

Market Overview

	Nov. 2023	Oct. 2023	Nov. 2022	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
Active Listings at Month's End	6,684	7,482	6,253	-10.67%	6.89%
New Listings	2,717	3,823	2,689	-28.93%	1.04%
Pending	2,712	2,997	2,599	-9.51%	4.35%
Closed	2,664	3,169	3,097	-15.94%	-13.98%
Close Price - Average	\$ 659,152	\$ 682,818	\$ 656,501	-3.47%	0.40%
Close Price - Median	\$ 565,250	\$ 581,000	\$ 564,700	-2.71%	0.10%
Sales Volume	\$ 1,755,981,422	\$ 2,163,849,921	\$ 2,033,183,947	-18.85%	-13.63%
Days in MLS - Average	38	32	34	18.75%	11.76%
Days in MLS - Median	22	16	21	37.50%	4.76%
Close-Price-to-List-Price Ratio	98.56%	98.95%	98.32%	-0.39%	0.24%
Detached					
Active Listings at Month's End	4,743	5,289	4,572	-10.32%	3.74%
New Listings	1,899	2,627	1,860	-27.71%	2.10%
Pending	1,921	2,105	1,852	-8.74%	3.73%
Closed	1,876	2,226	2,191	-15.72%	-14.38%
Close Price - Average	\$ 738,986	\$ 767,568	\$ 732,294	-3.72%	0.91%
Close Price - Median	\$ 625,000	\$ 645,000	\$ 615,000	-3.10%	1.63%
Sales Volume	\$ 1,386,336,949	\$ 1,708,606,952	\$ 1,604,455,649	-18.86%	-13.59%
Days in MLS - Average	38	32	36	18.75%	5.56%
Days in MLS - Median	23	16	22	43.75%	4.55%
Close-Price-to-List-Price Ratio	98.46%	98.81%	98.11%	-0.35%	0.36%
Attached					
Active Listings at Month's End	1,941	2,193	1,681	-11.49%	15.47%
New Listings	818	1,196	829	-31.61%	-1.33%
Pending	791	892	747	-11.32%	5.89%
Closed	788	943	906	-16.44%	-13.02%
Close Price - Average	\$ 469,092	\$ 482,760	\$ 473,210	-2.83%	-0.87%
Close Price - Median	\$ 418,475	\$ 423,300	\$ 410,000	-1.14%	2.07%
Sales Volume	\$ 369,644,473	\$ 455,242,969	\$ 428,728,298	-18.80%	-13.78%
Days in MLS - Average	40	33	30	21.21%	33.33%
Days in MLS - Median	21	17	18	23.53%	16.67%
Close-Price-to-List-Price Ratio	98.80%	99.28%	98.82%	-0.48%	-0.02%

Market Highlights

Realtor® Insights:

- With homeowners sitting on record low interest rates, we may see a rise in loan assumption transactions.
- Homes in great condition and priced well continue to attract offers within a week or two of listing. Conversely, homes in need of "work" linger on the market, awaiting buyers who often hold out for two to three price reductions before making an offer.

Local News:

- Proposition HH, aimed at property tax relief, failed with only 40 percent voter approval in November. Consequently, Governor Polis called a special session leading to the signing of Senate Bill 23B-001. The bill increases the property tax exemption for residential properties from \$15,000 to \$55,000, lowers the assessment rate from 6.765 to 6.7 percent and introduces various measures, including a task force on property tax relief and increased earned income tax credit.
- Retail sales in Metro Denver are not keeping up with inflation, with August sales only 0.3 percent higher than in 2022. Year-to-date growth stands at 1.4 percent, contrasting with a 5.4 percent increase in regional prices in September.
- In 2022, 21.2 percent of Colorado's workforce worked remotely, six percentage points higher than the national average. The figure declined by 2.5 percentage points as some returned to in-person work.
- Denver ranked as the fifth most popular city for Millennials relocating in 2022, constituting 40.78 percent of the city's total population.
- Denver County has seen a record number of eviction filings, prompting a \$30 million assistance package in November to mitigate evictions statewide.

National News:

- Wall Street investors increasingly believe that there is a higher likelihood of the central bank cutting interest rates by May 2024.
- HUD announced new resources and regulatory flexibilities to address homelessness, allocating \$50 million in Youth Homelessness System Improvement grant funding nationwide.
- While the potential for rental income has increased across generations, a recent Zillow survey showed that 55 percent of Millennial homebuyers and 51 percent of Gen Z buyers prioritize rentability in a new home purchase, compared to 39 percent of all homebuyers. Latinx individuals are particularly inclined to rent out a portion of their homes.
- First-time homebuyers, despite facing high prices and interest rates, remain a dominant force in the market, with the percentage of homebuyers aged 25 to 34 with a co-borrower aged 55+ increasing from 0.6 percent

in 2000 to 2.5 percent Q1 2023.

- Design professionals predict that next year's hottest bathroom designs will include backlit mirrors, smart toilets, doorless showers and mini-fridges for cooling beverages, medications, creams and makeup.
- Seventeen states, including Colorado, have chosen black as the top front door color making it the top-trending front door color in the U.S..
- The wealth gap between homeowners and renters is widening, with the median net worth growth from 2019 to 2022 being the largest three-year increase over the history of the modern Survey of Consumer Finance. Homeowner households now have a net worth 40 times higher than that of renter households.

Mortgage News:

- Mortgage purchase applications demonstrated that even small rate movements can significantly impact buyer activity. In November, mortgage purchase applications increased by 16 percent as rates dropped 0.56 percent to 7.13 percent.
- The current Fed Rate stands at 5.25 to 5.5 percent. Predictions from financial institutions vary, with UBS forecasting a Fed Rate of 1.75 percent in 2024, Morgan Stanley at 2.38 percent and Goldman Sachs at four percent. All forecasts anticipate a recession, higher unemployment and a weakening consumer.
- New loan limits for 2024 were released, with National Conforming at \$766,550 and Denver Metro at \$816,500.
- On November 18th, Fannie Mae released their five percent down owner-occupied multi-unit purchase loan program, complemented by 2024 loan limits of \$1,045,250 for two units, \$1,263,500 for three units and \$1,570,200 for four units.

Quick Stats:

