

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






# Denver Metro Real Estate Market Trends Report

February 2022

# MARKET OVERVIEW

The February report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the January 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:

		Prior Month	Year-Over-Year
 <b>Residential</b> (Detached plus Attached)			
Active Listings at Month End	1,184	-19.84%	-48.88%
Closed Homes	2,847	-40.08%	-11.80%
Close Price - Average	\$609,132	-2.73%	11.20%
Close Price - Median	\$540,000	-0.92%	18.68%
Days in MLS - Average	20	11.11%	-25.93%
 <b>Detached</b>			
Active Listings at Month End	788	-18.60%	-37.61%
Closed Homes	1,889	-43.43%	-10.73%
Close Price - Average	\$689,711	-2.13%	10.02%
Close Price - Median	\$595,000	-0.83%	16.79%
Days in MLS - Average	19	0.00%	-13.64%
 <b>Attached</b>			
Active Listings at Month End	396	-22.20%	-62.39%
Closed Homes	958	-32.15%	-13.85%
Close Price - Average	\$450,244	2.16%	13.36%
Close Price - Median	\$400,000	4.58%	19.23%
Days in MLS - Average	22	29.41%	-37.14%

# MARKET INSIGHTS

## ✓ Realtor® Tidbits:

- January started like a blast with more competing offers, appraisal gap language, inspection waivers, free post-closing occupancy periods, earnest money going hard and every other trick buyers can think of to be the winning offer. It's tough for buyers. When they find the right one, they need to put it ALL on the line. It may be another six months before something comes on the market that they like and, at the rate of things, prices could go up another five to seven percent by then.
- Offers that are making it to the top of the pile are taking a three-pronged approach: price, limited to no inspection requests and appraisal gap language.
- We're seeing more investors looking to move their money into real estate sooner rather than later with the threat of interest rate hikes coming down the pike.
- A recent Gallup poll rated real estate as the best long-term investment for eight years in a row.

## ✓ Local News:

- The value of Denver's real estate market grew by \$212.1 billion from 2010 through 2019. It grew another \$208 billion in just 2020 and 2021.
- With interest rate hikes looming, activity in the Denver market has escalated, with many homes closing 10 to 22 percent or more over the list price.
- Recent home listings in the Marshall Fire burn areas are still selling over the asking price in a short time. There were 17 homes under contract that sold within two days of being on the market.
- With inventory at a record-low nationwide, even buyers moving out of Colorado and into different markets will find high demand and stiff competition.
- A 401(k)-type savings program for homeownership, more funding for federal housing support and a national incentive program modeled after a Colorado policy are among the proposals by a group focused on easing the state's housing crisis.
- The Colorado Association of Realtors® announced their participation in the Coloradans for Energy Access, which is a coalition to support the use of affordable, cleaner-burning natural gas in homes and businesses. Colorado is considering prohibiting consumers from using natural gas and opting for electricity, which is considered environmentally friendly.

- At a recent bankruptcy auction, 134 undeveloped acres by DIA sold for \$18.1 million. The BusinessDen reports that Sherman Associated was the purchaser. The site is zoned for industrial and residential use.

## ✓ National News:

- To counter rapid growth in prices and reduce risk, new home builders are selling more spec inventory rather than dirt starts. Additionally, builders are including language that would allow the builder to increase the base price within the first few months of a contract.
- The cryptocurrency market continues to plummet in 2022. With the threat of interest rate hikes arriving later this year, it's nudging investors to look towards safe, stable investment options and away from high-risk, high-return options such as equities and crypto. The entire crypto market has shed more than \$1 trillion in value since Bitcoin's all-time high.

## ✓ Mortgage News:

- 2022 will bring more change. As real estate professionals, we best serve our clients by educating them. Rates will go up, then the economy will soften and inventory will loosen. Then as inflation is moderated, rates will go down and demand will pick back up. This is an opportunity to create lasting advisory relationships.
- Interest rates jumped up when the Fed released their December meeting minutes noting quantitative tightening (QT) was planned for 2022, then again when the Fed Chair Powell made his January meeting statement confirming QT to begin after the Fed rate increase.
- One Front Range title company reported a large jump in cash purchases. First Integrity Title stated that cash purchases went from 14 percent in 2019 to 23 in 2021. It also reported cash deals fell 5.7 percent more often than financed purchases indicating cash isn't always king.

## ✓ Quick Stats:

- The average active listings for January is 12,732 (1985-2021).
- Record-high January was 2008 with 24,550 listings, and the record-low was set this year with 1,184 listings.
- The historical average decrease in active listings from December to January is 5.30 percent. A decrease of 19.84 percent this January represents the second-largest percentage decrease on record. 2014 saw a decrease of 20.69 percent.

# EXPERT OPINION



## ANDREW ABRAMS

Chair of the DMAR Market Trends Committee and Denver Realtor®

If you're playing a sport and down in the first quarter, it takes a lot of work and some luck to catch up. That same sentiment can be applied to January's real estate market. We ended January down 17.77 percent in new listings compared to the previous year. That was only a 31.04 increase from the previous month. Traditionally, we see a 70 percent increase from December to January. Likewise, we ended with month-end active listings at a historic low of 1,184. That is over 10 times less inventory than normal. Just imagine how many brick-and-mortar clothing stores there are. Once you get to 10, remove nine of them and shop there exclusively. Welcome to a buyer's life in this market. Competition has been high, with double-digit offers being the norm. Creativity in writing offers has been instrumental for a successful outcome. I've had buyers offer almost \$1 million in cash on a \$900,000 house and get outbid, while other buyers with five percent to put down write a below-asking price offer and get it accepted. Each listing has its own story to tell. While many buyers are getting frustrated through the process, leading to potential burnout, there are still diamonds in the rough.

Last year at this time, there was not a lot of inventory. This year there's almost half as much (48.88 percent less). This will likely translate to fewer homes being bought and sold over the course of the year as there is simply less to choose from. Even with less inventory, many Realtors® have expressed that this year does not feel as competitive as last. That doesn't mean there are not still extreme bidding wars. My clients offered \$140,000 over asking price and lost out to someone who offered around \$190,000 over asking price.

With historically low inventory, hyper-active demand and some outlining stories, the major question is: what can buyers and sellers do to prepare in this unprecedented market? If you are a buyer, doing your due diligence before touring a property is incredibly important. Understand the comps and what type of offers look competitive. Communicate with your Realtor® and lender to understand what your comfort level is, which may vary from what you're approved for. In addition to creating a list of your "must-haves," create a list of your "deal-breakers" as that may end up directing your decision-making even more. If you don't have a lot of money to put down or don't feel comfortable with going "all-in" on every property, you may want to wait until the weekend after a listing goes live to tour it, with the probability that you will no longer have to compete with multiple buyers. If you are a seller, maximizing what you can sell your house for still takes a professional. While a house may sell no matter what, the difference between good marketing, photos and staging could be the difference of tens of thousands of dollars.

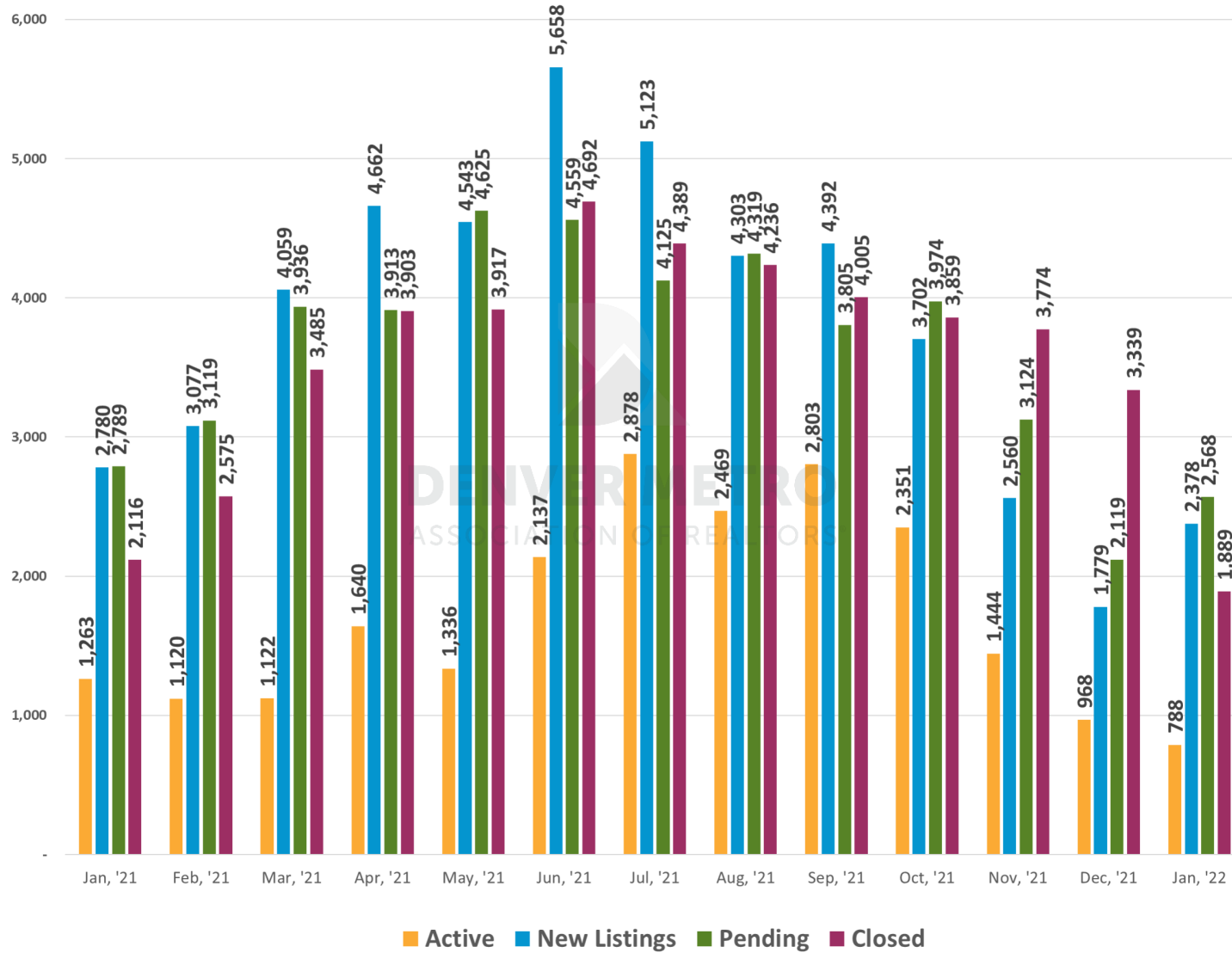
Since mid-2020, we've seen inventory at any given moment feel inadequate. With all of the obstacles that buyers have had to jump through - whether that is a small showing window, multiple offers or wiping down everything you touch - buying a property has been more difficult than we ever could have expected. Even with these difficulties, homeownership has never been more valuable and will continue to hold great value. Now is the time to buy. Interest rates are expected to rise, decreasing buyers' buying power. The dollar is getting weaker as assets become more valuable. With appreciation expected to rise by over 10 percent in the next year, waiting will only cost you more money and opportunity.

