

DENVER METRO
ASSOCIATION OF REALTORS®
The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

December 2021

MARKET OVERVIEW

The December report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the November 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 | 2,248 | -33.41% | -34.17% |
| Closed Homes | 4,392 | -10.39% | -8.73% |
| Close Price - Average | \$629,479 | 2.91% | 15.49% |
| Close Price - Median | \$543,000 | 1.50% | 16.77% |
| Days in MLS - Average | 15 | 7.14% | -31.82% |



Detached

| | | | |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 1,444 | -38.58% | -17.72% |
| Closed Homes | 3,513 | -8.97% | -7.87% |
| Close Price - Average | \$703,847 | 2.81% | 15.05% |
| Close Price - Median | \$600,000 | 2.74% | 17.65% |
| Days in MLS - Average | 15 | 7.14% | -28.57 |



Attached

| | | | |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 804 | -21.56% | -51.57% |
| Closed Homes | 1,419 | -13.74% | -10.81% |
| Close Price - Average | \$445,366 | 1.07% | 15.66% |
| Close Price - Median | \$390,000 | 4.00% | 16.42% |
| Days in MLS - Average | 16 | 6.67% | -38.46% |



MARKET INSIGHTS

✓ Realtor® Tidbits:

- This winter is expected to be unseasonably hot, according to Lawrence Yun, NAR's Chief Economist. "Compared to other past winter seasons, this winter season's sales activity will be stronger." From March through October, homes have been selling faster than they traditionally do.
- Facing tight inventory and rising prices, buyers are turning to mobile homes. The median value of mobile homes increased by nearly 40 percent from 2014 to 2019.
- Realtors® continue to strategize as every month has its obstacles. November was a month of multiple offers and competition.
- Burnout was a topic of conversation among buyers and Realtors® alike. Enjoy the holidays because 2022 could have the same theme.

✓ Local News:

- In 10 Front Range counties, Zillow bought more than 500 homes - often over-spending more than the asking price.
- Coloradans called it quits in September with 4.3 percent of employees leaving their jobs. That's the fifth-highest rate in the U.S. Hawaii had the highest with 7.1 percent resigning.
- Denver City council voted to expand historic boundaries to include 19 homes in the Congress Park neighborhood.

✓ National News:

- Lumber prices continue their roller coaster ride up 39.1 percent from October but down 51.2 percent from May's record of \$1,686/board foot. Now builders are reporting labor shortages. Expect builders to continue to deviate from traditional business practices as they deal with adversity.
- *The New York Times* reported that Tokens.com, a blockchain technology company, acquired 50 percent of Metaverse Group, one of the world's first virtual real estate companies, for about \$1.7 million. Investing in real estate in the metaverse is still highly speculative although "technologists believe the metaverse will grow into a fully functioning economy."
- The National Association of Realtors® (NAR) announced the adoption of changes to its guidance for local Multiple Listing Service broker marketplaces that reinforce greater transparency for consumers. The changes ensure disclosure of compensation offered to buyer agents, ensure listings are not excluded from search results based on the amount of compensation offered to buyer agents and reinforce that buyer brokers do not represent their services as free. The NAR Board of Directors adopted the changes to take effect on January 1, 2022.
- The expenses of recovering from natural disasters in 2020 will likely prompt property insurance costs to increase nationwide. The rising number and severity of hurricanes, wildfires, tornadoes and other events have created greater risk for insurance companies. That will bring both higher insurance

premiums and reductions in coverage for property owners, says SitusAMC, a tech and outsourcing firm for the commercial and real estate finance industries.

- Zillow canceled 400 Zillow Offers contracts due to closing restraints. Hundreds of sellers awaiting new builds will have to sell their homes another way after Zillow canceled contracts for closings set for late 2022 through its iBuyer, Zillow Offers.
- The approximately \$1.75 trillion Build Back Better Act, which dedicates unprecedented funding for a broad swath of social programs including housing, passed the House. Real estate advocates have mostly supported the bill, which includes around \$150 billion in housing-related investments.
- The world's wealthiest dog just listed his Miami mansion (once owned by Madonna) for nearly \$32 million. Gunther VI inherited his vast fortune, including the eight-bedroom waterfront home, from his grandfather Gunther IV. The Tuscan-style villa with views of Biscayne Bay went on sale Wednesday for \$31.75 million. And you thought your dog was spoiled!

✓ Mortgage News:

- Consumer Confidence, which places a greater emphasis on employment and labor market conditions, is up with 10 million jobs available, "quits" at an all-time high and initial jobless claims at a post-pandemic low. On the other hand, Consumer Sentiment, which emphasizes individual household finances, is down due to the fear of high inflation. The fear is not stopping spending as retail sales are up 1.7 percent!
- New 2022 conventional loan limits were released. Perfect timing with the highest median and average November price increases. The new conforming loan limit is \$647,200, up from \$548,250. Denver metro counties will see a new high balance loan limit of \$684,250, up from \$596,850. If you're looking to buy a second home in Vail, you're good up to \$862,500, before moving over to a jumbo loan.
- Whoops, inflation may not be transitory. Chair Jerome Powell admitted that the Federal Reserve can not be sure that price increases will slow in the second half of 2022 as originally expected. Inflation hit a three-decade high this month.

✓ Quick Stats:

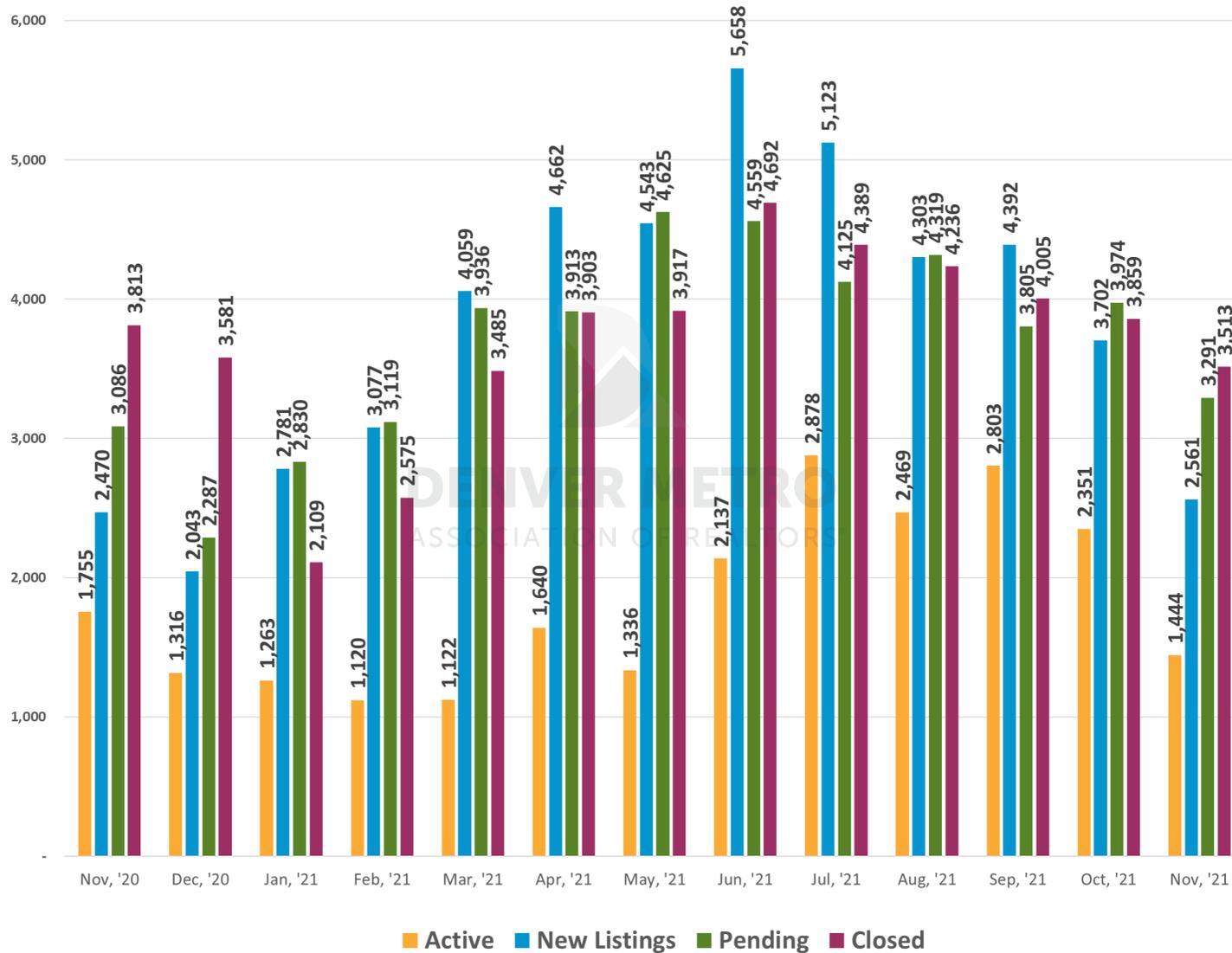
- The average active listings for November is 14,180 (1985-2020).
- Record-high November was 2006 with 27,530 listings and the record-low was set this year with 2,248 listings.
- The historical average decrease in active listings from October to November is 11.41 percent. A decrease of 33.41 percent this November represents the largest percentage decrease on record. Sizeable percentage decreases have occurred in the last 10 years primarily due to a prolonged low inventory trend.