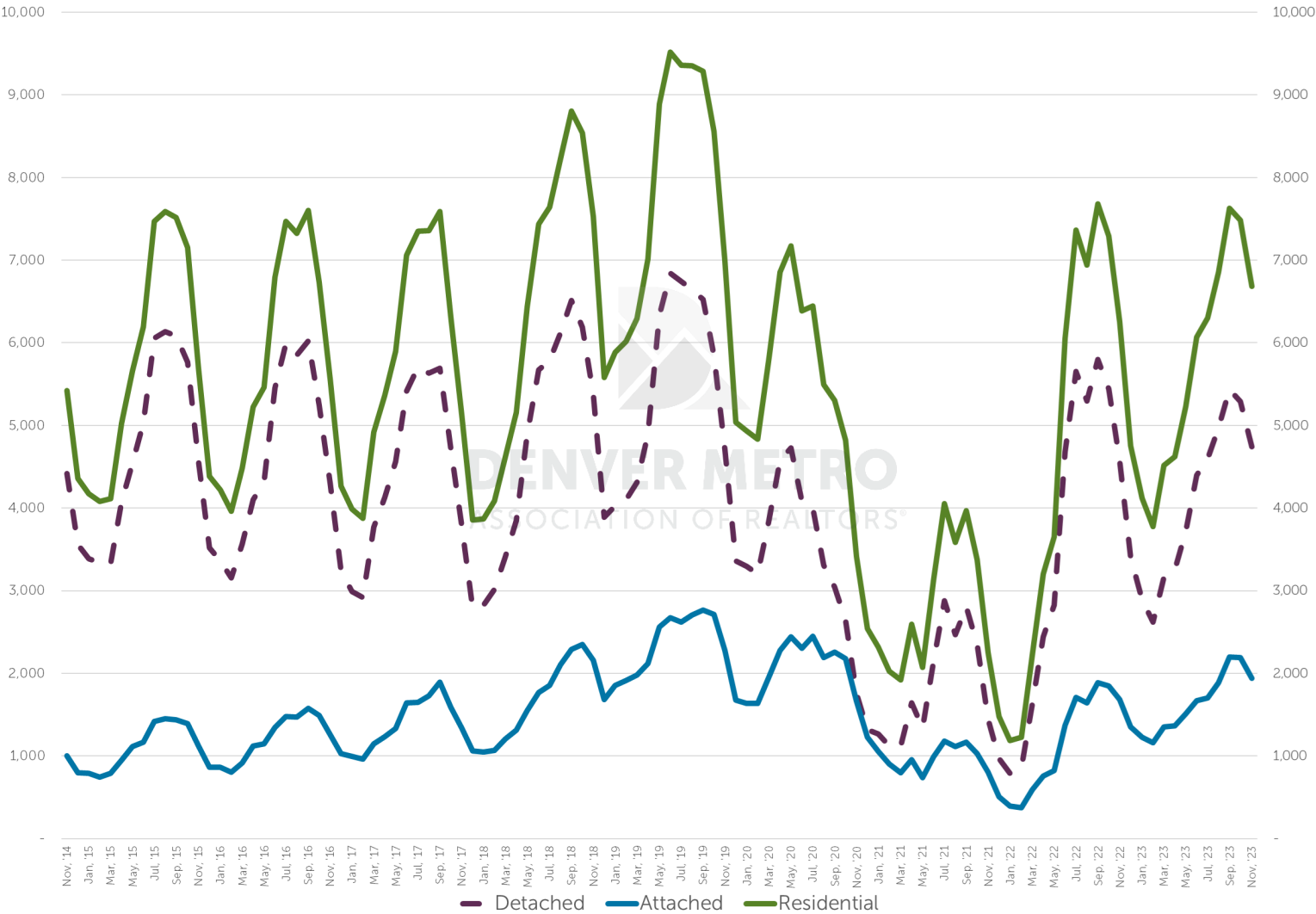
- Average active listings for November are 13,657 (1985-2022).
- Record-high November was 2006 with 27,530 listings and the record-low was set in 2021 with 2,248 listings.
- The historical average decrease in active listings from October to November is 13.28 percent. This year's decrease of 10.67 percent could indicate slightly slower buyer demand.

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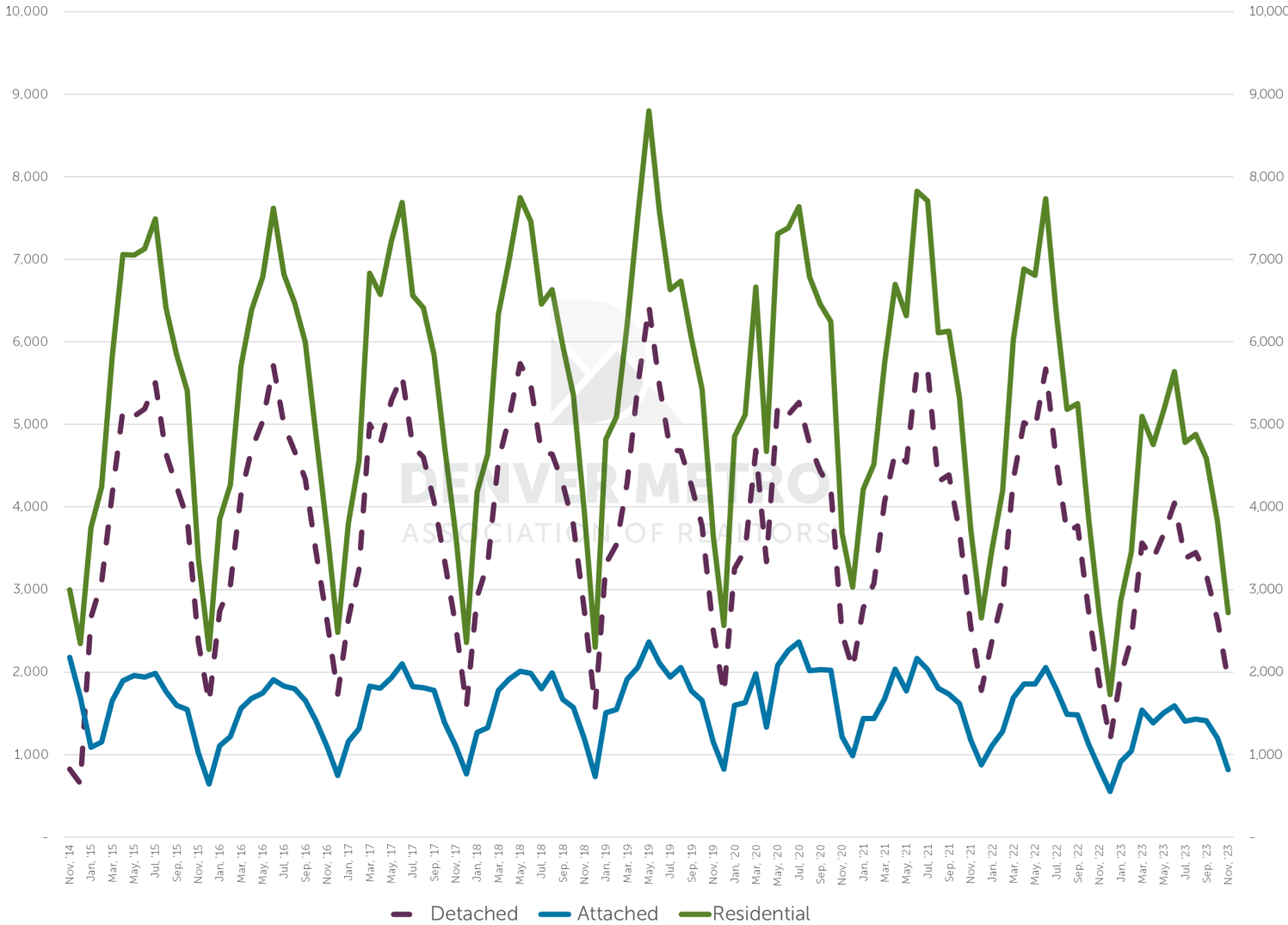
Active Listings at Month's End

