

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



Denver Metro Real Estate Market Trends Report

October 2021

MARKET OVERVIEW

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

Here are the highlights:



Residential (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	3,971	10.86%	-25.09%
Closed Homes	5,233	-12.81%	-19.27%
Close Price - Average	\$618,293	0.77%	15.11%
Close Price - Median	\$530,000	-0.56%	15.22%
Days in MLS - Average	13	18.18%	-43.48%



Detached

Active Listings at Month End	2,803	13.53%	-7.83%
Closed Homes	3,711	-12.39%	-20.00%
Close Price - Average	\$688,629	0.41%	15.18%
Close Price - Median	\$575,000	-0.86%	12.75%
Days in MLS - Average	13	30.00%	-40.91%



Attached

Active Listings at Month End	1,168	4.94%	-48.32%
Closed Homes	1,522	-13.82%	-17.42%
Close Price - Average	\$446,800	1.51%	16.25%
Close Price - Median	\$380,000	1.88%	13.43%
Days in MLS - Average	15	7.14%	-42.31%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- Realtors® continue to work and adapt their strategies as the market continues to shift differently each month. Whether that is using escalation clauses, appraisal gaps or the lack thereof, each house depends on whether other buyers are thinking the same thing.
- The market feels like it's getting back to a new normal and there are deals out there for buyers. Look at homes that have been on the market for more than two weeks that may be overpriced ready for a price reduction.
- Although each new listing might not be selling in the blink of an eye like they were last spring, serious competition remains each weekend for the nicest new listing on the block.
- As we turn to a new season, take the time to reach out to your clients with rentals to see how they have weathered the last 18 months. Landlords may be looking to offload some of their homes due to rental volatility, which in turn brings more inventory to the market.
- The frenzy slowdown has some buyers wondering if they can get a contingent offer accepted in this market. It's possible, but sellers are more likely to let a house stay on the market another week or so. Try to get one that is non-contingent. With demand this strong, the risk is too great.
- While current sellers may not have as many bidding wars happening at this time, they're still likely to get the price that they want because of how low our inventory is and how high demand is.

✓ Local News:

- The city of Denver will provide a loan and chip in money to pay for services at a 50-unit affordable housing complex on Federal Boulevard for city residents. Denver City Council approved giving REDI Corporation a \$1.5 million loan and \$825,000 to pay for supportive services at Rhonda's Place, which will have units available for people experiencing chronic homelessness.

✓ National News:

- According to Lawrence Yun, chief economist of the National Association of Realtors®, the real estate market is "moving away from that extreme frenzy."
- According to realtor.com® Chief Economist Danielle Hale, "Anytime the market starts to cool, you've got people on the sidelines waiting for their chance to get in. That keeps both home sales and home prices from declining too much."
- July marked the fourth consecutive month in which the growth rate of home prices set a record, according to the latest S&P CoreLogic Case-Shiller National Home Price Index Report. The index showed a 19.7 percent annual gain for the year ending in July 2021, up from 18.7 percent a month prior. This represents the highest annual rate of price growth since the index began in 1987 and the fourteenth consecutive month of accelerating prices.
- Has the softwood lumber bubble burst? On October 1st, 2019, lumber was trading for \$362 per 1,000 board feet. In 2020 that price rose to \$622. With the supply chain problems of COVID, prices spiked in May 2021, topping \$1,686. According to Forbes, the high price of lumber added an average of \$34,000 to the cost of a new home. The good news is that lumber is now trading at \$606, down 64 percent. With housing demand remaining high, don't be surprised if prices move higher come spring.
- According to The Wall Street Journal, iBuyers, in the second quarter of this year, were paying well over 100 percent of the purchase price, with Opendoor paying nearly 108 percent. iBuyers represent one percent of U.S home transactions today.
- On a larger scale, buyers are starting to factor natural disasters into their plans for their next move, opting for areas of the country less likely to be hit by fires, floods and extreme cold.

- U.S. consumers said they were least prepared for wildfires and earthquakes compared to other natural disasters, and those who were involved in natural disasters feel like they could have been more prepared.
- The August appreciation value at 17.7 percent year-over-year is the highest we've ever seen, so we're cautious to say the market is slowing down. There are signs that moderation is coming in the next months and throughout the next year. We're still expecting to see 11 or 12 percent annual appreciation in August 2022.
- The National Association of Home Builders housing market sentiment index rose to a level of 76 in September, signaling hopeful builders in the wake of falling material costs and increased new home inventory.
- New home sales rose higher than expected in August, up 1.5 percent month-over-month. Though economists had expected a seasonally adjusted annualized rise of 714,000, new home sales rose at a pace of 740,000 per year. New home inventory rose as well, up 3.3 percent month-over-month and 32 percent year-over-year.
- Overall, 2021 GDP is likely to come in at 5.75 percent, lower than hoped for six months ago, but still not bad. 2022 GDP should end up growing well above trend at 3.5 percent and 2023 at trend around 2.25 percent.
- High house price growth has been supported by increased demand due to low mortgage rates, disposable after-tax income that has risen during the current recession and a major shortage of housing supply relative to our population. The increase in house price growth will be less transitory than the increase in consumer prices, as the U.S. housing market will continue to struggle with a shortage of available housing for many months to come.

✓ Mortgage News:

- Federal Reserve Chair, Jerome Powell, has stopped thinking and talking about tapering. The action has been given a timeline: to be announced in November, start in December and finalize in July 2021.
- \$120 billion a month being purchased in mortgage-backed securities and treasuries is scheduled to end by July 2021.
- Why do yields (i.e. rates) go up when prices go down? Bonds are fixed-rate instruments, issued at a specific rate of return. When demand for those bonds is high (due to market fluctuation, risk tolerance and abnormally high government purchases), the price a buyer pays for that desirable product goes up, hence the rate of return, which was fixed upon issue, now is comparatively reduced. When the largest buyer exits the market, the prices will soften and that same fixed yield will produce a greater rate of return for the cost.

✓ Rental News:

- The Emergency Rental Assistance Program, overseen by the Colorado Department of Local Affairs, is now paying out \$6 million a week — instead of per month. As of August 31, 2021, it has paid \$104.9 million and has helped approximately 18,000 eligible Coloradans, according to data from the U.S. Treasury.

✓ Quick Stats:

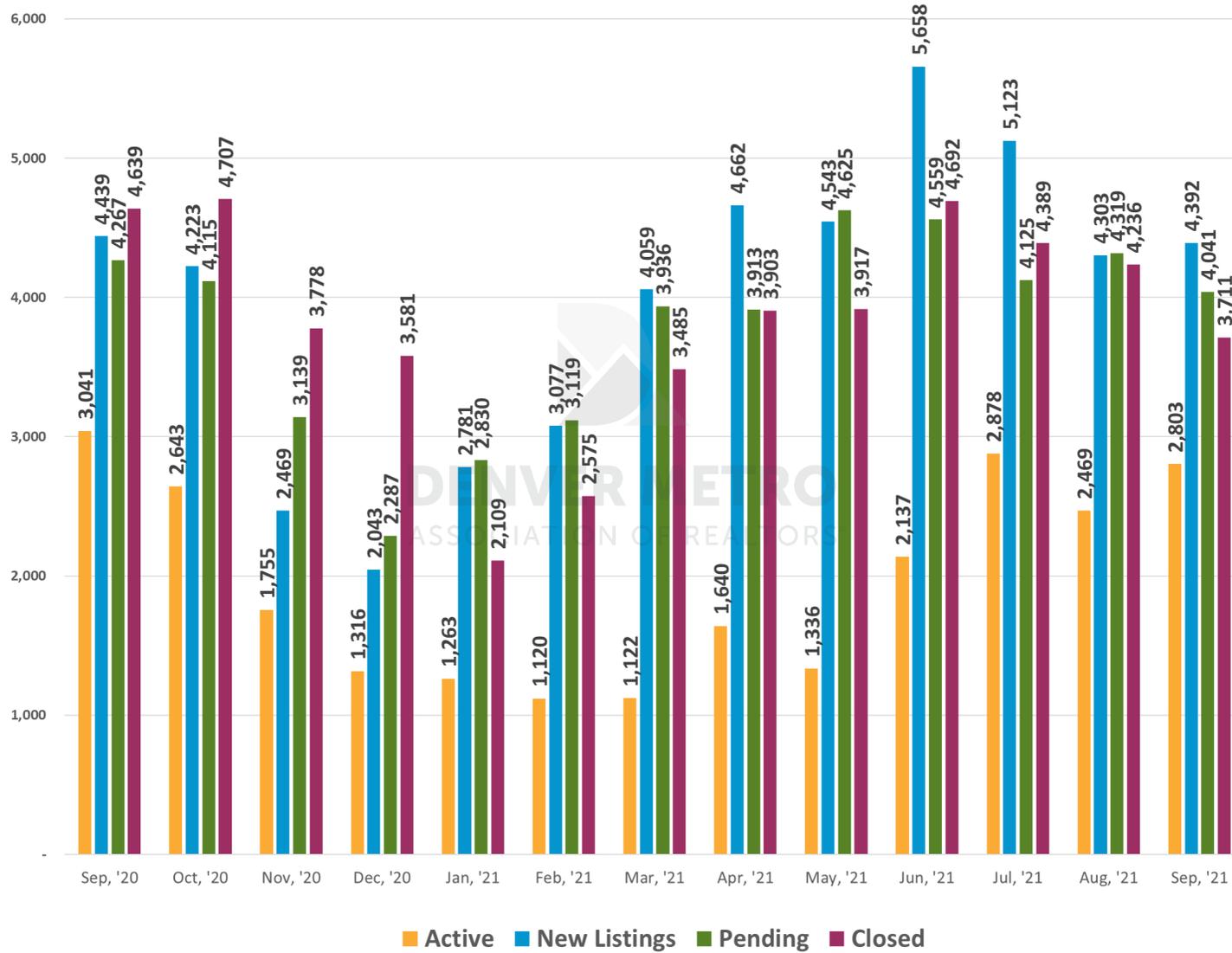
- Average active listings for September are 15,988 (1985-2020.)
- Record-high September was 2006 with 31,450 listings and the record-low was set this September with 3,971 listings.
- Seasonally, we should see a .80 percent decrease in active listings from August to September. This year's increase of 10.86 percent represents the highest month-over-month increase on record.

