

METRO DENVER MARKET REVIEW

January 17th - January 23rd, 2023

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ACCOUNT EXECUTIVE

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The Weekly Highlight Reel

- The metro Denver real estate market continues to gain steam as due to a shift in the relationship between supply and demand. The market is pulling into the station early.
- Our average daily active count was flat, slightly down by -0.8% with 4,615 total listings for sale, 810 of which were new listings. New listings increased week over week by 15.2% and compared to one year ago new listings are up 15.4%. Pending transactions increased week over week by 20.7% with 888 listings going under contract. The rate at which listings are going under contract is out pacing the rate of new listings entering the market.
- The Odds of Selling increased this last weekend by 4.2% to 53.0% when listing last week for the next 30 days. Overall, January's average Odds of Selling from 2013-2019 and 2023 was 56.0%. We are trending historically at a slightly lower odds of selling but picking up quickly.
- Based on demand from last week to put our market into balance with a 6 month supply of inventory we would need to have 23,177 total listings available for sale which puts us at 19.9% of balance.
- 12,649 Showings were set last week which was up 14.5%, averaging 2.7 shows per property, on average it took 14 showings to go under contract in a median of 21 days. Median days in MLS has dropped -58% since New Year's Day which was just 3 weeks ago.
- The rate of price reductions decreased week over week to 36.8% of units going under contract reduced their price. Price reduction size was the slightly smaller this week at -5.1% off the original price.



Please Note

The contents of this report only reflect both attached and detached residential units (ASF+DSF) homes in the 7 Metro Denver Counties: Adams, Arapahoe, Broomfield, Denver, Douglas, Elbert and Jefferson.

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All Prices

100%

All homes in the 7 Metro Counties

All Prices

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle													
All Prices	Target Listing Month	November	December	January-February	March	April	May	June	Early July	Late July	August	September	October
	Target Closing Month	January	February	March	April	May	June	July	August	September	October	November	December
	Active Count	4,580	4,500	4,704	5,186	5,852	6,460	6,777	6,787	6,812	6,163	5,129	4,108
	Pending Count	2,539	2,842	3,573	3,882	4,089	3,932	3,664	3,578	3,154	3,193	2,593	1,979
	Closed Count	1,986	2,174	3,018	3,296	3,876	4,096	3,911	3,754	3,304	3,222	2,795	2,869
	Expired Count	609	476	504	457	477	576	594	714	732	815	696	1,149
	Odds of Selling	47.9%	51.3%	56.5%	56.5%	56.2%	53.6%	50.9%	49.7%	46.4%	48.2%	48.3%	48.5%
	% of Close/List	99.3%	99.7%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	99.8%	99.7%	99.6%	99.4%
	Avg DOM	45	43	36	29	25	22	23	25	28	31	34	39
	Med DOM	22	17	10	7	7	7	8	10	12	14	17	20
	% U/C 7 Days or Less	32.3%	41.9%	49.7%	55.4%	56.7%	54.4%	50.0%	44.5%	40.6%	37.4%	34.8%	32.5%
	Months of Inventory	2.32	2.1	1.6	1.6	1.5	1.6	1.7	1.8	2.1	1.9	1.9	1.4
	% of Reduced Listings	33.2%	26.9%	22.1%	18.9%	18.4%	19.5%	22.8%	27.4%	31.1%	33.3%	36.4%	37.7%
	Average Price Reduction	-5.6%	-5.5%	-5.4%	-5.1%	-4.9%	-4.7%	-4.8%	-5.0%	-5.1%	-5.3%	-5.3%	-5.3%
	% Change Avg Sold Price MOM	-0.9%	3.1%	2.2%	4.9%	0.7%	-0.7%	-0.7%	-3.0%	-0.1%	-0.1%	0.0%	-0.8%
	% Change Med Sold Price MOM	-0.7%	3.3%	3.4%	2.8%	1.3%	0.4%	-0.8%	-1.9%	-1.2%	0.4%	-0.9%	0.6%
	% Distressed Sales	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%

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Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.





Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.



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Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- All Prices																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2020																						
January	01/01/2020	53.6%	4,579	735	189	144	96	909	475	1.2	23,725	19.3%	145	15,429	3.4	17.0	29	38.9%	3.8%	57.3%	-\$24,969	-4.7%
	01/07/2020	61.3%	4,322	947	197	146	84	1,171	631	0.8	30,563	14.1%	161	19,801	4.6	16.9	16	31.2%	2.1%	66.7%	-\$25,389	-4.5%
	01/14/2020	62.0%	4,187	1,020	208	151	76	1,136	684	0.8	29,650	14.1%	145	21,285	5.1	18.7	12	29.5%	4.2%	66.4%	-\$29,118	-4.6%
	01/21/2020	63.0%	4,029	1,017	198	126	88	1,159	632	0.8	30,250	13.3%	151	21,570	5.4	18.6	8	26.2%	4.4%	69.3%	-\$19,306	-3.8%
	01/28/2020	62.6%	3,814	1,084	215	286	100	1,128	822	0.8	29,441	13.0%	138	19,376	5.1	17.2	7	25.4%	4.5%	70.1%	-\$25,423	-3.7%
February	02/04/2020	64.8%	3,805	1,149	221	140	68	1,171	693	0.7	30,563	12.4%	137	20,661	5.4	17.6	6	21.5%	4.2%	74.3%	-\$27,655	-3.8%
	02/11/2020	66.4%	3,704	1,039	237	133	76	1,168	781	0.7	30,485	12.2%	147	21,733	5.9	18.6	7	22.1%	5.1%	72.8%	-\$27,805	-4.1%
	02/18/2020	68.1%	3,725	1,215	235	107	102	1,220	839	0.7	31,842	11.7%	136	22,598	6.1	18.5	6	19.1%	4.6%	76.3%	-\$23,112	-3.9%
	02/25/2020	69.5%	3,668	1,325	242	256	80	1,288	1,212	0.7	33,617	10.9%	134	23,991	6.5	18.6	5	17.4%	4.5%	78.1%	-\$25,054	-4.0%
	03/03/2020	66.0%	4,587	1,557	255	147	108	1,481	849	0.7	38,654	11.9%	132	28,214	6.2	19.1	5	14.5%	4.4%	81.1%	-\$20,436	-3.6%
March	03/10/2020	63.0%	4,945	1,551	370	137	164	1,262	908	0.9	32,938	15.0%	102	23,854	4.8	18.9	5	14.5%	5.4%	80.1%	-\$24,810	-3.8%
	03/17/2020	59.0%	5,439	1,534	480	145	306	1,069	938	1.2	27,901	19.5%	78	13,994	2.6	13.1	4	13.6%	3.1%	83.3%	-\$23,789	-4.4%
	03/24/2020	56.7%	5,458	1,267	342	296	325	969	1,062	1.3	25,291	21.6%	86	9,606	1.8	9.9	5	14.3%	5.3%	80.5%	-\$27,325	-4.3%
	03/31/2020	52.7%	5,453	1,226	328	151	259	860	707	1.5	22,446	24.3%	77	9,353	1.7	10.9	7	18.4%	4.2%	77.4%	-\$20,770	-3.7%
	04/07/2020	49.9%	5,521	778	229	175	350	721	717	1.8	18,818	29.3%	93	2,120	0.4	2.9	10	24.4%	4.8%	70.8%	-\$24,389	-4.4%
April	04/14/2020	53.1%	5,454	683	292	126	191	775	787	1.6	20,228	27.0%	106	1,359	0.2	1.8	13	25.1%	3.1%	71.8%	-\$21,342	-4.1%
	04/21/2020	51.8%	5,465	1,037	414	123	168	768	712	1.6	20,045	27.3%	70	7,313	1.3	9.5	14	22.7%	6.0%	71.3%	-\$22,378	-4.1%
	04/28/2020	56.7%	6,150	1,413	370	280	185	1,366	850	1.0	35,653	17.2%	116	16,593	2.7	12.1	8	19.9%	4.3%	75.8%	-\$22,470	-3.9%
	05/05/2020	57.2%	6,228	1,580	382	141	126	1,542	558	0.9	40,246	15.5%	122	20,556	3.3	13.3	9	22.3%	3.9%	73.8%	-\$22,313	-3.8%
	05/12/2020	60.9%	6,350	1,587	436	119	181	1,783	674	0.8	46,536	13.6%	139	25,082	3.9	14.1	9	24.5%	4.0%	71.6%	-\$22,575	-3.8%
May	05/19/2020	57.9%	6,472	1,426	314	117	123	1,619	592	0.9	42,256	15.3%	144	18,875	2.9	11.7	9	26.8%	3.5%	69.7%	-\$21,088	-3.7%
	05/26/2020	61.9%	6,249	1,584	361	273	171	1,726	1,051	0.8	45,049	13.9%	140	26,918	4.3	15.6	8	25.5%	3.4%	71.1%	-\$21,782	-3.7%
	06/02/2020	62.2%	6,271	1,586	345	162	153	1,743	898	0.8	45,492	13.8%	142	21,697	3.5	12.4	7	26.7%	3.5%	71.1%	-\$21,791	-3.8%
	06/09/2020	66.6%	6,222	1,647	339	135	201	1,892	1,229	0.8	49,381	12.6%	152	23,407	3.8	12.4	8	27.1%	3.2%	69.8%	-\$23,092	-3.9%
	06/16/2020	66.2%	6,037	1,567	320	120	154	1,794	1,163	0.8	46,823	12.9%	152	21,706	3.6	12.1	7	28.1%	4.4%	67.5%	-\$26,558	-4.3%
June	06/23/2020	69.7%	5,905	1,604	382	252	180	1,878	1,825	0.7	49,016	12.0%	152	22,961	3.9	12.2	7	25.7%	3.0%	71.3%	-\$23,531	-4.0%
	06/30/2020	61.9%	5,814	1,612	287	131	169	1,401	986	1.0	36,566	15.9%	144	16,226	3.8	11.6	9	27.2%	2.9%	70.0%	-\$22,306	-3.8%
	07/07/2020	67.7%	5,722	1,244	275	149	194	1,776	1,287	0.7	46,354	12.3%	141	29,881	5.2	16.8	6	24.5%	3.2%	72.3%	-\$30,582	-4.5%
	07/14/2020	69.1%	5,735	1,587	358	128	183	1,772	1,459	0.7	46,249	12.4%	146	29,034	5.1	16.4	6	24.0%	3.6%	72.4%	-\$30,927	-4.6%
	07/21/2020	67.9%	5,608	1,488	353	142	179	1,705	1,317	0.8	44,501	12.6%	148	27,110	4.8	15.9	7	25.0%	4.0%	71.0%	-\$23,065	-4.0%
July	07/28/2020	67.7%	5,434	1,447	353	282	201	1,616	1,592	0.8	42,178	12.9%	143	26,649	4.9	16.5	6	26.3%	3.2%	70.5%	-\$26,574	-4.1%
	08/04/2020	66.5%	5,391	1,580	346	171	180	1,703	1,094	0.7	44,448	12.1%	142	26,562	4.9	15.6	6	23.9%	4.1%	72.0%	-\$24,959	-4.3%
	08/11/2020	68.1%	5,315	1,476	321	181	174	1,695	1,302	0.7	44,240	12.0%	152	27,307	5.1	16.1	7	25.6%	3.5%	70.9%	-\$30,253	-4.5%
	08/18/2020	68.7%	5,211	1,535	365	131	147	1,713	1,200	0.7	44,709	11.7%	146	25,735	4.9	15.0	6	24.3%	3.3%	72.4%	-\$29,103	-4.5%
	08/25/2020	68.3%	5,129	1,439	342	361	175	1,703	1,617	0.7	44,448	11.5%	155	26,533	5.2	15.6	6.5	23.5%	4.2%	72.3%	-\$23,707	-4.0%
August	09/01/2020	65.9%	4,982	1,360	313	122	140	1,489	964	0.8	38,863	12.8%	142	22,738	4.6	15.3	6	24.7%	3.6%	71.7%	-\$27,908	-4.3%
	09/08/2020	68.6%	4,834	1,515	360	149	158	1,560	1,192	0.7	40,716	11.9%	134	26,188	5.4	16.8	6	23.5%	4.3%	72.2%	-\$26,207	-4.1%
	09/15/2020	67.0%	4,787	1,391	342	152	145	1,488	1,060	0.7	38,837	12.3%	138	26,087	5.5	17.5	6	22.9%	4.9%	72.2%	-\$28,707	-4.4%
	09/22/2020	68.2%	4,739	1,329	330	139	157	1,493	1,139	0.7	38,967	12.2%	145	26,167	5.5	17.5	7	23.8%	4.4%	71.9%	-\$28,525	-4.2%
	09/29/2020	68.9%	4,712	1,450	287	287	180	1,570	1,463	0.7	40,977	11.5%	146	24,923	5.3	15.9	6	25.6%	5.6%	68.8%	-\$27,921	-4.5%
September	10/06/2020	66.7%	4,685	1,335	302	126	151	1,447	964	0.7	37,767	12.4%	142	24,832	5.3	17.2	6	24.4%	4.0%	71.6%	-\$25,137	-4.0%
	10/13/2020	69.6%	4,478	1,285	288	141	240	1,437	1,244	0.7	37,506	11.9%	147	24,153	5.4	16.8	6	23.9%	4.1%	72.0%	-\$27,401	-4.0%
	10/20/2020	69.8%	4,270	1,188	300	136	144	1,444	1,155	0.7	37,688	11.3%	157	21,682	5.1	15.0	6	23.3%	6.2%	70.5%	-\$28,648	-4.5%
	10/27/2020	69.1%	4,333	1,045	292	115	253	1,286	1,508	0.8	33,565	12.9%	153	19,102	4.4	14.9	6	20.5%	4.5%	75.0%	-\$27,502	-4.3%
	11/03/2020	69.6%	4,042	1,090	303	112	135	1,288	1,093	0.7	33,617	12.0%	149	19,788	4.9	15.4	6	22.4%	4.8%	72.8%	-\$29,836	-4.5%
October	11/10/2020	69.8%	3,941	1,045	279	121	154	1,301	1,073	0.7	33,956	11.6%	159	20,455	5.2	15.7	7	23.2%	5.8%	70.9%	-\$30,497	-4.3%
	11/17/2020	72.5%	3,806	947	241	129	154	1,237	1,408	0.7	32,286	11.8%	168	15,546	4.1	12.6	6	21.8%	5.6%	72.5%	-\$22,980	-4.2%
	11/24/2020	63.5%	3,489	515	145	127	115	810	978	1.0	21,141	16.5%	187	11,830	3.4	14.6	10	28.7%	5.1%	66.2%	-\$30,696	-4.7%
	12/01/2020	73.1%	3,172	353	239	94	106	1,191	1,049	0.6	31,085	10.2%	331	19,666	6.2	16.5	6	21.7%	5.8%	72.5%	-\$30,982	-4.7%
	12/08/2020	71.6%	3,061	737	183	106	111	1,010	1,032	0.7	26,361	11.6%	178	16,301	5.3	16.1	6	21.9%	4.6%	73.5%	-\$26,344	-4.5%
November">																						

Geater Metro Denver Attached and Detached Residential Strategy Sheet by Week- All Prices																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2021																						
January	12/30/2020-01/05/2021	60.3%	2,206	462	154	569	62	742	893	0.7	19,366	11.4%	195	12,770	5.8	17.2	8	19.8%	8.4%	71.9%	-\$29,836	-4.6%
	01/06/2021-01/12/2021	76.5%	2,158	972	190	74	77	1,153	701	0.4	30,093	7.2%	169	24,463	11.3	21.2	5	14.6%	7.9%	77.5%	-\$27,244	-4.6%
	01/13/2021-01/19/2021	74.5%	2,391	1,002	164	83	58	1,189	663	0.5	31,033	7.7%	172	25,975	10.9	21.8	4	14.4%	7.6%	78.1%	-\$40,450	-5.6%
	01/20/2021-01/26/2021	77.1%	1,998	1,034	178	91	82	1,195	655	0.4	31,190	6.4%	169	27,263	13.6	22.8	4	12.0%	7.1%	80.9%	-\$37,964	-5.7%
	01/27/2021-02/02/2021	76.9%	2,154	1,155	194	141	92	1,279	835	0.4	33,382	6.5%	162	27,926	13.0	21.8	5	11.6%	7.6%	80.8%	-\$31,594	-4.6%
February	02/03/2021-02/09/2021	80.4%	1,962	1,135	186	69	76	1,357	772	0.3	35,418	5.5%	178	30,412	15.5	22.4	4	10.4%	6.2%	83.3%	-\$36,573	-5.2%
	02/10/2021-02/16/2021	81.8%	1,878	1,086	179	57	102	1,275	921	0.3	33,278	5.6%	174	28,410	15.1	22.3	4	9.4%	6.0%	84.6%	-\$32,572	-4.9%
	02/17/2021-02/23/2021	81.7%	1,794	1,071	194	80	81	1,252	943	0.3	32,677	5.5%	171	30,315	16.9	24.2	4	9.3%	5.4%	85.3%	-\$33,822	-4.8%
	02/24/2021-03/02/2021	82.8%	1,710	1,164	170	129	64	1,223	1,296	0.3	31,920	5.4%	159	30,416	17.8	24.9	4	7.6%	7.5%	84.9%	-\$31,601	-4.6%
	03/03/2021-03/09/2021	83.0%	1,751	1,161	141	56	67	1,371	864	0.3	35,783	4.9%	183	34,471	19.7	25.1	4	6.2%	4.6%	89.3%	-\$37,134	-4.2%
March	03/10/2021-03/16/2021	80.3%	1,782	860	141	106	75	1,067	1,038	0.4	27,849	6.4%	183	18,721	10.5	17.5	4	9.6%	6.4%	84.0%	-\$32,482	-5.3%
	03/17/2021-03/23/2021	84.7%	1,813	1,373	197	53	74	1,529	1,063	0.3	39,907	4.5%	170	37,744	20.8	24.7	4	6.7%	4.6%	88.7%	-\$22,373	-3.5%
	03/24/2021-03/30/2021	79.7%	1,844	1,300	156	223	101	1,438	1,098	0.3	37,532	4.9%	172	34,929	18.9	24.3	4	6.6%	4.4%	89.0%	-\$27,255	-4.1%
	03/31/2021-04/06/2021	81.7%	1,834	1,238	160	143	56	1,313	1,209	0.3	34,269	5.4%	163	28,362	15.5	21.6	4	7.5%	4.8%	87.6%	-\$34,074	-4.6%
	04/07/2021-04/13/2021	82.1%	2,149	1,553	213	93	93	1,634	1,053	0.3	42,647	5.0%	161	40,101	19	25	4	5.3%	3.3%	91.3%	-\$28,147	-3.9%
April	04/14/2021-04/20/2021	85.3%	1,708	1,398	189	61	93	1,556	1,083	0.3	40,612	4.2%	172	28,430	16.6	18.3	4	7.2%	4.0%	88.8%	-\$39,318	-5.3%
	04/21/2021-04/27/2021	84.8%	1,647	1,379	175	75	62	1,452	1,079	0.3	37,897	4.3%	164	34,290	20.8	23.6	4	8.0%	4.3%	87.7%	-\$34,933	-5.3%
	04/28/2021-05/04/2021	85.5%	1,610	1,558	186	123	83	1,567	1,437	0.3	40,899	3.9%	158	33,413	20.8	21.3	4	6.9%	3.1%	90.0%	-\$43,902	-5.7%
	05/05/2021-05/11/2021	85.3%	1,654	1,495	192	56	93	1,469	1,059	0.3	38,341	4.3%	152	30,651	18.5	20.9	4	7.4%	4.4%	88.2%	-\$32,410	-4.7%
	05/12/2021-05/18/2021	85.6%	1,727	1,622	228	267	82	1,659	1,284	0.3	43,300	4.0%	158	34,074	19.7	20.5	4	6.1%	4.7%	89.3%	-\$36,460	-5.1%
May	05/19/2021-05/25/2021	84.5%	2,149	1,754	215	138	98	1,735	1,294	0.3	45,284	4.7%	154	34,192	15.9	19.7	4	7.2%	2.8%	90.0%	-\$31,386	-4.3%
	05/26/2021-06/01/2021	81.3%	2,025	1,159	196	103	93	1,233	1,241	0.3	32,181	6.3%	156	22,606	11.2	18.3	4	10.1%	3.4%	86.4%	-\$36,937	-5.1%
	06/02/2021-06/08/2021	85.8%	1,900	1,857	258	59	102	1,719	1,285	0.3	44,866	4.2%	142	31,300	16.5	18.2	4	7.6%	3.5%	88.9%	-\$30,221	-4.5%
	06/09/2021-06/15/2021	80.0%	2,669	1,823	249	90	121	1,655	1,152	0.3	43,196	6.2%	137	29,256	11.0	17.7	4	8.9%	3.0%	88.2%	-\$29,718	-4.3%
	06/16/2021-06/22/2021	81.0%	2,424	1,696	277	98	120	1,561	1,230	0.3	40,742	5.9%	136	26,044	10.7	16.7	4	10.3%	3.5%	86.3%	-\$28,495	-4.6%
June	06/23/2021-06/29/2021	80.9%	2,684	1,846	286	83	142	1,678	1,280	0.3	43,796	6.1%	135	27,893	10.4	16.6	4	10.9%	3.6%	85.5%	-\$29,727	-4.7%
	06/30/2021-07/06/2021	76.1%	2,854	959	213	147	108	1,165	1,389	0.3	30,407	9.4%	165	16,841	5.9	14.5	6	16.8%	4.8%	78.4%	-\$38,901	-4.6%
	07/07/2021-07/13/2021	74.9%	3,788	1,833	316	86	141	1,637	1,212	0.3	42,726	8.9%	127	25,303	6.7	15.5	4	12.0%	3.7%	84.3%	-\$30,801	-4.1%
	07/14/2021-07/20/2021	78.8%	3,082	1,698	280	121	136	1,672	1,415	0.3	43,639	7.1%	144	25,975	8.4	15.5	6	13.6%	3.3%	83.1%	-\$35,057	-5.1%
	07/21/2021-07/27/2021	76.7%	3,183	1,493	291	71	129	1,529	1,110	0.3	39,907	8.0%	144	24,445	7.7	16.0	7	15.9%	3.8%	80.2%	-\$33,630	-5.0%
July	07/28/2021-08/03/2021	75.9%	3,284	1,481	279	149	135	1,493	1,354	0.3	38,967	8.4%	142	23,086	7.0	15.5	6	20.0%	2.9%	77.1%	-\$32,275	-4.8%
	08/04/2021-08/10/2021	74.4%	3,343	1,546	264	100	129	1,528	994	0.3	39,881	8.4%	142	24,473	7.3	16.0	5	17.9%	2.5%	79.6%	-\$32,753	-4.9%
	08/11/2021-08/17/2021	75.8%	3,428	1,418	271	80	131	1,512	1,204	0.3	39,463	8.7%	150	23,490	6.9	15.5	6	20.4%	2.5%	77.0%	-\$35,984	-5.1%
	08/18/2021-08/24/2021	75.8%	3,439	1,357	278	79	147	1,495	1,227	0.3	39,020	8.8%	153	23,228	6.8	15.5	6	19.9%	2.0%	78.1%	-\$30,446	-4.8%
	08/25/2021-09/01/2021	76.3%	3,579	1,401	295	150	161	1,563	1,576	0.3	40,794	8.8%	154	24,475	6.8	15.7	6	19.8%	3.8%	76.4%	-\$30,106	-4.9%
August	09/02/2021-09/08/2021	72.2%	3,433	1,014	297	84	111	1,276	989	0.3	33,304	10.3%	160	19,628	5.7	15.4	7	23.6%	4.4%	72.1%	-\$34,540	-5.4%
	09/09/2021-09/15/2021	72.5%	3,762	1,599	286	117	114	1,499	1,050	0.3	39,124	9.6%	132	23,032	6.1	15.4	5	18.1%	2.5%	79.3%	-\$33,674	-5.2%
	09/16/2021-09/22/2021	73.4%	3,680	1,459	283	148	145	1,565	1,178	0.3	40,847	9.0%	150	24,056	6.5	15.4	5	19.7%	3.0%	77.3%	-\$30,903	-5.0%
	09/23/2021-09/29/2021	74.7%	3,345	1,269	286	90	134	1,465	1,071	0.3	38,237	8.7%	157	22,446	6.7	15.3	5	21.7%	2.2%	76.1%	-\$34,679	-5.2%
	09/30/2021-10/06/2021	75.4%	3,340	1,377	295	184	109	1,541	1,381	0.3	40,220	8.3%	155	22,879	6.9	14.8	5	21.65%	4.57%	73.77%	-\$30,751	-5.0%
September	10/07/2021-10/13/2021	74.7%	3,464	1,279	277	73	126	1,485	1,083	0.3	38,759	8.9%	159	23,171	6.7	15.6	5	20.0%	3.0%	77.1%	-\$38,226	-5.5%
	10/14/2021-10/20/2021	75.1%	3,434	1,278	275	101	121	1,449	1,232	0.3	37,819	9.1%	155	22,934	6.7	15.8	5	24.0%	2.3%	73.7%	-\$32,455	-5.3%
	10/21/2021-10/27/2021	76.1%	3,406	1,169	262	72	102	1,473	1,246	0.3	38,445	8.9%	172	22,770	4.73	15.5	6	22.7%	3.1%	74.3%	-\$32,688	-4.9%
	10/28/2021-11/03/2021	74.1%	3,205	1,072	247	177	107	1,319	1,293	0.3	34,426	9.3%	166	20,827	6.5	15.8	6	23.1%	3.2%	73.7%	-\$35,523	-5.3%
	11/04/2021-11/10/2021	75.9%	2,906	1,150	231	116	135	1,365	1,101	0.3	35,627	8.2%	166	23,666	8.1	17.3	5	20.67%	2.97%	76.35%	-\$37,621	-5.4%
October	11/11/2021-11/17/2021	77.2%	2,909	1,045	239	82	109	1,318	1,228	0.3	34,400	8.5%	172	22,531	7.7	17.1	5	19.8%	4.2%	75.9%	-\$32,841	-5.0%
	11/18/2021-11/24/2021	78.9%	2,654	898	217	74	114	1,240	1,311	0.3	32,364	8.2%	187	20,170	7.6	16.3	6	22.1%	3.7%	74.2%	-\$38,666	-4.9%
	11/25/2021-12/01/2021	70.4%	2,464	422	142	137	75	691	9													

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- All Prices																						More Competitive	
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction		% Reduction
2022																							
January	12/06/2021-01/04/2022	67.3%	1,340	319	133	332	49	536	779	0.3	13,990	9.6%	196	9,617	7.2	17.9	7	20.6%	6.0%	73.5%	-\$26,617	-4.0%	
	01/05/2022-01/23/2022	83.4%	1,207	811	163	51	75	948	700	0.3	24,743	4.9%	169	22,781	18.9	24.0	4	12.1%	6.4%	81.5%	-\$35,328	-4.6%	
	01/24/2022-01/31/2022	81.5%	1,310	795	135	45	49	961	566	0.3	25,082	5.2%	179	25,037	19.1	26.1	4	11.7%	7.5%	80.8%	-\$32,854	-5.1%	
	02/01/2022-02/08/2022	82.1%	1,205	868	150	59	58	1,009	537	0.3	26,335	4.6%	173	24,172	20.1	24.0	4	8.5%	5.5%	86.0%	-\$30,227	-5.0%	
	02/09/2022-02/16/2022	82.3%	1,138	876	125	95	45	961	701	0.3	25,082	4.5%	168	25,592	22.5	26.6	4	7.6%	5.3%	87.1%	-\$28,943	-4.2%	
February	02/17/2022-02/24/2022	84.3%	1,118	958	145	50	41	1,064	589	0.3	27,770	0.0%	94	25,703	30,476.8	24.2	4	6.3%	6.6%	87.1%	-\$36,745	-4.7%	
	02/25/2022-03/04/2022	86.0%	1,083	1,061	126	52	50	1,112	734	0.2	29,023	3.7%	165	27,780	25.7	25.0	4	6.2%	6.7%	87.1%	-\$36,979	-4.7%	
	03/05/2022-03/12/2022	86.4%	1,143	1,053	135	40	54	1,169	756	0.2	30,511	3.7%	173	27,822	24.3	23.8	4	5.7%	4.7%	89.6%	-\$29,859	-4.1%	
	03/13/2022-03/20/2022	83.7%	1,458	1,115	149	90	60	1,093	1,098	0.3	28,527	5.1%	150	26,833	18.4	24.5	4	5.4%	3.9%	90.7%	-\$28,239	-4.4%	
	03/21/2022-03/28/2022	87.3%	1,185	1,307	139	39	54	1,311	840	0.2	34,217	3.5%	160	30,621	25.6	23.4	4	4.0%	4.2%	91.8%	-\$37,030	-4.0%	
March	03/29/2022-04/05/2022	83.6%	1,176	1,261	144	43	70	1,305	944	0.3	34,061	5.1%	161	30,090	17.4	23.1	4	3.8%	91.8%	4.5%	-\$38,459	-4.5%	
	04/06/2022-04/13/2022	84.4%	1,685	1,171	38	40	51	1,311	1,000	0.3	34,217	4.9%	189	27,913	16.6	21.3	4	6.3%	3.7%	90.0%	-\$38,247	-4.7%	
	04/14/2022-04/21/2022	82.8%	1,744	1,241	170	58	76	1,245	961	0.3	32,495	5.4%	153	26,506	15.2	21.3	4	5.7%	4.1%	90.1%	-\$45,543	-5.1%	
	04/22/2022-04/29/2022	83.2%	1,908	1,428	144	114	74	1,418	1,317	0.3	37,010	5.2%	157	28,137	14.7	19.8	4	6.7%	3.7%	89.7%	-\$28,004	-3.8%	
	04/30/2022-05/07/2022	83.0%	1,987	1,626	173	62	73	1,511	1,025	0.3	39,437	5.1%	146	25,207	13	17	4	6.9%	2.3%	90.8%	-\$58,893	-5.2%	
April	05/08/2022-05/15/2022	81.2%	2,140	1,253	200	51	68	1,242	1,110	0.4	32,416	6.6%	146	20,045	9.4	16.1	4	9.2%	4.2%	86.6%	-\$37,826	-4.6%	
	05/16/2022-05/23/2022	80.8%	2,600	1,781	202	60	72	1,655	1,114	0.4	41,196	6.0%	144	25,091	9.7	15.2	4	8.3%	3.3%	88.4%	-\$36,799	-4.6%	
	05/24/2022-05/31/2022	81.1%	2,673	1,699	218	82	99	1,543	1,454	0.4	40,272	6.6%	137	22,150	8.3	14.4	4	10.5%	2.7%	86.7%	-\$41,680	-5.3%	
	06/01/2022-06/08/2022	78.1%	2,964	1,603	209	68	104	1,484	1,187	0.5	38,732	7.7%	138	17,167	5.8	11.6	4	12.6%	2.7%	84.7%	-\$44,492	-5.2%	
	06/09/2022-06/16/2022	76.7%	3,290	1,904	264	83	119	1,578	1,180	0.5	41,186	8.0%	123	19,809	6.0	12.6	4	11.5%	2.5%	86.1%	-\$43,905	-5.2%	
May	06/17/2022-06/24/2022	75.2%	3,524	1,729	262	129	142	1,561	1,293	0.5	40,742	8.6%	131	18,110	5.1	11.6	5	16.2%	2.8%	81.0%	-\$41,878	-5.1%	
	06/25/2022-07/02/2022	70.9%	3,556	1,112	225	123	134	1,095	1,192	0.7	28,580	12.4%	131	12,091	3.4	11.0	7	20.8%	2.6%	76.6%	-\$45,211	-5.2%	
	07/03/2022-07/10/2022	73.8%	3,414	1,879	305	97	169	1,362	1,117	0.6	35,548	9.6%	103	15,622	4.6	11.5	5	17.6%	3.0%	79.4%	-\$51,228	-5.5%	
	07/11/2022-07/18/2022	70.1%	3,965	1,755	303	75	175	1,297	1,013	0.7	33,852	11.7%	102	15,416	3.9	11.9	5	22.2%	1.1%	76.6%	-\$41,642	-5.1%	
	07/19/2022-07/26/2022	66.0%	4,479	1,606	329	123	163	1,221	1,017	0.8	31,868	14.1%	99	13,913	3.1	11.4	7	27.6%	1.7%	70.7%	-\$44,736	-5.8%	
June	07/27/2022-08/03/2022	64.8%	4,972	1,771	317	109	189	1,248	1,057	0.9	32,573	15.3%	93	14,379	2.9	11.5	7	29.3%	1.9%	68.8%	-\$46,163	-6.0%	
	08/04/2022-08/11/2022	58.1%	5,485	918	204	184	126	960	1,045	1.3	25,056	21.9%	122	9,984	1.8	10.4	11	36.8%	1.2%	62.0%	-\$42,168	-5.7%	
	08/12/2022-08/19/2022	60.5%	5,467	1,616	325	133	204	1,187	944	1.1	30,981	17.6%	92	14,058	2.6	11.8	11	34.6%	1.3%	64.1%	-\$43,758	-5.5%	
	08/20/2022-08/27/2022	57.3%	5,954	1,606	290	170	229	1,131	930	1.2	29,519	20.2%	87	14,064	2.4	12.4	10	34.9%	1.1%	64.0%	-\$47,223	-6.1%	
	08/28/2022-09/04/2022	56.5%	6,365	1,347	309	143	225	1,152	936	1.3	30,067	21.2%	100	14,195	2.2	12.3	11	36.3%	2.2%	61.5%	-\$46,496	-6.1%	
July	09/05/2022-09/12/2022	51.0%	6,564	1,167	294	560	222	1,134	1,021	1.3	29,597	22.2%	111	13,937	2.1	12.3	13	44.8%	1.8%	53.4%	-\$46,209	-6.1%	
	09/13/2022-09/20/2022	54.8%	5,959	1,262	278	157	213	1,158	695	1.2	30,224	19.7%	110	14,372	2.4	12.4	16	46.6%	1.1%	52.3%	-\$42,457	-6.1%	
	09/21/2022-09/28/2022	54.5%	6,687	1,237	264	152	213	1,155	872	1.3	30,146	22.2%	110	13,986	2.1	12.1	17	45.6%	0.9%	53.4%	-\$49,225	-6.5%	
	09/29/2022-10/06/2022	53.4%	6,673	1,116	261	164	196	1,116	830	1.4	29,128	22.9%	114	14,207	2.1	12.7	18	47.9%	1.4%	50.7%	-\$46,780	-6.5%	
	10/07/2022-10/14/2022	53.4%	6,602	1,110	290	175	188	1,076	864	1.4	28,084	23.5%	108	14,250	2.2	13.2	20	49.1%	1.5%	49.4%	-\$45,398	-6.5%	
August	10/15/2022-10/22/2022	50.0%	6,599	849	236	326	202	935	910	1.6	24,404	27.0%	115	11,632	1.8	12.4	19	47.4%	1.2%	51.4%	-\$44,465	-6.5%	
	10/23/2022-10/30/2022	53.1%	6,486	1,379	308	150	199	1,037	824	1.4	27,066	24.0%	86	13,746	2.1	13.3	18	44.1%	1.4%	54.5%	-\$45,820	-6.4%	
	10/31/2022-11/07/2022	53.5%	6,782	1,212	331	167	200	1,074	914	1.5	28,031	24.2%	97	13,427	2.0	12.5	17	44.2%	1.4%	54.4%	-\$46,415	-6.5%	
	11/08/2022-11/15/2022	49.9%	6,915	1,035	258	138	212	943	775	1.7	24,612	28.1%	96	12,205	1.8	12.9	17	47.7%	1.2%	51.0%	-\$46,293	-6.5%	
	11/16/2022-11/23/2022	49.0%	6,953	1,091	305	407	257	901	1,025	1.8	23,516	29.6%	83	11,463	1.6	12.7	19	47.0%	1.38%	51.56%	-\$49,323	-7.0%	
September	11/24/2022-12/01/2022	47.0%	7,034	979	285	200	221	895	717	1.8	23,360	30.1%	91	11,597	1.6	13.0	20	49.9%	1.3%	48.8%	-\$49,518	-6.9%	
	12/02/2022-12/09/2022	46.4%	7,084	1,000	245	179	251	809	755	2.0	21,115	33.5%	79	10,807	1.5	13.4	22	52.6%	1.5%	45.9%	-\$54,990	-8.0%	
	12/10/2022-12/17/2022	45.2%	7,151	852	254	194	223	826	687	2.0	21,559	33.2%	91	10,632	1.5	12.9	21	49.9%	1.3%	48.8%	-\$57,613	-7.7%	
	12/18/2022-12/25/2022	44.4%	7,110	741	247	423	219	769	871	2.1	20,071	35.4%	92	10,538	1.5	13.7	26	57.4%	1.5%	41.2%	-\$54,153	-7.9%	
	12/26/2022-01/02/2023	43.0%	6,914	781	253	181	224	788	547	2.0	20,567	33.6%	93	10,894	1.6	13.8	24	53.61%	0.94%	45.45%	-\$49,364	-7.2%	
October	01/03/2023-01/10/2023	42.6%	6,821	769	180	171	237	729	562	2.2	19,027	35.8%	90	10,815	1.6	14.8	30	58.5%	0.7%	40.8%	-\$48,319	-7.3%	
	01/11/2023-01/18/2023	46.3%	6,670	625	198	188	227	763	721	2.0	19,914	33.5%	113	9,810	1.5	12.9	31	57.0%	0.7%	42.3%	-\$49,637	-7.4%	
	01/19/2023-01/26/2023	36.7%	6,330	294	130	138	175	489	435	3.0	12,763	49.6%	106	5,976	0.9	12.2	32						

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- All Prices																						More Competitive	
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Fomalliarly	Total Showings	Shows per Listing	Showings to contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction		% Reduction
2023																							
January	01/04/2023-01/10/2023	48.1%	4,477	605	183	143	105	685	403	1.5	17,879	25.0%	119	11,122	2.5	16.3	43	50.2%	1.4%	48.5%	-\$44,639	-6.4%	Competitive
	01/11/2023-01/17/2023	51.9%	4,375	708	206	112	104	813	395	1.2	21,219	20.6%	129	12,735	2.9	15.7	36	44.1%	1.3%	54.6%	-\$46,689	-6.6%	
	01/18/2023-01/24/2023	52.5%	4,281	702	202	124	96	863	362	1.1	22,524	19.0%	141	11,940	2.8	13.8	21	39.7%	1.9%	58.4%	-\$47,642	-6.9%	
	01/25/2023-01/31/2023	55.0%	4,116	706	198	220	100	923	503	1.0	24,090	17.1%	155	14,616	3.6	15.8	20	41.8%	2.5%	55.7%	-\$42,312	-6.0%	
February	02/01/2023-02/07/2023	59.9%	3,927	825	220	103	93	1,025	478	0.9	26,753	14.7%	153	14,874	3.8	14.5	16	36.2%	1.3%	62.5%	-\$42,072	-6.0%	Competitive
	02/08/2023-02-14/2023	59.4%	3,766	783	225	88	103	903	491	1.0	23,568	16.0%	138	13,247	3.5	14.7	13	34.1%	2.0%	63.9%	-\$38,167	-5.7%	
	02/15/2023-02/21/2023	61.4%	3,648	858	216	117	88	938	582	0.9	24,482	14.9%	136	14,387	3.9	15.3	11	31.2%	1.9%	66.9%	-\$42,501	-6.1%	
	02/22/2023-02/28/2023	63.9%	3,636	907	222	229	100	1,023	859	0.8	26,700	13.6%	143	14,305	3.9	14.0	9	29.9%	1.8%	68.3%	-\$34,917	-5.2%	
March	03/01/2023-03/07/2023	66.3%	3,559	1,108	255	113	71	1,051	781	0.8	27,431	13.0%	123	14,424	4.1	13.7	7	28.5%	1.7%	69.8%	-\$41,214	-5.3%	Competitive
	03/08/2023-03/14/2023	65.0%	3,695	1,089	249	107	81	1,093	684	0.8	28,527	13.0%	130	15,198	4.1	13.9	8	28.6%	2.5%	68.9%	-\$35,507	-5.3%	
	03/15/2023-03/21/2023	64.4%	3,721	993	197	121	85	1,018	751	0.8	26,570	14.0%	135	13,783	3.7	13.5	8	25.7%	2.5%	71.7%	-\$32,478	-4.8%	
	03/22/2023-03/28/2023	64.0%	3,690	993	203	89	90	1,014	654	0.8	26,465	13.9%	133	14,238	3.9	14.0	8	25.2%	3.1%	71.7%	-\$33,409	-4.9%	
April	04/01/2023-04/07/2023	65.6%	3,697	1,131	232	219	99	1,031	1,003	0.8	26,909	13.7%	119	11,506	3.1	11.2	6	23.5%	2.3%	74.2%	-\$34,581	-4.9%	Competitive
	04/08/2023-04/14/2023	63.8%	3,859	929	200	82	89	978	728	0.9	25,526	15.1%	135	12,368	3.2	12.6	7	25.1%	2.4%	72.5%	-\$30,666	-4.3%	
	04/15/2023-04/21/2023	66.8%	3,853	1,299	245	117	99	1,177	837	0.8	30,720	12.5%	122	17,004	4	14	5	20.5%	2.5%	77.0%	-\$40,376	-5.2%	
	04/22/2023-04/28/2023	65.1%	4,018	1,188	226	87	97	1,118	770	0.8	29,180	13.8%	125	16,464	4.1	14.7	7	23.6%	2.6%	73.8%	-\$37,990	-4.9%	
May	04/29/2023-05/05/2023	65.2%	4,123	1,182	131	222	121	1,146	1,043	0.8	29,911	13.8%	138	15,306	3.7	13.4	7	24.8%	2.3%	72.9%	-\$29,324	-4.0%	Competitive
	05/06/2023-05/12/2023	64.2%	4,164	1,326	251	86	100	1,163	706	0.8	30,354	13.7%	116	15,087	3.6	13.0	6	20.6%	2.1%	77.3%	-\$37,630	-4.7%	
	05/13/2023-05/19/2023	61.5%	4,361	1,170	208	95	129	989	764	1.0	25,813	16.9%	109	13,758	3.2	13.9	7	25.8%	2.5%	71.6%	-\$38,042	-4.9%	
	05/20/2023-05/26/2023	62.4%	4,517	1,273	245	131	121	1,093	844	1.0	28,527	15.8%	111	14,802	3.3	13.5	8	25.8%	2.5%	71.7%	-\$36,799	-4.8%	
June	05/27/2023-06/02/2023	58.4%	4,694	853	223	87	108	843	792	1.3	22,002	21.3%	113	11,022	2.3	13.1	9	27.2%	2.9%	69.9%	-\$49,542	-5.7%	Competitive
	06/03/2023-06/09/2023	61.6%	4,739	1,312	272	213	152	1,059	1,029	1.0	27,640	17.1%	101	13,990	3.0	13.2	7	26.1%	2.8%	71.2%	-\$38,792	-5.1%	
	06/10/2023-06/16/2023	59.3%	4,967	1,304	257	102	124	1,085	728	1.1	28,319	17.5%	105	13,846	2.8	12.8	8	28.8%	2.0%	69.1%	-\$42,197	-5.2%	
	06/17/2023-06/23/2023	58.3%	5,207	1,177	231	103	138	1,052	762	1.1	27,457	19.0%	111	12,830	2.5	12.2	9	32.0%	1.9%	66.1%	-\$37,333	-4.9%	
July	06/24/2023-06/30/2023	58.9%	5,321	1,252	264	82	152	1,056	814	1.2	27,562	19.3%	103	13,693	2.6	13.0	10	30.6%	2.1%	67.3%	-\$36,504	-5.0%	Competitive
	07/01/2023-07/07/2023	54.1%	5,522	818	173	207	118	859	883	1.5	22,420	24.6%	120	10,234	1.9	11.9	12	34.1%	3.7%	62.2%	-\$35,691	-4.9%	
	07/08/2023-07/14/2023	55.3%	5,391	1,203	249	141	166	943	768	1.3	24,612	21.9%	93	12,969	2.4	13.8	12	32.2%	2.6%	65.1%	-\$39,278	-5.1%	
	07/15/2023-07/21/2023	56.7%	5,599	1,228	268	137	158	1,031	834	1.2	26,909	20.8%	100	13,688	2.4	13.3	11	33.2%	2.2%	64.6%	-\$31,675	-5.2%	
August	07/22/2023-07/28/2023	54.9%	5,769	1,048	253	134	164	967	810	1.4	25,239	22.9%	105	12,553	2.2	13.0	11	35.0%	2.1%	62.9%	-\$43,498	-5.2%	Competitive
	07/29/2023-08/04/2023	55.3%	5,795	1,088	267	248	165	987	964	1.3	25,761	22.5%	103	12,453	2.1	12.6	13	37.6%	2.5%	59.9%	-\$41,045	-5.3%	
	08/05/2023-08/11/2023	51.5%	5,834	1,098	259	132	147	934	633	1.4	24,377	23.9%	96	12,421	2.1	13.3	13	34.0%	1.6%	64.4%	-\$41,092	-5.3%	
	08/12/2023-08/18/2023	51.6%	5,928	1,062	265	129	150	882	710	1.5	23,020	25.8%	90	12,550	2.1	14.2	14	38.5%	1.6%	59.9%	-\$45,376	-6.6%	
September	08/19/2023-08/25/2023	52.0%	6,151	1,075	243	146	163	923	767	1.5	24,090	25.5%	95	12,616	2.1	13.7	12	35.8%	3.0%	61.3%	-\$35,455	-4.8%	Competitive
	08/26/2023-09/01/2023	51.0%	6,258	993	258	130	176	889	742	1.6	23,203	27.0%	95	12,187	1.9	13.7	17	40.8%	1.9%	57.3%	-\$40,333	-5.5%	
	09/02/2023-09/08/2023	42.0%	6,300	650	189	277	122	646	605	2.2	16,861	37.4%	88	10,427	1.7	16.1	19	41.8%	3.7%	54.5%	-\$38,932	-5.3%	
	09/09/2023-09/15/2023	47.5%	6,234	1,244	249	138	185	816	606	1.8	21,298	29.3%	71	11,871	1.9	14.5	16	38.0%	2.2%	59.8%	-\$42,308	-5.4%	
October	09/16/2023-09/22/2023	47.2%	6,593	1,041	234	131	153	796	678	1.9	20,776	31.7%	78	11,790	1.8	14.8	14	38.1%	1.3%	60.6%	-\$41,130	-5.6%	Competitive
	09/23/2023-09/29/2023	46.5%	6,811	1,000	252	142	195	856	631	1.8	22,342	30.5%	87	11,463	1.7	13.4	18	43.6%	2.0%	54.4%	-\$40,262	-5.7%	
	09/30/2023-10/06/2023	46.4%	6,889	971	273	394	197	812	897	2.0	21,193	32.5%	81	10,745	1.6	13.2	21	45.43%	1.80%	52.77%	-\$41,980	-5.7%	
	10/07/2023-10/13/2023	41.9%	6,927	987	273	172	201	755	515	2.1	19,706	35.2%	71	11,231	1.6	14.9	19	49.6%	0.7%	49.7%	-\$40,517	-5.6%	
November	10/14/2023-10/20/2023	42.9%	7,068	887	221	171	179	755	592	2.2	19,706	35.9%	80	10,535	1.5	14.0	19	45.0%	1.1%	53.9%	-\$44,473	-5.9%	Competitive
	10/21/2023-10/27/2023	42.7%	7,073	850	228	151	176	719	606	2.3	18,766	37.7%	76	10,651	1.5	14.8	23	47.8%	1.6%	50.6%	-\$46,643	-6.6%	
	10/28/2023-11/03/2023	41.0%	7,123	803	217	353	210	668	714	2.5	17,435	40.9%	71	9,141	1.3	13.7	24	49.6%	1.7%	48.7%	-\$41,576	-5.8%	
	11/04/2023-11/10/2023	41.0%	7,056	769	208	173	215	701	547	2.3	18,296	38.6%	81	10,575	1.5	15.1	27	52.17%	1.94%	45.89%	-\$40,657	-5.7%	
December	11/11/2023-11/17/2023	40.7%	6,936	731	196	134	166	707	480	2.3	18,453	37.6%	87	10,386	1.5	14.7	28	51.6%	1.3%	47.1%	-\$38,257	-6.1%	Competitive
	11/18/2023-11/24/2023	43.0%	6,858	603	236	228	215	668	692	2.4	17,435	39.3%	88	9,643	1.4	14.4	25	49.5%	1.3%	49.3%	-\$40,046	-5.7%	
	11/25/2023-12/01/2023	31.3%	6,621	264	109	111	134	444	301	3.4	11,588	57.1%	93	5,698	0.9	12.8	38	55.5%	1.4%	43.1%	-\$39,862	-5.7%	
	12/02/2023-12/08/2023	42.5%																					

