

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area

Denver Metro Real Estate Market Trends Report

April 2023



MARKET OVERVIEW

The April report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the March 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	4,516	19.53%	103.33%
Closed Homes	3,790	32.29%	-21.24%
Close Price - Average	\$665,390	1.44%	-5.24%
Close Price - Median	\$565,000	0.44%	-6.15%
Days in MLS - Average	37	-22.92%	208.33%



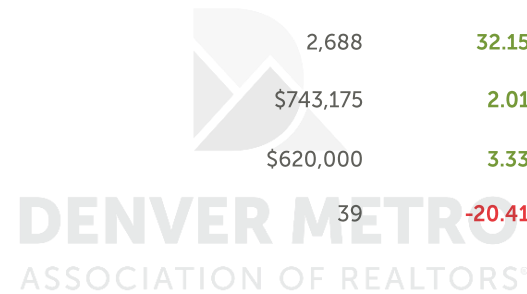
Detached

Active Listings at Month End	3,163	20.82%	94.41%
Closed Homes	2,688	32.15%	-19.47%
Close Price - Average	\$743,175	2.01%	-6.30%
Close Price - Median	\$620,000	3.33%	-6.06%
Days in MLS - Average	39	-20.41%	254.55%



Attached

Active Listings at Month End	1,353	16.64%	127.78%
Closed Homes	1,102	32.61%	-25.24%
Close Price - Average	\$475,655	-0.56%	-4.16%
Close Price - Median	\$405,750	0.19%	-4.42%
Days in MLS - Average	33	-25.00%	175.00%



MARKET INSIGHTS

✓ Realtor® Tidbits:

- Buyers are more hesitant to overpay for a home. Instead, they are getting more creative with offers by paying fees traditionally associated with the seller like title fees, portions of 2023 taxes and transfer fees.
- Appraisers are having a challenging time with values for HELOCs as brokers are increasingly stepping in to help with comparable sales data.
- Different district's school spring break schedules have put a damper on showing activity.
- Some buyers can put enough money down to request, receive or even be proactively offered an 'appraisal waiver' from a lender.

✓ Local News:

- Colorado homeowners, no longer protected by the Gallagher Amendment, face unprecedented increases in property taxes next year as the run-up in home prices during the pandemic works its way into the State's tax base.
- There is a rise in scams to access homes in Colorado. Unlicensed individuals are reaching out directly to agents posing as an agent, typically via text, attempting to gain access to a home citing the showing service is down or unavailable. Be on guard and use your showing service to schedule showings to ensure only licensed agents can enter.
- Senate Bill 77, Restrictions on Broker Engagement Contracts, passed. The bill was brought forth by the Colorado Association of Realtors® to protect homeowners from predatory right-to-sell schemes.

✓ National News:

- After peaking in early 2022 at about 15 percent, year-over-year rent growth continues to fall and is now about four percent.
- Nationwide, new residential construction picked up due to builder optimism and lumber prices falling to pre-pandemic numbers, with housing starts up 18.4 percent and permits up 13.8 percent month-over-month.
- Nearly half of seller's agents (48 percent) reported that staging a home decreased its time on market, according to a new report by the National Association of Realtors®.
- Baby boomers, the majority of which are repeat buyers with equi-

ty, now make up 39 percent of homebuyers (up 10 percent), surpassing millennials (28 percent) who had held the top spot since 2014.

- The Realtor.com® economics team used historical data to determine that the week of April 16 through 22 will be the best time to sell in 2023.
- The latest data from the Bureau of Economic Analysis found that the Core Personal Consumption Expenditure (PCE) Price Index increased \$27.9 billion (0.2 percent) in February—breaking the two-month streak of decreases seen in January and December.

✓ Mortgage News:

- The 30-year fixed mortgage rate saw some relief in March after jumping one percent in February, dropping from 6.94 percent to 6.57 percent.
- Powell increased the Fed rate by 0.25 percent in March, stating we still have a long way to go to get to the two percent target inflation. Bank failures are tightening credit and may help the Fed fight inflation.
- According to a new report from CoreLogic, 2.8 percent of all mortgages in the U.S. were in some stage of delinquency in January, a 0.5 percentage point decrease compared with 3.3 percent last year.

✓ Quick Stats:

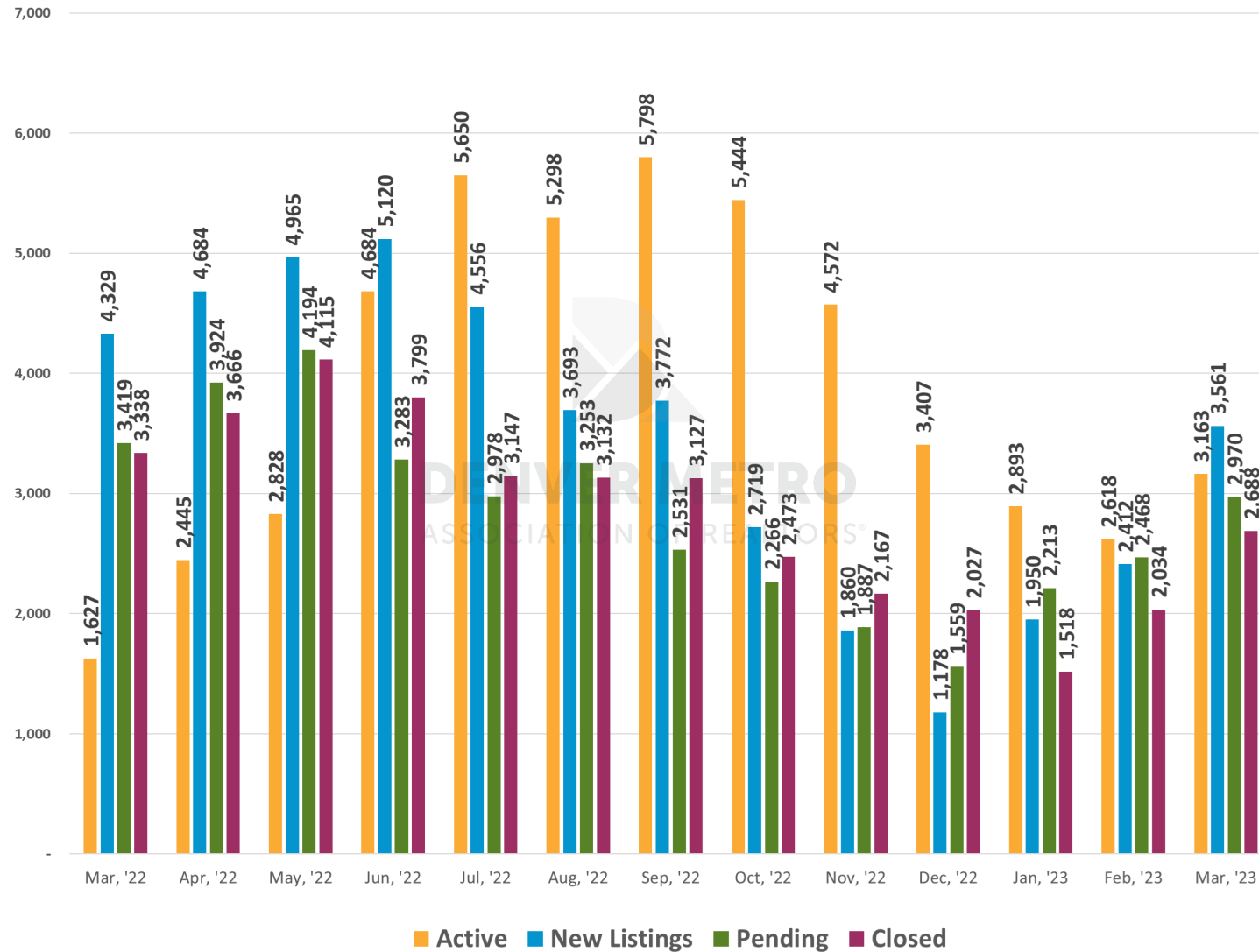
- At present, 37.2 percent of homes listed for sale lowered their prices, a decrease from early November when 58.4 percent of homes reduced prices.
- Homes currently on the market have an average listing time of 68 days; however, this number increases to 104 days for homes that have undergone a price reduction and decreases to 46 days for those without one. Encouragingly, this trend has been decreasing since the beginning of the year.
- Average active listings for March are 13,609 (1985-2022).
- Record-high March was 2006 with 27,309 listings and the record-low was set in 2021 with 1,921 listings.
- The historical average increase in active listings from February to March is 7.55 percent. This year's increase of 19.53 percent represents the third largest percent change month-over-month.