# Detached Single-Family

**DMAR Market Trends | January 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

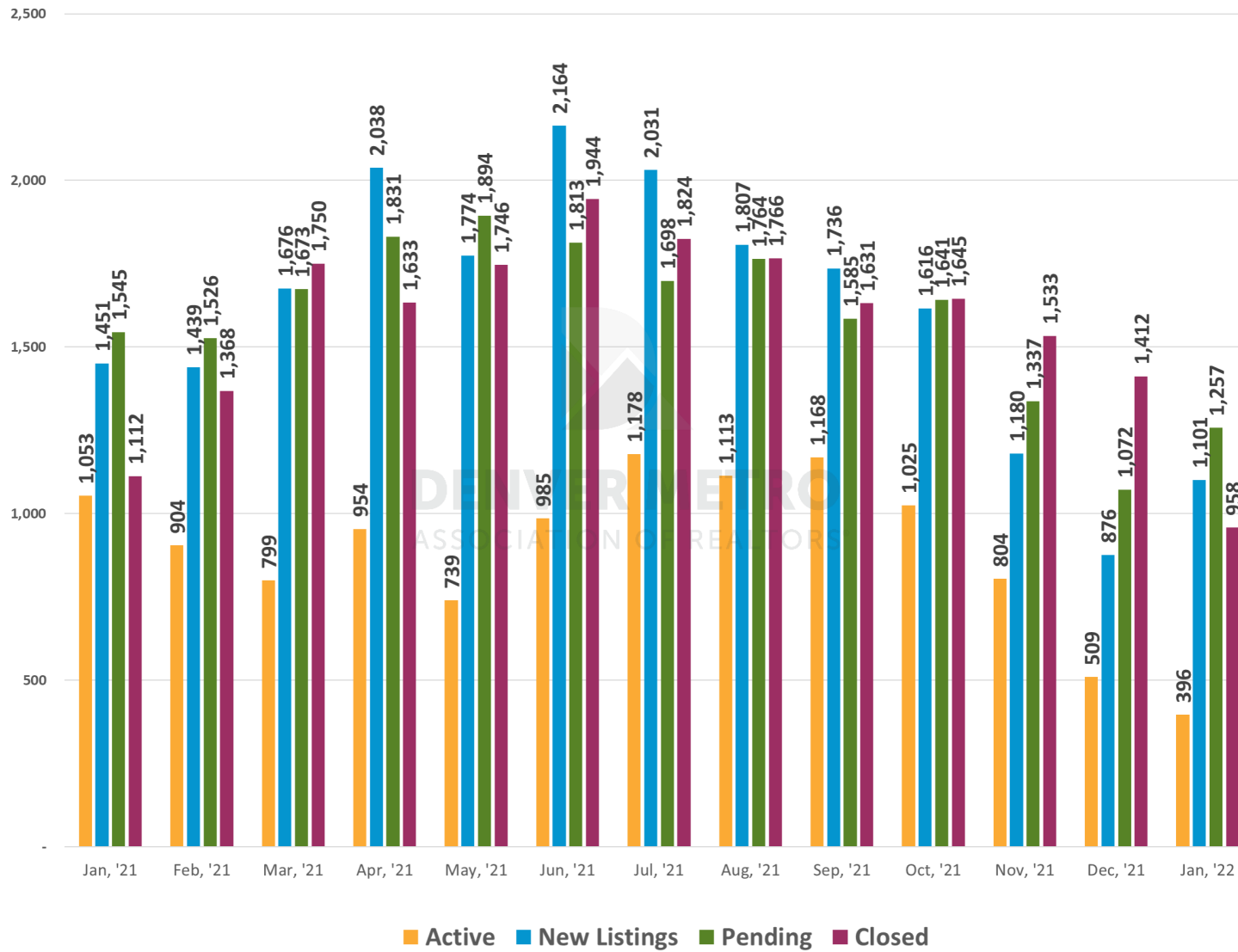


# Attached Single-Family

**DMAR Market Trends | January 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

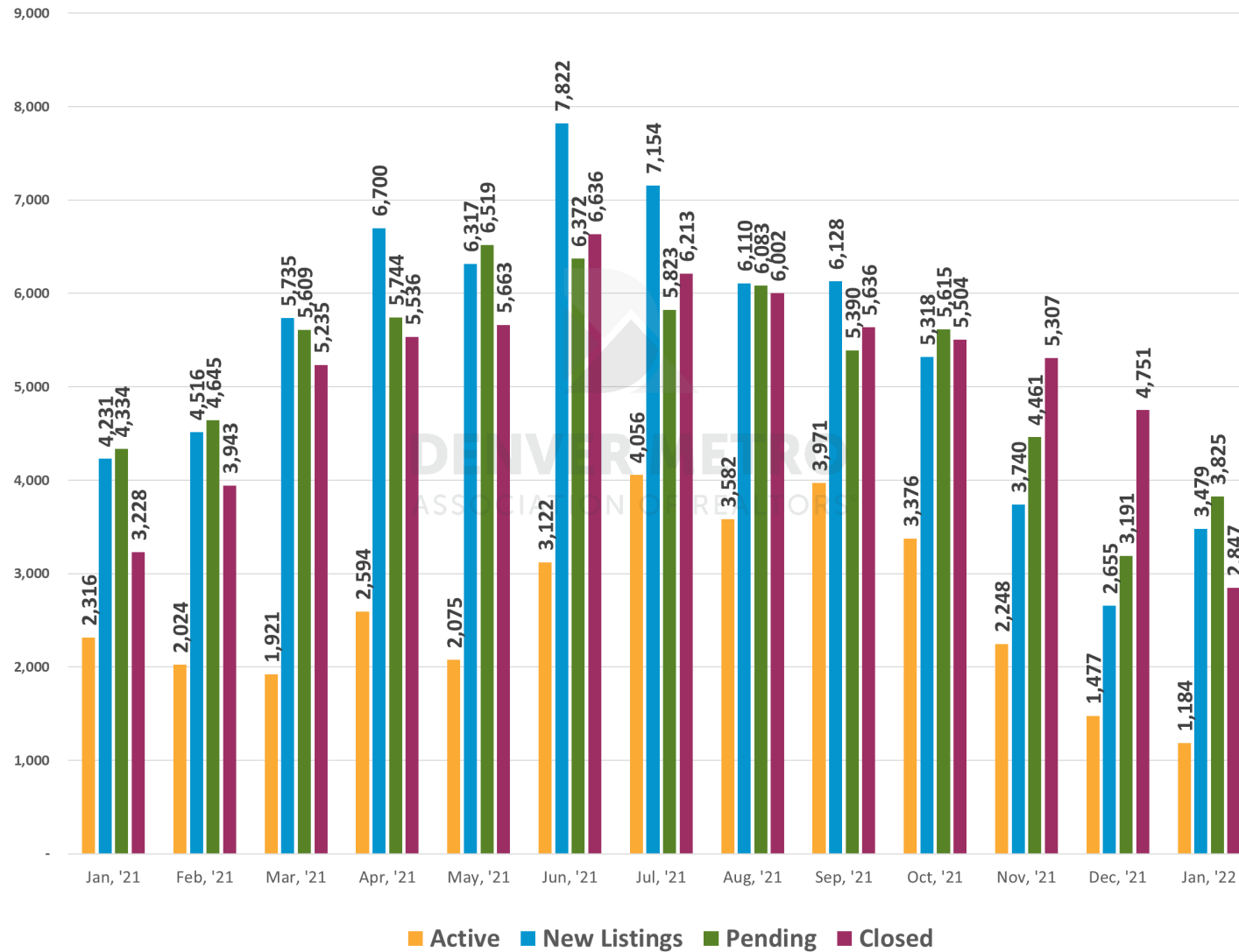


# Residential (Detached + Attached)

**DMAR Market Trends | January 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com

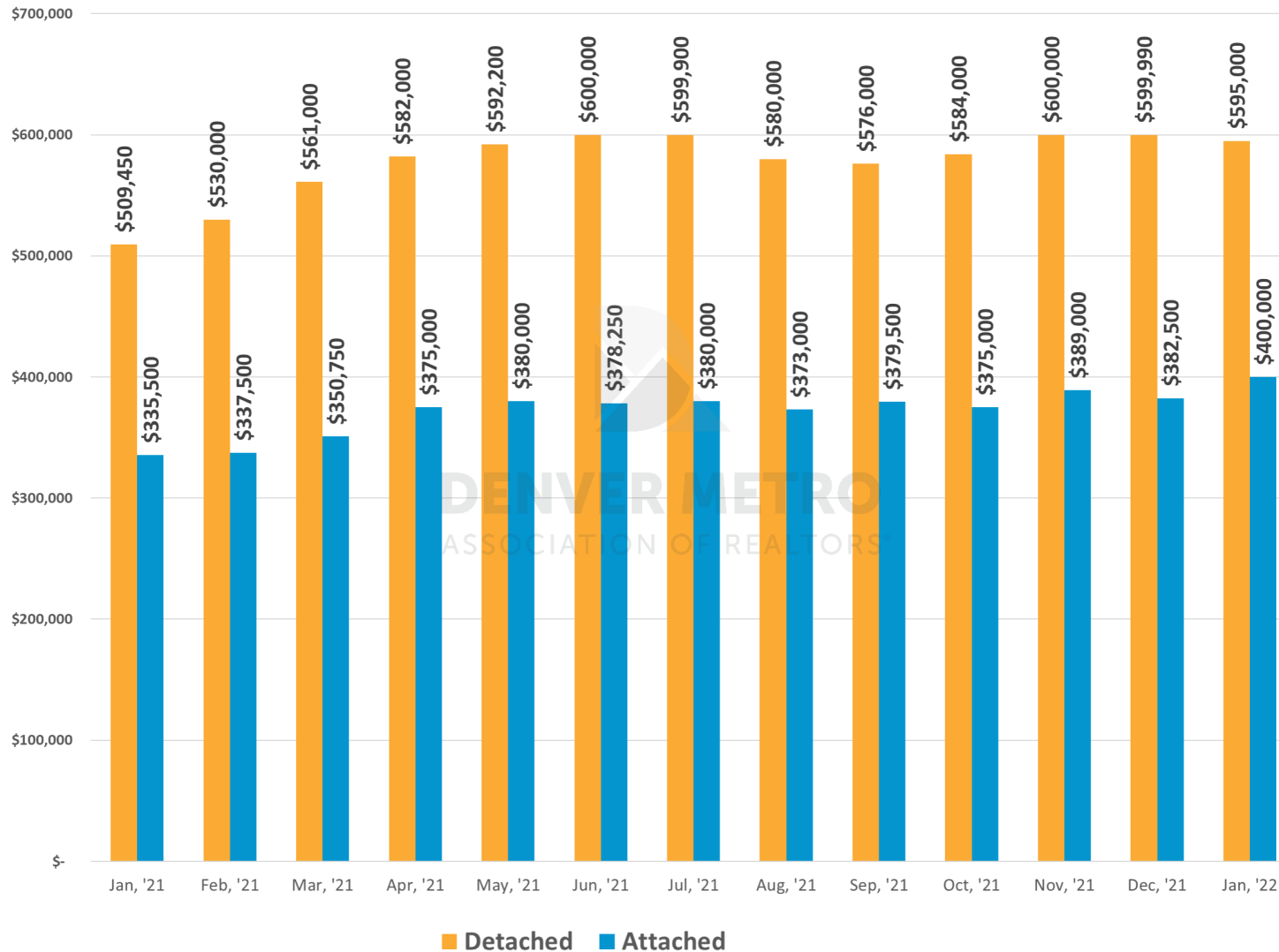


# Median Close Price

**DMAR Market Trends | January 2022 Data**

Denver Metro Association of Realtors®

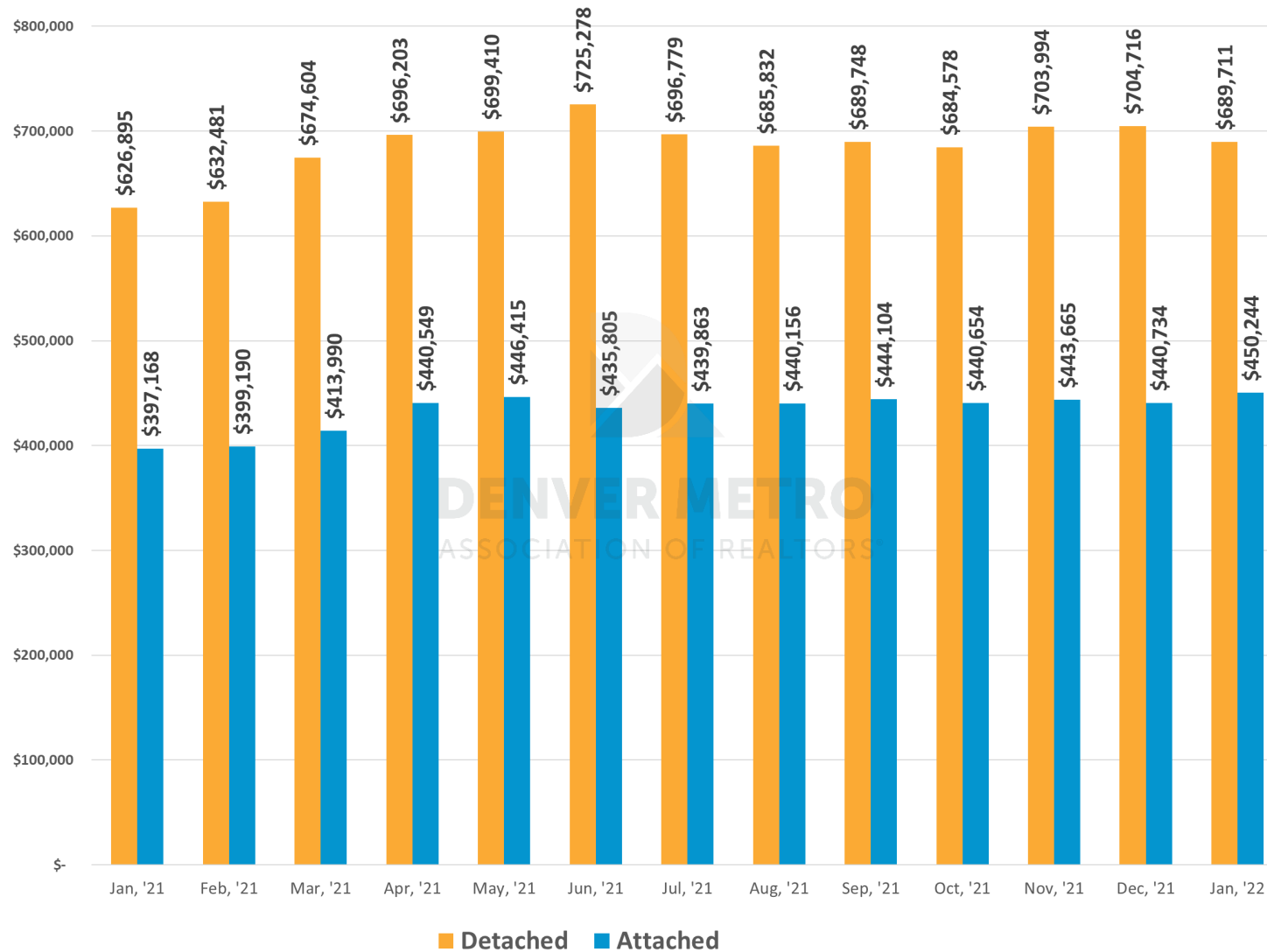
Source of MLS Data: REcolorado.com





# Average Close Price

**DMAR Market Trends | January 2022 Data**  
 Denver Metro Association of Realtors®  
 Source of MLS Data: REcolorado.com

