16.67%
Close-Price-to-List-Price Ratio	99.28%	99.57%	99.39%	-0.29%	-0.11%

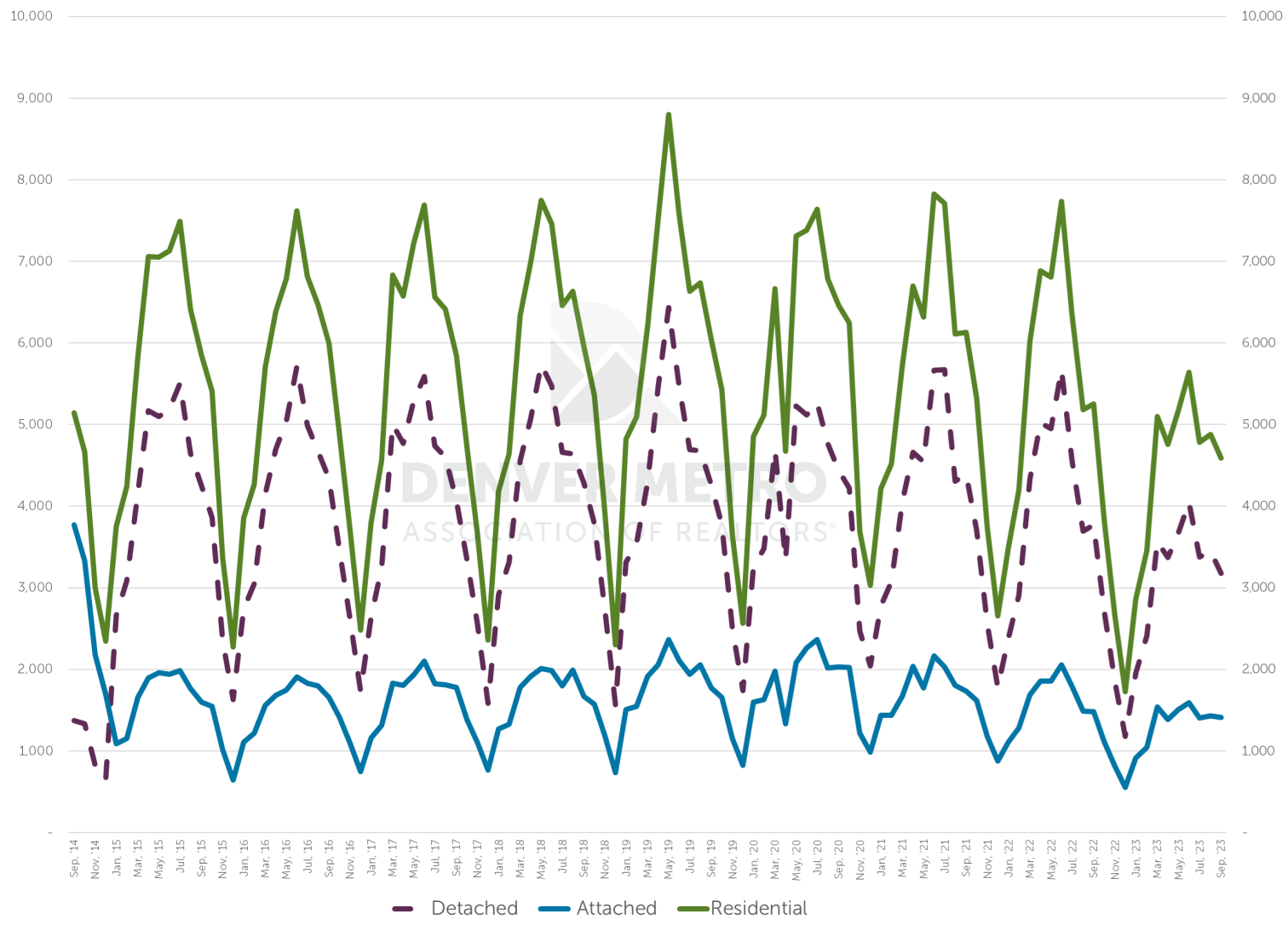
# Active Listings at Month's End

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



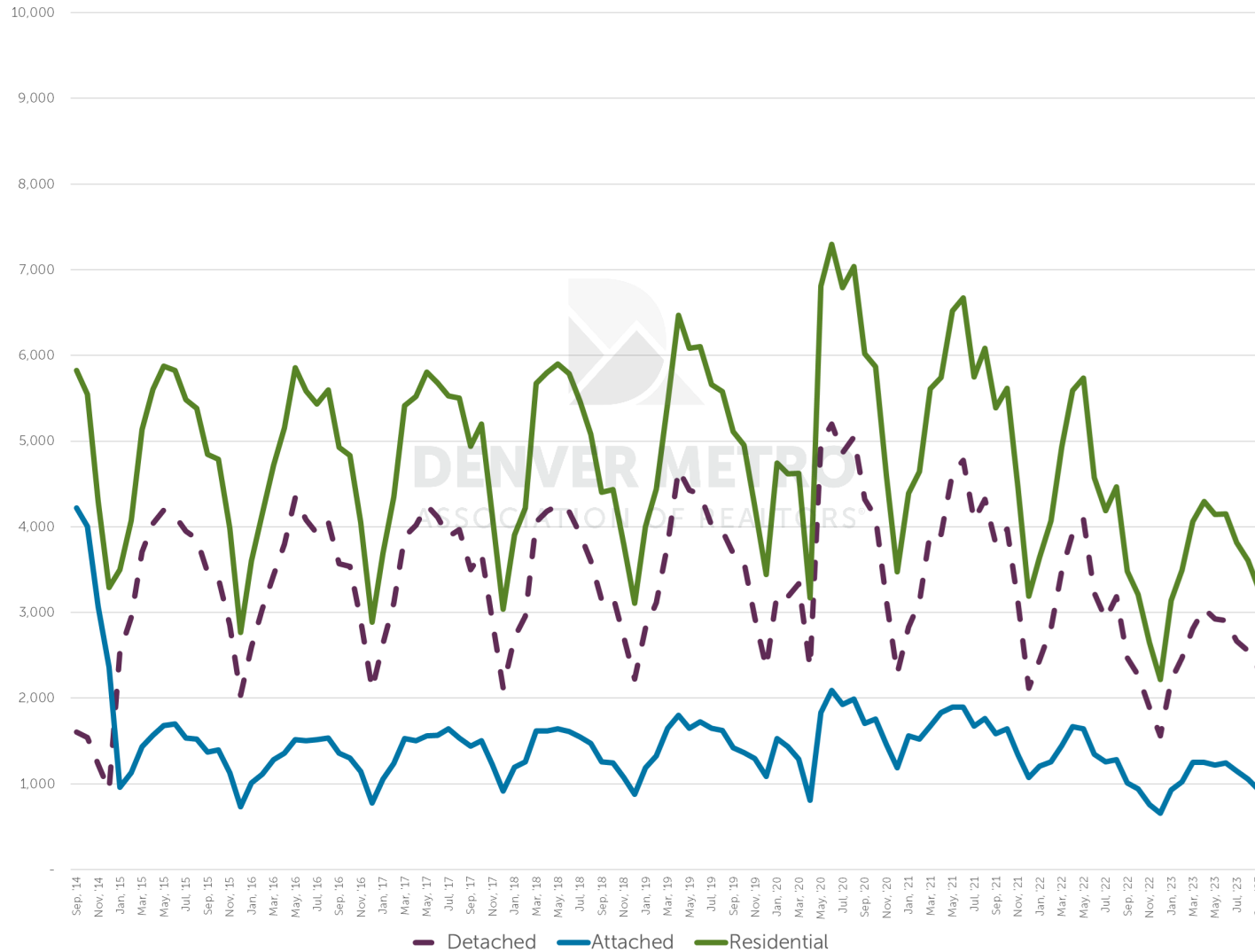
# New Listings

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