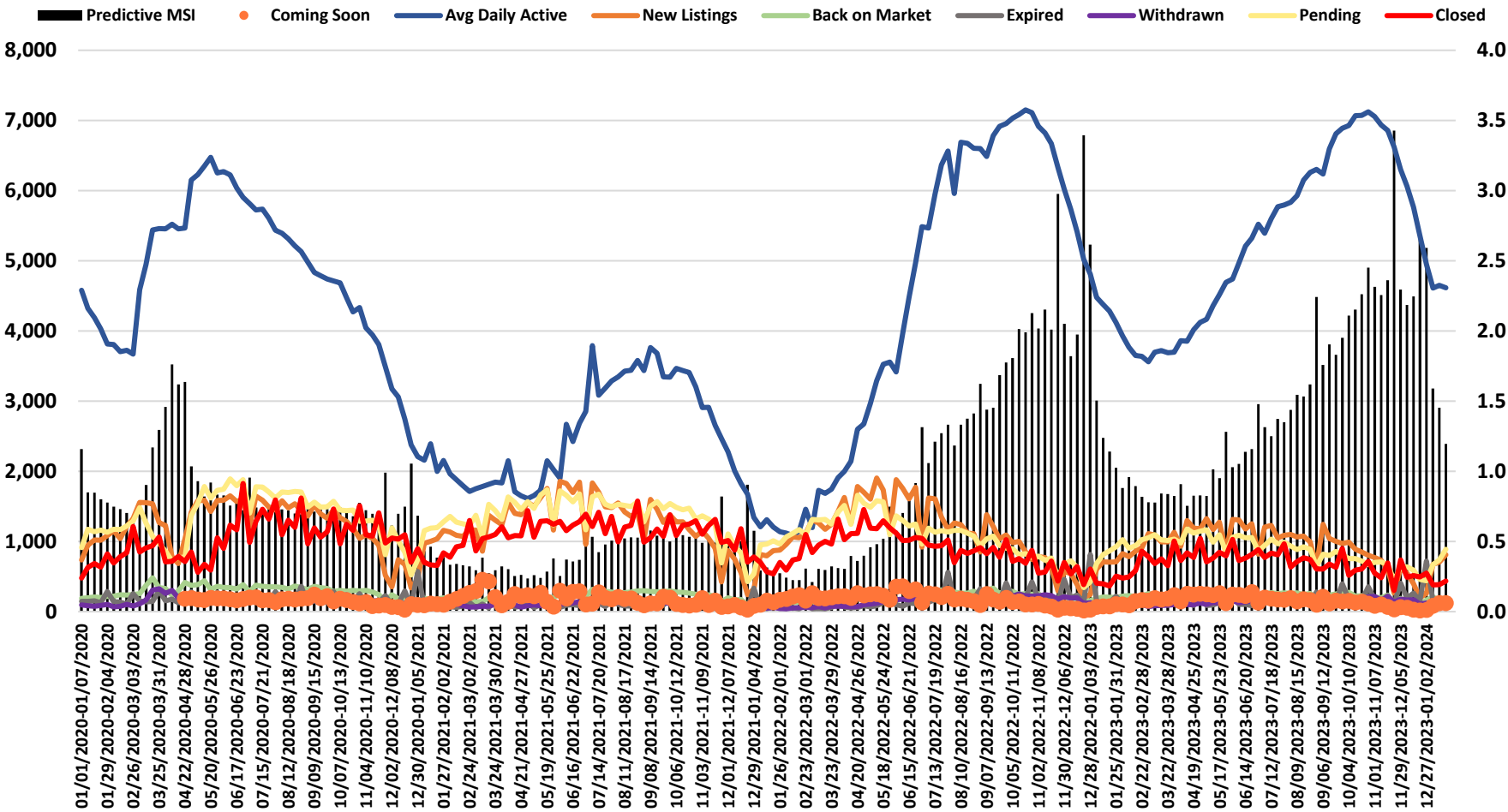
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More Competitive

Less Competitive

All Prices 2024

Greater Metro Denver Attached and Detached Residential All Prices
Market Metrics



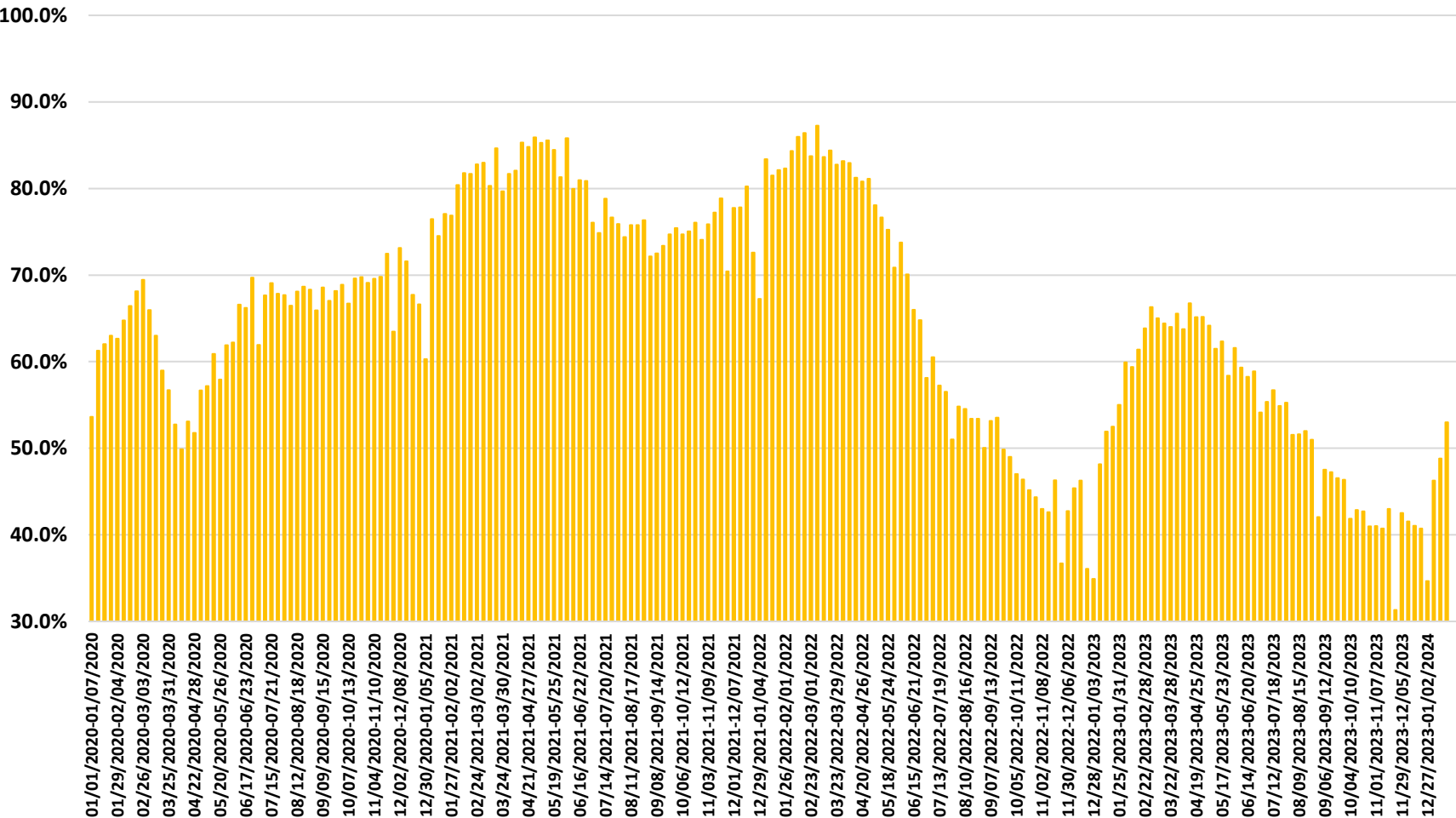
All Prices

Metric	Predictive MSI	Coming Soon	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed
Current	1.2	120	4,615	810	195	112	67	888	435
WOW	-17.8%	0.0%	-0.8%	15.2%	12.7%	5.7%	-17.3%	20.7%	13.3%
1 Year Ago	4.8%	64.4%	7.8%	15.4%	-3.5%	-9.7%	-30.2%	2.9%	20.2%

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Greater Metro Denver Attached and Detached Residential All Prices

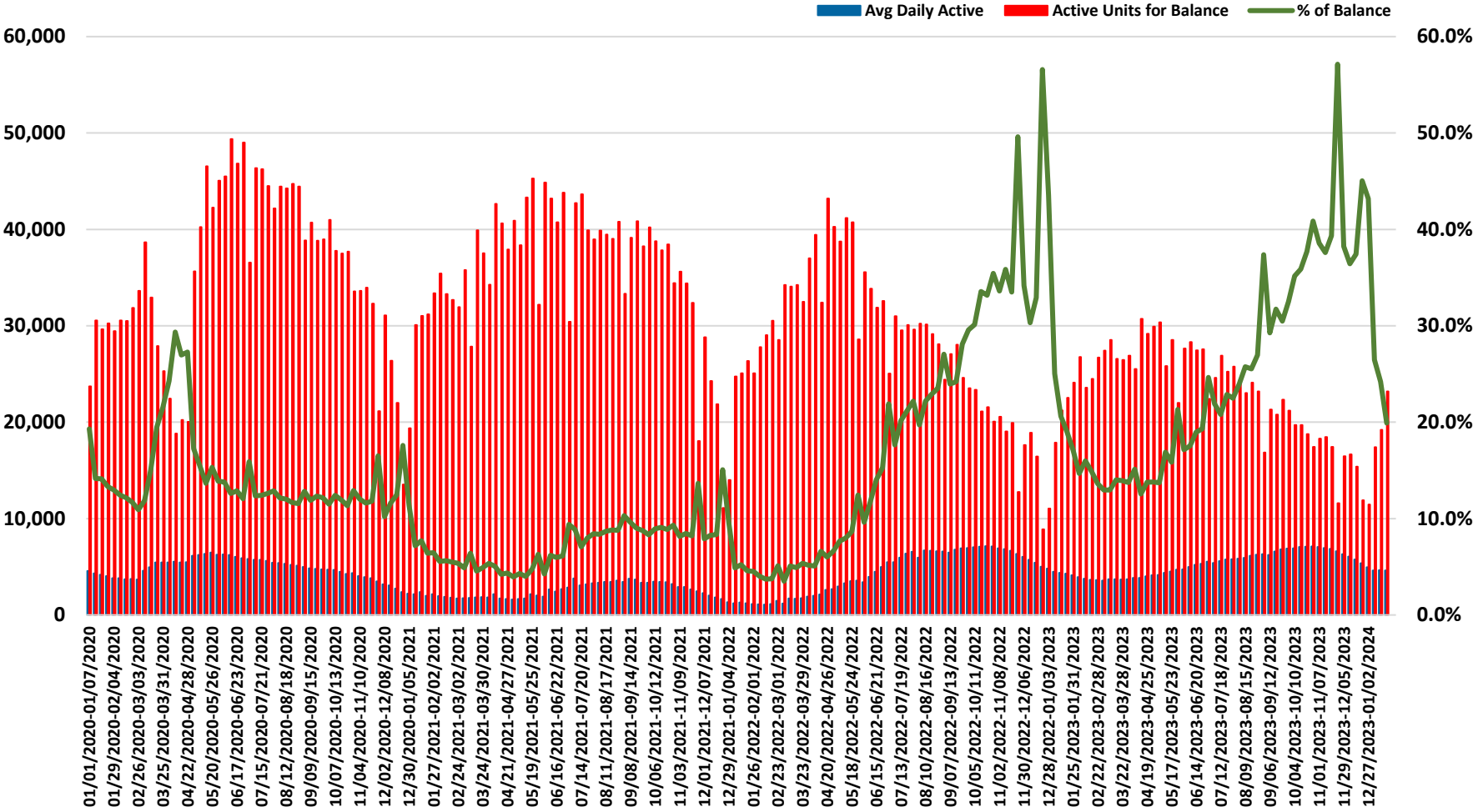
Odds of Selling by Week



Current	Odds of Selling
Current	53.0%
WOW	4.2%
1 Year Ago	0.5%

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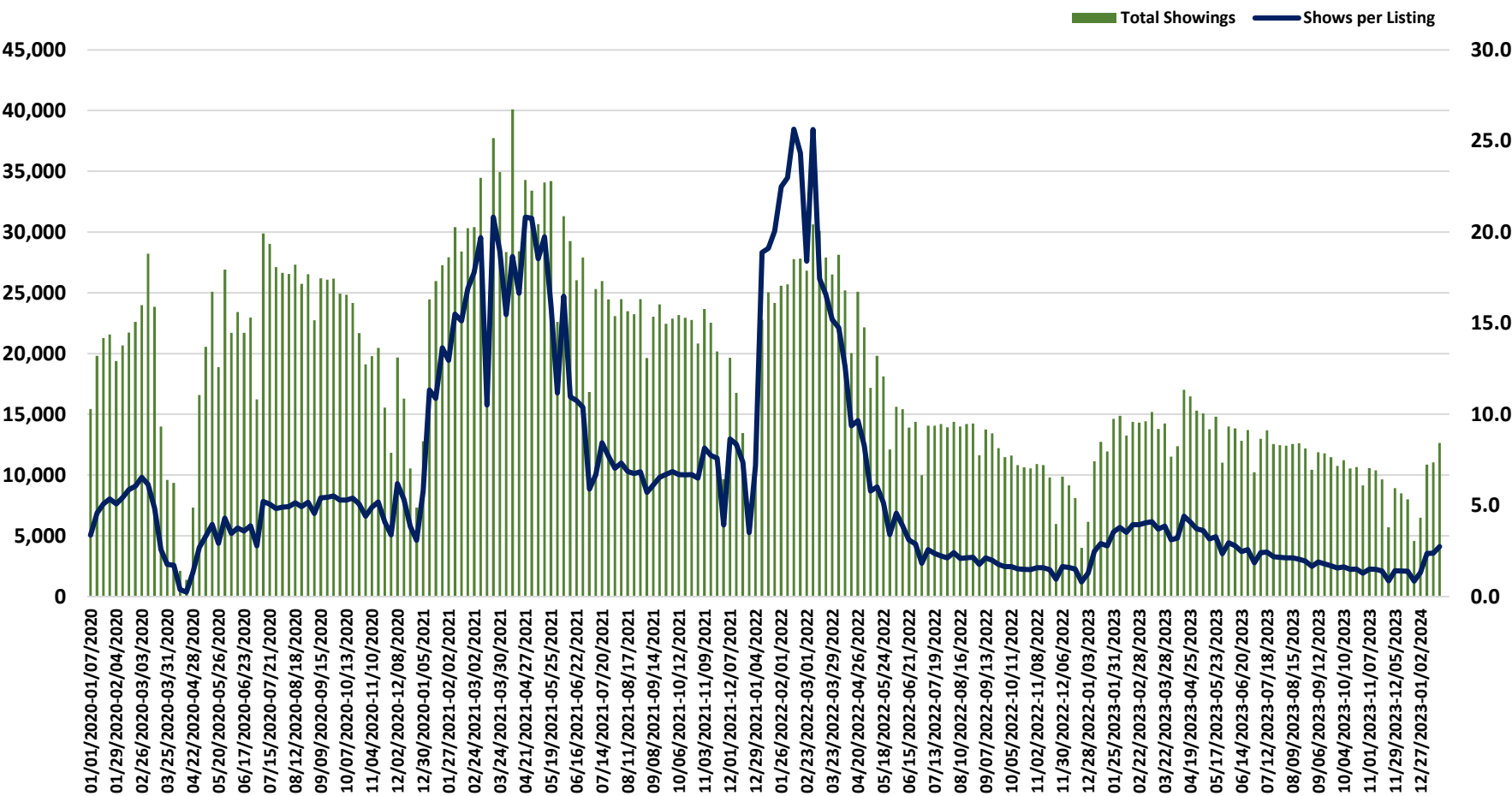
Greater Metro Denver Attached and Detached Residential All Prices
Active vs. Balanced Market



Metric	Avg Daily Active	Active Units for Balance	% of Balance
Current	4,615	23,177	19.9%
WOW	-0.8%	20.7%	-4.3%
1 Year Ago	7.8%	2.9%	0.9%

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Greater Metro Denver Attached and Detached Residential All Prices Showings

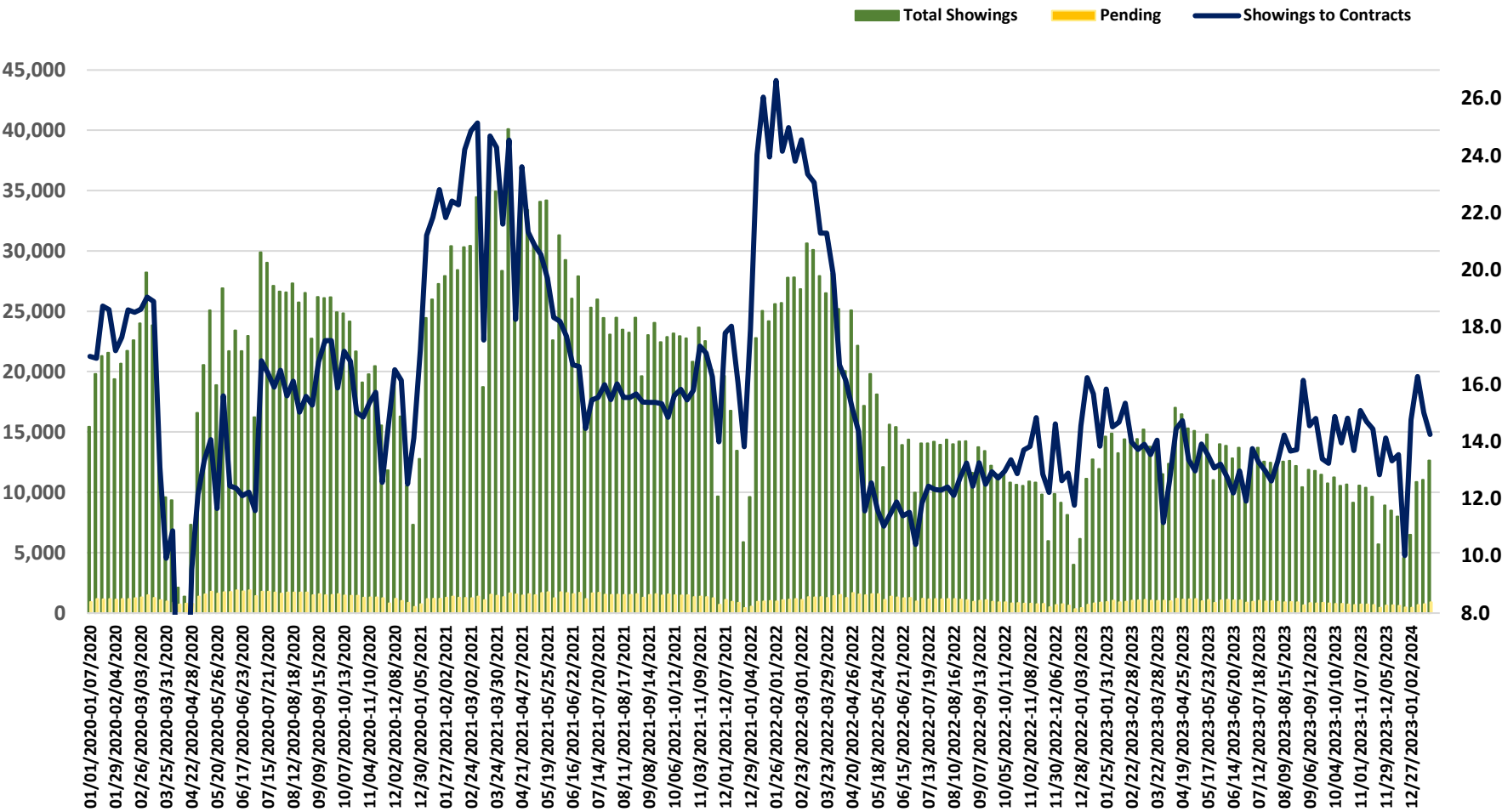


All Prices

Metric	Total Showings	Shows per Listing
Current	12,649	2.7
WOW	14.5%	15.4%
1 Year Ago	5.9%	-1.7%

Greater Metro Denver Attached and Detached Residential All Prices

Showings vs. Contracts



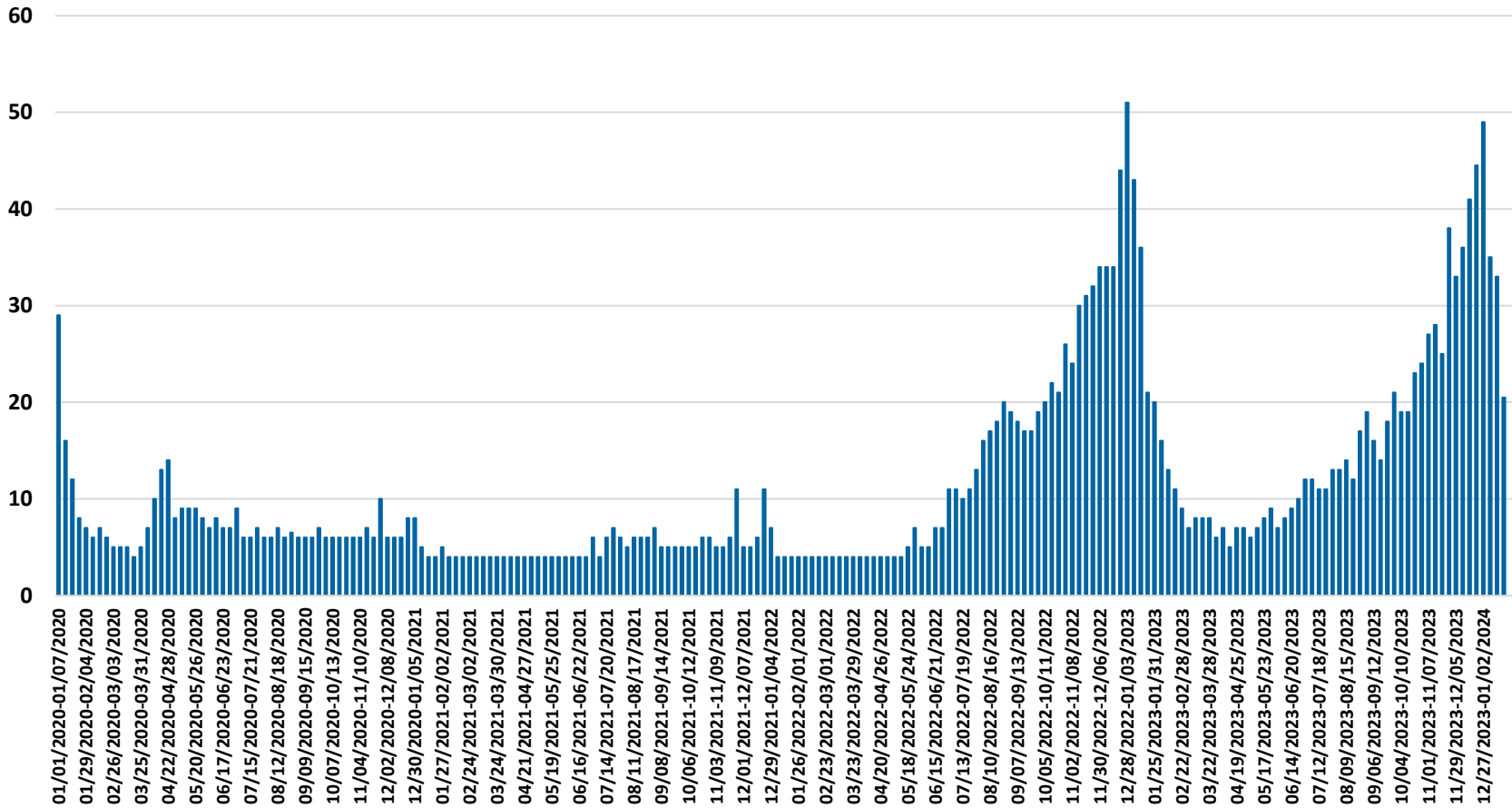
All Prices

Metric	Total Showings	Pending	Shows to Contracts
Current	12,649	888	14
WOW	14.5%	20.7%	-5.1%
1 Year Ago	5.9%	2.9%	3.0%

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Greater Metro Denver Attached and Detached Residential All Prices

Median Days on Market for Pending Home Sales

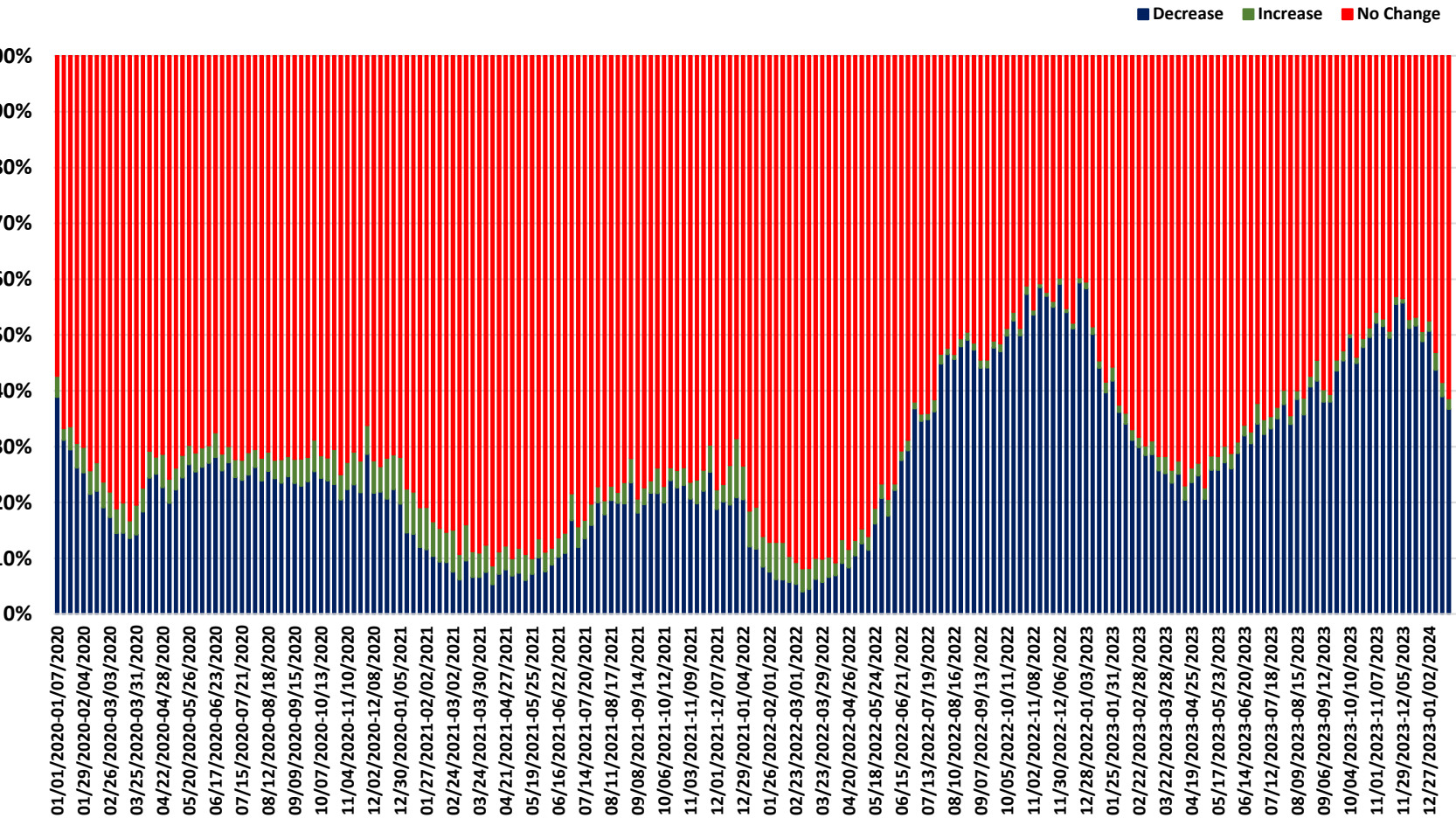


Metric	DOM
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Current	21
WOW	-37.9%
1 Year Ago	-2.4%

Greater Metro Denver Attached and Detached Residential All Prices

Price Reductions for Pending Transactions

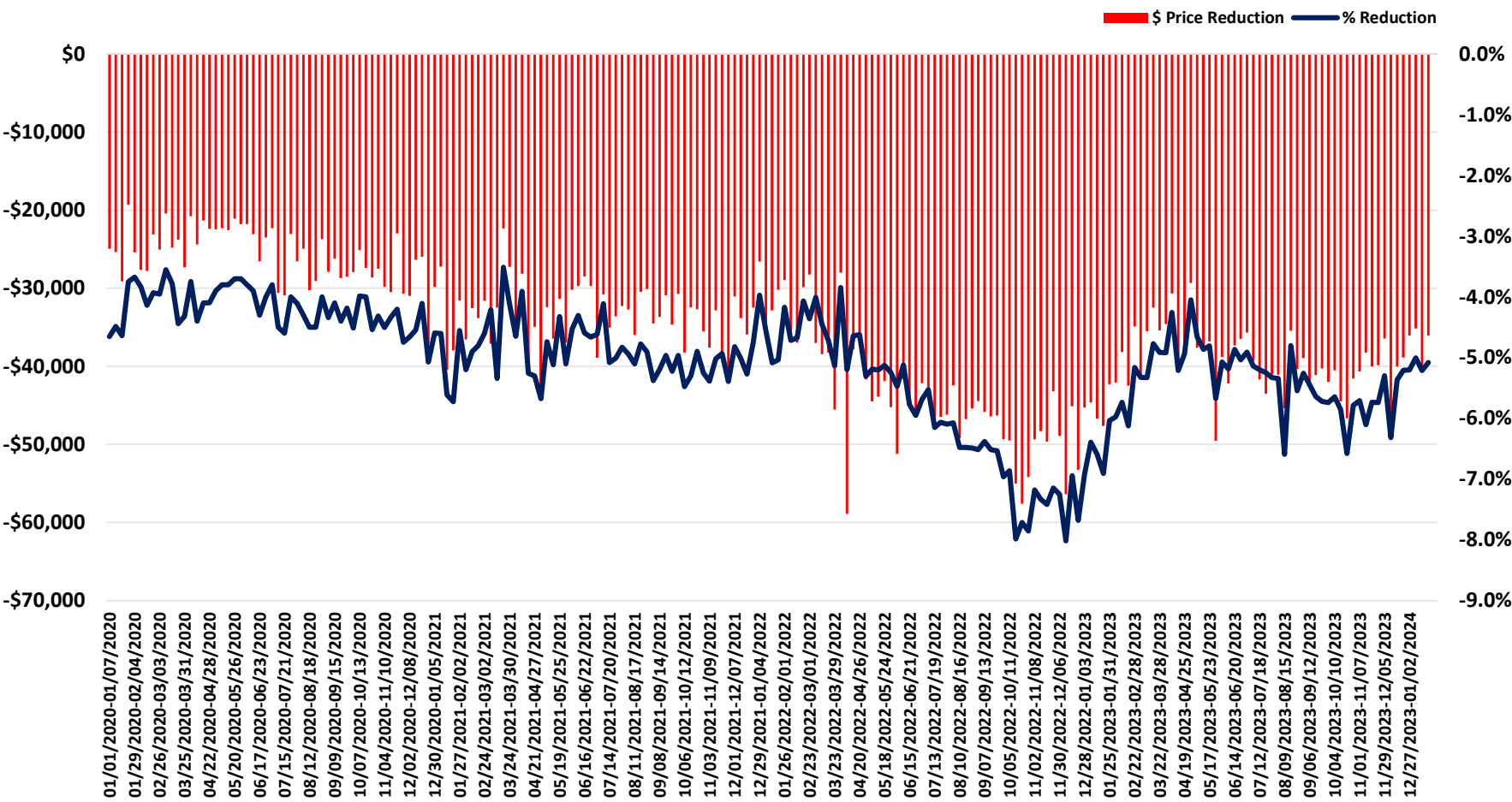


Metric	Decrease	Increase	No Change
Current	36.8%	1.9%	61.4%
WOW	-2.2%	-0.7%	2.9%
1 Year Ago	-2.9%	0.0%	3.0%

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Greater Metro Denver Attached and Detached Residential All Prices

Size of Price Reductions for Pending Transactions



All Prices

Metric	\$ Reduction	% Reduction
Current	-\$36,059	-5.1%
WOW	-9.8%	0.1%
1 Year Ago	-24.3%	1.8%

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Up to \$500,000

27.1%

of homes in the 7 Metro Counties are under \$500,000

Up to \$500,000

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle

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Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Less Competitive  More Competitive



Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.

Up to \$500,000



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Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- Under \$500,000																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2020																						
January	01/01/2020-01/07/2020	57.5%	2,281	477	280	224	49	692	321	0.8	18,061	12.6%	146	10,628	4.7	15.4	24	35.0%	3.8%	61.3%	-\$34,092	-5.0%
	01/08/2020-01/14/2020	64.9%	2,064	594	273	212	48	824	446	0.6	21,506	9.6%	157	13,558	6.6	16.5	12	29.0%	2.0%	69.0%	-\$32,610	-4.7%
	01/15/2020-01/21/2020	64.4%	1,913	624	278	246	41	766	473	0.6	19,993	9.6%	141	13,978	7.3	18.2	9	26.1%	4.1%	69.8%	-\$34,027	-4.9%
	01/22/2020-01/28/2020	67.3%	1,763	612	298	197	54	809	433	0.5	21,115	8.3%	149	14,370	8.2	17.8	6	24.1%	4.7%	71.2%	-\$23,463	-3.6%
	01/29/2020-02/04/2020	64.5%	1,427	666	299	445	62	794	612	0.4	20,723	6.9%	140	13,041	9.1	16.4	6	21.6%	5.2%	73.2%	-\$25,653	-3.9%
February	02/05/2020-02/11/2020	71.2%	1,337	655	296	214	32	795	495	0.4	20,750	6.4%	143	13,928	10.4	17.5	5	16.9%	4.8%	78.3%	-\$22,456	-3.4%
	02/12/2020-02/18/2020	73.1%	1,235	631	315	209	56	783	559	0.4	20,436	6.0%	142	14,141	11.5	18.1	6	18.7%	5.6%	75.7%	-\$26,285	-4.1%
	02/19/2020-02/25/2020	74.6%	1,219	725	330	194	68	809	586	0.3	21,115	5.8%	132	15,043	12.3	18.6	5	16.3%	4.8%	78.9%	-\$26,779	-4.2%
	02/26/2020-03/03/2020	71.8%	979	766	331	439	37	861	828	0.3	22,472	4.4%	137	15,916	16.3	18.5	5	15.2%	4.2%	80.7%	-\$27,729	-4.1%
	03/04/2020-03/10/2020	77.9%	974	899	370	220	60	994	569	0.2	25,943	3.8%	138	18,507	19.0	18.6	5	10.5%	5.5%	84.1%	-\$22,576	-3.4%
March	03/11/2020-03/17/2020	74.9%	1,212	936	477	222	72	881	612	0.3	22,994	5.3%	108	16,479	13.6	18.7	4	11.3%	5.9%	82.8%	-\$25,162	-3.9%
	03/18/2020-03/24/2020	68.2%	1,690	942	613	217	117	743	553	0.5	19,392	8.7%	80	9,882	5.8	13.3	4	10.5%	3.3%	86.1%	-\$27,444	-4.1%
	03/25/2020-03/31/2020	69.6%	1,836	778	342	150	155	669	641	0.6	17,461	10.5%	98	6,793	3.7	10.2	5	10.5%	6.6%	83.0%	-\$30,520	-4.7%
	04/01/2020-04/07/2020	62.1%	2,433	735	202	72	124	588	445	1.0	15,347	15.9%	97	6,423	2.6	10.9	7	15.1%	4.6%	80.3%	-\$27,179	-4.2%
	04/08/2020-04/14/2020	57.7%	2,479	477	166	90	133	468	431	1.2	12,215	20.3%	106	1,429	0.6	3.1	9	22.2%	4.1%	73.7%	-\$30,442	-4.5%
April	04/15/2020-04/21/2020	62.7%	2,519	432	187	50	90	543	515	1.1	14,172	17.8%	132	935	0.4	1.7	11	22.1%	2.9%	74.9%	-\$13,427	-3.7%
	04/22/2020-04/28/2020	60.9%	2,477	624	251	61	80	526	456	1.1	13,729	18.0%	90	4,756	1.9	9.0	13	21.4%	6.4%	72.2%	-\$14,952	-4.0%
	04/29/2020-05/05/2020	64.8%	2,879	806	208	144	93	914	567	0.7	23,855	12.1%	145	10,670	3.7	11.7	7	15.7%	5.2%	79.2%	-\$12,252	-3.5%
	05/06/2020-05/12/2020	65.4%	2,839	911	221	65	75	996	361	0.7	25,996	10.9%	143	13,439	4.7	13.5	9	19.7%	4.5%	75.8%	-\$11,994	-3.4%
	05/13/2020-05/19/2020	69.2%	2,838	580	277	53	102	1,136	447	0.6	29,650	9.6%	219	16,296	5.7	14.3	7	22.3%	4.5%	73.2%	-\$11,859	-3.2%
May	05/20/2020-05/26/2020	66.7%	2,836	832	193	60	67	1,033	392	0.6	26,961	10.5%	165	11,915	4.2	11.5	8	24.1%	4.2%	71.8%	-\$12,991	-3.6%
	05/27/2020-06/02/2020	70.6%	2,664	938	215	128	94	1,067	707	0.6	27,849	9.6%	153	17,400	6.5	16.3	6	20.7%	4.1%	75.2%	-\$11,867	-3.3%
	06/03/2020-06/09/2020	65.1%	2,685	923	209	292	85	1,104	591	0.6	28,814	9.3%	162	13,899	5.2	12.6	6	22.1%	3.5%	74.4%	-\$12,549	-3.5%
	06/10/2020-06/16/2020	73.9%	2,619	964	217	71	119	1,151	759	0.5	30,441	8.7%	163	14,456	5.5	12.6	6	22.8%	4.2%	73.0%	-\$13,183	-3.7%
	06/17/2020-06/23/2020	74.6%	2,545	961	197	48	76	1,141	721	0.5	29,780	8.5%	165	13,835	5.4	12.1	6	21.5%	5.5%	73.0%	-\$14,104	-4.1%
June	06/24/2020-07/01/2020	76.9%	2,481	929	257	124	100	1,156	1,155	0.5	30,172	8.2%	164	14,185	5.7	12.3	6	20.7%	3.5%	75.9%	-\$12,954	-3.6%
	07/02/2020-07/08/2020	70.5%	2,442	719	178	54	62	870	601	0.6	22,707	10.8%	158	10,133	4.2	11.6	7	22.2%	3.9%	73.9%	-\$13,166	-3.6%
	07/09/2020-07/15/2020	75.0%	2,402	995	249	73	73	1,093	779	0.5	28,527	8.4%	147	18,600	7.7	17.0	5	18.4%	3.4%	78.2%	-\$13,259	-3.8%
	07/16/2020-07/22/2020	75.4%	2,487	979	229	61	83	1,088	851	0.5	28,397	8.8%	150	17,581	7.1	16.2	5	17.4%	4.3%	78.3%	-\$14,625	-4.1%
	07/23/2020-07/29/2020	75.1%	2,436	885	209	70	76	1,083	813	0.5	28,266	8.6%	166	16,831	6.9	15.5	5	19.9%	4.6%	75.5%	-\$13,934	-4.0%
August	08/01/2020-08/07/2020	74.4%	2,344	892	220	131	98	996	950	0.5	25,996	9.0%	149	16,104	6.9	16.2	5	20.0%	3.7%	76.2%	-\$13,090	-3.6%
	08/08/2020-08/14/2020	73.3%	2,363	996	221	89	93	1,088	648	0.5	28,397	8.3%	150	15,967	6.8	14.7	5	19.7%	5.2%	75.2%	-\$14,443	-4.2%
	08/15/2020-08/21/2020	73.8%	2,365	882	197	103	103	1,030	796	0.5	26,883	8.8%	159	16,707	7.1	16.2	6	20.7%	3.5%	74.9%	-\$14,326	-4.1%
	08/22/2020-08/28/2020	74.7%	2,301	905	244	62	128	1,035	712	0.5	27,014	8.5%	151	15,660	6.8	15.1	5	18.8%	4.2%	72.4%	-\$15,178	-4.1%
	08/29/2020-09/04/2020	74.5%	2,297	872	221	175	86	1,045	1,012	0.5	27,275	8.4%	160	15,882	6.9	15.2	6	19.5%	4.6%	75.9%	-\$13,145	-3.8%
September	09/05/2020-09/11/2020	72.1%	2,260	846	200	59	71	902	592	0.6	23,542	9.6%	143	13,987	6.2	15.5	5	17.7%	4.5%	77.8%	-\$15,361	-4.3%
	09/12/2020-09/18/2020	74.1%	2,222	945	232	77	85	987	696	0.5	25,761	8.6%	140	15,828	7.1	16.0	5	18.2%	4.9%	76.9%	-\$14,329	-4.0%
	09/19/2020-09/25/2020	73.9%	2,225	842	233	83	74	979	701	0.5	25,552	8.7%	152	15,916	7.2	16.3	5	18.4%	6.2%	75.3%	-\$14,822	-4.1%
	09/26/2020-10/02/2020	72.5%	2,228	825	200	81	84	889	676	0.6	23,203	9.6%	143	15,465	6.9	17.4	6	20.3%	5.4%	74.3%	-\$12,278	-3.4%
	10/03/2020-10/09/2020	72.3%	2,254	835	181	150	92	929	818	0.6	24,247	9.3%	152	14,880	6.6	16.0	5	20.9%	6.7%	72.4%	-\$15,904	-4.6%
October	10/10/2020-10/16/2020	70.9%	2,280	802	172	58	75	895	520	0.6	23,360	9.8%	152	15,364	6.7	17.2	5	20.2%	4.9%	74.9%	-\$12,356	-3.6%
	10/17/2020-10/23/2020	70.9%	2,280	802	172	58	75	895	520	0.6	23,360	9.8%	152	15,364	6.7	17.2	5	20.2%	4.9%	74.9%	-\$12,356	-3.6%
	10/24/2020-10/30/2020	74.9%	1,988	704	195	82	96	902	703	0.5	23,542	8.4%	193	13,410	6.7	14.9	6	20.5%	6.4%	73.1%	-\$14,420	-4.3%
	10/31/2020-11/06/2020	73.7%	2,006	665	191	61	133	810	856	0.6	21,141	9.5%	157	12,052	6.0	14.9	6	17.4%	5.4%	77.2%	-\$14,048	-3.8%
	11/07/2020-11/13/2020	75.5%	1,805	703	196	58	70	832	622	0.5	21,715	8.3%	155	12,854	7.1	15.4	5.5	16.9%	5.4%	77.7%	-\$13,764	-3.8%
November	11/14/2020-11/20/2020	74.9%	1,840	661	188	56	77	827	600	0.5	21,585	8.5%	163	13,502	7.3	16.3	6	18.3%	6.5%	75.3%	-\$13,243	-3.8%
	11/21/2020-11/27/2020	78.2%	1,812	624	159	62	77	846	871	0.5	22,081	8.2%	181	10,705	5.9	12.7	5	19.7%	5.2%	75.1%	-\$15,181	-4.0%
	11/28/2020-12/04/2020	69.3%	1,637	334	94	116	56	519	591	0.7	13,546	12.1%	195	8,005	4.9	15.4	8	23.8%	5.8%	70.4%	-\$15,525	-4.4%
	12/05/2020-12/11/2020	78.5%	1,461	208	160	41	54	767	606	0.4	20,019	7.3%	354	12,594	8.6	16.4	6	19.8%	6.8%	73.5%	-\$13,408	-4.0%
	12/12/2020-12/18/2020	77.2%	1,410	454	123	52	60	663	608	0.5	17,304	8.1%	193	10,713	7.6	16.2	6	17.3%	5.0%	77.6%	-\$15,153	-4.6%
December	12/19/2020-12/25/2020	78.0%	1,217	419	130	60	66	536	667	0.5	13,990	8.7%	163	7,364	6.1	13.7	5	16.2%				