Detached Single-Family

DMAR Market Trends | November 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

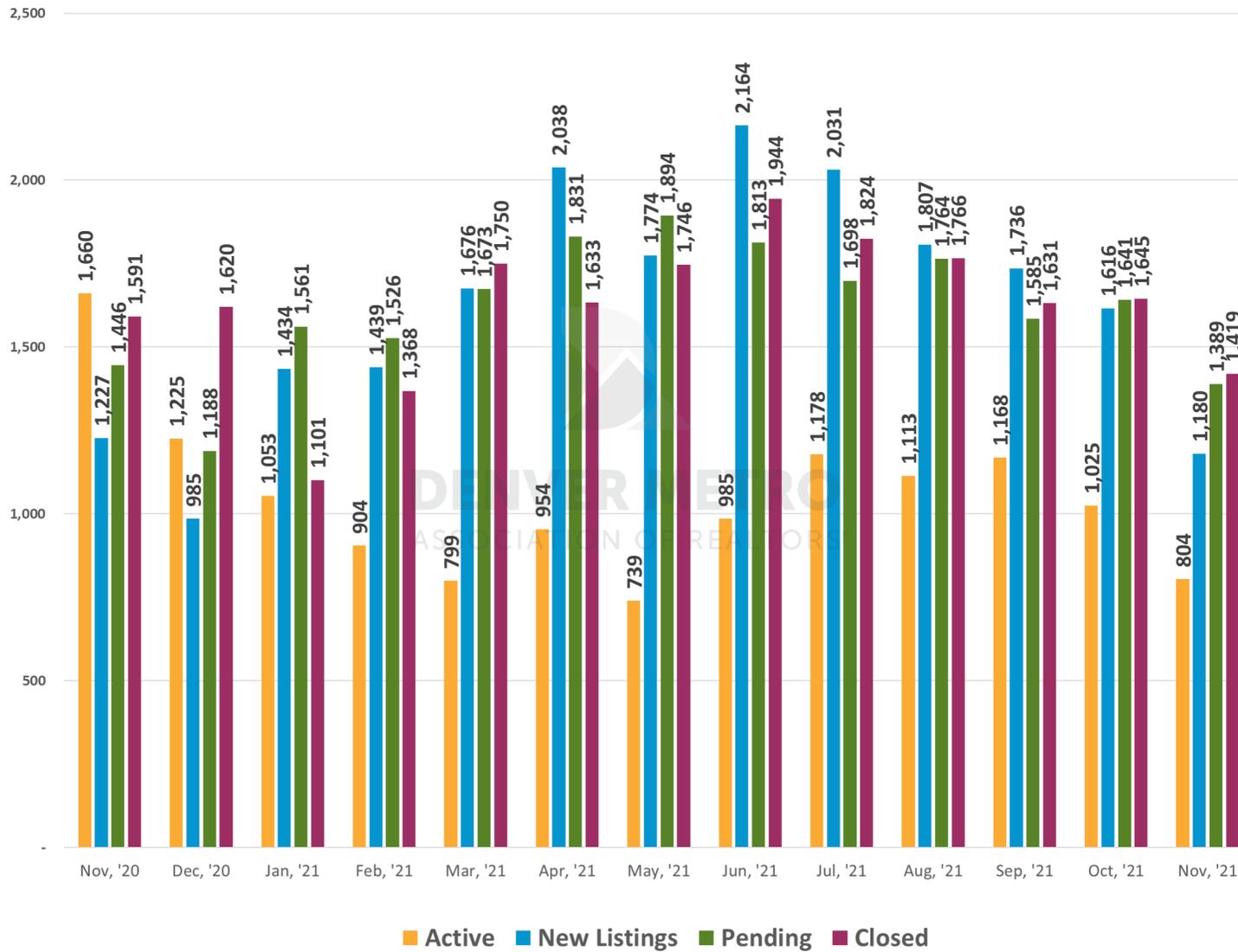


Attached Single-Family

DMAR Market Trends | November 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

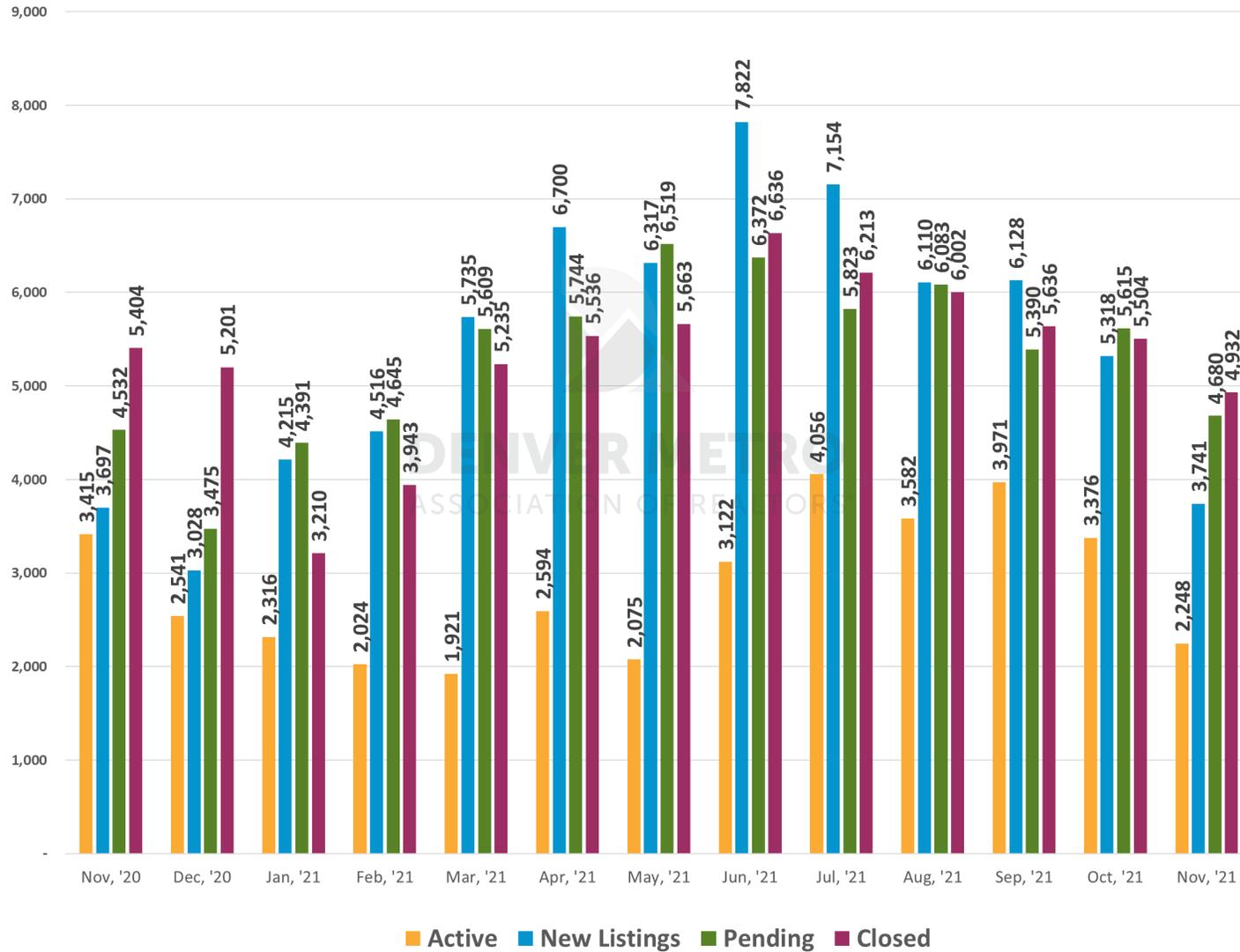


Residential (Detached + Attached)

DMAR Market Trends | November 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

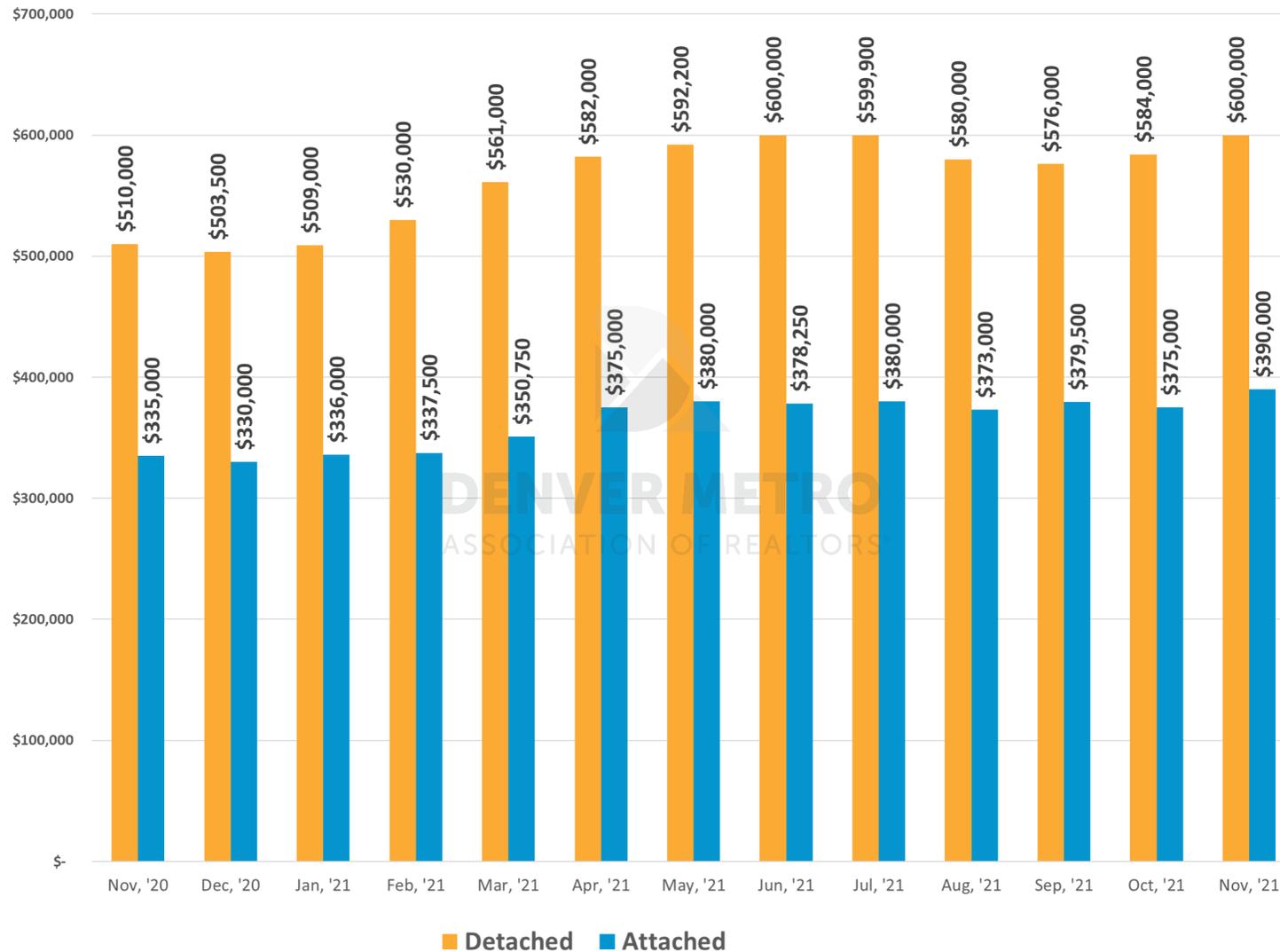


Median Close Price

DMAR Market Trends | November 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