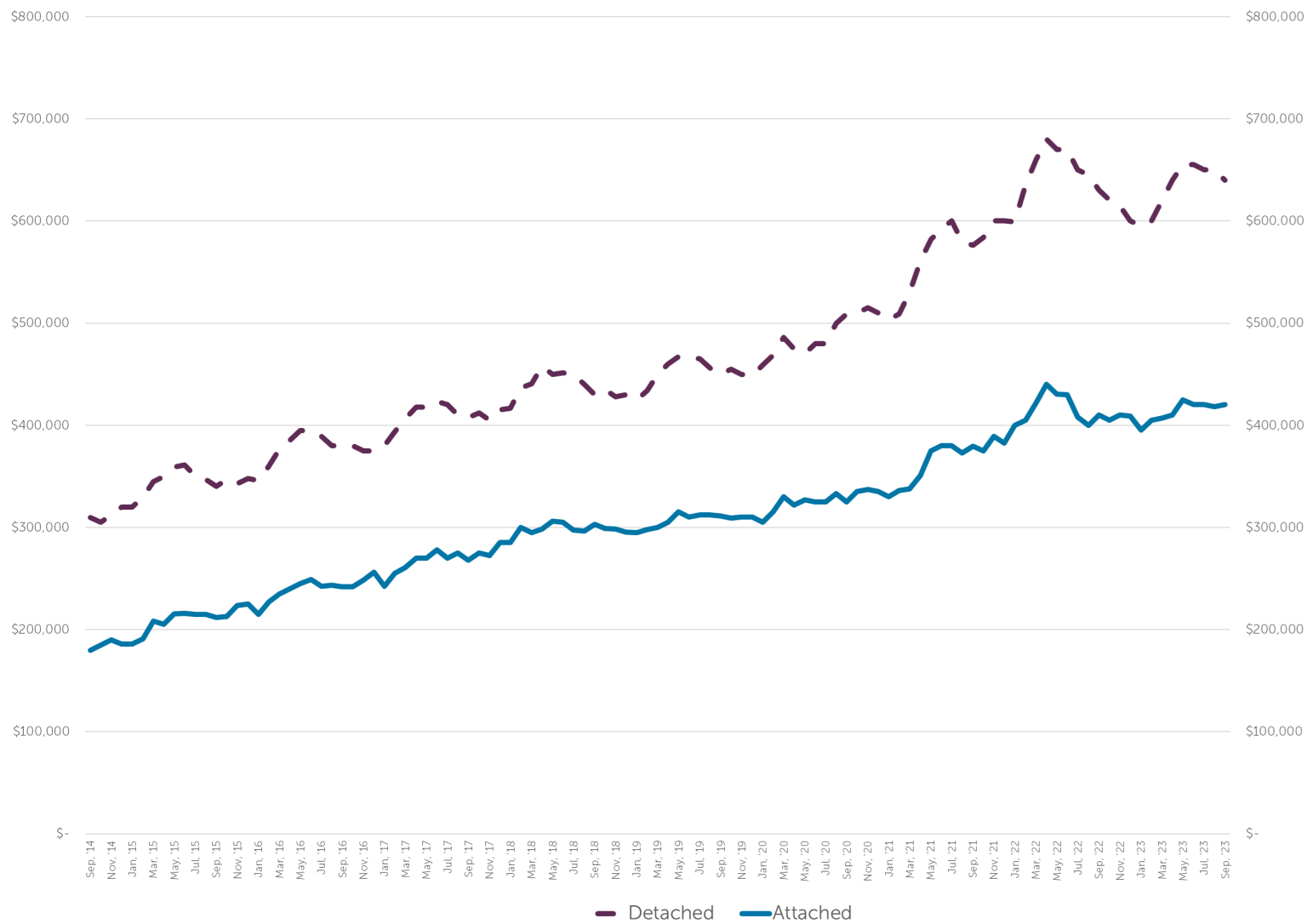
# Pending Sales

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 Denver Metro Association of Realtors®  
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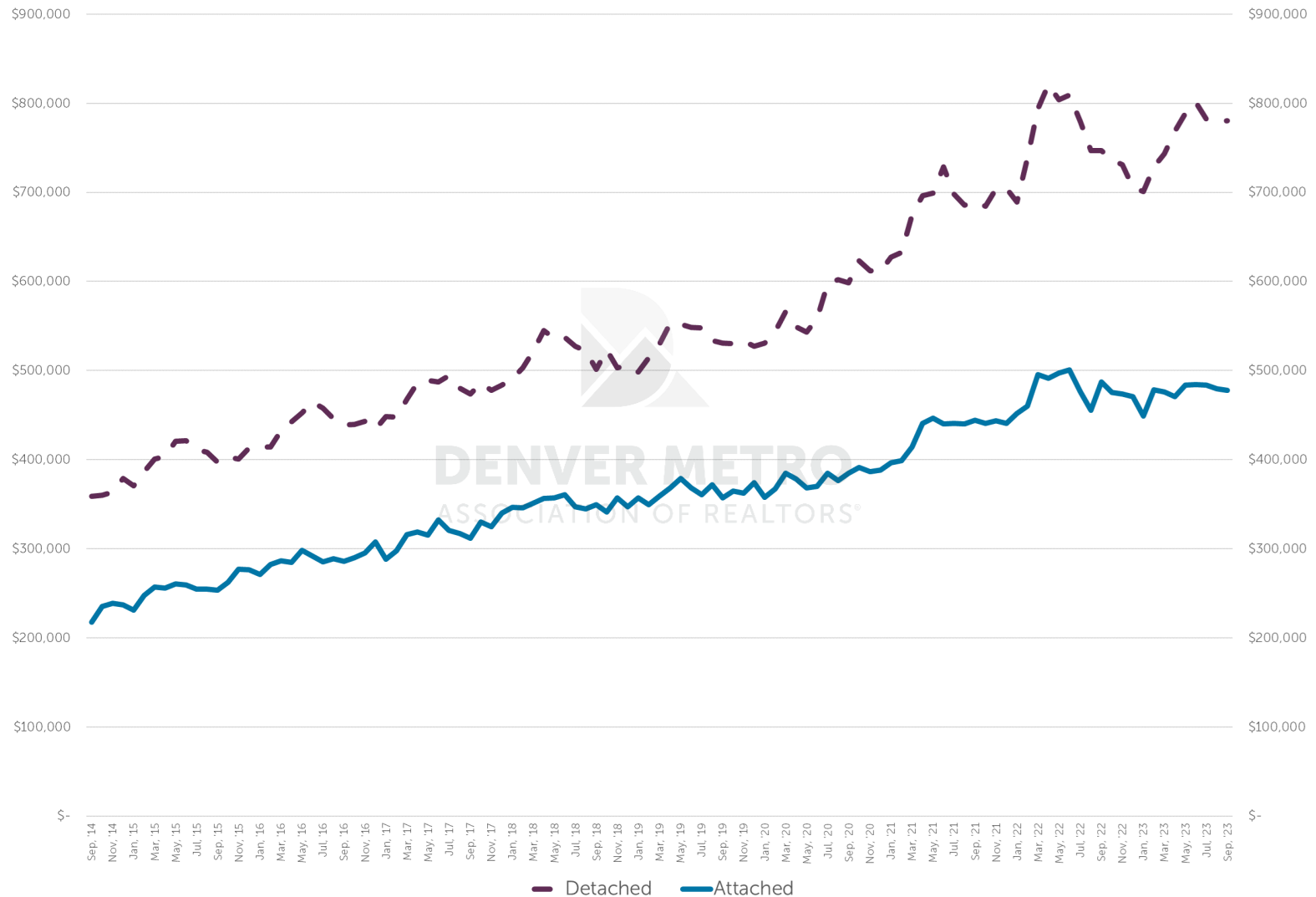