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



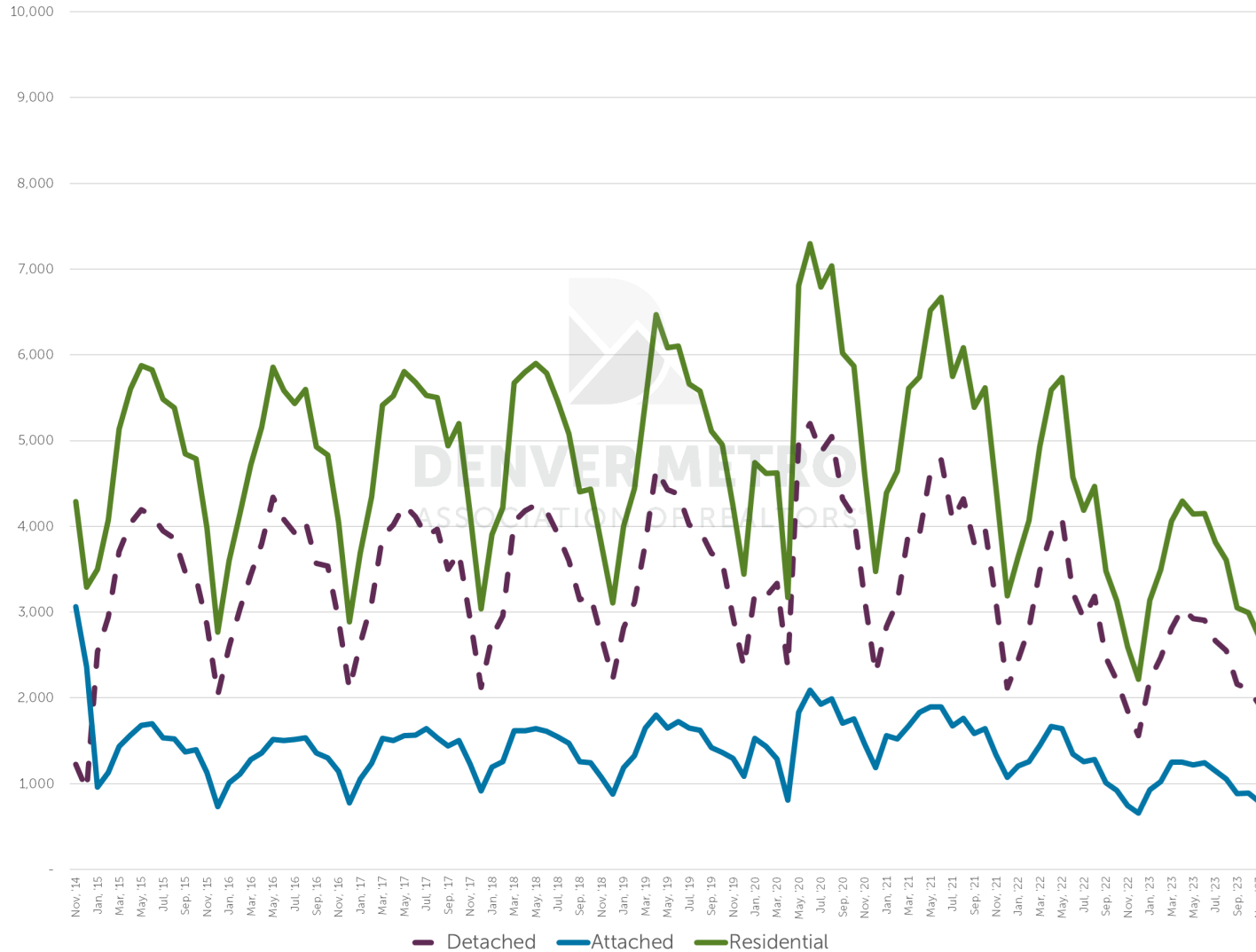
New Listings

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



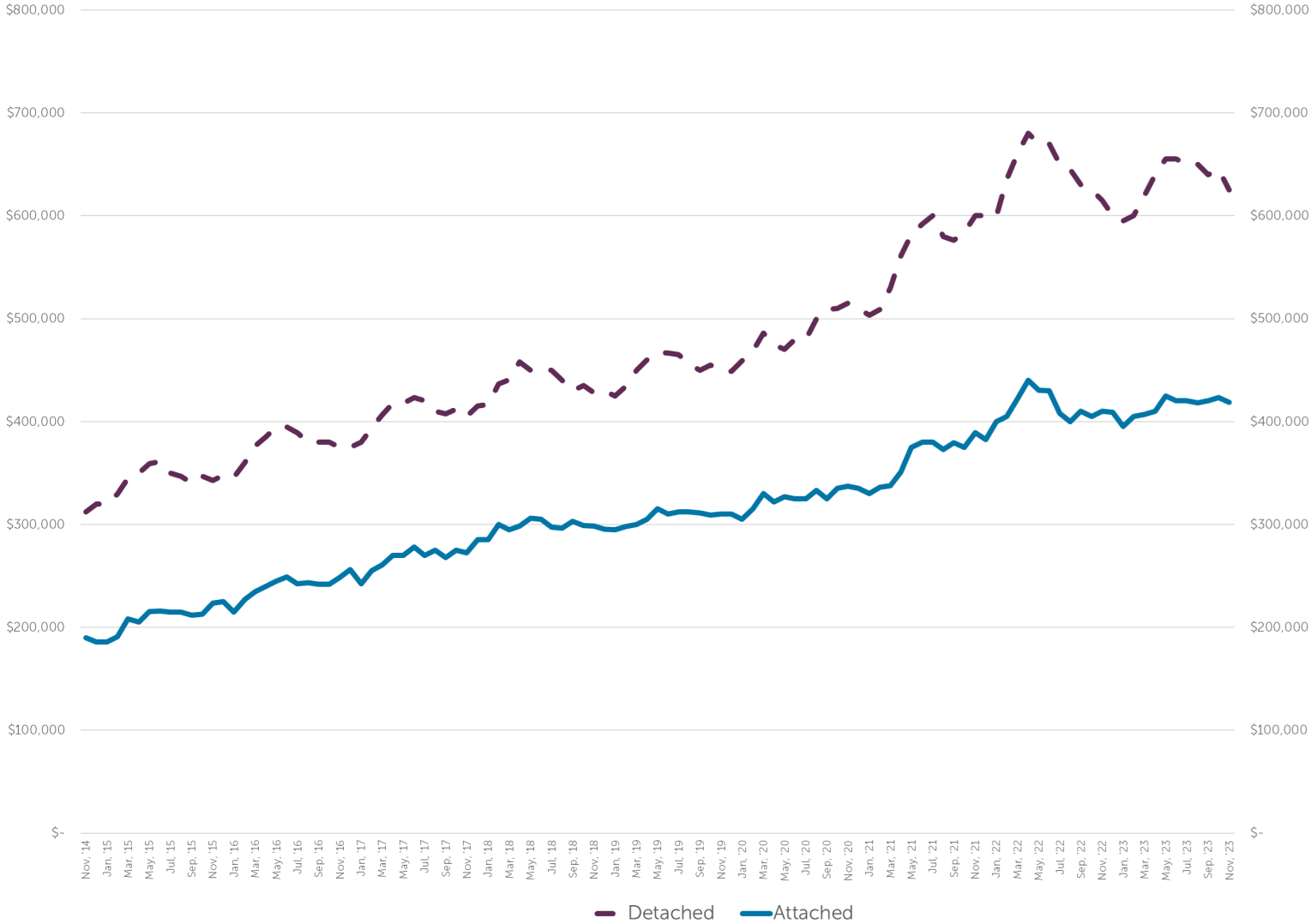