Up to \$500,000 2020

More Competitive

Less Competitive

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- Under \$500,000																						More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	
2021																						More Competitive
January	12/06/2020-01/05/2021	66.7%	994	301	100	272	31	441	563	0.5	11,510	8.6%	184	8,645	8.7	19.6	6	15.3%	7.9%	76.8%	-\$17,359	
	01/06/2021-01/12/2021	81.3%	986	613	120	35	52	726	414	0.3	18,949	5.2%	172	15,986	16.2	22.0	4	13.4%	7.0%	79.7%	-\$14,070	-4.3%
	01/13/2021-01/19/2021	79.3%	1,108	598	104	37	30	712	406	0.4	18,583	6.0%	175	16,041	14.5	22.5	4	10.9%	7.0%	82.1%	-\$16,566	-5.0%
	01/20/2021-01/26/2021	78.7%	1,033	582	105	50	48	689	372	0.3	17,983	5.7%	173	15,999	15.5	23.2	4	9.9%	7.5%	82.6%	-\$17,657	-5.4%
	01/27/2021-02/02/2021	80.1%	958	691	114	80	52	749	457	0.3	19,549	4.9%	162	17,464	18.2	23.3	5	15.3%	5.6%	79.1%	-\$27,330	-3.9%
February	02/03/2021-02/09/2021	83.9%	860	596	113	29	46	737	445	0.3	19,236	4.5%	182	17,630	20.5	23.9	4	7.6%	7.3%	85.2%	-\$15,722	-5.0%
	02/10/2021-02/16/2021	85.7%	799	618	90	30	55	742	534	0.2	19,366	4.1%	184	17,459	21.9	23.5	4	6.8%	5.9%	87.2%	-\$16,052	-4.9%
	02/17/2021-02/23/2021	85.6%	738	563	120	35	32	689	530	0.2	17,983	4.1%	177	18,028	24.4	26.2	4	8.0%	6.4%	85.6%	-\$17,446	-4.8%
	02/24/2021-03/02/2021	86.6%	677	604	94	69	30	663	790	0.2	17,304	3.9%	167	17,863	26.4	26.9	4	7.9%	9.7%	82.4%	-\$11,461	-3.8%
	03/03/2021-03/09/2021	85.5%	690	618	95	43	65	720	468	0.2	18,792	3.7%	178	19,898	28.8	27.6	4	6.2%	4.6%	89.2%	-\$16,275	-4.6%
March	03/10/2021-03/16/2021	84.7%	703	456	95	56	65	634	572	0.3	16,547	4.2%	202	10,923	15.5	17.2	4	4.8%	2.7%	93.5%	-\$10,709	-3.4%
	03/17/2021-03/23/2021	87.5%	716	725	122	40	53	875	559	0.2	22,838	3.1%	183	22,464	31.4	25.7	4	9.8%	7.5%	82.7%	-\$24,424	-6.3%
	03/24/2021-03/30/2021	86.2%	729	650	105	48	90	790	556	0.2	20,619	3.5%	185	20,071	27.5	25.4	4	6.1%	4.2%	89.7%	-\$12,965	-3.6%
	03/31/2021-04/06/2021	83.7%	740	620	89	80	23	700	581	0.2	18,270	4.1%	173	16,711	22.6	23.9	4	6.2%	4.5%	89.3%	-\$16,382	-4.3%
	04/07/2021-04/13/2021	84.9%	831	755	123	40	42	844	459	0.2	22,028	3.8%	169	21,963	26.4	26.0	4	4.8%	3.4%	91.9%	-\$12,426	-3.3%
April	04/14/2021-04/20/2021	87.6%	624	674	103	33	41	773	471	0.2	20,175	3.1%	176	17,241	27.6	22.3	4	3.6%	4.5%	91.9%	-\$18,672	-5.2%
	04/21/2021-04/27/2021	87.8%	603	689	94	36	24	758	502	0.2	19,784	3.0%	172	19,470	32.3	25.7	4	6.1%	4.7%	89.2%	-\$18,175	-5.3%
	04/28/2021-05/04/2021	89.0%	546	749	89	48	35	799	608	0.2	20,854	2.6%	170	18,196	33.3	22.8	4	5.3%	2.8%	91.9%	-\$15,349	-4.5%
	05/05/2021-05/11/2021	89.2%	545	722	101	21	39	742	464	0.2	19,366	2.8%	160	16,730	30.7	22.5	4	5.4%	5.2%	89.4%	-\$12,940	-4.3%
	05/12/2021-05/18/2021	88.9%	556	758	124	45	36	839	542	0.2	21,898	2.5%	170	18,682	33.6	22.3	4	4.2%	5.1%	90.6%	-\$15,695	-4.8%
May	05/19/2021-05/25/2021	88.1%	728	844	106	25	40	866	557	0.2	22,603	3.2%	161	18,152	24.9	21.0	4	5.4%	2.9%	91.7%	-\$14,875	-4.1%
	05/26/2021-06/01/2021	85.6%	651	561	94	46	31	637	524	0.2	16,626	3.9%	171	12,527	19.3	19.7	4	5.8%	3.3%	90.9%	-\$20,177	-5.4%
	06/02/2021-06/08/2021	90.0%	573	817	136	21	42	845	531	0.2	22,055	2.6%	158	16,257	28.4	19.2	4	6.7%	2.8%	90.5%	-\$17,829	-4.7%
	06/09/2021-06/15/2021	84.0%	882	824	131	34	47	816	430	0.2	21,298	4.1%	150	15,369	17.4	18.8	4	5.7%	3.8%	90.5%	-\$13,901	-3.8%
	06/16/2021-06/22/2021	84.9%	753	734	133	47	50	756	486	0.2	19,732	3.8%	155	13,683	18.2	18.1	4	8.5%	2.4%	89.1%	-\$17,353	-4.6%
June	06/23/2021-06/29/2021	86.1%	777	782	143	39	53	797	549	0.2	20,802	3.7%	152	13,918	17.9	17.5	4	8.3%	3.7%	88.0%	-\$16,827	-4.7%
	06/30/2021-07/06/2021	82.6%	824	470	105	57	32	562	607	0.3	14,668	5.6%	169	9,272	11.3	16.5	5	12.5%	3.3%	84.2%	-\$16,639	-4.2%
	07/07/2021-07/13/2021	74.3%	1,273	835	148	148	30	796	477	0.4	20,776	6.1%	139	12,645	9.9	15.9	4	7.9%	3.7%	88.3%	-\$13,106	-3.1%
	07/14/2021-07/20/2021	83.4%	958	758	127	60	61	810	593	0.3	21,141	4.5%	160	13,434	14.0	16.6	6	9.8%	3.1%	87.1%	-\$16,545	-4.6%
	07/21/2021-07/27/2021	82.4%	969	671	133	34	43	734	467	0.3	19,157	5.1%	159	11,931	12.3	16.3	7	13.5%	2.8%	83.8%	-\$14,939	-4.4%
July	07/28/2021-08/03/2021	81.2%	980	625	124	62	49	702	540	0.3	18,322	5.3%	162	10,905	11.1	15.5	5	15.3%	2.7%	82.0%	-\$17,059	-4.5%
	08/04/2021-08/10/2021	82.3%	980	694	139	29	50	734	449	0.3	19,157	5.1%	153	11,790	12.0	16.1	5	12.4%	2.5%	85.1%	-\$17,005	-4.4%
	08/11/2021-08/17/2021	82.0%	1,023	673	130	34	52	708	515	0.3	18,479	5.5%	152	11,113	10.9	15.7	5	14.1%	2.1%	83.7%	-\$17,413	-4.8%
	08/18/2021-08/24/2021	82.2%	1,072	635	112	21	50	713	518	0.3	18,609	5.8%	165	11,009	10.3	15.4	5	12.8%	1.2%	86.0%	-\$20,070	-5.3%
	08/25/2021-09/01/2021	81.2%	1,175	651	153	59	60	756	665	0.4	19,732	6.0%	162	11,596	9.9	15.3	5	15.0%	3.6%	81.3%	-\$16,119	-4.4%
August	09/02/2021-09/08/2021	77.9%	1,124	475	139	34	43	622	410	0.4	16,234	6.9%	173	9,596	8.5	15.4	6	16.7%	4.2%	79.0%	-\$19,788	-5.4%
	09/09/2021-09/15/2021	78.2%	1,262	681	143	33	42	705	455	0.4	18,401	6.9%	146	10,195	8.1	14.5	5	13.8%	3.1%	83.1%	-\$17,028	-4.5%
	09/16/2021-09/22/2021	78.5%	1,140	777	155	83	61	749	512	0.3	19,549	5.8%	138	11,215	9.8	15.0	5	16.1%	2.9%	81.0%	-\$18,136	-5.0%
	09/23/2021-09/29/2021	80.1%	1,061	535	145	36	58	654	471	0.4	17,069	6.2%	165	9,771	9.2	14.9	5	14.9%	2.2%	82.9%	-\$20,376	-5.3%
	09/30/2021-10/06/2021	80.8%	1,029	618	145	74	42	710	595	0.3	18,531	5.6%	161	10,429	10.1	14.7	5	18.2%	4.3%	77.5%	-\$22,577	-5.6%
September	10/07/2021-10/13/2021	80.6%	1,085	550	153	29	51	705	451	0.4	18,401	5.9%	173	10,506	9.7	14.9	5	18.5%	2.9%	78.6%	-\$23,218	-5.7%
	10/14/2021-10/20/2021	80.2%	1,080	555	139	43	40	675	504	0.4	17,618	6.1%	167	10,619	9.8	15.7	5	21.3%	2.4%	76.3%	-\$22,277	-5.5%
	10/21/2021-10/27/2021	81.8%	1,075	530	129	21	32	690	519	0.4	18,009	6.0%	180	9,992	9.3	14.5	5	18.8%	2.0%	79.2%	-\$19,258	-5.0%
	10/28/2021-11/03/2021	80.7%	984	485	112	62	36	625	581	0.4	16,313	6.0%	180	9,292	9.4	14.9	5	19.3%	2.2%	78.5%	-\$21,745	-5.2%
	11/04/2021-11/10/2021	81.7%	880	519	117	40	45	632	450	0.3	16,495	5.3%	172	10,930	12.4	17.3	5	16.8%	2.7%	80.4%	-\$20,984	-5.2%
October	11/11/2021-11/17/2021	82.2%	886	455	121	37	51	597	512	0.3	15,582	5.7%	179	10,043	11.3	16.8	5	16.2%	3.4%	80.4%	-\$23,960	-5.8%
	11/18/2021-11/24/2021	83.7%	801	404	120	28	47	567	520	0.3	14,799	5.4%	187	9,318	11.6	16.4	5	19.9%	1.8%	78.3%	-\$17,131	-4.3%
	11/25/2021-12/01/2021	76.6%	750	213	74	53	26	312	424	0.6	8,143	9.2%	181	4,639	6.2	14.9	7	18.6%	3.8%	77.7%	-\$22,993	-5.7%
	12/02/2021-12/08/2021	83.1%	698	391	96	29	31	525	409	0.3	13,703	5.1%	187	9,400	13.5	17.9	5	16.1%	2.2%	81.6%	-\$19,189	-4.9%
	12/09/2021-12/15/2021	83.9%	556	342																		

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- Under \$500,000																						More Competitive	
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Sale	% of Balance	Days Until Expiration	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	Up to \$500,000 2022
2022																							
January	12/26/2021 - 01/04/2022	73.7%	369	126	58	109	12	227	317	0.4	5,925	6.2%	212	4,616	12.5	20.3	11	24.8%	8.1%	67.1%	-\$27,189	-3.8%	More Competitive
	01/06/2022 - 01/13/2022	88.6%	292	329	66	20	20	388	287	0.2	10,127	2.9%	175	9,457	32.4	24.4	4	9.2%	3.8%	87.0%	-\$18,404	-5.1%	
	01/15/2022 - 01/22/2022	86.8%	346	304	65	14	14	386	230	0.2	10,075	3.4%	185	10,724	31.0	27.8	4	10.3%	6.5%	83.2%	-\$25,411	-6.9%	
	01/24/2022 - 01/31/2022	87.8%	309	350	61	19	23	419	227	0.2	10,936	2.8%	181	9,931	32.1	23.7	4	7.6%	3.0%	89.4%	-\$27,225	-8.0%	
	02/02/2022 - 02/09/2022	87.6%	272	350	48	36	18	393	302	0.2	10,257	2.7%	176	10,691	39.3	27.2	4	5.8%	3.7%	90.6%	-\$14,205	-4.0%	
February	02/11/2022 - 02/18/2022	75.9%	271	375	59	16	16	426	247	0.1	11,119	2.4%	175	10,585	39.1	24.8	4	7.1%	9.2%	83.7%	-\$37,063	-4.8%	More Competitive
	02/20/2022 - 02/27/2022	89.8%	237	393	54	21	20	417	250	0.1	10,884	2.2%	167	11,249	47.5	27.0	4	4.1%	3.9%	92.0%	-\$12,640	-3.6%	
	02/29/2022 - 03/06/2022	89.8%	256	369	58	20	24	424	274	0.1	11,066	2.3%	177	11,314	44.2	26.7	4	5.5%	3.5%	91.0%	-\$21,623	-5.2%	
	03/08/2022 - 03/15/2022	87.3%	358	384	65	31	21	428	349	0.2	11,171	3.2%	169	10,619	29.7	24.8	4	6.2%	2.7%	91.1%	-\$19,316	-4.8%	
	03/17/2022 - 03/24/2022	91.3%	241	439	57	14	29	463	264	0.1	12,084	2.0%	167	12,393	51.4	26.8	4	1.6%	3.0%	95.4%	-\$15,357	-3.7%	
March	03/26/2022 - 04/02/2022	88.5%	392	430	49	10	15	473	294	0.2	12,345	3.2%	175	15,549	39.7	32.9	4	2.3%	94.9%	2.8%	-\$14,542	-3.3%	More Competitive
	04/04/2022 - 04/11/2022	87.5%	380	397	50	17	17	454	274	0.2	11,849	3.2%	180	11,043	29.1	24.3	4	4.9%	1.9%	93.2%	-\$17,252	-4.7%	
	04/13/2022 - 04/20/2022	87.6%	374	412	73	17	24	442	286	0.2	11,536	3.2%	161	10,573	28.3	23.9	4	2.4%	2.2%	95.4%	-\$22,910	-5.6%	
	04/22/2022 - 04/29/2022	86.6%	411	493	50	38	21	493	366	0.2	12,867	3.2%	161	10,631	25.9	21.6	4	4.0%	2.2%	93.8%	-\$17,839	-5.4%	
	05/01/2022 - 05/08/2022	87.4%	459	545	57	14	26	542	284	0.2	14,146	3.2%	159	10,290	22.4	19.0	4	8.0%	2.8%	89.1%	-\$43,508	-4.7%	
April	05/10/2022 - 05/17/2022	85.7%	497	417	84	19	14	481	315	0.2	12,554	4.0%	169	8,352	16.8	17.4	4	5.1%	4.0%	90.9%	-\$25,504	-5.6%	More Competitive
	05/19/2022 - 05/26/2022	85.5%	553	500	76	16	21	546	295	0.2	14,251	3.9%	167	9,099	16.5	16.7	4	6.4%	3.1%	90.5%	-\$21,367	-5.1%	
	05/28/2022 - 06/04/2022	87.6%	490	457	79	19	27	508	426	0.2	13,259	3.7%	167	8,108	16.5	16.0	4	8.0%	2.6%	89.4%	-\$25,452	-6.0%	
	06/06/2022 - 06/13/2022	84.9%	604	475	68	11	26	492	352	0.3	12,841	4.7%	158	5,985	9.9	12.2	4	7.6%	2.0%	90.4%	-\$21,471	-5.3%	
	06/15/2022 - 06/22/2022	83.6%	600	528	89	28	29	501	342	0.3	13,076	4.6%	142	7,031	11.7	14.0	4	13.5%	3.2%	83.3%	-\$41,604	-5.0%	
May	06/24/2022 - 07/01/2022	84.0%	627	508	94	25	29	515	373	0.3	13,442	4.7%	149	6,066	9.7	11.8	4	11.5%	2.6%	85.9%	-\$26,865	-6.1%	More Competitive
	07/03/2022 - 07/10/2022	79.2%	639	339	83	32	28	360	320	0.4	9,396	6.8%	145	4,163	6.5	11.6	5	10.8%	3.2%	86.0%	-\$20,598	-5.0%	
	07/12/2022 - 07/19/2022	74.1%	586	522	112	136	35	475	299	0.3	12,398	4.7%	131	5,189	8.9	10.9	4	8.3%	3.2%	88.5%	-\$27,258	-5.7%	
	07/21/2022 - 07/28/2022	80.8%	683	518	87	16	50	436	290	0.4	11,380	6.0%	124	5,043	7.4	11.6	5	18.1%	1.2%	80.7%	-\$19,552	-4.7%	
	07/30/2022 - 08/06/2022	76.2%	801	426	134	34	34	423	276	0.4	11,040	7.3%	128	5,094	6.4	12.0	5	20.6%	2.1%	77.3%	-\$24,583	-5.7%	
June	08/08/2022 - 08/15/2022	76.7%	933	522	107	21	45	472	304	0.5	12,319	7.6%	127	5,185	5.6	11.0	5	20.8%	1.6%	77.6%	-\$25,401	-5.5%	More Competitive
	08/17/2022 - 08/24/2022	70.4%	1,035	289	68	44	30	338	333	0.7	8,822	11.7%	153	3,498	3.4	10.3	9	29.5%	0.6%	69.9%	-\$23,360	-5.5%	
	08/26/2022 - 09/02/2022	72.6%	1,034	523	107	36	51	435	289	0.5	11,354	9.1%	115	4,673	4.5	10.7	7	25.6%	1.2%	73.2%	-\$20,841	-4.8%	
	09/04/2022 - 09/11/2022	69.4%	1,182	503	103	31	47	410	275	0.7	10,701	11.0%	110	4,789	4.1	11.7	7	26.0%	1.8%	72.2%	-\$25,871	-6.0%	
	09/13/2022 - 09/20/2022	68.6%	1,335	417	123	20	63	419	295	0.7	10,936	12.2%	125	4,727	3.5	11.3	8.5	28.5%	1.3%	70.3%	-\$24,210	-5.3%	
July	09/22/2022 - 09/29/2022	66.2%	1,457	338	105	54	52	429	334	0.8	11,197	13.0%	154	4,731	3.2	11.0	10	38.8%	1.5%	59.6%	-\$27,273	-5.8%	More Competitive
	09/30/2022 - 10/07/2022	67.2%	1,218	388	102	40	61	405	251	0.7	10,571	11.5%	134	4,893	4.0	12.1	11	36.8%	1.1%	62.1%	-\$30,149	-6.6%	
	10/09/2022 - 10/16/2022	64.3%	1,526	386	94	36	59	401	296	0.9	10,466	14.6%	131	4,636	3.0	11.6	12	39.8%	1.1%	59.1%	-\$27,712	-6.0%	
	10/18/2022 - 10/25/2022	64.3%	1,555	383	92	33	43	401	303	0.9	10,466	14.9%	132	4,861	3.1	12.1	13	39.3%	1.6%	59.1%	-\$30,687	-6.8%	
	10/27/2022 - 11/03/2022	64.2%	1,594	356	109	32	44	424	289	0.9	11,066	14.4%	143	4,925	3.1	11.6	16	45.6%	1.0%	53.4%	-\$27,980	-6.2%	
August	11/05/2022 - 11/12/2022	55.8%	1,594	266	86	166	40	359	313	1.0	9,370	17.0%	155	4,007	2.5	11.2	17	46.4%	0.9%	52.7%	-\$30,423	-6.6%	More Competitive
	11/14/2022 - 11/21/2022	62.1%	1,556	448	105	40	51	366	286	1.0	9,553	16.3%	101	4,645	3.0	12.7	13	40.8%	0.6%	58.6%	-\$29,973	-6.4%	
	11/23/2022 - 11/30/2022	63.0%	1,679	372	128	45	52	396	339	1.0	10,336	16.2%	121	4,659	2.8	11.8	15	44.2%	2.8%	53.0%	-\$29,701	-6.3%	
	12/02/2022 - 12/09/2022	61.3%	1,741	331	105	30	54	405	276	1.0	10,571	16.5%	142	4,406	2.5	10.9	16	45.2%	1.3%	53.5%	-\$28,204	-6.3%	
	12/11/2022 - 12/18/2022	58.8%	1,730	332	124	96	75	351	354	1.1	9,161	18.9%	114	4,241	2.5	12.1	17	44.1%	1.9%	54.0%	-\$33,781	-7.1%	
September	12/20/2022 - 12/27/2022	57.3%	1,794	343	122	62	71	356	280	1.2	9,292	19.3%	113	4,148	2.3	11.7	17	48.6%	1.5%	49.8%	-\$28,211	-6.4%	More Competitive
	12/29/2022 - 01/05/2023	56.3%	1,839	347	87	52	62	334	277	1.3	8,717	21.1%	111	3,854	2.1	11.5	21.5	52.6%	1.9%	45.5%	-\$35,939	-7.7%	
	01/07/2023 - 01/14/2023	54.4%	1,891	307	112	43	64	321	248	1.4	8,378	22.6%	109	4,094	2.2	12.8	16	42.0%	0.7%	57.3%	-\$38,409	-8.4%	
	01/16/2023 - 01/23/2023	53.5%	1,942	261	104	98	67	307	319	1.5	8,013	24.2%	117	3,892	2.0	12.7	21	52.3%	1.7%	46.0%	-\$32,916	-7.5%	
	01/25/2023 - 02/01/2023	51.6%	1,919	291	100	71	75	336	211	1.3	8,770	21.9%	123	4,276	2.2	12.7	19	48.6%	1.0%	50.5%	-\$33,702	-7.3%	
October	02/03/2023 - 02/10/2023	52.8%	1,894	283	84	42	78	319	216	1.4	8,326	22.7%	123	4,546	2.4	14.3	25	54.5%	1.0%	44.5%	-\$36,566	-7.8%	More Competitive
	02/12/2023 - 02/19/2023	55.3%	1,872	232	86	42	64	321	264	1.3	8,378	22.3%	143	4,185	2.2	13.0	23	51.2%	1.0%	47.8%	-\$35,838	-7.8%	
	02/21/2023 - 02/28/2023	47.6%	1,780	123	62	31	50	221	179	1.9	5,768	30.9%	151	2,506	1.4	11.3	28	52.7%	0.5%	46.9%	-\$38,004	-8.4%	
	03/01/2023 - 03/08/2023	53.3%	1,698	229	93	109	73	297	274	1.3	7,752	21.9%	132										

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- Under \$500,000																							More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2023																							
January	01/04/2023-01/10/2023	58.2%	1,268	224	62	30	38	287	160	1.0	7,491	16.9%	153	4,500	3.5	15.7	35	46.9%	0.7%	52.3%	-\$24,942	-5.8%	
	01/11/2023-01/17/2023	59.9%	1,227	248	74	32	33	291	179	1.0	7,595	16.2%	139	4,887	4.0	16.8	27	39.2%	1.1%	59.7%	-\$29,768	-6.7%	
	01/18/2023-01/24/2023	60.7%	1,205	239	83	44	37	339	157	0.8	8,848	13.6%	166	4,787	4.0	14.1	17	39.9%	0.9%	59.2%	-\$28,190	-6.5%	
	01/25/2023-01/31/2023	62.2%	1,127	245	85	79	34	342	214	0.8	8,926	12.6%	166	5,904	5.2	17.3	15	39.4%	2.5%	58.0%	-\$24,589	-5.6%	
February	02/01/2023-02/07/2023	69.4%	1,048	295	110	26	38	386	218	0.6	10,075	10.4%	156	6,123	5.8	15.9	12.5	33.5%	0.8%	65.7%	-\$27,639	-6.1%	
	02/08/2023-02-14/2023	69.5%	1,011	282	80	19	35	381	192	0.6	9,944	10.2%	173	5,334	5.3	14.0	11.5	33.7%	2.0%	64.3%	-\$22,741	-5.3%	
	02/15/2023-02/21/2023	69.7%	935	320	88	40	22	366	221	0.6	9,553	9.8%	148	5,772	6.2	15.8	9	28.5%	1.7%	69.7%	-\$23,965	-5.6%	
	02/22/2023-02/28/2023	71.3%	936	289	94	68	32	403	300	0.5	10,518	8.9%	175	5,496	5.9	13.6	8	28.0%	1.6%	70.4%	-\$21,276	-4.8%	
March	03/01/2023-03/07/2023	74.9%	869	354	109	28	28	400	279	0.5	10,440	8.3%	145	5,245	6.0	13.1	7	22.8%	2.5%	74.7%	-\$19,134	-4.6%	
	03/08/2023-03/14/2023	75.3%	891	338	114	25	30	437	263	0.5	11,406	7.8%	163	5,863	6.6	13.4	8	26.4%	2.5%	71.1%	-\$24,832	-5.7%	
	03/15/2023-03/21/2023	74.4%	855	317	85	35	22	376	298	0.5	9,814	8.7%	156	5,065	5.9	13.5	6	27.2%	2.8%	70.0%	-\$18,341	-4.5%	
	03/22/2023-03/28/2023	74.5%	833	294	89	19	31	397	218	0.5	10,362	8.0%	174	5,705	6.8	14.4	7	24.5%	2.4%	73.0%	-\$24,102	-5.5%	
April	04/01/2023-04/07/2023	75.0%	770	359	89	68	26	379	356	0.5	9,892	7.8%	143	4,515	5.9	11.9	6	25.4%	0.8%	73.8%	-\$20,784	-5.1%	
	04/08/2023-04/14/2023	76.0%	790	314	80	19	30	381	253	0.5	9,944	7.9%	163	4,569	5.8	12.0	5	16.3%	2.5%	81.2%	-\$15,816	-4.2%	
	04/15/2023-04/21/2023	77.0%	776	400	96	37	32	420	301	0.4	10,962	7.1%	144	6,166	7.9	14.7	5	16.2%	2.4%	81.4%	-\$25,825	-5.9%	
	04/22/2023-04/28/2023	75.4%	815	355	100	22	33	375	265	0.5	9,788	8.3%	138	6,034	7.4	16.1	6	20.4%	2.3%	77.3%	-\$19,691	-4.7%	
May	04/29/2023-05/05/2023	74.8%	851	357	96	64	29	399	372	0.5	10,414	8.2%	148	5,739	6.7	14.4	5	17.8%	1.6%	80.6%	-\$17,038	-4.1%	
	05/06/2023-05/12/2023	74.5%	843	384	90	26	34	400	242	0.5	10,440	8.1%	142	5,435	6.4	13.6	5	14.1%	2.4%	83.5%	-\$15,799	-3.7%	
	05/13/2023-05/19/2023	72.0%	860	374	74	26	28	336	240	0.6	8,770	9.8%	124	5,092	5.9	15.2	5	17.5%	1.9%	80.3%	-\$21,974	-4.9%	
	05/20/2023-05/26/2023	75.7%	822	369	81	25	30	387	278	0.5	10,101	8.1%	145	7,795	9.5	20.1	6	21.2%	1.4%	77.4%	-\$23,330	-5.3%	
June	05/27/2023-06/02/2023	68.3%	950	289	92	21	28	299	216	0.7	7,804	12.2%	126	3,782	4.0	12.6	7	21.5%	3.5%	75.0%	-\$19,440	-5.1%	
	06/03/2023-06/09/2023	70.1%	996	417	101	60	37	376	300	0.6	9,814	10.1%	119	4,880	4.9	13.0	6	19.2%	3.2%	77.7%	-\$20,656	-5.2%	
	06/10/2023-06/16/2023	61.7%	1,082	373	87	28	37	238	207	1.0	6,212	17.4%	78	4,803	4.4	20.2	7	20.6%	1.4%	78.0%	-\$15,933	-4.0%	
	06/17/2023-06/23/2023	69.0%	1,109	345	80	19	26	372	238	0.7	9,709	11.4%	142	4,461	4.0	12.0	8	28.9%	0.3%	70.8%	-\$20,811	-4.9%	
July	06/24/2023-06/30/2023	69.8%	1,103	367	106	16	44	364	258	0.7	9,500	11.6%	124	4,732	4.3	13.0	8	29.8%	1.8%	68.4%	-\$18,201	-4.5%	
	07/01/2023-07/07/2023	64.6%	1,155	251	61	48	27	306	265	0.9	7,987	14.5%	153	3,836	3.3	12.5	14	36.3%	3.8%	59.9%	-\$34,510	-4.6%	
	07/08/2023-07/14/2023	67.5%	1,121	396	93	36	47	343	268	0.8	8,952	12.5%	112	4,673	4.2	13.6	8	23.3%	2.1%	74.5%	-\$20,496	-4.9%	
	07/15/2023-07/21/2023	67.1%	1,201	374	98	38	34	352	288	0.8	9,187	13.1%	119	4,950	4.1	14.1	9	29.8%	2.5%	67.8%	-\$19,132	-4.8%	
August	07/22/2023-07/28/2023	65.3%	1,266	300	100	28	38	343	258	0.8	8,952	14.1%	135	4,381	3.5	12.8	8	26.9%	2.2%	71.0%	-\$21,868	-5.2%	
	07/29/2023-08/04/2023	65.1%	1,261	356	97	61	42	355	300	0.8	9,266	13.6%	124	4,274	3.4	12.0	11	35.6%	1.8%	62.6%	-\$19,895	-4.9%	
	08/05/2023-08/11/2023	63.7%	1,283	384	85	28	35	351	216	0.8	9,161	14.0%	118	4,551	3.5	13.0	8	26.7%	2.4%	70.8%	-\$20,635	-4.9%	
	08/12/2023-08/18/2023	63.0%	1,363	339	105	36	45	354	240	0.9	9,239	14.8%	124	4,662	3.4	13.2	11	35.0%	0.9%	64.1%	-\$23,786	-6.2%	
September	08/19/2023-08/25/2023	62.0%	1,404	373	119	41	36	336	258	1.0	8,770	16.0%	105	4,566	3.3	13.6	8	25.0%	2.9%	72.1%	-\$19,277	-4.9%	
	08/26/2023-09/01/2023	59.7%	1,503	328	111	27	54	321	231	1.1	8,378	17.9%	110	4,257	2.8	13.3	12	33.2%	3.0%	63.8%	-\$23,541	-5.9%	
	09/02/2023-09/08/2023	51.9%	1,546	217	65	61	30	241	208	1.5	6,290	24.6%	118	3,719	2.4	15.4	14	39.0%	3.1%	57.9%	-\$19,662	-4.9%	
	09/09/2023-09/15/2023	55.8%	1,528	389	97	36	64	286	203	1.2	7,465	20.5%	86	4,114	2.7	14.4	12	32.4%	1.1%	66.5%	-\$21,866	-5.2%	
October	09/16/2023-09/22/2023	57.3%	1,629	360	105	35	39	309	240	1.2	8,065	20.2%	97	4,078	2.5	13.2	14	37.8%	1.4%	60.8%	-\$24,053	-5.7%	
	09/23/2023-09/29/2023	55.6%	1,743	325	113	36	61	329	218	1.2	8,587	20.3%	110	4,253	2.4	12.9	17	42.3%	2.3%	55.3%	-\$27,804	-6.1%	
	09/30/2023-10/06/2023	53.0%	1,773	320	290	108	54	291	290	1.4	7,595	23.3%	67	3,619	2.0	12.4	19	44.1%	1.1%	54.8%	-\$23,219	-5.4%	
	10/07/2023-10/13/2023	51.2%	1,790	369	109	42	68	290	186	1.4	7,569	23.6%	85	4,107	2.3	14.2	15.5	43.7%	0.0%	56.3%	-\$24,741	-5.9%	
November	10/14/2023-10/20/2023	49.8%	1,907	295	80	39	58	274	199	1.6	7,151	26.7%	98	3,741	2.0	13.7	17	44.8%	0.4%	54.8%	-\$23,455	-5.8%	
	10/21/2023-10/27/2023	50.9%	1,925	289	94	46	53	286	221	1.5	7,465	25.8%	101	3,648	1.9	12.8	19	44.4%	1.9%	53.8%	-\$26,717	-6.3%	
	10/28/2023-11/03/2023	49.4%	1,937	275	82	84	66	268	248	1.7	6,995	27.7%	99	4,804	2.5	17.9	19	44.8%	0.8%	54.4%	-\$23,568	-5.7%	
	11/04/2023-11/10/2023	47.2%	1,911	283	85	54	81	266	175	1.7	6,943	27.5%	96	3,745	2.0	14.1	21	46.0%	2.0%	52.0%	-\$23,827	-5.7%	
December	11/11/2023-11/17/2023	50.6%	1,904	253	89	44	45	304	189	1.4	7,934	24.0%	124	3,703	1.9	12.2	19	43.4%	1.4%	55.2%	-\$22,495	-6.2%	
	11/18/2023-11/24/2023	51.8%	1,867	231	109	66	57	271	262	1.6	7,073	26.4%	107	3,468	1.9	12.8	22	43.0%	1.2%	49.8%	-\$22,683	-5.5%	
	11/25/2023-12/01/2023	39.9%	1,835	116	49	36	41	184	120	2.3	4,802	38.2%	126	2,107	1.1	11.5	29	48.6%	1.1%	50.3%	-\$24,547	-5.6%	
	12/02/2023-12/08/2023	49.8%	1,741	250	87	106	58	239	263	1.7	6,238	27.9%	94	3,305	1.9	13.8	26	49.1%	0.9%	50.0%	-\$21,897	-5.2%	
December	12/09/2023-12/15/2023	49.2%	1,737	195	63	41	39	254	172	1.6	6,629	26.2%	133	3,252	1.9	12.8	29	47.5%	2.1%	50.4%	-\$29,108	-6.8%	
	12/16/2023-12/22/2023	48.5%	1,676	170	72	69	55																

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- Under \$500,000																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	Price Reduction	% Reduction
2024																						
January	01/01/2024 01/05/2024	51.4%	1,350	235	85	42	31	243	130	1.3	6,342	21.3%	109	4,060	3.0	16.7	28	38.2%	3.1%	58.8%	-\$21,535	-4.9%
	01/06/2024 01/10/2024	54.6%	1,403	241	68	34	30	286	143	1.1	7,465	18.8%	138	3,729	2.7	13.0	31	40.2%	1.5%	58.3%	-\$18,646	-4.4%
	01/11/2024 01/15/2024	57.4%	1,383	276	84	28	18	315	151	1.0	8,222	16.8%	133	4,284	3.1	13.6	16	29.9%	1.4%	68.7%	-\$24,940	-6.0%
	01/16/2024 01/20/2024																					
	01/21/2024 01/25/2024																					

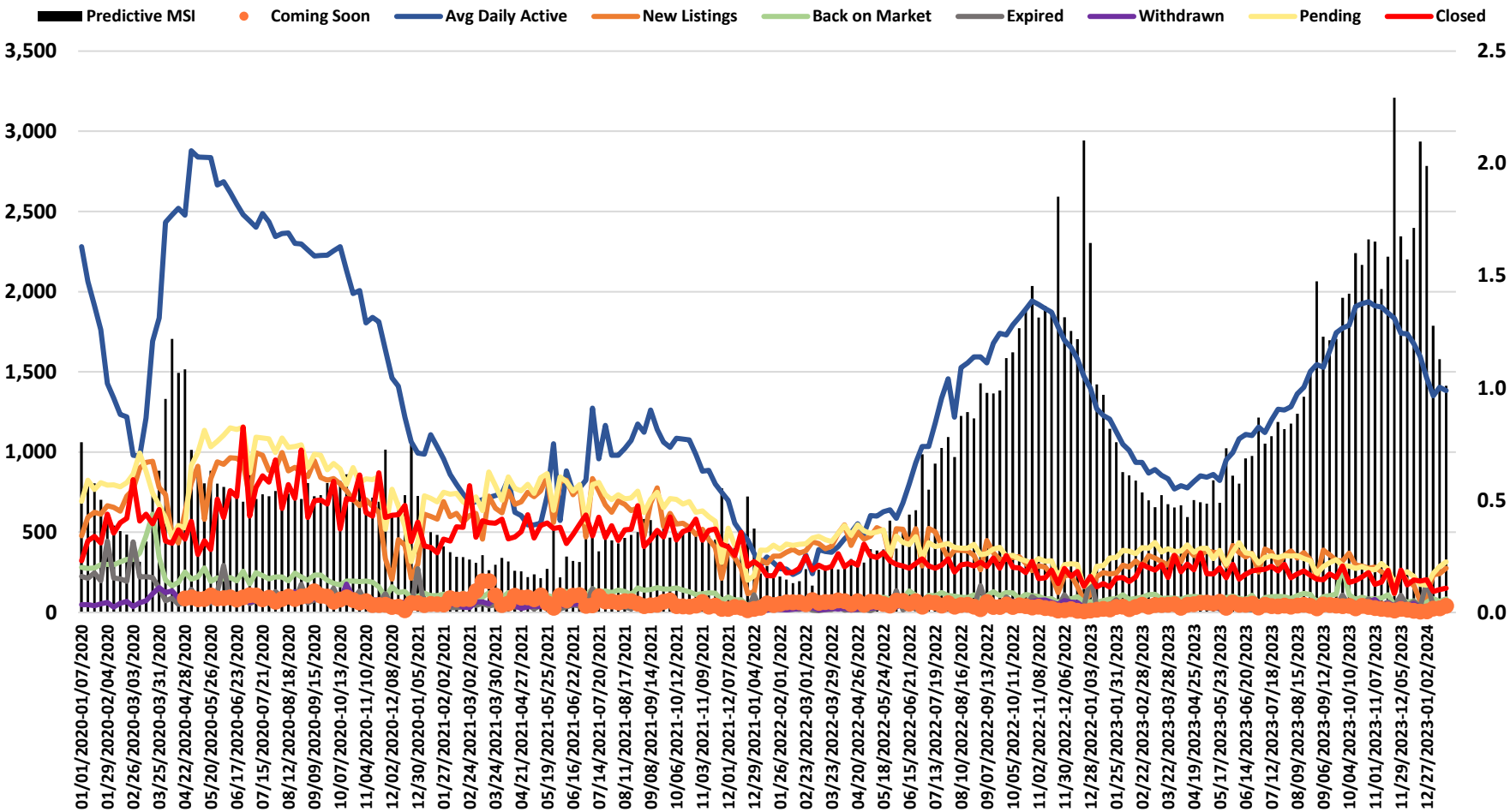
More Competitive

Less Competitive

Up to \$500,000 2024

Greater Metro Denver Attached and Detached Residential Under \$500,000

Market Metrics

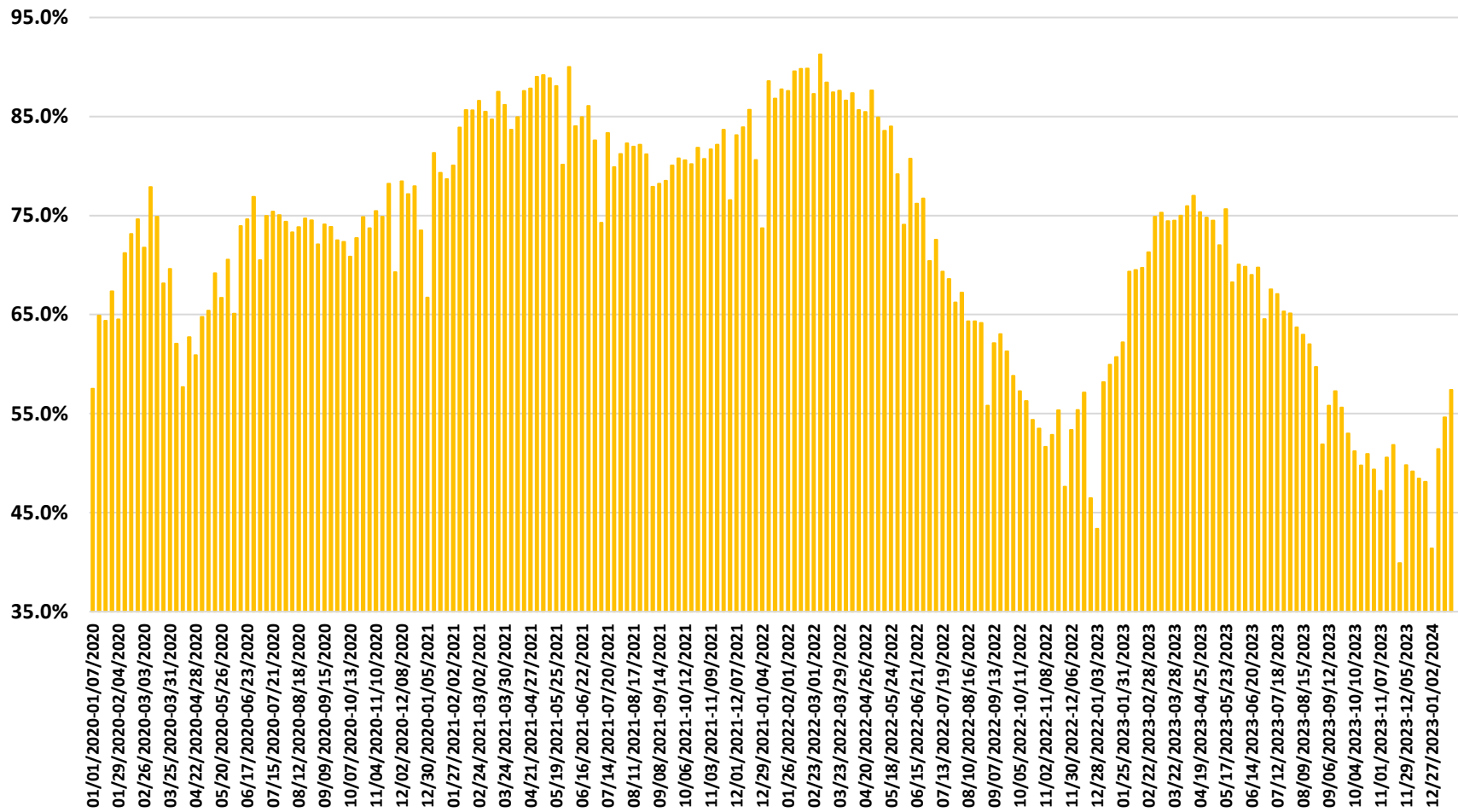


Metric	Predictive MSI	Coming Soon	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed
Current	1.0	40	1,383	276	84	28	18	315	151
WOW	-10.5%	60.0%	-1.4%	14.5%	23.5%	-17.6%	-40.0%	10.1%	5.6%
1 Year Ago	23.5%	110.5%	14.8%	15.5%	1.2%	-36.4%	-51.4%	-7.1%	-3.8%