# Median Close Price

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Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



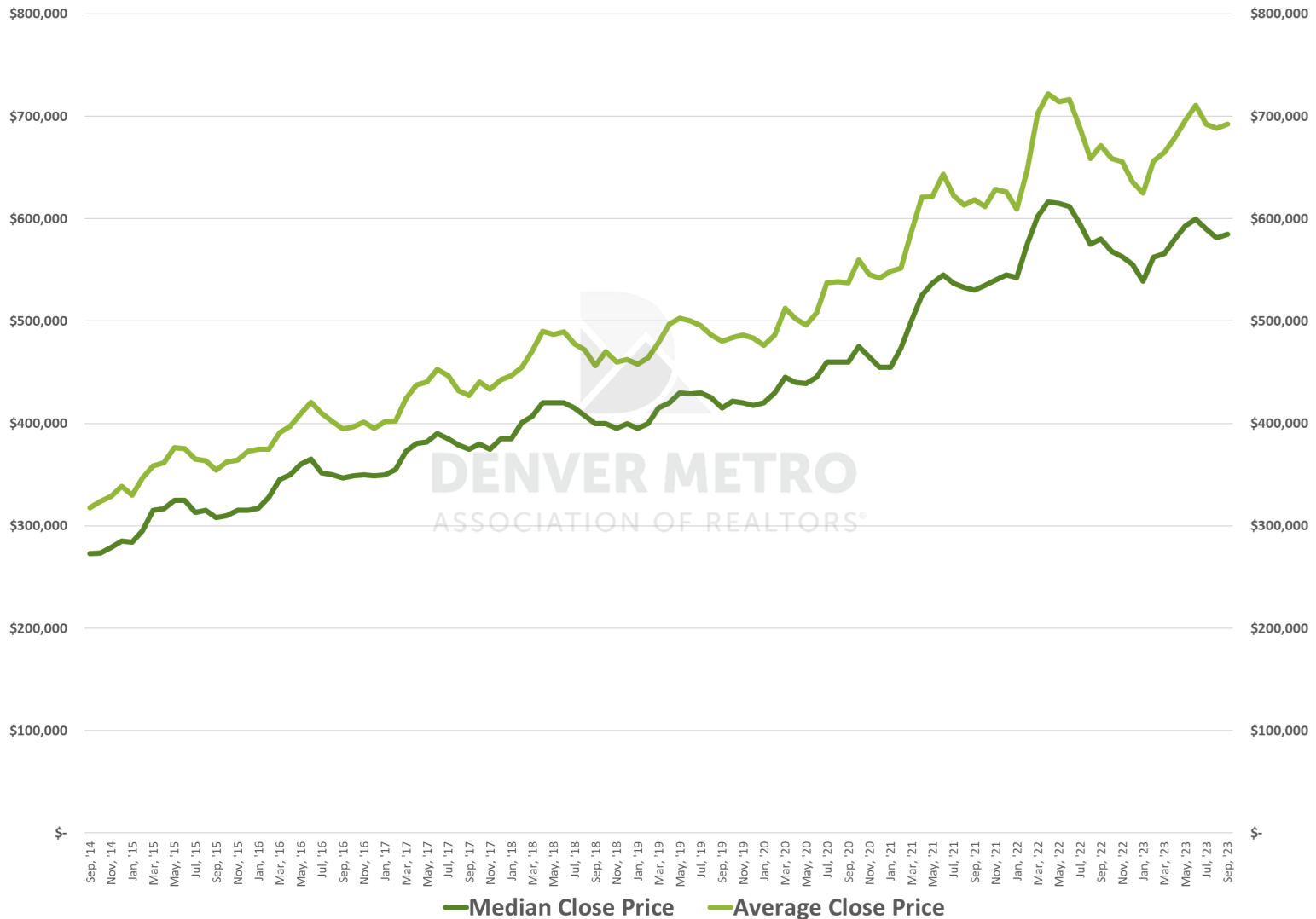
# Average Close Price

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Source of MLS Data: REcolorado.com