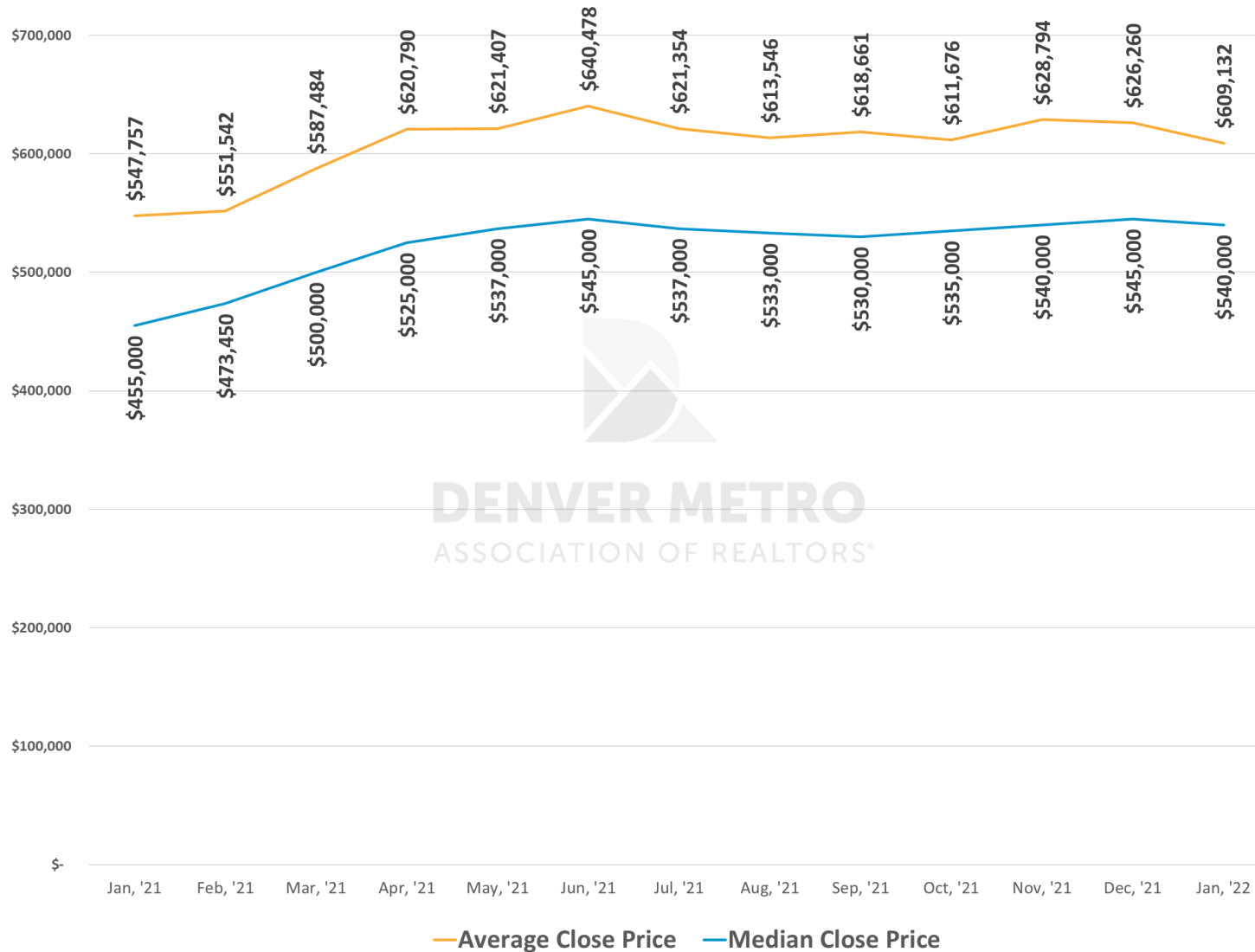


# Residential Close Price

**DMAR Market Trends | January 2022 Data**

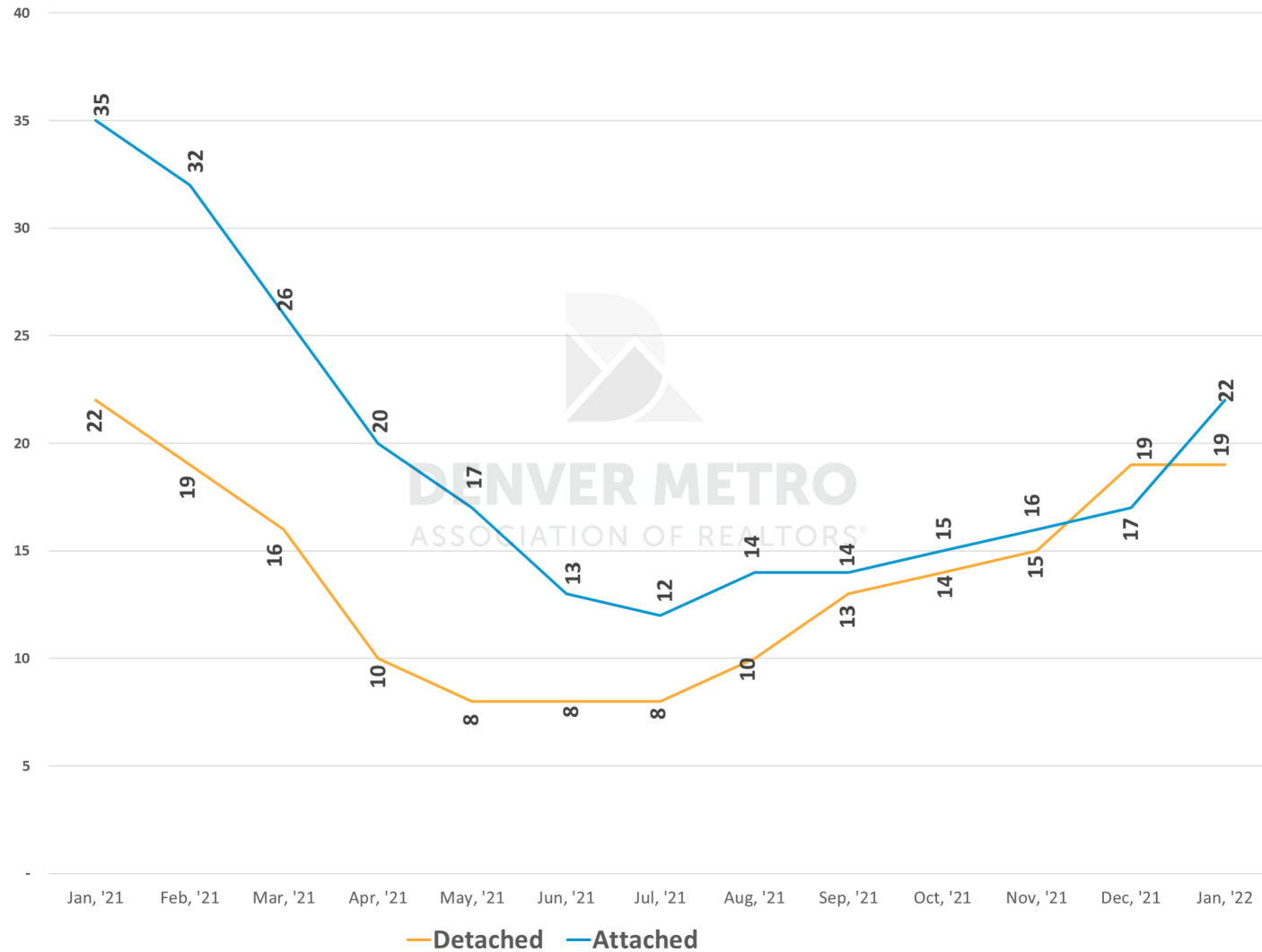
Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Average Days in MLS

**DMAR Market Trends | January 2022 Data**  
Denver Metro Association of Realtors®  
Source of MLS Data: REcolorado.com

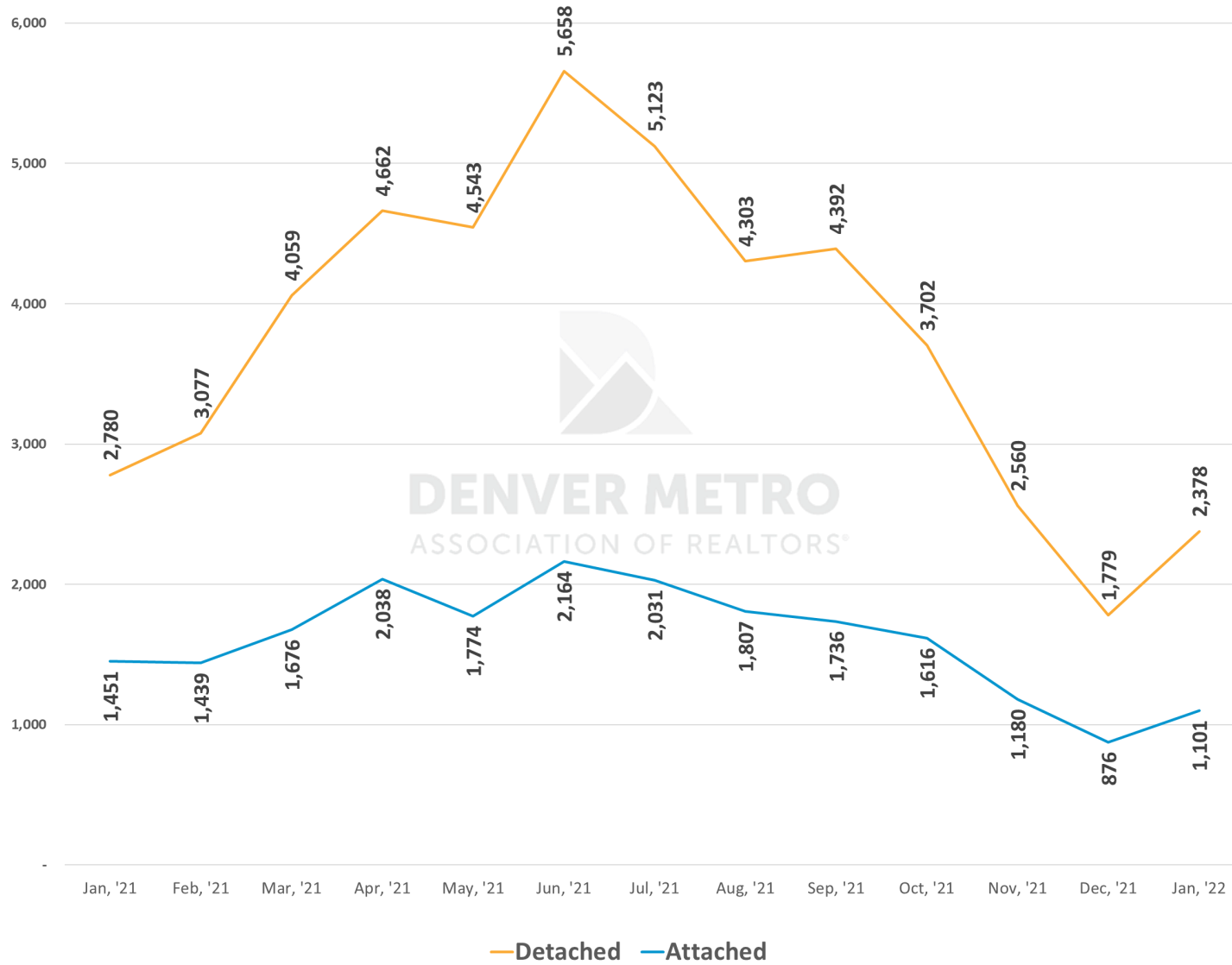