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Greater Metro Denver Attached and Detached Residential Under \$500,000

Odds of Selling by Week



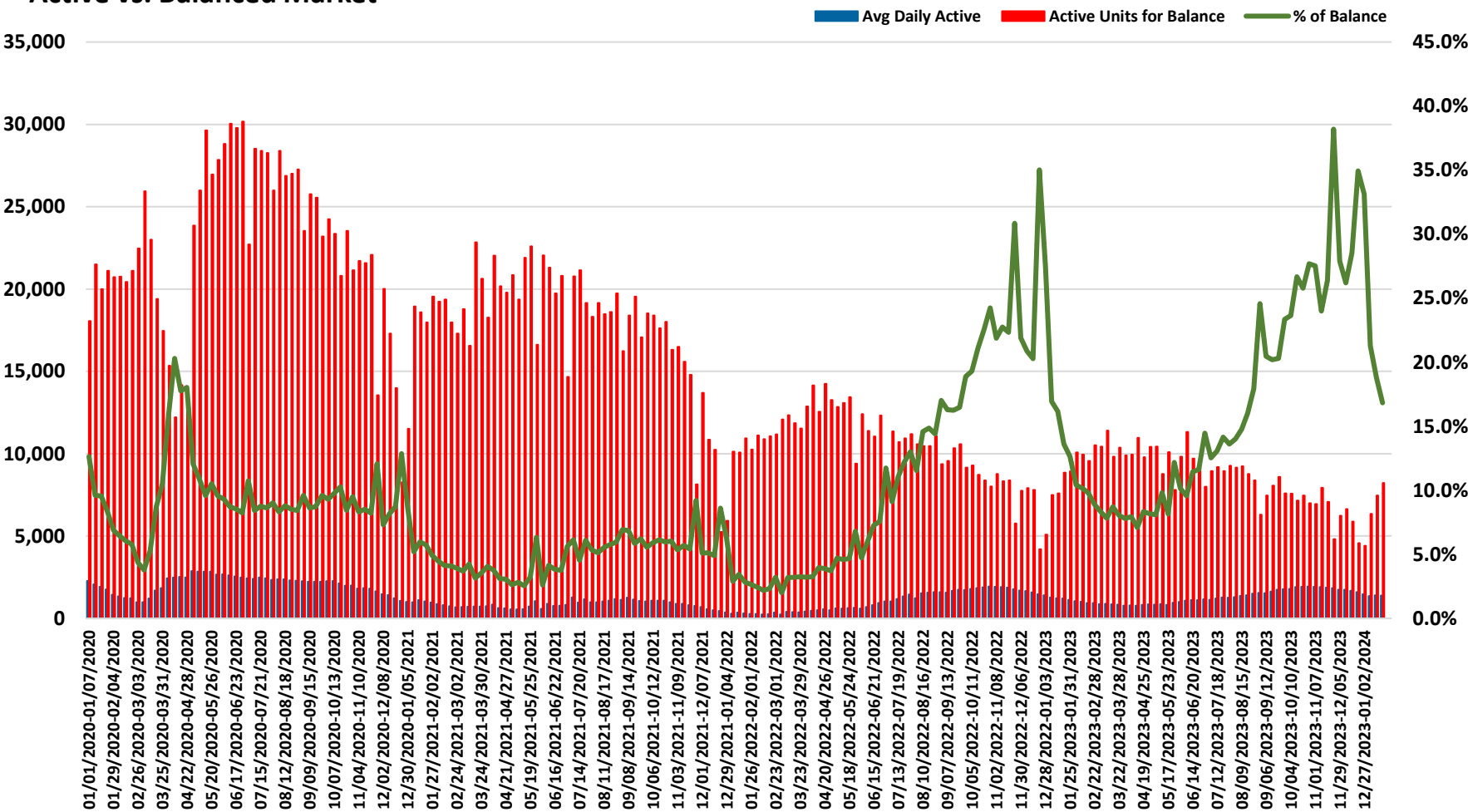
Metric	Odds of Selling
Current	57.4%
WOW	2.8%
1 Year Ago	-3.3%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000

Active vs. Balanced Market

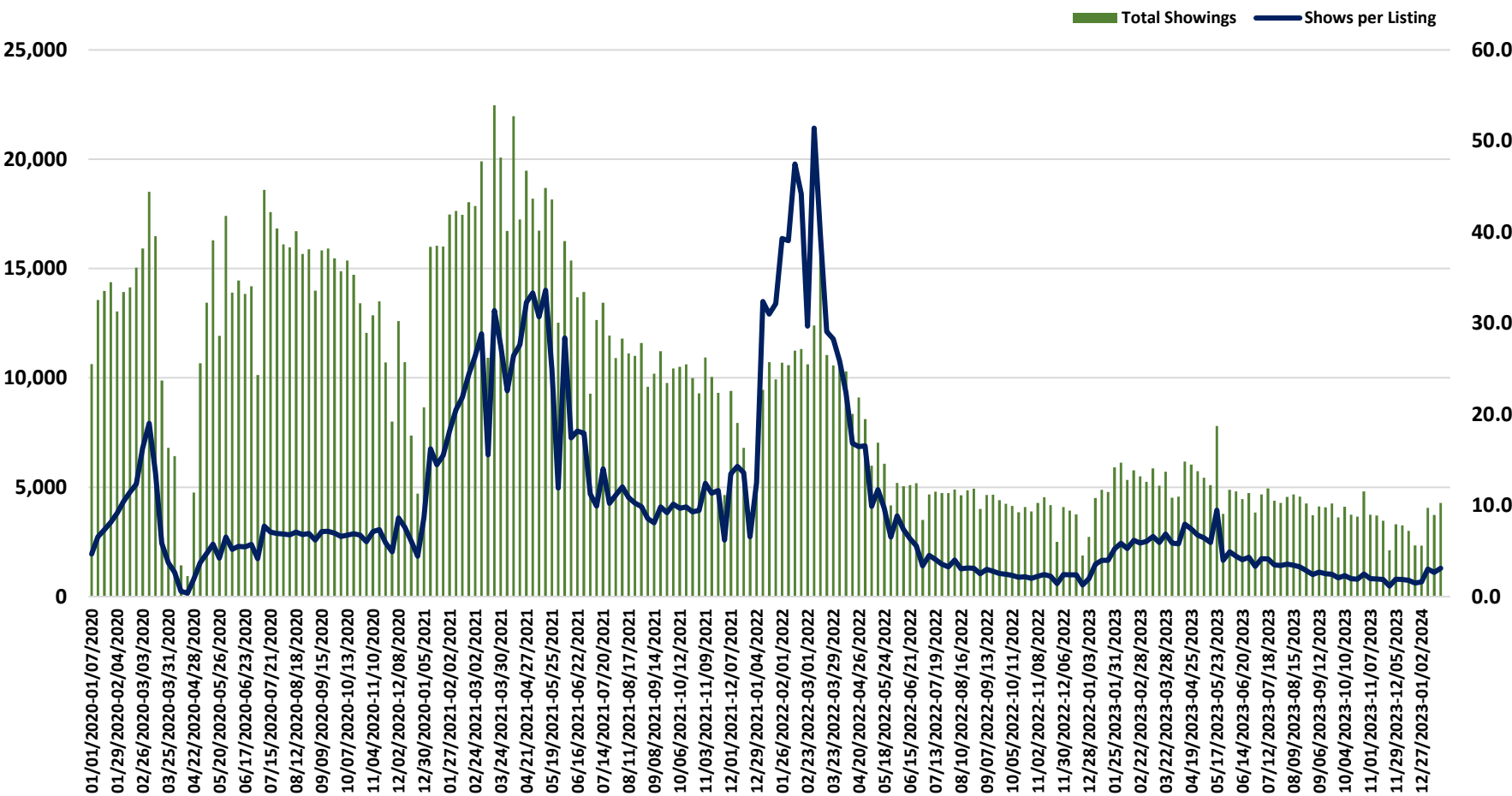


Metric	Avg Daily Active	Active Units for Balance	% of Balance
Current	1,383	8,222	16.8%
WOW	-1.4%	10.1%	-2.0%
1 Year Ago	14.8%	-7.1%	3.2%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000 Showings



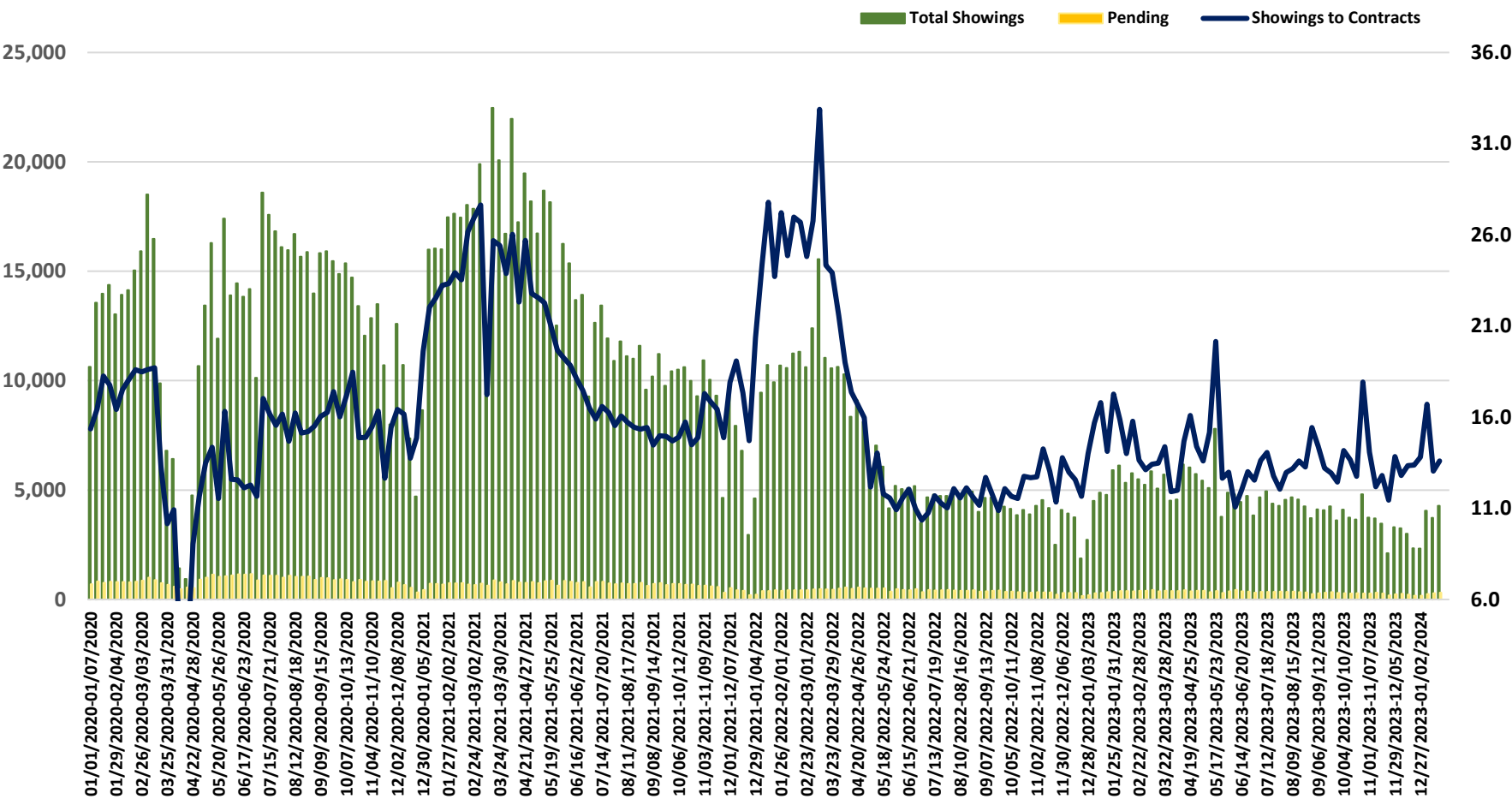
Metric	Total Showings	Shows per Listing
Current	4,284	3.1
WOW	14.9%	16.5%
1 Year Ago	-10.5%	-22.0%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000

Showings vs. Contracts



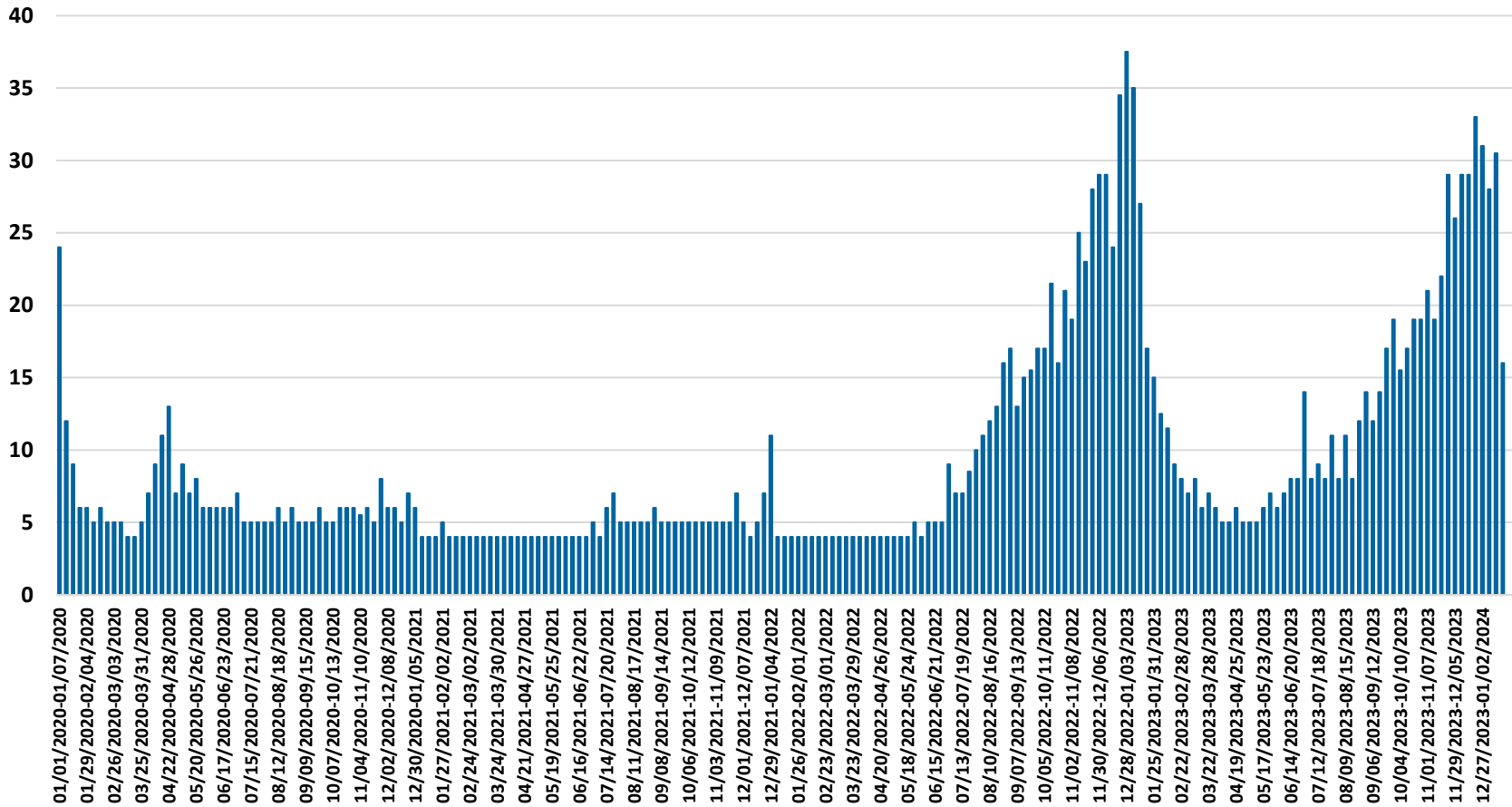
Metric	Total Showings	Pending	Shows to Contracts
Current	4,284	315	14
WOW	14.9%	10.1%	4.3%
1 Year Ago	-10.5%	-7.1%	-3.7%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000

Median Days on Market for Pending Home Sales



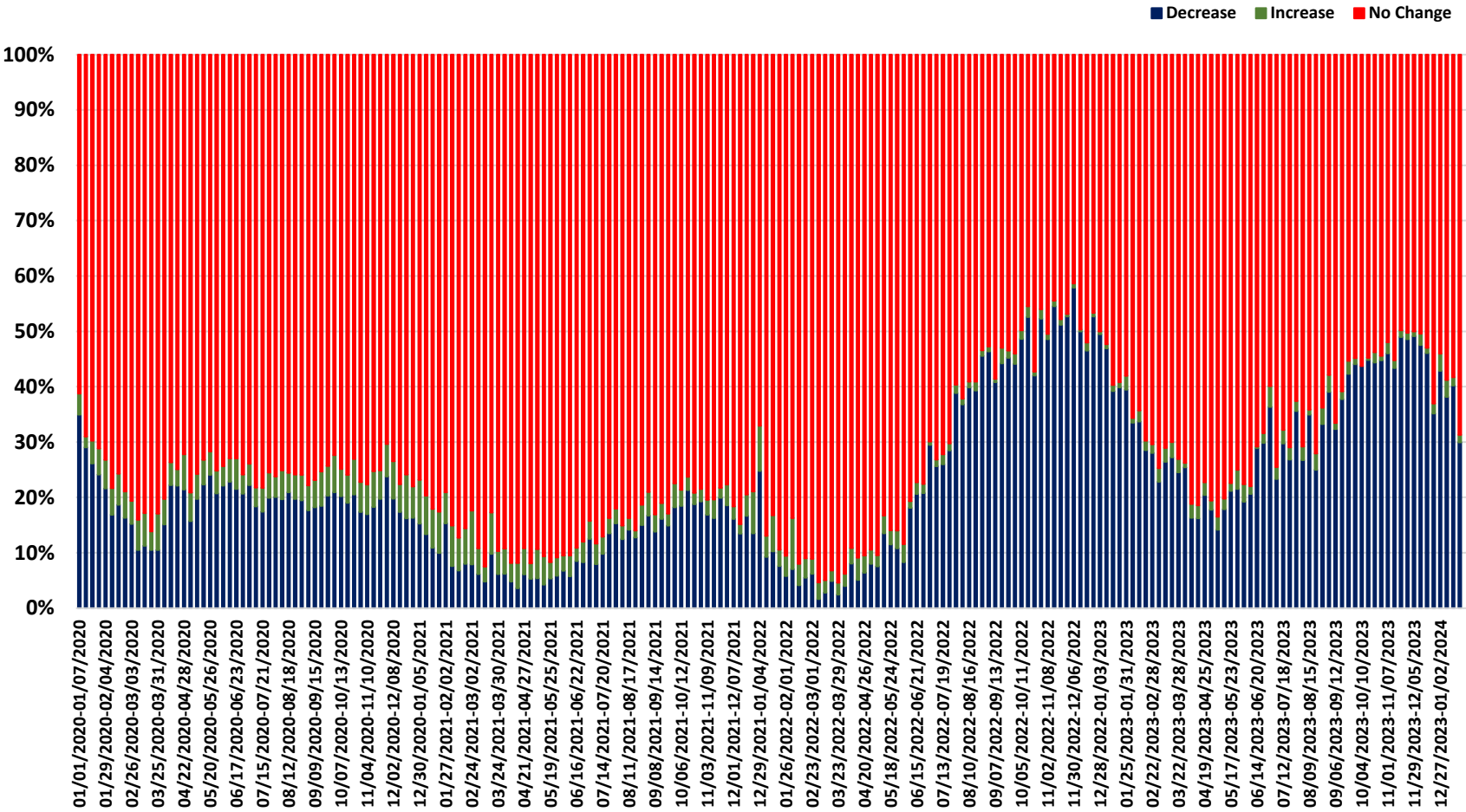
Metric	DOM
Current	16
WOW	-47.5%
1 Year Ago	-5.9%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000

Price Reductions for Pending Transactions



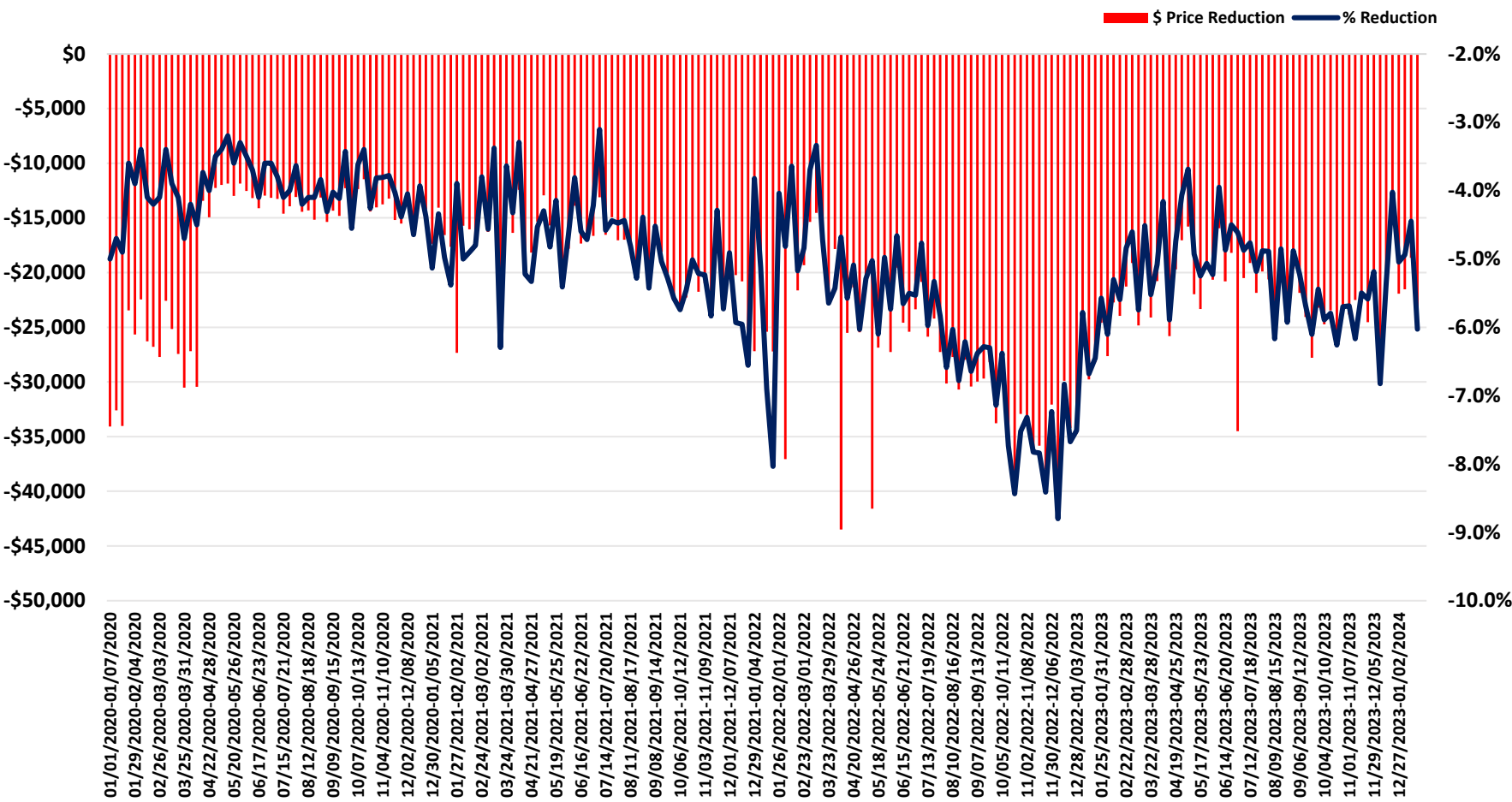
Metric	Decrease	Increase	No Change
Current	29.9%	1.4%	68.7%
WOW	-10.3%	-0.1%	10.4%
1 Year Ago	-9.9%	0.5%	9.5%

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Up to \$500,000

Greater Metro Denver Attached and Detached Residential Under \$500,000

Size of Price Reductions for Pending Transactions



Metric	\$ Reduction	% Reduction
Current	-\$24,940	-6.0%
WOW	33.8%	-1.6%
1 Year Ago	-11.5%	0.4%

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Up to \$500,000

\$500,000 - \$1,000,000

60.2%

of homes in the 7 Metro Counties are between \$500,000 - \$1,000,000

\$500,000 - \$1,000,000

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle

[illegible]

Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Less Competitive  More Competitive



Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.

\$500,000 - \$1,000,000



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Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$500,000 to \$1,000,000																							
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2020																							
January	01/01/2020-01/07/2020	46.4%	1,722	221	48	55		41	245	146	1.6	6,395	26.9%	122	4,296	2.5	17.5	50	50.2%	3.7%	46.1%	-\$34,092	-5.0%
	01/08/2020-01/14/2020	53.3%	1,673	312	53	59	29	29	326	181	1.2	8,509	19.7%	131	5,637	3.4	17.3	28	36.5%	2.7%	60.8%	-\$32,610	-4.7%
	01/15/2020-01/21/2020	56.6%	1,627	346	74	64		28	374	197	1.0	9,761	16.7%	136	6,519	4.0	17.4	16	32.8%	4.5%	62.7%	-\$34,027	-4.9%
	01/22/2020-01/28/2020	57.7%	1,546	336	50	58	34	34	375	190	0.9	9,788	15.8%	150	6,378	4.1	17.0	13	31.7%	4.1%	64.3%	-\$23,463	-3.6%
	01/29/2020-02/04/2020	56.3%	1,460	338	82	110		27	369	206	0.9	9,631	15.2%	136	5,548	3.8	15.0	12	33.1%	3.8%	63.1%	-\$25,653	-3.9%
February	02/05/2020-02/11/2020	60.3%	1,463	440	68	64		33	408	200	0.8	10,649	13.7%	127	6,039	4.1	14.8	11	29.3%	3.3%	67.5%	-\$22,456	-3.4%
	02/12/2020-02/18/2020	62.8%	1,401	350	81	55	25	25	413	224	0.8	10,779	13.0%	153	6,755	4.8	16.4	11	27.7%	4.5%	67.9%	-\$26,285	-4.1%
	02/19/2020-02/25/2020	66.3%	1,370	394	79	35	35	35	434	254	0.7	11,327	12.1%	148	6,497	4.7	15.0	9	23.5%	4.6%	71.9%	-\$26,779	-4.2%
	02/26/2020-03/03/2020	66.3%	1,322	467	76	118		40	433	398	0.7	11,301	11.7%	129	7,254	5.5	16.8	9	20.5%	5.5%	74.0%	-\$27,729	-4.1%
	03/04/2020-03/10/2020	67.3%	1,387	556	82	55	42	42	476	295	0.7	12,424	11.2%	121	8,761	6.3	18.4	6	22.4%	2.3%	75.3%	-\$22,576	-3.4%
March	03/11/2020-03/17/2020	63.7%	1,507	518	132	58		81	391	318	0.9	10,205	14.8%	94	6,711	4.5	17.2	6	19.9%	4.7%	75.4%	-\$25,162	-3.9%
	03/18/2020-03/24/2020	57.2%	1,679	516	171	63	145	145	307	294	1.3	8,013	21.0%	65	3,838	2.3	12.5	5	19.5%	3.0%	77.5%	-\$27,444	-4.1%
	03/25/2020-03/31/2020	56.9%	1,705	434	97	105	123	123	277	380	1.4	7,230	23.6%	73	2,580	1.5	9.3	6	20.5%	2.0%	77.5%	-\$30,520	-4.7%
	04/01/2020-04/07/2020	45.2%	2,250	430	110	59	96	96	244	231	2.1	6,368	35.3%	53	2,695	1.2	11.0	11	25.8%	3.4%	70.8%	-\$27,179	-4.2%
	04/08/2020-04/14/2020	43.5%	2,295	262	58	65	130	130	232	225	2.3	6,055	37.9%	82	655	0.3	2.8	12	27.2%	6.7%	66.1%	-\$30,442	-4.5%
April	04/15/2020-04/21/2020	44.3%	2,215	217	90	52	87	87	206	241	2.5	5,377	41.2%	72	406	0.2	2.0	17	32.5%	3.9%	63.5%	-\$29,701	-4.4%
	04/22/2020-04/28/2020	44.2%	2,253	354	137	51	67	67	220	231	2.4	5,742	39.2%	50	2,355	1.0	10.7	18	24.1%	5.7%	70.3%	-\$24,601	-3.8%
	04/29/2020-05/05/2020	52.0%	2,487	499	135	104	76	76	474	257	1.2	12,371	20.1%	109	5,390	2.2	11.4	12	27.4%	5.2%	69.6%	-\$25,824	-3.9%
	05/06/2020-05/12/2020	50.9%	2,544	550	132	59	36	36	487	180	1.2	12,711	20.0%	104	6,454	2.5	13.3	10	26.8%	3.2%	70.0%	-\$25,087	-3.7%
	05/13/2020-05/19/2020	53.8%	2,637	580	132	50	61	61	562	203	1.1	14,668	18.0%	118	7,847	3.0	14.0	14	28.2%	3.5%	68.4%	-\$26,578	-3.9%
May	05/20/2020-05/26/2020	50.7%	2,729	502	101	46	45	45	516	176	1.2	13,468	20.3%	125	5,976	2.2	11.6	11	31.3%	2.6%	66.1%	-\$24,810	-3.6%
	05/27/2020-06/02/2020	55.0%	2,649	537	116	116	62	62	576	309	1.1	15,034	17.6%	133	8,513	3.2	14.8	13	33.1%	2.4%	66.5%	-\$24,815	-3.8%
	06/03/2020-06/09/2020	56.2%	2,633	567	120	59	55	55	580	274	1.0	15,138	17.4%	128	6,606	2.5	11.4	12	34.6%	0.0%	61.6%	-\$27,339	-4.1%
	06/10/2020-06/16/2020	62.0%	2,625	581	106	53	62	62	654	419	0.9	17,069	15.4%	147	7,511	2.9	11.5	11	33.3%	1.9%	64.9%	-\$25,606	-3.8%
	06/17/2020-06/23/2020	60.4%	2,577	584	104	57	64	64	583	408	1.0	15,216	16.9%	129	6,711	2.6	11.5	12	38.2%	2.3%	59.5%	-\$25,383	-3.8%
June	06/24/2020-06/30/2020	64.4%	2,530	580	108	104	64	64	640	602	0.9	16,704	15.1%	144	7,391	2.9	11.5	10	33.7%	2.7%	63.6%	-\$25,409	-3.9%
	07/01/2020-07/07/2020	55.5%	2,490	433	90	64	67	67	458	334	1.2	11,954	20.8%	127	5,200	2.1	11.4	13	34.6%	1.3%	64.0%	-\$23,530	-3.6%
	07/08/2020-07/14/2020	63.2%	2,449	574	107	64	73	73	612	466	0.9	15,973	15.3%	139	9,791	4.0	16.0	11	52.4%	3.2%	65.7%	-\$27,259	-4.1%
	07/15/2020-07/21/2020	65.5%	2,373	542	108	55	82	82	601	538	0.9	15,686	15.1%	144	9,375	4.0	15.6	10	33.0%	1.4%	64.3%	-\$27,334	-3.9%
	07/22/2020-07/28/2020	63.6%	2,307	498	126	53	81	81	567	453	0.9	14,799	15.6%	140	9,269	4.0	16.3	10	32.4%	3.3%	64.3%	-\$24,003	-3.5%
August	07/29/2020-08/04/2020	63.6%	2,234	474	116	120	88	88	535	574	1.0	13,964	16.0%	139	9,024	4.0	16.9	9	35.4%	2.5%	62.1%	-\$28,783	-4.2%
	08/05/2020-08/11/2020	61.7%	2,174	497	112	73	150	150	532	392	0.9	13,885	15.7%	135	9,362	4.3	17.6	10	30.4%	2.5%	67.2%	-\$27,978	-4.1%
	08/12/2020-08/18/2020	65.4%	2,113	517	109	63	62	62	577	462	0.8	15,060	14.0%	145	9,058	4.3	15.7	10	32.7%	2.0%	65.3%	-\$29,645	-4.2%
	08/19/2020-08/25/2020	65.9%	2,086	532	103	55	59	59	589	446	0.8	15,373	13.6%	147	8,702	4.2	14.8	8	30.9%	2.3%	66.8%	-\$29,574	-4.4%
	08/26/2020-09/01/2020	65.0%	2,012	487	102	152	74	74	576	566	0.8	15,034	13.4%	155	9,123	4.5	15.8	8	29.6%	3.2%	67.2%	-\$26,891	-3.8%
September	09/02/2020-09/08/2020	63.6%	1,919	446	90	45	55	55	524	326	0.8	13,676	14.0%	154	7,508	3.9	14.3	10	34.6%	2.5%	62.9%	-\$26,635	-3.9%
	09/09/2020-09/15/2020	65.8%	1,825	499	107	62	53	53	496	431	0.8	12,946	14.1%	129	8,853	4.9	17.8	8	31.7%	3.8%	64.5%	-\$25,595	-3.8%
	09/16/2020-09/22/2020	67.5%	1,773	440	86	40	52	52	494	436	0.8	12,893	13.7%	148	8,646	4.9	17.5	7	29.3%	2.9%	67.8%	-\$31,081	-4.2%
	09/23/2020-09/29/2020	68.0%	1,720	450	105	43	62	62	528	402	0.7	13,781	12.5%	152	9,235	5.4	17.5	7	26.9%	3.1%	69.9%	-\$29,217	-4.2%
	09/30/2020-10/06/2020	69.6%	1,686	531	93	106	77	77	568	561	0.7	14,825	11.4%	148	8,478	5.0	14.9	7	30.7%	4.7%	64.6%	-\$27,884	-4.0%
October	10/07/2020-10/13/2020	67.1%	1,652	446	114	41	67	67	476	383	0.8	12,424	13.3%	135	8,001	4.8	16.8	6	28.7%	2.5%	68.8%	-\$26,337	-3.9%
	10/14/2020-10/20/2020	68.3%	1,620	456	76	55	50	50	455	465	0.8	11,876	13.6%	135	8,270	5.1	18.2	7	29.0%	2.6%	68.4%	-\$26,973	-4.0%
	10/21/2020-10/27/2020	67.9%	1,588	424	86	51	53	53	484	398	0.8	12,632	12.6%	162	7,085	4.5	14.6	6	24.9%	6.2%	68.9%	-\$27,358	-4.0%
	10/28/2020-11/03/2020	68.7%	1,577	325	85	90	54	54	413	581	0.9	10,779	14.6%	157	6,069	3.8	14.7	8	25.1%	3.5%	71.5%	-\$30,233	-4.4%
	11/04/2020-11/10/2020	74.2%	1,451	353	120	77	105	105	568	614	0.6	14,825	9.8%	198	5,997	4.1	10.6	8	29.3%	4.3%	66.5%	-\$30,164	-4.6%
November	11/11/2020-11/17/2020	68.9%	1,409	327	78	49	58	58	415	412	0.8	10,832	13.0%	163	6,037	4.3	14.5	10	30.6%	5.6%	63.8%	-\$28,388	-4.1%
	11/18/2020-11/24/2020	71.0%	1,331	291	73	49	51	51	378	493	0.8	9,866	13.5%	164	4,161	3.1	11.0	7	24.7%	6.5%	68.8%	-\$27,756	-4.3%
	11/25/2020-12/01/2020	62.3%	1,237	161	45	85	36	36	248	362	1.1	6,473	19.1%	178	3,261	2.6	13.1	13	34.3%	4.1%	61.6%	-\$28,737	-4.4%
	12/02/2020-12/08/2020	71.9%	1,142	122	66	37	32	32	367	401	0.7	9,579	11.9%	315	6,141	5.4	16.7	5	21.5%	4.5%	74.0%	-\$32,466	-4.7%
	12/09/2020-12/15/2020	69.8%	1,119	259	52	34	33	33	311	361	0.8	8,117	13.8%	158	4,939	4.4	15.9.						