# Residential Median + Average Close Price

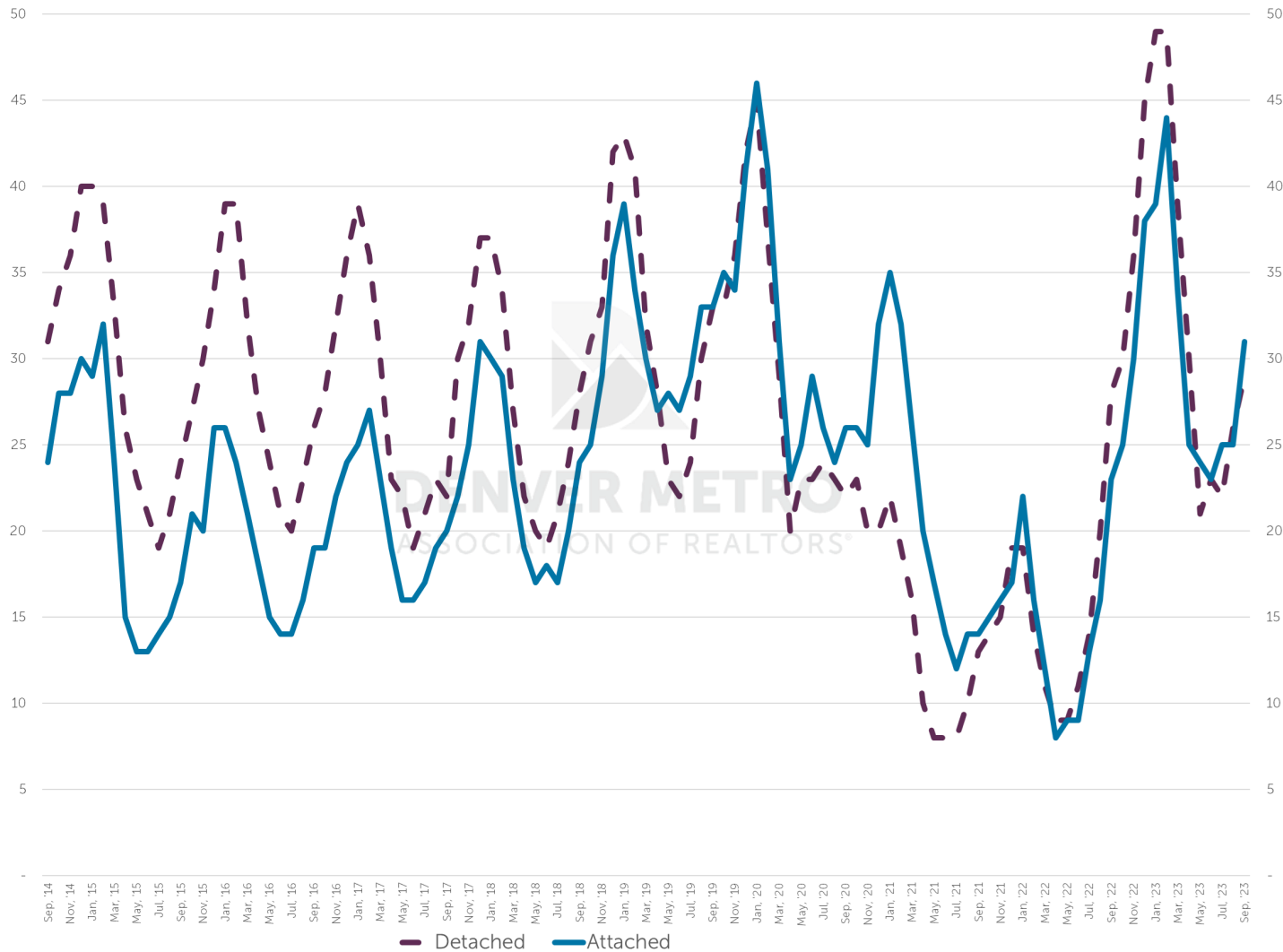
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 Source of MLS Data: REcolorado.com