Detached Single-Family

DMAR Market Trends | September 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

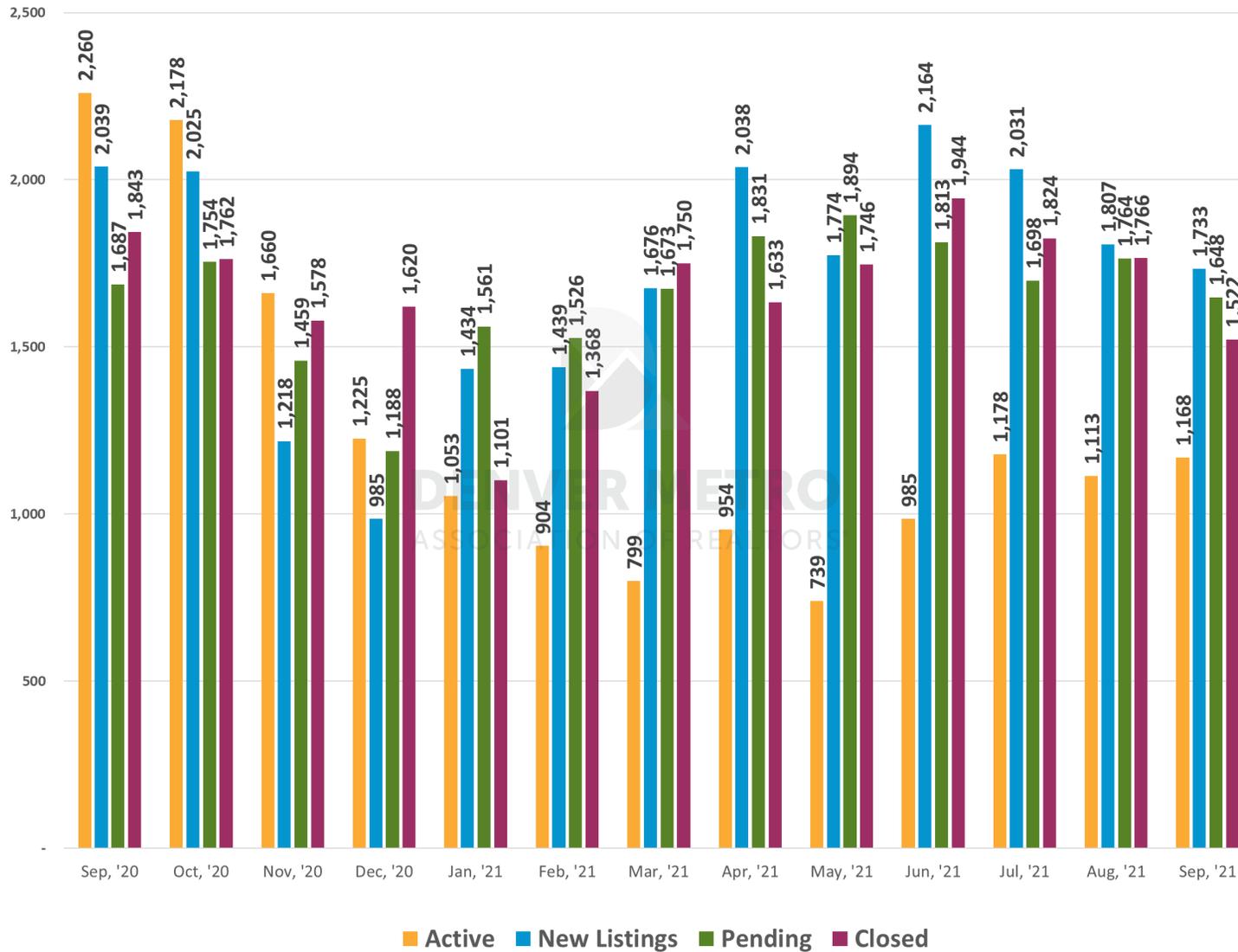


Attached Single-Family

DMAR Market Trends | September 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

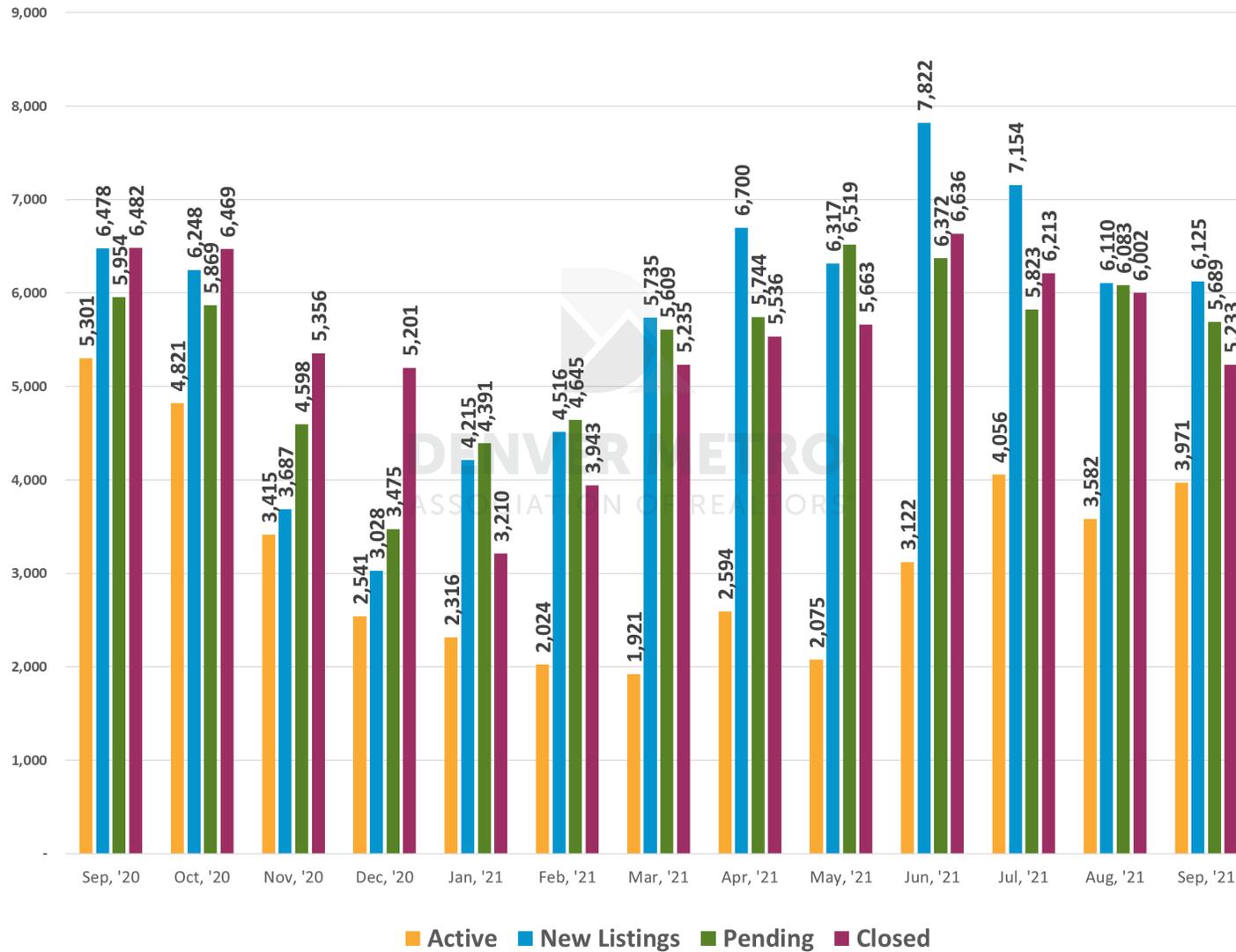


Residential (Detached + Attached)