Pending Sales

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



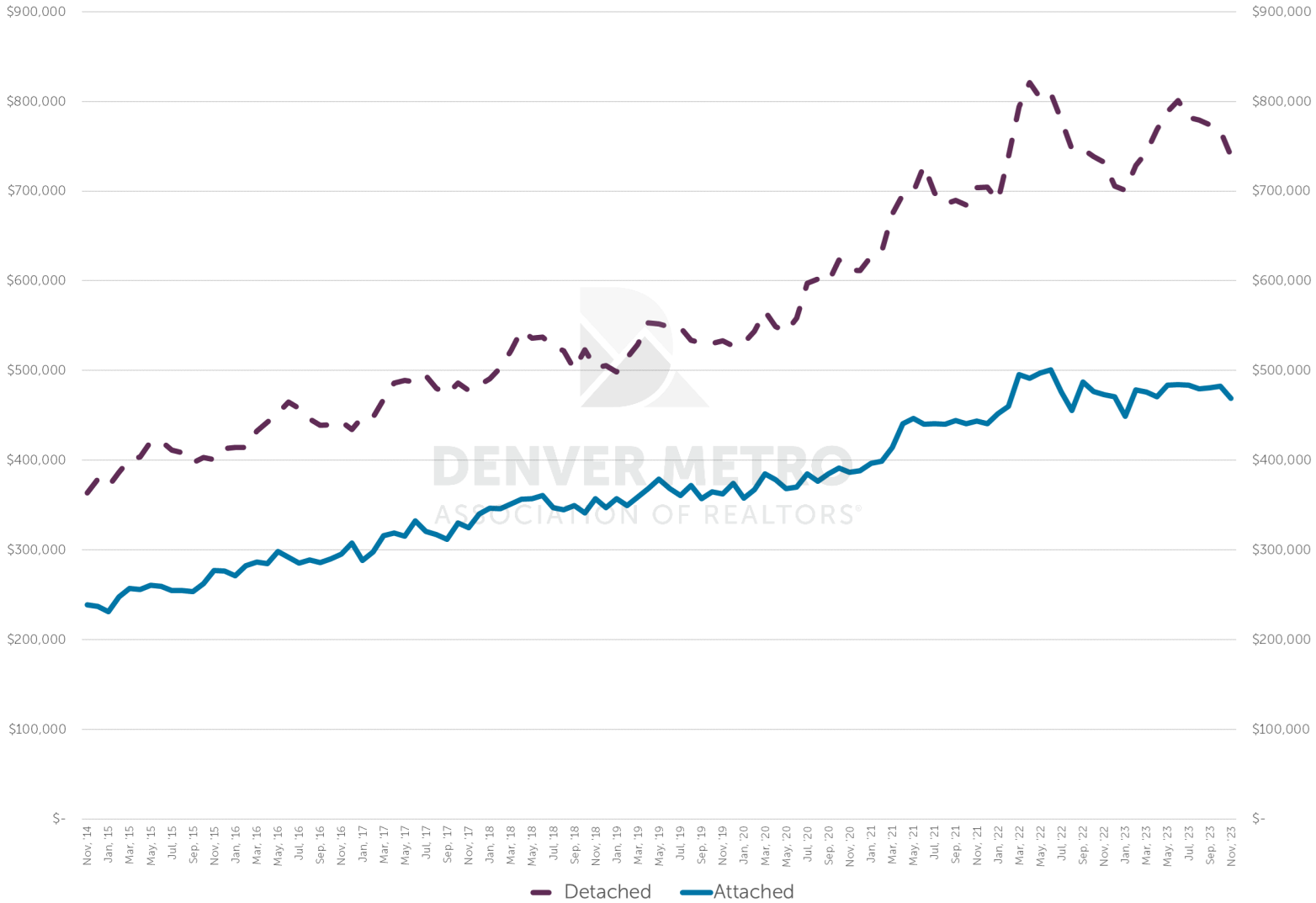
Median Close Price

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



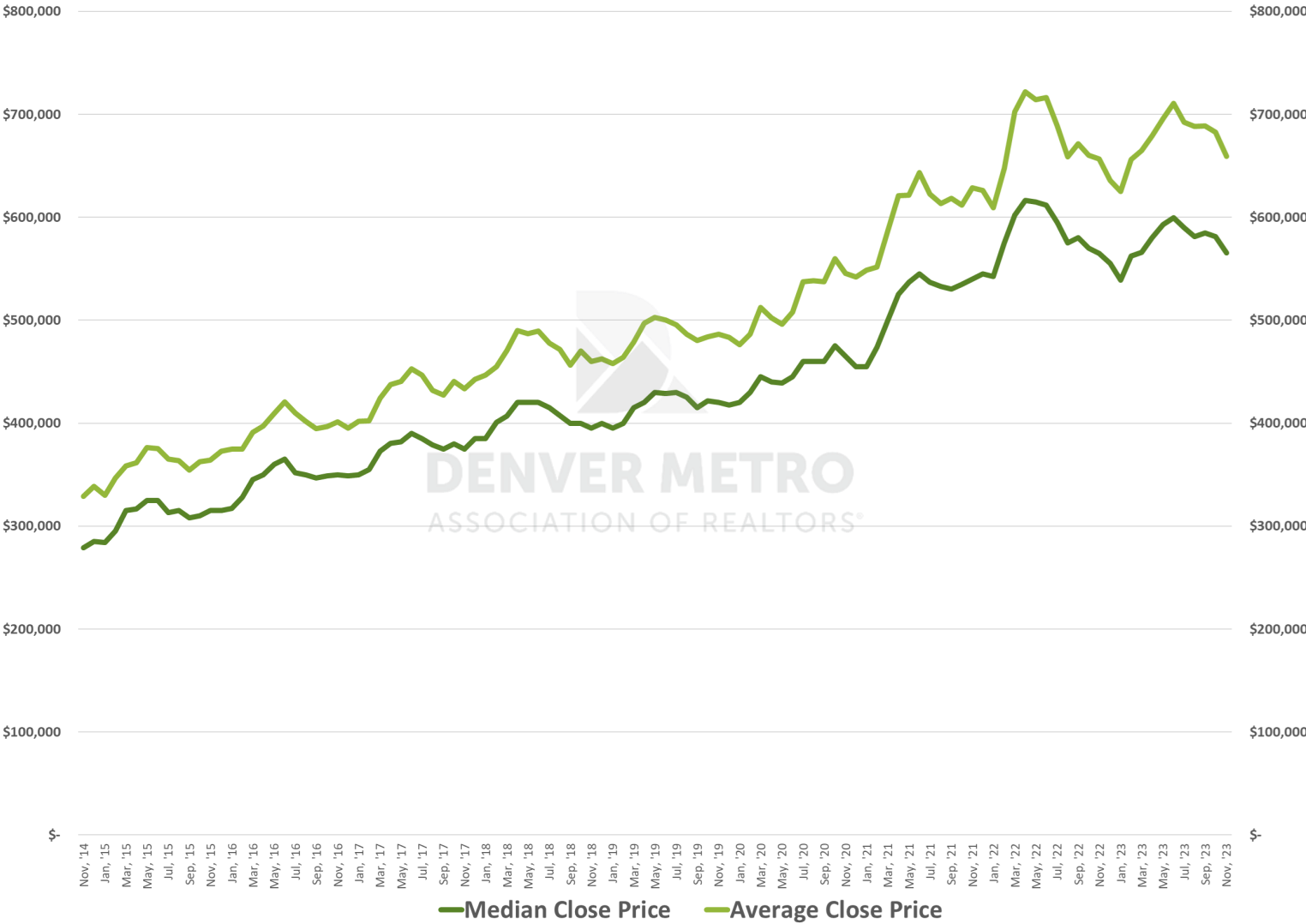