Detached Single-Family

DMAR Market Trends | March 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

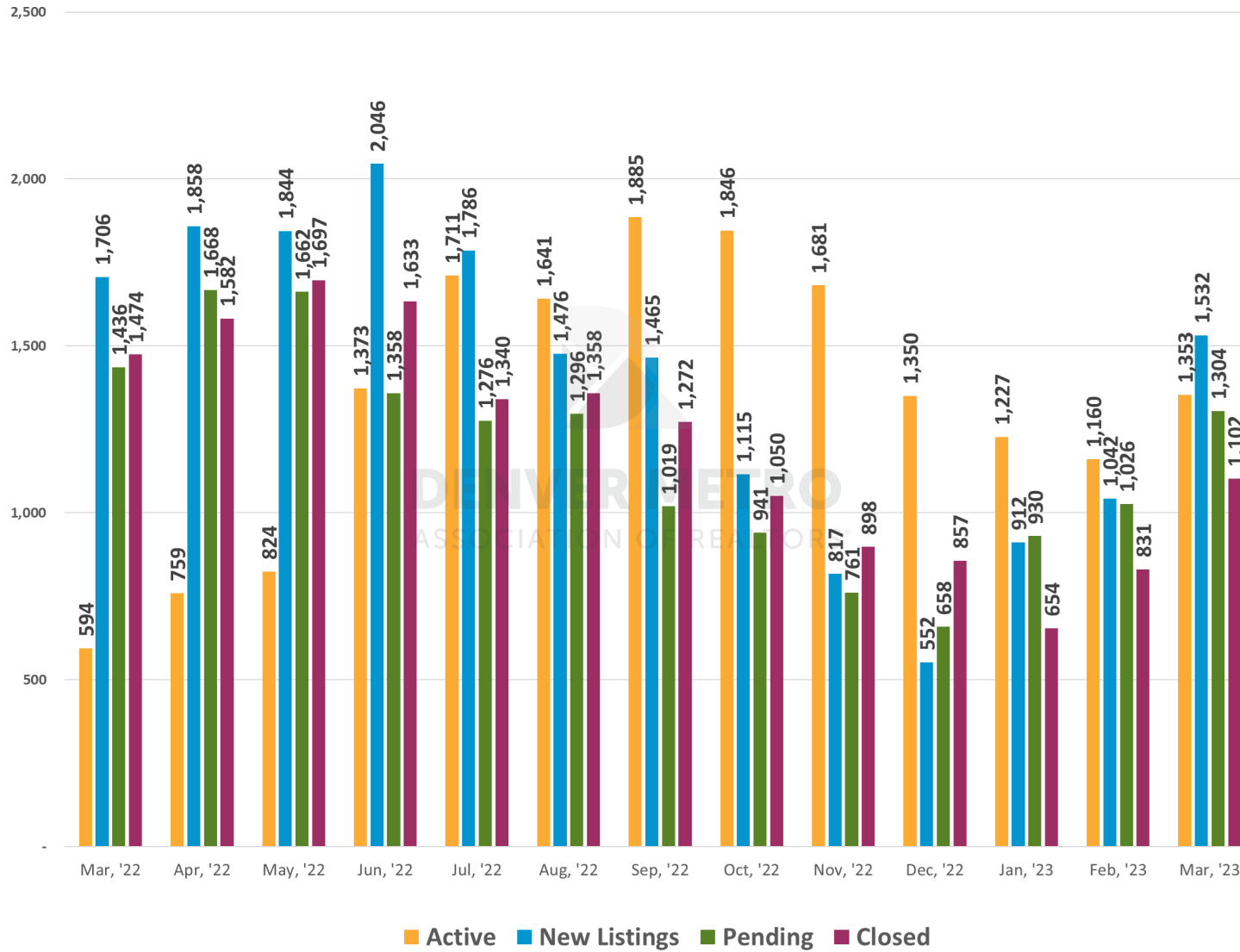


Attached Single-Family

DMAR Market Trends | March 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

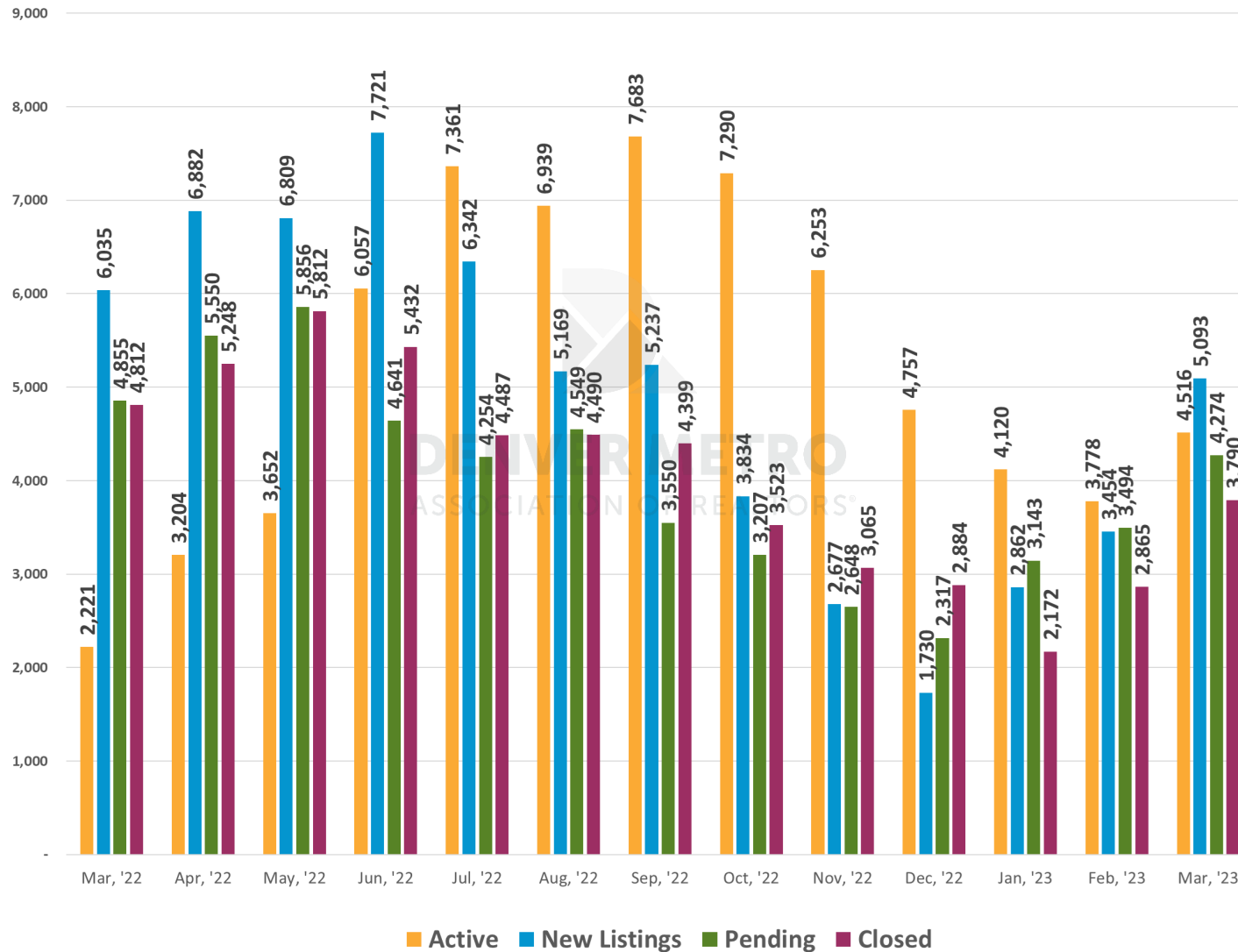


Residential (Detached + Attached)

DMAR Market Trends | March 2023 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