DMAR Market Trends | September 2021 Data

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

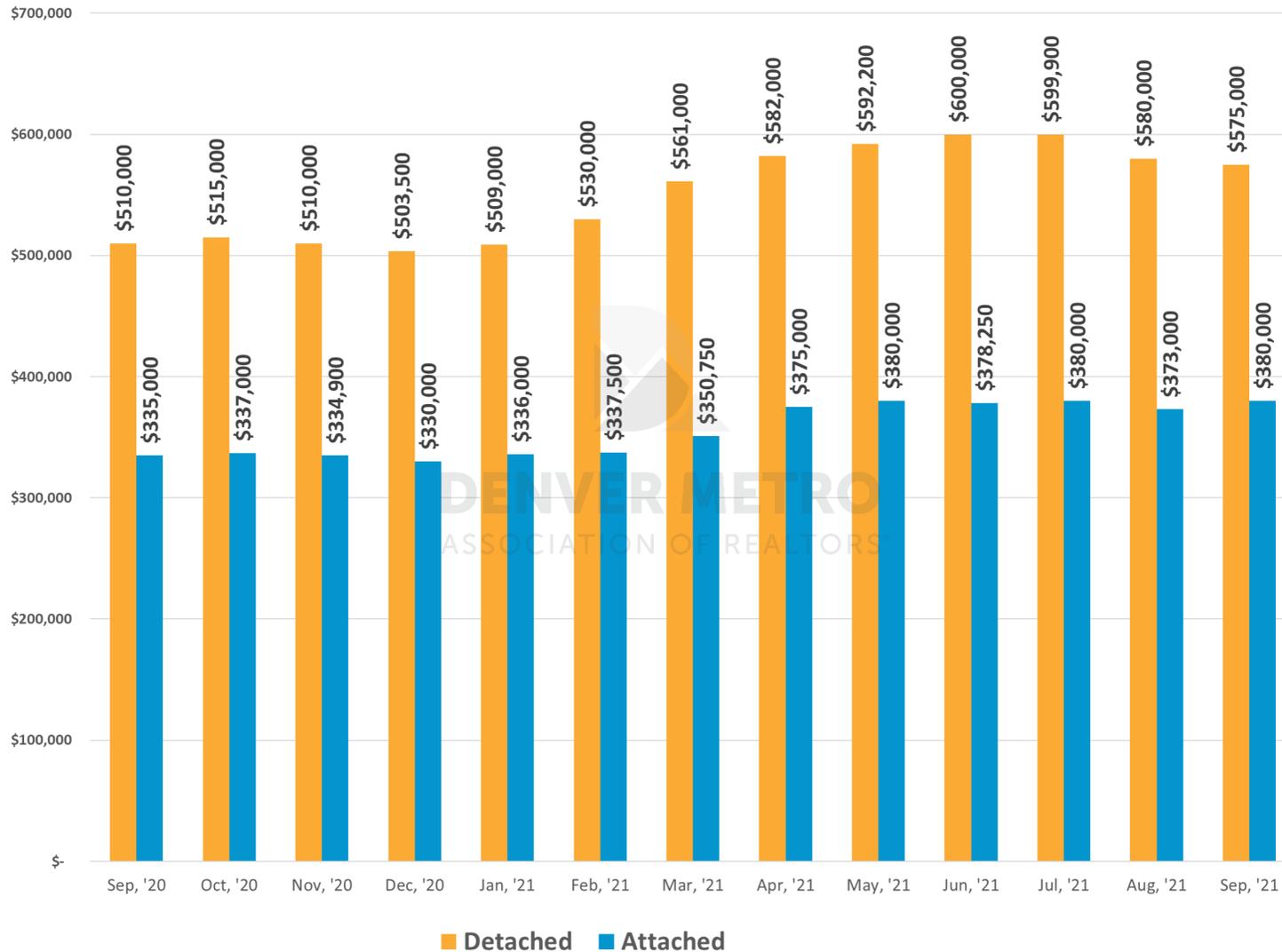


Median Close Price

DMAR Market Trends | September 2021 Data

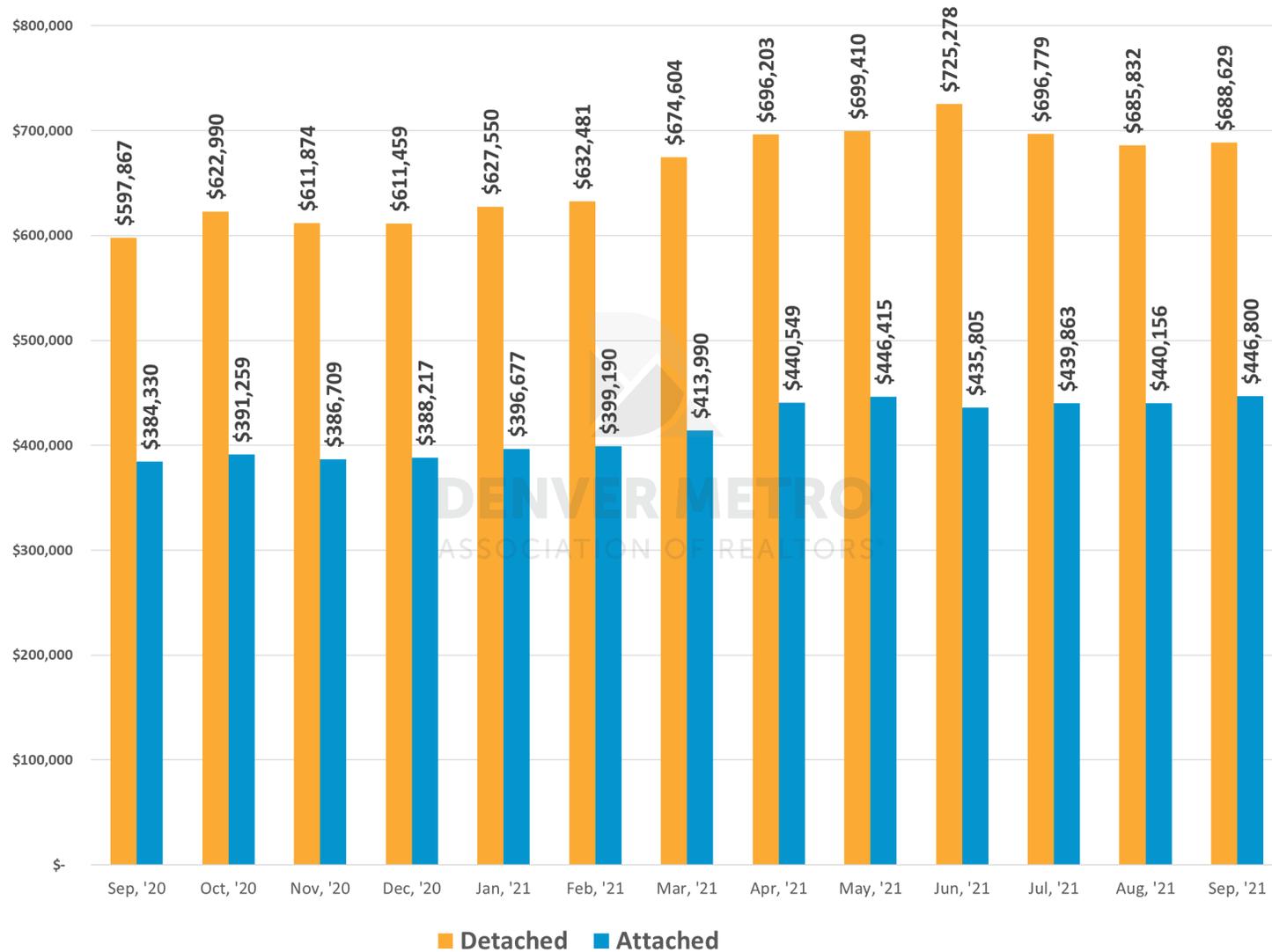
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