\$500,000 - \$1,000,000 2020

More Competitive

Less Competitive

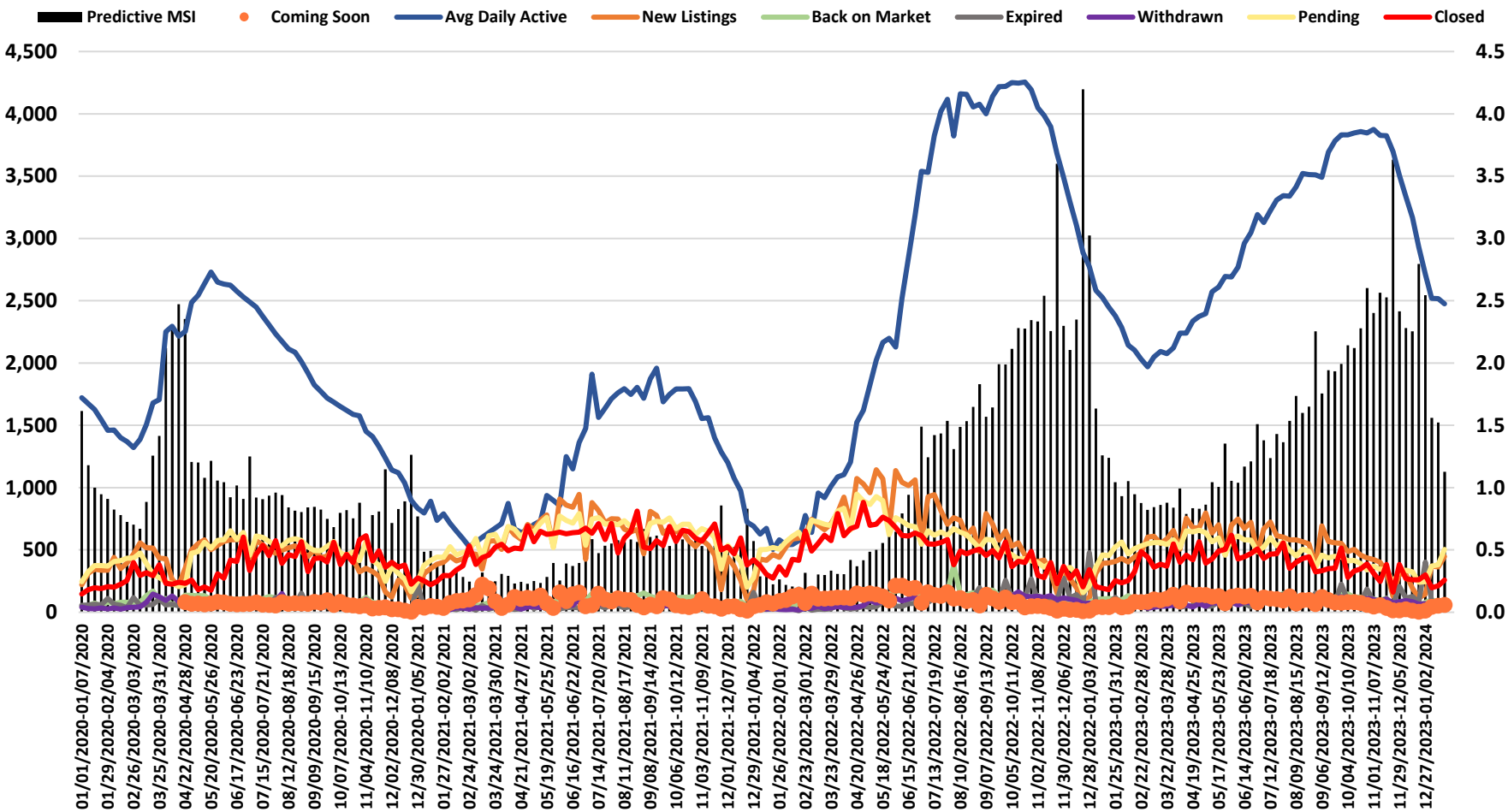
Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$500,000 to \$1,000,000																						More Competitive
Date Range	Oddest of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2020																						
January	12/06/2020-01/06/2021	56.0%	834	140	40	220	18	249	275	0.8	6,499	12.8%	221	3,538	4.2	14.2	14	22.9%	10.6%	66.5%	-\$28,512	-3.7%
	01/06/2021-01/26/2021	74.5%	796	311	61	32	22	377	252	0.5	9,840	8.1%	170	7,849	9.9	20.8	5	16.2%	9.9%	74.0%	-\$36,626	-4.7%
	01/26/2021-02/25/2021	72.5%	891	351	49	37	21	417	221	0.5	10,884	8.2%	175	8,689	9.8	20.8	5	17.0%	9.5%	73.6%	-\$33,839	-4.9%
	02/25/2021-03/26/2021	77.4%	736	386	55	32	23	443	247	0.4	11,562	6.4%	172	10,019	13.6	22.6	4	13.6%	6.4%	80.0%	-\$37,196	-5.3%
February	03/26/2021-04/26/2021	76.7%	789	400	67	43	31	441	296	0.4	11,510	6.9%	161	8,926	11.3	20.2	4	8.1%	8.9%	83.0%	-\$13,476	-4.4%
	04/26/2021-05/26/2021	81.0%	713	449	62	28	20	526	293	0.3	13,729	5.2%	179	11,381	16.0	21.6	4	11.8%	5.7%	92.5%	-\$34,066	-4.9%
	05/26/2021-06/26/2021	82.5%	651	411	65	20	36	460	340	0.3	12,006	5.4%	167	9,709	14.9	21.1	4	11.2%	6.8%	81.9%	-\$33,756	-4.6%
	06/26/2021-07/27/2021	83.3%	589	429	64	35	34	479	372	0.3	12,502	4.7%	169	10,662	18.1	22.3	4	9.6%	4.7%	85.7%	-\$30,917	-4.1%
March	07/27/2021-08/26/2021	86.5%	527	468	60	39	24	491	533	0.2	12,815	4.1%	163	11,145	21.1	22.7	4	6.8%	5.2%	88.0%	-\$34,066	-4.6%
	08/26/2021-09/26/2021	86.9%	564	467	54	17	37	593	384	0.2	15,477	3.6%	201	12,839	22.8	21.7	4	6.2%	4.6%	89.2%	-\$25,056	-3.4%
	09/26/2021-10/26/2021	82.0%	601	345	58	54	31	435	438	0.3	11,354	5.3%	187	6,818	11.3	15.7	4	4.8%	2.7%	92.5%	-\$23,942	-3.4%
	10/26/2021-11/26/2021	86.1%	638	571	78	26	33	615	457	0.2	16,052	4.0%	166	13,548	21.2	22.0	4	9.8%	7.5%	82.7%	-\$25,244	-3.1%
April	11/26/2021-12/26/2021	85.8%	675	574	64	35	41	624	521	0.2	16,286	4.1%	172	13,149	19.5	21.1	4	6.1%	4.2%	89.7%	-\$26,687	-3.2%
	12/26/2021-01/26/2022	83.6%	711	505	54	48	24	530	545	0.3	13,833	5.1%	165	10,231	14.4	19.3	4	8.0%	5.9%	86.0%	-\$23,462	-3.5%
	01/26/2022-02/26/2022	83.5%	874	685	75	32	36	689	494	0.3	17,983	4.9%	158	15,739	18.0	22.8	4	5.5%	3.5%	91.0%	-\$26,563	-3.9%
	02/26/2022-03/26/2022	87.0%	670	622	67	23	40	667	514	0.2	17,409	3.8%	170	9,722	14.5	14.6	4	9.7%	4.0%	86.3%	-\$37,940	-5.3%
May	03/26/2022-04/26/2022	86.4%	640	586	66	28	24	606	509	0.2	15,817	4.0%	163	13,045	20.4	21.5	4	9.4%	3.9%	86.7%	-\$34,157	-4.7%
	04/26/2022-05/26/2022	86.3%	659	705	84	64	41	661	694	0.2	17,252	3.8%	147	13,220	20.1	20.0	4	7.3%	3.4%	89.3%	-\$41,753	-6.0%
	05/26/2022-06/26/2022	77.1%	703	662	76	30	48	645	565	0.3	16,835	4.2%	153	12,216	17.4	18.9	4	12.9%	4.8%	82.3%	-\$92,395	-7.3%
	06/26/2022-07/26/2022	86.4%	732	740	87	47	35	716	649	0.2	18,688	3.9%	152	13,173	18.0	18.4	4	7.1%	4.7%	88.2%	-\$32,712	-4.7%
June	07/26/2022-08/26/2022	85.2%	937	781	83	26	45	762	625	0.3	19,888	4.7%	154	13,659	14.6	17.9	4	8.2%	2.7%	89.1%	-\$27,964	-4.1%
	08/26/2022-09/26/2022	82.6%	897	525	83	36	44	520	631	0.4	13,572	6.6%	146	8,772	9.8	16.9	5	13.7%	3.7%	82.6%	-\$32,975	-4.8%
	09/26/2022-10/26/2022	86.3%	856	908	100	28	47	773	642	0.3	20,175	4.2%	134	13,217	15.4	17.1	4	8.4%	4.5%	87.1%	-\$29,376	-4.0%
	10/26/2022-11/26/2022	80.8%	1,250	859	98	37	59	736	630	0.4	19,210	6.5%	132	11,879	9.5	16.1	4	11.0%	2.2%	86.7%	-\$29,251	-4.4%
July	11/26/2022-12/26/2022	81.6%	1,151	842	131	40	56	715	638	0.4	18,662	6.2%	126	10,829	9.4	15.1	5	11.7%	4.6%	83.8%	-\$29,537	-4.4%
	12/26/2022-01/26/2023	80.6%	1,361	946	129	33	105	793	642	0.4	20,697	6.6%	126	12,049	8.9	15.2	5	13.0%	3.8%	83.3%	-\$29,314	-4.4%
	01/26/2023-02/26/2023	75.1%	1,475	426	92	64	65	537	676	0.6	14,016	10.5%	170	6,540	4.4	12.2	8	20.4%	6.3%	73.3%	-\$28,430	-3.8%
	02/26/2023-03/26/2023	74.2%	1,810	880	151	41	83	749	634	0.6	19,549	9.8%	120	10,919	5.7	14.6	4	15.6%	4.0%	80.4%	-\$27,885	-4.0%
August	03/26/2023-04/26/2023	78.0%	1,563	816	127	54	64	759	710	0.5	19,810	7.9%	136	10,814	6.9	14.2	5	17.5%	4.0%	78.6%	-\$36,041	-5.2%
	04/26/2023-05/26/2023	75.9%	1,638	717	144	33	72	706	583	0.5	18,427	8.9%	137	10,903	6.7	15.4	5	17.5%	4.0%	78.6%	-\$38,041	-5.2%
	05/26/2023-06/26/2023	75.7%	1,713	751	134	63	71	713	713	0.6	18,609	9.2%	134	10,444	6.1	14.6	6	23.2%	3.4%	73.4%	-\$28,980	-4.4%
	06/26/2023-07/26/2023	71.9%	1,762	747	102	55	68	701	476	0.6	18,296	9.6%	137	10,903	6.2	15.6	6	23.2%	2.6%	74.2%	-\$31,481	-4.7%
September	07/26/2023-08/26/2023	74.9%	1,795	666	120	33	65	734	594	0.6	19,157	9.4%	155	10,727	6.0	14.6	7	25.4%	3.2%	71.4%	-\$30,658	-4.5%
	08/26/2023-09/26/2023	74.8%	1,748	644	140	48	77	687	649	0.6	17,931	9.7%	145	10,614	6.1	15.4	6	26.5%	3.0%	70.5%	-\$29,536	-4.4%
	09/26/2023-10/26/2023	76.3%	1,806	665	130	66	74	736	812	0.6	19,210	9.4%	153	11,222	6.2	15.2	7	24.9%	4.4%	70.7%	-\$35,145	-5.1%
	10/26/2023-11/26/2023	72.2%	1,716	470	154	34	54	590	521	0.7	15,399	11.1%	154	8,987	5.2	15.2	9	29.9%	4.9%	65.3%	-\$36,332	-5.2%
October	11/26/2023-12/26/2023	71.6%	1,872	809	129	56	56	713	511	0.6	18,609	10.1%	125	11,008	5.9	15.4	5	22.1%	2.1%	75.9%	-\$36,830	-5.3%
	12/26/2023-01/26/2024	72.5%	1,958	777	114	45	65	731	575	0.6	19,079	10.3%	135	11,243	5.7	15.4	5	22.6%	3.5%	74.0%	-\$30,624	-4.6%
	01/26/2024-02/26/2024	74.6%	1,688	634	126	40	53	722	534	0.5	18,844	9.0%	158	11,149	6.6	15.4	6	27.2%	2.2%	70.6%	-\$34,063	-5.0%
	02/26/2024-03/26/2024	74.7%	1,748	672	127	87	49	757	689	0.5	19,758	8.8%	158	10,693	6.1	14.1	6	24.6%	4.9%	70.5%	-\$32,136	-4.5%
November	03/26/2024-04/26/2024	73.3%	1,791	646	115	40	62	671	568	0.6	17,513	10.2%	145	10,999	6.1	16.4	5	20.2%	3.0%	76.9%	-\$37,421	-4.9%
	04/26/2024-05/26/2024	75.3%	1,792	644	120	36	62	706	659	0.6	18,427	9.7%	153	10,707	6.0	15.2	6	27.4%	1.9%	70.7%	-\$37,487	-5.2%
	05/26/2024-06/26/2024	75.0%	1,793	572	121	39	56	707	646	0.6	18,453	9.7%	169	11,324	6.3	16.0	7	25.7%	3.9%	70.4%	-\$32,901	-4.5%
	06/26/2024-07/26/2024	72.2%	1,691	525	123	81	48	622	595	0.6	16,234	10.4%	157	10,076	6.0	16.2	7	26.8%	3.8%	69.4%	-\$35,674	-4.9%
December	07/26/2024-08/26/2024	74.9%	1,554	583	98	58	75	671	570	0.5	17,513	8.9%	164	11,015	7.1	16.4	6	22.9%	3.4%	73.7%	-\$38,919	-5.3%
	08/26/2024-09/26/2024	76.6%	1,560	537	14	35	46	650	639	0.6	16,965	9.2%	196	10,956	7.0	16.9	6	22.1%	5.3%	72.6%	-\$32,014	-4.3%
	09/26/2024-10/26/2024	78.6%	1,398	458	86	34	49	601	708	0.5	15,686	8.9%	184	9,661	6.9	16.1	6	23.6%	5.0%	71.4%	-\$39,586	-4.8%
	10/26/2024-11/26/2024	70.6%	1,287	181	55	55	38	345	499	0.9	9,005	14.3%	229	4,492	3.5	13.0	13	29.7%	6.3%	64.0%	-\$32,472	-4.5%
December	11/26/2024-12/26/2024	77.1%	1,201	441	92	40	42	538	526	0.5	14,042	8.6%	169	9,273	7.7	17.2	5	20.8%	5.0%	74.2%	-\$34,001	-4.7%
	12/26/2024-01/26/2025	77.9%	1,																			

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$500,000 to \$1,000,000																							More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Sale/Lease	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2022																							
January	12/26/2021-01/04/2022	68.7%	691	174	61	160	26	278	421	0.6	7,256	9.5%	196	4,534	6.6	16.3	5	14.4%	3.9%	81.8%	-\$14,835	-4.0%	
	01/06/2022-01/13/2022	83.8%	627	427	84	25	41	501	373	0.3	13,076	4.8%	171	11,854	18.9	23.7	4	13.2%	9.1%	77.8%	-\$27,313	-3.7%	
	01/15/2022-01/22/2022	82.0%	673	416	57	22	24	503	304	0.3	13,128	5.1%	185	12,703	18.9	25.3	5	11.9%	8.3%	79.8%	-\$25,272	-3.6%	
	01/24/2022-01/31/2022	84.5%	505	462	70	29	30	519	273	0.2	13,546	3.7%	172	12,519	24.8	24.1	4	9.1%	7.2%	83.7%	-\$24,231	-3.5%	
	02/02/2022-02/09/2022	82.7%	580	441	65	49	23	506	365	0.3	13,207	4.4%	175	13,073	22.5	25.8	4	9.3%	7.0%	83.7%	-\$30,835	-4.0%	
February	02/11/2022-02/18/2022	85.2%	541	522	75	26	21	566	298	0.2	14,773	3.7%	167	13,430	24.8	23.7	4	4.5%	3.8%	91.7%	-\$14,513	-3.9%	
	02/20/2022-02/27/2022	87.2%	544	587	56	27	22	609	424	0.2	15,895	3.4%	167	14,285	26.3	23.5	4	7.2%	9.1%	83.7%	-\$37,063	-4.8%	
	02/29/2022-03/06/2022	88.1%	574	595	69	11	19	643	417	0.2	16,782	3.4%	171	14,587	25.4	22.7	4	5.3%	5.3%	89.5%	-\$21,475	-3.0%	
	03/08/2022-03/15/2022	84.6%	777	617	64	42	29	564	652	0.3	14,720	5.3%	144	13,779	17.7	24.4	4	4.8%	4.8%	90.5%	-\$25,360	-3.6%	
	03/17/2022-03/24/2022	88.2%	641	745	68	17	31	740	490	0.2	19,314	3.3%	161	15,681	24.5	21.2	4	4.8%	5.0%	90.2%	-\$24,676	-3.4%	
March	03/26/2022-04/02/2022	83.9%	957	700	87	25	46	724	553	0.3	18,896	5.1%	160	15,549	16.2	21.5	4	4.9%	89.8%	5.2%	-\$32,519	-4.4%	
	04/04/2022-04/11/2022	85.0%	920	662	79	23	30	706	619	0.3	18,427	5.0%	166	14,591	15.9	20.7	4	6.9%	5.0%	88.1%	-\$38,689	-4.5%	
	04/13/2022-04/20/2022	83.0%	1,011	711	88	28	36	696	574	0.3	18,166	5.6%	151	13,865	13.7	19.9	4	7.3%	5.8%	86.9%	-\$37,709	-4.5%	
	04/22/2022-04/29/2022	83.7%	1,087	800	85	63	44	812	793	0.3	21,193	5.1%	159	14,970	13.8	18.4	4	7.9%	4.9%	87.2%	-\$24,463	-3.3%	
	04/30/2022-05/07/2022	83.5%	1,105	923	98	33	39	834	615	0.3	21,767	5.1%	142	13,117	11.9	15.7	4	3.3%	1.6%	95.1%	-\$13,038	-3.2%	
April	05/09/2022-05/16/2022	81.5%	1,206	717	87	25	37	661	672	0.4	17,252	7.0%	140	10,309	8.5	15.6	5	11.1%	4.2%	84.7%	-\$30,826	-4.1%	
	05/18/2022-05/25/2022	81.1%	1,524	1,073	114	32	41	947	689	0.4	26,717	6.2%	137	13,536	8.9	14.3	4	9.3%	3.3%	87.4%	-\$34,616	-4.3%	
	05/27/2022-06/03/2022	80.8%	1,621	1,029	106	50	53	894	883	0.4	23,333	6.9%	134	11,397	7.0	12.7	4	11.9%	2.9%	85.2%	-\$35,130	-4.6%	
	06/05/2022-06/12/2022	77.3%	1,824	959	121	38	95	864	697	0.5	22,550	8.1%	135	9,522	5.2	11.0	5	14.8%	3.0%	82.3%	-\$35,259	-4.6%	
	06/14/2022-06/21/2022	76.2%	2,023	1,144	145	45	73	928	707	0.5	24,221	8.4%	121	10,335	5.1	11.1	4	7.4%	1.7%	90.8%	-\$19,590	-4.8%	
May	06/23/2022-06/30/2022	74.1%	2,165	1,070	144	82	86	895	763	0.6	23,360	9.3%	122	9,583	4.4	10.7	5	18.3%	3.0%	78.7%	-\$31,737	-4.4%	
	07/02/2022-07/09/2022	70.3%	2,199	649	149	67	78	623	735	0.8	16,260	13.5%	124	6,398	2.9	10.3	8	25.7%	2.5%	71.8%	-\$37,819	-4.9%	
	07/11/2022-07/18/2022	72.8%	2,127	1,137	168	49	112	758	679	0.6	19,784	10.8%	95	8,510	4.0	11.2	5	22.1%	3.2%	74.8%	-\$34,772	-4.6%	
	07/19/2022-07/26/2022	68.2%	2,519	1,042	175	48	92	730	617	0.8	19,053	13.2%	95	8,377	3.3	11.5	6	23.5%	1.1%	75.4%	-\$37,422	-4.9%	
	07/28/2022-08/04/2022	64.3%	2,852	1,017	172	70	106	695	611	0.9	18,140	15.7%	90	7,256	2.5	10.4	8	32.4%	1.8%	65.8%	-\$39,858	-5.4%	
June	08/06/2022-08/13/2022	62.1%	3,188	1,062	190	72	122	686	635	1.1	17,905	17.8%	82	7,456	2.3	10.9	8	34.8%	2.0%	63.3%	-\$43,484	-5.8%	
	08/15/2022-08/22/2022	55.6%	3,538	547	117	113	75	546	615	1.5	14,251	24.8%	113	5,342	1.5	9.8	12.5	41.5%	1.5%	57.0%	-\$41,665	-5.6%	
	08/24/2022-09/01/2022	57.5%	3,531	927	188	77	122	653	549	1.2	17,043	20.7%	85	7,741	2.2	11.9	14	39.8%	1.6%	58.6%	-\$40,803	-5.4%	
	09/03/2022-09/10/2022	54.0%	3,825	944	149	115	152	619	546	1.4	16,156	23.7%	79	7,695	2.0	12.4	12	39.1%	0.7%	60.2%	-\$44,425	-5.9%	
	09/12/2022-09/19/2022	53.9%	4,019	816	160	106	150	644	560	1.4	16,808	23.9%	92	7,919	2.0	12.3	14	41.3%	3.0%	55.6%	-\$45,347	-6.1%	
July	09/20/2022-09/27/2022	51.9%	4,116	706	160	166	141	616	584	1.5	16,078	25.6%	97	7,668	1.9	12.4	15	48.4%	2.2%	49.5%	-\$43,608	-5.9%	
	09/29/2022-10/06/2022	51.9%	3,823	760	382	96	127	671	382	1.3	17,513	21.8%	84	7,743	2.0	11.5	20	52.8%	1.2%	46.0%	-\$42,137	-5.8%	
	10/08/2022-10/15/2022	52.2%	4,161	736	144	82	124	643	492	1.5	16,782	24.8%	101	7,585	1.8	11.8	18	49.4%	0.8%	49.8%	-\$48,015	-6.4%	
	10/17/2022-10/24/2022	50.9%	4,156	615	142	98	98	623	470	1.5	16,260	25.6%	112	7,664	1.8	12.3	20	53.1%	1.5%	45.4%	-\$46,700	-6.3%	
	10/26/2022-11/02/2022	50.2%	4,056	675	157	117	129	566	492	1.6	14,773	27.5%	90	7,759	1.9	13.7	22	52.8%	1.8%	45.4%	-\$47,537	-6.5%	
August	11/04/2022-11/11/2022	47.3%	4,077	487	129	196	137	512	507	1.8	13,363	30.5%	106	6,396	1.6	12.5	21	50.1%	1.4%	48.5%	-\$45,384	-6.2%	
	11/13/2022-11/20/2022	50.7%	4,001	791	180	91	119	586	455	1.6	15,295	26.2%	82	7,503	1.9	12.8	21	47.6%	1.8%	50.6%	-\$48,494	-6.3%	
	11/22/2022-11/29/2022	50.6%	4,141	707	177	99	119	579	496	1.6	15,112	27.4%	87	7,183	1.7	12.4	21	46.6%	0.7%	52.7%	-\$44,742	-6.3%	
	12/01/2022-12/08/2022	46.5%	4,218	579	137	92	134	487	463	2.0	12,711	33.2%	83	6,350	1.5	13.0	19	51.4%	1.3%	47.3%	-\$46,689	-6.3%	
	12/10/2022-12/17/2022	46.2%	4,220	652	164	256	152	488	565	2.0	12,737	33.1%	73	5,866	1.4	12.0	19	49.7%	1.3%	49.1%	-\$49,368	-6.7%	
September	12/19/2022-12/26/2022	43.1%	4,250	531	141	118	131	462	366	2.1	12,058	35.2%	81	5,966	1.4	12.9	22	53.3%	1.4%	45.3%	-\$51,582	-6.9%	
	12/28/2022-01/04/2023	43.7%	4,247	556	141	102	164	428	410	2.3	11,171	38.0%	70	5,675	1.3	13.3	23.5	54.5%	1.2%	44.3%	-\$63,139	-8.2%	
	01/06/2023-01/13/2023	43.0%	4,256	457	134	118	129	430	398	2.3	11,223	37.9%	83	5,346	1.3	12.4	27	55.5%	1.9%	42.6%	-\$53,455	-7.2%	
	01/15/2023-01/22/2023	42.2%	4,193	425	122	266	123	411	488	2.3	10,727	39.1%	84	5,532	1.3	13.5	31	62.8%	1.2%	36.0%	-\$62,490	-8.1%	
	01/24/2023-01/31/2023	40.5%	4,049	407	134	87	128	399	295	2.3	10,414	38.9%	82	5,438	1.3	13.6	28.5	59.0%	1.1%	39.9%	-\$53,280	-7.0%	
October	02/02/2023-02/09/2023	38.8%	3,988	419	79	93	119	361	278	2.5	9,422	42.3%	76	5,223	1.3	14.5	35	62.3%	0.6%	37.2%	-\$50,915	-7.0%	
	02/11/2023-02/18/2023	44.1%	3,896	322	104	113	133	397	398	2.3	10,362	37.6%	106	4,737	1.2	11.9	36	62.3%	0.3%	37.5%	-\$50,194	-6.9%	
	02/20/2023-02/27/2023	33.2%	3,679	154	60	89	100	235	230	3.6	6,134	60.0%	80	2,934	0.8	12.5	39	60.1%	1.7%	38.2%	-\$45,230	-6.3%	

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$500,000 to \$1,000,000																							More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Sale	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2023																							
January	01/04/2023-01/09/2023	45.7%	2,582	314	104	81	57	363	205	1.6	9,474	27.3%	116	5,614	2.2	15.5	55	53.8%	2.0%	44.2%	-\$48,431	-6.5%	
	01/11/2023-01/17/2023	50.4%	2,526	392	106	63	55	461	192	1.3	12,032	21.0%	134	6,612	2.6	14.3	41	47.1%	1.6%	51.3%	-\$48,035	-6.5%	
	01/24/2023-01/30/2023	50.0%	2,449	397	110	73	49	454	182	1.2	11,849	20.7%	130	6,105	2.5	13.4	43	40.6%	2.9%	56.5%	-\$49,501	-6.9%	
	01/31/2023-02/06/2023	53.9%	2,378	408	101	119	60	524	253	1.0	13,676	17.4%	156	7,417	3.1	14.2	24	43.7%	2.4%	54.0%	-\$44,570	-6.1%	
February	02/01/2023-02/07/2023	57.9%	2,287	431	100	56	45	564	235	0.9	14,720	15.5%	164	7,295	3.2	12.9	18	39.0%	1.6%	59.3%	-\$41,709	-5.7%	
	02/08/2023-02-14/2023	56.7%	2,143	402	133	58	55	468	254	1.1	12,215	17.5%	132	6,493	3.0	13.9	15	35.5%	2.2%	62.3%	-\$42,755	-5.9%	
	02/15/2023-02/21/2023	60.4%	2,103	442	105	63	45	511	324	0.9	13,337	15.8%	144	7,126	3.4	13.9	14.5	34.5%	2.2%	63.3%	-\$45,921	-6.2%	
	02/22/2023-02/28/2023	63.2%	2,031	478	102	127	51	533	487	0.9	13,911	14.6%	144	7,031	3.5	13.2	11	33.4%	2.1%	64.5%	-\$37,687	-5.2%	
March	03/01/2023-03/07/2023	66.0%	1,969	602	129	59	31	551	442	0.8	14,381	13.7%	119	7,393	3.8	13.4	8	31.8%	1.5%	66.7%	-\$37,774	-5.2%	
	03/10/2023-03/16/2023	63.0%	2,049	609	113	68	41	558	361	0.8	14,564	14.1%	122	7,608	3.7	13.6	8	31.1%	2.8%	66.1%	-\$36,878	-5.1%	
	03/17/2023-03/23/2023	63.8%	2,093	552	97	55	47	558	386	0.9	14,564	14.4%	135	7,226	3.5	12.9	9	26.0%	2.4%	71.6%	-\$34,647	-4.7%	
	03/24/2023-03/30/2023	63.3%	2,076	588	100	53	49	543	371	0.9	14,172	14.6%	123	7,029	3.4	12.9	8	24.8%	3.8%	71.5%	-\$34,274	-4.4%	
April	04/01/2023-04/07/2023	65.0%	2,122	656	129	120	56	581	548	0.8	15,164	14.0%	116	5,701	2.7	9.8	7	22.2%	3.4%	74.4%	-\$32,344	-4.5%	
	04/08/2023-04/14/2023	62.4%	2,240	507	100	38	44	519	400	1.0	13,546	16.5%	131	6,473	2.9	12.5	11	31.6%	2.6%	65.9%	-\$30,760	-4.2%	
	04/15/2023-04/21/2023	66.2%	2,240	754	128	52	58	653	459	0.8	17,043	13.1%	118	8,821	3.9	13.5	6	22.6%	3.0%	74.4%	-\$34,567	-4.6%	
	04/22/2023-04/28/2023	64.5%	2,337	678	104	49	42	644	421	0.8	16,808	13.9%	130	8,502	3.6	13.2	7	26.1%	3.2%	70.7%	-\$34,846	-4.7%	
May	04/29/2023-05/05/2023	64.6%	2,374	677	122	125	70	657	565	0.8	17,148	13.8%	130	7,819	3.3	11.9	9	29.0%	2.8%	68.2%	-\$28,708	-3.9%	
	05/06/2023-05/12/2023	63.4%	2,397	796	131	46	47	639	394	0.9	16,678	14.4%	108	7,796	3.3	12.2	6	23.9%	2.1%	74.0%	-\$33,475	-4.6%	
	05/13/2023-05/19/2023	60.8%	2,572	637	116	49	78	566	427	1.0	14,773	17.4%	114	6,994	2.7	12.4	8	30.5%	2.9%	66.5%	-\$35,139	-4.6%	
	05/20/2023-05/26/2023	61.4%	2,610	702	138	83	72	596	492	1.0	15,556	16.8%	108	7,795	3.0	13.1	9	26.6%	3.4%	69.9%	-\$31,325	-4.3%	
June	05/27/2023-06/02/2023	59.1%	2,696	461	103	46	52	458	505	1.4	11,954	22.6%	115	5,884	2.2	12.8	12	30.2%	3.1%	66.7%	-\$44,235	-5.3%	
	06/03/2023-06/09/2023	62.6%	2,691	700	142	102	80	587	618	1.1	15,321	17.6%	105	7,322	2.7	12.5	9	29.8%	2.8%	67.4%	-\$35,153	-4.7%	
	06/10/2023-06/16/2023	60.0%	2,769	749	150	57	59	612	428	1.0	15,973	17.3%	103	7,261	2.6	11.9	9	33.2%	2.7%	64.1%	-\$41,085	-5.3%	
	06/17/2023-06/23/2023	57.7%	2,960	674	127	72	81	582	445	1.2	15,180	19.5%	107	6,670	2.3	11.5	10	34.3%	3.0%	62.7%	-\$35,647	-4.6%	
July	06/24/2023-06/30/2023	58.5%	3,047	722	131	43	75	579	471	1.2	15,112	20.2%	99	7,277	2.4	12.6	11	31.9%	2.7%	65.5%	-\$36,857	-5.0%	
	07/01/2023-07/07/2023	54.0%	3,192	482	98	114	68	486	508	1.5	12,685	25.2%	115	5,110	1.6	10.5	9	28.5%	4.1%	67.4%	-\$19,028	-5.0%	
	07/08/2023-07/14/2023	54.4%	3,128	668	128	80	92	521	431	1.4	13,598	23.0%	92	6,855	2.2	13.2	14	37.7%	3.4%	58.9%	-\$38,710	-5.0%	
	07/15/2023-07/21/2023	56.8%	3,222	724	140	70	93	599	466	1.2	15,634	20.6%	101	6,936	2.2	11.6	11.5	33.4%	2.4%	64.2%	-\$34,800	-4.7%	
August	07/22/2023-07/28/2023	53.0%	3,308	613	127	127	95	532	469	1.4	13,885	23.8%	100	6,562	2.0	12.3	13	39.7%	2.3%	58.0%	-\$39,352	-4.9%	
	07/29/2023-08/04/2023	55.1%	3,343	602	150	144	106	563	557	1.4	14,694	22.8%	106	6,595	2.0	11.7	14	38.0%	3.1%	58.9%	-\$38,728	-5.1%	
	08/05/2023-08/11/2023	50.7%	3,338	582	147	62	76	500	353	1.5	13,050	25.6%	93	6,293	1.9	12.6	15	37.7%	1.2%	61.0%	-\$41,474	-5.3%	
	08/12/2023-08/18/2023	50.2%	3,414	582	128	60	78	452	400	1.7	11,797	28.9%	83	6,260	1.8	13.8	16	40.0%	2.3%	57.7%	-\$41,951	-6.2%	
September	08/19/2023-08/25/2023	51.5%	3,521	566	110	74	101	506	432	1.6	13,207	26.7%	100	6,410	1.8	12.7	15.5	42.1%	3.0%	54.9%	-\$34,862	-4.7%	
	08/26/2023-09/01/2023	51.5%	3,512	547	129	98	92	489	445	1.7	12,763	27.5%	96	6,381	1.8	13.0	19	45.4%	1.3%	53.3%	-\$36,761	-5.0%	
	09/02/2023-09/08/2023	41.4%	3,511	373	101	155	71	358	323	2.3	9,344	37.6%	86	5,492	1.6	15.3	20	43.1%	4.5%	52.4%	-\$38,793	-4.9%	
	09/09/2023-09/15/2023	47.3%	3,490	694	127	77	93	457	333	1.8	11,928	29.3%	72	6,216	1.8	13.6	18	39.6%	3.2%	57.2%	-\$40,772	-5.3%	
October	09/16/2023-09/22/2023	46.1%	3,693	567	116	71	86	437	350	1.9	11,406	32.4%	79	6,214	1.7	14.2	13	37.9%	1.2%	60.9%	-\$40,939	-5.3%	
	09/23/2023-09/29/2023	45.9%	3,783	557	122	75	110	450	352	1.9	11,745	32.2%	82	5,871	1.6	13.0	19	45.5%	2.1%	52.4%	-\$38,438	-5.3%	
	09/30/2023-10/06/2023	46.4%	3,830	553	149	224	123	442	516	2.0	11,536	33.2%	77	5,701	1.5	12.9	20	45.5%	2.3%	52.2%	-\$41,829	-5.7%	
	10/07/2023-10/13/2023	41.5%	3,832	486	146	94	112	411	281	2.1	10,727	35.7%	76	5,681	1.5	13.8	23	54.4%	1.3%	44.3%	-\$38,329	-5.2%	
November	10/14/2023-10/20/2023	43.3%	3,847	503	122	96	94	417	331	2.1	10,884	35.3%	79	5,501	1.4	13.2	19	43.5%	1.7%	54.8%	-\$39,690	-5.5%	
	10/21/2023-10/27/2023	43.2%	3,857	458	122	83	101	389	348	2.3	10,153	38.0%	76	5,639	1.5	14.5	29	50.9%	1.3%	47.7%	-\$49,992	-6.6%	
	10/28/2023-11/03/2023	40.5%	3,847	435	122	186	110	340	388	2.6	8,874	43.4%	63	4,804	1.2	14.1	27	53.7%	2.4%	43.9%	-\$40,881	-5.5%	
	11/04/2023-11/10/2023	41.2%	3,876	423	107	85	101	371	313	2.4	9,683	40.0%	77	5,354	1.4	14.4	32	58.5%	2.2%	39.2%	-\$40,391	-5.5%	
December	11/11/2023-11/17/2023	38.3%	3,826	401	95	71	89	343	247	2.6	8,952	42.7%	72	5,417	1.4	15.8	38	58.6%	1.2%	40.2%	-\$40,313	-5.9%	
	11/18/2023-11/24/2023	42.6%	3,824	324	112	109	106	348	384	2.5	9,083	42.1%	85	5,255	1.4	15.1	25	49.6%	1.2%	49.3%	-\$39,758	-5.5%	
	11/25/2023-12/01/2023	30.4%	3,698	120	46	55	74	234	162	3.6	6,107	60.5%	97	2,952	0.8	12.6	43	62.8%	1.7%	35.5%	-\$43,356	-5.7%	
	11/22/2023-12/05/2023	41.5%	3,507	311	78	207	85	334	384	2.4	8,717	40.2%	94	4,651	1.3	13.9	41	62.2%	0.9%	36.8%	-\$40,389	-5.4%	
	12/06/2023-12/12/2023	40.7%	3,334	305	66	112	93	336	268	2.3	8,770	38.0%	1										

[illegible]

Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000
Market Metrics



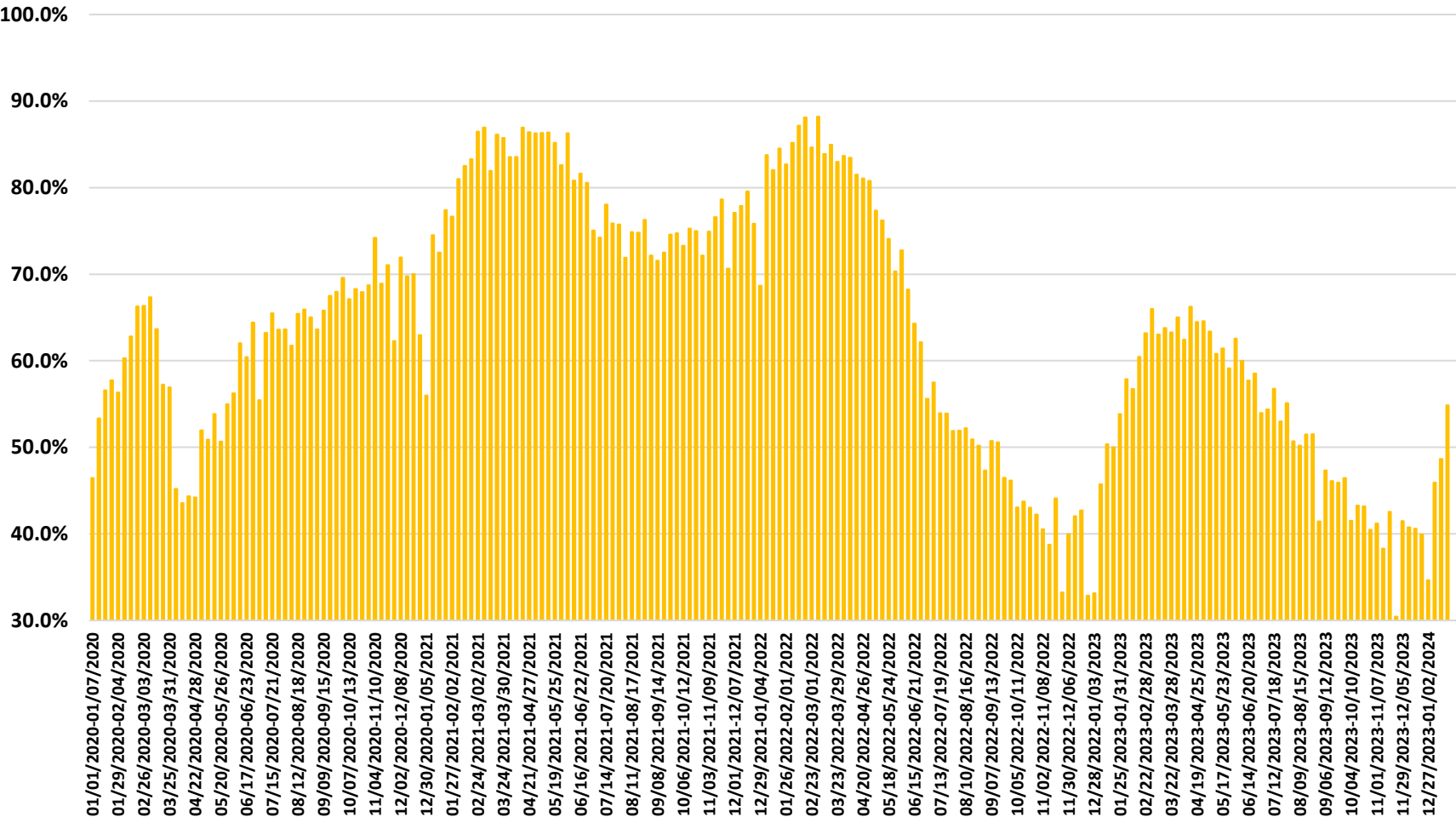
\$500,000 - \$1,000,000

Metric	Predictive MSI	Coming Soon	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed
Current	1.1	60	2,475	446	94	58	35	505	257
WOW	-26.0%	15.4%	-1.7%	22.9%	16.0%	28.9%	-14.6%	32.9%	21.8%
1 Year Ago	-9.1%	42.9%	1.1%	12.3%	-14.5%	-20.5%	-28.6%	11.2%	41.2%

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Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000

Odds of Selling by Week



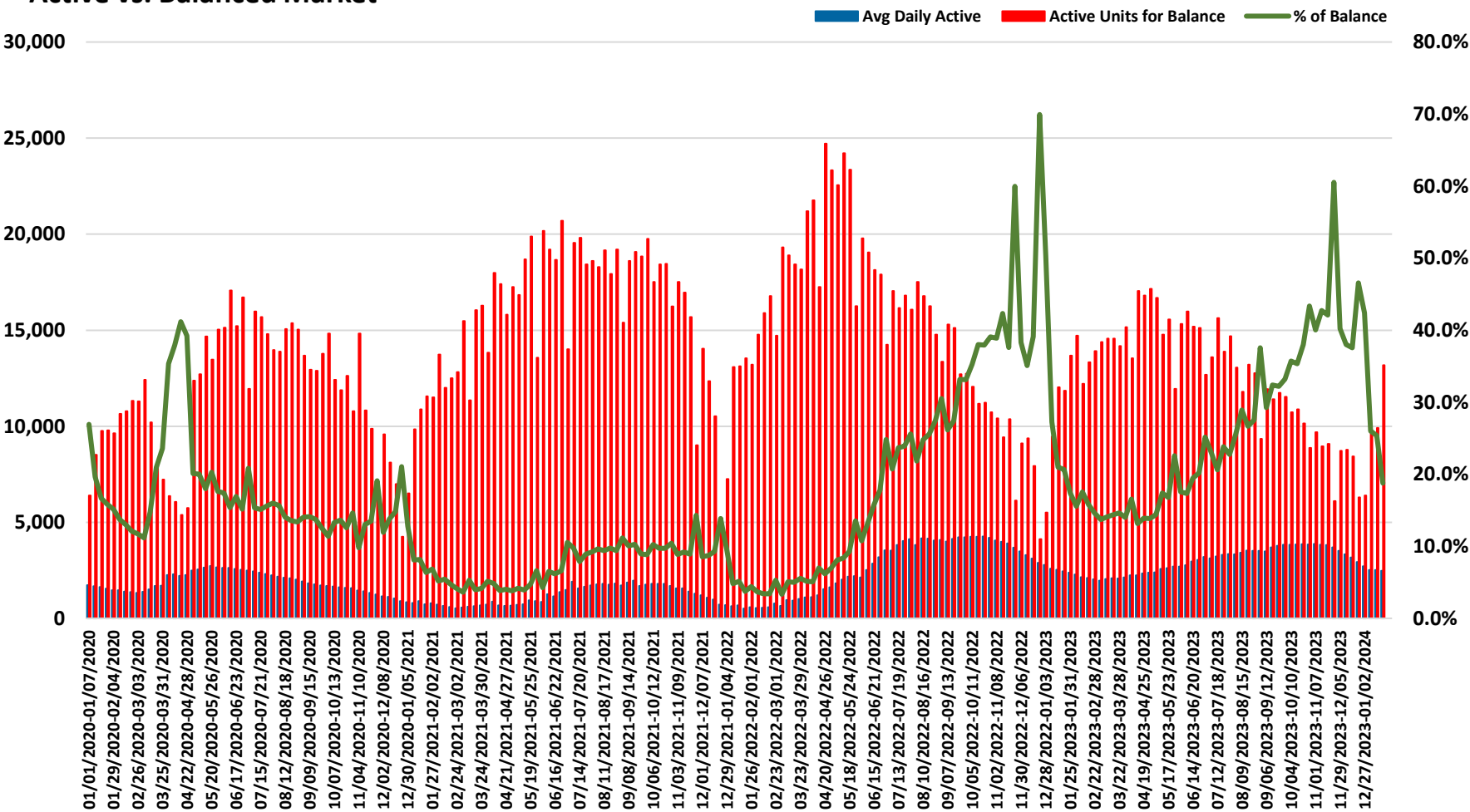
Metric	Odds of Selling
Current	54.9%
WOW	6.2%
1 Year Ago	4.9%

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\$500,000 - \$1,000,000

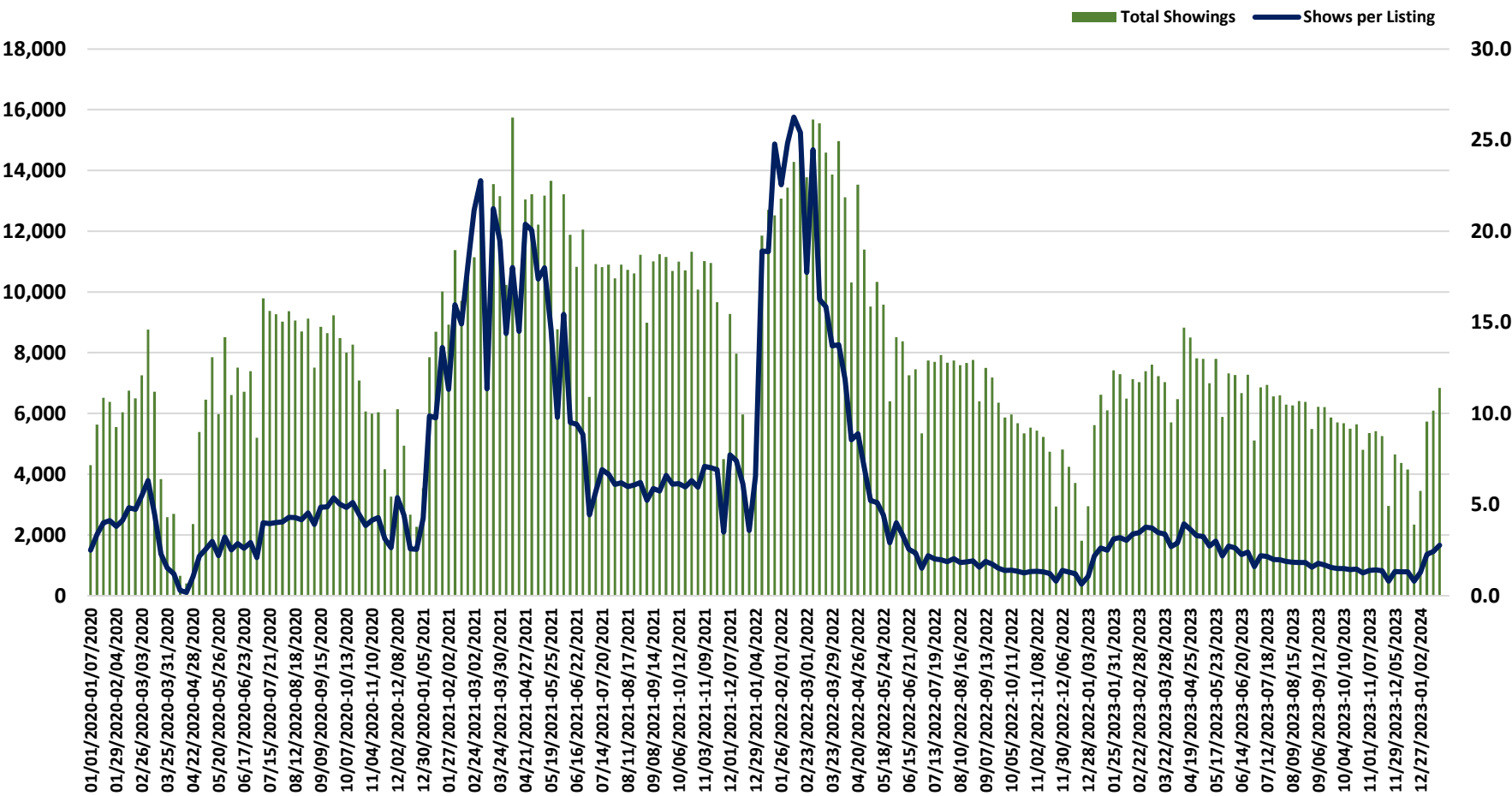
Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000