# New Listings

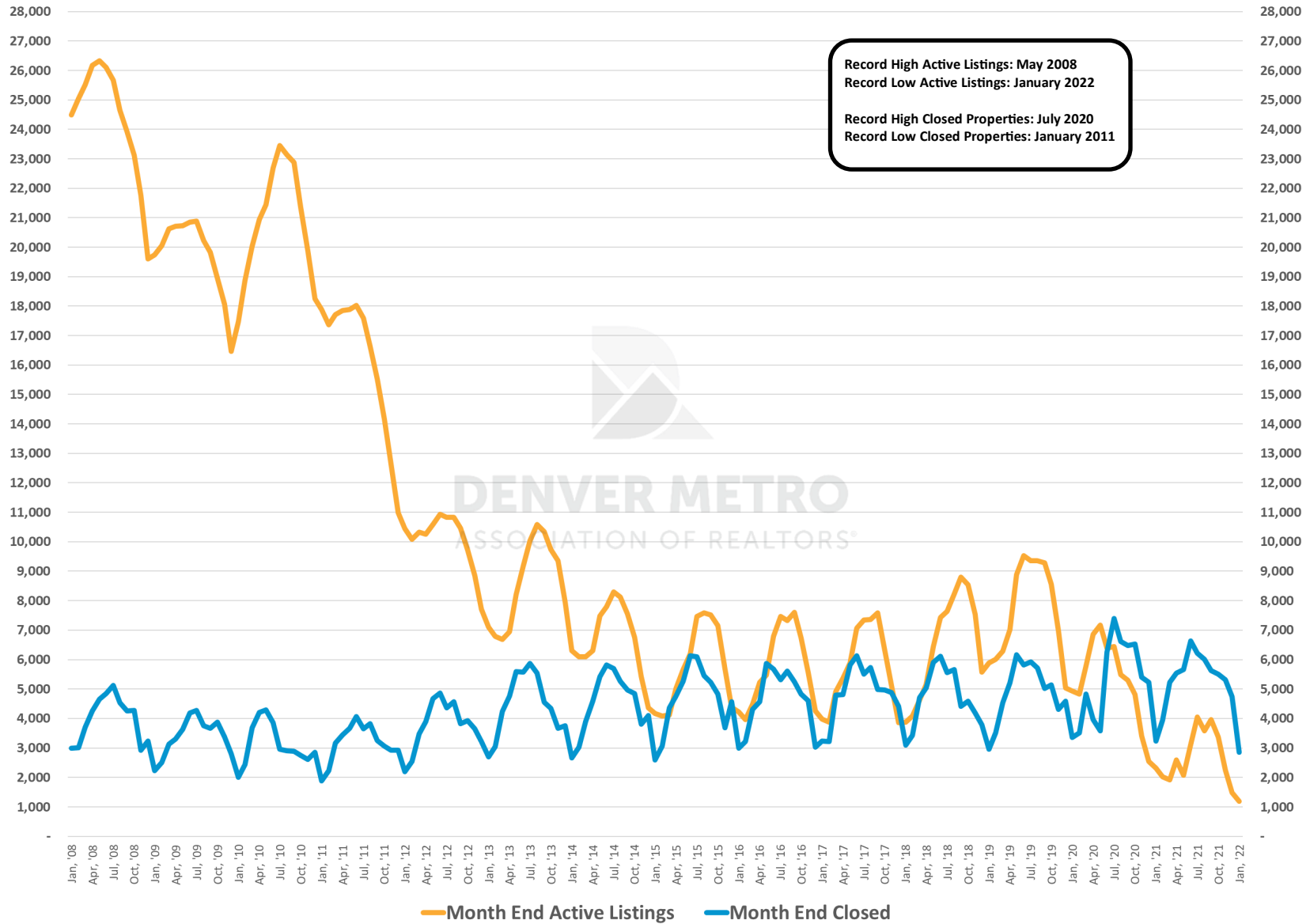
**DMAR Market Trends | January 2022 Data**

Denver Metro Association of Realtors®

Source of MLS Data: REcolorado.com



# Month End Active Listings and Month End Closed Homes

 DMAR Market Trends | January 2022 Data  
 Denver Metro Association of Realtors®  
 Source of MLS Data: REColorado.com