Average Close Price

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

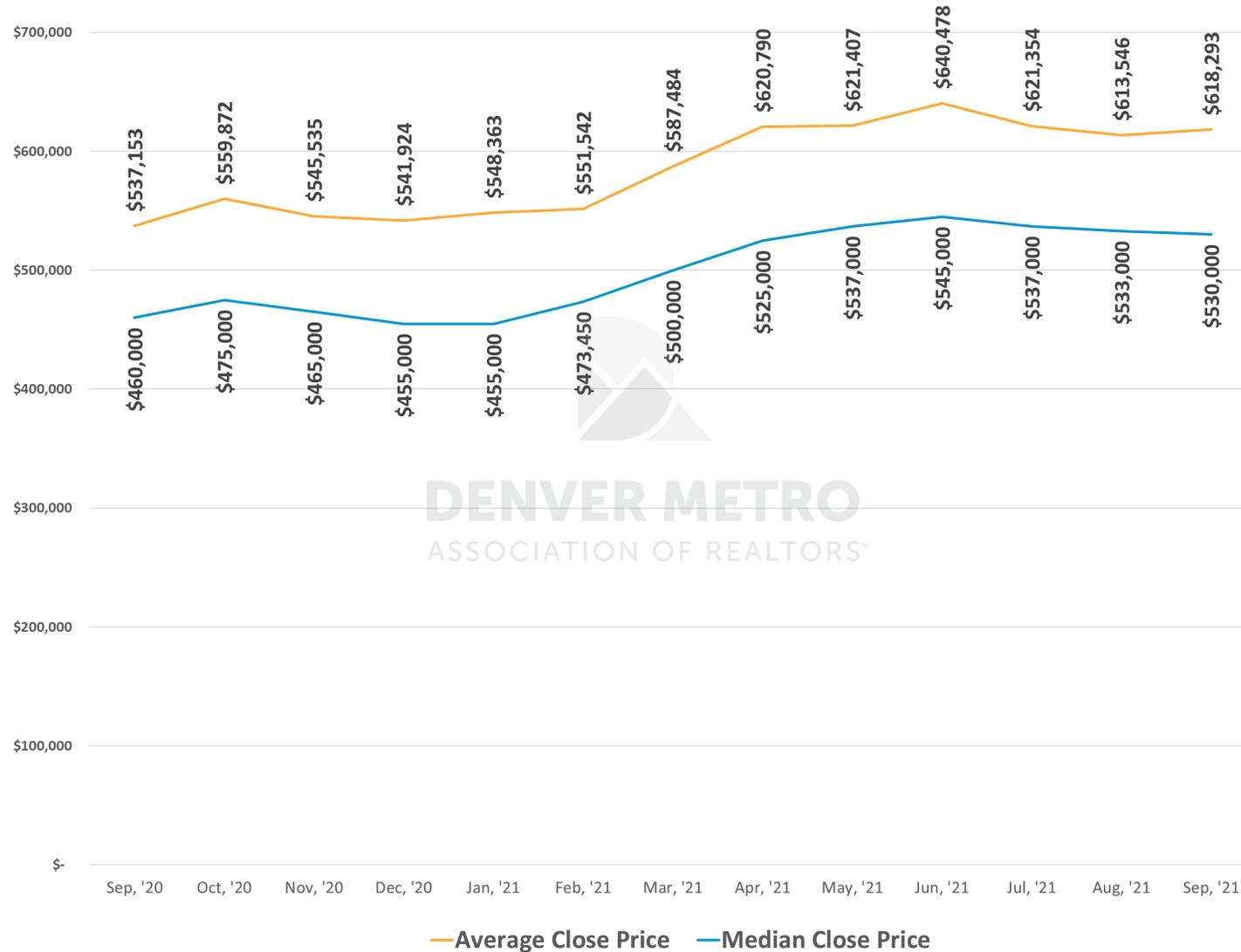


Residential Close Price

DMAR Market Trends | September 2021 Data

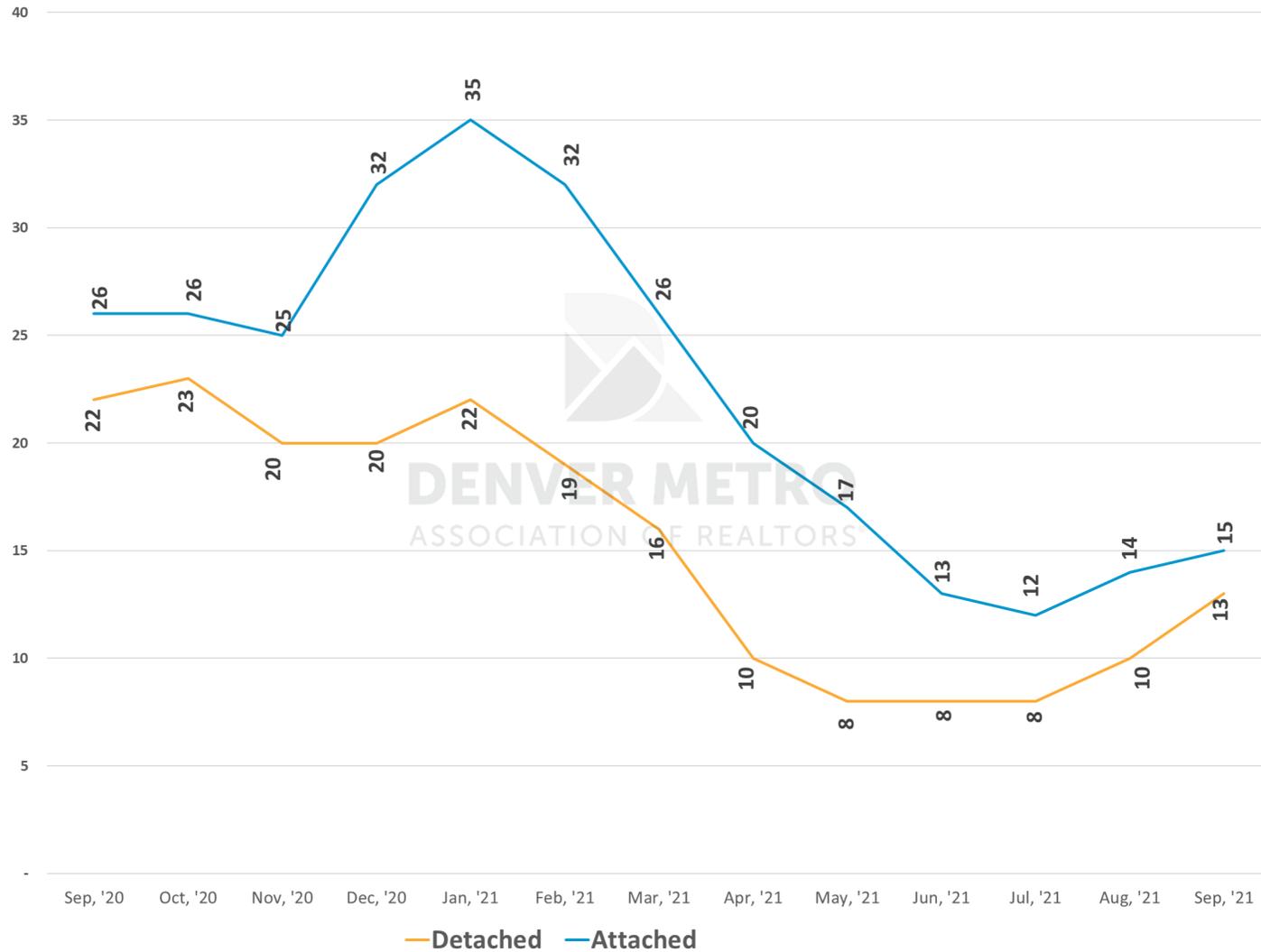
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