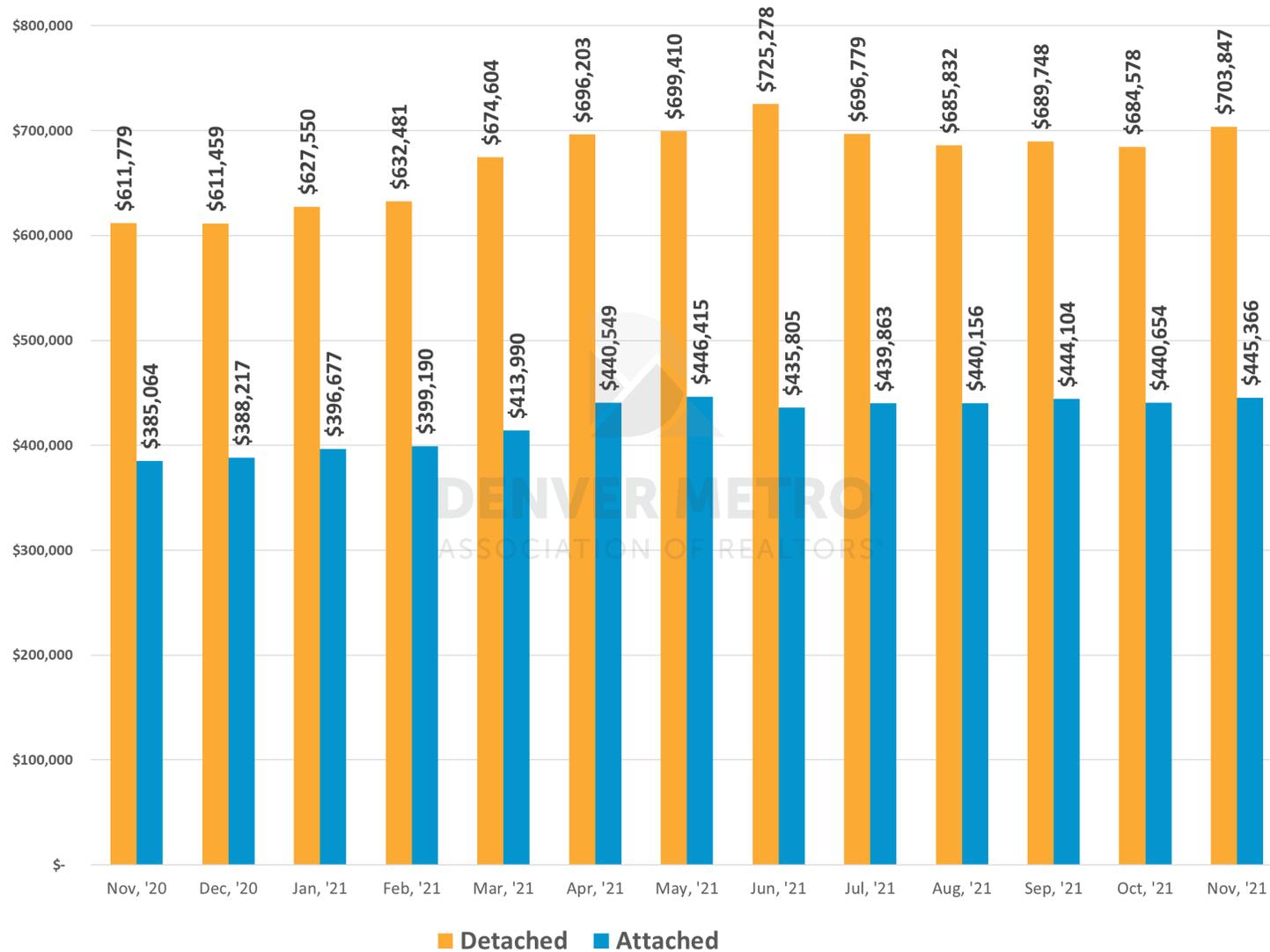


Average Close Price

DMAR Market Trends | November 2021 Data

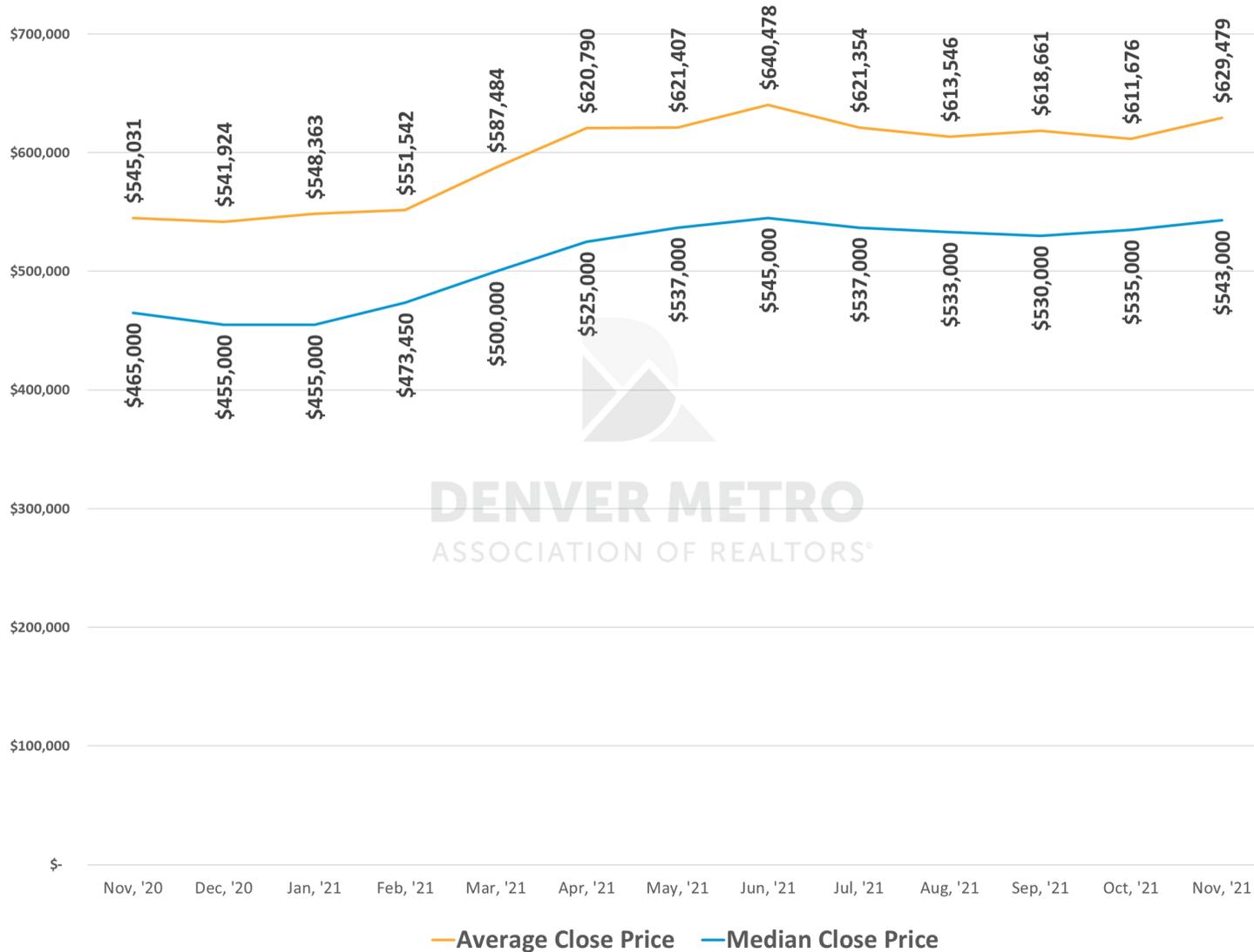
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