# DATA SNAPSHOT

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

	Jan, '22	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential (Detached + Attached)</b>					
Active Listings at Month End	1,184	1,477	2,316	-19.84%	-48.88%
New Listings	3,479	2,655	4,231	31.04%	-17.77%
Pending	3,825	3,191	4,334	19.87%	-11.74%
Closed	2,847	4,751	3,228	-40.08%	-11.80%
Close Price - Average	\$ 609,132	\$ 626,260	\$ 547,757	-2.73%	11.20%
Close Price - Median	\$ 540,000	\$ 545,000	\$ 455,000	-0.92%	18.68%
Sales Volume	\$ 1,734,198,774	\$ 2,975,362,472	\$ 1,768,161,014	-41.71%	-1.92%
Days in MLS - Average	20	18	27	11.11%	-25.93%
Days in MLS - Median	5	5	6	0.00%	-16.67%
Close Price/List Price	102.09%	101.53%	100.59%	0.55%	1.49%
<b>Detached</b>					
Active Listings at Month End	788	968	1,263	-18.60%	-37.61%
New Listings	2,378	1,779	2,780	33.67%	-14.46%
Pending	2,568	2,119	2,789	21.19%	-7.92%
Closed	1,889	3,339	2,116	-43.43%	-10.73%
Close Price - Average	\$ 689,711	\$ 704,716	\$ 626,895	-2.13%	10.02%
Close Price - Median	\$ 595,000	\$ 599,990	\$ 509,450	-0.83%	16.79%
Sales Volume	\$ 1,302,864,940	\$ 2,353,045,831	\$ 1,326,510,586	-44.63%	-1.78%
Days in MLS - Average	19	19	22	0.00%	-13.64%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	102.15%	101.66%	101.04%	0.48%	1.10%
<b>Attached</b>					
Active Listings at Month End	396	509	1,053	-22.20%	-62.39%
New Listings	1,101	876	1,451	25.68%	-24.12%
Pending	1,257	1,072	1,545	17.26%	-18.64%
Closed	958	1,412	1,112	-32.15%	-13.85%
Close Price - Average	\$ 450,244	\$ 440,734	\$ 397,168	2.16%	13.36%
Close Price - Median	\$ 400,000	\$ 382,500	\$ 335,500	4.58%	19.23%
Sales Volume	\$ 431,333,834	\$ 622,316,641	\$ 441,650,428	-30.69%	-2.34%
Days in MLS - Average	22	17	35	29.41%	-37.14%
Days in MLS - Median	5	5	12	0.00%	-58.33%
Close Price/List Price	101.99%	101.22%	99.75%	0.76%	2.25%

# JANUARY DATA YTD 2022 to 2018

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
<b>Residential (Detached + Attached)</b>									
Active Listings at Month End	1,184	2,316	4,941	5,881	3,869	-48.88%	-53.13%	-15.98%	52.00%
New Listings	3,479	4,231	4,857	4,831	4,253	-17.77%	-12.89%	0.54%	13.59%
Closed	2,847	3,228	3,362	2,970	3,102	-11.80%	-3.99%	13.20%	-4.26%
Close Price - Average	\$ 609,132	\$ 547,757	\$ 475,786	\$ 457,828	\$ 448,499	11.20%	15.13%	3.92%	2.08%
Close Price - Median	\$ 540,000	\$ 455,000	\$ 420,000	\$ 396,500	\$ 385,603	18.68%	8.33%	5.93%	2.83%
Sales Volume	\$ 1,734,198,774	\$ 1,768,161,014	\$ 1,599,593,353	\$ 1,359,749,267	\$ 1,391,245,152	-1.92%	10.54%	17.64%	-2.26%
Days in MLS - Average	20	27	45	43	35	-25.93%	-40.00%	4.65%	22.86%
Days in MLS - Median	5	6	26	27	12	-16.67%	-76.92%	-3.70%	125.00%
Close Price/List Price	102.09%	100.59%	98.80%	98.57%	99.40%	1.49%	1.81%	0.23%	-0.84%
<b>Detached</b>									
Active Listings at Month End	788	1,263	3,297	4,027	2,824	-37.61%	-61.69%	-18.13%	42.60%
New Listings	2,378	2,780	3,251	3,303	2,961	-14.46%	-14.49%	-1.57%	11.55%
Closed	1,889	2,116	2,310	2,117	2,150	-10.73%	-8.40%	9.12%	-1.53%
Close Price - Average	\$ 689,711	\$ 626,895	\$ 530,247	\$ 498,511	\$ 493,468	10.02%	18.23%	6.37%	1.02%
Close Price - Median	\$ 595,000	\$ 509,450	\$ 459,950	\$ 425,000	\$ 418,000	16.79%	10.76%	8.22%	1.67%
Sales Volume	\$ 1,302,864,940	\$ 1,326,510,586	\$ 1,224,870,111	\$ 1,055,347,719	\$ 1,060,956,494	-1.78%	8.30%	16.06%	-0.53%
Days in MLS - Average	19	22	45	44	37	-13.64%	-51.11%	2.27%	18.92%
Days in MLS - Median	5	5	24	29	13	0.00%	-79.17%	-17.24%	123.08%
Close Price/List Price	102.15%	101.04%	98.80%	98.51%	99.29%	1.10%	2.27%	0.29%	-0.79%
<b>Attached</b>									
Active Listings at Month End	396	1,053	1,644	1,854	1,045	-62.39%	-35.95%	-11.33%	77.42%
New Listings	1,101	1,451	1,606	1,528	1,292	-24.12%	-9.65%	5.10%	18.27%
Closed	958	1,112	1,052	853	952	-13.85%	5.70%	23.33%	-10.40%
Close Price - Average	\$ 450,244	\$ 397,168	\$ 356,201	\$ 356,860	\$ 346,942	13.36%	11.50%	-0.18%	2.86%
Close Price - Median	\$ 400,000	\$ 335,500	\$ 305,000	\$ 295,000	\$ 285,000	19.23%	10.00%	3.39%	3.51%
Sales Volume	\$ 431,333,834	\$ 441,650,428	\$ 374,723,242	\$ 304,401,548	\$ 330,288,658	-2.34%	17.86%	23.10%	-7.84%
Days in MLS - Average	22	35	46	40	30	-37.14%	-23.91%	15.00%	33.33%
Days in MLS - Median	5	12	30	24	10	-58.33%	-60.00%	25.00%	140.00%
Close Price/List Price	101.99%	99.75%	98.81%	98.74%	99.66%	2.25%	0.95%	0.07%	-0.92%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	-	1		1	-	
	\$100,000 to \$199,999	3	6	2.00	50	13	0.26
	\$200,000 to \$299,999	15	6	0.40	170	60	0.35
	\$300,000 to \$399,999	94	24	0.26	255	70	0.27
	\$400,000 to \$499,999	338	81	0.24	218	38	0.17
	\$500,000 to \$749,999	976	266	0.27	183	92	0.50
	\$750,000 to \$999,999	284	153	0.54	56	56	1.00
	\$1,000,000 and over	179	251	1.40	25	67	2.68
	TOTALS	1,889	788	0.42	958	396	0.41

	Price Range	Detached		% change	Attached		% change
		Closed Jan, '22	Closed Dec, '21		Closed Jan, '22	Closed Dec, '21	
Month-Over-Month	\$0 to \$99,999	-	1	-100.00%	1	-	
	\$100,000 to \$199,999	3	5	-40.00%	50	95	-47.37%
	\$200,000 to \$299,999	15	27	-44.44%	170	244	-30.33%
	\$300,000 to \$399,999	94	180	-47.78%	255	430	-40.70%
	\$400,000 to \$499,999	338	638	-47.02%	218	284	-23.24%
	\$500,000 to \$749,999	976	1,638	-40.42%	183	249	-26.51%
	\$750,000 to \$999,999	284	519	-45.28%	56	54	3.70%
	\$1,000,000 and over	179	331	-45.92%	25	56	-55.36%
	TOTALS	1,889	3,339	-43.43%	958	1,412	-32.15%

	Price Range	Detached		% change	Attached		% change
		YTD Jan, '22	YTD Jan, '21		YTD Jan, '22	YTD Jan, '21	
Year-Over-Year	\$0 to \$99,999	-	1	-100.00%	1	-	
	\$100,000 to \$199,999	3	2	50.00%	50	93	-46.24%
	\$200,000 to \$299,999	15	49	-69.39%	170	321	-47.04%
	\$300,000 to \$399,999	94	343	-72.59%	255	303	-15.84%
	\$400,000 to \$499,999	338	614	-44.95%	218	167	30.54%
	\$500,000 to \$749,999	976	735	32.79%	183	157	16.56%
	\$750,000 to \$999,999	284	186	52.69%	56	42	33.33%
	\$1,000,000 and over	179	186	-3.76%	25	29	-13.79%
	TOTALS	1,889	2,116	-10.73%	958	1,112	-13.85%



# EXPERT OPINIONS



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**Luxury Market (properties sold for \$1 million or more):** The question a lot of buyers and brokers are asking lately: Is \$1 million really considered luxury? As we dive into the average sales price for the Luxury Market, we find that \$1.6 million is almost the average sales price, and it has been for many years. It's interesting to see how our market price segments have been climbing over the years. In 2014, when DMAR's Market Trends Report was born, our average price for a single-family home was \$380,848 and the

average price for an attached property was \$238,229. Today, the average sales price in Denver for a single-family home is \$689,711, and \$450,244 for an attached home, and the average for the Signature Market is in the mid-\$800's.

As we jump into the January luxury numbers, it's nice to see inventory was up exactly 100 percent for detached luxury homes, and up 82.61 percent for luxury attached properties. It didn't take long for all that inventory to get scooped up though, as 43.48 percent of the detached luxury homes and 19.35 of the attached luxury homes went under contract.

While we had more inventory, our sales volume was down for detached and attached segments. The detached luxury sales volume was down 49.86 percent from the prior month and 11.78 percent from one year ago, as we had 47.29 fewer luxury properties close from the prior month and 9.51 percent from this time last year. The attached luxury sales volume was down 48.23 percent and we had 55.36 percent fewer luxury condos sold from the prior month and 13.79 percent from one year ago.

Sellers continue to have to move quickly in the Luxury Market, with the median days in MLS for a single-family home at nine days, and three days for the attached luxury sellers.

The luxury attached segments had the most inventory out of all the segments at 2.68 months. While the median days in MLS was three, the average days in MLS increased 97.96 percent, giving buyers a little more time to make a decision. With several new construction condo building listings still in the market, this may give buyers a few more choices. While there is a bit more inventory in the attached luxury segment, sellers are still getting 101.99 percent close-price-to-list-price. This represents an increase of 0.68 percent from the prior month and 4.50 percent from one year ago.

Now is the time to sell in the Luxury Market. Both the attached and detached

homes are getting over 100 percent of asking price and you're able to make your next move very quickly. The question is....where will you make the next move?