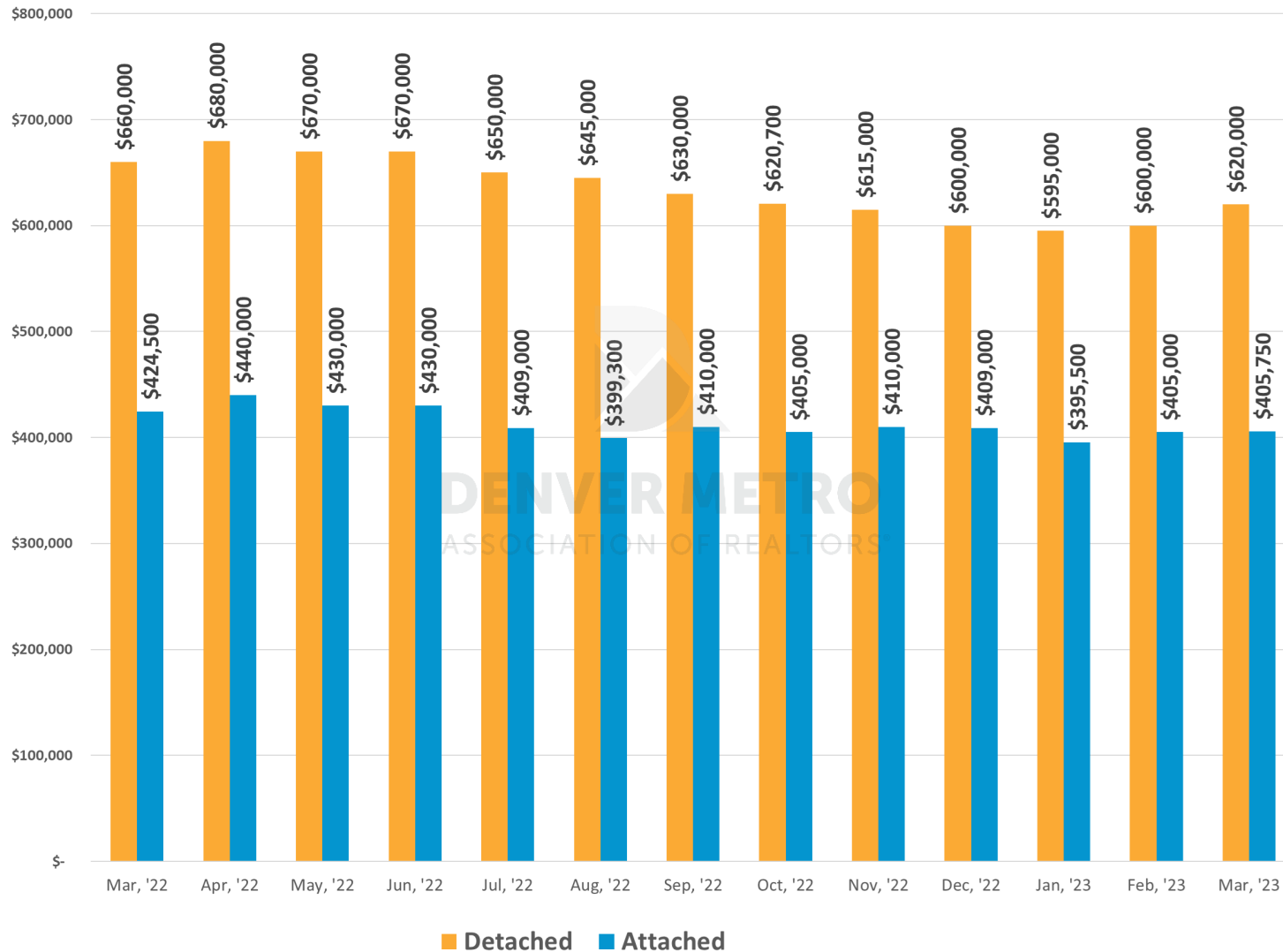


Median Close Price

DMAR Market Trends | March 2023 Data

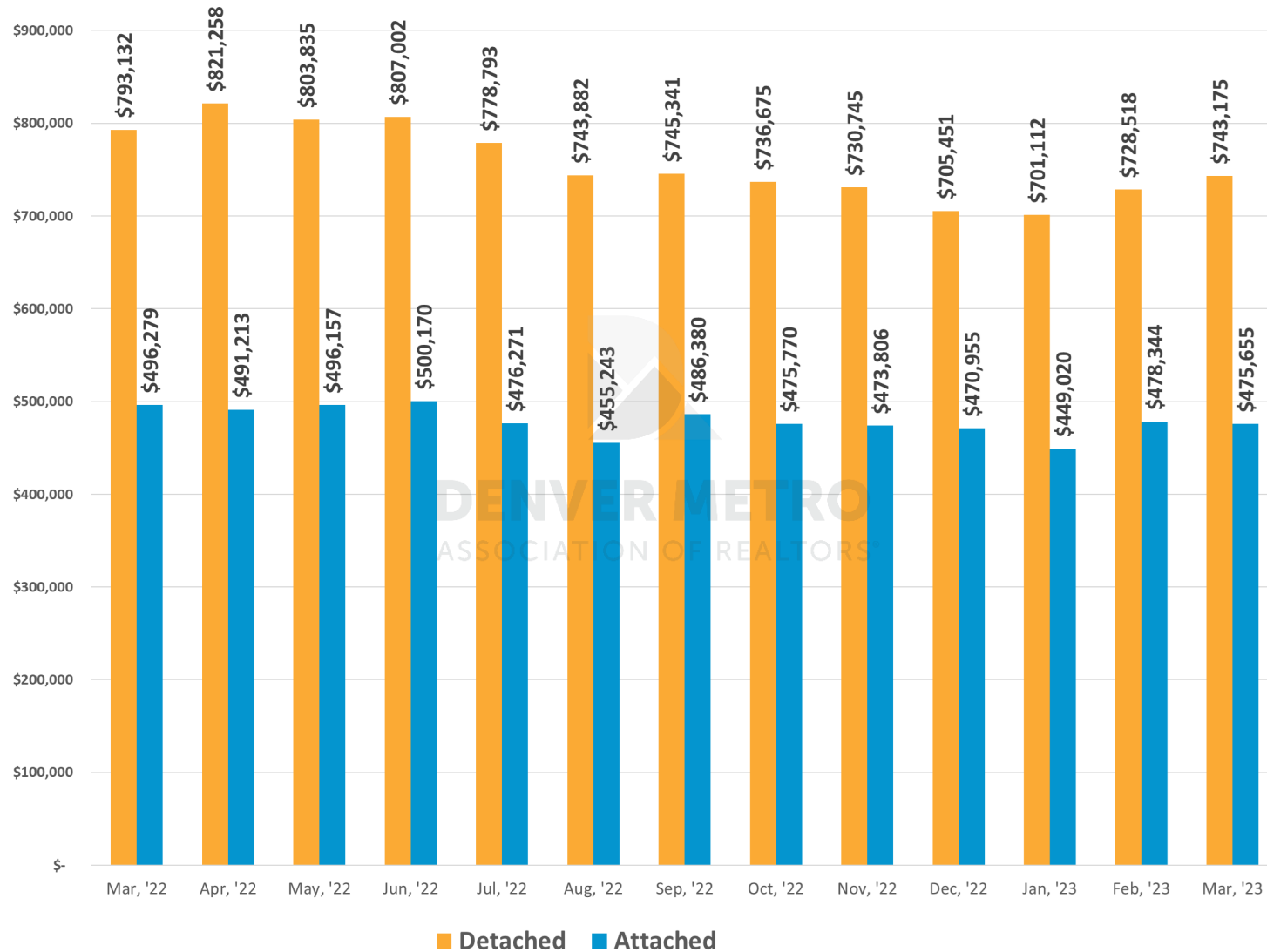
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