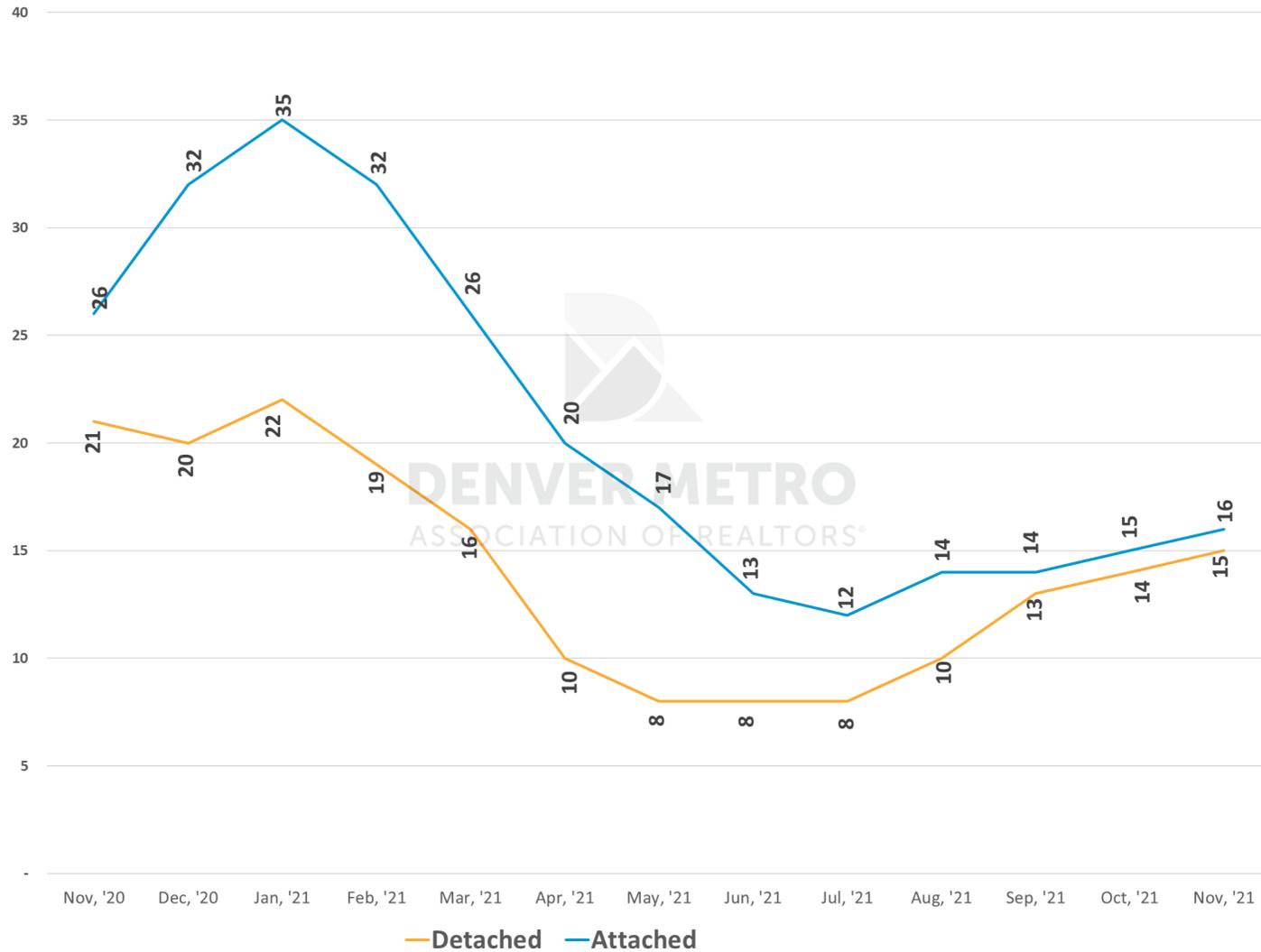
Residential Close Price

DMAR Market Trends | November 2021 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



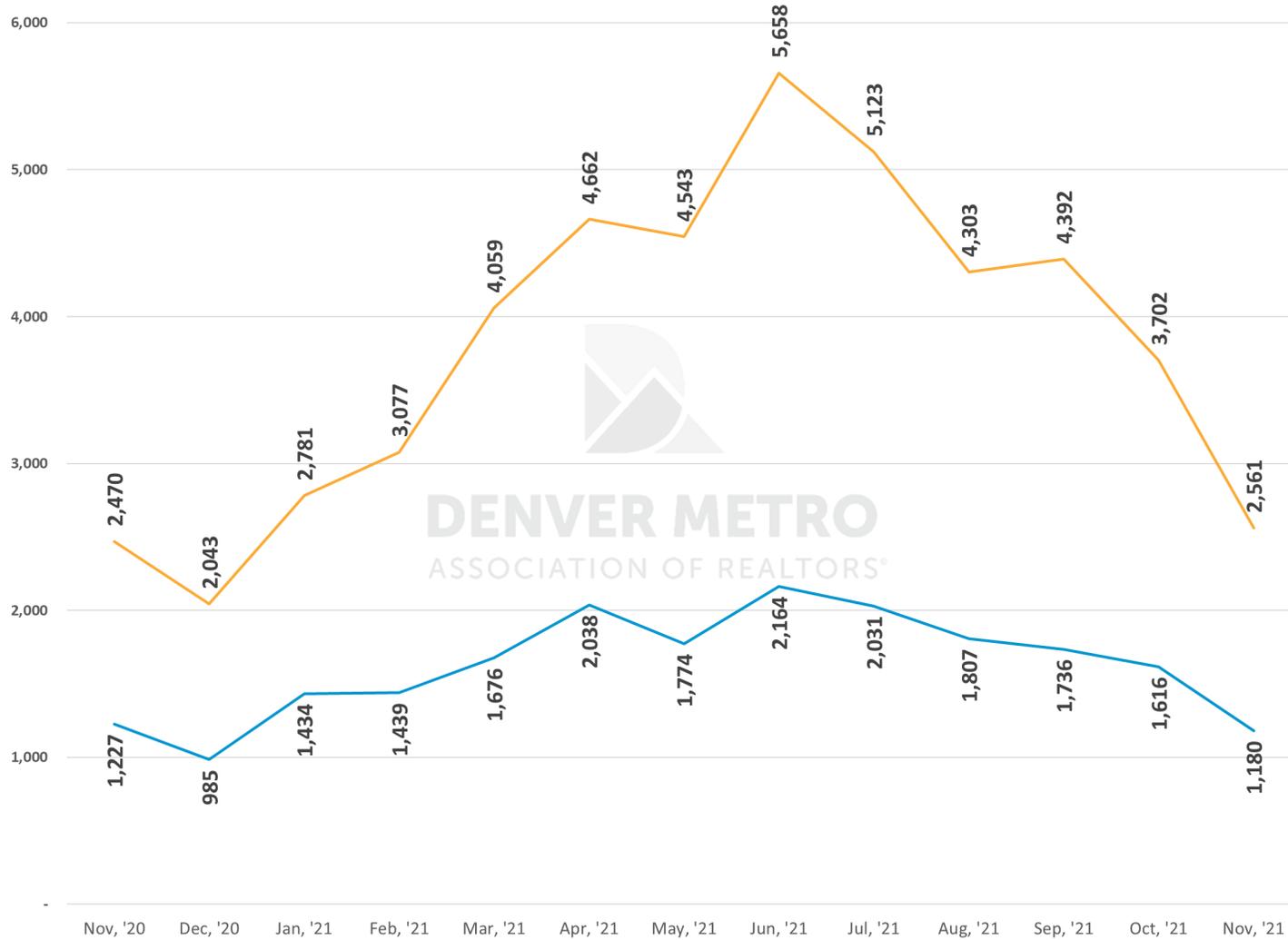
Average Days in MLS

DMAR Market Trends | November 2021 Data
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



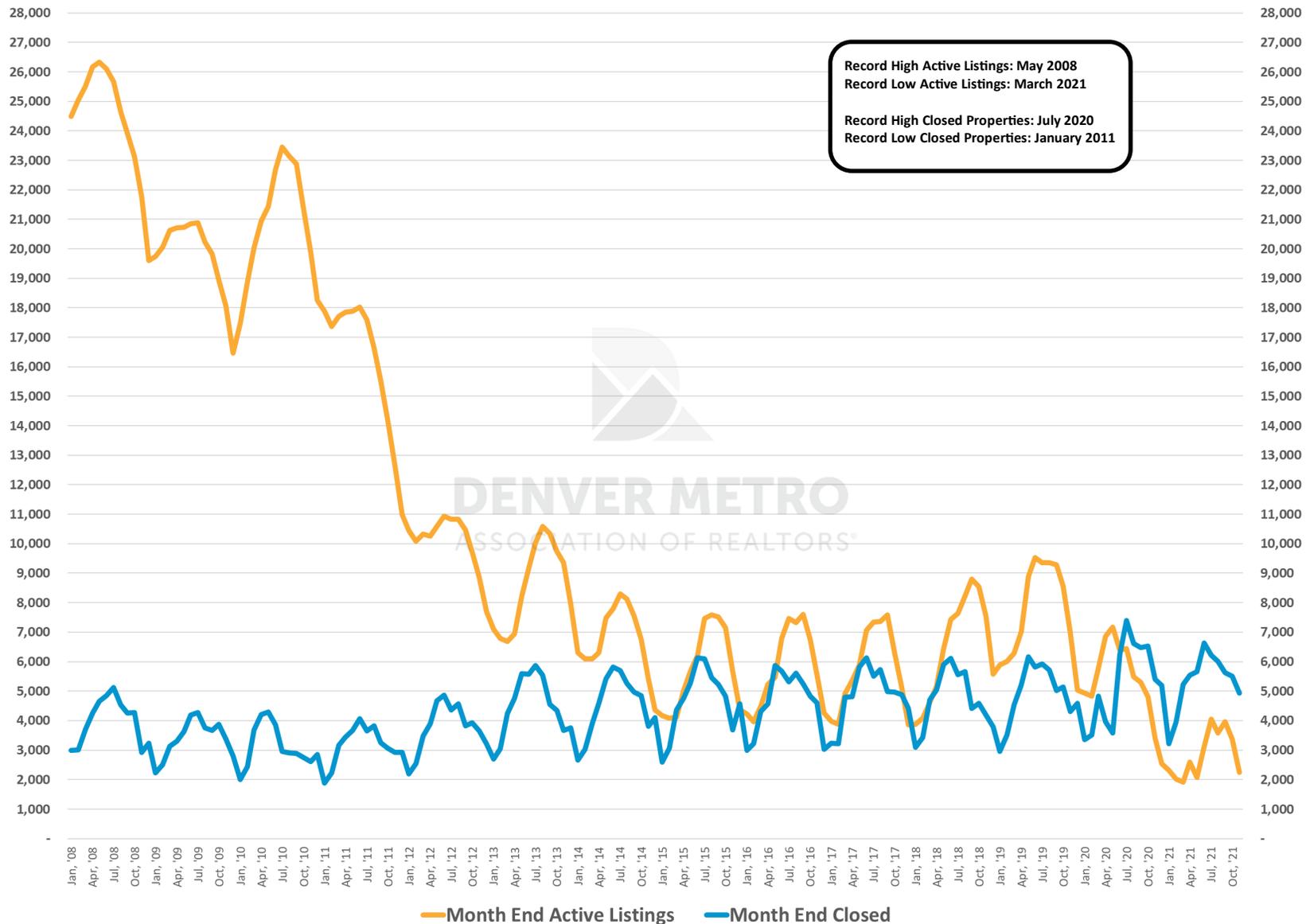
New Listings

DMAR Market Trends | November 2021 Data
 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