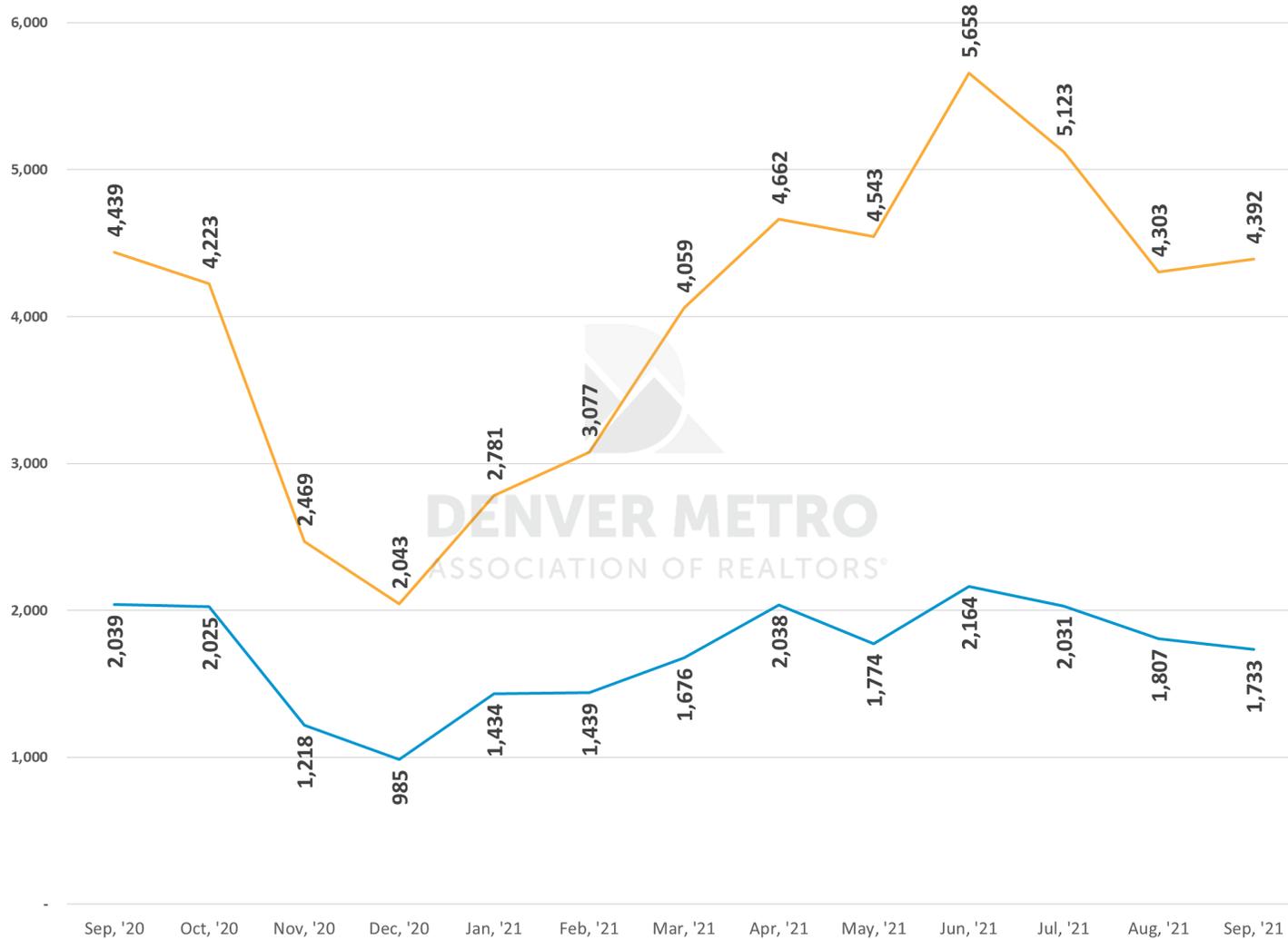
Average Days in MLS

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



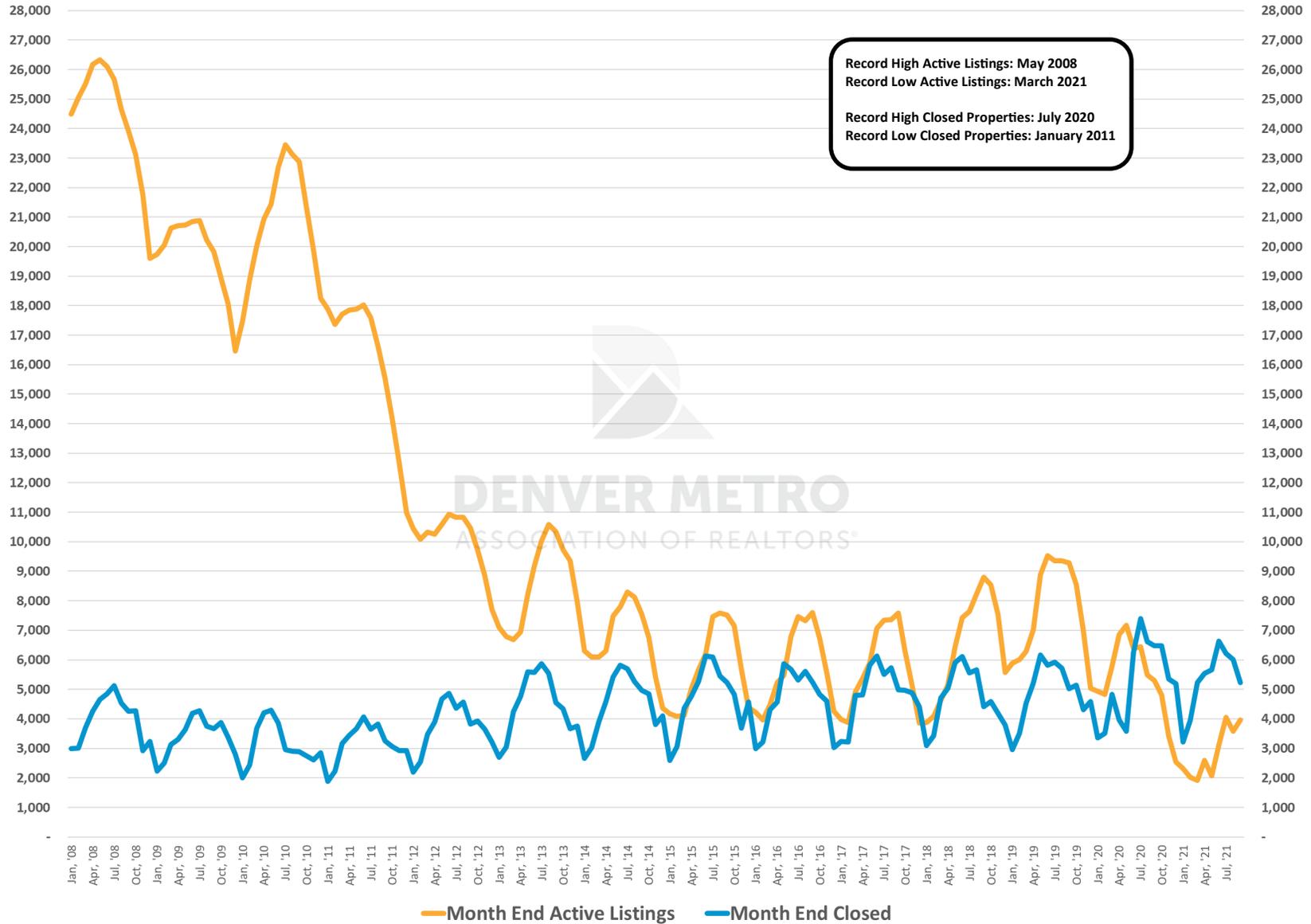
New Listings

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



DATA SNAPSHOT

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

	Sep, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	3,971	3,582	5,301	10.86%	-25.09%
New Listings	6,125	6,110	6,478	0.25%	-5.45%
Pending	5,689	6,083	5,954	-6.48%	-4.45%
Closed	5,233	6,002	6,482	-12.81%	-19.27%
Close Price - Average	\$ 618,293	\$ 613,546	\$ 537,153	0.77%	15.11%
Close Price - Median	\$ 530,000	\$ 533,000	\$ 460,000	-0.56%	15.22%
Sales Volume	\$ 3,235,529,400	\$ 3,682,501,409	\$ 3,481,824,878	-12.14%	-7.07%
Days in MLS - Average	13	11	23	18.18%	-43.48%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	101.90%	102.53%	100.28%	-0.61%	1.62%
Detached					
Active Listings at Month End	2,803	2,469	3,041	13.53%	-7.83%
New Listings	4,392	4,303	4,439	2.07%	-1.06%
Pending	4,041	4,319	4,267	-6.44%	-5.30%
Closed	3,711	4,236	4,639	-12.39%	-20.00%
Close Price - Average	\$ 688,629	\$ 685,832	\$ 597,867	0.41%	15.18%
Close Price - Median	\$ 575,000	\$ 580,000	\$ 510,000	-0.86%	12.75%
Sales Volume	\$ 2,555,500,453	\$ 2,905,186,373	\$ 2,773,504,308	-12.04%	-7.86%
Days in MLS - Average	13	10	22	30.00%	-40.91%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	101.95%	102.77%	100.47%	-0.80%	1.47%
Attached					
Active Listings at Month End	1,168	1,113	2,260	4.94%	-48.32%
New Listings	1,733	1,807	2,039	-4.10%	-15.01%
Pending	1,648	1,764	1,687	-6.58%	-2.31%
Closed	1,522	1,766	1,843	-13.82%	-17.42%
Close Price - Average	\$ 446,800	\$ 440,156	\$ 384,330	1.51%	16.25%
Close Price - Median	\$ 380,000	\$ 373,000	\$ 335,000	1.88%	13.43%
Sales Volume	\$ 680,028,947	\$ 777,315,036	\$ 708,320,570	-12.52%	-3.99%
Days in MLS - Average	15	14	26	7.14%	-42.31%
Days in MLS - Median	5	5	8	0.00%	-37.50%
Close Price/List Price	101.77%	101.97%	99.79%	-0.20%	1.98%