Average Close Price

DMAR Market Trends | November 2023
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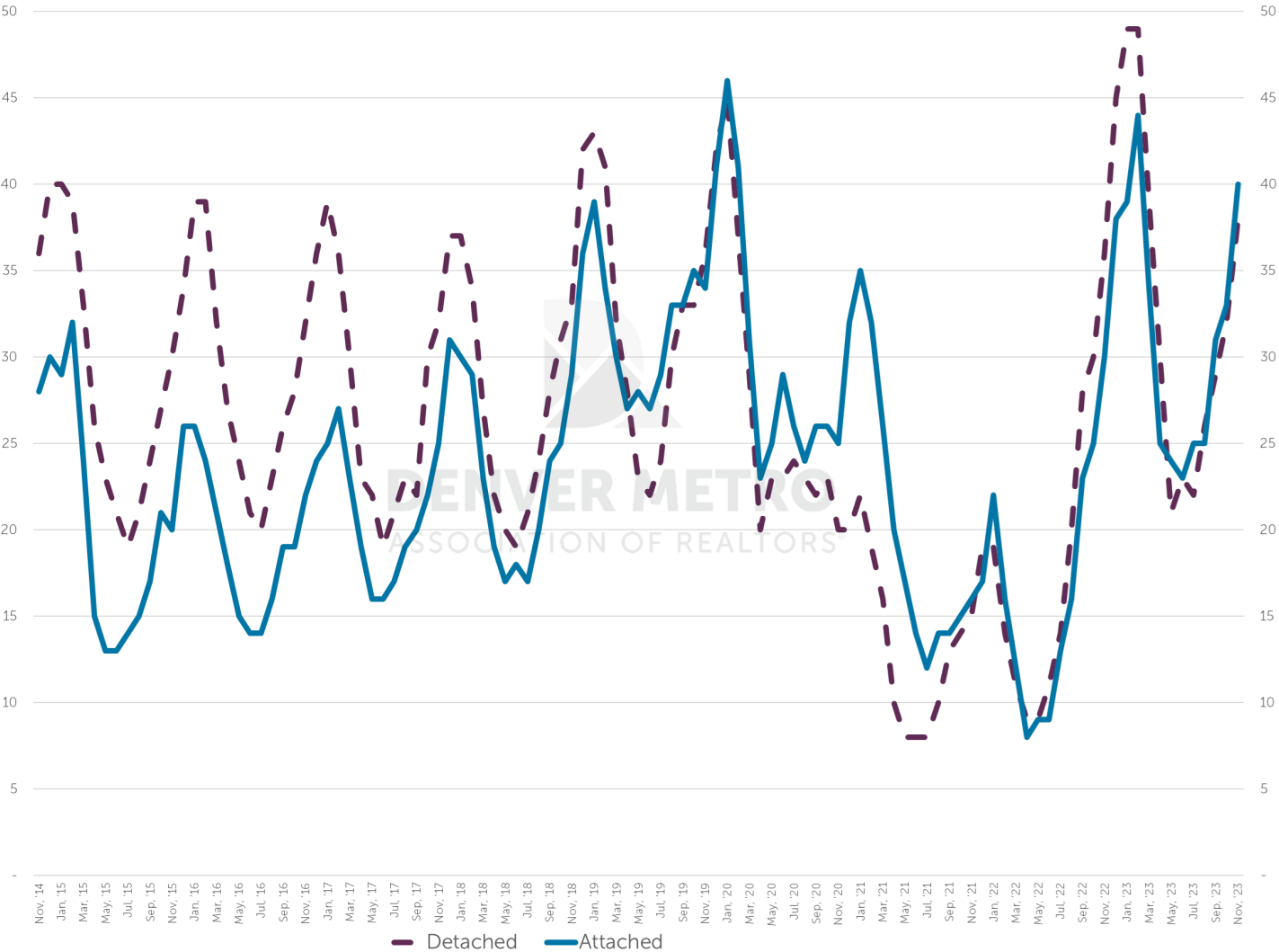
Residential Median + Average Close Price