Active vs. Balanced Market



\$500,000 - \$1,000,000

Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000 Showings



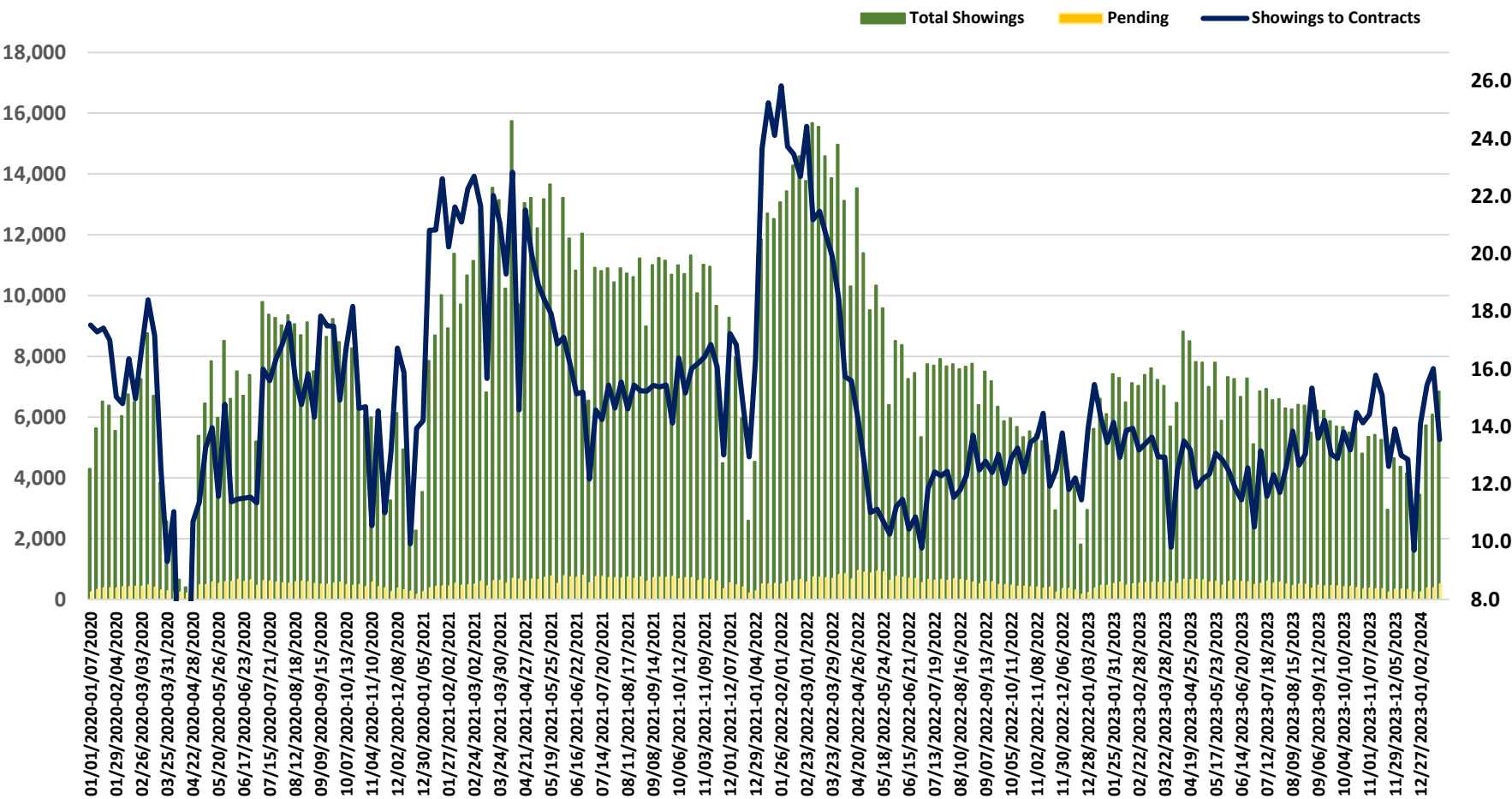
\$500,000 - \$1,000,000

Metric	Total Showings	Shows per Listing
Current	6,845	2.8
WOW	12.4%	14.3%
1 Year Ago	12.1%	10.9%

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Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000

Showings vs. Contracts

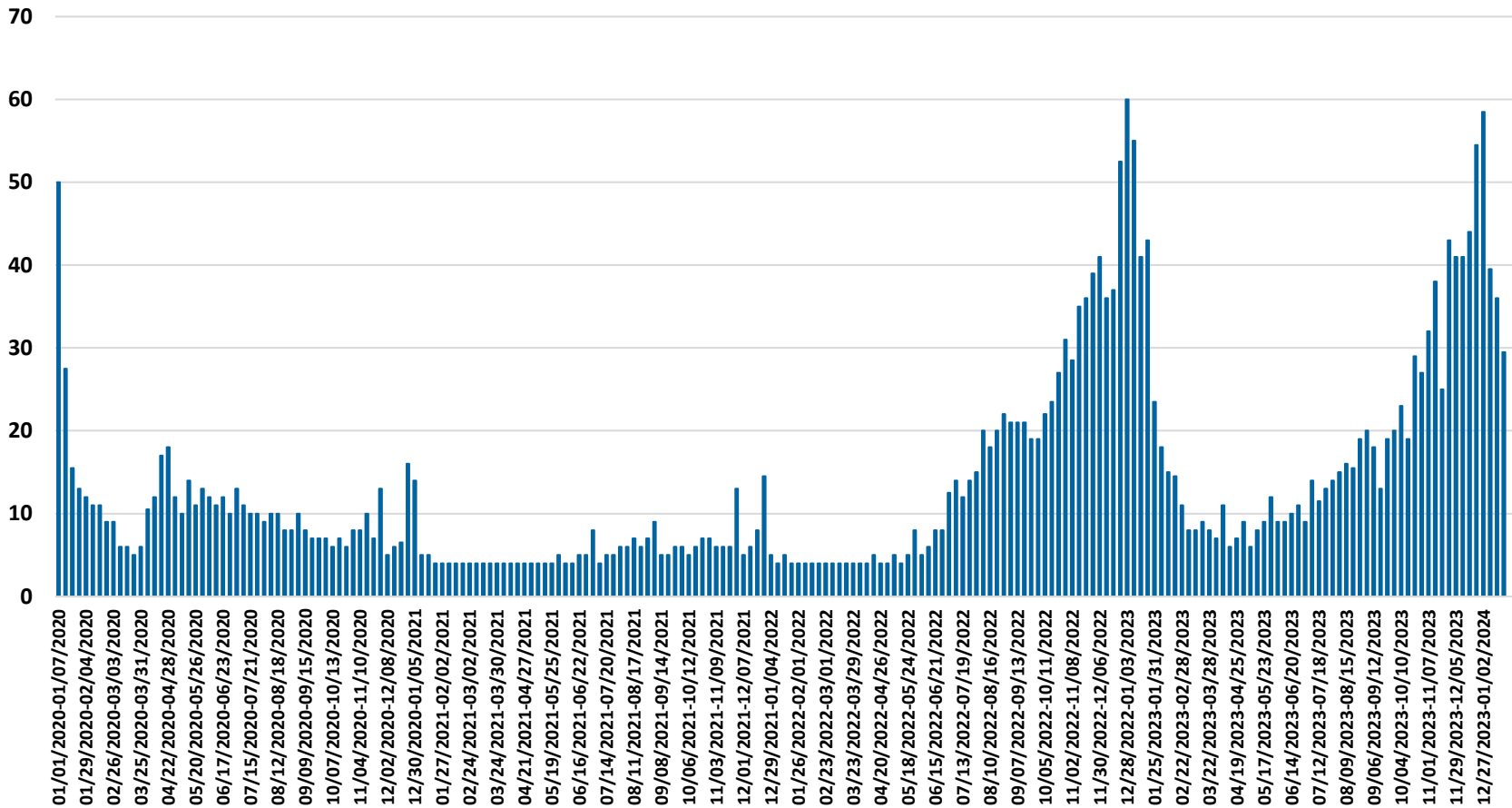


\$500,000 - \$1,000,000

Metric	Total Showings	Pending	Shows to Contracts
Current	6,845	505	14
WOW	12.4%	32.9%	-15.4%
1 Year Ago	12.1%	11.2%	0.8%

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Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000
Median Days on Market for Pending Home Sales



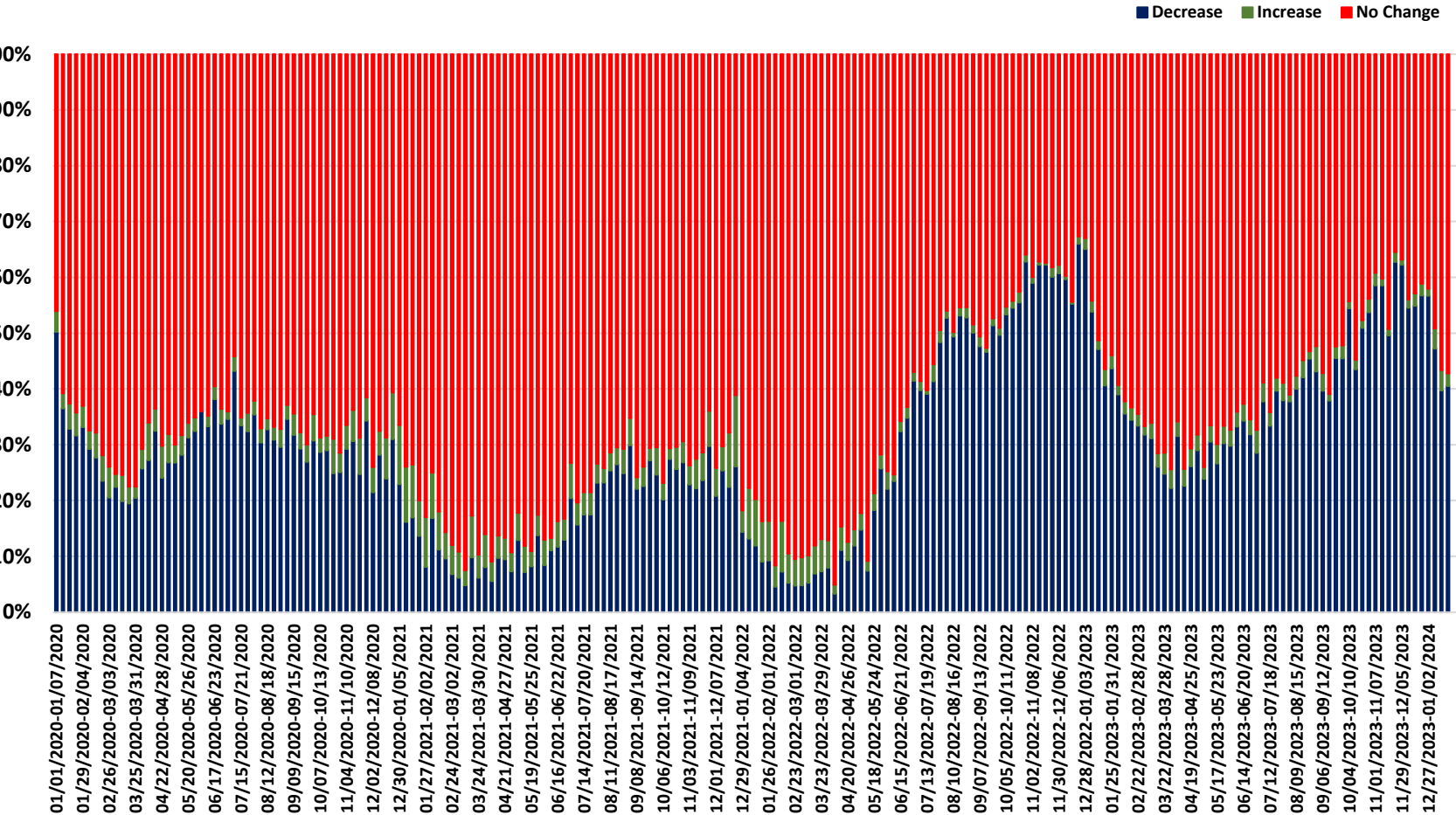
Metric	DOM
Current	30
WOW	-18.1%
1 Year Ago	-31.4%

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\$500,000 - \$1,000,000

Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000

Price Reductions for Pending Transactions

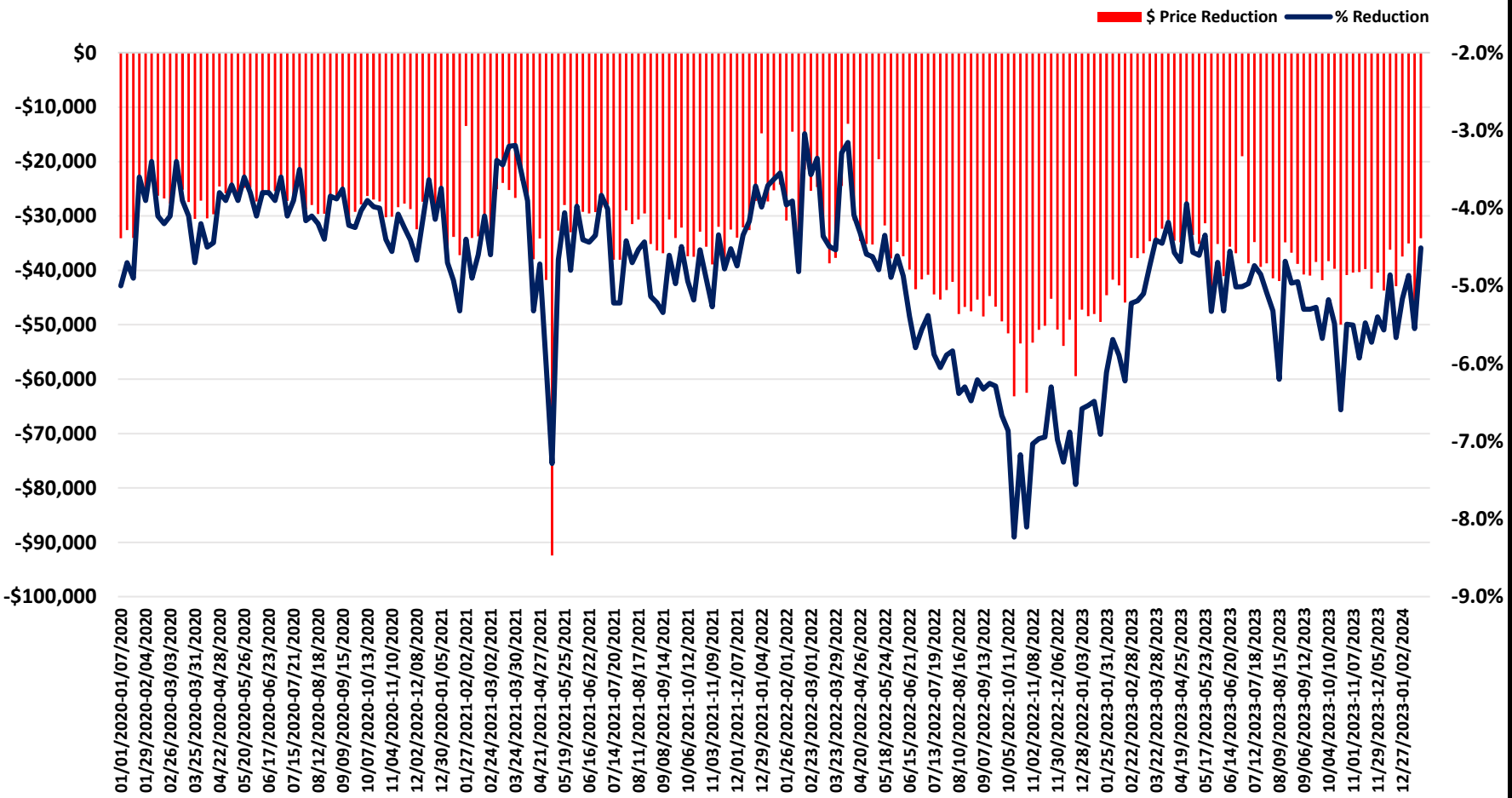


Metric	Decrease	Increase	No Change
Current	40.5%	2.2%	57.3%
WOW	0.8%	-1.4%	0.6%
1 Year Ago	-0.1%	-0.7%	0.8%

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\$500,000 - \$1,000,000

Greater Metro Denver Attached and Detached Residential \$500,000-\$1,000,000
Price Reductions for Pending Transactions



Metric	\$ Reduction	% Reduction
Current	-\$34,086	-4.5%
WOW	-25.6%	1.0%
1 Year Ago	-31.1%	2.4%

\$500,000 - \$1,000,000

\$1,000,000-\$1,500,000

7.6%

of homes in the 7 Metro Counties are between \$1,000,000 - \$1,500,000

\$1,000,000-\$1,500,000

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle

[illegible]

Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.

\$1,000,000-\$1,500,000



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Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,000,000 - \$1,500,000																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2020																						
January	01/01/2020 01/07/2020	31.0%	270	26	8	7	2	20	11	3.1	783	34.5%	106	381	1.4	19.1	55	29.4%	5.9%	64.7%	-\$138,620	-10.4%
	01/08/2020 01/14/2020	37.2%	268	32	5	11	3	25	18	2.5	979	27.4%	135	522	1.9	20.9	19	20.8%	0.0%	79.2%	-\$124,400	-10.6%
	01/15/2020 01/21/2020	40.0%	263	31	9	10	5	30	17	2.0	1,175	22.4%	160	682	2.6	22.7	79	53.6%	3.6%	42.5%	-\$89,193	-7.1%
	01/22/2020 01/28/2020	40.7%	262	39	3	4	4	35	9	1.7	1,370	19.1%	185	735	2.8	21.0	12	23.3%	0.0%	76.7%	-\$85,857	-6.6%
	01/29/2020 02/04/2020	40.2%	256	46	10	20	6	36	17	1.6	1,409	18.2%	144	617	2.4	17.1	20	32.1%	0.0%	67.9%	-\$78,583	-6.4%
February	02/05/2020 02/11/2020	37.0%	250	32	4	9	3	30	9	1.9	1,175	21.3%	180	545	2.2	18.2	16	31.8%	4.6%	63.6%	-\$98,586	-7.7%
	02/12/2020 02/18/2020	48.7%	248	36	7	4	2	39	19	1.5	1,527	16.2%	208	630	2.5	16.2	15	29.6%	0.0%	70.4%	-\$89,563	-7.1%
	02/19/2020 02/25/2020	47.5%	272	55	9	5	3	32	29	2.0	1,253	21.7%	107	867	2.7	22.9	8	25.9%	3.7%	70.4%	-\$83,000	-6.6%
	02/26/2020 03/03/2020	41.8%	282	55	8	20	4	29	32	2.2	1,135	24.8%	95	732	2.8	27.5	9	18.2%	4.6%	77.3%	-\$108,750	-8.0%
	03/04/2020 03/10/2020	47.4%	294	63	10	10	5	46	24	1.5	1,801	16.3%	145	797	2.7	17.3	5	13.3%	0.0%	86.7%	-\$49,750	-4.4%
March	03/11/2020 03/17/2020	39.2%	326	65	12	4	14	27	24	2.8	1,057	30.8%	67	613	1.9	22.7	19	30.0%	0.0%	70.0%	-\$45,500	-3.6%
	03/18/2020 03/24/2020	32.2%	344	44	22	5	26	17	23	4.7	666	51.7%	34	155	0.5	9.1	3	25.0%	0.0%	75.0%	-\$114,425	-9.5%
	03/25/2020 03/31/2020	32.7%	316	34	9	24	29	18	29	4.0	705	44.8%	63	225	0.7	12.5	16	44.4%	11.1%	44.4%	-\$92,363	-7.2%
	04/01/2020 04/07/2020	29.1%	398	38	13	11	17	21	21	4.4	822	48.4%	58	145	0.4	6.9	17.5	19.1%	4.8%	76.2%	-\$96,000	-8.2%
	04/08/2020 04/14/2020	29.8%	383	24	4	6	22	16	24	5.5	626	61.1%	61	9	0.0	0.6	23	35.3%	0.0%	64.7%	-\$85,725	-7.0%
April	04/15/2020 04/21/2020	28.5%	367	21	12	16	9	20	20	4.2	783	46.9%	88	15	0.0	0.8	31	21.1%	0.0%	78.9%	-\$87,250	-7.3%
	04/22/2020 04/28/2020	28.9%	357	41	17	4	13	16	19	5.1	626	57.0%	33	208	0.6	13.0	40	41.2%	0.0%	58.8%	-\$78,729	-6.4%
	04/29/2020 05/05/2020	28.8%	415	73	16	16	9	29	16	3.3	1,135	36.6%	57	535	1.3	18.4	9	20.0%	0.0%	80.0%	-\$131,892	-10.2%
	05/06/2020 05/12/2020	32.4%	447	60	13	8	8	41	12	2.5	1,605	27.8%	111	615	1.4	15.0	10	31.6%	0.0%	68.4%	-\$94,073	-7.6%
	05/13/2020 05/19/2020	39.6%	455	60	13	7	8	58	15	1.8	2,271	20.0%	174	685	1.5	11.8	17	28.6%	1.6%	69.8%	-\$91,472	-7.6%
May	05/20/2020 05/26/2020	35.0%	463	53	13	7	7	44	17	2.4	1,723	26.8%	134	563	1.2	12.8	14	35.4%	2.1%	62.5%	-\$90,656	-7.4%
	05/27/2020 06/02/2020	36.5%	473	74	16	20	10	50	24	2.2	1,958	24.2%	116	701	1.5	14.0	12	26.0%	0.0%	74.0%	-\$75,892	-6.3%
	06/03/2020 06/09/2020	35.7%	491	63	14	8	7	41	26	2.8	1,605	30.6%	101	759	1.5	18.5	9	22.0%	0.0%	78.1%	-\$71,000	-6.2%
	06/10/2020 06/16/2020	46.6%	521	64	10	4	11	64	44	1.9	2,506	20.8%	188	963	1.8	15.0	15	33.9%	0.0%	66.1%	-\$79,886	-6.3%
	06/17/2020 06/23/2020	39.9%	512	40	13	9	12	51	33	2.3	1,997	25.6%	196	687	1.3	13.5	20	43.4%	5.7%	50.9%	-\$94,869	-7.8%
June	06/24/2020 06/30/2020	46.4%	501	68	15	26	11	66	56	1.7	2,584	19.4%	176	834	1.7	12.6	14	31.3%	0.0%	68.8%	-\$97,146	-7.6%
	07/01/2020 07/07/2020	40.9%	490	43	10	6	24	44	38	2.6	1,723	28.4%	163	507	1.0	11.5	30	46.7%	0.0%	53.3%	-\$77,171	-6.2%
	07/08/2020 07/14/2020	40.3%	479	59	17	10	29	49	32	2.2	1,918	25.0%	133	981	2.0	20.0	19	52.5%	0.0%	47.5%	-\$112,831	-9.2%
	07/15/2020 07/21/2020	51.2%	483	52	16	7	15	66	58	1.7	2,584	18.7%	217	798	1.7	12.1	20	44.3%	1.4%	54.3%	-\$134,968	-11.3%
	07/22/2020 07/28/2020	42.1%	469	61	17	12	16	49	38	2.2	1,918	24.4%	130	936	2.0	19.1	11	41.0%	1.6%	57.4%	-\$88,832	-7.1%
July	07/29/2020 08/04/2020	49.1%	458	51	10	17	11	65	53	1.6	2,545	18.0%	240	1,029	2.2	15.8	30	41.7%	1.7%	56.7%	-\$183,000	-11.0%
	08/05/2020 08/11/2020	49.3%	447	51	9	1	9	62	39	1.7	2,427	18.4%	231	1,018	2.3	16.4	9	28.8%	1.7%	69.5%	-\$65,800	-5.5%
	08/12/2020 08/18/2020	50.3%	434	65	10	12	10	65	48	1.5	2,545	17.1%	197	1,017	2.3	15.6	24.5	36.7%	1.7%	61.7%	-\$92,010	-7.5%
	08/19/2020 08/25/2020	47.6%	424	64	13	8	10	56	40	1.7	2,192	19.3%	161	872	2.1	15.6	26.5	41.4%	0.0%	58.6%	-\$83,258	-6.6%
	08/26/2020 09/01/2020	50.7%	420	56	14	24	7	67	57	1.4	2,623	16.0%	221	1,001	2.4	14.9	19	30.8%	6.2%	63.1%	-\$75,850	-6.0%
August	09/02/2020 09/08/2020	44.2%	410	46	12	12	8	48	36	2.0	1,879	21.8%	178	835	2.0	17.4	14.5	36.7%	0.0%	63.3%	-\$92,806	-7.3%
	09/09/2020 09/15/2020	52.2%	400	56	13	5	15	54	52	1.7	2,114	18.9%	174	1,067	2.7	19.8	12	30.8%	0.0%	69.2%	-\$70,906	-5.7%
	09/16/2020 09/22/2020	49.3%	395	75	14	17	13	65	40	1.4	2,545	15.5%	169	1,042	2.6	16.0	8.5	33.8%	1.5%	64.6%	-\$102,833	-7.5%
	09/23/2020 09/29/2020	49.1%	390	48	18	11	9	56	41	1.6	2,192	17.8%	191	961	2.5	17.2	17	41.4%	0.0%	58.6%	-\$92,975	-7.4%
	09/30/2020 10/06/2020	51.1%	387	69	10	20	6	61	53	1.5	2,388	16.2%	178	1,018	2.6	16.7	18	37.3%	0.0%	62.7%	-\$78,855	-6.5%
September	10/07/2020 10/13/2020	49.2%	384	49	11	15	7	61	39	1.4	2,388	16.1%	234	903	2.4	14.8	26	41.0%	4.9%	54.1%	-\$79,868	-6.4%
	10/14/2020 10/20/2020	55.7%	370	49	16	8	14	62	55	1.4	2,427	15.2%	222	708	1.9	11.4	34.5	41.0%	4.9%	54.1%	-\$87,068	-6.8%
	10/21/2020 10/27/2020	51.4%	356	49	12	7	15	45	49	1.8	1,762	20.2%	186	732	2.1	16.3	20.5	47.9%	4.2%	47.9%	-\$96,639	-7.9%
	10/28/2020 11/03/2020	53.0%	367	35	13	6	13	40	70	2.1	1,566	23.4%	175	621	1.7	15.5	12	30.8%	0.0%	69.2%	-\$91,318	-7.3%
	11/04/2020 11/10/2020	57.4%	354	35	17	12	16	62	64	1.3	2,427	14.6%	279	661	1.9	10.7	14	46.7%	2.2%	51.1%	-\$88,693	-7.5%
October	11/11/2020 11/17/2020	54.1%	350	42	8	6	6	50	52	1.6	1,958	17.9%	225	575	1.6	11.5	23	33.3%	0.0%	66.7%	-\$83,657	-6.7%
	11/18/2020 11/24/2020	46.0%	341	23	8	12	14	39	38	2.0	1,527	22.3%	268	454	1.3	11.6	23	37.5%	7.5%	55.0%	-\$73,567	-5.7%
	11/25/2020 12/01/2020	36.6%	312	10	5	22	9	30	24	2.4	1,175	26.6%	403	372	1.2	12.4	44	52.0%	4.0%	44.0%	-\$104,616	-8.1%
	12/02/2020 12/08/2020	52.2%	283	15	9	9	11	47	34	1.4	1,840	15.4%	455	600	2.1	12.8	39	44.7%	2.1%	53.2%	-\$82,040	-6.6%
	12/09/2020 12/15/2020	51.5%	251	14	9	12	10	32	42	1.8	1,253	20.0%	305	383	1.5	12.0	25	34.4%	0.0%	65.6%	-\$79,994	-6.2%
November	12/16/2020 12/22/2020	47.9%	228	23	2	14	9	21	40	2.5	822	27.7%	167	313	1.4	14.9	43.5	57.7%	0.0%	42.3%	-\$71,737	-6.2%
	12/23/2020 12/29/2020	47.9%	194	10	7	10	2	22	28	1.2	940	20.6%	308	201	1.0	9.1	35.5	33.3%	0.0%	66.7%	-\$161,419	-13.2%

More Competitive

\$1,000,000-\$1,500,000 2020

Less Competitive

\$1,000,000-\$1,500,000 2020

More Competitive

Less Competitive

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,000,000 - \$1,500,000																							
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2021																							
January	12/30/2020-01/05/2021	41.9%	180	14	8	50	8	31	35	1.2	1,214	14.8%	329	366	2.0	11.8	51	48.0%	0.0%	52.0%	-\$69,467	-5.4%	
	01/06/2021-01/12/2021	63.3%	163	32	6	2	3	42	26	1.2	1,644	9.9%	273	712	4.4	17.0	10	23.1%	5.1%	71.8%	-\$75,667	-6.0%	
	01/13/2021-01/19/2021	63.6%	178	40	10	6	6	50	32	1.2	1,958	9.1%	249	786	4.4	15.7	11	31.1%	2.2%	66.7%	-\$89,707	-7.5%	
	01/20/2021-01/26/2021	62.4%	160	43	10	6	4	43	28	1.2	1,683	9.5%	201	754	4.7	17.5	9	19.5%	0.0%	80.5%	-\$112,500	-8.9%	
	01/27/2021-02/02/2021	63.7%	181	45	7	9	4	55	34	1.2	2,153	8.4%	266	908	5.0	16.5	8	24.0%	8.0%	68.0%	-\$96,384	-7.4%	
February	02/03/2021-02/09/2021	65.7%	166	58	8	3	11	55	24	0.7	2,153	7.7%	211	909	5.5	16.5	5	8.7%	0.0%	73.7%	-\$81,300	-6.4%	
	02/10/2021-02/16/2021	67.6%	160	42	13	4	7	50	35	0.7	1,958	8.2%	229	803	5.0	16.1	5	25.5%	0.0%	74.5%	-\$65,833	-5.6%	
	02/17/2021-02/23/2021	68.9%	159	60	4	4	15	59	31	0.6	2,310	6.9%	236	1,197	7.5	20.3	4	15.1%	0.0%	84.9%	-\$81,375	-6.6%	
	02/24/2021-03/01/2021	72.0%	161	58	10	10	3	53	68	0.7	2,075	7.8%	197	964	6.0	18.2	5	8.2%	2.0%	89.8%	-\$108,356	-8.7%	
	03/02/2021-03/08/2021	73.4%	163	60	8	6	0	80	40	0.5	3,132	5.2%	306	1,106	6.8	13.8	5	15.1%	1.8%	83.1%	-\$101,409	-7.3%	
March	03/09/2021-03/15/2021	65.0%	178	41	9	13	5	53	47	0.8	2,075	8.6%	266	635	3.6	12.0	6	16.1%	1.6%	82.3%	-\$98,286	-7.5%	
	03/16/2021-03/22/2021	74.7%	160	52	11	7	9	63	66	0.6	2,466	6.5%	257	1,186	7.4	18.8	5	15.2%	4.3%	80.4%	-\$71,800	-4.9%	
	03/23/2021-03/29/2021	72.2%	181	55	7	5	5	57	64	0.7	2,232	8.1%	232	1,102	6.1	19.3	7	8.8%	0.0%	91.2%	-\$70,909	-5.5%	
	03/30/2021-04/05/2021	70.4%	162	66	10	12	6	56	61	0.7	2,192	7.4%	187	863	5.3	15.4	5	13.7%	0.0%	86.3%	-\$168,000	-13.0%	
	04/06/2021-04/12/2021	72.1%	201	86	6	11	8	90	58	0.5	3,524	5.7%	253	1,706	8.5	19.0	5	6.0%	2.4%	91.6%	-\$80,210	-5.8%	
April	04/13/2021-04/19/2021	78.2%	163	71	12	3	6	78	67	0.5	3,054	5.3%	244	938	5.8	12.0	5	16.0%	1.3%	82.7%	-\$63,750	-4.8%	
	04/20/2021-04/26/2021	74.9%	159	70	11	4	8	63	58	0.6	2,466	6.4%	200	1,062	6.7	16.9	5	15.9%	0.0%	84.1%	-\$105,000	-8.6%	
	04/27/2021-05/03/2021	78.0%	178	70	7	7	12	77	93	0.5	3,015	5.9%	258	1,225	6.9	15.9	4	7.3%	3.4%	89.3%	-\$41,753	-6.0%	
	05/04/2021-05/10/2021	75.3%	161	76	14	3	11	63	59	0.6	2,466	6.5%	180	1,088	6.8	17.3	5	9.7%	6.5%	83.9%	-\$138,000	-7.8%	
	05/11/2021-05/17/2021	77.0%	179	84	12	6	6	84	74	0.5	3,289	5.4%	227	1,412	7.9	16.8	5	12.5%	1.4%	86.1%	-\$93,333	-7.5%	
May	05/18/2021-05/24/2021	76.3%	208	102	14	7	4	90	86	0.5	3,524	5.9%	200	1,617	7.8	18.0	4	6.5%	1.3%	92.2%	-\$77,200	-6.1%	
	05/25/2021-06/01/2021	64.5%	204	52	11	11	10	52	53	0.9	2,036	10.0%	204	909	4.5	17.5	6	13.0%	1.9%	85.2%	-\$57,286	-4.7%	
	06/02/2021-06/08/2021	75.8%	199	114	11	8	9	85	83	0.5	3,328	6.0%	175	1,402	7.0	16.5	4	10.4%	1.3%	88.3%	-\$116,500	-8.3%	
	06/09/2021-06/15/2021	70.6%	253	91	9	6	5	82	72	0.7	3,210	7.9%	207	1,464	5.8	17.9	5.5	16.9%	2.6%	80.5%	-\$61,785	-4.9%	
	06/16/2021-06/22/2021	71.9%	231	80	17	8	6	70	86	0.8	2,741	8.4%	181	973	4.2	13.9	4	15.2%	3.0%	81.8%	-\$75,000	-5.9%	
June	06/23/2021-06/29/2021	69.6%	259	93	12	6	7	78	72	0.8	3,054	8.5%	187	1,361	5.3	17.4	4.5	15.6%	2.6%	81.8%	-\$80,825	-6.5%	
	07/01/2021-07/07/2021	63.8%	247	37	10	12	9	48	73	1.2	1,879	13.1%	243	713	2.9	14.9	12.5	23.4%	4.3%	72.3%	-\$219,646	-12.4%	
	07/08/2021-07/14/2021	65.8%	293	91	9	10	6	74	75	0.9	2,897	10.1%	183	1,150	3.9	15.5	5	16.4%	1.4%	82.2%	-\$92,167	-7.8%	
	07/15/2021-07/21/2021	72.0%	249	92	14	5	7	74	86	0.8	2,897	8.6%	175	1,105	4.4	14.9	11	12.9%	1.0%	86.1%	-\$61,346	-5.0%	
	07/22/2021-07/28/2021	67.8%	262	80	11	1	7	72	57	0.8	2,819	9.3%	197	1,064	4.1	14.8	9	21.2%	0.9%	78.0%	-\$100,403	-8.3%	
July	07/29/2021-08/04/2021	63.8%	275	89	12	15	8	63	75	1.0	2,466	11.1%	152	1,117	4.1	17.7	5	27.9%	0.0%	72.1%	-\$120,189	-10.2%	
	08/05/2021-08/11/2021	60.6%	289	76	10	9	5	60	56	1.1	2,349	12.3%	168	1,131	3.9	18.9	5	21.2%	0.0%	78.8%	-\$114,007	-9.8%	
	08/12/2021-08/18/2021	63.2%	297	63	15	8	16	58	73	1.2	2,271	13.1%	177	1,034	3.5	17.8	9	28.8%	0.0%	71.2%	-\$153,950	-11.4%	
	08/19/2021-08/25/2021	61.3%	306	69	10	6	10	72	49	1.0	2,819	10.9%	223	1,041	3.4	14.5	10	23.9%	0.0%	76.1%	-\$78,625	-5.9%	
	08/26/2021-09/01/2021	61.6%	302	80	9	16	19	66	71	1.1	2,584	11.7%	180	1,075	3.6	16.3	10	17.2%	0.0%	82.8%	-\$74,545	-5.9%	
August	09/02/2021-09/08/2021	57.6%	294	45	9	6	6	51	49	1.3	1,997	14.7%	221	673	2.3	13.2	13	27.1%	2.1%	70.8%	-\$77,562	-6.1%	
	09/09/2021-09/15/2021	60.5%	324	95	9	11	8	69	62	1.1	2,701	12.0%	160	1,132	3.5	16.4	4	18.8%	2.9%	78.3%	-\$93,846	-7.8%	
	09/16/2021-09/22/2021	60.2%	322	72	7	8	17	63	61	1.2	2,466	13.1%	190	1,083	3.4	17.2	5	22.2%	0.0%	77.8%	-\$102,632	-8.5%	
	09/23/2021-09/29/2021	60.9%	300	81	8	17	11	78	56	0.9	3,054	9.8%	217	1,091	3.6	14.0	5	21.7%	2.9%	75.4%	-\$80,900	-6.5%	
	10/01/2021-10/07/2021	64.0%	288	65	18	12	9	64	75	1.0	2,506	11.5%	187	1,157	4.0	18.1	10	27.9%	3.3%	68.9%	-\$75,472	-5.8%	
September	10/08/2021-10/14/2021	64.5%	300	61	7	2	6	75	54	0.9	2,936	10.2%	272	1,140	3.8	15.2	7	29.2%	4.6%	66.2%	-\$84,263	-6.3%	
	10/15/2021-10/21/2021	62.2%	291	63	13	8	8	59	64	1.1	2,310	12.6%	186	1,063	3.7	18.0	5	15.8%	5.3%	78.9%	-\$74,011	-5.4%	
	10/22/2021-10/28/2021	63.8%	287	45	8	5	8	61	64	1.1	2,388	12.0%	278	923	3.2	15.1	8	31.0%	1.7%	67.2%	-\$90,800	-6.5%	
	10/29/2021-11/04/2021	64.1%	270	43	9	18	17	54	89	1.1	2,114	12.8%	249	945	3.5	17.5	13	25.5%	5.9%	68.6%	-\$128,231	-9.5%	
	11/05/2021-11/11/2021	66.1%	236	49	13	13	8	66	65	0.8	2,584	9.1%	265	1,195	5.1	18.1	5	29.2%	1.5%	69.2%	-\$85,789	-6.7%	
October	11/12/2021-11/18/2021	65.6%	222	41	16	4	5	51	54	1.0	1,997	11.1%	218	989	4.5	19.4	15	34.1%	0.0%	65.9%	-\$84,599	-6.6%	
	11/19/2021-11/25/2021	69.0%	210	33	8	7	10	59	64	0.8	2,310	9.1%	359	771	3.7	13.1	13	25.5%	9.1%	65.5%	-\$121,929	-8.9%	
	11/26/2021-12/02/2021	55.2%	198	26	9	12	9	23	48	2.0	900	22.0%	141	343	1.7	14.9	17.5	45.5%	0.0%	54.5%	-\$139,890	-10.1%	
	12/03/2021-12/09/2021	67.8%	187	30	3	5	2	36	65	1.2	1,409	13.3%	260	665	3.6	18.5	5	21.2%	0.0%	78.8%	-\$77,562	-5.0%	
	12/10/2021-12/16/2021	63.5%	182	31	9	3	9	32	46	1.3	1,253	14.5%	188	672	3.7	21.0	7	25.8%	3.2%	71.0%	-\$80,000	-6.3%	
November	12/17/2021-12/23/2021	66.5%	180	21	2	5	7	34	58	1.2	1,331	13.5%	351	457	2.5	13.4	10	24.2%	3.0%	72.7%	-\$176,075	-11.9%	
	12/24/2021-12/30/2021	52.6%	167	11	0	3	2	21	25	1.8	822	20.3%	418	199	1.2	9.5	63	42.9%	19.0%	38.1%	-\$74,006	-5.4%	

\$1,000,000-\$1,500,000 2021

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,000,000 - \$1,500,000																							More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2022																							
January	12/05/2021-01/04/2022	44.5%	138	13	10	33	8	21	31	1.5	822	16.8%	209	323	2.3	15.4	12	27.8%	0.0%	72.2%	-\$80,020	-6.2%	
	01/05/2022-01/14/2022	67.5%	140	32	5	2	13	42	29	0.8	1,644	8.5%	285	1,005	7.2	23.9	7	22.2%	0.0%	77.8%	-\$102,125	-7.0%	
	01/15/2022-01/24/2022	70.0%	139	46	6	4	9	58	26	0.6	2,271	6.1%	287	1,185	8.5	20.4	6	16.4%	5.5%	78.2%	-\$105,498	-7.5%	
	01/25/2022-02/03/2022	71.2%	125	37	8	4	1	50	31	0.6	1,958	6.4%	285	1,184	9.5	23.7	5	8.5%	2.1%	89.4%	-\$123,250	-8.4%	
	02/04/2022-02/13/2022	68.4%	113	62	7	11	1	48	32	0.5	1,879	6.0%	179	1,267	11.2	26.4	4	6.4%	2.1%	91.5%	-\$108,000	-8.4%	
February	02/14/2022-02/23/2022	72.7%	126	58	5	6	1	61	32	0.5	2,388	5.3%	252	1,310	10.4	21.5	4.5	8.6%	1.7%	89.7%	-\$98,800	-7.2%	
	02/24/2022-03/05/2022	76.6%	128	54	6	3	7	62	44	0.5	2,427	5.3%	269	1,620	12.7	26.1	5	8.8%	3.5%	87.7%	-\$98,800	-7.2%	
	03/06/2022-03/15/2022	78.2%	129	62	7	4	5	69	52	0.4	2,701	4.8%	261	1,141	8.8	16.5	5	9.7%	4.8%	85.5%	-\$59,102	-4.2%	
	03/16/2022-03/25/2022	76.9%	143	72	11	10	6	71	72	0.5	2,780	5.1%	223	1,734	12.1	24.4	4	6.0%	3.0%	91.0%	-\$84,775	-6.2%	
	03/26/2022-04/04/2022	81.3%	132	92	8	3	4	74	71	0.4	2,897	4.6%	194	1,638	12.4	22.1	4	9.7%	2.8%	87.5%	-\$104,286	-7.3%	
March	04/05/2022-04/14/2022	75.6%	184	98	5	7	6	88	65	0.5	3,445	5.3%	222	1,545	8.4	17.6	4	2.4%	91.7%	6.0%	-\$95,200	-6.5%	
	04/15/2022-04/24/2022	77.1%	184	69	4	1	2	77	69	0.5	3,015	6.1%	272	1,542	8.4	20.0	4	9.9%	2.8%	87.3%	-\$72,586	-5.3%	
	04/25/2022-05/04/2022	74.0%	185	77	8	9	7	76	71	0.6	2,975	6.2%	230	1,299	7.0	17.1	4	9.7%	1.4%	88.9%	-\$108,579	-8.1%	
	05/05/2022-05/14/2022	81.4%	195	110	3	4	5	93	120	0.5	3,641	5.4%	214	1,534	7.9	16.5	4	8.1%	1.2%	90.7%	-\$58,876	-4.4%	
	05/15/2022-05/24/2022	78.0%	213	128	15	7	7	114	84	0.4	4,463	4.8%	208	1,887	8.9	16.6	4	13.2%	0.0%	86.8%	-\$105,264	-7.3%	
April	05/25/2022-06/03/2022	74.7%	207	83	14	6	6	73	85	0.7	2,858	7.2%	192	766	3.7	10.5	5	15.4%	6.2%	78.5%	-\$65,500	-5.1%	
	06/04/2022-06/13/2022	76.6%	264	137	7	6	5	127	91	0.5	4,972	5.3%	229	1,527	5.8	12.0	4	8.8%	4.4%	86.7%	-\$55,500	-4.5%	
	06/14/2022-06/23/2022	74.1%	279	148	16	6	12	101	100	0.6	3,954	7.1%	157	1,569	5.6	15.5	4	11.6%	3.2%	85.3%	-\$126,536	-8.7%	
	06/24/2022-07/03/2022	70.9%	311	114	18	15	10	108	103	0.7	4,228	7.4%	208	1,084	3.5	10.0	5	17.7%	3.1%	79.2%	-\$105,530	-7.5%	
	07/04/2022-07/13/2022	64.4%	382	168	22	30	11	117	96	0.8	4,581	8.3%	155	1,569	4.1	13.4	4	11.8%	0.0%	88.2%	-\$97,586	-7.1%	
May	07/14/2022-07/23/2022	68.3%	389	162	15	16	21	117	110	0.8	4,581	8.5%	166	1,460	3.8	12.5	4	14.5%	0.9%	84.5%	-\$92,779	-6.8%	
	07/24/2022-08/02/2022	64.5%	375	95	13	15	18	81	103	1.1	3,171	11.8%	181	1,017	2.7	12.6	8	25.0%	1.3%	73.8%	-\$97,800	-7.4%	
	08/03/2022-08/12/2022	67.2%	368	159	22	14	19	98	104	0.9	3,837	9.6%	134	1,180	3.2	12.0	6	21.1%	2.1%	76.8%	-\$168,975	-10.4%	
	08/13/2022-08/22/2022	61.4%	418	142	28	7	21	95	69	1.0	3,719	11.2%	136	1,365	3.3	14.4	7	27.0%	1.1%	71.9%	-\$100,298	-7.4%	
	08/23/2022-09/01/2022	60.7%	464	116	22	10	13	87	93	1.2	3,406	13.6%	149	1,074	2.3	12.3	7	17.5%	0.0%	82.5%	-\$125,715	-8.9%	
June	09/02/2022-09/11/2022	57.2%	478	120	17	13	21	74	90	1.5	2,897	16.5%	124	1,084	2.3	14.6	10.5	32.4%	2.9%	64.7%	-\$154,668	-9.8%	
	09/12/2022-09/21/2022	47.1%	508	60	16	17	11	48	71	2.4	1,879	27.0%	126	728	1.4	15.2	14.5	35.4%	0.0%	64.6%	-\$80,735	-6.2%	
	09/22/2022-10/01/2022	55.9%	519	134	18	10	10	88	76	1.4	3,445	15.1%	135	1,108	2.1	12.6	14	38.6%	0.0%	61.4%	-\$110,039	-8.3%	
	10/02/2022-10/11/2022	54.4%	538	123	31	12	17	83	79	1.5	3,249	16.6%	123	1,056	2.0	12.7	19.5	46.3%	1.3%	52.5%	-\$112,592	-8.3%	
	10/12/2022-10/21/2022	46.1%	594	82	19	11	18	70	56	2.0	2,741	21.7%	149	1,003	1.7	14.3	10.5	33.8%	0.0%	66.2%	-\$118,261	-8.4%	
July	10/22/2022-10/31/2022	47.8%	586	86	23	26	19	72	75	1.9	2,819	20.8%	144	1,050	1.8	14.6	16.5	50.0%	0.0%	50.0%	-\$124,518	-8.6%	
	11/01/2022-11/10/2022	46.8%	534	69	18	7	16	70	44	1.8	2,741	19.5%	178	1,136	2.1	16.2	15	39.1%	0.0%	60.9%	-\$84,708	-6.2%	
	11/11/2022-11/20/2022	49.4%	600	79	15	19	16	88	65	1.6	3,445	17.4%	212	1,059	1.8	12.0	21	47.1%	1.2%	51.8%	-\$115,905	-8.3%	
	11/21/2022-11/30/2022	47.2%	545	83	26	18	18	77	51	1.6	3,015	18.1%	159	1,029	1.9	13.4	24	50.0%	0.0%	50.0%	-\$93,860	-7.0%	
	12/01/2022-12/10/2022	47.9%	541	57	13	14	9	61	66	2.0	2,388	22.7%	185	963	1.8	15.8	28	40.4%	1.8%	57.9%	-\$140,966	-9.7%	
August	12/11/2022-12/20/2022	43.9%	523	62	15	27	20	48	67	2.5	1,879	27.8%	123	739	1.4	15.4	17	33.3%	2.1%	64.6%	-\$119,363	-8.8%	
	12/21/2022-12/30/2022	48.4%	526	105	14	9	18	65	57	1.9	2,545	20.7%	119	1,018	1.9	15.7	6	32.3%	1.6%	66.1%	-\$98,783	-7.2%	
	12/31/2022-01/09/2023	49.0%	554	82	18	15	19	79	58	1.6	3,093	17.9%	178	979	1.8	12.4	12	34.7%	0.0%	65.3%	-\$154,436	-10.5%	
	01/10/2023-01/19/2023	43.2%	545	81	14	9	16	48	54	2.6	1,879	29.0%	98	927	1.7	19.3	16	36.4%	0.0%	63.6%	-\$174,694	-11.1%	
	01/20/2023-01/29/2023	43.7%	560	64	15	40	16	49	82	0.0	1,918	0.0%	22	825	1,887.6	16.8	15	46.8%	0.0%	53.2%	-\$121,143	-8.6%	
September	01/30/2023-02/08/2023	42.2%	548	70	14	19	13	57	49	2.2	2,232	24.6%	140	897	1.6	15.7	14	29.6%	0.0%	70.4%	-\$122,625	-9.2%	
	02/09/2023-02/18/2023	37.5%	547	67	10	16	15	38	47	3.3	1,488	36.8%	86	772	1.4	20.3	11	21.6%	2.7%	75.7%	-\$85,238	-5.6%	
	02/19/2023-02/28/2023	37.2%	553	61	6	20	23	57	30	2.2	2,232	24.8%	176	738	1.3	12.9	25	45.3%	0.0%	54.7%	-\$98,138	-7.1%	
	02/29/2023-03/09/2023	35.8%	524	47	10	34	17	38	48	3.2	1,488	35.2%	119	678	1.3	17.8	28	40.5%	2.7%	56.8%	-\$77,851	-6.0%	
	03/10/2023-03/19/2023	39.5%	509	44	14	16	29	47	40	2.5	1,840	27.7%	161	703	1.4	15.0	22	46.5%	0.0%	53.5%	-\$105,264	-7.8%	
October	03/20/2023-03/29/2023	39.2%	488	46	10	21	20	38	48	3.0	1,488	32.8%	125	594	1.2	15.6	34	59.5%	0.0%	40.5%	-\$99,817	-7.4%	
	03/30/2023-04/08/2023	40.0%	474	48	7	20	14	37	49	2.9	1,449	32.7%	124	509	1.1	13.8	28	48.6%	2.7%	48.6%	-\$139,339	-10.1%	
	04/09/2023-04/18/2023	27.5%	456	13	4	11	14	20	24	5.2	783	58.2%	135	300	0.7	15.0	21.5	30.0%	0.0%	70.0%	-\$65,833	-5.0%	
	04/19/2023-04/28/2023	38.0%	440	31	10	46	12	47	43	2.2	1,840	23.9%	239	591	1.3	12.6	37.5	50.0%	0.0%	50.0%	-\$131,875	-9.5%	
	04/29/2023-05/08/2023	40.1%	403	30	9	12	14	48	22	1.9	1,879	21.4%	265	550	1.4	11.5	32	40.4%	2.1%	57.4%	-\$115,535	-8.6%	
November	05/09/2023-05/18/2023	37.0%	370	23	7	17	18	26	34	3.3													