SEPTEMBER 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	3,971	5,301	9,286	8,807	7,586	-25.09%	-42.91%	5.44%	16.10%
New Listings	54,623	56,984	59,498	56,812	56,428	-4.14%	-4.23%	4.73%	0.68%
Closed	47,798	46,342	44,864	43,938	44,944	3.14%	3.29%	2.11%	-2.24%
Close Price - Average	\$ 608,273	\$ 515,635	\$ 487,327	\$ 475,894	\$ 435,850	17.97%	5.81%	2.40%	9.19%
Close Price - Median	\$ 522,825	\$ 449,000	\$ 420,000	\$ 411,000	\$ 379,900	16.44%	6.90%	2.19%	8.19%
Sales Volume	\$ 29,074,212,174	\$ 23,895,554,263	\$ 21,863,418,031	\$ 20,909,846,874	\$ 19,588,863,113	21.67%	9.29%	4.56%	6.74%
Days in MLS - Average	14	27	30	24	24	-48.15%	-10.00%	25.00%	0.00%
Days in MLS - Median	4	8	11	7	7	-50.00%	-27.27%	57.14%	0.00%
Close Price/List Price	103.51%	99.82%	99.31%	100.16%	100.23%	3.70%	0.51%	-0.85%	-0.07%
Detached									
Active Listings at Month End	2,803	3,041	6,523	6,514	5,693	-7.83%	-53.38%	0.14%	14.42%
New Listings	38,529	39,592	42,172	40,842	40,531	-2.68%	-6.12%	3.26%	0.77%
Closed	33,097	33,032	31,908	31,247	32,145	0.20%	3.52%	2.12%	-2.79%
Close Price - Average	\$ 686,982	\$ 571,920	\$ 537,249	\$ 525,983	\$ 483,313	20.12%	6.45%	2.14%	8.83%
Close Price - Median	\$ 575,000	\$ 489,900	\$ 455,000	\$ 445,000	\$ 412,000	17.37%	7.67%	2.25%	8.01%
Sales Volume	\$ 22,737,042,439	\$ 18,891,671,591	\$ 17,142,553,382	\$ 16,435,398,179	\$ 15,536,086,998	20.35%	10.20%	4.30%	5.79%
Days in MLS - Average	12	26	30	25	26	-53.85%	-13.33%	20.00%	-3.85%
Days in MLS - Median	4	7	11	7	7	-42.86%	-36.36%	57.14%	0.00%
Close Price/List Price	104.05%	99.94%	99.32%	100.07%	100.09%	4.11%	0.62%	-0.75%	-0.02%
Attached									
Active Listings at Month End	1,168	2,260	2,763	2,293	1,893	-48.32%	-18.20%	20.50%	21.13%
New Listings	16,094	17,392	17,326	15,970	15,897	-7.46%	0.38%	8.49%	0.46%
Closed	14,701	13,310	12,956	12,691	12,799	10.45%	2.73%	2.09%	-0.84%
Close Price - Average	\$ 431,071	\$ 375,949	\$ 364,377	\$ 352,569	\$ 316,648	14.66%	3.18%	3.35%	11.34%
Close Price - Median	\$ 369,000	\$ 325,000	\$ 308,000	\$ 300,000	\$ 269,000	13.54%	5.52%	2.67%	11.52%
Sales Volume	\$ 6,337,169,735	\$ 5,003,882,672	\$ 4,720,864,649	\$ 4,474,448,695	\$ 4,052,776,115	26.65%	6.00%	5.51%	10.40%
Days in MLS - Average	19	29	30	21	20	-34.48%	-3.33%	42.86%	5.00%
Days in MLS - Median	5	10	12	6	6	-50.00%	-16.67%	100.00%	0.00%
Close Price/List Price	102.31%	99.53%	99.27%	100.40%	100.60%	2.79%	0.26%	-1.13%	-0.20%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	2	1	0.50	-	-	
	\$100,000 to \$199,999	7	5	0.71	57	61	1.07
	\$200,000 to \$299,999	31	26	0.84	309	208	0.67
	\$300,000 to \$399,999	218	112	0.51	473	262	0.55
	\$400,000 to \$499,999	788	410	0.52	294	187	0.64
	\$500,000 to \$749,999	1,785	1,117	0.63	261	242	0.93
	\$750,000 to \$999,999	497	560	1.13	72	87	1.21
	\$1,000,000 and over	383	572	1.49	56	121	2.16
	TOTALS	3,711	2,803	0.76	1,522	1,168	0.77

	Price Range	Detached		% change	Attached		% change
		Closed Sep, '21	Closed Aug, '21		Closed Sep, '21	Closed Aug, '21	
Month-Over-Month	\$0 to \$99,999	2	2	0.00%	-	-	
	\$100,000 to \$199,999	7	6	16.67%	57	112	-49.11%
	\$200,000 to \$299,999	31	27	14.81%	309	330	-6.36%
	\$300,000 to \$399,999	218	217	0.46%	473	547	-13.53%
	\$400,000 to \$499,999	788	918	-14.16%	294	335	-12.24%
	\$500,000 to \$749,999	1,785	2,059	-13.31%	261	314	-16.88%
	\$750,000 to \$999,999	497	574	-13.41%	72	72	0.00%
	\$1,000,000 and over	383	433	-11.55%	56	56	0.00%
	TOTALS	3,711	4,236	-12.39%	1,522	1,766	-13.82%

	Price Range	Detached		% change	Attached		% change
		YTD Sep, '21	YTD Sep, '20		YTD Sep, '21	YTD Sep, '20	
Year-Over-Year	\$0 to \$99,999	13	23	-43.48%	-	6	-100.00%
	\$100,000 to \$199,999	41	94	-56.38%	920	1,195	-23.01%
	\$200,000 to \$299,999	314	896	-64.96%	3,190	4,099	-22.18%
	\$300,000 to \$399,999	2,326	6,443	-63.90%	4,292	3,884	10.50%
	\$400,000 to \$499,999	7,498	9,845	-23.84%	2,780	1,912	45.40%
	\$500,000 to \$749,999	14,907	11,007	35.43%	2,424	1,597	51.78%
	\$750,000 to \$999,999	4,442	2,701	64.46%	640	431	48.49%
	\$1,000,000 and over	3,556	2,023	75.78%	455	186	144.62%
	TOTALS	33,097	33,032	0.20%	14,701	13,310	10.45%

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

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

	Sep, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	501	478	435	4.81%	15.17%
Pending	418	448	396	-6.70%	5.56%
Closed	439	489	365	-10.22%	20.27%
Sales Volume	\$ 704,243,824	\$ 769,184,883	\$ 558,515,911	-8.44%	26.09%
Days in MLS - Average	21	24	50	-12.50%	-58.00%
Days in MLS - Median	6	5	18	20.00%	-66.67%
Close Price/List Price	101.28%	101.50%	98.34%	-0.22%	2.99%
PSF Total	\$ 365	\$ 373	\$ 338	-2.14%	7.99%
Detached					
New Listings	445	404	386	10.15%	15.28%
Pending	362	398	359	-9.05%	0.84%
Closed	383	433	334	-11.55%	14.67%
Sales Volume	\$ 621,688,812	\$ 680,341,335	\$ 512,863,234	-8.62%	21.22%
Days in MLS - Average	21	19	51	10.53%	-58.82%
Days in MLS - Median	6	5	19	20.00%	-68.42%
Close Price/List Price	101.54%	101.73%	98.41%	-0.19%	3.18%
PSF Total	\$ 343	\$ 344	\$ 323	-0.29%	6.19%
Attached					
New Listings	56	74	49	-24.32%	14.29%
Pending	56	50	37	12.00%	51.35%
Closed	56	56	31	0.00%	80.65%
Sales Volume	\$ 82,555,012	\$ 88,843,548	\$ 45,652,677	-7.08%	80.83%
Days in MLS - Average	25	57	35	-56.14%	-28.57%
Days in MLS - Median	7	11	17	-36.36%	-58.82%
Close Price/List Price	99.57%	99.73%	97.54%	-0.16%	2.08%
PSF Total	\$ 509	\$ 598	\$ 496	-14.88%	2.62%