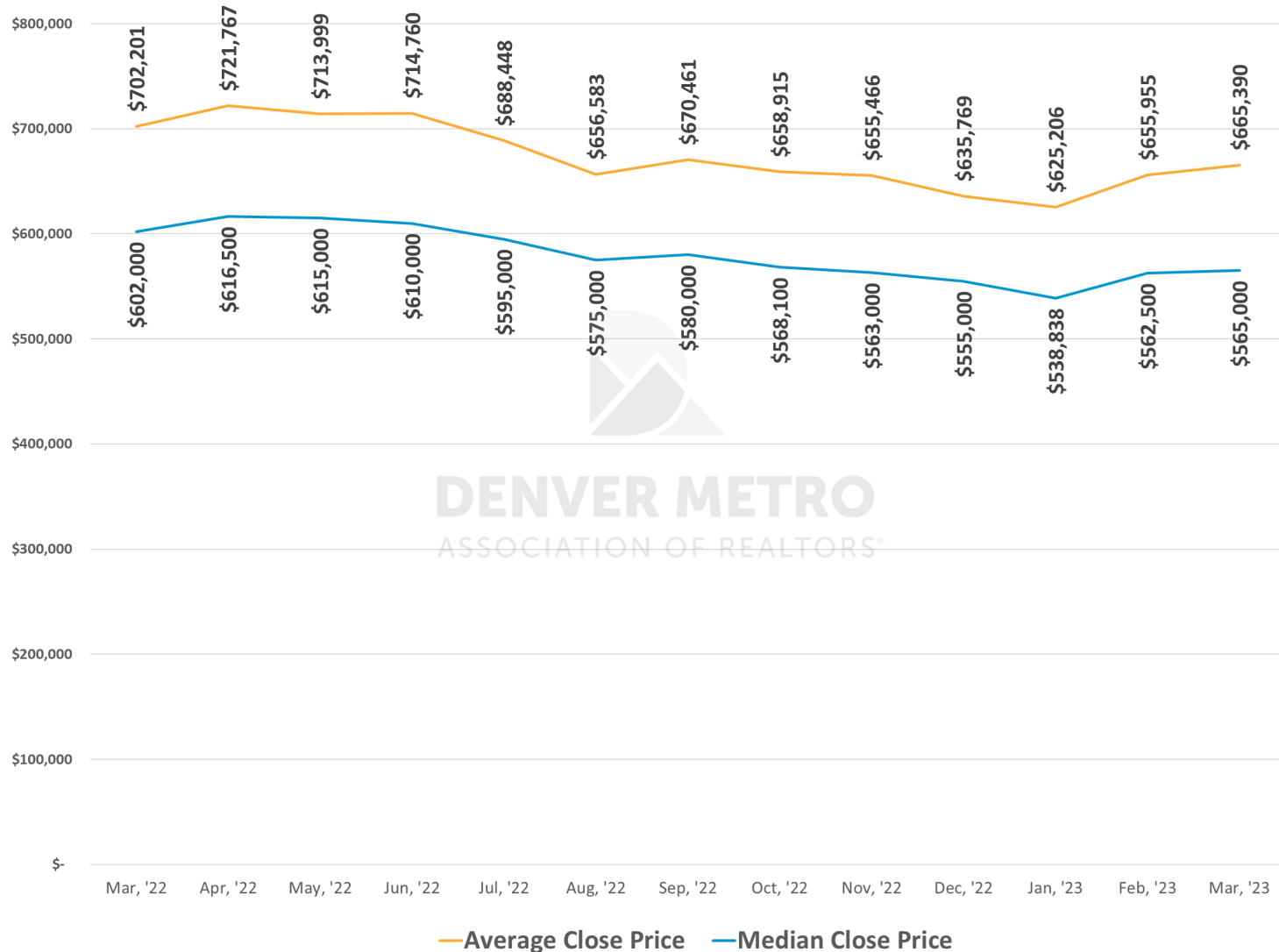
Average Close Price

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



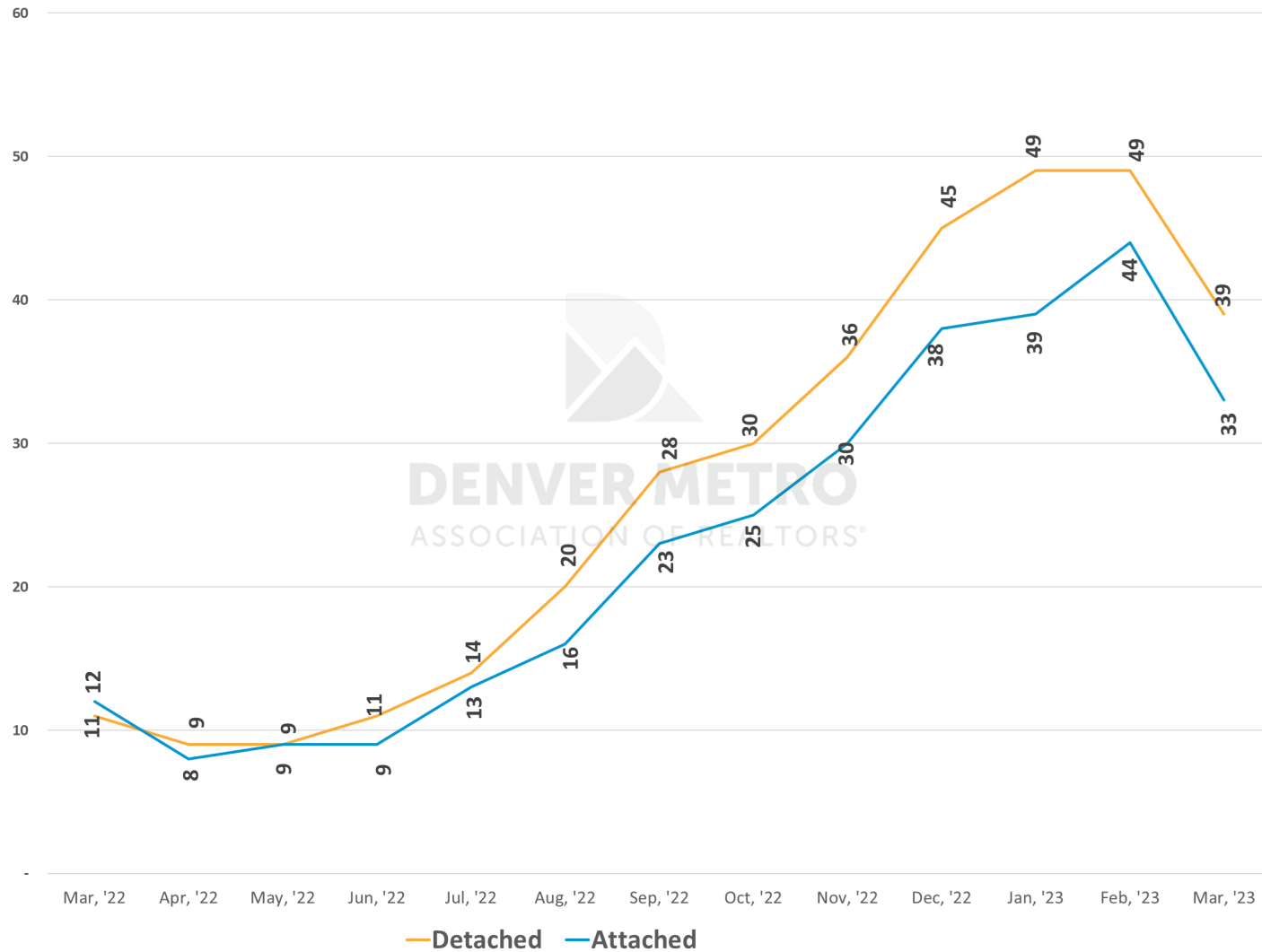
Residential Close Price

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



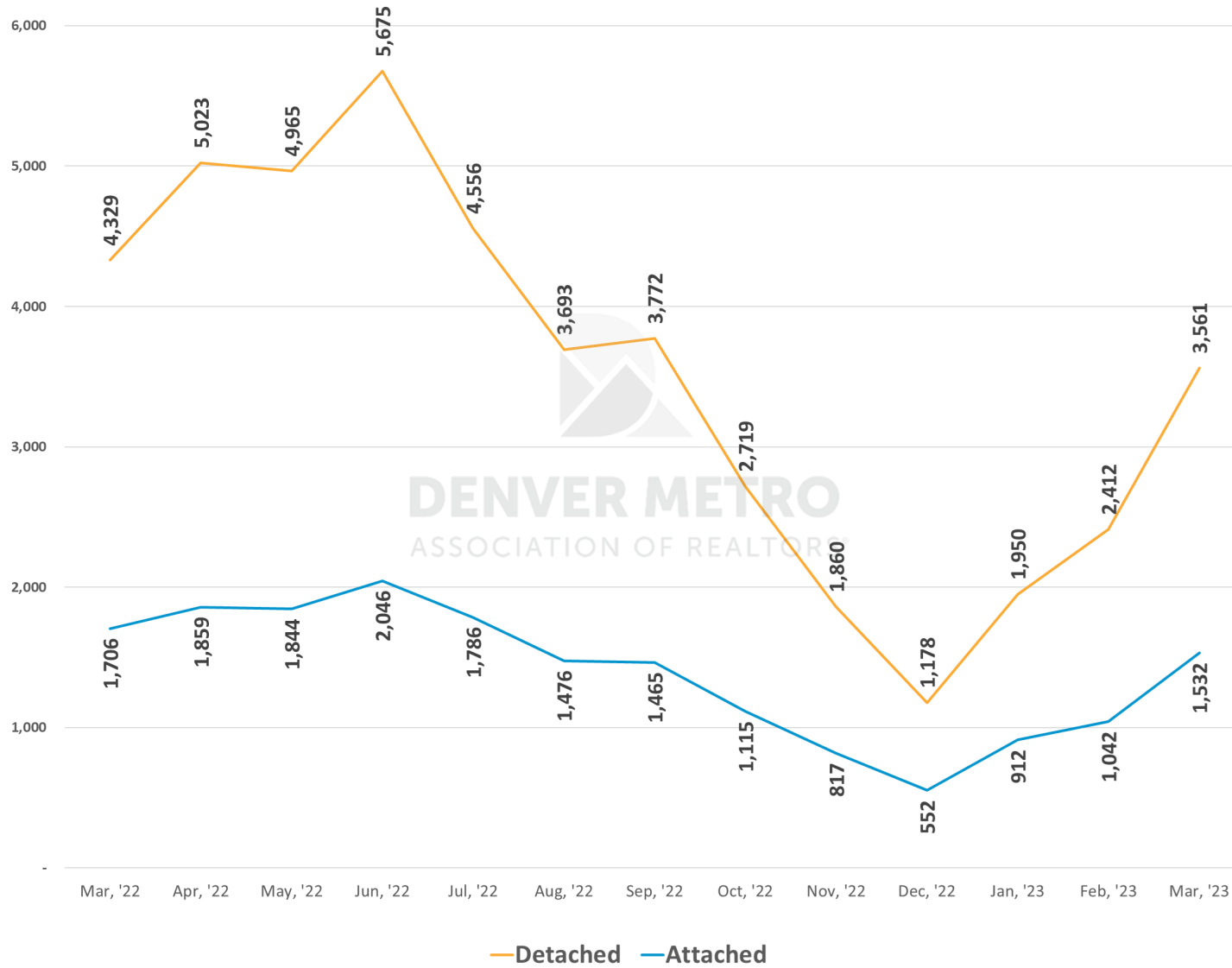
Average Days in MLS

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



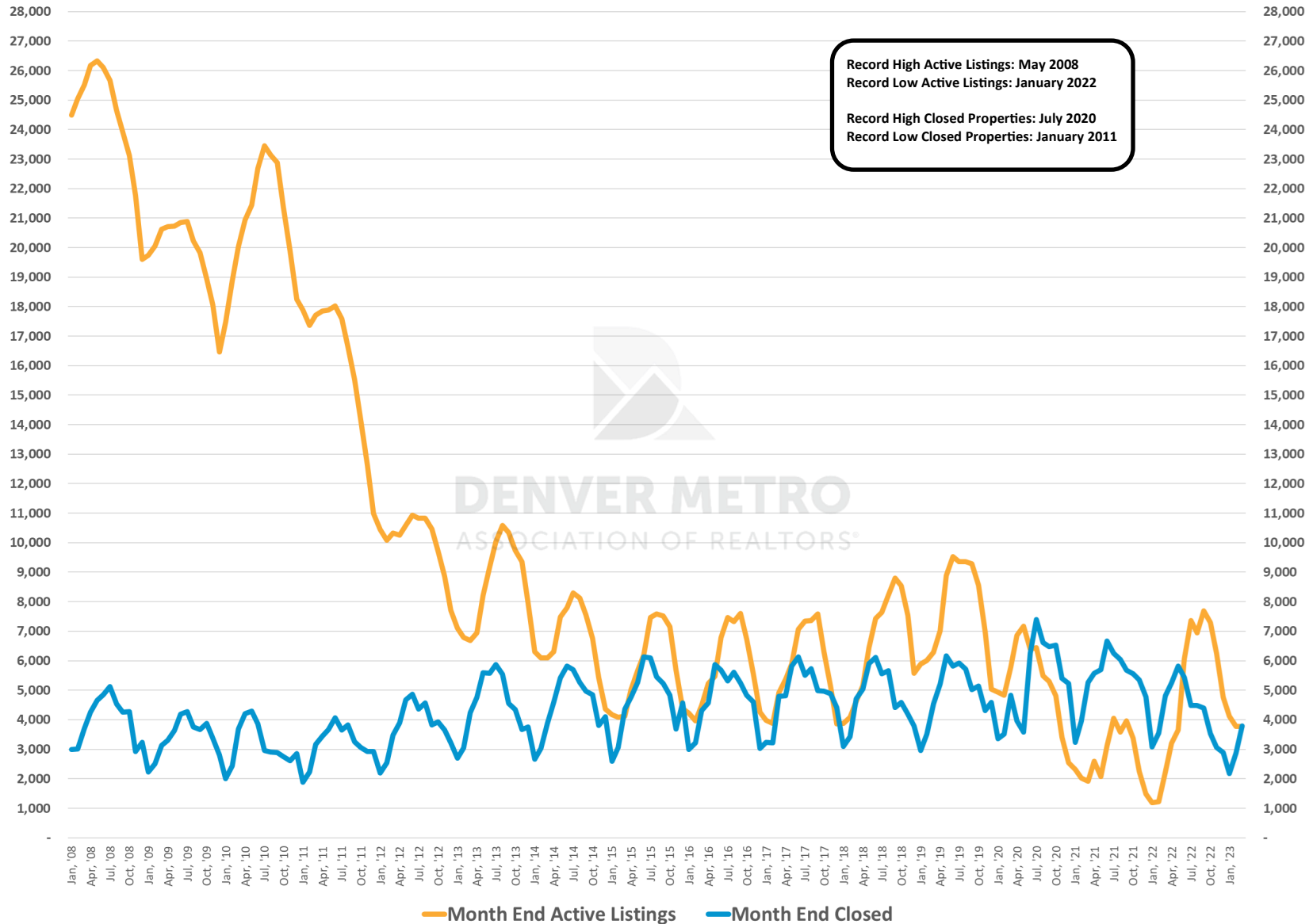
New Listings

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



DATA SNAPSHOT

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

	Mar, '23	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	4,516	3,778	2,221	19.53%	103.33%
New Listings	5,093	3,454	6,035	47.45%	-15.61%
Pending	4,274	3,494	4,855	22.32%	-11.97%
Closed	3,790	2,865	4,812	32.29%	-21.24%
Close Price - Average	\$ 665,390	\$ 655,955	\$ 702,201	1.44%	-5.24%
Close Price - Median	\$ 565,000	\$ 562,500	\$ 602,000	0.44%	-6.15%
Sales Volume	\$ 2,521,827,194	\$ 1,879,310,172	\$ 3,378,989,908	34.19%	-25.37%
Days in MLS - Average	37	48	12	-22.92%	208.33%
Days in MLS - Median	10	25	4	-60.00%	150.00%
Close Price/List Price	99.82%	98.90%	106.39%	0.93%	-6.18%