DMAR Market Trends | November 2021 Data
Denver Metro Association of Realtors®
Source of MLS Data: REColorado.com



DATA SNAPSHOT

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

| | Nov, '21 | Prior Month | Year Ago | Prior Month | Year Ago |
|--|------------------|------------------|------------------|-------------|----------|
| Residential (Detached + Attached) | | | | | |
| Active Listings at Month End | 2,248 | 3,376 | 3,415 | -33.41% | -34.17% |
| New Listings | 3,741 | 5,318 | 3,697 | -29.65% | 1.19% |
| Pending | 4,680 | 5,615 | 4,532 | -16.65% | 3.27% |
| Closed | 4,932 | 5,504 | 5,404 | -10.39% | -8.73% |
| Close Price - Average | \$ 629,479 | \$ 611,676 | \$ 545,031 | 2.91% | 15.49% |
| Close Price - Median | \$ 543,000 | \$ 535,000 | \$ 465,000 | 1.50% | 16.77% |
| Sales Volume | \$ 3,104,589,978 | \$ 3,366,662,351 | \$ 2,945,348,966 | -7.78% | 5.41% |
| Days in MLS - Average | 15 | 14 | 22 | 7.14% | -31.82% |
| Days in MLS - Median | 5 | 5 | 6 | 0.00% | -16.67% |
| Close Price/List Price | 101.63% | 101.66% | 100.40% | -0.03% | 1.23% |
| Detached | | | | | |
| Active Listings at Month End | 1,444 | 2,351 | 1,755 | -38.58% | -17.72% |
| New Listings | 2,561 | 3,702 | 2,470 | -30.82% | 3.68% |
| Pending | 3,291 | 3,974 | 3,086 | -17.19% | 6.64% |
| Closed | 3,513 | 3,859 | 3,813 | -8.97% | -7.87% |
| Close Price - Average | \$ 703,847 | \$ 684,578 | \$ 611,779 | 2.81% | 15.05% |
| Close Price - Median | \$ 600,000 | \$ 584,000 | \$ 510,000 | 2.74% | 17.65% |
| Sales Volume | \$ 2,472,615,022 | \$ 2,641,786,018 | \$ 2,332,712,848 | -6.40% | 6.00% |
| Days in MLS - Average | 15 | 14 | 21 | 7.14% | -28.57% |
| Days in MLS - Median | 5 | 5 | 6 | 0.00% | -16.67% |
| Close Price/List Price | 101.70% | 101.76% | 100.62% | -0.06% | 1.07% |
| Attached | | | | | |
| Active Listings at Month End | 804 | 1,025 | 1,660 | -21.56% | -51.57% |
| New Listings | 1,180 | 1,616 | 1,227 | -26.98% | -3.83% |
| Pending | 1,389 | 1,641 | 1,446 | -15.36% | -3.94% |
| Closed | 1,419 | 1,645 | 1,591 | -13.74% | -10.81% |
| Close Price - Average | \$ 445,366 | \$ 440,654 | \$ 385,064 | 1.07% | 15.66% |
| Close Price - Median | \$ 390,000 | \$ 375,000 | \$ 335,000 | 4.00% | 16.42% |
| Sales Volume | \$ 631,974,956 | \$ 724,876,333 | \$ 612,636,118 | -12.82% | 3.16% |
| Days in MLS - Average | 16 | 15 | 26 | 6.67% | -38.46% |
| Days in MLS - Median | 5 | 5 | 10 | 0.00% | -50.00% |
| Close Price/List Price | 101.45% | 101.41% | 99.86% | 0.04% | 1.59% |

NOVEMBER DATA YTD 2021 to 2017

| | YTD 2021 | YTD 2020 | YTD 2019 | YTD 2018 | YTD 2017 | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|------------|------------|------------|------------|
| Residential (Detached + Attached) | | | | | | | | | |
| Active Listings at Month End | 2,248 | 3,415 | 6,988 | 7,530 | 5,131 | -34.17% | -51.13% | -7.20% | 46.76% |
| New Listings | 63,657 | 66,951 | 68,612 | 66,095 | 64,936 | -4.92% | -2.42% | 3.81% | 1.78% |
| Closed | 58,723 | 58,270 | 54,316 | 52,713 | 54,852 | 0.78% | 7.28% | 3.04% | -3.90% |
| Close Price - Average | \$ 610,973 | \$ 523,297 | \$ 486,871 | \$ 474,055 | \$ 436,570 | 16.75% | 7.48% | 2.70% | 8.59% |
| Close Price - Median | \$ 525,000 | \$ 450,000 | \$ 420,000 | \$ 410,000 | \$ 379,900 | 16.67% | 7.14% | 2.44% | 7.92% |
| Sales Volume | \$ 35,878,195,166 | \$ 30,492,524,870 | \$ 26,444,905,512 | \$ 24,988,880,893 | \$ 23,946,729,883 | 17.66% | 15.31% | 5.83% | 4.35% |
| Days in MLS - Average | 14 | 26 | 31 | 25 | 25 | -46.15% | -16.13% | 24.00% | 0.00% |
| Days in MLS - Median | 4 | 7 | 12 | 8 | 8 | -42.86% | -41.67% | 50.00% | 0.00% |
| Close Price/List Price | 103.16% | 99.92% | 99.23% | 99.94% | 100.07% | 3.24% | 0.70% | -0.71% | -0.13% |
| Detached | | | | | | | | | |
| Active Listings at Month End | 1,444 | 1,755 | 4,709 | 5,373 | 3,792 | -17.72% | -62.73% | -12.36% | 41.69% |
| New Listings | 44,756 | 46,286 | 48,460 | 47,335 | 46,501 | -3.31% | -4.49% | 2.38% | 1.79% |
| Closed | 40,816 | 41,586 | 38,735 | 37,427 | 39,161 | -1.85% | 7.36% | 3.49% | -4.43% |
| Close Price - Average | \$ 688,990 | \$ 581,432 | \$ 536,184 | \$ 523,891 | \$ 483,801 | 18.50% | 8.44% | 2.35% | 8.29% |
| Close Price - Median | \$ 580,000 | \$ 494,000 | \$ 455,000 | \$ 442,000 | \$ 411,500 | 17.41% | 8.57% | 2.94% | 7.41% |
| Sales Volume | \$ 28,121,819,394 | \$ 24,179,441,309 | \$ 20,769,074,677 | \$ 19,607,682,629 | \$ 18,946,126,921 | 16.30% | 16.42% | 5.92% | 3.49% |
| Days in MLS - Average | 12 | 25 | 31 | 26 | 27 | -52.00% | -19.35% | 19.23% | -3.70% |
| Days in MLS - Median | 4 | 7 | 12 | 9 | 8 | -42.86% | -41.67% | 33.33% | 12.50% |
| Close Price/List Price | 103.61% | 100.06% | 99.24% | 99.84% | 99.92% | 3.55% | 0.83% | -0.60% | -0.08% |
| Attached | | | | | | | | | |
| Active Listings at Month End | 804 | 1,660 | 2,279 | 2,157 | 1,339 | -51.57% | -27.16% | 5.66% | 61.09% |
| New Listings | 18,901 | 20,665 | 20,152 | 18,760 | 18,435 | -8.54% | 2.55% | 7.42% | 1.76% |
| Closed | 17,907 | 16,684 | 15,581 | 15,286 | 15,691 | 7.33% | 7.08% | 1.93% | -2.58% |
| Close Price - Average | \$ 433,148 | \$ 378,391 | \$ 364,279 | \$ 352,034 | \$ 318,692 | 14.47% | 3.87% | 3.48% | 10.46% |
| Close Price - Median | \$ 370,000 | \$ 327,000 | \$ 308,875 | \$ 300,000 | \$ 270,000 | 13.15% | 5.87% | 2.96% | 11.11% |
| Sales Volume | \$ 7,756,375,772 | \$ 6,313,083,561 | \$ 5,675,830,835 | \$ 5,381,198,264 | \$ 5,000,602,962 | 22.86% | 11.23% | 5.48% | 7.61% |
| Days in MLS - Average | 19 | 29 | 31 | 22 | 21 | -34.48% | -6.45% | 40.91% | 4.76% |
| Days in MLS - Median | 5 | 10 | 13 | 7 | 6 | -50.00% | -23.08% | 85.71% | 16.67% |
| Close Price/List Price | 102.14% | 99.58% | 99.20% | 100.19% | 100.43% | 2.57% | 0.38% | -0.99% | -0.24% |