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	4,475	3,694	3,307	2,871	2,619	21.14%	11.70%	15.19%	9.62%
Pending	3,802	2,590	2,046	1,813	1,439	46.80%	26.59%	12.85%	25.99%
Closed	4,011	2,209	1,868	1,725	1,358	81.58%	18.25%	8.29%	27.03%
Sales Volume	\$ 6,368,391,891	\$ 3,378,877,051	\$ 2,894,244,105	\$ 2,603,429,309	\$ 2,071,476,798	88.48%	16.74%	11.17%	25.68%
Days in MLS - Average	31	54	59	66	81	-42.59%	-8.47%	-10.61%	-18.52%
Days in MLS - Median	5	19	24	25	35	-73.68%	-20.83%	-4.00%	-28.57%
Close Price/List Price	102.11%	97.61%	97.46%	97.40%	97.25%	4.61%	0.15%	0.06%	0.15%
PSF Total	\$ 365	\$ 337	\$ 336	\$ 303	\$ 303	8.31%	0.30%	10.89%	0.00%
Detached									
New Listings	3,886	3,281	2,939	2,590	2,349	18.44%	11.64%	13.47%	10.26%
Pending	3,355	2,371	1,826	1,648	1,278	41.50%	29.85%	10.80%	28.95%
Closed	3,556	2,023	1,659	1,588	1,218	75.78%	21.94%	4.47%	30.38%
Sales Volume	\$ 5,691,545,903	\$ 3,102,394,796	\$ 2,564,736,880	\$ 2,397,866,915	\$ 1,874,194,595	83.46%	20.96%	6.96%	27.94%
Days in MLS - Average	28	54	60	66	82	-48.15%	-10.00%	-9.09%	-19.51%
Days in MLS - Median	5	19	24	25	35	-73.68%	-20.83%	-4.00%	-28.57%
Close Price/List Price	102.38%	97.67%	97.41%	97.45%	97.20%	4.82%	0.27%	-0.04%	0.26%
PSF Total	\$ 340	\$ 316	\$ 304	\$ 287	\$ 284	7.59%	3.95%	5.92%	1.06%
Attached									
New Listings	589	413	368	281	270	42.62%	12.23%	30.96%	4.07%
Pending	447	219	220	165	161	104.11%	-0.45%	33.33%	2.48%
Closed	455	186	209	137	140	144.62%	-11.00%	52.55%	-2.14%
Sales Volume	\$ 676,845,988	\$ 276,482,255	\$ 329,507,225	\$ 205,562,394	\$ 197,282,203	144.81%	-16.09%	60.30%	4.20%
Days in MLS - Average	52	54	51	67	72	-3.70%	5.88%	-23.88%	-6.94%
Days in MLS - Median	8	27	23	27	36	-70.37%	17.39%	-14.81%	-25.00%
Close Price/List Price	99.97%	96.92%	97.81%	96.81%	97.73%	3.15%	-0.91%	1.03%	-0.94%
PSF Total	\$ 561	\$ 558	\$ 589	\$ 490	\$ 463	0.54%	-5.26%	20.20%	5.83%

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

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

	Sep, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	807	692	495	16.62%	63.03%
Pending	669	681	491	-1.76%	36.25%
Closed	569	646	513	-11.92%	10.92%
Sales Volume	\$ 481,189,652	\$ 546,534,521	\$ 435,920,702	-11.96%	10.38%
Days in MLS - Average	18	13	40	38.46%	-55.00%
Days in MLS - Median	6	5	13	20.00%	-53.85%
Close Price/List Price	101.75%	102.11%	99.52%	-0.35%	2.24%
PSF Total	\$ 276	\$ 282	\$ 261	-2.13%	5.75%
Detached					
New Listings	729	601	411	21.30%	77.37%
Pending	592	590	420	0.34%	40.95%
Closed	497	574	447	-13.41%	11.19%
Sales Volume	\$ 420,246,102	\$ 485,342,676	\$ 380,281,422	-13.41%	10.51%
Days in MLS - Average	15	12	38	25.00%	-60.53%
Days in MLS - Median	6	5	12	20.00%	-50.00%
Close Price/List Price	101.90%	102.27%	99.62%	-0.36%	2.29%
PSF Total	\$ 255	\$ 269	\$ 246	-5.20%	3.66%
Attached					
New Listings	78	91	84	-14.29%	-7.14%
Pending	77	91	71	-15.38%	8.45%
Closed	72	72	66	0.00%	9.09%
Sales Volume	\$ 60,943,550	\$ 61,191,845	\$ 55,639,280	-0.41%	9.53%
Days in MLS - Average	36	24	53	50.00%	-32.08%
Days in MLS - Median	8	6	16	33.33%	-50.00%
Close Price/List Price	100.69%	100.82%	98.84%	-0.13%	1.87%
PSF Total	\$ 418	\$ 390	\$ 367	7.18%	13.90%

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	5,983	4,455	3,961	3,554	3,049	34.30%	12.47%	11.45%	16.56%
Pending	5,246	3,611	2,818	2,512	2,074	45.28%	28.14%	12.18%	21.12%
Closed	5,082	3,132	2,523	2,411	1,956	62.26%	24.14%	4.65%	23.26%
Sales Volume	\$ 4,308,604,456	\$ 2,652,276,031	\$ 2,138,376,007	\$ 2,050,781,842	\$ 1,659,788,772	62.45%	24.03%	4.27%	23.56%
Days in MLS - Average	16	41	42	42	53	-60.98%	-2.38%	0.00%	-20.75%
Days in MLS - Median	5	13	17	13	23	-61.54%	-23.53%	30.77%	-43.48%
Close Price/List Price	103.47%	99.16%	98.92%	99.27%	98.58%	4.35%	0.24%	-0.35%	0.70%
PSF Total	\$ 277	\$ 251	\$ 248	\$ 244	\$ 225	10.36%	1.21%	1.64%	8.44%
Detached									
New Listings	5,217	3,664	3,351	2,971	2,617	42.39%	9.34%	12.79%	13.53%
Pending	4,568	3,099	2,412	2,137	1,794	47.40%	28.48%	12.87%	19.12%
Closed	4,442	2,701	2,130	2,041	1,711	64.46%	26.81%	4.36%	19.29%
Sales Volume	\$ 3,761,607,878	\$ 2,285,955,128	\$ 1,803,718,026	\$ 1,738,513,742	\$ 1,455,010,637	64.55%	26.74%	3.75%	19.48%
Days in MLS - Average	13	40	39	42	53	-67.50%	2.56%	-7.14%	-20.75%
Days in MLS - Median	4	13	16	13	23	-69.23%	-18.75%	23.08%	-43.48%
Close Price/List Price	103.85%	99.23%	98.94%	99.25%	98.54%	4.66%	0.29%	-0.31%	0.72%
PSF Total	\$ 260	\$ 234	\$ 227	\$ 226	\$ 211	11.11%	3.08%	0.44%	7.11%
Attached									
New Listings	766	791	610	583	432	-3.16%	29.67%	4.63%	34.95%
Pending	678	512	406	375	280	32.42%	26.11%	8.27%	33.93%
Closed	640	431	393	370	245	48.49%	9.67%	6.22%	51.02%
Sales Volume	\$ 546,996,578	\$ 366,320,903	\$ 334,657,981	\$ 312,268,100	\$ 204,778,135	49.32%	9.46%	7.17%	52.49%
Days in MLS - Average	38	43	59	43	56	-11.63%	-27.12%	37.21%	-23.21%
Days in MLS - Median	7	15	25	12	21	-53.33%	-40.00%	108.33%	-42.86%
Close Price/List Price	100.84%	98.71%	98.83%	99.35%	98.88%	2.16%	-0.12%	-0.52%	0.48%
PSF Total	\$ 396	\$ 357	\$ 358	\$ 342	\$ 324	10.92%	-0.28%	4.68%	5.56%

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

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

	Sep, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,226	2,201	1,646	1.14%	35.24%
Pending	2,051	2,211	1,607	-7.24%	27.63%
Closed	2,046	2,373	1,854	-13.78%	10.36%
Sales Volume	\$ 1,221,433,518	\$ 1,423,741,860	\$ 1,106,231,041	-14.21%	10.41%
Days in MLS - Average	12	9	26	33.33%	-53.85%
Days in MLS - Median	5	5	8	0.00%	-37.50%
Close Price/List Price	102.00%	102.79%	100.33%	-0.77%	1.66%
PSF Total	\$ 258	\$ 263	\$ 219	-1.90%	17.81%
Detached					
New Listings	1,918	1,900	1,376	0.95%	39.39%
Pending	1,777	1,907	1,392	-6.82%	27.66%
Closed	1,785	2,059	1,647	-13.31%	8.38%
Sales Volume	\$ 1,068,181,851	\$ 1,235,992,369	\$ 983,104,628	-13.58%	8.65%
Days in MLS - Average	12	9	25	33.33%	-52.00%
Days in MLS - Median	5	5	7	0.00%	-28.57%
Close Price/List Price	102.07%	102.98%	100.44%	-0.88%	1.62%
PSF Total	\$ 245	\$ 249	\$ 207	-1.61%	18.36%
Attached					
New Listings	308	301	270	2.33%	14.07%
Pending	274	304	215	-9.87%	27.44%
Closed	261	314	207	-16.88%	26.09%
Sales Volume	\$ 153,251,667	\$ 187,749,491	\$ 123,126,413	-18.37%	24.47%
Days in MLS - Average	14	13	41	7.69%	-65.85%
Days in MLS - Median	6	4	15	50.00%	-60.00%
Close Price/List Price	101.51%	101.58%	99.44%	-0.07%	2.08%
PSF Total	\$ 348	\$ 356	\$ 319	-2.25%	9.09%