Detached					
Active Listings at Month End	3,163	2,618	1,627	20.82%	94.41%
New Listings	3,561	2,412	4,329	47.64%	-17.74%
Pending	2,970	2,468	3,419	20.34%	-13.13%
Closed	2,688	2,034	3,338	32.15%	-19.47%
Close Price - Average	\$ 743,175	\$ 728,518	\$ 793,132	2.01%	-6.30%
Close Price - Median	\$ 620,000	\$ 600,000	\$ 660,000	3.33%	-6.06%
Sales Volume	\$ 1,997,655,284	\$ 1,481,806,444	\$ 2,647,474,297	34.81%	-24.54%
Days in MLS - Average	39	49	11	-20.41%	254.55%
Days in MLS - Median	10	26	4	-61.54%	150.00%
Close Price/List Price	99.83%	98.84%	106.64%	1.00%	-6.39%
Attached					
Active Listings at Month End	1,353	1,160	594	16.64%	127.78%
New Listings	1,532	1,042	1,706	47.02%	-10.20%
Pending	1,304	1,026	1,436	27.10%	-9.19%
Closed	1,102	831	1,474	32.61%	-25.24%
Close Price - Average	\$ 475,655	\$ 478,344	\$ 496,279	-0.56%	-4.16%
Close Price - Median	\$ 405,750	\$ 405,000	\$ 424,500	0.19%	-4.42%
Sales Volume	\$ 524,171,910	\$ 397,503,728	\$ 731,515,611	31.87%	-28.34%
Days in MLS - Average	33	44	12	-25.00%	175.00%
Days in MLS - Median	10	21	4	-52.38%	150.00%
Close Price/List Price	99.80%	99.05%	105.81%	0.76%	-5.68%