\$1,000,000-\$1,500,000 2023

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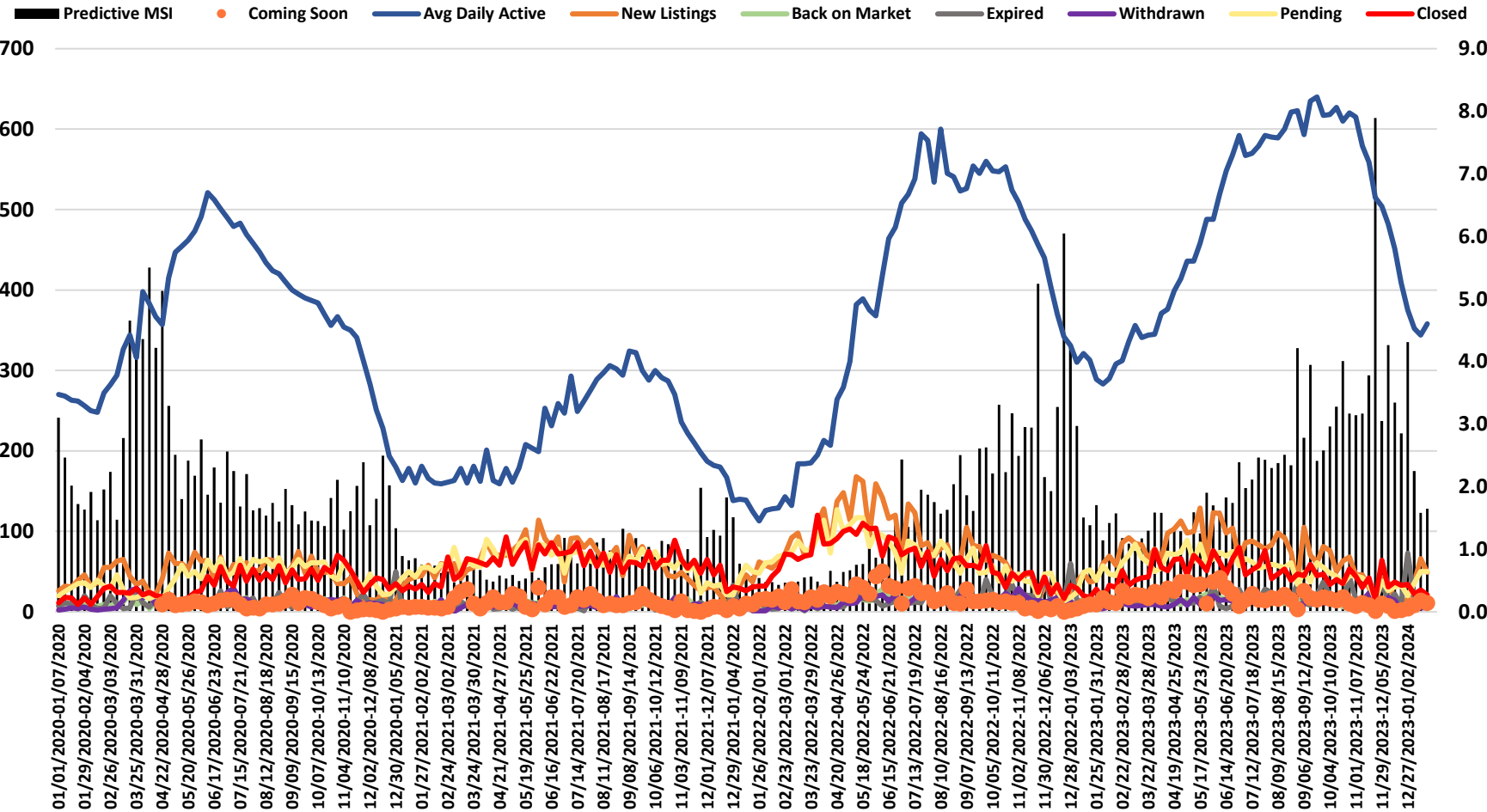
Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,000,000 - \$1,500,000																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2024																						
January	01/01/2024-01/09/2024	37.7%	352	37	9	15	6	36	22	2.2	1,409	25.0%	161	574	1.6	15.9	73	47.2%	0.0%	52.8%	-\$67,834	-5.5%
	01/09/2024-01/16/2024	45.5%	344	66	16	13	5	50	27	1.6	1,958	17.6%	138	754	2.2	15.1	24	23.1%	0.0%	76.9%	-\$85,456	-6.2%
	01/16/2024-01/23/2024	43.2%	358	49	11	11	5	50	21	1.6	1,958	18.3%	187	915	2.6	18.3	68	42.9%	2.0%	55.1%	-\$86,497	-6.5%
	01/23/2024-01/29/2024																					
	01/29/2024-01/30/2024																					

More Competitive

Less Competitive

\$1,000,000-\$1,500,000 2024

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000
COVID-19 Market Metrics

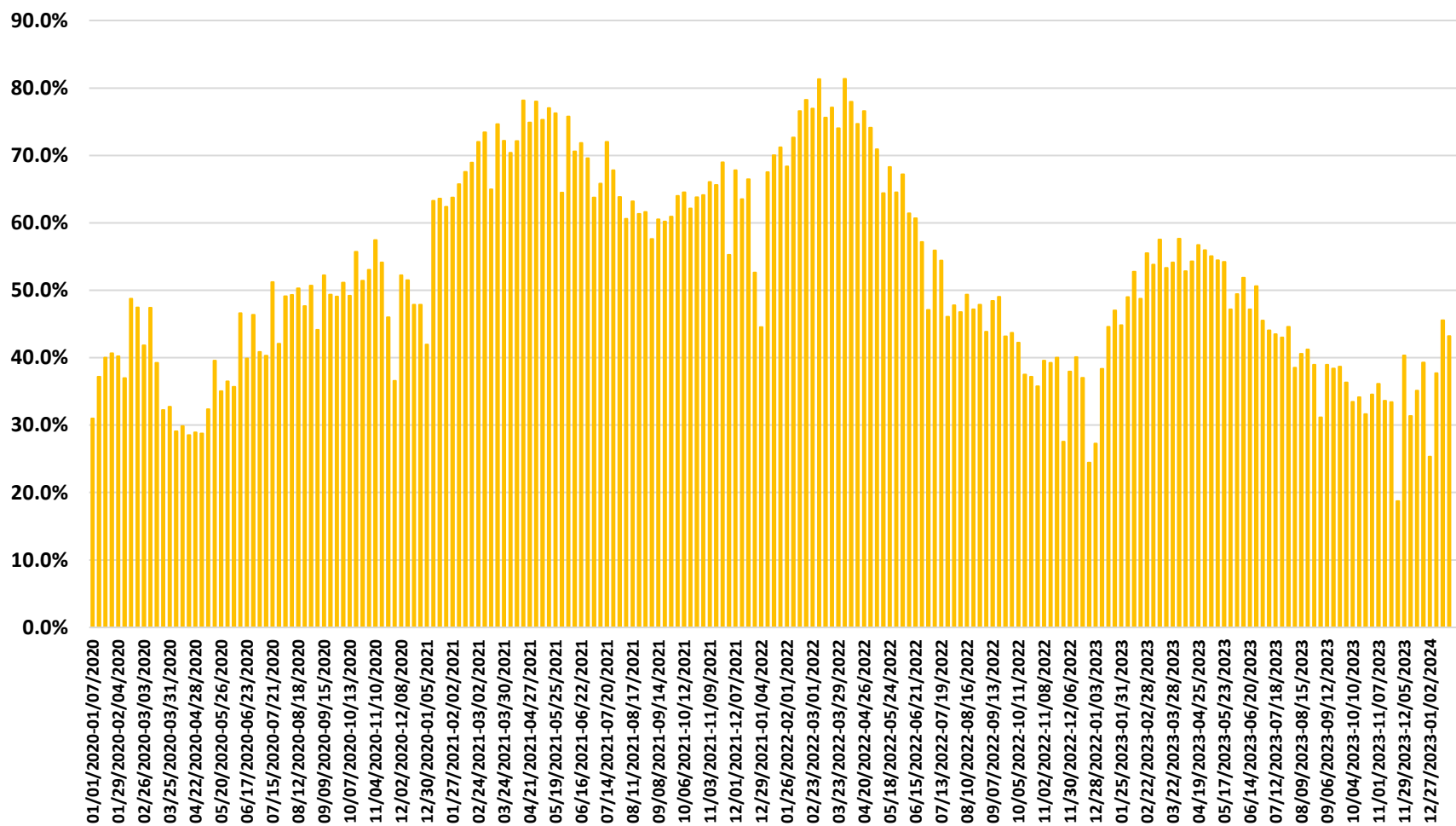


\$1,000,000-\$1,500,000

Metric	Predictive MSI	Coming Soon	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed
Current	1.6	11	358	49	11	11	5	50	21
WOW	4.1%	-21.4%	4.1%	-25.8%	-31.3%	-15.4%	0.0%	0.0%	-22.2%
1 Year Ago	19.0%	22.2%	14.4%	32.4%	37.5%	57.1%	-44.4%	-3.8%	16.7%

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Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000
Odds of Selling by Week



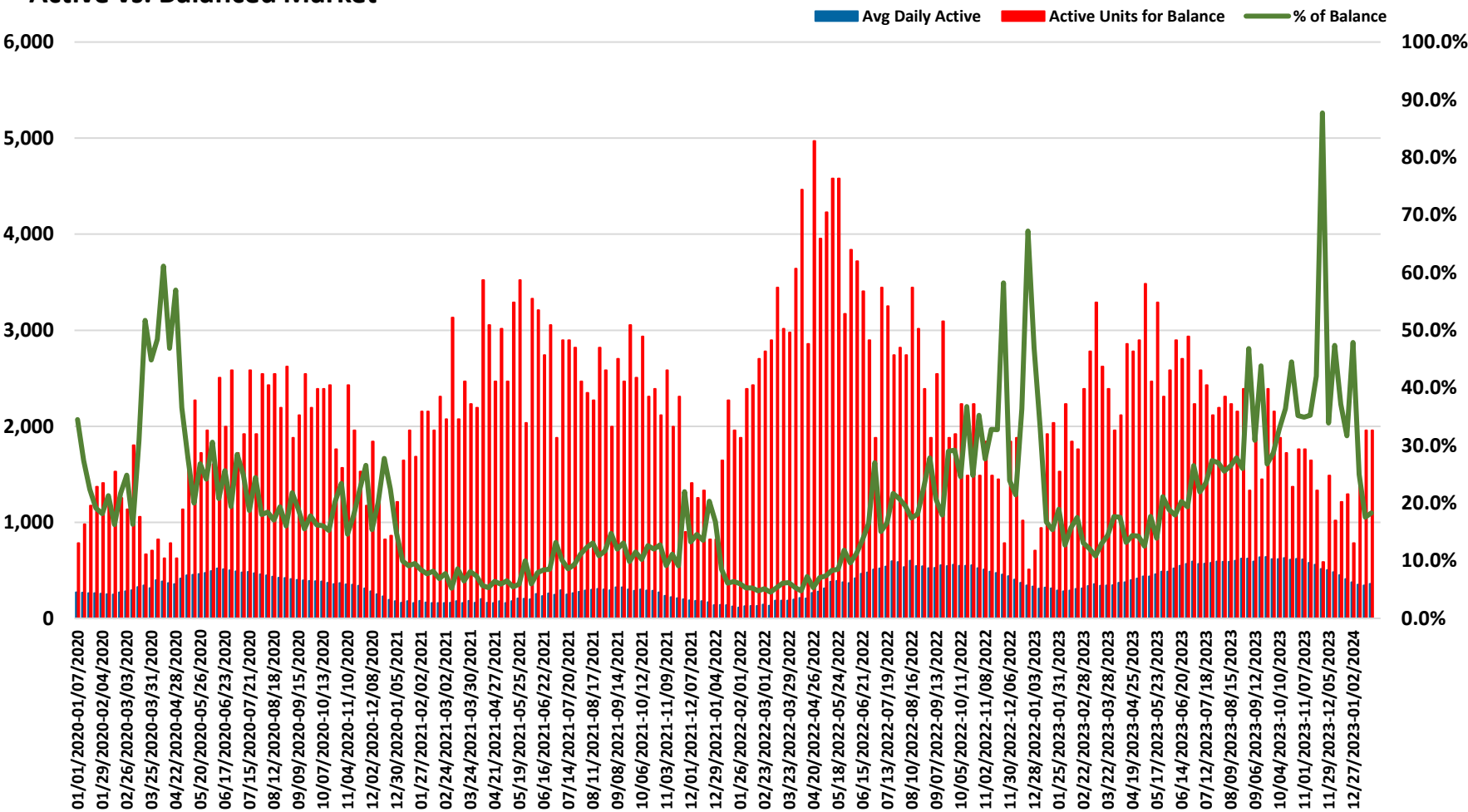
Metric	Odds of Selling
Current	43.2%
WOW	-2.3%
1 Year Ago	-3.8%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000

Active vs. Balanced Market

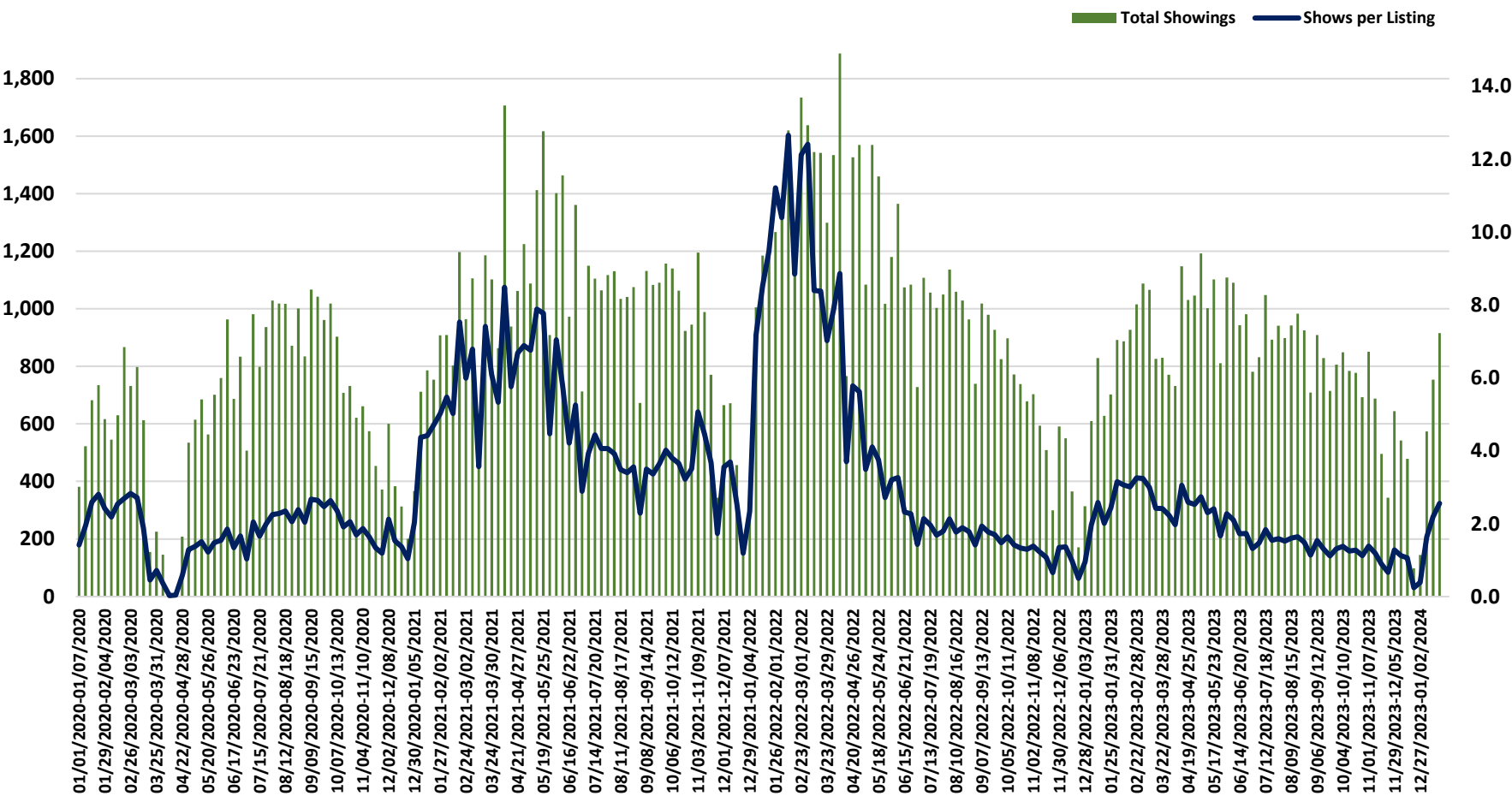


Metric	Avg Daily Active	Active Units for Balance	% of Balance
Current	358	1,958	18.3%
WOW	4.1%	0.0%	0.7%
1 Year Ago	14.4%	-3.8%	2.9%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000 Showings



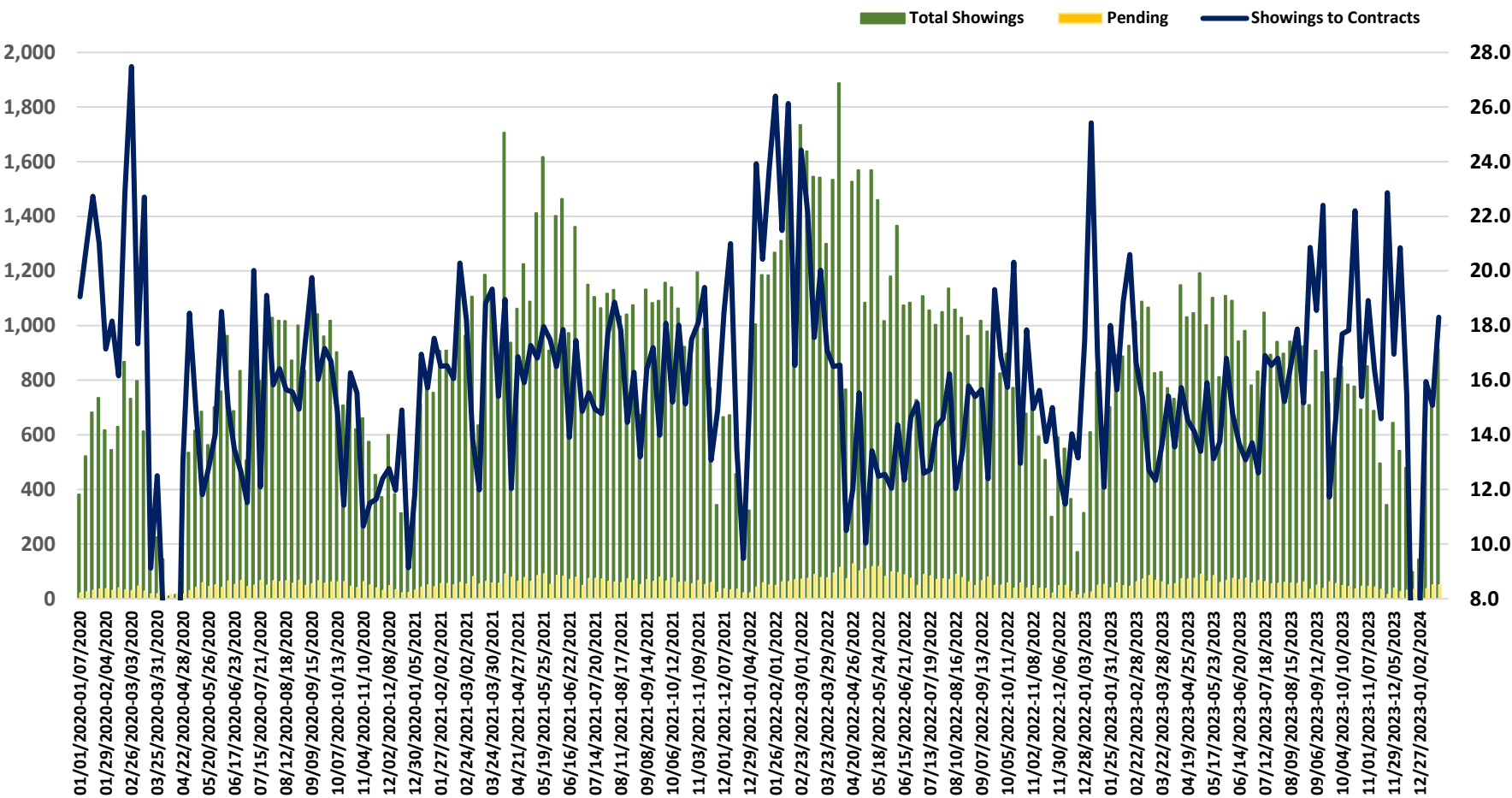
Metric	Total Showings	Shows per Listing
Current	915	2.6
WOW	21.4%	16.6%
1 Year Ago	45.7%	27.4%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000

Showings vs. Contracts



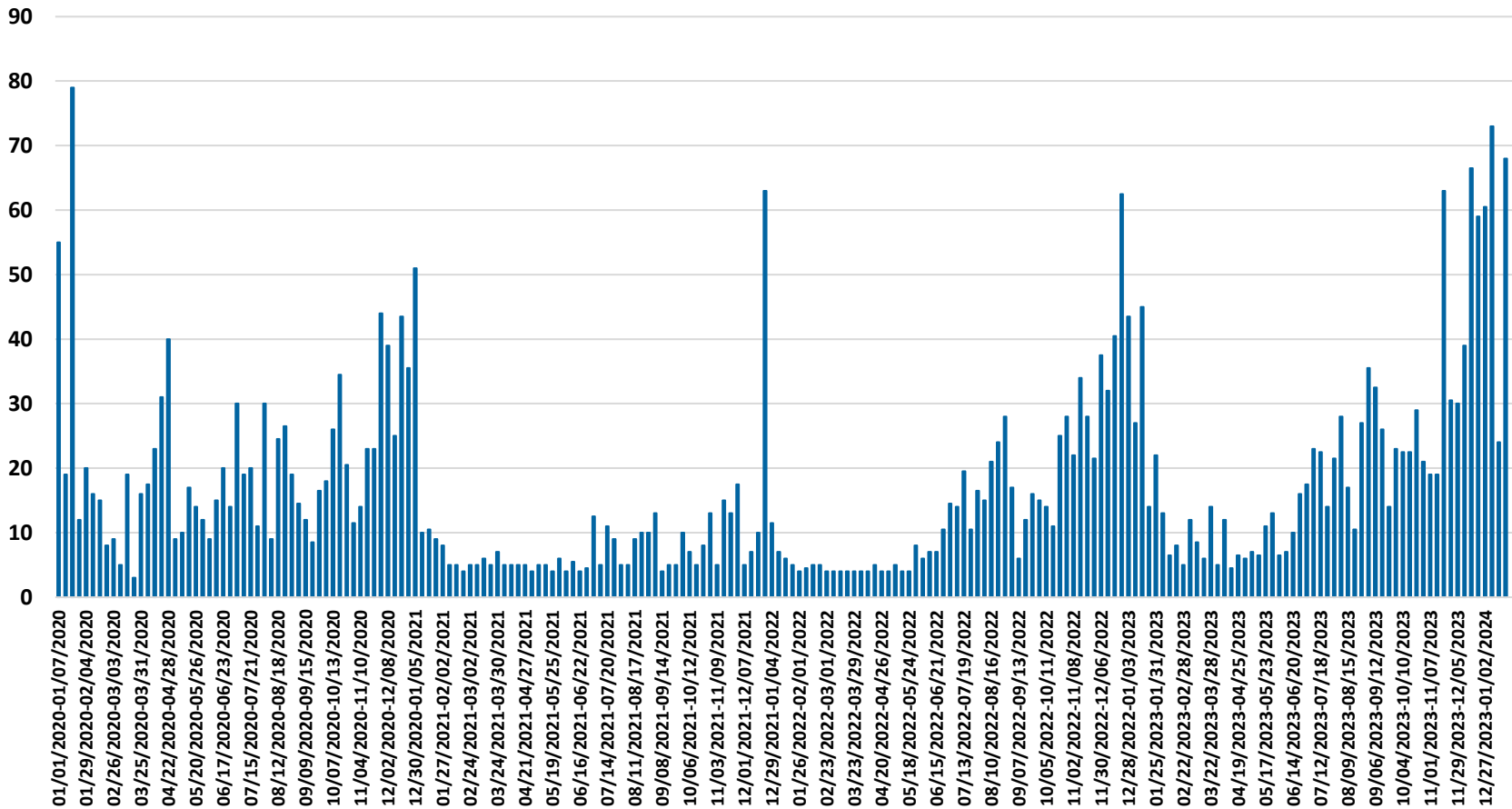
Metric	Total Showings	Pending	Shows to Contracts
Current	915	50	18
WOW	21.4%	0.0%	21.4%
1 Year Ago	45.7%	-3.8%	51.5%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000

Median Days on Market for Pending Home Sales



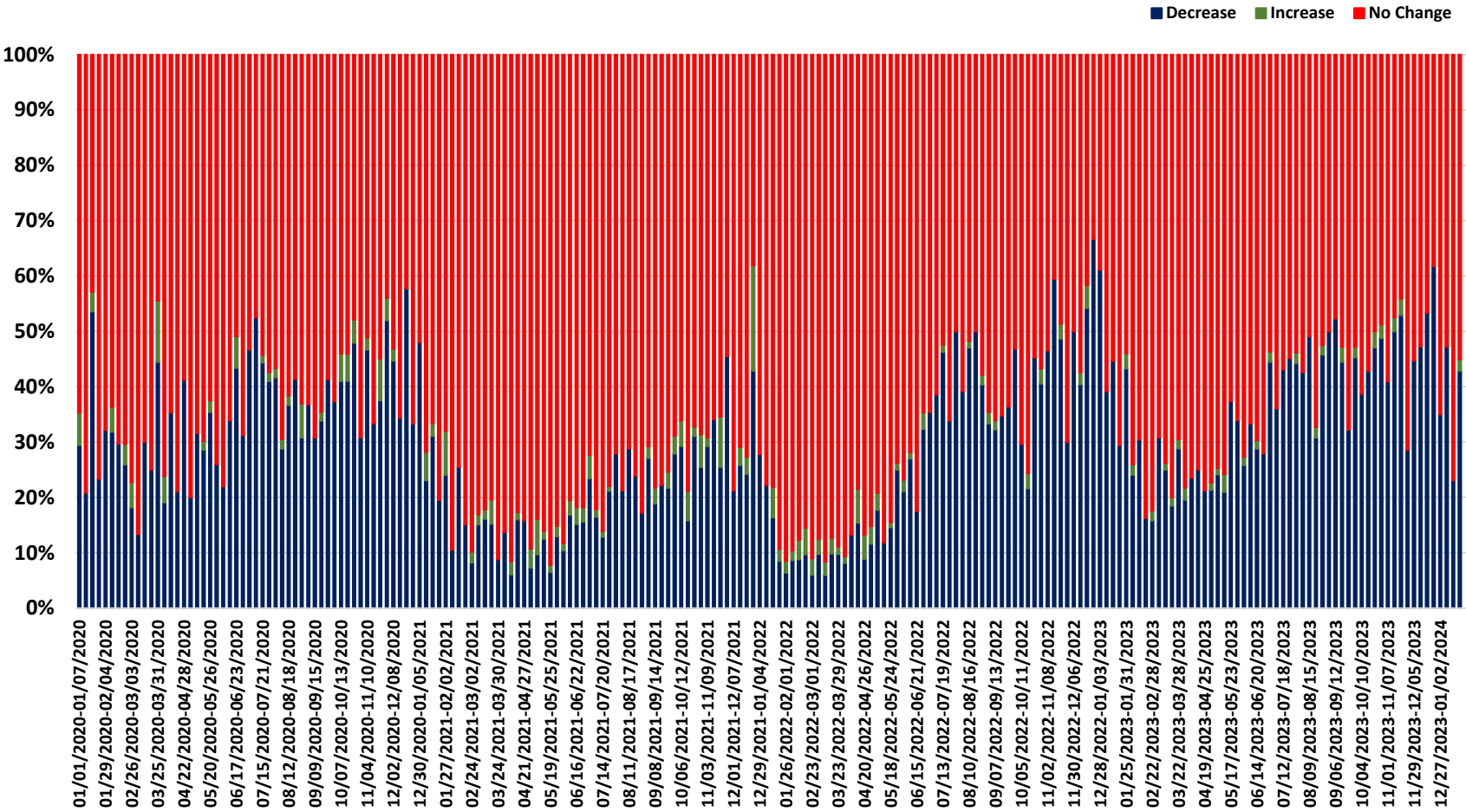
Metric	DOM
Current	68
WOW	183.3%
1 Year Ago	385.7%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000

Price Reductions for Pending Transactions

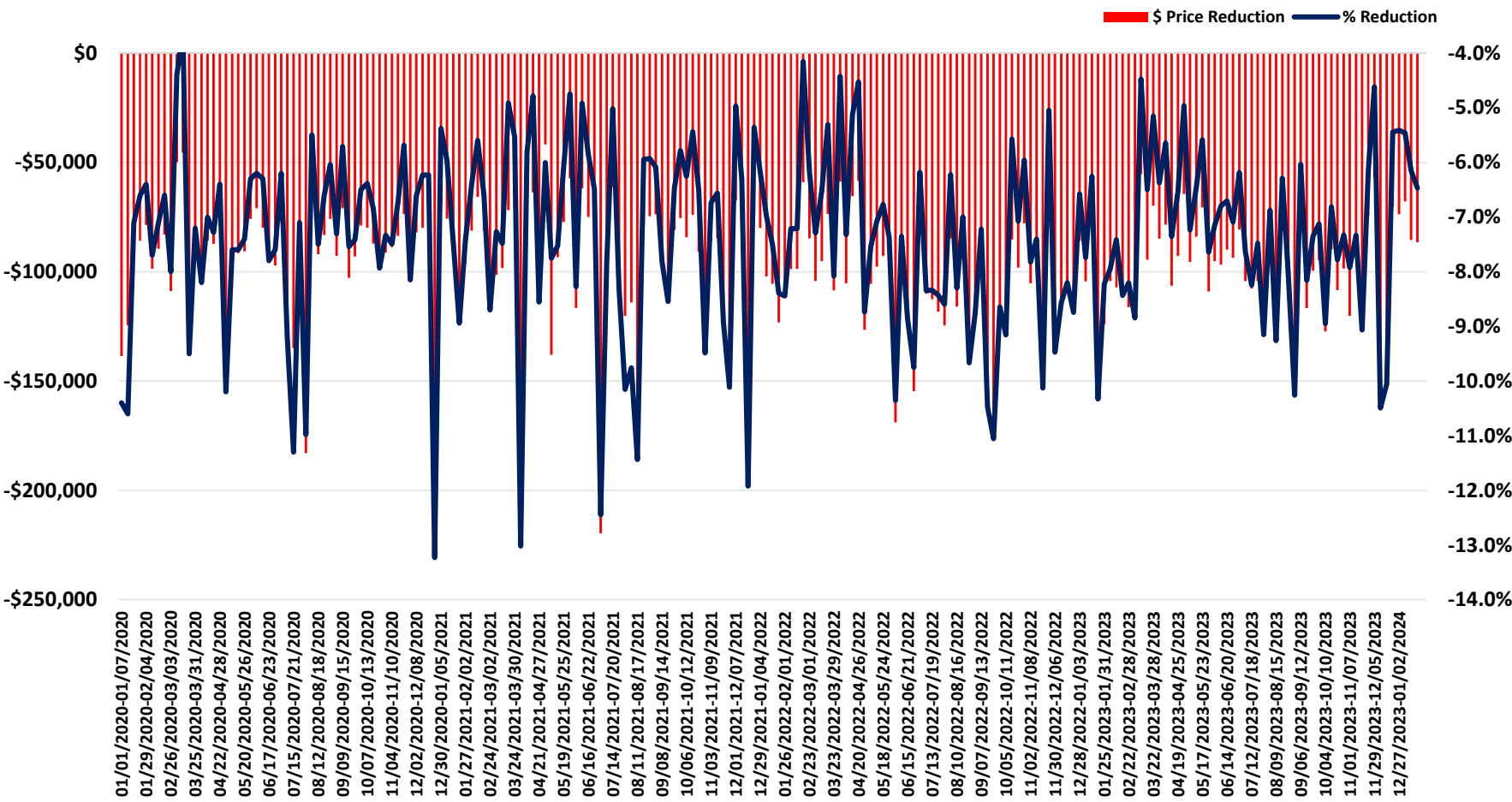


Metric	Decrease	Increase	No Change
Current	42.9%	2.0%	55.1%
WOW	19.8%	2.0%	-21.8%
1 Year Ago	13.4%	2.0%	-15.5%

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\$1,000,000-\$1,500,000

Greater Metro Denver Attached and Detached Residential \$1,000,000-\$1,500,000
Size of Price Reductions for Pending Transactions



Metric	\$ Reduction	% Reduction
Current	-\$86,497	-6.5%
WOW	1.2%	-0.3%
1 Year Ago	-39.7%	3.9%

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\$1,000,000-\$1,500,000

\$1,500,000-\$2,000,000

2.8%

of homes in the 7 Metro Counties are between \$1,500,000 - \$2,000,000

\$1,500,000-\$2,000,000

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle

[illegible]

Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Less Competitive  More Competitive



Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.