— **Brigette Modglin, DMAR Market Trends Committee member and Denver Realtor®**



**Signature Market (properties sold between \$750,000 and \$999,999):** The Signature Market ended January with the fierceness of a tiger, which will hopefully give the Denver real estate market some much-needed luck.

While the lack of inventory has been a serious concern market-wide, inventory was up 45.06 percent from this time last year and 76.69 percent from just last month. While we typically see a large jump in active listings from December to January, this percentage is above average and a welcome change. Pending sales followed a trend

with an increase of 28.57 percent, while closed sales rose 46.71 percent year-over-year.

The detached segment of the market outperformed the attached segment with an impressive 86.64 percent increase in new listings from December, and 63.31 percent year-over-year. The real story in the detached market is the decline in days in MLS. We know that things are moving quickly, but the data shows a steep drop in days in MLS, with the close-price-to-list-price ratio steadily increasing. Average days in MLS dropped 45.45 percent from last January to 18 days, while the median days fell 64.29 percent to five days resulting in the price per square foot (PSF) totals climbing 11.20 percent. These data points showcase what we have been feeling for months: inventory is moving at breakneck speed while prices continue to escalate.

Attached homes are moving more sluggishly, with a 14.47 percent decrease for new listings down from 76 properties last year to 65 this year. Pending sales also dropped 18.92 percent; however, closed volume was up 33.33 percent year-over-year. While attached homes are moving slower than detached, we see the same trends in both categories. Average days in MLS dropped 44.12 percent from last year to 38 days, while median days fell 61.54 percent to 10 days. Both have resulted in a PSF total climbing 27.64 percent from last year, topping off at \$448 per square foot.

We hope that as the weather turns warmer, we will see more homes on the market to satisfy the desire for new inventory. Until then, bidding wars and increased sale prices are here to stay.

— **Libby Levinson-Katz, DMAR Market Trends Committee member and Denver Realtor®**

# EXPERT OPINIONS



**Premier Market (properties sold between \$500,000 and \$749,999):** The more things change, the more they stay the same. This was another January of the Broncos being as close to making the playoffs as ice cubes existing on the sun. New Year, same exasperating COVID controversies. The first month of 2022 offered the same hypercompetitive, ultra-tight atmosphere in the Denver Metro Premier Market.

Let's state this right away, inventory DOES exist in the Premier Market, at least on paper. The 1,372 new residential listings in January 2022 represented a 34.38 percent increase compared to December 2021, and a 20.88 percent increase compared to last January. Look a bit deeper and see that detached properties experienced a 32.00 percent increase in new listings compared to December, and a 21.58 percent increase compared to last January. Attached properties enjoyed 48.63 percent more new listings versus December, and 17.30 percent more than January 2021. What's this mean? Should home hunters in this price range rejoice? I'd caution, not so fast. Keep in mind that these inventory increases are more so the result of rapidly accelerating home prices and properties continually being "priced out" of the Classic Market, and we see that the Premier Market is now the most likely price range for "every day" buyers of "every day" houses (however one classifies that).

New inventory aside, two metrics I pay close attention to when analyzing the health and competitiveness of the real estate market are days in MLS and close-price-to-list-price ratio. Within the Metro Denver Premier Market, these metrics continue to indicate a highly desirable price range. January wrapped with a close-price-to-list-price ratio of 102.16 percent for residential properties - that's higher than last month, last January, and 2021 year-to-date. Detached and attached properties both followed suit, with January's close-price-to-list-price ratio clocking in higher than last month, last January and the final 2021 year-to-date. Days in MLS does not suggest much change either. As has been said before, five or six median days in MLS essentially means properties were listed on a Wednesday or Thursday and accepted an offer by Sunday or Monday, amounting to "one weekend" on the market.

While the changing of the calendar represents new possibilities and opportunities for many - this guy included - early indications do not lend much suggestion to the Premier Market performing wildly differently in 2022. For now,

the same advice repeated often last year remains true: Work with a trusted Realtor®, create a plan, work your plan and try to control as many of the variables within your control as possible. – **William Maline, DMAR Market Trends Committee member and Denver Realtor®**



**Classic Market (properties sold between \$300,000 and \$499,999):** As the Classic Market steamrolls through 2022, buyers are faced with many obstacles. We expect to see increased interest rates, hyperactive demand and appreciating prices. Although buyers are facing extreme competition, the Classic Market offers attainable opportunities to jump into the market.

Buyers offered 102.48 of the listing price; before the pandemic in 2020, the close-price-to-list-price ratio was 99.27 percent. The average close-price-to-list-price since then has increased above three percent compared to the previous. In late 2020, I had a family purchase a new primary residence who were planning to rent their previous residence and move into their new home. Recently, after analyzing their new homes' comparables, the original \$455,000 home is now valued at approximately \$595,000 due to the hyperactive demand in their neighborhood.

There were 1,893 new listings last year, 46.06 percent more than the current new listings of 1,021. In the 11-county Denver Metro Area, only 515 new detached listings popped up last month. Last year, there was 59.51 percent more, or 1,272. As the detached homes continue to appreciate, less detached homes will be priced in the Classic Market. In sellers' preparation to list their home, analyze the recent comparables to fairly price it. The Denver market demand is increasing those home prices.

Buying in this price range is not for the faint of heart. The way to be successful in the Classic Market is through creative strategy such as submitting all conditional documents to the lender (which can enable the buyer to offer a shorter closing), improving credit to qualify conventional or saving up a bit more or asking a family member for a gift fund. The correct expectations set from the start will provide a maintainable process to the finish line as well. – **Erick Ibarra, DMAR Market Trends Committee member and Denver Realtor®**

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	330	167	289	97.60%	14.19%
Pending	301	215	289	40.00%	4.15%
Closed	204	387	215	-47.29%	-5.12%
Sales Volume	\$ 320,489,441	\$ 636,635,941	\$ 354,177,036	-49.66%	-9.51%
Days in MLS - Average	40	38	68	5.26%	-41.18%
Days in MLS - Median	8	9	40	-11.11%	-80.00%
Close Price/List Price	101.90%	100.63%	97.75%	1.26%	4.25%
PSF Total	\$ 381	\$ 382	\$ 351	-0.26%	8.55%
<b>Detached</b>					
New Listings	288	144	246	100.00%	17.07%
Pending	264	184	256	43.48%	3.13%
Closed	179	331	186	-45.92%	-3.76%
Sales Volume	\$ 280,532,101	\$ 559,460,872	\$ 318,007,166	-49.86%	-11.78%
Days in MLS - Average	32	36	69	-11.11%	-53.62%
Days in MLS - Median	9	8	41	12.50%	-78.05%
Close Price/List Price	101.89%	100.51%	97.78%	1.37%	4.20%
PSF Total	\$ 345	\$ 357	\$ 328	-3.36%	5.18%
<b>Attached</b>					
New Listings	42	23	43	82.61%	-2.33%
Pending	37	31	33	19.35%	12.12%
Closed	25	56	29	-55.36%	-13.79%
Sales Volume	\$ 39,957,340	\$ 77,175,069	\$ 36,169,870	-48.23%	10.47%
Days in MLS - Average	97	49	65	97.96%	49.23%
Days in MLS - Median	3	13	8	-76.92%	-62.50%
Close Price/List Price	101.99%	101.30%	97.60%	0.68%	4.50%
PSF Total	\$ 645	\$ 525	\$ 500	22.86%	29.00%

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

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

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
<b>Residential (Detached + Attached)</b>									
New Listings	330	289	312	250	234	14.19%	-7.37%	24.80%	6.84%
Pending	301	289	195	152	155	4.15%	48.21%	28.29%	-1.94%
Closed	204	215	118	95	110	-5.12%	82.20%	24.21%	-13.64%
Sales Volume	\$ 320,489,441	\$ 354,177,036	\$ 181,393,127	\$ 154,266,217	\$ 167,628,267	-9.51%	95.25%	17.58%	-7.97%
Days in MLS - Average	40	68	86	83	109	-41.18%	-20.93%	3.61%	-23.85%
Days in MLS - Median	8	40	55	58	85	-80.00%	-27.27%	-5.17%	-31.76%
Close Price/List Price	101.90%	97.75%	95.99%	96.43%	95.96%	4.25%	1.83%	-0.46%	0.49%
PSF Total	\$ 381	\$ 351	\$ 367	\$ 324	\$ 302	8.55%	-4.36%	13.27%	7.28%
<b>Detached</b>									
New Listings	288	246	269	224	208	17.07%	-8.55%	20.09%	7.69%
Pending	264	256	177	134	135	3.13%	44.63%	32.09%	-0.74%
Closed	179	186	104	85	98	-3.76%	78.85%	22.35%	-13.27%
Sales Volume	\$ 280,532,101	\$ 318,007,166	\$ 159,882,819	\$ 128,886,217	\$ 149,387,608	-11.78%	98.90%	24.05%	-13.72%
Days in MLS - Average	32	69	88	82	113	-53.62%	-21.59%	7.32%	-27.43%
Days in MLS - Median	9	41	51	55	98	-78.05%	-19.61%	-7.27%	-43.88%
Close Price/List Price	101.89%	97.78%	95.88%	96.34%	95.68%	4.20%	1.98%	-0.48%	0.69%
PSF Total	\$ 345	\$ 328	\$ 329	\$ 287	\$ 276	5.18%	-0.30%	14.63%	3.99%
<b>Attached</b>									
New Listings	42	43	43	26	26	-2.33%	0.00%	65.38%	0.00%
Pending	37	33	18	18	20	12.12%	83.33%	0.00%	-10.00%
Closed	25	29	14	10	12	-13.79%	107.14%	40.00%	-16.67%
Sales Volume	\$ 39,957,340	\$ 36,169,870	\$ 21,510,308	\$ 25,380,000	\$ 18,240,659	10.47%	68.15%	-15.25%	39.14%
Days in MLS - Average	97	65	72	87	83	49.23%	-9.72%	-17.24%	4.82%
Days in MLS - Median	3	8	69	95	13	-62.50%	-88.41%	-27.37%	630.77%
Close Price/List Price	101.99%	97.60%	96.82%	97.18%	98.24%	4.50%	0.81%	-0.37%	-1.08%
PSF Total	\$ 645	\$ 500	\$ 648	\$ 638	\$ 513	29.00%	-22.84%	1.57%	24.37%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	470	266	324	76.69%	45.06%
Pending	477	350	371	36.29%	28.57%
Closed	340	573	228	-40.66%	49.12%
Sales Volume	\$ 287,094,555	\$ 486,282,966	\$ 195,688,682	-40.96%	46.71%
Days in MLS - Average	21	22	39	-4.55%	-46.15%
Days in MLS - Median	5	7	14	-28.57%	-64.29%
Close Price/List Price	101.95%	101.39%	99.51%	0.55%	2.45%
PSF Total	\$ 298	\$ 282	\$ 261	5.67%	14.18%
<b>Detached</b>					
New Listings	405	217	248	86.64%	63.31%
Pending	417	294	297	41.84%	40.40%
Closed	284	519	186	-45.28%	52.69%
Sales Volume	\$ 240,181,064	\$ 441,062,695	\$ 159,327,637	-45.54%	50.75%
Days in MLS - Average	18	22	33	-18.18%	-45.45%
Days in MLS - Median	5	7	14	-28.57%	-64.29%
Close Price/List Price	102.33%	101.45%	99.76%	0.87%	2.58%
PSF Total	\$ 268	\$ 269	\$ 241	-0.37%	11.20%
<b>Attached</b>					
New Listings	65	49	76	32.65%	-14.47%
Pending	60	56	74	7.14%	-18.92%
Closed	56	54	42	3.70%	33.33%
Sales Volume	\$ 46,913,491	\$ 45,220,271	\$ 36,361,045	3.74%	29.02%
Days in MLS - Average	38	24	68	58.33%	-44.12%
Days in MLS - Median	10	7	26	42.86%	-61.54%
Close Price/List Price	100.04%	100.87%	98.41%	-0.82%	1.66%
PSF Total	\$ 448	\$ 401	\$ 351	11.72%	27.64%