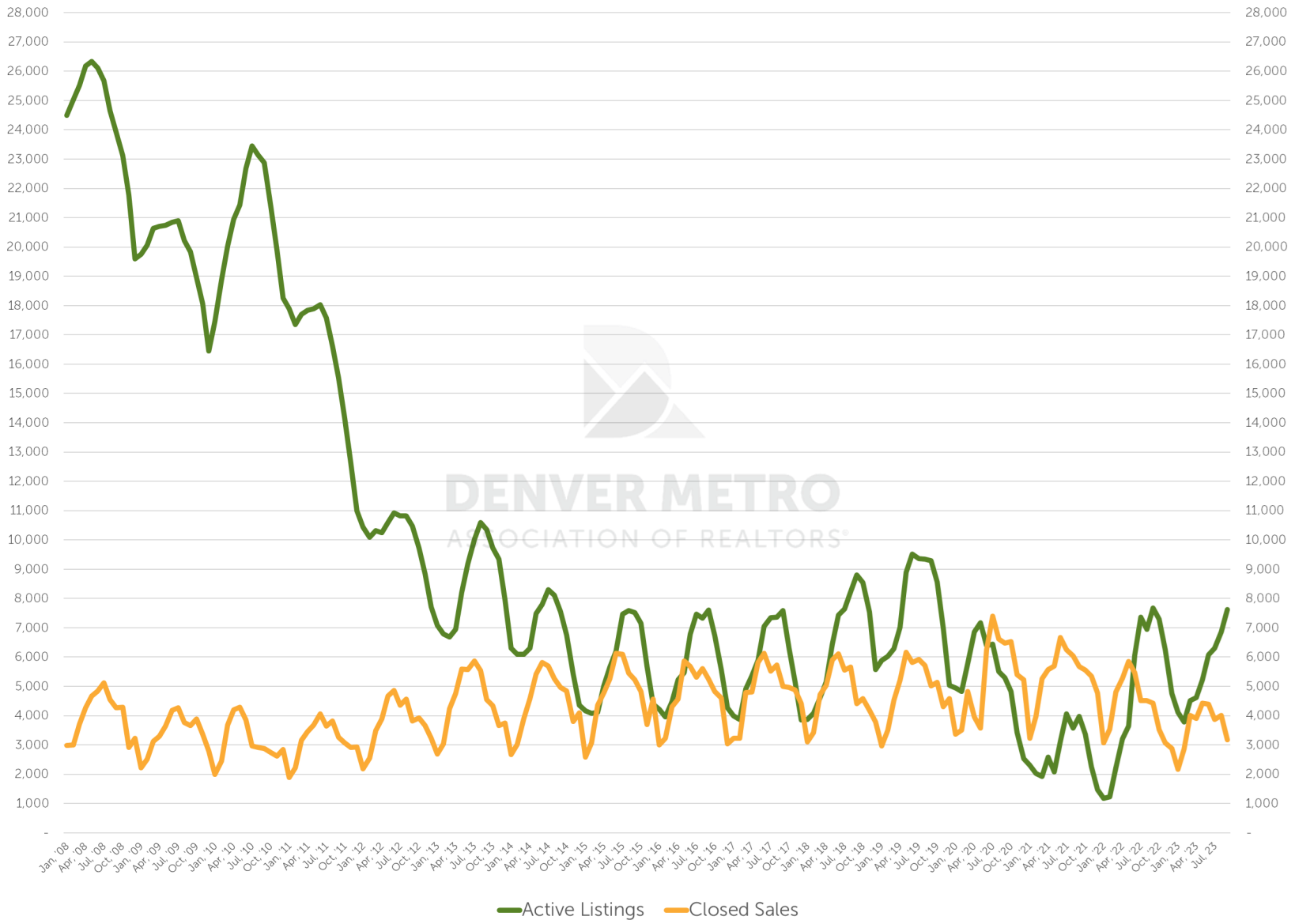
# Average Days in MLS

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Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



# Residential Active Listings + Closed Sales at Month's End

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Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com



## September Data Year-to-Date | 2023 to 2019

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'23 vs '21	'23 vs '20	'23 vs '19
<b>Residential (Detached + Attached)</b>									
Active Listings at Month's End	7,629	7,683	3,971	5,301	9,286	-0.70%	92.12%	43.92%	-17.84%
New Listings	41,281	51,925	54,595	56,984	59,497	-20.50%	-24.39%	-27.56%	-30.62%
Closed	32,921	41,485	48,424	46,350	44,865	-20.64%	-32.02%	-28.97%	-26.62%
Close Price - Average	\$ 682,716	\$ 687,408	\$ 609,289	\$ 515,643	\$ 487,326	-0.68%	12.05%	32.40%	40.09%
Close Price - Median	\$ 580,000	\$ 595,000	\$ 523,850	\$ 449,000	\$ 420,000	-2.52%	10.72%	29.18%	38.10%
Sales Volume	\$ 22,475,688,157	\$ 28,517,119,515	\$ 29,504,203,918	\$ 23,900,030,151	\$ 21,863,882,940	-21.19%	-23.82%	-5.96%	2.80%
Days in MLS - Average	30	14	14	27	30	114.29%	114.29%	11.11%	0.00%
Days in MLS - Median	10	5	4	8	11	100.00%	150.00%	25.00%	-9.09%
Close-Price-to-List-Price Ratio	99.71%	103.20%	103.49%	99.82%	99.31%	-3.38%	-3.65%	-0.11%	0.40%
<b>Detached</b>									
Active Listings at Month's End	5,435	5,798	2,803	3,041	6,523	-6.26%	93.90%	78.72%	-16.68%
New Listings	29,021	37,279	38,484	39,591	42,171	-22.15%	-24.59%	-26.70%	-31.18%
Closed	23,131	28,864	33,541	33,037	31,908	-19.86%	-31.04%	-29.98%	-27.51%
Close Price - Average	\$ 769,319	\$ 777,362	\$ 688,389	\$ 571,938	\$ 537,257	-1.03%	11.76%	34.51%	43.19%
Close Price - Median	\$ 639,812	\$ 650,000	\$ 575,000	\$ 489,900	\$ 455,000	-1.57%	11.27%	30.60%	40.62%
Sales Volume	\$ 17,795,114,439	\$ 22,437,769,814	\$ 23,089,264,555	\$ 18,895,099,469	\$ 17,142,798,291	-20.69%	-22.93%	-5.82%	3.81%
Days in MLS - Average	30	14	12	26	30	114.29%	150.00%	15.38%	0.00%
Days in MLS - Median	10	5	4	7	11	100.00%	150.00%	42.86%	-9.09%
Close-Price-to-List-Price Ratio	99.72%	103.22%	104.02%	99.94%	99.32%	-3.39%	-4.13%	-0.22%	0.40%
<b>Attached</b>									
Active Listings at Month's End	2,194	1,885	1,168	2,260	2,763	16.39%	87.84%	-2.92%	-20.59%
New Listings	12,260	14,646	16,111	17,393	17,326	-16.29%	-23.90%	-29.51%	-29.24%
Closed	9,790	12,621	14,883	13,313	12,957	-22.43%	-34.22%	-26.46%	-24.44%
Close Price - Average	\$ 478,097	\$ 481,685	\$ 431,025	\$ 375,943	\$ 364,366	-0.74%	10.92%	27.17%	31.21%
Close Price - Median	\$ 415,000	\$ 420,000	\$ 369,743	\$ 325,000	\$ 308,000	-1.19%	12.24%	27.69%	34.74%
Sales Volume	\$ 4,680,573,718	\$ 6,079,349,701	\$ 6,414,939,363	\$ 5,004,930,682	\$ 4,721,084,649	-23.01%	-27.04%	-6.48%	-0.86%
Days in MLS - Average	29	13	19	29	30	123.08%	52.63%	0.00%	-3.33%
Days in MLS - Median	11	4	5	10	12	175.00%	120.00%	10.00%	-8.33%
Close-Price-to-List-Price Ratio	99.69%	103.16%	102.29%	99.53%	99.27%	-3.36%	-2.54%	0.16%	0.42%