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



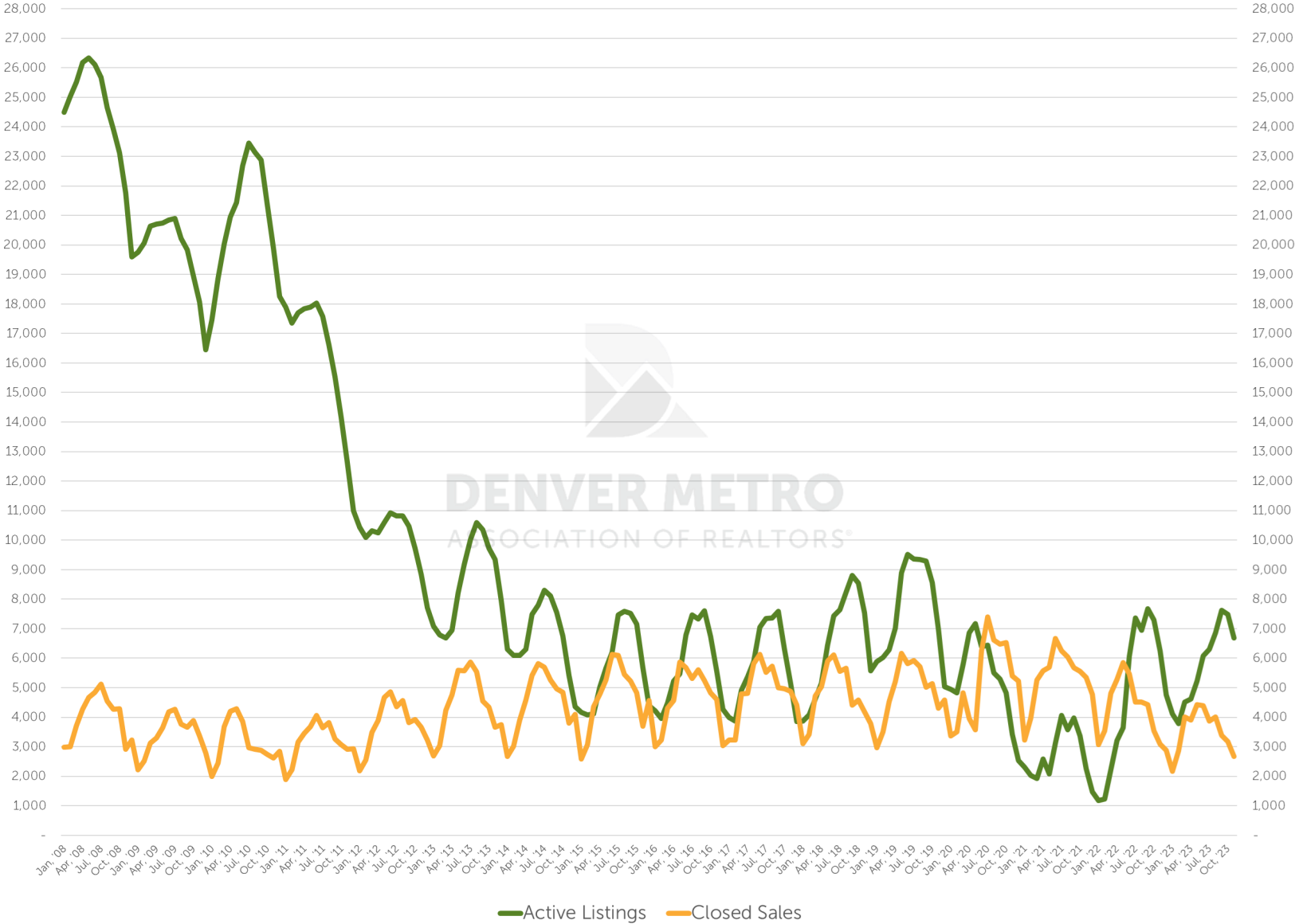
Average Days in MLS

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



Residential Active Listings + Closed Sales at Month's End

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



November 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
Residential (Detached + Attached)									
Active Listings at Month's End	6,684	6,253	2,248	3,415	6,988	6.89%	197.33%	95.72%	-4.35%
New Listings	47,832	58,455	63,671	66,951	68,612	-18.17%	-24.88%	-28.56%	-30.29%
Closed	39,006	48,126	59,325	58,285	54,318	-18.95%	-34.25%	-33.08%	-28.19%
Close Price - Average	\$ 681,123	\$ 683,439	\$ 611,177	\$ 523,309	\$ 486,867	-0.34%	11.44%	30.16%	39.90%
Close Price - Median	\$ 580,000	\$ 590,000	\$ 525,000	\$ 450,000	\$ 420,000	-1.69%	10.48%	28.89%	38.10%
Sales Volume	\$ 26,567,887,151	\$ 32,891,196,180	\$ 36,258,082,437	\$ 30,501,074,003	\$ 26,445,660,512	-19.22%	-26.73%	-12.90%	0.46%
Days in MLS - Average	31	16	14	26	31	93.75%	121.43%	19.23%	0.00%
Days in MLS - Median	11	5	4	7	12	120.00%	175.00%	57.14%	-8.33%
Close-Price-to-List-Price Ratio	99.57%	102.55%	103.15%	99.92%	99.23%	-2.91%	-3.47%	-0.35%	0.34%
Detached									
Active Listings at Month's End	4,743	4,572	1,444	1,755	4,709	3.74%	228.46%	170.26%	0.72%
New Listings	33,549	41,859	44,746	46,285	48,460	-19.85%	-25.02%	-27.52%	-30.77%
Closed	27,410	33,541	41,232	41,596	38,736	-18.28%	-33.52%	-34.10%	-29.24%
Close Price - Average	\$ 767,029	\$ 771,566	\$ 689,355	\$ 581,457	\$ 536,184	-0.59%	11.27%	31.91%	43.05%
Close Price - Median	\$ 638,000	\$ 650,000	\$ 580,000	\$ 494,000	\$ 455,000	-1.85%	10.00%	29.15%	40.22%
Sales Volume	\$ 21,024,254,544	\$ 25,879,110,413	\$ 28,423,467,672	\$ 24,186,284,432	\$ 20,769,609,677	-18.76%	-26.03%	-13.07%	1.23%
Days in MLS - Average	31	17	12	25	31	82.35%	158.33%	24.00%	0.00%
Days in MLS - Median	11	5	4	7	12	120.00%	175.00%	57.14%	-8.33%
Close-Price-to-List-Price Ratio	99.56%	102.53%	103.59%	100.06%	99.24%	-2.90%	-3.89%	-0.50%	0.32%
Attached									
Active Listings at Month's End	1,941	1,681	804	1,660	2,279	15.47%	141.42%	16.93%	-14.83%
New Listings	14,283	16,596	18,925	20,666	20,152	-13.94%	-24.53%	-30.89%	-29.12%
Closed	11,596	14,585	18,093	16,689	15,582	-20.49%	-35.91%	-30.52%	-25.58%
Close Price - Average	\$ 478,064	\$ 480,774	\$ 433,019	\$ 378,380	\$ 364,270	-0.56%	10.40%	26.34%	31.24%
Close Price - Median	\$ 415,000	\$ 417,000	\$ 370,000	\$ 327,000	\$ 308,688	-0.48%	12.16%	26.91%	34.44%
Sales Volume	\$ 5,543,632,607	\$ 7,012,085,767	\$ 7,834,614,765	\$ 6,314,789,571	\$ 5,676,050,835	-20.94%	-29.24%	-12.21%	-2.33%
Days in MLS - Average	30	15	19	29	31	100.00%	57.89%	3.45%	-3.23%
Days in MLS - Median	12	5	5	10	13	140.00%	140.00%	20.00%	-7.69%
Close-Price-to-List-Price Ratio	99.59%	102.60%	102.14%	99.58%	99.20%	-2.93%	-2.50%	0.01%	0.39%

Market Trends

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
\$0 to \$299,999	25	42	1.68	159	330	2.08
\$300,000 to \$499,999	390	651	1.67	357	784	2.20
\$500,000 to \$749,999	890	2,019	2.27	198	524	2.65
\$750,000 to \$999,999	337	956	2.84	44	151	3.43
\$1,000,000 to \$1,499,999	145	463	3.19	21	88	4.19
\$1,500,000 to \$1,999,999	48	244	5.08	8	44	5.50
\$2,000,000 and over	41	368	8.98	1	20	20.00
TOTALS	1,876	4,743	2.53	788	1,941	2.46

Price Range	Detached		% change	Attached		% change
	Closed Nov. 2023	Closed Oct. 2023		Closed Nov. 2023	Closed Oct. 2023	
\$0 to \$299,999	25	29	-13.79%	159	154	3.25%
\$300,000 to \$499,999	390	415	-6.02%	357	479	-25.47%
\$500,000 to \$749,999	890	1,028	-13.42%	198	218	-9.17%
\$750,000 to \$999,999	337	447	-24.61%	44	56	-21.43%
\$1,000,000 to \$1,499,999	145	184	-21.20%	21	26	-19.23%
\$1,500,000 to \$1,999,999	48	61	-21.31%	8	7	14.29%
\$2,000,000 and over	41	62	-33.87%	1	3	-66.67%
TOTALS	1,876	2,226	-15.72%	788	943	-16.44%

Price Range	Detached		% change	Attached		% change
	YTD Nov. 2023	YTD Nov. 2022		YTD Nov. 2023	YTD Nov. 2022	
\$0 to \$299,999	209	213	-1.88%	2,064	2,543	-18.84%
\$300,000 to \$499,999	5,058	5,231	-3.31%	5,780	7,302	-20.84%
\$500,000 to \$749,999	13,192	16,706	-21.03%	2,702	3,380	-20.06%
\$750,000 to \$999,999	5,109	6,520	-21.64%	587	771	-23.87%
\$1,000,000 to \$1,499,999	2,306	3,051	-24.42%	332	408	-18.63%
\$1,500,000 to \$1,999,999	788	971	-18.85%	82	106	-22.64%
\$2,000,000 and over	748	848	-11.79%	49	75	-34.67%
TOTALS	27,410	33,540	-18.28%	11,596	14,585	-20.49%