MARKET TRENDS

| Price Range | Detached | | | Attached | | |
|------------------------|----------|--------|------|----------|--------|------|
| | Closed | Active | MOI | Closed | Active | MOI |
| Months of Inventory | | | | | | |
| \$0 to \$99,999 | 1 | - | 0.00 | - | 1 | |
| \$100,000 to \$199,999 | 1 | 8 | 8.00 | 70 | 37 | 0.53 |
| \$200,000 to \$299,999 | 27 | 14 | 0.52 | 257 | 116 | 0.45 |
| \$300,000 to \$399,999 | 164 | 64 | 0.39 | 418 | 144 | 0.34 |
| \$400,000 to \$499,999 | 728 | 116 | 0.16 | 303 | 138 | 0.46 |
| \$500,000 to \$749,999 | 1,693 | 609 | 0.36 | 267 | 213 | 0.80 |
| \$750,000 to \$999,999 | 551 | 296 | 0.54 | 57 | 71 | 1.25 |
| \$1,000,000 and over | 348 | 337 | 0.97 | 47 | 84 | 1.79 |
| TOTALS | 3,513 | 1,444 | 0.41 | 1,419 | 804 | 0.57 |

| Price Range | Detached | | % change | Attached | | % change |
|------------------------|-----------------|-----------------|----------|-----------------|-----------------|----------|
| | Closed Nov, '21 | Closed Oct, '21 | | Closed Nov, '21 | Closed Oct, '21 | |
| Month-Over-Month | | | | | | |
| \$0 to \$99,999 | 1 | 1 | 0.00% | - | - | |
| \$100,000 to \$199,999 | 1 | 5 | -80.00% | 70 | 101 | -30.69% |
| \$200,000 to \$299,999 | 27 | 31 | -12.90% | 257 | 361 | -28.81% |
| \$300,000 to \$399,999 | 164 | 213 | -23.00% | 418 | 437 | -4.35% |
| \$400,000 to \$499,999 | 728 | 830 | -12.29% | 303 | 314 | -3.50% |
| \$500,000 to \$749,999 | 1,693 | 1,829 | -7.44% | 267 | 294 | -9.18% |
| \$750,000 to \$999,999 | 551 | 581 | -5.16% | 57 | 76 | -25.00% |
| \$1,000,000 and over | 348 | 369 | -5.69% | 47 | 62 | -24.19% |
| TOTALS | 3,513 | 3,859 | -8.97% | 1,419 | 1,645 | -13.74% |

| Price Range | Detached | | % change | Attached | | % change |
|------------------------|--------------|--------------|----------|--------------|--------------|----------|
| | YTD Nov, '21 | YTD Nov, '20 | | YTD Nov, '21 | YTD Nov, '20 | |
| Year-Over-Year | | | | | | |
| \$0 to \$99,999 | 15 | 27 | -44.44% | - | 6 | -100.00% |
| \$100,000 to \$199,999 | 47 | 115 | -59.13% | 1,099 | 1,476 | -25.54% |
| \$200,000 to \$299,999 | 371 | 1,073 | -65.42% | 3,834 | 5,062 | -24.26% |
| \$300,000 to \$399,999 | 2,722 | 7,804 | -65.12% | 5,194 | 4,835 | 7.43% |
| \$400,000 to \$499,999 | 9,135 | 12,283 | -25.63% | 3,421 | 2,435 | 40.49% |
| \$500,000 to \$749,999 | 18,577 | 14,043 | 32.29% | 3,009 | 2,066 | 45.64% |
| \$750,000 to \$999,999 | 5,628 | 3,494 | 61.08% | 780 | 570 | 36.84% |
| \$1,000,000 and over | 4,321 | 2,747 | 57.30% | 570 | 234 | 143.59% |
| TOTALS | 40,816 | 41,586 | -1.85% | 17,907 | 16,684 | 7.33% |

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

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

| | Nov, '21 | Prior Month | Last Year | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 251 | 391 | 184 | -35.81% | 36.41% |
| Pending | 331 | 417 | 252 | -20.62% | 31.35% |
| Closed | 395 | 431 | 314 | -8.35% | 25.80% |
| Sales Volume | \$ 649,241,491 | \$ 677,782,142 | \$ 510,357,885 | -4.21% | 27.21% |
| Days in MLS - Average | 24 | 26 | 59 | -7.69% | -59.32% |
| Days in MLS - Median | 5 | 6 | 26 | -16.67% | -80.77% |
| Close Price/List Price | 101.53% | 101.58% | 98.21% | -0.05% | 3.38% |
| PSF Total | \$ 382 | \$ 364 | \$ 336 | 4.95% | 13.69% |
| Detached | | | | | |
| New Listings | 217 | 347 | 153 | -37.46% | 41.83% |
| Pending | 290 | 366 | 224 | -20.77% | 29.46% |
| Closed | 348 | 369 | 294 | -5.69% | 18.37% |
| Sales Volume | \$ 579,007,406 | \$ 592,452,478 | \$ 482,212,485 | -2.27% | 20.07% |
| Days in MLS - Average | 23 | 26 | 59 | -11.54% | -61.02% |
| Days in MLS - Median | 5 | 5 | 26 | 0.00% | -80.77% |
| Close Price/List Price | 101.67% | 101.66% | 98.27% | 0.01% | 3.46% |
| PSF Total | \$ 361 | \$ 339 | \$ 325 | 6.49% | 11.08% |
| Attached | | | | | |
| New Listings | 34 | 44 | 31 | -22.73% | 9.68% |
| Pending | 41 | 51 | 28 | -19.61% | 46.43% |
| Closed | 47 | 62 | 20 | -24.19% | 135.00% |
| Sales Volume | \$ 70,234,085 | \$ 85,329,664 | \$ 28,145,400 | -17.69% | 149.54% |
| Days in MLS - Average | 34 | 23 | 64 | 47.83% | -46.88% |
| Days in MLS - Median | 10 | 14 | 30 | -28.57% | -66.67% |
| Close Price/List Price | 100.49% | 101.15% | 97.39% | -0.65% | 3.18% |
| PSF Total | \$ 541 | \$ 515 | \$ 490 | 5.05% | 10.41% |

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

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

| | YTD 2021 | YTD 2020 | YTD 2019 | YTD 2018 | YTD 2017 | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| Residential (Detached + Attached) | | | | | | | | | |
| New Listings | 5,090 | 4,299 | 3,752 | 3,251 | 2,957 | 18.40% | 14.58% | 15.41% | 9.94% |
| Pending | 4,518 | 3,218 | 2,404 | 2,098 | 1,738 | 40.40% | 33.86% | 14.59% | 20.71% |
| Closed | 4,891 | 2,981 | 2,236 | 2,029 | 1,690 | 64.07% | 33.32% | 10.20% | 20.06% |
| Sales Volume | \$ 7,796,331,920 | \$ 4,608,635,246 | \$ 3,462,178,891 | \$ 3,099,500,592 | \$ 2,580,873,144 | 69.17% | 33.11% | 11.70% | 20.10% |
| Days in MLS - Average | 30 | 56 | 59 | 67 | 79 | -46.43% | -5.08% | -11.94% | -15.19% |
| Days in MLS - Median | 5 | 20 | 24 | 27 | 36 | -75.00% | -16.67% | -11.11% | -25.00% |
| Close Price/List Price | 101.98% | 97.77% | 97.35% | 97.30% | 96.98% | 4.31% | 0.43% | 0.05% | 0.33% |
| PSF Total | \$ 366 | \$ 337 | \$ 337 | \$ 308 | \$ 304 | 8.61% | 0.00% | 9.42% | 1.32% |
| Detached | | | | | | | | | |
| New Listings | 4,424 | 3,798 | 3,326 | 2,928 | 2,635 | 16.48% | 14.19% | 13.59% | 11.12% |
| Pending | 3,982 | 2,947 | 2,142 | 1,898 | 1,539 | 35.12% | 37.58% | 12.86% | 23.33% |
| Closed | 4,321 | 2,747 | 1,986 | 1,860 | 1,519 | 57.30% | 38.32% | 6.77% | 22.45% |
| Sales Volume | \$ 6,956,585,183 | \$ 4,267,051,441 | \$ 3,072,277,481 | \$ 2,841,745,198 | \$ 2,332,804,470 | 63.03% | 38.89% | 8.11% | 21.82% |
| Days in MLS - Average | 28 | 56 | 60 | 67 | 80 | -50.00% | -6.67% | -10.45% | -16.25% |
| Days in MLS - Median | 5 | 20 | 24 | 26 | 36 | -75.00% | -16.67% | -7.69% | -27.78% |
| Close Price/List Price | 102.23% | 97.84% | 97.32% | 97.37% | 96.94% | 4.49% | 0.53% | -0.05% | 0.44% |
| PSF Total | \$ 342 | \$ 319 | \$ 305 | \$ 291 | \$ 284 | 7.21% | 4.59% | 4.81% | 2.46% |
| Attached | | | | | | | | | |
| New Listings | 666 | 501 | 426 | 323 | 322 | 32.93% | 17.61% | 31.89% | 0.31% |
| Pending | 536 | 271 | 262 | 200 | 199 | 97.79% | 3.44% | 31.00% | 0.50% |
| Closed | 570 | 234 | 250 | 169 | 171 | 143.59% | -6.40% | 47.93% | -1.17% |
| Sales Volume | \$ 839,746,737 | \$ 341,583,805 | \$ 389,901,410 | \$ 257,755,394 | \$ 248,068,674 | 145.84% | -12.39% | 51.27% | 3.90% |
| Days in MLS - Average | 47 | 54 | 49 | 72 | 71 | -12.96% | 10.20% | -31.94% | 1.41% |
| Days in MLS - Median | 8 | 25 | 22 | 34 | 36 | -68.00% | 13.64% | -35.29% | -5.56% |
| Close Price/List Price | 100.12% | 97.05% | 97.62% | 96.54% | 97.39% | 3.16% | -0.58% | 1.12% | -0.87% |
| PSF Total | \$ 553 | \$ 552 | \$ 586 | \$ 491 | \$ 474 | 0.18% | -5.80% | 19.35% | 3.59% |