MARCH 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	4,516	2,221	1,921	5,776	6,292	103.33%	15.62%	-66.74%	-8.20%
New Listings	11,413	13,715	14,468	16,661	16,131	-16.78%	-5.20%	-13.16%	3.29%
Closed	8,833	11,426	12,479	12,065	11,010	-22.69%	-8.44%	3.43%	9.58%
Close Price - Average	\$ 652,399	\$ 660,832	\$ 567,193	\$ 493,576	\$ 468,213	-1.28%	16.51%	14.92%	5.42%
Close Price - Median	\$ 557,000	\$ 576,050	\$ 480,000	\$ 432,000	\$ 405,000	-3.31%	20.01%	11.11%	6.67%
Sales Volume	\$ 5,762,642,057	\$ 7,550,666,714	\$ 7,078,002,047	\$ 5,954,989,253	\$ 5,155,025,934	-23.68%	6.68%	18.86%	15.52%
Days in MLS - Average	43	15	22	37	37	186.67%	-31.82%	-40.54%	0.00%
Days in MLS - Median	20	4	5	12	15	400.00%	-20.00%	-58.33%	-20.00%
Close Price/List Price	99.11%	104.72%	102.18%	99.44%	99.04%	-5.36%	2.49%	2.76%	0.40%
Detached									
Active Listings at Month End	3,163	1,627	1,122	3,829	4,314	94.41%	45.01%	-70.70%	-11.24%
New Listings	7,923	9,614	9,903	11,423	11,132	-17.59%	-2.92%	-13.31%	2.61%
Closed	6,240	7,759	8,227	8,304	7,743	-19.58%	-5.69%	-0.93%	7.25%
Close Price - Average	\$ 728,354	\$ 750,009	\$ 650,636	\$ 548,986	\$ 515,781	-2.89%	15.27%	18.52%	6.44%
Close Price - Median	\$ 610,000	\$ 639,300	\$ 540,000	\$ 473,000	\$ 437,500	-4.58%	18.39%	14.16%	8.11%
Sales Volume	\$ 4,544,926,780	\$ 5,819,317,772	\$ 5,352,782,860	\$ 4,558,782,812	\$ 3,993,689,428	-21.90%	8.72%	17.42%	14.15%
Days in MLS - Average	45	14	19	36	38	221.43%	-26.32%	-47.22%	-5.26%
Days in MLS - Median	21	4	4	11	15	425.00%	0.00%	-63.64%	-26.67%
Close Price/List Price	99.06%	104.99%	102.86%	99.50%	99.01%	-5.65%	2.07%	3.38%	0.49%
Attached									
Active Listings at Month End	1,353	594	799	1,947	1,978	127.78%	-25.66%	-58.96%	-1.57%
New Listings	3,490	4,101	4,565	5,238	4,999	-14.90%	-10.16%	-12.85%	4.78%
Closed	2,593	3,667	4,252	3,761	3,267	-29.29%	-13.76%	13.06%	15.12%
Close Price - Average	\$ 469,616	\$ 472,143	\$ 405,743	\$ 371,233	\$ 355,475	-0.54%	16.37%	9.30%	4.43%
Close Price - Median	\$ 403,500	\$ 410,000	\$ 345,000	\$ 317,500	\$ 299,000	-1.59%	18.84%	8.66%	6.19%
Sales Volume	\$ 1,217,715,277	\$ 1,731,348,942	\$ 1,725,219,187	\$ 1,396,206,441	\$ 1,161,336,506	-29.67%	0.36%	23.56%	20.22%
Days in MLS - Average	38	16	30	38	34	137.50%	-46.67%	-21.05%	11.76%
Days in MLS - Median	17	4	6	14	14	325.00%	-33.33%	-57.14%	0.00%
Close Price/List Price	99.23%	104.16%	100.87%	99.33%	99.11%	-4.73%	3.26%	1.55%	0.22%

MARKET TRENDS

Price Range	Detached			Attached			
	Closed	Active	MOI	Closed	Active	MOI	
Months of Inventory	\$0 to \$99,999	-	2	1	1	1.00	
	\$100,000 to \$199,999	2	6	3.00	29	29	1.00
	\$200,000 to \$299,999	19	14	0.74	172	121	0.70
	\$300,000 to \$399,999	102	60	0.59	321	233	0.73
	\$400,000 to \$499,999	463	246	0.53	245	239	0.98
	\$500,000 to \$749,999	1,332	1,324	0.99	231	477	2.06
	\$750,000 to \$999,999	428	691	1.61	59	121	2.05
	\$1,000,000 and over	342	820	2.40	44	132	3.00
TOTALS	2,688	3,163	1.18	1,102	1,353	1.23	

Price Range	Detached		% change	Attached		% change	
	Closed Mar, '23	Closed Feb, '23		Closed Mar, '23	Closed Feb, '23		
Month-Over-Month	\$0 to \$99,999	-	-	1	-		
	\$100,000 to \$199,999	2	2	0.00%	29	23	26.09%
	\$200,000 to \$299,999	19	14	35.71%	172	136	26.47%
	\$300,000 to \$399,999	102	102	0.00%	321	234	37.18%
	\$400,000 to \$499,999	463	344	34.59%	245	185	32.43%
	\$500,000 to \$749,999	1,332	1,036	28.57%	231	180	28.33%
	\$750,000 to \$999,999	428	316	35.44%	59	38	55.26%
	\$1,000,000 and over	342	220	55.45%	44	35	25.71%
TOTALS	2,688	2,034	32.15%	1,102	831	32.61%	

Price Range	Detached		% change	Attached		% change	
	YTD Mar, '23	YTD Mar, '22		YTD Mar, '23	YTD Mar, '22		
Year-Over-Year	\$0 to \$99,999	-	1	-100.00%	1	2	-50.00%
	\$100,000 to \$199,999	5	14	-64.29%	77	154	-50.00%
	\$200,000 to \$299,999	48	31	54.84%	427	583	-26.76%
	\$300,000 to \$399,999	314	260	20.77%	749	959	-21.90%
	\$400,000 to \$499,999	1,107	1,048	5.63%	559	819	-31.75%
	\$500,000 to \$749,999	3,065	3,974	-22.87%	552	809	-31.77%
	\$750,000 to \$999,999	966	1,416	-31.78%	130	210	-38.10%
	\$1,000,000 and over	735	1,015	-27.59%	98	131	-25.19%
TOTALS	6,240	7,759	-19.58%	2,593	3,667	-29.29%	

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

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

	Mar, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	715	486	696	47.12%	2.73%
Pending	484	325	492	48.92%	-1.63%
Closed	386	255	575	51.37%	-32.87%
Sales Volume	\$ 638,006,194	\$ 444,041,715	\$ 936,982,224	43.68%	-31.91%
Days in MLS - Average	35	56	18	-37.50%	94.44%
Days in MLS - Median	8	23	4	-65.22%	100.00%
Close Price/List Price	99.46%	98.38%	107.74%	1.10%	-7.69%
PSF Total	\$ 389	\$ 415	\$ 408	-6.27%	-4.66%
Detached					
New Listings	642	425	620	51.06%	3.55%
Pending	434	289	435	50.17%	-0.23%
Closed	342	220	510	55.45%	-32.94%
Sales Volume	\$ 570,849,194	\$ 390,046,052	\$ 834,724,523	46.35%	-31.61%
Days in MLS - Average	36	58	17	-37.93%	111.76%
Days in MLS - Median	8	25	4	-68.00%	100.00%
Close Price/List Price	99.53%	98.28%	108.03%	1.27%	-7.87%
PSF Total	\$ 374	\$ 381	\$ 385	-1.84%	-2.86%
Attached					
New Listings	73	61	76	19.67%	-3.95%
Pending	50	36	57	38.89%	-12.28%
Closed	44	35	65	25.71%	-32.31%
Sales Volume	\$ 67,157,000	\$ 53,995,663	\$ 102,257,701	24.37%	-34.33%
Days in MLS - Average	30	49	28	-38.78%	7.14%
Days in MLS - Median	8	19	5	-57.89%	60.00%
Close Price/List Price	98.91%	99.04%	105.48%	-0.13%	-6.23%
PSF Total	\$ 507	\$ 627	\$ 586	-19.14%	-13.48%