Properties Sold for \$1 Million or More

	Nov. 2023	Oct. 2023	Nov. 2022	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	290	504	269	-42.46%	7.81%
Pending	267	313	226	-14.70%	18.14%
Closed	264	343	318	-23.03%	-16.98%
Sales Volume	\$ 425,760,570	\$ 567,624,848	\$ 501,064,144	-24.99%	-15.03%
Days in MLS - Average	44	41	34	7.32%	29.41%
Days in MLS - Median	24	22	17	9.09%	41.18%
Close-Price-to-List-Price Ratio	97.11%	97.89%	97.57%	-0.80%	-0.47%
PSF Total	\$ 373	\$ 388	\$ 369	-3.87%	1.08%
Detached					
New Listings	261	439	230	-40.55%	13.48%
Pending	244	278	191	-12.23%	27.75%
Closed	234	307	278	-23.78%	-15.83%
Sales Volume	\$ 385,740,212	\$ 515,836,956	\$ 443,794,205	-25.22%	-13.08%
Days in MLS - Average	44	41	36	7.32%	22.22%
Days in MLS - Median	23	23	17	0.00%	35.29%
Close-Price-to-List-Price Ratio	97.40%	98.05%	97.50%	-0.66%	-0.10%
PSF Total	\$ 355	\$ 370	\$ 350	-4.05%	1.43%
Attached					
New Listings	29	65	39	-55.38%	-25.64%
Pending	23	35	35	-34.29%	-34.29%
Closed	30	36	40	-16.67%	-25.00%
Sales Volume	\$ 40,020,358	\$ 51,787,892	\$ 57,269,939	-22.72%	-30.12%
Days in MLS - Average	44	44	25	0.00%	76.00%
Days in MLS - Median	30	20	18	50.00%	66.67%
Close-Price-to-List-Price Ratio	94.78%	96.44%	98.01%	-1.72%	-3.30%
PSF Total	\$ 516	\$ 537	\$ 501	-3.91%	2.99%

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
Residential (Detached + Attached)									
New Listings	6,252	6,564	5,084	4,299	3,752	-4.75%	22.97%	45.43%	66.63%
Pending	4,196	4,702	4,471	3,219	2,404	-10.76%	-6.15%	30.35%	74.54%
Closed	4,306	5,459	4,949	2,982	2,236	-21.12%	-12.99%	44.40%	92.58%
Sales Volume	\$ 7,062,481,339	\$ 8,649,642,857	\$ 7,891,599,580	\$ 4,610,435,246	\$ 3,462,178,891	-18.35%	-10.51%	53.18%	103.99%
Days in MLS - Average	35	21	30	56	59	66.67%	16.67%	-37.50%	-40.68%
Days in MLS - Median	11	5	5	20	24	120.00%	120.00%	-45.00%	-54.17%
Close-Price-to-List-Price Ratio	98.82%	103.27%	101.97%	97.77%	97.35%	-4.31%	-3.09%	1.07%	1.51%
PSF Total	\$ 386	\$ 390	\$ 367	\$ 337	\$ 337	-1.03%	5.18%	14.54%	14.54%
Detached									
New Listings	5,516	5,796	4,420	3,798	3,326	-4.83%	24.80%	45.23%	65.84%
Pending	3,753	4,174	3,934	2,948	2,142	-10.09%	-4.60%	27.31%	75.21%
Closed	3,842	4,870	4,371	2,748	1,986	-21.11%	-12.10%	39.81%	93.45%
Sales Volume	\$ 6,384,377,198	\$ 7,775,665,337	\$ 7,042,567,343	\$ 4,268,851,441	\$ 3,072,277,481	-17.89%	-9.35%	49.56%	107.81%
Days in MLS - Average	34	20	27	56	60	70.00%	25.93%	-39.29%	-43.33%
Days in MLS - Median	11	5	5	20	24	120.00%	120.00%	-45.00%	-54.17%
Close-Price-to-List-Price Ratio	98.92%	103.42%	102.21%	97.83%	97.32%	-4.35%	-3.22%	1.11%	1.64%
PSF Total	\$ 369	\$ 371	\$ 342	\$ 319	\$ 305	-0.54%	7.89%	15.67%	20.98%
Attached									
New Listings	736	768	664	501	426	-4.17%	10.84%	46.91%	72.77%
Pending	443	528	537	271	262	-16.10%	-17.50%	63.47%	69.08%
Closed	464	589	578	234	250	-21.22%	-19.72%	98.29%	85.60%
Sales Volume	\$ 678,104,141	\$ 873,977,520	\$ 849,032,237	\$ 341,583,805	\$ 389,901,410	-22.41%	-20.13%	98.52%	73.92%
Days in MLS - Average	40	29	47	54	49	37.93%	-14.89%	-25.93%	-18.37%
Days in MLS - Median	15	5	8	25	22	200.00%	87.50%	-40.00%	-31.82%
Close-Price-to-List-Price Ratio	97.95%	101.99%	100.18%	97.05%	97.62%	-3.96%	-2.23%	0.93%	0.34%
PSF Total	\$ 534	\$ 551	\$ 551	\$ 552	\$ 586	-3.09%	-3.09%	-3.26%	-8.87%

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

	Nov. 2023	Oct. 2023	Nov. 2022	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	395	583	356	-32.25%	10.96%
Pending	363	448	334	-18.97%	8.68%
Closed	381	503	415	-24.25%	-8.19%
Sales Volume	\$ 321,557,837	\$ 426,158,139	\$ 351,540,726	-24.54%	-8.53%
Days in MLS - Average	42	34	35	23.53%	20.00%
Days in MLS - Median	26	16	19	62.50%	36.84%
Close-Price-to-List-Price Ratio	98.49%	98.88%	98.51%	-0.39%	-0.02%
PSF Total	\$ 279	\$ 289	\$ 279	-3.46%	0.00%
Detached					
New Listings	372	505	310	-26.34%	20.00%
Pending	333	403	305	-17.37%	9.18%
Closed	337	447	379	-24.61%	-11.08%
Sales Volume	\$ 284,413,531	\$ 378,000,075	\$ 320,967,057	-24.76%	-11.39%
Days in MLS - Average	42	34	34	23.53%	23.53%
Days in MLS - Median	27	18	19	50.00%	42.11%
Close-Price-to-List-Price Ratio	98.49%	98.88%	98.47%	-0.39%	0.02%
PSF Total	\$ 265	\$ 274	\$ 266	-3.28%	-0.38%
Attached					
New Listings	23	78	46	-70.51%	-50.00%
Pending	30	45	29	-33.33%	3.45%
Closed	44	56	36	-21.43%	22.22%
Sales Volume	\$ 37,144,306	\$ 48,158,064	\$ 30,573,669	-22.87%	21.49%
Days in MLS - Average	45	40	40	12.50%	12.50%
Days in MLS - Median	20	11	24	81.82%	-16.67%
Close-Price-to-List-Price Ratio	98.44%	98.94%	98.95%	-0.51%	-0.52%
PSF Total	\$ 382	\$ 416	\$ 422	-8.17%	-9.48%