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

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

| | Nov, '21 | Prior Month | Last Year | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 416 | 648 | 266 | -35.80% | 56.39% |
| Pending | 549 | 675 | 303 | -18.67% | 81.19% |
| Closed | 608 | 657 | 406 | -7.46% | 49.75% |
| Sales Volume | \$ 516,272,258 | \$ 555,599,456 | \$ 344,360,854 | -7.08% | 49.92% |
| Days in MLS - Average | 17 | 16 | 29 | 6.25% | -41.38% |
| Days in MLS - Median | 5 | 5 | 8 | 0.00% | -37.50% |
| Close Price/List Price | 101.70% | 101.80% | 100.07% | -0.10% | 1.63% |
| PSF Total | \$ 276 | \$ 283 | \$ 262 | -2.47% | 5.34% |
| Detached | | | | | |
| New Listings | 361 | 560 | 210 | -35.54% | 71.90% |
| Pending | 483 | 596 | 257 | -18.96% | 87.94% |
| Closed | 551 | 581 | 346 | -5.16% | 59.25% |
| Sales Volume | \$ 467,699,843 | \$ 490,106,470 | \$ 293,480,993 | -4.57% | 59.36% |
| Days in MLS - Average | 17 | 16 | 30 | 6.25% | -43.33% |
| Days in MLS - Median | 5 | 5 | 9 | 0.00% | -44.44% |
| Close Price/List Price | 101.75% | 101.76% | 100.21% | -0.01% | 1.54% |
| PSF Total | \$ 261 | \$ 268 | \$ 244 | -2.61% | 6.97% |
| Attached | | | | | |
| New Listings | 55 | 88 | 56 | -37.50% | -1.79% |
| Pending | 66 | 79 | 46 | -16.46% | 43.48% |
| Closed | 57 | 76 | 60 | -25.00% | -5.00% |
| Sales Volume | \$ 48,572,415 | \$ 65,492,986 | \$ 50,879,861 | -25.84% | -4.54% |
| Days in MLS - Average | 17 | 20 | 20 | -15.00% | -15.00% |
| Days in MLS - Median | 4 | 5 | 7 | -20.00% | -42.86% |
| Close Price/List Price | 101.15% | 102.16% | 99.25% | -0.99% | 1.91% |
| PSF Total | \$ 424 | \$ 392 | \$ 369 | 8.16% | 14.91% |

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

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

| | YTD 2021 | YTD 2020 | YTD 2019 | YTD 2018 | YTD 2017 | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| Residential (Detached + Attached) | | | | | | | | | |
| New Listings | 7,028 | 5,204 | 4,502 | 4,038 | 3,463 | 35.05% | 15.59% | 11.49% | 16.60% |
| Pending | 6,427 | 4,351 | 3,319 | 2,918 | 2,500 | 47.71% | 31.09% | 13.74% | 16.72% |
| Closed | 6,388 | 4,064 | 3,067 | 2,855 | 2,359 | 57.19% | 32.51% | 7.43% | 21.03% |
| Sales Volume | \$ 5,432,314,214 | \$ 3,441,322,487 | \$ 2,599,150,998 | \$ 2,423,884,315 | \$ 2,000,344,459 | 57.86% | 32.40% | 7.23% | 21.17% |
| Days in MLS - Average | 16 | 39 | 44 | 43 | 54 | -58.97% | -11.36% | 2.33% | -20.37% |
| Days in MLS - Median | 5 | 13 | 18 | 14 | 26 | -61.54% | -27.78% | 28.57% | -46.15% |
| Close Price/List Price | 103.12% | 99.35% | 98.85% | 99.12% | 98.56% | 3.79% | 0.51% | -0.27% | 0.57% |
| PSF Total | \$ 278 | \$ 253 | \$ 247 | \$ 243 | \$ 228 | 9.88% | 2.43% | 1.65% | 6.58% |
| Detached | | | | | | | | | |
| New Listings | 6,118 | 4,269 | 3,792 | 3,353 | 2,944 | 43.31% | 12.58% | 13.09% | 13.89% |
| Pending | 5,603 | 3,732 | 2,838 | 2,473 | 2,145 | 50.13% | 31.50% | 14.76% | 15.29% |
| Closed | 5,628 | 3,494 | 2,604 | 2,427 | 2,056 | 61.08% | 34.18% | 7.29% | 18.04% |
| Sales Volume | \$ 4,765,273,608 | \$ 2,957,909,471 | \$ 2,205,329,519 | \$ 2,062,439,565 | \$ 1,746,273,934 | 61.10% | 34.13% | 6.93% | 18.11% |
| Days in MLS - Average | 14 | 39 | 42 | 43 | 54 | -64.10% | -7.14% | -2.33% | -20.37% |
| Days in MLS - Median | 5 | 12 | 17 | 14 | 26 | -58.33% | -29.41% | 21.43% | -46.15% |
| Close Price/List Price | 103.41% | 99.44% | 98.86% | 99.10% | 98.53% | 3.99% | 0.59% | -0.24% | 0.58% |
| PSF Total | \$ 261 | \$ 236 | \$ 228 | \$ 225 | \$ 213 | 10.59% | 3.51% | 1.33% | 5.63% |
| Attached | | | | | | | | | |
| New Listings | 910 | 935 | 710 | 685 | 519 | -2.67% | 31.69% | 3.65% | 31.98% |
| Pending | 824 | 619 | 481 | 445 | 355 | 33.12% | 28.69% | 8.09% | 25.35% |
| Closed | 760 | 570 | 463 | 428 | 303 | 33.33% | 23.11% | 8.18% | 41.25% |
| Sales Volume | \$ 667,040,606 | \$ 483,413,016 | \$ 393,821,479 | \$ 361,444,750 | \$ 254,070,525 | 37.99% | 22.75% | 8.96% | 42.26% |
| Days in MLS - Average | 35 | 41 | 59 | 42 | 56 | -14.63% | -30.51% | 40.48% | -25.00% |
| Days in MLS - Median | 6 | 14 | 25 | 13 | 25 | -57.14% | -44.00% | 92.31% | -48.00% |
| Close Price/List Price | 100.99% | 98.79% | 98.79% | 99.23% | 98.79% | 2.23% | 0.00% | -0.44% | 0.45% |
| PSF Total | \$ 397 | \$ 359 | \$ 358 | \$ 341 | \$ 327 | 10.58% | 0.28% | 4.99% | 4.28% |

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

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

| | Nov, '21 | Prior Month | Last Year | Prior Month | Last Year |
|--|------------------|------------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 1,442 | 1,969 | 912 | -26.76% | 58.11% |
| Pending | 1,759 | 2,072 | 1,119 | -15.11% | 57.19% |
| Closed | 1,960 | 2,123 | 1,601 | -7.68% | 22.42% |
| Sales Volume | \$ 1,185,878,309 | \$ 1,273,409,700 | \$ 957,874,317 | -6.87% | 23.80% |
| Days in MLS - Average | 15 | 13 | 22 | 15.38% | -31.82% |
| Days in MLS - Median | 5 | 5 | 6 | 0.00% | -16.67% |
| Close Price/List Price | 101.73% | 101.91% | 100.62% | -0.18% | 1.10% |
| PSF Total | \$ 269 | \$ 264 | \$ 232 | 1.89% | 15.95% |
| Detached | | | | | |
| New Listings | 1,231 | 1,673 | 766 | -26.42% | 60.70% |
| Pending | 1,519 | 1,801 | 933 | -15.66% | 62.81% |
| Closed | 1,693 | 1,829 | 1,377 | -7.44% | 22.95% |
| Sales Volume | \$ 1,028,722,370 | \$ 1,099,170,175 | \$ 825,106,983 | -6.41% | 24.68% |
| Days in MLS - Average | 14 | 12 | 19 | 16.67% | -26.32% |
| Days in MLS - Median | 5 | 5 | 5 | 0.00% | 0.00% |
| Close Price/List Price | 101.80% | 101.99% | 100.81% | -0.19% | 0.98% |
| PSF Total | \$ 255 | \$ 250 | \$ 215 | 2.00% | 18.60% |
| Attached | | | | | |
| New Listings | 211 | 296 | 146 | -28.72% | 44.52% |
| Pending | 240 | 271 | 186 | -11.44% | 29.03% |
| Closed | 267 | 294 | 224 | -9.18% | 19.20% |
| Sales Volume | \$ 157,155,939 | \$ 174,239,525 | \$ 132,767,334 | -9.80% | 18.37% |
| Days in MLS - Average | 21 | 17 | 39 | 23.53% | -46.15% |
| Days in MLS - Median | 5 | 5 | 18 | 0.00% | -72.22% |
| Close Price/List Price | 101.26% | 101.46% | 99.41% | -0.20% | 1.86% |
| PSF Total | \$ 357 | \$ 353 | \$ 337 | 1.13% | 5.93% |