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	1,508	1,450	1,105	1,062	946	4.00%	31.22%	4.05%	12.26%
Pending	1,084	1,191	1,050	557	590	-8.98%	13.43%	88.51%	-5.59%
Closed	833	1,146	885	499	403	-27.31%	29.49%	77.35%	23.82%
Sales Volume	\$ 1,384,606,889	\$ 1,816,428,151	\$ 1,433,670,664	\$ 769,286,622	\$ 630,065,797	-23.77%	26.70%	86.36%	22.10%
Days in MLS - Average	47	24	58	69	72	95.83%	-58.62%	-15.94%	-4.17%
Days in MLS - Median	16	4	10	29	29	300.00%	-60.00%	-65.52%	0.00%
Close Price/List Price	98.36%	105.94%	99.74%	96.87%	97.36%	-7.15%	6.22%	2.96%	-0.50%
PSF Total	\$ 389	\$ 395	\$ 356	\$ 363	\$ 328	-1.52%	10.96%	-1.93%	10.67%
Detached									
New Listings	1,326	1,283	957	923	840	3.35%	34.06%	3.68%	9.88%
Pending	965	1,058	940	497	524	-8.79%	12.55%	89.13%	-5.15%
Closed	735	1,015	785	443	362	-27.59%	29.30%	77.20%	22.38%
Sales Volume	\$ 1,238,825,598	\$ 1,611,789,954	\$ 1,285,612,629	\$ 686,901,818	\$ 555,120,027	-23.14%	25.37%	87.16%	23.74%
Days in MLS - Average	47	21	58	69	70	123.81%	-63.79%	-15.94%	-1.43%
Days in MLS - Median	16	4	10	28	28	300.00%	-60.00%	-64.29%	0.00%
Close Price/List Price	98.40%	106.11%	99.83%	96.86%	97.38%	-7.27%	6.29%	3.07%	-0.53%
PSF Total	\$ 369	\$ 371	\$ 333	\$ 329	\$ 297	-0.54%	11.41%	1.22%	10.77%
Attached									
New Listings	182	167	148	139	106	8.98%	12.84%	6.47%	31.13%
Pending	119	133	110	60	66	-10.53%	20.91%	83.33%	-9.09%
Closed	98	131	100	56	41	-25.19%	31.00%	78.57%	36.59%
Sales Volume	\$ 145,781,291	\$ 204,638,197	\$ 148,058,035	\$ 82,384,804	\$ 74,945,770	-28.76%	38.21%	79.72%	9.93%
Days in MLS - Average	43	47	56	70	88	-8.51%	-16.07%	-20.00%	-20.45%
Days in MLS - Median	17	4	8	53	63	325.00%	-50.00%	-84.91%	-15.87%
Close Price/List Price	98.06%	104.65%	98.99%	96.91%	97.25%	-6.30%	5.72%	2.15%	-0.35%
PSF Total	\$ 538	\$ 585	\$ 534	\$ 633	\$ 601	-8.03%	9.55%	-15.64%	5.32%

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

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

	Mar, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	815	481	426	69.44%	91.31%
Pending	597	447	693	33.56%	-13.85%
Closed	487	354	773	37.57%	-37.00%
Sales Volume	\$ 412,114,244	\$ 299,229,532	\$ 651,682,829	37.73%	-36.76%
Days in MLS - Average	41	45	13	-8.89%	215.38%
Days in MLS - Median	10	21	4	-52.38%	150.00%
Close Price/List Price	99.83%	99.06%	106.83%	0.78%	-6.55%
PSF Total	\$ 282	\$ 284	\$ 301	-0.70%	-6.31%
Detached					
New Listings	724	429	373	68.76%	94.10%
Pending	542	400	630	35.50%	-13.97%
Closed	428	316	683	35.44%	-37.34%
Sales Volume	\$ 361,877,098	\$ 267,429,550	\$ 575,592,134	35.32%	-37.13%
Days in MLS - Average	40	46	12	-13.04%	233.33%
Days in MLS - Median	9	22	4	-59.09%	125.00%
Close Price/List Price	99.93%	99.07%	107.07%	0.87%	-6.67%
PSF Total	\$ 265	\$ 267	\$ 280	-0.75%	-5.36%
Attached					
New Listings	91	52	53	75.00%	71.70%
Pending	55	47	63	17.02%	-12.70%
Closed	59	38	90	55.26%	-34.44%
Sales Volume	\$ 50,237,146	\$ 31,799,982	\$ 76,090,695	57.98%	-33.98%
Days in MLS - Average	43	38	22	13.16%	95.45%
Days in MLS - Median	15	15	5	0.00%	200.00%
Close Price/List Price	99.06%	99.05%	105.01%	0.01%	-5.67%
PSF Total	\$ 407	\$ 427	\$ 456	-4.68%	-10.75%

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	1,722	1,987	1,344	1,305	1,080	-13.34%	47.84%	2.99%	20.83%
Pending	1,478	1,711	1,352	854	764	-13.62%	26.55%	58.31%	11.78%
Closed	1,096	1,626	1,085	676	536	-32.60%	49.86%	60.50%	26.12%
Sales Volume	\$ 925,417,008	\$ 1,370,924,757	\$ 923,921,447	\$ 570,090,762	\$ 452,576,696	-32.50%	48.38%	62.07%	25.97%
Days in MLS - Average	44	16	29	53	57	175.00%	-44.83%	-45.28%	-7.02%
Days in MLS - Median	21	4	5	23	25	425.00%	-20.00%	-78.26%	-8.00%
Close Price/List Price	99.14%	105.44%	101.82%	98.78%	98.58%	-5.97%	3.56%	3.08%	0.20%
PSF Total	\$ 283	\$ 301	\$ 272	\$ 247	\$ 243	-5.98%	10.66%	10.12%	1.65%
Detached									
New Listings	1,526	1,759	1,121	1,040	886	-13.25%	56.91%	7.79%	17.38%
Pending	1,327	1,515	1,131	701	634	-12.41%	33.95%	61.34%	10.57%
Closed	966	1,416	909	551	433	-31.78%	55.78%	64.97%	27.25%
Sales Volume	\$ 815,092,218	\$ 1,193,873,799	\$ 772,625,768	\$ 463,146,823	\$ 365,273,950	-31.73%	54.52%	66.82%	26.79%
Days in MLS - Average	45	15	24	55	57	200.00%	-37.50%	-56.36%	-3.51%
Days in MLS - Median	21	4	5	26	25	425.00%	-20.00%	-80.77%	4.00%
Close Price/List Price	99.17%	105.77%	102.22%	98.73%	98.56%	-6.24%	3.47%	3.53%	0.17%
PSF Total	\$ 264	\$ 278	\$ 249	\$ 224	\$ 224	-5.04%	11.65%	11.16%	0.00%
Attached									
New Listings	196	228	223	265	194	-14.04%	2.24%	-15.85%	36.60%
Pending	151	196	221	153	130	-22.96%	-11.31%	44.44%	17.69%
Closed	130	210	176	125	103	-38.10%	19.32%	40.80%	21.36%
Sales Volume	\$ 110,324,790	\$ 177,050,958	\$ 151,295,679	\$ 106,943,939	\$ 87,302,746	-37.69%	17.02%	41.47%	22.50%
Days in MLS - Average	40	29	56	44	53	37.93%	-48.21%	27.27%	-16.98%
Days in MLS - Median	15	6	12	19	24	150.00%	-50.00%	-36.84%	-20.83%
Close Price/List Price	98.93%	103.24%	99.75%	99.00%	98.66%	-4.17%	3.50%	0.76%	0.34%
PSF Total	\$ 420	\$ 453	\$ 389	\$ 346	\$ 323	-7.28%	16.45%	12.43%	7.12%

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

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

	Mar, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,050	1,302	2,466	57.45%	-16.87%
Pending	1,674	1,445	2,000	15.85%	-16.30%
Closed	1,563	1,216	2,057	28.54%	-24.02%
Sales Volume	\$ 949,098,910	\$ 737,100,189	\$ 1,257,726,853	28.76%	-24.54%
Days in MLS - Average	41	52	11	-21.15%	272.73%
Days in MLS - Median	12	31	4	-61.29%	200.00%
Close Price/List Price	99.98%	99.21%	106.53%	0.78%	-6.15%
PSF Total	\$ 267	\$ 269	\$ 305	-0.74%	-12.46%
Detached					
New Listings	1,631	1,079	2,070	51.16%	-21.21%
Pending	1,387	1,217	1,689	13.97%	-17.88%
Closed	1,332	1,036	1,684	28.57%	-20.90%
Sales Volume	\$ 812,380,669	\$ 627,946,198	\$ 1,036,929,422	29.37%	-21.66%
Days in MLS - Average	41	51	10	-19.61%	310.00%
Days in MLS - Median	12	31	4	-61.29%	200.00%
Close Price/List Price	100.03%	99.25%	106.69%	0.79%	-6.24%
PSF Total	\$ 255	\$ 256	\$ 291	-0.39%	-12.37%
Attached					
New Listings	419	223	396	87.89%	5.81%
Pending	287	228	311	25.88%	-7.72%
Closed	231	180	373	28.33%	-38.07%
Sales Volume	\$ 136,718,241	\$ 109,153,991	\$ 220,797,431	25.25%	-38.08%
Days in MLS - Average	40	53	14	-24.53%	185.71%
Days in MLS - Median	13	31	4	-58.06%	225.00%
Close Price/List Price	99.67%	99.01%	105.80%	0.67%	-5.79%
PSF Total	\$ 335	\$ 342	\$ 366	-2.05%	-8.47%