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	18,437	15,148	14,352	12,504	10,740	21.71%	5.55%	14.78%	16.42%
Pending	16,737	13,337	11,031	9,721	8,161	25.49%	20.90%	13.48%	19.12%
Closed	17,331	12,604	10,233	9,573	7,880	37.50%	23.17%	6.89%	21.48%
Sales Volume	\$10,404,983,683	\$ 7,490,496,888	\$ 6,080,817,071	\$ 5,693,206,511	\$ 4,660,921,188	38.91%	23.18%	6.81%	22.15%
Days in MLS - Average	11	31	36	33	37	-64.52%	-13.89%	9.09%	-10.81%
Days in MLS - Median	4	10	16	11	14	-60.00%	-37.50%	45.45%	-21.43%
Close Price/List Price	104.23%	99.80%	99.20%	99.75%	99.42%	4.44%	0.60%	-0.55%	0.33%
PSF Total	\$ 260	\$ 220	\$ 214	\$ 210	\$ 197	18.18%	2.80%	1.90%	6.60%
Detached									
New Listings	15,856	12,801	12,249	10,736	9,293	23.87%	4.51%	14.09%	15.53%
Pending	14,346	11,579	9,584	8,398	7,135	23.90%	20.82%	14.12%	17.70%
Closed	14,907	11,007	8,874	8,223	6,928	35.43%	24.04%	7.92%	18.69%
Sales Volume	\$ 8,967,743,711	\$ 6,547,284,760	\$ 5,277,520,108	\$ 4,890,961,468	\$ 4,092,269,274	36.97%	24.06%	7.90%	19.52%
Days in MLS - Average	9	30	35	31	36	-70.00%	-14.29%	12.90%	-13.89%
Days in MLS - Median	4	10	15	11	14	-60.00%	-33.33%	36.36%	-21.43%
Close Price/List Price	104.58%	99.87%	99.21%	99.78%	99.43%	4.72%	0.67%	-0.57%	0.35%
PSF Total	\$ 243	\$ 202	\$ 196	\$ 191	\$ 182	20.30%	3.06%	2.62%	4.95%
Attached									
New Listings	2,581	2,347	2,103	1,768	1,447	9.97%	11.60%	18.95%	22.18%
Pending	2,391	1,758	1,447	1,323	1,026	36.01%	21.49%	9.37%	28.95%
Closed	2,424	1,597	1,359	1,350	952	51.78%	17.51%	0.67%	41.81%
Sales Volume	\$ 1,437,239,972	\$ 943,212,128	\$ 803,296,963	\$ 802,245,043	\$ 568,651,914	52.38%	17.42%	0.13%	41.08%
Days in MLS - Average	24	43	44	43	47	-44.19%	-2.27%	2.33%	-8.51%
Days in MLS - Median	5	16	18	15	18	-68.75%	-11.11%	20.00%	-16.67%
Close Price/List Price	102.04%	99.31%	99.19%	99.58%	99.33%	2.75%	0.12%	-0.39%	0.25%
PSF Total	\$ 363	\$ 340	\$ 331	\$ 329	\$ 308	6.76%	2.72%	0.61%	6.82%

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

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

	Sep, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,075	2,172	3,005	-4.47%	-30.95%
Pending	2,021	2,203	2,723	-8.26%	-25.78%
Closed	1,773	2,017	2,965	-12.10%	-40.20%
Sales Volume	\$ 730,903,491	\$ 832,665,004	\$ 1,195,459,900	-12.22%	-38.86%
Days in MLS - Average	11	9	16	22.22%	-31.25%
Days in MLS - Median	5	4	5	25.00%	0.00%
Close Price/List Price	102.27%	102.97%	100.91%	-0.68%	1.35%
PSF Total	\$ 288	\$ 286	\$ 231	0.70%	24.68%
Detached					
New Listings	1,257	1,352	2,153	-7.03%	-41.62%
Pending	1,262	1,373	1,976	-8.08%	-36.13%
Closed	1,006	1,135	2,112	-11.37%	-52.37%
Sales Volume	\$ 435,992,989	\$ 495,553,446	\$ 872,946,846	-12.02%	-50.06%
Days in MLS - Average	9	7	13	28.57%	-30.77%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	102.14%	103.17%	101.20%	-1.00%	0.93%
PSF Total	\$ 285	\$ 279	\$ 217	2.15%	31.34%
Attached					
New Listings	818	820	852	-0.24%	-3.99%
Pending	759	830	747	-8.55%	1.61%
Closed	767	882	853	-13.04%	-10.08%
Sales Volume	\$ 294,910,502	\$ 337,111,558	\$ 322,513,054	-12.52%	-8.56%
Days in MLS - Average	12	11	24	9.09%	-50.00%
Days in MLS - Median	5	4	8	25.00%	-37.50%
Close Price/List Price	102.45%	102.72%	100.20%	-0.26%	2.25%
PSF Total	\$ 291	\$ 295	\$ 266	-1.36%	9.40%

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	20,447	25,948	28,342	27,511	25,943	-21.20%	-8.45%	3.02%	6.04%
Pending	19,479	23,776	24,104	22,639	22,478	-18.07%	-1.36%	6.47%	0.72%
Closed	16,896	22,084	22,680	21,968	21,869	-23.49%	-2.63%	3.24%	0.45%
Sales Volume	\$ 6,937,422,041	\$ 8,873,301,232	\$ 8,954,340,436	\$ 8,610,794,265	\$ 8,456,186,553	-21.82%	-0.91%	3.99%	1.83%
Days in MLS - Average	11	21	25	18	19	-47.62%	-16.00%	38.89%	-5.26%
Days in MLS - Median	4	6	10	6	6	-33.33%	-40.00%	66.67%	0.00%
Close Price/List Price	103.75%	100.33%	99.66%	100.52%	100.49%	3.41%	0.67%	-0.86%	0.03%
PSF Total	\$ 279	\$ 225	\$ 211	\$ 205	\$ 187	24.00%	6.64%	2.93%	9.63%
Detached									
New Listings	13,115	18,650	21,741	21,810	21,196	-29.68%	-14.22%	-0.32%	2.90%
Pending	12,455	17,606	18,814	18,025	18,632	-29.26%	-6.42%	4.38%	-3.26%
Closed	9,824	16,288	17,751	17,429	18,131	-39.69%	-8.24%	1.85%	-3.87%
Sales Volume	\$ 4,225,780,888	\$ 6,700,384,222	\$ 7,111,453,751	\$ 6,902,042,791	\$ 7,046,931,796	-36.93%	-5.78%	3.03%	-2.06%
Days in MLS - Average	8	18	23	17	18	-55.56%	-21.74%	35.29%	-5.56%
Days in MLS - Median	4	5	9	6	6	-20.00%	-44.44%	50.00%	0.00%
Close Price/List Price	104.14%	100.51%	99.71%	100.56%	100.54%	3.61%	0.80%	-0.85%	0.02%
PSF Total	\$ 268	\$ 213	\$ 198	\$ 192	\$ 174	25.82%	7.58%	3.13%	10.34%
Attached									
New Listings	7,332	7,298	6,601	5,701	4,747	0.47%	10.56%	15.79%	20.10%
Pending	7,024	6,170	5,290	4,614	3,846	13.84%	16.64%	14.65%	19.97%
Closed	7,072	5,796	4,929	4,539	3,738	22.02%	17.59%	8.59%	21.43%
Sales Volume	\$ 2,711,641,153	\$ 2,172,917,010	\$ 1,842,886,685	\$ 1,708,751,474	\$ 1,409,254,757	24.79%	17.91%	7.85%	21.25%
Days in MLS - Average	14	27	30	23	24	-48.15%	-10.00%	30.43%	-4.17%
Days in MLS - Median	4	10	12	7	7	-60.00%	-16.67%	71.43%	0.00%
Close Price/List Price	103.20%	99.84%	99.46%	100.35%	100.25%	3.37%	0.38%	-0.89%	0.10%
PSF Total	\$ 293	\$ 261	\$ 256	\$ 256	\$ 249	12.26%	1.95%	0.00%	2.81%