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

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

| | YTD 2021 | YTD 2020 | YTD 2019 | YTD 2018 | YTD 2017 | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|-------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| Residential (Detached + Attached) | | | | | | | | | |
| New Listings | 21,849 | 17,784 | 16,424 | 14,436 | 12,318 | 22.86% | 8.28% | 13.77% | 17.19% |
| Pending | 20,405 | 16,152 | 13,008 | 11,318 | 9,733 | 26.33% | 24.17% | 14.93% | 16.28% |
| Closed | 21,586 | 16,109 | 12,395 | 11,290 | 9,581 | 34.00% | 29.96% | 9.79% | 17.84% |
| Sales Volume | \$ 12,966,399,913 | \$ 9,588,203,907 | \$ 7,358,693,467 | \$ 6,714,689,076 | \$ 5,668,938,515 | 35.23% | 30.30% | 9.59% | 18.45% |
| Days in MLS - Average | 12 | 29 | 37 | 34 | 39 | -58.62% | -21.62% | 8.82% | -12.82% |
| Days in MLS - Median | 4 | 9 | 17 | 13 | 16 | -55.56% | -47.06% | 30.77% | -18.75% |
| Close Price/List Price | 103.75% | 99.95% | 99.15% | 99.62% | 99.33% | 3.80% | 0.81% | -0.47% | 0.29% |
| PSF Total | \$ 261 | \$ 222 | \$ 214 | \$ 211 | \$ 198 | 17.57% | 3.74% | 1.42% | 6.57% |
| Detached | | | | | | | | | |
| New Listings | 3,089 | 2,818 | 2,452 | 2,070 | 1,710 | 9.62% | 14.93% | 18.45% | 21.05% |
| Pending | 17,516 | 13,972 | 11,283 | 9,778 | 8,468 | 25.37% | 23.83% | 15.39% | 15.47% |
| Closed | 18,577 | 14,043 | 10,715 | 9,698 | 8,381 | 32.29% | 31.06% | 10.49% | 15.71% |
| Sales Volume | \$ 11,183,976,361 | \$ 8,367,216,741 | \$ 6,367,848,431 | \$ 5,766,701,325 | \$ 4,952,726,426 | 33.66% | 31.40% | 10.42% | 16.43% |
| Days in MLS - Average | 10 | 28 | 36 | 32 | 37 | -64.29% | -22.22% | 12.50% | -13.51% |
| Days in MLS - Median | 4 | 8 | 16 | 12 | 15 | -50.00% | -50.00% | 33.33% | -20.00% |
| Close Price/List Price | 104.06% | 100.05% | 99.15% | 99.62% | 99.34% | 4.01% | 0.91% | -0.47% | 0.28% |
| PSF Total | \$ 245 | \$ 205 | \$ 196 | \$ 192 | \$ 182 | 19.51% | 4.59% | 2.08% | 5.49% |
| Attached | | | | | | | | | |
| New Listings | 18,760 | 14,966 | 13,972 | 12,366 | 10,608 | 25.35% | 7.11% | 12.99% | 116.57% |
| Pending | 2,889 | 2,180 | 1,725 | 1,540 | 1,265 | 32.52% | 26.38% | 12.01% | 21.74% |
| Closed | 3,009 | 2,066 | 1,680 | 1,592 | 1,200 | 45.64% | 22.98% | 5.53% | 32.67% |
| Sales Volume | \$ 1,782,423,552 | \$ 1,220,987,166 | \$ 990,845,036 | \$ 947,987,751 | \$ 716,212,089 | 45.98% | 23.23% | 4.52% | 32.36% |
| Days in MLS - Average | 23 | 42 | 44 | 42 | 48 | -45.24% | -4.55% | 4.76% | -12.50% |
| Days in MLS - Median | 5 | 16 | 20 | 16 | 20 | -68.75% | -20.00% | 25.00% | -20.00% |
| Close Price/List Price | 101.89% | 99.34% | 99.16% | 99.60% | 99.21% | 2.57% | 0.18% | -0.44% | 0.39% |
| PSF Total | \$ 361 | \$ 339 | \$ 331 | \$ 330 | \$ 309 | 6.49% | 2.42% | 0.30% | 6.80% |

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

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

| | Nov, '21 | Prior Month | Last Year | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| Residential (Detached + Attached) | | | | | |
| New Listings | 1,315 | 1,909 | 1,778 | -31.12% | -26.04% |
| Pending | 1,666 | 1,987 | 2,166 | -16.16% | -23.08% |
| Closed | 1,613 | 1,794 | 2,400 | -10.09% | -32.79% |
| Sales Volume | \$ 669,196,958 | \$ 741,447,871 | \$ 970,038,150 | -9.74% | -31.01% |
| Days in MLS - Average | 13 | 11 | 16 | 18.18% | -18.75% |
| Days in MLS - Median | 5 | 5 | 5 | 0.00% | 0.00% |
| Close Price/List Price | 101.68% | 101.77% | 100.89% | -0.09% | 0.78% |
| PSF Total | \$ 298 | \$ 288 | \$ 235 | 3.47% | 26.81% |
| Detached | | | | | |
| New Listings | 730 | 1,091 | 1,276 | -33.09% | -42.79% |
| Pending | 967 | 1,178 | 1,535 | -17.91% | -37.00% |
| Closed | 892 | 1,043 | 1,715 | -14.48% | -47.99% |
| Sales Volume | \$ 389,711,653 | \$ 451,013,595 | \$ 711,462,050 | -13.59% | -45.22% |
| Days in MLS - Average | 13 | 11 | 13 | 18.18% | 0.00% |
| Days in MLS - Median | 5 | 5 | 5 | 0.00% | 0.00% |
| Close Price/List Price | 101.56% | 101.59% | 101.14% | -0.03% | 0.42% |
| PSF Total | \$ 295 | \$ 286 | \$ 226 | 3.15% | 30.53% |
| Attached | | | | | |
| New Listings | 585 | 818 | 502 | -28.48% | 16.53% |
| Pending | 699 | 809 | 631 | -13.60% | 10.78% |
| Closed | 721 | 751 | 685 | -3.99% | 5.26% |
| Sales Volume | \$ 279,485,305 | \$ 290,434,276 | \$ 258,576,100 | -3.77% | 8.09% |
| Days in MLS - Average | 13 | 11 | 23 | 18.18% | -43.48% |
| Days in MLS - Median | 5 | 5 | 7 | 0.00% | -28.57% |
| Close Price/List Price | 101.83% | 102.02% | 100.29% | -0.19% | 1.54% |
| PSF Total | \$ 301 | \$ 291 | \$ 257 | 3.44% | 17.12% |

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

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

| | YTD 2021 | YTD 2020 | YTD 2019 | YTD 2018 | YTD 2017 | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|-------------------|-------------------|-------------------|-------------------|------------|------------|------------|------------|
| Residential (Detached + Attached) | | | | | | | | | |
| New Listings | 23,677 | 30,504 | 32,872 | 32,127 | 29,981 | -22.38% | -7.20% | 2.32% | 7.16% |
| Pending | 22,934 | 28,550 | 28,725 | 26,833 | 27,025 | -19.67% | -0.61% | 7.05% | -0.71% |
| Closed | 20,472 | 27,357 | 27,514 | 26,516 | 26,804 | -25.17% | -0.57% | 3.76% | -1.07% |
| Sales Volume | \$ 8,418,171,951 | \$ 11,010,879,729 | \$ 10,865,240,279 | \$ 10,381,553,472 | \$ 10,359,924,319 | -23.55% | 1.34% | 4.66% | 0.21% |
| Days in MLS - Average | 11 | 20 | 26 | 20 | 20 | -45.00% | -23.08% | 30.00% | 0.00% |
| Days in MLS - Median | 4 | 6 | 11 | 7 | 7 | -33.33% | -45.45% | 57.14% | 0.00% |
| Close Price/List Price | 103.39% | 100.43% | 99.58% | 100.28% | 100.32% | 2.95% | 0.85% | -0.70% | -0.04% |
| PSF Total | \$ 281 | \$ 227 | \$ 210 | \$ 204 | \$ 187 | 23.79% | 8.10% | 2.94% | 9.09% |
| Detached | | | | | | | | | |
| New Listings | 14,945 | 21,874 | 25,135 | 25,459 | 24,509 | -31.68% | -12.97% | -1.27% | 3.88% |
| Pending | 14,445 | 21,002 | 22,443 | 21,427 | 22,381 | -31.22% | -6.42% | 4.74% | -4.26% |
| Closed | 11,857 | 20,087 | 21,598 | 21,015 | 22,223 | -40.97% | -7.00% | 2.77% | -5.44% |
| Sales Volume | \$ 5,109,387,633 | \$ 8,280,594,731 | \$ 8,652,212,125 | \$ 8,311,319,419 | \$ 8,633,940,766 | -38.30% | -4.30% | 4.10% | -3.74% |
| Days in MLS - Average | 9 | 17 | 24 | 19 | 19 | -47.06% | -29.17% | 26.32% | 0.00% |
| Days in MLS - Median | 4 | 5 | 10 | 7 | 7 | -20.00% | -50.00% | 42.86% | 0.00% |
| Close Price/List Price | 103.70% | 100.61% | 99.63% | 100.29% | 100.36% | 3.07% | 0.98% | -0.66% | -0.07% |
| PSF Total | \$ 272 | \$ 215 | \$ 198 | \$ 191 | \$ 175 | 26.51% | 8.59% | 3.66% | 9.14% |
| Attached | | | | | | | | | |
| New Listings | 8,732 | 8,630 | 7,737 | 6,668 | 5,472 | 1.18% | 11.54% | 16.03% | 21.86% |
| Pending | 8,489 | 7,548 | 6,282 | 5,406 | 4,644 | 12.47% | 20.15% | 16.20% | 16.41% |
| Closed | 8,615 | 7,270 | 5,916 | 5,501 | 4,581 | 18.50% | 22.89% | 7.54% | 20.08% |
| Sales Volume | \$ 3,308,784,318 | \$ 2,730,284,998 | \$ 2,213,028,154 | \$ 2,070,234,053 | \$ 1,725,983,553 | 21.19% | 23.37% | 6.90% | 19.95% |
| Days in MLS - Average | 14 | 27 | 31 | 24 | 24 | -48.15% | -12.90% | 29.17% | 0.00% |
| Days in MLS - Median | 4 | 9 | 13 | 9 | 8 | -55.56% | -30.77% | 44.44% | 12.50% |
| Close Price/List Price | 102.97% | 99.91% | 99.42% | 100.21% | 100.12% | 3.06% | 0.49% | -0.79% | 0.09% |
| PSF Total | \$ 294 | \$ 261 | \$ 255 | \$ 255 | \$ 248 | 12.64% | 2.35% | 0.00% | 2.82% |