## Market Trends

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
\$0 to \$299,999	18	50	2.78	167	304	1.82
\$300,000 to \$499,999	423	636	1.50	467	938	2.01
\$500,000 to \$749,999	1,054	2,278	2.16	203	607	2.99
\$750,000 to \$999,999	423	1,140	2.70	45	167	3.71
\$1,000,000 to \$1,499,999	196	574	2.93	27	112	4.15
\$1,500,000 to \$1,999,999	70	331	4.73	8	38	4.75
\$2,000,000 and over	70	426	6.09	4	28	7.00
<b>TOTALS</b>	<b>2,254</b>	<b>5,435</b>	<b>2.41</b>	<b>921</b>	<b>2,194</b>	<b>2.38</b>

Price Range	Detached		% change	Attached		% change
	Closed Sep. 2023	Closed Aug. 2023		Closed Sep. 2023	Closed Aug. 2023	
\$0 to \$299,999	18	21	-14.29%	167	212	-21.23%
\$300,000 to \$499,999	423	476	-11.13%	467	595	-21.51%
\$500,000 to \$749,999	1,054	1,309	-19.48%	203	309	-34.30%
\$750,000 to \$999,999	423	590	-28.31%	45	62	-27.42%
\$1,000,000 to \$1,499,999	196	238	-17.65%	27	30	-10.00%
\$1,500,000 to \$1,999,999	70	81	-13.58%	8	10	-20.00%
\$2,000,000 and over	70	75	-6.67%	4	5	-20.00%
<b>TOTALS</b>	<b>2,254</b>	<b>2,790</b>	<b>-19.21%</b>	<b>921</b>	<b>1,223</b>	<b>-24.69%</b>

Price Range	Detached		% change	Attached		% change
	YTD Sep. 2023	YTD Sep. 2022		YTD Sep. 2023	YTD Sep. 2022	
\$0 to \$299,999	152	158	-3.80%	1,734	2,173	-20.20%
\$300,000 to \$499,999	4,204	4,240	-0.85%	4,917	6,329	-22.31%
\$500,000 to \$749,999	11,208	14,469	-22.54%	2,264	2,930	-22.73%
\$750,000 to \$999,999	4,290	5,700	-24.74%	482	691	-30.25%
\$1,000,000 to \$1,499,999	1,967	2,696	-27.04%	282	344	-18.02%
\$1,500,000 to \$1,999,999	675	865	-21.97%	67	88	-23.86%
\$2,000,000 and over	635	735	-13.61%	44	66	-33.33%
<b>TOTALS</b>	<b>23,131</b>	<b>28,863</b>	<b>-19.86%</b>	<b>9,790</b>	<b>12,621</b>	<b>-22.43%</b>

## Properties Sold for \$1 Million or More

	Sep. 2023	Aug. 2023	Sep. 2022	Month-Over-Month	Year-Over-Year
<b>Residential (Detached + Attached)</b>					
New Listings	625	654	616	-4.43%	1.46%
Pending	357	421	362	-15.20%	-1.38%
Closed	375	439	484	-14.58%	-22.52%
Sales Volume	\$ 620,453,105	\$ 731,187,581	\$ 760,680,320	-15.14%	-18.43%
Days in MLS - Average	38	34	30	11.76%	26.67%
Days in MLS - Median	20	14	16	42.86%	25.00%
Close-Price-to-List-Price Ratio	98.08%	98.73%	98.38%	-0.66%	-0.30%
PSF Total	\$ 399	\$ 385	\$ 371	3.64%	7.55%
<b>Detached</b>					
New Listings	546	573	523	-4.71%	4.40%
Pending	314	376	320	-16.49%	-1.88%
Closed	336	394	424	-14.72%	-20.75%
Sales Volume	\$ 564,003,809	\$ 663,446,110	\$ 674,195,458	-14.99%	-16.34%
Days in MLS - Average	37	34	28	8.82%	32.14%
Days in MLS - Median	21	14	17	50.00%	23.53%
Close-Price-to-List-Price Ratio	98.14%	98.84%	98.23%	-0.71%	-0.09%
PSF Total	\$ 381	\$ 369	\$ 351	3.25%	8.55%
<b>Attached</b>					
New Listings	79	81	93	-2.47%	-15.05%
Pending	43	45	42	-4.44%	2.38%
Closed	39	45	60	-13.33%	-35.00%
Sales Volume	\$ 56,449,296	\$ 67,741,471	\$ 86,484,862	-16.67%	-34.73%
Days in MLS - Average	43	42	40	2.38%	7.50%
Days in MLS - Median	14	23	12	-39.13%	16.67%
Close-Price-to-List-Price Ratio	97.59%	97.80%	99.50%	-0.21%	-1.92%
PSF Total	\$ 449	\$ 523	\$ 515	-14.15%	-12.82%