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

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

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
<b>Residential (Detached + Attached)</b>									
New Listings	470	324	344	297	251	45.06%	-5.81%	15.82%	18.33%
Pending	477	371	252	197	191	28.57%	47.22%	27.92%	3.14%
Closed	340	228	170	141	142	49.12%	34.12%	20.57%	-0.70%
Sales Volume	\$ 287,094,555	\$ 195,688,682	\$ 142,943,310	\$ 119,557,966	\$ 120,581,582	46.71%	36.90%	19.56%	-0.85%
Days in MLS - Average	21	39	68	66	72	-46.15%	-42.65%	3.03%	-8.33%
Days in MLS - Median	5	14	48	42	56	-64.29%	-70.83%	14.29%	-25.00%
Close Price/List Price	101.95%	99.51%	98.18%	98.47%	98.40%	2.45%	1.35%	-0.29%	0.07%
PSF Total	\$ 298	\$ 261	\$ 240	\$ 245	\$ 252	14.18%	8.75%	-2.04%	-2.78%
<b>Detached</b>									
New Listings	405	248	275	230	204	63.31%	-9.82%	19.57%	12.75%
Pending	417	297	201	154	153	40.40%	47.76%	30.52%	0.65%
Closed	284	186	144	112	109	52.69%	29.17%	28.57%	2.75%
Sales Volume	\$ 240,181,064	\$ 159,327,637	\$ 121,327,281	\$ 95,082,529	\$ 92,610,205	50.75%	31.32%	27.60%	2.67%
Days in MLS - Average	18	33	71	62	70	-45.45%	-53.52%	14.52%	-11.43%
Days in MLS - Median	5	14	52	35	54	-64.29%	-73.08%	48.57%	-35.19%
Close Price/List Price	102.33%	99.76%	98.08%	98.51%	98.18%	2.58%	1.71%	-0.44%	0.34%
PSF Total	\$ 268	\$ 241	\$ 222	\$ 222	\$ 223	11.20%	8.56%	0.00%	-0.45%
<b>Attached</b>									
New Listings	65	76	69	67	47	-14.47%	10.14%	2.99%	42.55%
Pending	60	74	51	43	38	-18.92%	45.10%	18.60%	13.16%
Closed	56	42	26	29	33	33.33%	61.54%	-10.34%	-12.12%
Sales Volume	\$ 46,913,491	\$ 36,361,045	\$ 21,616,029	\$ 24,475,437	\$ 27,971,377	29.02%	68.21%	-11.68%	-12.50%
Days in MLS - Average	38	68	54	83	79	-44.12%	25.93%	-34.94%	5.06%
Days in MLS - Median	10	26	27	50	60	-61.54%	-3.70%	-46.00%	-16.67%
Close Price/List Price	100.04%	98.41%	98.77%	98.31%	99.12%	1.66%	-0.36%	0.47%	-0.82%
PSF Total	\$ 448	\$ 351	\$ 339	\$ 336	\$ 344	27.64%	3.54%	0.89%	-2.33%

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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,372	1,021	1,135	34.38%	20.88%
Pending	1,567	1,237	1,164	26.68%	34.62%
Closed	1,159	1,887	892	-38.58%	29.93%
Sales Volume	\$ 697,005,503	\$ 1,136,850,477	\$ 532,646,926	-38.69%	30.86%
Days in MLS - Average	21	17	25	23.53%	-16.00%
Days in MLS - Median	5	5	5	0.00%	0.00%
Close Price/List Price	102.16%	101.88%	101.14%	0.27%	1.01%
PSF Total	\$ 270	\$ 262	\$ 236	3.05%	14.41%
<b>Detached</b>					
New Listings	1,155	875	950	32.00%	21.58%
Pending	1,293	1,047	945	23.50%	36.83%
Closed	976	1,638	735	-40.42%	32.79%
Sales Volume	\$ 590,057,307	\$ 989,746,713	\$ 437,802,767	-40.38%	34.78%
Days in MLS - Average	19	16	19	18.75%	0.00%
Days in MLS - Median	6	5	5	20.00%	20.00%
Close Price/List Price	102.28%	102.00%	101.32%	0.27%	0.95%
PSF Total	\$ 255	\$ 250	\$ 216	2.00%	18.06%
<b>Attached</b>					
New Listings	217	146	185	48.63%	17.30%
Pending	274	190	219	44.21%	25.11%
Closed	183	249	157	-26.51%	16.56%
Sales Volume	\$ 106,948,196	\$ 147,103,764	\$ 94,844,159	-27.30%	12.76%
Days in MLS - Average	28	18	53	55.56%	-47.17%
Days in MLS - Median	5	5	22	0.00%	-77.27%
Close Price/List Price	101.53%	101.10%	100.28%	0.43%	1.25%
PSF Total	\$ 352	\$ 342	\$ 332	2.92%	6.02%

## DMAR MARKET TRENDS | FEBRUARY 2022

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

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

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
<b>Residential (Detached + Attached)</b>									
New Listings	1,372	1,135	1,225	1,136	897	20.88%	-7.35%	7.83%	26.64%
Pending	1,567	1,164	1,114	848	798	34.62%	4.49%	31.37%	6.27%
Closed	1,159	892	798	562	576	29.93%	11.78%	41.99%	-2.43%
Sales Volume	\$ 697,005,503	\$ 532,646,926	\$ 474,915,270	\$ 333,080,412	\$ 339,921,967	30.86%	12.16%	42.58%	-2.01%
Days in MLS - Average	21	25	57	55	52	-16.00%	-56.14%	3.64%	5.77%
Days in MLS - Median	5	5	38	41	26	0.00%	-86.84%	-7.32%	57.69%
Close Price/List Price	102.16%	101.14%	98.63%	98.46%	99.08%	1.01%	2.54%	0.17%	-0.63%
PSF Total	\$ 270	\$ 236	\$ 214	\$ 201	\$ 212	14.41%	10.28%	6.47%	-5.19%
<b>Detached</b>									
New Listings	1,155	950	1,024	950	742	21.58%	-7.23%	7.79%	28.03%
Pending	1,293	945	930	734	676	36.83%	1.61%	26.70%	8.58%
Closed	976	735	690	493	462	32.79%	6.52%	39.96%	6.71%
Sales Volume	\$ 590,057,307	\$ 437,802,767	\$ 410,504,476	\$ 292,084,880	\$ 272,271,176	34.78%	6.65%	40.54%	7.28%
Days in MLS - Average	19	19	56	55	51	0.00%	-66.07%	1.82%	7.84%
Days in MLS - Median	6	5	38	41	27	20.00%	-86.84%	-7.32%	51.85%
Close Price/List Price	102.28%	101.32%	98.60%	98.50%	98.98%	0.95%	2.76%	0.10%	-0.48%
PSF Total	\$ 255	\$ 216	\$ 193	\$ 186	\$ 184	18.06%	11.92%	3.76%	1.09%
<b>Attached</b>									
New Listings	217	185	201	186	155	17.30%	-7.96%	8.06%	120.00%
Pending	274	219	184	114	122	25.11%	19.02%	61.40%	-6.56%
Closed	183	157	108	69	114	16.56%	45.37%	56.52%	-39.47%
Sales Volume	\$ 106,948,196	\$ 94,844,159	\$ 64,410,794	\$ 40,995,532	\$ 67,650,791	12.76%	47.25%	57.12%	-39.40%
Days in MLS - Average	28	53	63	57	55	-47.17%	-15.87%	10.53%	3.64%
Days in MLS - Median	5	22	44	44	24	-77.27%	-50.00%	0.00%	83.33%
Close Price/List Price	101.53%	100.28%	98.82%	98.19%	99.48%	1.25%	1.48%	0.64%	-1.30%
PSF Total	\$ 352	\$ 332	\$ 348	\$ 308	\$ 333	6.02%	-4.60%	12.99%	-7.51%



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

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

	Jan, '22	Prior Month	Last Year	Prior Month	Last Year
<b>Residential (Detached + Attached)</b>					
New Listings	1,021	955	1,893	6.91%	-46.06%
Pending	1,155	1,097	1,880	5.29%	-38.56%
Closed	905	1,532	1,427	-40.93%	-36.58%
Sales Volume	\$ 373,158,297	\$ 629,757,341	\$ 575,549,516	-40.75%	-35.16%
Days in MLS - Average	14	13	18	7.69%	-22.22%
Days in MLS - Median	4	5	5	-20.00%	-20.00%
Close Price/List Price	102.48%	101.74%	101.26%	0.73%	1.20%
PSF Total	\$ 304	\$ 298	\$ 247	2.01%	23.08%
<b>Detached</b>					
New Listings	515	526	1,272	-2.09%	-59.51%
Pending	575	574	1,223	0.17%	-52.98%
Closed	432	818	957	-47.19%	-54.86%
Sales Volume	\$ 187,603,348	\$ 354,340,537	\$ 397,888,880	-47.06%	-52.85%
Days in MLS - Average	13	13	13	0.00%	0.00%
Days in MLS - Median	5	5	4	0.00%	25.00%
Close Price/List Price	102.14%	101.85%	101.80%	0.28%	0.33%
PSF Total	\$ 306	\$ 293	\$ 237	4.44%	29.11%
<b>Attached</b>					
New Listings	506	429	621	17.95%	-18.52%
Pending	580	523	657	10.90%	-11.72%
Closed	473	714	470	-33.75%	0.64%
Sales Volume	\$ 185,554,949	\$ 275,416,804	\$ 177,660,636	-32.63%	4.44%
Days in MLS - Average	15	13	28	15.38%	-46.43%
Days in MLS - Median	4	5	9	-20.00%	-55.56%
Close Price/List Price	102.79%	101.61%	100.17%	1.16%	2.62%
PSF Total	\$ 303	\$ 303	\$ 265	0.00%	14.34%