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
Residential (Detached + Attached)									
New Listings	7,498	8,893	7,025	5,204	4,502	-15.69%	6.73%	44.08%	66.55%
Pending	5,833	6,829	6,378	4,351	3,319	-14.58%	-8.54%	34.06%	75.75%
Closed	5,696	7,291	6,471	4,066	3,067	-21.88%	-11.98%	40.09%	85.72%
Sales Volume	\$ 4,823,356,737	\$ 6,173,718,378	\$ 5,485,541,067	\$ 3,443,101,011	\$ 2,599,150,998	-21.87%	-12.07%	40.09%	85.57%
Days in MLS - Average	32	17	16	39	44	88.24%	100.00%	-17.95%	-27.27%
Days in MLS - Median	12	5	5	13	18	140.00%	140.00%	-7.69%	-33.33%
Close-Price-to-List-Price Ratio	99.53%	102.88%	103.12%	99.35%	98.85%	-3.26%	-3.48%	0.18%	0.69%
PSF Total	\$ 286	\$ 297	\$ 277	\$ 253	\$ 247	-3.70%	3.25%	13.04%	15.79%
Detached									
New Listings	6,714	8,002	6,112	4,269	3,792	-16.10%	9.85%	57.27%	77.06%
Pending	5,280	6,172	5,567	3,733	2,838	-14.45%	-5.16%	41.44%	86.05%
Closed	5,109	6,520	5,686	3,496	2,604	-21.64%	-10.15%	46.14%	96.20%
Sales Volume	\$ 4,327,811,154	\$ 5,521,178,628	\$ 4,814,356,961	\$ 2,959,687,995	\$ 2,205,329,519	-21.61%	-10.11%	46.23%	96.24%
Days in MLS - Average	32	17	14	39	42	88.24%	128.57%	-17.95%	-23.81%
Days in MLS - Median	12	5	5	12	17	140.00%	140.00%	0.00%	-29.41%
Close-Price-to-List-Price Ratio	99.55%	102.96%	103.41%	99.44%	98.86%	-3.31%	-3.73%	0.11%	0.70%
PSF Total	\$ 271	\$ 280	\$ 261	\$ 236	\$ 228	-3.21%	3.83%	14.83%	18.86%
Attached									
New Listings	784	891	913	935	710	-12.01%	-14.13%	-16.15%	10.42%
Pending	553	657	811	618	481	-15.83%	-31.81%	-10.52%	14.97%
Closed	587	771	785	570	463	-23.87%	-25.22%	2.98%	26.78%
Sales Volume	\$ 495,545,583	\$ 652,539,750	\$ 671,184,106	\$ 483,413,016	\$ 393,821,479	-24.06%	-26.17%	2.51%	25.83%
Days in MLS - Average	35	23	35	41	59	52.17%	0.00%	-14.63%	-40.68%
Days in MLS - Median	12	5	6	14	25	140.00%	100.00%	-14.29%	-52.00%
Close-Price-to-List-Price Ratio	99.41%	102.18%	100.99%	98.79%	98.79%	-2.71%	-1.56%	0.63%	0.63%
PSF Total	\$ 415	\$ 441	\$ 397	\$ 359	\$ 358	-5.90%	4.53%	15.60%	15.92%

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

	Nov. 2023	Oct. 2023	Nov. 2022	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	1,050	1,414	1,018	-25.74%	3.14%
Pending	1,060	1,186	1,020	-10.62%	3.92%
Closed	1,088	1,246	1,246	-12.68%	-12.68%
Sales Volume	\$ 657,813,917	\$ 757,008,280	\$ 750,769,942	-13.10%	-12.38%
Days in MLS - Average	41	34	36	20.59%	13.89%
Days in MLS - Median	26	17	24	52.94%	8.33%
Close-Price-to-List-Price Ratio	98.93%	99.28%	98.47%	-0.35%	0.47%
PSF Total	\$ 268	\$ 277	\$ 266	-3.25%	0.75%
Detached					
New Listings	853	1,135	854	-24.85%	-0.12%
Pending	892	980	865	-8.98%	3.12%
Closed	890	1,028	1,037	-13.42%	-14.18%
Sales Volume	\$ 542,967,155	\$ 628,018,598	\$ 628,318,126	-13.54%	-13.58%
Days in MLS - Average	38	31	38	22.58%	0.00%
Days in MLS - Median	25	16	25	56.25%	0.00%
Close-Price-to-List-Price Ratio	98.96%	99.28%	98.44%	-0.32%	0.53%
PSF Total	\$ 257	\$ 262	\$ 254	-1.91%	1.18%
Attached					
New Listings	197	279	164	-29.39%	20.12%
Pending	168	206	155	-18.45%	8.39%
Closed	198	218	209	-9.17%	-5.26%
Sales Volume	\$ 114,846,762	\$ 128,989,682	\$ 122,451,816	-10.96%	-6.21%
Days in MLS - Average	55	46	28	19.57%	96.43%
Days in MLS - Median	28	20	17	40.00%	64.71%
Close-Price-to-List-Price Ratio	98.76%	99.31%	98.59%	-0.55%	0.17%
PSF Total	\$ 317	\$ 345	\$ 325	-8.12%	-2.46%

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
Residential (Detached + Attached)									
New Listings	18,615	23,823	21,857	17,785	16,425	-21.86%	-14.83%	4.67%	13.33%
Pending	15,663	18,680	20,256	16,155	13,008	-16.15%	-22.67%	-3.05%	20.41%
Closed	15,894	20,087	21,800	16,113	12,396	-20.87%	-27.09%	-1.36%	28.22%
Sales Volume	\$ 9,654,936,113	\$ 12,240,540,856	\$ 13,095,347,972	\$ 9,590,585,628	\$ 7,359,228,467	-21.12%	-26.27%	0.67%	31.19%
Days in MLS - Average	33	16	12	29	37	106.25%	175.00%	13.79%	-10.81%
Days in MLS - Median	13	5	4	9	17	160.00%	225.00%	44.44%	-23.53%
Close-Price-to-List-Price Ratio	99.81%	102.63%	103.74%	99.95%	99.15%	-2.75%	-3.79%	-0.14%	0.67%
PSF Total	\$ 277	\$ 290	\$ 261	\$ 222	\$ 214	-4.48%	6.13%	24.77%	29.44%
Detached									
New Listings	15,179	20,113	18,758	14,966	13,973	-24.53%	-19.08%	1.42%	8.63%
Pending	12,988	15,756	17,396	13,975	11,283	-17.57%	-25.34%	-7.06%	15.11%
Closed	13,192	16,707	18,766	14,046	10,716	-21.04%	-29.70%	-6.08%	23.11%
Sales Volume	\$ 8,057,654,379	\$ 10,237,673,565	\$ 11,298,758,827	\$ 8,369,053,462	\$ 6,368,383,431	-21.29%	-28.69%	-3.72%	26.53%
Days in MLS - Average	32	16	10	28	36	100.00%	220.00%	14.29%	-11.11%
Days in MLS - Median	12	5	4	8	16	140.00%	200.00%	50.00%	-25.00%
Close-Price-to-List-Price Ratio	99.86%	102.64%	104.03%	100.05%	99.15%	-2.71%	-4.01%	-0.19%	0.72%
PSF Total	\$ 264	\$ 277	\$ 245	\$ 205	\$ 196	-4.69%	7.76%	28.78%	34.69%
Attached									
New Listings	3,436	3,710	3,099	2,819	2,452	-7.39%	10.87%	21.89%	40.13%
Pending	2,675	2,924	2,860	2,180	1,725	-8.52%	-6.47%	22.71%	55.07%
Closed	2,702	3,380	3,034	2,067	1,680	-20.06%	-10.94%	30.72%	60.83%
Sales Volume	\$ 1,597,281,734	\$ 2,002,867,291	\$ 1,796,589,145	\$ 1,221,532,166	\$ 990,845,036	-20.25%	-11.09%	30.76%	61.20%
Days in MLS - Average	40	17	23	42	44	135.29%	73.91%	-4.76%	-9.09%
Days in MLS - Median	16	5	5	16	20	220.00%	220.00%	0.00%	-20.00%
Close-Price-to-List-Price Ratio	99.54%	102.58%	101.88%	99.34%	99.16%	-2.96%	-2.30%	0.20%	0.38%
PSF Total	\$ 340	\$ 357	\$ 360	\$ 339	\$ 331	-4.76%	-5.56%	0.29%	2.72%