## Properties Sold for \$1 Million or More

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'23 vs '21	'23 vs '20	'23 vs '19
<b>Residential (Detached + Attached)</b>									
New Listings	5,525	5,869	4,444	3,694	3,307	-5.86%	24.32%	49.57%	67.07%
Pending	3,650	4,177	3,753	2,590	2,045	-12.62%	-2.74%	40.93%	78.48%
Closed	3,670	4,794	4,085	2,210	1,868	-23.45%	-10.16%	66.06%	96.47%
Sales Volume	\$ 6,019,935,151	\$ 7,575,768,439	\$ 6,504,883,091	\$ 3,380,677,051	\$ 2,894,244,105	-20.54%	-7.46%	78.07%	108.00%
Days in MLS - Average	34	19	31	54	59	78.95%	9.68%	-37.04%	-42.37%
Days in MLS - Median	10	5	5	19	24	100.00%	100.00%	-47.37%	-58.33%
Close-Price-to-List-Price Ratio	99.03%	103.98%	102.06%	97.61%	97.46%	-4.76%	-2.97%	1.45%	1.61%
PSF Total	\$ 387	\$ 392	\$ 365	\$ 337	\$ 336	-1.28%	6.03%	14.84%	15.18%
<b>Detached</b>									
New Listings	4,879	5,193	3,857	3,281	2,939	-6.05%	26.50%	48.70%	66.01%
Pending	3,261	3,727	3,310	2,372	1,825	-12.50%	-1.48%	37.48%	78.68%
Closed	3,277	4,296	3,623	2,024	1,659	-23.72%	-9.55%	61.91%	97.53%
Sales Volume	\$ 5,439,734,460	\$ 6,833,700,335	\$ 5,819,680,103	\$ 3,104,194,796	\$ 2,564,736,880	-20.40%	-6.53%	75.24%	112.10%
Days in MLS - Average	33	18	28	54	60	83.33%	17.86%	-38.89%	-45.00%
Days in MLS - Median	10	5	5	19	24	100.00%	100.00%	-47.37%	-58.33%
Close-Price-to-List-Price Ratio	99.11%	104.14%	102.33%	97.67%	97.41%	-4.83%	-3.15%	1.47%	1.75%
PSF Total	\$ 369	\$ 372	\$ 341	\$ 317	\$ 304	-0.81%	8.21%	16.40%	21.38%
<b>Attached</b>									
New Listings	646	676	587	413	368	-4.44%	10.05%	56.42%	75.54%
Pending	389	450	443	218	220	-13.56%	-12.19%	78.44%	76.82%
Closed	393	498	462	186	209	-21.08%	-14.94%	111.29%	88.04%
Sales Volume	\$ 580,200,691	\$ 742,068,104	\$ 685,202,988	\$ 276,482,255	\$ 329,507,225	-21.81%	-15.32%	109.85%	76.08%
Days in MLS - Average	40	29	51	54	51	37.93%	-21.57%	-25.93%	-21.57%
Days in MLS - Median	13	5	7	27	23	160.00%	85.71%	-51.85%	-43.48%
Close-Price-to-List-Price Ratio	98.36%	102.65%	99.94%	96.92%	97.81%	-4.18%	-1.58%	1.49%	0.56%
PSF Total	\$ 537	\$ 560	\$ 559	\$ 558	\$ 589	-4.11%	-3.94%	-3.76%	-8.83%

## Properties Sold Between \$750,000 and \$999,999

	Sep. 2023	Aug. 2023	Sep. 2022	Month-Over-Month	Year-Over-Year
<b>Residential</b> (Detached + Attached)					
New Listings	720	715	752	0.70%	-4.26%
Pending	517	544	506	-4.96%	2.17%
Closed	468	652	618	-28.22%	-24.27%
Sales Volume	\$ 397,206,757	\$ 551,632,170	\$ 539,268,056	-27.99%	-26.34%
Days in MLS - Average	33	26	29	26.92%	13.79%
Days in MLS - Median	19	14	21	35.71%	-9.52%
Close-Price-to-List-Price Ratio	99.06%	99.41%	98.98%	-0.35%	0.08%
PSF Total	\$ 280	\$ 284	\$ 289	-1.41%	-3.11%
<b>Detached</b>					
New Listings	638	655	671	-2.60%	-4.92%
Pending	469	492	451	-4.67%	3.99%
Closed	423	590	563	-28.31%	-24.87%
Sales Volume	\$ 358,837,282	\$ 499,372,095	\$ 475,135,133	-28.14%	-24.48%
Days in MLS - Average	32	26	29	23.08%	10.34%
Days in MLS - Median	19	15	21	26.67%	-9.52%
Close-Price-to-List-Price Ratio	99.13%	99.35%	98.94%	-0.22%	0.19%
PSF Total	\$ 264	\$ 270	\$ 270	-2.22%	-2.22%
<b>Attached</b>					
New Listings	82	60	81	36.67%	1.23%
Pending	48	52	55	-7.69%	-12.73%
Closed	45	62	55	-27.42%	-18.18%
Sales Volume	\$ 38,369,475	\$ 52,260,075	\$ 64,132,923	-26.58%	-40.17%
Days in MLS - Average	38	28	31	35.71%	22.58%
Days in MLS - Median	19	13	15	46.15%	26.67%
Close-Price-to-List-Price Ratio	98.40%	99.99%	99.25%	-1.59%	-0.86%
PSF Total	\$ 427	\$ 416	\$ 422	2.64%	1.18%

## Properties Sold Between \$750,000 and \$999,999

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'23 vs '21	'23 vs '20	'23 vs '19
<b>Residential (Detached + Attached)</b>									
New Listings	6,561	8,016	5,968	4,455	3,961	-18.15%	9.94%	47.27%	65.64%
Pending	5,072	6,047	5,191	3,611	2,818	-16.12%	-2.29%	40.46%	79.99%
Closed	4,772	6,391	5,155	3,132	2,523	-25.33%	-7.43%	52.36%	89.14%
Sales Volume	\$ 4,041,732,646	\$ 5,412,712,898	\$ 4,370,944,819	\$ 2,652,276,031	\$ 2,138,376,007	-25.33%	-7.53%	52.39%	89.01%
Days in MLS - Average	31	15	16	41	42	106.67%	93.75%	-24.39%	-26.19%
Days in MLS - Median	11	5	5	13	17	120.00%	120.00%	-15.38%	-35.29%
Close-Price-to-List-Price Ratio	99.68%	103.48%	103.46%	99.16%	98.92%	-3.67%	-3.65%	0.52%	0.77%
PSF Total	\$ 286	\$ 300	\$ 277	\$ 251	\$ 248	-4.67%	3.25%	13.94%	15.32%
<b>Detached</b>									
New Listings	5,873	7,231	5,201	3,664	3,351	-18.78%	12.92%	60.29%	75.26%
Pending	4,591	5,452	4,519	3,099	2,412	-15.79%	1.59%	48.14%	90.34%
Closed	4,290	5,700	4,507	2,701	2,130	-24.74%	-4.81%	58.83%	101.41%
Sales Volume	\$ 3,635,754,933	\$ 4,827,614,764	\$ 3,817,199,614	\$ 2,285,955,128	\$ 1,803,718,026	-24.69%	-4.75%	59.05%	101.57%
Days in MLS - Average	31	14	13	40	39	121.43%	138.46%	-22.50%	-20.51%
Days in MLS - Median	11	5	4	13	16	120.00%	175.00%	-15.38%	-31.25%
Close-Price-to-List-Price Ratio	99.69%	103.59%	103.84%	99.23%	98.94%	-3.76%	-4.00%	0.46%	0.76%
PSF Total	\$ 272	\$ 282	\$ 260	\$ 234	\$ 227	-3.55%	4.62%	16.24%	19.82%
<b>Attached</b>									
New Listings	688	785	767	791	610	-12.36%	-10.30%	-13.02%	12.79%
Pending	481	595	672	512	406	-19.16%	-28.42%	-6.05%	18.47%
Closed	482	691	648	431	393	-30.25%	-25.62%	11.83%	22.65%
Sales Volume	\$ 405,977,713	\$ 585,098,134	\$ 553,745,205	\$ 366,320,903	\$ 334,657,981	-30.61%	-26.69%	10.83%	21.31%
Days in MLS - Average	32	22	38	43	59	45.45%	-15.79%	-25.58%	-45.76%
Days in MLS - Median	11	5	7	15	25	120.00%	57.14%	-26.67%	-56.00%
Close-Price-to-List-Price Ratio	99.58%	102.53%	100.84%	98.71%	98.83%	-2.88%	-1.25%	0.88%	0.76%
PSF Total	\$ 417	\$ 444	\$ 395	\$ 357	\$ 358	-6.08%	5.57%	16.81%	16.48%