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

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

	YTD 2022	YTD 2021	YTD 2020	YTD 2019	YTD 2018	'22 vs '21	'21 vs '20	'20 vs '19	'19 vs '18
<b>Residential (Detached + Attached)</b>									
New Listings	1,021	1,893	2,197	2,296	1,985	-46.06%	-13.84%	-4.31%	15.67%
Pending	1,155	1,880	2,155	2,015	1,888	-38.56%	-12.76%	6.95%	6.73%
Closed	905	1,427	1,633	1,558	1,511	-36.58%	-12.61%	4.81%	3.11%
Sales Volume	\$ 373,158,297	\$ 575,549,516	\$ 648,210,598	\$ 606,867,686	\$ 584,799,173	-35.16%	-11.21%	6.81%	3.77%
Days in MLS - Average	14	18	37	38	27	-22.22%	-51.35%	-2.63%	40.74%
Days in MLS - Median	4	5	20	26	10	-20.00%	-75.00%	-23.08%	160.00%
Close Price/List Price	102.48%	101.26%	99.27%	98.96%	99.67%	1.20%	2.00%	0.31%	-0.71%
PSF Total	\$ 304	\$ 247	\$ 215	\$ 201	\$ 195	23.08%	14.88%	6.97%	3.08%
<b>Detached</b>									
New Listings	515	1,272	1,529	1,723	1,555	-59.51%	-16.81%	-11.26%	10.80%
Pending	575	1,223	1,595	1,586	1,491	-52.98%	-23.32%	0.57%	6.37%
Closed	432	957	1,232	1,259	1,250	-54.86%	-22.32%	-2.14%	0.72%
Sales Volume	\$ 187,603,348	\$ 397,888,880	\$ 497,388,722	\$ 495,588,424	\$ 487,127,119	-52.85%	-20.00%	0.36%	1.74%
Days in MLS - Average	13	13	35	38	26	0.00%	-62.86%	-7.89%	46.15%
Days in MLS - Median	5	4	18	26	9	25.00%	-77.78%	-30.77%	188.89%
Close Price/List Price	102.14%	101.80%	99.34%	98.89%	99.70%	0.33%	2.48%	0.46%	-0.81%
PSF Total	\$ 306	\$ 237	\$ 200	\$ 188	\$ 182	29.11%	18.50%	6.38%	3.30%
<b>Attached</b>									
New Listings	506	621	668	573	430	-18.52%	-7.04%	16.58%	33.26%
Pending	580	657	560	429	397	-11.72%	17.32%	30.54%	8.06%
Closed	473	470	401	299	261	0.64%	17.21%	34.11%	14.56%
Sales Volume	\$ 185,554,949	\$ 177,660,636	\$ 150,821,876	\$ 111,279,262	\$ 97,672,054	4.44%	17.80%	35.53%	13.93%
Days in MLS - Average	15	28	44	40	30	-46.43%	-36.36%	10.00%	33.33%
Days in MLS - Median	4	9	30	22	14	-55.56%	-70.00%	36.36%	57.14%
Close Price/List Price	102.79%	100.17%	99.06%	99.22%	99.52%	2.62%	1.12%	-0.16%	-0.30%
PSF Total	\$ 303	\$ 265	\$ 260	\$ 253	\$ 255	14.34%	1.92%	2.77%	-0.78%

# GLOSSARY

**Active Listings:** The number of properties available for sale at the end of the reported period. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.

**New Listings:** The number of properties which became available during the reported period.

**Pending:** The number of listings that were changed status from Active to Pending at the end of the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes to Pending, out of Pending, then back to Pending all in one reported period, the listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a “leading indicator” of buyer demand.

**Days in MLS:** A measure of how long it takes a given property to sell.

**Closed Listings:** A measure of home sales that sold and closed during the reported period.

**Average Close Price:** A sum of all home sales prices divided by the total number of sales. Not considered the most accurate gauge since data from the high-end can easily skew the results.

**Median Close Price:** A measure of home values in a market area where 50 percent of activity was higher and 50 percent was lower than this price point. This method is preferred because it's more insulated from outlying activity occurring at either tail end of the market.

**Months Supply of Inventory (MOI):** A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale currently, given current levels of home sales. A balanced market ranges from four to six months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

**Residential (RES):** Represents the overall housing market which includes activity of detached single-family homes as well as attached homes.

**Detached Homes:** Activity of Detached Single-Family Homes.

**Attached Homes:** Activity of Attached Condos & Townhomes.

**Classic Market:** Properties priced between \$300,000 and \$499,999.

**Premier Market:** Properties priced between \$500,000 and \$749,999.

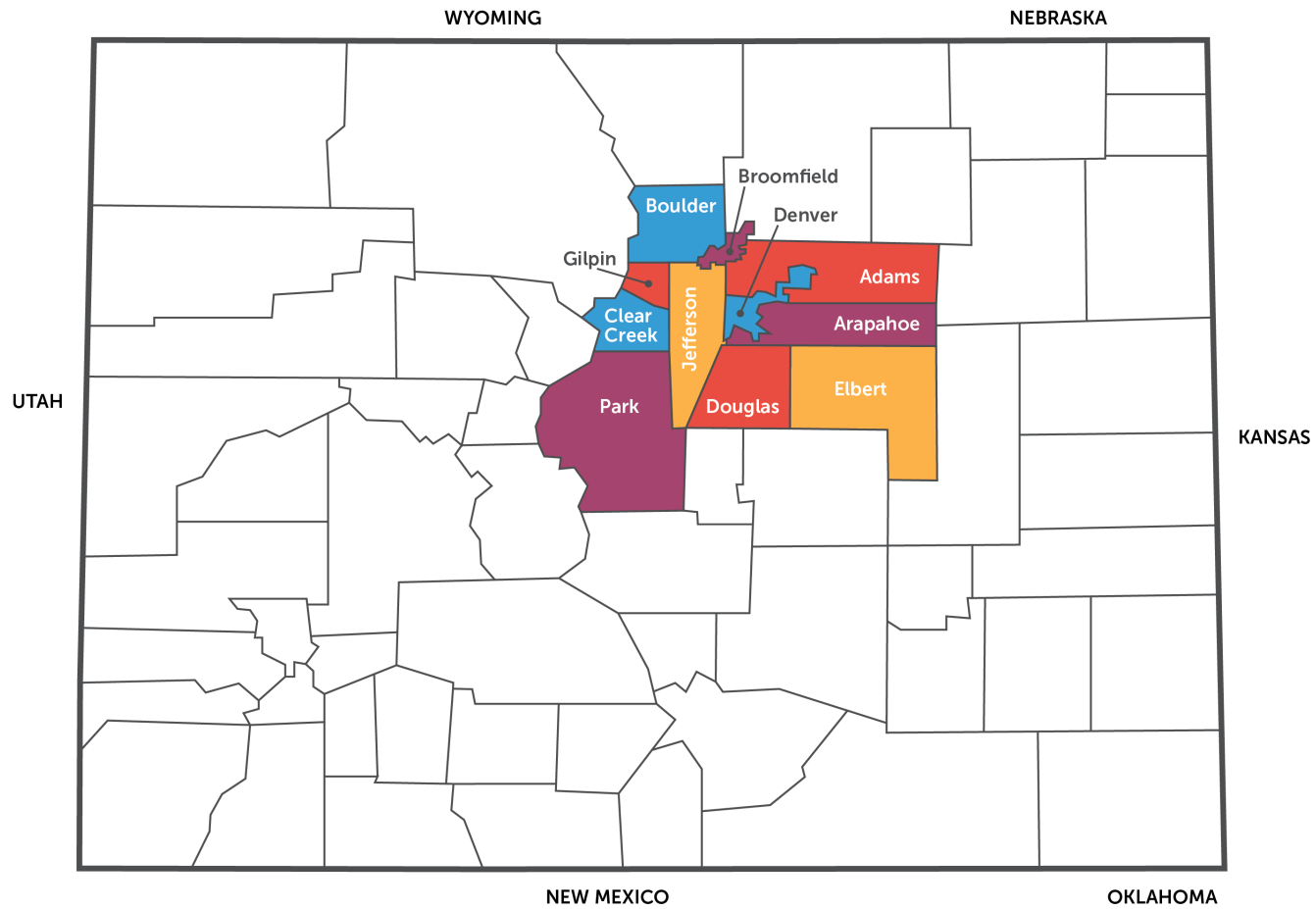
**Signature Market:** Properties priced between \$750,000 and \$999,999.

**Luxury Market:** Properties priced at \$1,000,000+ (\$1M+).

**REcolorado:** The source of our MLS listings data.

[\*\*CLICK HERE TO VISIT DMAR'S GLOSSARY - THE A TO Z OF REAL ESTATE\*\*](#)

# 11 COUNTY MAP



# ABOUT

## MARKET TRENDS COMMITTEE

The DMAR Market Trends Committee, part of the Denver Metro Association of Realtors®, *The Voice of Real Estate® in the Denver Metro Area*, provides timely, consistent and relevant monthly summaries of valuable local real estate market statistical data for both its members and the general public. Statistics from the “Denver Metro Real Estate Market Trends Report” provide data for the following counties: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park.

DMAR’s Market Trends Committee Members:

- Andrew Abrams, BSW Real Estate
- Steve Danyliw, Danyliw & Associates
- Erick Ibarra, BSW Real Estate
- Libby Levinson-Katz, Kentwood Real Estate
- William Maline, HomeSmart Realty Group
- Brigitte Modglin, Kentwood City Properties
- Jessica Reinhardt, RE/MAX Alliance
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**Data Source:** REcolorado, the state’s largest network of real estate professionals, serves as the primary source of MLS data for the Market Trends Committee. REcolorado.com provides the most accurate and up-to-date property information for Realtors®, real estate professionals and consumers.

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## DENVER METRO ASSOCIATION OF REALTORS®

The Denver Metro Association of Realtors®, *The Voice of Real Estate® in the Denver Metro Area*, is a membership-based organization comprised of over 8,000 real estate professionals in the Denver Metropolitan area. The Association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. For more information, visit [www.dmarealtors.com](http://www.dmarealtors.com) or call 303-756-0553.

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All data presented in this report was provided by REcolorado. The data was pulled at 8:00 AM (mountain time) on the first day of the month for the preceding month(s).