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	4,478	5,566	4,250	4,353	3,882	-19.55%	30.96%	-2.37%	12.13%
Pending	4,399	5,103	4,165	3,382	3,068	-13.80%	22.52%	23.15%	10.23%
Closed	3,617	4,783	3,777	3,080	2,263	-24.38%	26.63%	22.63%	36.10%
Sales Volume	\$ 2,190,749,359	\$ 2,907,911,635	\$ 2,265,336,514	\$ 1,827,093,294	\$ 1,341,869,457	-24.66%	28.37%	23.99%	36.16%
Days in MLS - Average	47	14	20	44	46	235.71%	-30.00%	-54.55%	-4.35%
Days in MLS - Median	23	4	4	17	23	475.00%	0.00%	-76.47%	-26.09%
Close Price/List Price	99.38%	104.84%	103.19%	99.42%	98.98%	-5.21%	1.60%	3.79%	0.44%
PSF Total	\$ 266	\$ 292	\$ 250	\$ 220	\$ 210	-8.90%	16.80%	13.64%	4.76%
Detached									
New Listings	3,596	4,667	3,576	3,637	3,240	-22.95%	30.51%	-1.68%	12.25%
Pending	3,689	4,264	3,471	2,870	2,648	-13.48%	22.85%	20.94%	8.38%
Closed	3,065	3,974	3,173	2,632	1,965	-22.87%	25.24%	20.55%	33.94%
Sales Volume	\$ 1,861,682,131	\$ 2,430,497,011	\$ 1,903,157,313	\$ 1,560,700,228	\$ 1,165,068,514	-23.40%	27.71%	21.94%	33.96%
Days in MLS - Average	47	13	15	42	46	261.54%	-13.33%	-64.29%	-8.70%
Days in MLS - Median	23	4	4	16	22	475.00%	0.00%	-75.00%	-27.27%
Close Price/List Price	99.42%	105.01%	103.60%	99.43%	99.00%	-5.32%	1.36%	4.19%	0.43%
PSF Total	\$ 253	\$ 278	\$ 228	\$ 197	\$ 193	-8.99%	21.93%	15.74%	2.07%
Attached									
New Listings	882	899	674	716	642	-1.89%	33.38%	-5.87%	11.53%
Pending	710	839	694	512	420	-15.38%	20.89%	35.55%	21.90%
Closed	552	809	604	448	298	-31.77%	33.94%	34.82%	50.34%
Sales Volume	\$ 329,067,228	\$ 477,414,624	\$ 362,179,201	\$ 266,393,066	176,800,943	-31.07%	31.82%	35.96%	50.67%
Days in MLS - Average	46	20	46	57	49	130.00%	-56.52%	-19.30%	16.33%
Days in MLS - Median	22	4	9	23	26	450.00%	-55.56%	-60.87%	-11.54%
Close Price/List Price	99.17%	104.00%	101.00%	99.35%	98.86%	-4.64%	2.97%	1.66%	0.50%
PSF Total	\$ 340	\$ 364	\$ 361	\$ 352	\$ 323	-6.59%	0.83%	2.56%	8.98%

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

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

	Mar, '23	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,260	1,002	1,591	25.75%	-20.80%
Pending	1,264	1,078	1,351	17.25%	-6.44%
Closed	1,131	865	1,138	30.75%	-0.62%
Sales Volume	\$ 468,276,364	\$ 356,714,696	\$ 468,070,429	31.27%	0.04%
Days in MLS - Average	33	43	9	-23.26%	266.67%
Days in MLS - Median	9	20	4	-55.00%	125.00%
Close Price/List Price	99.84%	98.86%	105.84%	0.99%	-5.67%
PSF Total	\$ 305	\$ 296	\$ 336	3.04%	-9.23%
Detached					
New Listings	546	465	773	17.42%	-29.37%
Pending	589	549	649	7.29%	-9.24%
Closed	565	446	447	26.68%	26.40%
Sales Volume	\$ 247,377,823	\$ 192,468,544	\$ 196,960,618	28.53%	25.60%
Days in MLS - Average	34	43	9	-20.93%	277.78%
Days in MLS - Median	10	22	4	-54.55%	150.00%
Close Price/List Price	99.68%	98.38%	104.47%	1.32%	-4.59%
PSF Total	\$ 294	\$ 283	\$ 338	3.89%	-13.02%
Attached					
New Listings	714	537	818	32.96%	-12.71%
Pending	675	529	702	27.60%	-3.85%
Closed	566	419	691	35.08%	-18.09%
Sales Volume	\$ 220,898,541	\$ 164,246,152	\$ 271,109,811	34.49%	-18.52%
Days in MLS - Average	32	43	9	-25.58%	255.56%
Days in MLS - Median	9	20	4	-55.00%	125.00%
Close Price/List Price	99.99%	99.38%	106.71%	0.61%	-6.30%
PSF Total	\$ 316	\$ 311	\$ 334	1.61%	-5.39%

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	3,077	3,785	6,078	7,516	7,484	-18.71%	-37.73%	-19.13%	0.43%
Pending	3,274	3,581	6,083	6,575	6,811	-8.57%	-41.13%	-7.48%	-3.46%
Closed	2,729	3,086	5,121	5,782	5,684	-11.57%	-39.74%	-11.43%	1.72%
Sales Volume	\$ 1,126,808,216	\$ 1,270,105,388	\$ 2,077,684,411	\$ 2,310,822,295	\$ 2,225,316,280	-11.28%	-38.87%	-10.09%	3.84%
Days in MLS - Average	38	11	16	30	32	245.45%	-31.25%	-46.67%	-6.25%
Days in MLS - Median	17	4	4	9	13	325.00%	0.00%	-55.56%	-30.77%
Close Price/List Price	99.17%	104.40%	102.61%	99.91%	99.36%	-5.01%	1.74%	2.70%	0.55%
PSF Total	\$ 299	\$ 322	\$ 261	\$ 219	\$ 206	-7.14%	23.37%	19.18%	6.31%
Detached									
New Listings	1,425	1,858	4,098	5,390	5,641	-23.30%	-54.66%	-23.97%	-4.45%
Pending	1,608	1,754	4,031	4,926	5,303	-8.32%	-56.49%	-18.17%	-7.11%
Closed	1,421	1,308	3,202	4,295	4,505	8.64%	-59.15%	-25.45%	-4.66%
Sales Volume	\$ 616,060,733	\$ 572,537,392	\$ 1,351,274,594	\$ 1,751,106,919	\$ 1,783,478,242	7.60%	-57.63%	-22.83%	-1.82%
Days in MLS - Average	40	11	11	28	32	263.64%	0.00%	-60.71%	-12.50%
Days in MLS - Median	19	4	4	8	13	375.00%	0.00%	-50.00%	-38.46%
Close Price/List Price	98.84%	103.57%	103.26%	100.02%	99.35%	-4.57%	0.30%	3.24%	0.67%
PSF Total	\$ 287	\$ 320	\$ 247	\$ 205	\$ 193	-10.31%	29.55%	20.49%	6.22%
Attached									
New Listings	1,652	1,927	1,980	2,126	1,843	-14.27%	-2.68%	-6.87%	15.36%
Pending	1,666	1,827	2,052	1,649	1,508	-8.81%	-10.96%	24.44%	9.35%
Closed	1,308	1,778	1,919	1,487	1,179	-26.43%	-7.35%	29.05%	26.12%
Sales Volume	\$ 510,747,483	\$ 697,567,996	\$ 726,409,817	\$ 559,715,376	\$ 441,838,038	-26.78%	-3.97%	29.78%	26.68%
Days in MLS - Average	37	11	24	37	34	236.36%	-54.17%	-35.14%	8.82%
Days in MLS - Median	16	4	5	13	14	300.00%	-20.00%	-61.54%	-7.14%
Close Price/List Price	99.52%	105.01%	101.52%	99.57%	99.43%	-5.23%	3.44%	1.96%	0.14%
PSF Total	\$ 311	\$ 323	\$ 285	\$ 262	\$ 254	-3.72%	13.33%	8.78%	3.15%