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

	Sep. 2023	Aug. 2023	Sep. 2022	Month-Over-Month	Year-Over-Year
<b>Residential</b> (Detached + Attached)					
New Listings	1810	1883	2119	-3.88%	-14.58%
Pending	1290	1419	1388	-9.09%	-7.06%
Closed	1257	1618	1780	-22.31%	-29.38%
Sales Volume	\$ 768,138,987	\$ 980,247,648	\$ 1,082,258,666	-21.64%	-29.02%
Days in MLS - Average	31	27	28	14.81%	10.71%
Days in MLS - Median	15	12	18	25.00%	-16.67%
Close-Price-to-List-Price Ratio	99.48%	99.75%	99.12%	-0.27%	0.36%
PSF Total	\$ 281	\$ 282	\$ 275	-0.35%	2.18%
<b>Detached</b>					
New Listings	1,445	1,558	1,781	-7.25%	-18.87%
Pending	1,073	1,177	1,171	-8.84%	-8.37%
Closed	1,054	1,309	1,508	-19.48%	-30.11%
Sales Volume	\$ 649,215,732	\$ 798,118,973	\$ 920,060,201	-18.66%	-29.44%
Days in MLS - Average	29	25	29	16.00%	0.00%
Days in MLS - Median	15	11	19	36.36%	-21.05%
Close-Price-to-List-Price Ratio	99.51%	99.76%	99.13%	-0.25%	0.38%
PSF Total	\$ 268	\$ 268	\$ 265	0.00%	1.13%
<b>Attached</b>					
New Listings	365	325	338	12.31%	7.99%
Pending	217	242	217	-10.33%	0.00%
Closed	203	309	272	-34.30%	-25.37%
Sales Volume	\$ 118,923,255	\$ 182,128,675	\$ 162,198,465	-34.70%	-26.68%
Days in MLS - Average	43	33	25	30.30%	72.00%
Days in MLS - Median	14	16	16	-12.50%	-12.50%
Close-Price-to-List-Price Ratio	99.37%	99.71%	99.02%	-0.34%	0.35%
PSF Total	\$ 254	\$ 343	\$ 336	-25.95%	-24.40%

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

	YTD 2023	YTD 2022	YTD 2021	YTD 2020	YTD 2019	'23 vs '22	'23 vs '21	'23 vs '20	'23 vs '19
<b>Residential (Detached + Attached)</b>									
New Listings	16,129	21,294	18,440	15,150	14,352	-24.26%	-12.53%	6.46%	12.38%
Pending	13,548	16,414	16,534	13,338	11,031	-17.46%	-18.06%	1.57%	22.82%
Closed	13,472	17,400	17,556	12,606	10,234	-22.57%	-23.26%	6.87%	31.64%
Sales Volume	\$ 8,187,291,986	\$ 10,615,935,025	\$ 10,538,699,856	\$ 7,491,656,888	\$ 6,081,352,071	-22.88%	-22.31%	9.29%	34.63%
Days in MLS - Average	32	14	11	31	36	128.57%	190.91%	3.23%	-11.11%
Days in MLS - Median	11	5	4	10	16	120.00%	175.00%	10.00%	-31.25%
Close-Price-to-List-Price Ratio	99.93%	103.25%	104.20%	99.80%	99.20%	-3.22%	-4.10%	0.13%	0.74%
PSF Total	\$ 277	\$ 294	\$ 260	\$ 220	\$ 214	-5.78%	6.54%	25.91%	29.44%
<b>Detached</b>									
New Listings	13,160	17,991	15,853	12,801	12,249	-26.85%	-16.99%	2.80%	7.44%
Pending	11,236	13,845	14,174	11,579	9,584	-18.84%	-20.73%	-2.96%	17.24%
Closed	11,208	14,470	15,102	11,008	8,875	-22.54%	-25.78%	1.82%	26.29%
Sales Volume	\$ 6,846,861,249	\$ 8,877,415,825	\$ 9,084,696,623	\$ 6,547,899,760	\$ 5,278,055,108	-22.87%	-24.63%	4.57%	29.72%
Days in MLS - Average	31	14	9	30	35	121.43%	244.44%	3.33%	-11.43%
Days in MLS - Median	11	5	4	10	15	120.00%	175.00%	10.00%	-26.67%
Close-Price-to-List-Price Ratio	99.99%	103.27%	104.55%	99.87%	99.21%	-3.18%	-4.36%	0.12%	0.79%
PSF Total	\$ 264	\$ 280	\$ 243	\$ 202	\$ 196	-5.71%	8.64%	30.69%	34.69%
<b>Attached</b>									
New Listings	2,969	3,303	2,587	2,349	2,103	-10.11%	14.77%	26.39%	41.18%
Pending	2,312	2,569	2,360	1,759	1,447	-10.00%	-2.03%	31.44%	59.78%
Closed	2,264	2,930	2,454	1,598	1,359	-22.73%	-7.74%	41.68%	66.59%
Sales Volume	\$ 1,340,430,737	\$ 1,738,519,200	\$ 1,454,003,233	\$ 943,757,128	\$ 803,296,963	-22.90%	-7.81%	42.03%	66.87%
Days in MLS - Average	38	15	24	44	44	153.33%	58.33%	-13.64%	-13.64%
Days in MLS - Median	15	5	5	17	18	200.00%	200.00%	-11.76%	-16.67%
Close-Price-to-List-Price Ratio	99.64%	103.12%	102.01%	99.31%	99.19%	-3.37%	-2.32%	0.33%	0.45%
PSF Total	\$ 342	\$ 362	\$ 362	\$ 340	\$ 331	-5.52%	-5.52%	0.59%	3.32%