\$1,500,000-\$2,000,000



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Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,500,000 - \$2,000,000																						
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction
2020																						
January	01/01/2020-01/07/2020	17.2%	121	7	2	6	3	7	0	4.0	365	33.1%	190	118	1.0	16.9	82	28.6%	0.0%	71.4%	-\$92,000	-5.4%
	01/08/2020-01/14/2020	24.0%	116	7	3	5	2	8	2	3.3	418	27.8%	211	154	1.3	19.3	85	16.7%	0.0%	83.3%	-\$200,000	-11.1%
	01/15/2020-01/21/2020	46.4%	107	10	1	2	1	17	6	1.4	887	12.1%	497	168	1.6	9.9	108	54.6%	0.0%	45.5%	-\$167,500	-9.3%
	01/22/2020-01/28/2020	32.9%	107	17	3	6	2	12	3	2.0	626	17.1%	182	194	1.8	16.2	10	11.1%	11.1%	77.8%	-\$201,314	-13.4%
	01/29/2020-02/04/2020	30.8%	111	18	4	6	4	8	6	3.2	418	26.6%	98	171	1.5	21.4	11	14.3%	0.0%	85.7%	-\$356,687	-19.0%
February	02/05/2020-02/11/2020	39.1%	107	14	3	5	2	14	5	1.8	731	14.6%	257	206	1.9	14.7	35	35.7%	0.0%	64.3%	-\$212,000	-11.2%
	02/12/2020-02/18/2020	44.8%	96	6	7	5	3	16	6	1.4	835	11.5%	399	234	2.4	14.6	19	11.1%	11.1%	77.8%	-\$80,000	-4.5%
	02/19/2020-02/25/2020	45.5%	107	26	6	3	1	17	6	1.4	887	12.1%	171	237	2.2	13.9	52.5	20.0%	0.0%	80.0%	-\$123,000	-6.7%
	02/26/2020-03/03/2020	44.2%	108	18	4	3	3	15	7	1.7	783	13.8%	215	227	2.1	15.1	16	18.2%	0.0%	81.8%	-\$97,500	-5.7%
	03/04/2020-03/10/2020	50.6%	110	25	1	3	7	14	15	1.8	731	15.1%	167	236	2.1	16.9	10.5	21.4%	14.3%	64.3%	-\$101,667	-5.7%
March	03/11/2020-03/17/2020	29.8%	116	16	3	4	2	7	6	3.8	365	31.7%	92	138	1.2	19.7	10	40.0%	0.0%	60.0%	-\$155,500	-8.1%
	03/18/2020-03/24/2020	22.7%	122	20	8	6	10	6	4	4.7	313	39.0%	48	76	0.6	12.7	5	33.3%	0.0%	66.7%	-\$37,500	-2.3%
	03/25/2020-03/31/2020	54.3%	68	8	9	24	29	18	29	0.9	940	7.2%	359	45	0.7	2.5	171	100.0%	0.0%	0.0%	-\$200,000	-13.3%
	04/01/2020-04/07/2020	25.9%	169	18	3	7	4	5	11	7.8	261	64.8%	31	59	0.3	11.8	0	20.0%	0.0%	80.0%	-\$41,000	-2.6%
	04/08/2020-04/14/2020	11.2%	173	12	0	8	9	4	2	9.9	209	82.9%	21	13	0.1	3.3	10	33.3%	0.0%	66.7%	-\$150,000	-7.8%
April	04/15/2020-04/21/2020	19.0%	168	8	1	4	2	4	6	9.7	209	80.5%	32	3	0.0	0.8	10	20.0%	0.0%	80.0%	-\$45,000	-2.9%
	04/22/2020-04/28/2020	14.1%	141	10	6	4	4	3	3	10.8	157	90.0%	7	57	0.4	19.0	24	25.0%	0.0%	75.0%	-\$264,633	-15.9%
	04/29/2020-05/05/2020	24.1%	184	23	6	8	11	9	7	4.7	470	39.2%	69	173	0.9	19.2	20	25.0%	0.0%	75.0%	-\$162,500	-8.6%
	05/06/2020-05/12/2020	16.3%	201	29	6	5	3	7	3	6.6	365	55.0%	33	207	1.0	29.6	5	0.0%	0.0%	100.0%	\$0	0.0%
	05/13/2020-05/19/2020	28.6%	209	21	5	2	5	16	4	3.0	835	25.0%	169	254	1.2	15.9	18	18.8%	0.0%	81.3%	-\$245,333	-11.6%
May	05/20/2020-05/26/2020	25.2%	219	22	1	3	2	14	4	3.6	731	30.0%	156	276	1.3	19.7	9	15.4%	0.0%	84.6%	-\$75,000	-3.9%
	05/27/2020-06/02/2020	32.2%	227	14	6	9	1	22	7	2.4	1,148	19.8%	323	312	1.4	14.2	28	45.5%	4.6%	50.0%	-\$100,050	-5.6%
	06/03/2020-06/09/2020	16.6%	215	17	0	6	3	7	4	7.1	365	58.8%	62	252	1.2	36.0	17.5	55.6%	0.0%	44.4%	-\$131,600	-7.8%
	06/10/2020-06/16/2020	43.3%	209	24	3	3	6	27	12	1.8	1,409	14.8%	312	236	1.1	8.7	44.5	33.3%	0.0%	66.7%	-\$100,567	-5.3%
	06/17/2020-06/23/2020	38.8%	202	24	6	4	2	19	13	2.4	992	20.4%	185	250	1.2	13.2	43	48.0%	0.0%	50.9%	-\$151,333	-8.4%
June	06/24/2020-06/30/2020	42.2%	199	21	2	9	4	20	20	2.3	1,044	19.1%	258	324	1.6	16.2	12	23.8%	0.0%	76.2%	-\$95,000	-5.8%
	07/01/2020-07/07/2020	40.5%	198	17	5	3	12	21	12	2.2	1,096	18.0%	286	215	1.1	10.2	10	14.3%	4.8%	81.0%	-\$119,967	-6.5%
	07/08/2020-07/14/2020	38.9%	196	11	2	2	11	16	14	2.8	835	23.5%	345	279	1.4	17.4	32	50.0%	5.6%	44.4%	-\$159,778	-7.9%
	07/15/2020-07/21/2020	44.9%	191	12	4	4	3	22	17	2.0	1,148	16.6%	419	267	1.4	12.1	31.5	22.3%	0.0%	72.8%	-\$87,184	-5.0%
	07/22/2020-07/28/2020	32.1%	185	25	3	4	3	9	13	4.7	470	39.4%	71	291	1.6	32.3	46.5	100.0%	0.0%	0.0%	-\$30,000	-2.0%
July	07/29/2020-08/04/2020	39.4%	190	17	6	7	4	15	18	2.9	783	24.3%	181	271	1.4	18.1	13	41.2%	0.0%	58.8%	-\$183,000	-11.0%
	08/05/2020-08/11/2020	43.3%	192	26	4	3	2	23	13	1.9	1,201	16.0%	236	318	1.7	13.8	14	47.6%	0.0%	69.5%	-\$115,463	-6.7%
	08/12/2020-08/18/2020	45.9%	186	20	4	2	2	22	16	1.9	1,148	16.2%	281	331	1.8	15.0	19	23.8%	4.8%	71.4%	-\$175,000	-10.1%
	08/19/2020-08/25/2020	41.5%	191	24	3	4	5	24	10	1.8	1,253	15.2%	276	331	1.7	13.8	21.5	45.8%	0.0%	54.2%	-\$132,901	-7.2%
	08/26/2020-09/01/2020	36.2%	188	18	4	8	4	14	15	3.1	731	25.7%	173	269	1.4	19.2	19	28.6%	7.1%	64.3%	-\$134,400	-7.8%
August	09/02/2020-09/08/2020	34.8%	186	16	7	4	1	14	11	3.1	731	25.5%	166	254	1.4	18.1	37	38.5%	0.0%	61.5%	-\$213,990	-11.1%
	09/09/2020-09/15/2020	39.2%	183	12	4	3	4	15	14	2.8	783	23.4%	136	269	1.5	17.9	34	47.1%	0.0%	52.9%	-\$202,875	-9.4%
	09/16/2020-09/22/2020	33.1%	181	26	11	9	5	19	6	2.2	992	18.2%	136	300	1.7	15.8	23.5	42.1%	0.0%	57.9%	-\$139,429	-7.0%
	09/23/2020-09/29/2020	39.8%	178	15	5	3	4	19	10	2.2	992	17.9%	136	282	1.6	14.8	27	40.9%	4.5%	54.5%	-\$160,222	-9.2%
	10/01/2020-10/07/2020	47.6%	175	15	6	5	3	13	28	3.1	679	25.7%	168	326	1.9	25.1	63	60.0%	0.0%	40.0%	-\$149,789	-8.0%
September	10/08/2020-10/14/2020	42.1%	171	14	4	6	4	18	15	2.2	940	18.2%	299	288	1.7	16.0	21	47.4%	0.0%	52.6%	-\$94,990	-5.4%
	10/15/2020-10/21/2020	41.5%	173	14	2	4	4	16	15	2.5	835	20.7%	290	271	1.6	16.9	21	45.0%	0.0%	55.0%	-\$128,434	-7.6%
	10/22/2020-10/28/2020	37.9%	175	20	5	4	3	18	9	2.2	940	18.6%	214	205	1.2	11.4	16	36.8%	5.3%	57.9%	-\$131,857	-7.8%
	10/29/2020-11/04/2020	42.2%	181	18	2	3	9	21	16	2.0	1,096	16.5%	321	240	1.3	11.4	6	27.3%	0.0%	72.7%	-\$147,667	-7.7%
	11/05/2020-11/11/2020	61.8%	168	9	8	4	13	29	40	1.3	1,514	11.1%	555	184	1.1	6.3	54	36.4%	0.0%	63.6%	-\$95,000	-5.9%
October	11/12/2020-11/18/2020	42.5%	162	14	3	6	6	18	14	2.1	940	17.2%	321	193	1.2	10.7	20	42.9%	0.0%	57.1%	-\$167,333	-9.9%
	11/19/2020-11/25/2020	35.6%	149	9	1	2	5	4	16	8.6	209	71.4%	42	132	0.9	33.0	57	0.0%	0.0%	100.0%	\$0	0.0%
	11/26/2020-12/02/2020	34.5%	144	7	2	5	5	10	10	3.3	522	27.5%	295	136	0.9	13.6	57	61.5%	0.0%	38.5%	-\$90,375	-5.5%
	12/03/2020-12/09/2020	37.2%	138	4	3	2	2	11	9	2.9	574	24.0%	437	51	0.4	4.6	26	53.8%	0.0%	46.2%	-\$220,714	-11.3%
	12/10/2020-12/16/2020	47.2%	134	9	0	5	9	13	19	2.4	679	19.7%	424	162	1.2	12.5	37	61.5%	0.0%	38.5%	-\$91,188	-5.0%
November	12/17/2020-12/23/2020	44.5%	116	4	4	2	5	11	12	2.4	574	20.2%	401	120	1.0	10.9	24	53.8%	0.0%	46.2%	-\$102,786	-5.8%
	12/24/2020-12/29/2020	37.2%	97	5	1	3	1	10	5	2.2	261	37.2%	192	67	0.7	6.7	120	36.4%	0.0%	63.6%	-\$166,288	-9.9%

\$1,500,000-\$2,000,000 2020

More Competitive

Less Competitive

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,500,000 - \$2,000,000

Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Showings per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2021																							
January	12/01/2020	43.5%	90	4	6	17	3	15	14	1.4	392	23.0%	211	138	1.5	9.2	72	46.2%	0.0%	53.8%	-\$86,807	-5.0%	
	01/02/2021	49.2%	81	13	3	1	0	11	8	1.7	287	28.2%	90	185	2.3	16.8	10	9.1%	9.1%	81.8%	-\$250,001	-11.1%	
	01/12/2021	44.5%	91	9	2	4	1	13	7	1.6	339	26.8%	158	268	2.9	20.6	90	47.4%	0.0%	52.6%	-\$215,456	-13.3%	
	01/20/2021	56.9%	88	20	3	1	1	4	20	8	1.0	1,044	26.8%	291	306	3.5	15.3	75	25.0%	25.0%	50.0%	-\$165,200	-9.3%
	01/21/2021	54.0%	98	20	2	3	3	3	19	11	1.2	992	26.8%	285	482	4.9	25.4	5	27.3%	0.0%	72.7%	-\$123,350	-7.4%
February	02/01/2021	66.0%	88	13	4	4	1	35	12	0.6	1,827	4.8%	717	334	3.8	9.5	12	30.3%	0.0%	69.7%	-\$109,490	-6.1%	
	02/02/2021	56.1%	84	12	9	1	1	16	10	1.2	835	10.1%	251	253	3.0	15.8	27	27.3%	0.0%	72.7%	-\$134,667	-7.2%	
	02/03/2021	59.5%	80	14	3	2	2	20	10	0.9	1,044	7.7%	398	258	3.2	12.9	13	27.3%	4.5%	68.2%	-\$133,157	-7.4%	
	02/24/2021	55.5%	76	22	3	9	4	17	16	1.0	887	8.6%	228	264	3.5	15.5	7	21.1%	0.0%	78.9%	-\$191,922	-11.6%	
	03/04/2021	69.3%	78	16	3	2	3	30	15	0.6	1,566	8.6%	549	331	4.2	11.0	5	12.7%	1.3%	86.1%	-\$171,250	-9.0%	
March	03/09/2021	59.6%	80	18	3	6	3	16	20	1.1	835	8.6%	252	209	2.6	13.1	13	16.0%	4.0%	80.0%	-\$101,333	-5.5%	
	03/17/2021	63.8%	82	25	4	5	0	23	19	0.8	1,201	8.6%	270	329	4.0	14.3	5	21.4%	0.0%	78.6%	-\$62,500	-3.4%	
	03/21/2021	56.0%	84	21	2	5	2	19	12	1.0	992	8.6%	277	360	4.3	18.9	5	9.5%	0.0%	90.5%	-\$50,000	-2.6%	
	03/31/2021	63.9%	83	31	6	3	1	21	18	0.9	1,096	8.6%	192	329	4.0	15.7	7	21.7%	0.0%	78.3%	-\$80,800	-4.9%	
	04/07/2021	60.8%	102	27	6	3	2	25	16	0.9	1,305	8.6%	256	443	4.3	17.7	5	16.7%	0.0%	83.3%	-\$122,750	-7.3%	
April	04/13/2021	71.2%	95	27	5	2	4	32	27	0.7	1,670	8.6%	345	259	2.7	8.1	6	17.6%	0.0%	82.4%	-\$97,833	-5.7%	
	04/14/2021	60.5%	95	33	3	3	2	22	16	1.0	1,148	8.3%	205	398	4.2	18.1	5	8.7%	13.0%	78.3%	-\$75,001	-4.8%	
	04/21/2021	73.0%	99	40	5	2	1	41	26	0.6	2,140	4.6%	318	591	6.0	14.4	4	18.2%	0.0%	81.8%	-\$123,675	-6.5%	
	05/05/2021	64.5%	101	40	4	1	0	31	13	0.7	1,618	6.2%	242	392	3.9	12.6	4	9.0%	3.4%	87.6%	-\$31,396	-4.5%	
	05/11/2021	64.6%	110	36	5	1	5	27	21	0.9	1,409	7.8%	222	449	4.1	16.6	4	13.8%	0.0%	86.2%	-\$118,650	-7.4%	
May	05/18/2021	66.7%	113	25	7	4	4	29	31	0.9	1,514	7.5%	307	438	3.9	15.1	4	6.6%	3.7%	89.7%	-\$33,588	-4.7%	
	05/24/2021	62.4%	112	19	5	5	5	21	30	1.2	1,096	10.2%	287	272	2.4	13.0	6	36.4%	4.5%	59.1%	-\$127,625	-6.7%	
	06/01/2021	64.5%	111	22	5	2	2	23	27	1.1	1,201	9.2%	283	363	3.3	15.8	5	4.8%	0.0%	95.2%	-\$50,000	-2.5%	
	06/09/2021	65.2%	118	40	3	6	4	35	27	0.8	1,827	6.5%	279	353	3.0	10.1	4	15.2%	3.0%	81.8%	-\$93,000	-5.4%	
	06/15/2021	64.5%	116	33	6	2	2	28	24	1.0	1,462	7.9%	242	294	2.5	10.5	6	7.1%	3.6%	89.3%	-\$87,500	-4.6%	
June	06/21/2021	62.1%	123	29	4	1	8	25	23	1.1	1,305	9.4%	251	342	2.8	13.7	7.5	13.0%	0.0%	87.0%	-\$110,000	-6.6%	
	06/28/2021	56.6%	115	11	6	5	3	14	27	1.9	731	15.7%	254	179	1.6	12.8	16.5	27.3%	9.1%	63.6%	-\$218,000	-11.5%	
	07/07/2021	60.8%	135	35	6	5	4	29	27	1.1	1,514	8.9%	236	396	2.9	13.7	4	14.3%	3.6%	82.1%	-\$195,228	-10.9%	
	07/13/2021	69.0%	119	31	5	1	2	32	31	0.9	1,670	7.1%	302	399	3.4	12.5	14.5	25.5%	0.0%	74.5%	-\$139,917	-7.8%	
	07/20/2021	51.6%	122	28	2	1	3	19	12	1.5	992	12.3%	203	337	2.8	17.7	6	19.5%	0.0%	80.5%	-\$217,250	-12.8%	
July	07/28/2021	64.5%	125	27	4	7	4	22	43	1.3	1,148	10.9%	231	372	3.0	16.9	5	30.4%	0.0%	69.6%	-\$109,015	-6.3%	
	08/03/2021	58.2%	129	31	9	2	2	28	16	1.1	1,462	8.8%	234	430	3.3	15.4	4	11.1%	7.4%	81.5%	-\$173,667	-10.1%	
	08/10/2021	60.5%	133	19	5	4	3	24	29	1.3	1,253	10.6%	327	341	2.6	14.2	6	23.8%	0.0%	76.2%	-\$175,200	-9.9%	
	08/17/2021	57.4%	131	17	9	1	6	24	18	1.3	1,253	10.5%	302	338	2.6	14.1	5	20.8%	0.0%	79.2%	-\$83,000	-4.6%	
	08/25/2021	55.7%	126	22	4	2	5	15	24	1.9	783	16.1%	177	365	2.9	24.3	6	8.3%	0.0%	91.7%	-\$90,000	-5.7%	
August	09/01/2021	45.4%	138	22	1	2	2	17	11	1.9	887	15.6%	228	252	1.8	14.8	19	27.8%	0.0%	72.2%	-\$151,200	-8.1%	
	09/07/2021	53.2%	152	27	2	2	9	22	20	1.6	1,148	13.2%	241	439	2.9	20.0	4	15.0%	0.0%	85.0%	-\$105,000	-6.0%	
	09/14/2021	60.3%	120	17	3	6	2	31	20	0.9	1,618	7.4%	525	334	2.8	10.8	9	26.7%	0.0%	73.3%	-\$88,215	-5.0%	
	09/21/2021	49.6%	137	23	4	2	2	16	17	2.0	835	16.4%	181	262	1.9	16.4	6	33.3%	0.0%	66.7%	-\$153,667	-9.6%	
	09/28/2021	51.1%	132	19	4	8	9	16	24	1.9	835	15.8%	214	236	1.8	14.8	7	6.3%	6.3%	87.5%	-\$25,000	-1.5%	
September	10/06/2021	58.7%	121	26	2	1	3	25	16	1.1	1,305	9.3%	296	333	2.8	13.3	5	26.9%	0.0%	73.1%	-\$171,714	-8.5%	
	10/12/2021	46.0%	113	18	2	8	5	14	15	1.9	731	15.5%	217	316	2.8	22.6	4	7.7%	7.7%	84.6%	-\$91,524	-5.3%	
	10/19/2021	52.9%	107	13	0	3	5	15	16	1.6	783	13.7%	365	224	2.1	14.9	10	20.0%	13.3%	66.7%	-\$208,667	-11.6%	
	10/26/2021	59.3%	106	17	1	10	2	24	26	1.0	1,253	8.5%	447	274	2.6	11.4	8	17.4%	4.3%	78.3%	-\$117,278	-6.4%	
	11/02/2021	49.7%	88	19	3	2	4	12	10	1.7	626	14.0%	172	333	3.8	27.8	17	38.5%	0.0%	61.5%	-\$142,001	-6.9%	
October	11/09/2021	59.2%	98	16	3	3	6	19	18	1.2	992	9.9%	330	308	3.1	16.2	6	10.5%	5.3%	84.2%	-\$62,500	-3.7%	
	11/16/2021	51.0%	87	13	2	4	6	13	12	1.5	679	12.8%	276	295	3.4	22.7	6	23.1%	0.0%	76.9%	-\$320,000	-14.2%	
	11/23/2021	46.1%	83	8	2	9	0	10	14	1.9	522	15.9%	308	120	1.4	12.0	26.5	40.0%	0.0%	60.0%	-\$243,750	-10.5%	
	12/01/2021	66.1%	76	13	4	2	5	20	18	0.9	1,044	7.3%	399	167	2.2	8.4	16	30.0%	0.0%	70.0%	-\$91,930	-4.9%	
	12/08/2021	50.8%	67	15	0	4	5	9	11	1.7	470	14.3%	188	118	1.8	13.1	15	33.3%	0.0%	66.7%	-\$221,967	-10.9%	
November	12/15/2021	62.6%	65	9	1	3	4	13	17	1.1	679	9.6%	430	130	2.0	10.0	4	0.0%	27.3%	72.7%	-	-	
	12/22/2021	45.5%	59	6	0	2	2	3	10	4.5	157	37.7%	114	96	1.6	32.0	4	0.0%	0.0%	100.0%	-	-	
	12/29/2021	59.2%	98	16	3	3	6	19	18	1.2	992	9.9%	330	308	3.1	16.2	6	10.5%	5.3%	84.2%	-\$62,500	-3.7%	
	12/29/2021	51.0%	87	13	2	4	6	13	12	1.5	679	12.8%	276	295	3.4	22.7	6	23.1%	0.0%	76.9%	-\$320,000	-14.2%	
	12/29/2021	46.1%	83	8	2	9	0	10	14	1.9	522	15.9%	308	120	1.4	12.0	26.5	40.0%	0.0%	60.0%	-\$243,750	-10.5%	
December	12/29/2021	66.1%	76	13	4	2	5	20	18	0.9	1,044	7.3%	399	167	2.2	8.4	16	30.0%	0.0%	70.0%	-\$91,930	-4.9%	
	12/29/2021	50.8%	67	15	0	4	5	9	11	1.7	470	14.3%	188	118	1.8	13.1	15	33.3%	0.0%	66.7%	-\$221,967	-10.9%	
	12/29/2021	62.6%	65	9	1	3	4	13	17	1.1	679	9.6%	430	130	2.0	10.0	4	0.0%	27.3%	72.7%	-	-	
	12/29/2021	45.5%	59	6	0	2	2	3	10	4.5	157	37.7%	114	96	1.6	32.0	4	0.0%	0.0%	100.0%	-	-	
	12/29/2021	59.2%	98	16	3	3	6	19	18	1.2	992	9.9%	330	308	3.1	16.2	6	10.5%	5.3%	84.2%	-\$62,500	-3.7%	

Less Competitive

\$1,500,000-\$2,000,000 2021

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,500,000 - \$2,000,000																						More Competitive
Date Range	Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Shows per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction	
2022																						Less Competitive
January	12/05/2021-01/04/2022	40.2%	51	4	3	18	1	7	13	1.7	365	14.0%	315	83	1.6	11.9	8	14.3%	0.0%	85.7%	-\$31,000	-2.0%
	01/05/2022-01/24/2022	60.1%	52	11	5	2	1	12	9	1.0	626	8.3%	252	270	5.2	22.5	4	25.0%	0.0%	75.0%	-\$220,000	-9.8%
	01/25/2022-02/13/2022	58.4%	54	21	2	4	3	14	9	0.9	731	7.4%	206	220	4.1	15.7	33	25.0%	16.7%	58.3%	-\$58,333	-3.5%
	02/14/2022-02/28/2022	63.8%	56	17	5	3	2	21	7	0.6	1,096	5.1%	331	304	5.4	14.5	6	4.8%	0.0%	95.2%	-\$51,000	-3.1%
	03/01/2022-03/19/2022	53.2%	53	13	3	1	0	12	3	1.0	626	8.5%	251	298	5.6	24.8	5	0.0%	0.0%	100.0%		
February	03/20/2022-03/29/2022	65.3%	58	13	2	1	3	17	10	0.8	887	6.5%	388	190	3.3	11.2	8	11.8%	5.9%	82.4%	-\$75,500	-3.8%
	03/30/2022-04/08/2022	75.1%	52	28	6	1	2	22	17	0.5	1,148	4.5%	226	359	6.9	16.3	8	13.3%	6.7%	80.0%	-\$75,500	-3.8%
	04/09/2022-04/18/2022	63.0%	65	24	4	5	1	26	8	0.6	1,357	4.8%	324	422	6.5	16.2	6	12.0%	8.0%	80.0%	-\$124,000	-7.0%
	04/19/2022-04/28/2022	72.4%	70	32	3	3	2	24	26	0.7	1,253	5.6%	237	489	7.0	20.4	4	4.2%	8.3%	87.5%	-\$100,000	-5.7%
	04/29/2022-05/08/2022	71.2%	68	27	4	3	1	31	15	0.5	1,618	4.2%	351	414	6.1	13.4	5	6.7%	3.3%	90.0%	-\$87,500	-4.6%
March	05/09/2022-05/18/2022	72.4%	77	31	2	1	1	25	24	0.7	1,305	5.9%	261	681	8.8	27.2	5	0.0%	91.7%	8.3%	-\$150,000	-7.8%
	05/19/2022-05/28/2022	72.5%	81	34	5	0	1	25	24	0.7	1,305	6.2%	220	454	5.6	18.2	4	4.0%	4.0%	92.0%	-\$211,000	-11.1%
	05/29/2022-06/07/2022	69.2%	88	28	2	2	3	27	23	0.7	1,409	6.2%	309	520	5.9	19.3	5	7.7%	0.0%	92.3%	-\$130,000	-6.9%
	06/08/2022-06/17/2022	73.4%	91	32	3	3	0	35	31	0.6	1,827	5.0%	348	649	7.1	18.5	5	8.6%	0.0%	91.4%	-\$91,333	-4.7%
	06/18/2022-06/27/2022	72.4%	91	45	3	5	1	38	30	0.6	1,584	4.6%	276	592	6.5	15.6	4	13.9%	5.6%	80.6%	-\$275,800	-12.5%
April	06/28/2022-07/07/2022	74.7%	84	27	5	1	5	24	36	0.8	1,253	6.7%	256	340	4.0	14.2	5	17.4%	4.3%	78.3%	-\$163,750	-7.9%
	07/08/2022-07/17/2022	72.5%	106	51	5	3	2	39	33	0.6	2,036	5.2%	242	571	5.4	14.6	5	10.8%	2.7%	86.5%	-\$156,250	-7.4%
	07/18/2022-07/27/2022	67.6%	124	49	11	5	5	33	37	0.9	1,723	7.2%	187	549	4.4	16.6	5	6.3%	0.0%	93.8%	-\$212,500	-9.9%
	07/28/2022-08/06/2022	63.4%	140	43	4	3	6	29	32	1.1	1,514	9.2%	205	366	2.6	12.6	5	16.0%	4.0%	80.0%	-\$257,750	-11.3%
	08/07/2022-08/16/2022	64.7%	148	55	11	3	5	35	33	1.0	1,827	8.1%	178	474	3.2	13.5	4	12.1%	0.0%	87.9%	-\$146,250	-8.1%
May	08/17/2022-08/26/2022	65.2%	173	51	5	3	4	39	41	1.0	2,036	8.5%	233	573	3.3	14.7	7.5	33.3%	5.6%	61.1%	-\$175,083	-8.8%
	08/27/2022-09/05/2022	53.8%	162	26	9	4	3	24	24	1.6	1,253	12.9%	218	288	1.8	12.0	12	25.0%	0.0%	75.0%	-\$212,667	-8.9%
	09/06/2022-09/15/2022	58.0%	165	51	5	7	4	38	24	1.0	1,984	8.3%	228	460	2.8	12.1	6	29.7%	0.0%	70.3%	-\$156,455	-8.3%
	09/16/2022-09/25/2022	58.3%	169	45	10	4	7	31	29	1.3	1,618	10.4%	185	346	2.0	11.2	8	37.0%	0.0%	63.0%	-\$133,974	-7.3%
	09/26/2022-10/04/2022	51.6%	177	43	4	8	8	18	34	2.3	940	18.8%	114	271	1.5	15.1	10.5	38.9%	0.0%	61.1%	-\$262,143	-12.8%
June	10/05/2022-10/14/2022	53.4%	189	44	9	1	4	20	31	2.2	1,044	18.1%	113	405	2.1	20.3	8	21.1%	0.0%	78.9%	-\$71,250	-4.0%
	10/15/2022-10/24/2022	48.0%	210	25	4	7	5	26	25	1.9	1,357	15.5%	277	263	1.3	10.1	13	36.0%	4.0%	60.0%	-\$178,000	-9.4%
	10/25/2022-11/03/2022	44.7%	204	30	7	5	5	23	19	2.0	1,201	17.0%	189	341	1.7	14.8	19	34.8%	0.0%	65.2%	-\$170,000	-8.6%
	11/04/2022-11/13/2022	37.3%	207	32	5	8	5	17	16	2.8	887	23.3%	129	323	1.6	19.0	11	35.3%	0.0%	64.7%	-\$108,667	-5.9%
	11/14/2022-11/23/2022	42.8%	214	33	3	3	5	18	21	2.7	940	22.8%	141	362	1.7	20.1	13.5	38.9%	0.0%	61.1%	-\$206,457	-10.5%
July	11/24/2022-12/03/2022	41.7%	220	28	9	11	4	23	21	2.2	1,201	18.3%	186	266	1.2	11.6	13	31.8%	0.0%	68.2%	-\$129,857	-7.2%
	12/04/2022-12/13/2022	30.4%	203	24	4	13	7	12	14	3.9	626	32.4%	106	302	1.5	25.2	29.5	58.3%	0.0%	41.7%	-\$137,857	-7.0%
	12/14/2022-12/23/2022	39.5%	210	30	4	10	3	19	19	2.5	992	21.2%	161	382	1.8	20.1	17	31.6%	0.0%	68.4%	-\$201,050	-10.0%
	12/24/2022-12/31/2022	40.7%	208	22	2	6	7	25	12	1.9	1,305	15.9%	320	336	1.6	13.4	10	44.0%	0.0%	56.0%	-\$111,467	-6.2%
	01/01/2023-01/09/2023	49.3%	197	20	6	3	4	24	23	1.9	1,253	15.7%	285	314	1.6	13.1	32	45.5%	0.0%	54.5%	-\$77,950	-4.5%
August	01/10/2023-01/19/2023	39.8%	189	19	7	11	15	18	18	2.4	940	20.1%	202	218	1.2	12.1	29	25.0%	0.0%	75.0%	-\$225,000	-11.7%
	01/20/2023-01/29/2023	41.7%	193	35	6	6	8	19	17	2.3	992	19.5%	137	309	1.6	16.3	17	35.3%	5.9%	58.8%	-\$112,517	-6.0%
	01/30/2023-02/08/2023	47.4%	200	41	3	4	5	23	22	2.0	1,201	16.7%	159	300	1.5	13.0	7	13.0%	0.0%	87.0%	-\$167,000	-8.3%
	02/09/2023-02/18/2023	35.1%	200	27	2	2	4	14	12	3.3	731	27.4%	128	278	1.4	19.9	12	28.6%	0.0%	71.4%	-\$277,500	-13.4%
	02/19/2023-02/28/2023	42.5%	208	31	3	9	9	21	21	2.3	1,096	19.0%	183	269	1.3	12.8	21	33.3%	0.0%	66.7%	-\$139,586	-7.8%
September	03/01/2023-03/10/2023	37.9%	211	17	4	3	16	16	3.0	835	25.3%	208	240	1.1	15.0	25.5	50.0%	0.0%	50.0%	-\$261,319	-11.6%	
	03/11/2023-03/20/2023	37.3%	202	21	4	4	3	14	16	3.3	731	27.6%	148	181	0.9	12.9	40	76.9%	0.0%	23.1%	-\$155,527	-8.4%
	03/21/2023-03/30/2023	36.3%	204	21	6	4	4	17	12	2.8	887	23.0%	177	213	1.0	12.5	35	64.7%	0.0%	35.3%	-\$273,727	-12.4%
	03/31/2023-04/09/2023	36.7%	203	21	9	12	6	12	22	3.9	626	32.4%	99	229	1.1	19.1	51	45.5%	0.0%	54.5%	-\$195,000	-10.6%
	04/10/2023-04/19/2023	30.1%	206	22	6	6	7	13	10	3.6	679	30.4%	118	223	1.1	17.2	26	41.7%	0.0%	58.3%	-\$130,400	-6.6%
October	04/20/2023-04/29/2023	28.9%	205	14	2	7	12	8	14	5.9	418	49.1%	93	212	1.0	26.5	21	37.5%	0.0%	62.5%	-\$118,000	-7.0%
	04/30/2023-05/09/2023	27.6%	195	12	2	5	7	7	12	6.4	365	53.4%	85	168	0.9	24.0	37	57.1%	0.0%	42.9%	-\$140,250	-7.6%
	05/10/2023-05/19/2023	20.6%	192	2	4	6	9	10	3	4.4	522	36.8%	386	119	0.6	11.9	25	33.3%	0.0%	66.7%	-\$92,000	-4.8%
	05/20/2023-05/29/2023	24.6%	179	7	2	14	6	7	11	5.9	365	49.0%	145	183	1.0	26.1	50	71.4%	0.0%	28.6%	-\$219,600	-11.5%
	05/30/2023-06/08/2023	32.4%	175	9	2	16	6	15	12	2.7	783	22.3%	387	226	1.3	15.1	69	46.7%	6.7%	46.7%	-\$258,857	-12.3%
November	06/09/2023-06/18/2023	28.5%	155	6	1	7	9	7	10	5.1	365	42.4%	211	157	1.0	22.4	99.5	50.0%	0.0%	50.0%	-\$191,667	-9.4%
	06/19/2023-06/28/2023	19.8%	141	2	1	4	4	5	4	6.5	261	54.0%	280	74	0.5	14.8	48	42.9%	0.0%	57.1%	-\$175,000	-9.1%
	06/29/2023-07/08/2023	14.2%	132	4	2	24	4	4	5	7.6	209	63.32183908	90	96	0.727272727	24	72	100.0%	0.0%	0.0%	-\$107,500	-6.0%
	07/09/2023-07/18/2023																					
	07/19/2023-07/28/2023																					

\$1,500,000-\$2,000,000 2022

Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week-\$1,500,000 -\$2,000,000																									More Competitive
Date Range		Odds of Selling	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed	Predictive MSI	Active Units for Balance	% of Balance	Days Until Equilibrium	Total Showings	Showers per Listing	Showings to Contracts	Median DOM	Decrease	Increase	No Change	\$ Price Reduction	% Reduction			
2023																									
January	01/04/2023-01/09/2023	37.5%	125	16	5	8	2	12	10	2.4	626	20.0%	167	211	1.7	17.6	43	36.4%	0.0%	63.6%	-\$370,250	-16.5%			
	01/11/2023-01/17/2023	28.8%	131	12	6	2	3	9	4	3.3	470	27.9%	132	171	1.3	19.0	66	44.4%	0.0%	55.6%	-\$252,213	-11.2%			
	01/23/2023-01/29/2023	37.6%	137	12	1	0	3	13	6	2.4	679	20.2%	292	194	1.4	14.9	42	46.2%	0.0%	53.8%	-\$179,967	-8.3%			
	01/25/2023-01/28/2023	41.1%	128	12	3	5	3	16	8	1.8	835	15.3%	330	277	2.2	17.3	32	26.7%	6.7%	66.7%	-\$145,000	-7.3%			
	01/30/2023-02/01/2023	47.0%	120	22	2	4	0	17	11	1.6	887	13.5%	224	332	2.8	19.5	18	38.9%	0.0%	61.1%	-\$189,286	-8.9%			
February	02/06/2023-02-14/2023	36.4%	124	21	4	3	4	13	5	2.2	679	18.3%	156	294	2.4	22.6	6	7.7%	0.0%	92.3%	-\$185,000	-8.5%			
	02/13/2023-02/21/2023	39.8%	132	34	7	3	4	15	7	2.0	783	16.9%	111	245	1.9	16.3	6	26.7%	0.0%	73.3%	-\$237,425	-10.9%			
	02/28/2023-03/05/2023	51.5%	145	38	0	11	3	28	19	1.2	1,462	9.9%	243	408	2.8	14.6	9	18.5%	0.0%	81.5%	-\$84,200	-4.4%			
	03/06/2023-03/12/2023	57.6%	148	39	4	5	2	34	19	1.0	1,775	8.3%	265	385	2.6	11.3	7	33.3%	0.0%	66.7%	-\$125,237	-6.4%			
March	03/19/2023-03/27/2023	43.4%	157	36	10	3	1	18	12	2.0	940	16.7%	119	352	2.2	19.6	6	17.6%	0.0%	82.4%	-\$196,667	-9.3%			
	03/24/2023-03/31/2023	44.2%	174	24	4	3	3	19	15	2.1	992	17.5%	205	339	1.9	17.8	10	11.8%	5.9%	82.4%	-\$200,000	-9.2%			
	03/22/2023-03/29/2023	49.9%	175	34	4	3	3	20	23	2.0	1,044	16.8%	160	392	2.2	19.6	14.5	40.0%	0.0%	60.0%	-\$109,625	-5.8%			
	04/05/2023-04/09/2023	46.1%	190	32	5	10	4	22	24	2.0	1,148	16.5%	182	276	1.5	12.5	12	33.3%	0.0%	66.7%	-\$193,143	-9.2%			
April	04/06/2023-04/13/2023	46.4%	196	28	3	8	5	23	23	2.0	1,201	16.3%	227	324	1.7	14.1	10	22.7%	0.0%	77.3%	-\$85,000	-4.4%			
	04/10/2023-04/17/2023	48.2%	193	33	6	4	2	28	17	1.6	1,462	13.2%	228	415	2.2	14.8	10	18.5%	0.0%	81.5%	-\$163,420	-7.9%			
	04/17/2023-04/24/2023	53.2%	202	43	10	2	8	34	21	1.4	1,775	11.4%	208	582	2.9	17.1	4	14.7%	0.0%	85.3%	-\$244,000	-11.5%			
	04/24/2023-05/02/2023	46.5%	205	29	4	7	6	22	25	2.1	1,148	17.9%	200	358	1.7	16.3	12	31.8%	0.0%	68.2%	-\$79,443	-4.6%			
May	05/03/2023-05/09/2023	49.8%	202	37	5	2	6	30	18	1.5	1,566	12.9%	228	320	1.6	10.7	9	23.3%	0.0%	76.7%	-\$117,286	-6.1%			
	05/10/2023-05/16/2023	37.7%	204	36	6	6	1	14	18	3.3	731	27.9%	88	372	1.8	26.6	17	42.9%	0.0%	57.1%	-\$172,334	-8.1%			
	05/17/2023-05/23/2023	47.7%	230	50	6	2	5	26	24	2.0	1,357	16.9%	141	403	1.8	15.5	8.5	34.6%	3.8%	61.5%	-\$128,333	-6.3%			
	05/20/2023-05/26/2023	37.6%	252	28	7	5	8	23	15	2.5	1,201	21.0%	190	305	1.2	13.3	9	21.7%	0.0%	78.3%	-\$341,200	-15.1%			
June	06/01/2023-06/08/2023	43.4%	254	49	7	12	8	27	27	2.2	1,409	18.0%	145	351	1.4	13.0	14	37.0%	0.0%	63.0%	-\$126,000	-6.8%			
	06/09/2023-06/13/2023	41.6%	257	44	8	4	3	20	25	3.0	1,044	24.6%	106	398	1.5	19.9	10	31.6%	0.0%	68.4%	-\$212,000	-10.3%			
	06/14/2023-06/20/2023	37.6%	277	37	5	1	3	22	17	2.9	1,148	24.1%	145	401	1.4	18.2	36.5	31.8%	0.0%	68.2%	-\$177,586	-8.5%			
	06/21/2023-06/27/2023	35.4%	293	44	8	11	9	28	15	2.4	1,462	20.0%	158	430	1.5	15.4	11.5	19.2%	0.0%	80.8%	-\$180,000	-9.1%			
July	07/01/2023-07/08/2023	30.9%	292	22	4	11	7	15	20	4.5	783	37.3%	132	258	0.9	17.2	8	33.3%	0.0%	66.7%	-\$137,180	-7.5%			
	07/09/2023-07/16/2023	29.2%	288	40	10	4	13	13	16	5.1	679	42.4%	55	358	1.2	27.5	9	23.1%	0.0%	76.9%	-\$75,033	-4.3%			
	07/17/2023-07/24/2023	38.2%	316	22	12	5	4	28	20	2.6	1,462	21.6%	236	432	1.4	15.4	46	52.0%	0.0%	48.0%	-\$185,977	-9.4%			
	07/25/2023-07/31/2023	38.4%	305	39	7	7	7	27	21	2.6	1,409	21.6%	168	399	1.3	14.8	14	25.9%	0.0%	74.1%	-\$233,857	-10.4%			
August	08/01/2023-08/08/2023	36.9%	308	34	6	8	12	24	22	3.0	1,253	24.6%	166	353	1.1	14.7	37	43.5%	0.0%	56.5%	-\$138,400	-6.9%			
	08/09/2023-08/15/2023	28.1%	306	25	6	4	6	14	15	5.0	731	41.9%	96	377	1.2	26.9	34	42.9%	0.0%	57.1%	-\$134,333	-6.7%			
	08/16/2023-08/22/2023	32.9%	311	23	6	8	9	20	19	3.6	1,044	29.8%	177	415	1.3	20.8	34	36.8%	0.0%	63.2%	-\$249,443	-13.4%			
	08/23/2023-08/29/2023	37.2%	303	34	5	8	7	26	20	2.7	1,357	22.3%	189	342	1.1	13.2	57	53.8%	3.8%	42.3%	-\$81,086	-4.6%			
September	08/30/2023-09/05/2023	29.4%	301	33	8	10	10	16	17	4.3	835	36.0%	91	330	1.1	20.6	7	23.1%	0.0%	76.9%	-\$216,667	-11.5%			
	09/06/2023-09/12/2023	20.3%	307	14	6	16	5	8	14	8.8	418	73.5%	39	276	0.9	34.5	28	28.6%	0.0%	71.4%	-\$100,000	-5.6%			
	09/13/2023-09/19/2023	31.6%	310	43	5	9	12	19	18	3.8	992	31.3%	100	363	1.2	19.1	26.5	50.0%	0.0%	50.0%	-\$172,122	-8.8%			
	09/20/2023-09/26/2023	31.0%	323	29	3	6	2	15	21	5.0	783	41.3%	101	318	1.0	21.2	12	33.3%	0.0%	66.7%	-\$174,400	-7.8%			
October	09/27/2023-10/03/2023	27.5%	331	34	9	11	8	18	15	4.2	940	35.2%	99	313	0.9	17.4	57	55.6%	0.0%	44.4%	-\$122,110	-6.5%			
	10/04/2023-10/10/2023	28.1%	336	25	13	15	4	17	19	4.5	887	37.9%	102	353	1.1	20.8	53.5	68.8%	0.0%	31.3%	-\$139,546	-7.2%			
	10/11/2023-10/17/2023	23.3%	337	46	5	5	3	14	11	5.5	731	46.1%	54	368	1.1	26.3	71	61.5%	0.0%	38.5%	-\$147,500	-7.6%			
	10/18/2023-10/24/2023	26.6%	356	26	4	9	7	23	10	3.6	1,201	29.7%	197	322	0.9	14.0	77.5	77.3%	0.0%	22.7%	-\$185,118	-9.1%			
November	10/25/2023-10/31/2023	20.8%	347	24	7	4	7	15	7	5.3	783	44.3%	99	354	1.0	23.6	28	33.3%	0.0%	66.7%	-\$191,900	-9.5%			
	11/01/2023-11/07/2023	25.2%	348	19	2	24	14	14	21	5.7	731	47.6%	128	302	0.9	21.6	39	38.5%	0.0%	61.5%	-\$238,600	-12.0%			
	11/08/2023-11/14/2023	29.5%	321	16	5	10	11	17	18	4.3	887	36.2%	189	376	1.2	22.1	33	38.9%	0.0%	61.1%	-\$120,576	-6.5%			
	11/15/2023-11/21/2023	22.4%	311	24	3	8	9	13	10	5.5	679	45.8%	95	339	1.1	26.1	38	58.3%	0.0%	41.7%	-\$103,143	-6.3%			
December	11/22/2023-11/28/2023	20.8%	308	16	2	13	8	13	9	5.4	679	45.4%	144	242	0.8	18.6	21	46.2%	0.0%	53.8%	-\$155,167	-7.9%			
	11/29/2023-12/05/2023	19.8%	295	5	2	5	7	12	6	5.7	626	47.1%	332	189	0.6	15.8	45.5	50.0%	0.0%	50.0%	-\$151,850	-8.0%			
	12/06/2023-12/12/2023	26.8%	278	11	10	26	13	14	19	4.6	731	38.0%	151	212	0.8	15.1	46	42.9%	0.0%	57.1%	-\$113,500	-5.9%			
	12/13/2023-12/19/2023	27.6%	255	6	1	7	13	11	14	5.3	574	44.4%	320	205	0.8	18.6	48	45.5%	0.0%	54.5%	-\$150,000	-7.7%			
December	12/20/2023-12/26/2023	22.4%	230	10	2	13	11	9	10	5.9	470	49.0%	140	189	0.8	21.0	96	66.7%	0.0%	33.3%	-\$160,035	-7.7%			
	12/27/2023-01/02/2023	13.6%	211	3	1	15	7	6	4	8.1	313	67.4%	179	98	0.5	16.3	70	40.0%	0.0%	60.0%	-\$112,500	-6.1%			
		13.2%	194	4	10	41	8	5	8	8.9	261	0.743295019	34	144	0.742268041	28.8	147	80.0%	0.0%	20.0%	-\$166,500	-8.7%	Less Competitive		

\$1,500,000-\$2,000,000 2023

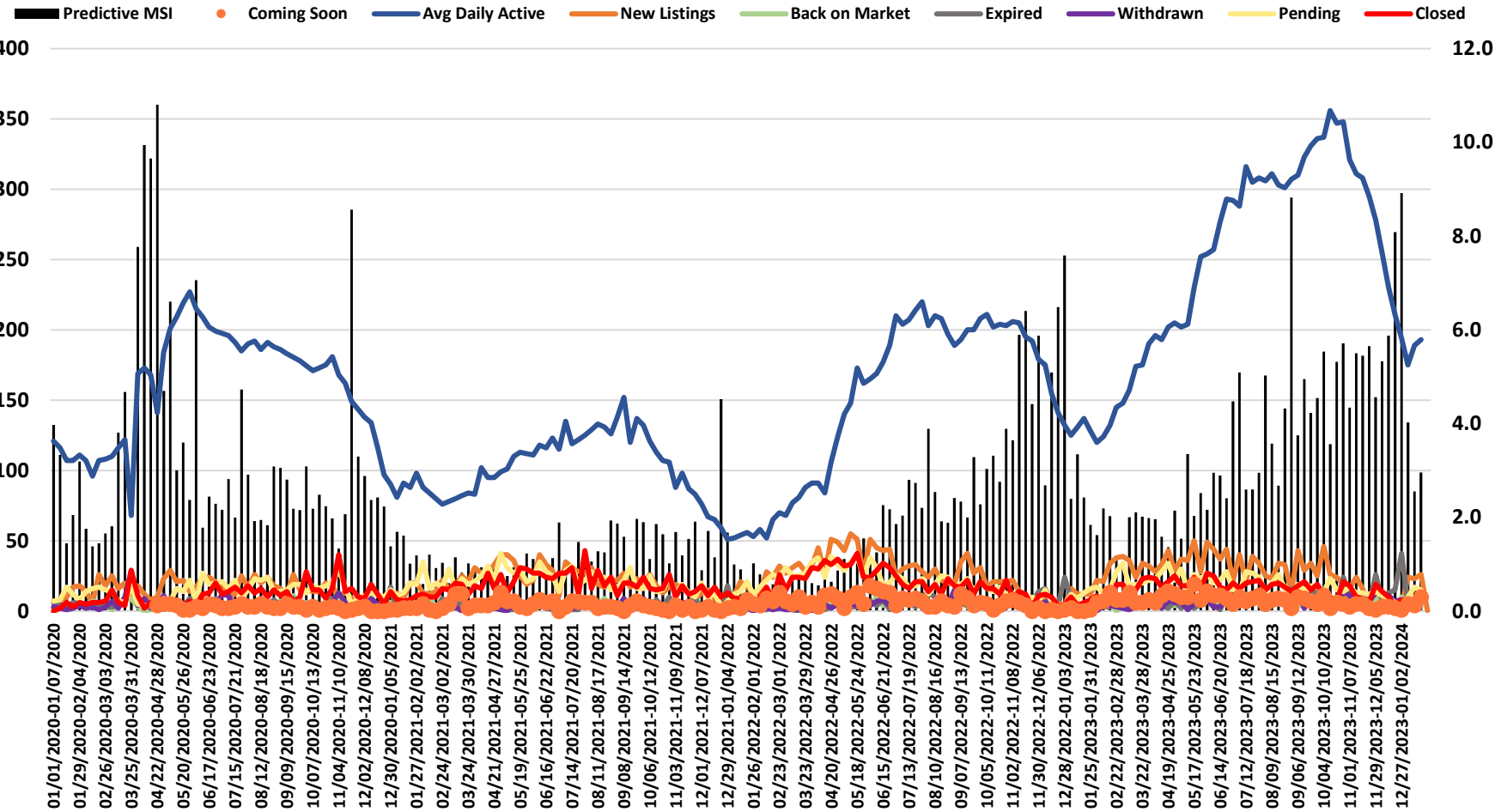
Greater Metro Denver Attached and Detached Residential Strategy Sheet by Week- \$1,500,000 - \$2,000,000

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\$1,500,000-\$2,000,000 2024

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000

Market Metrics

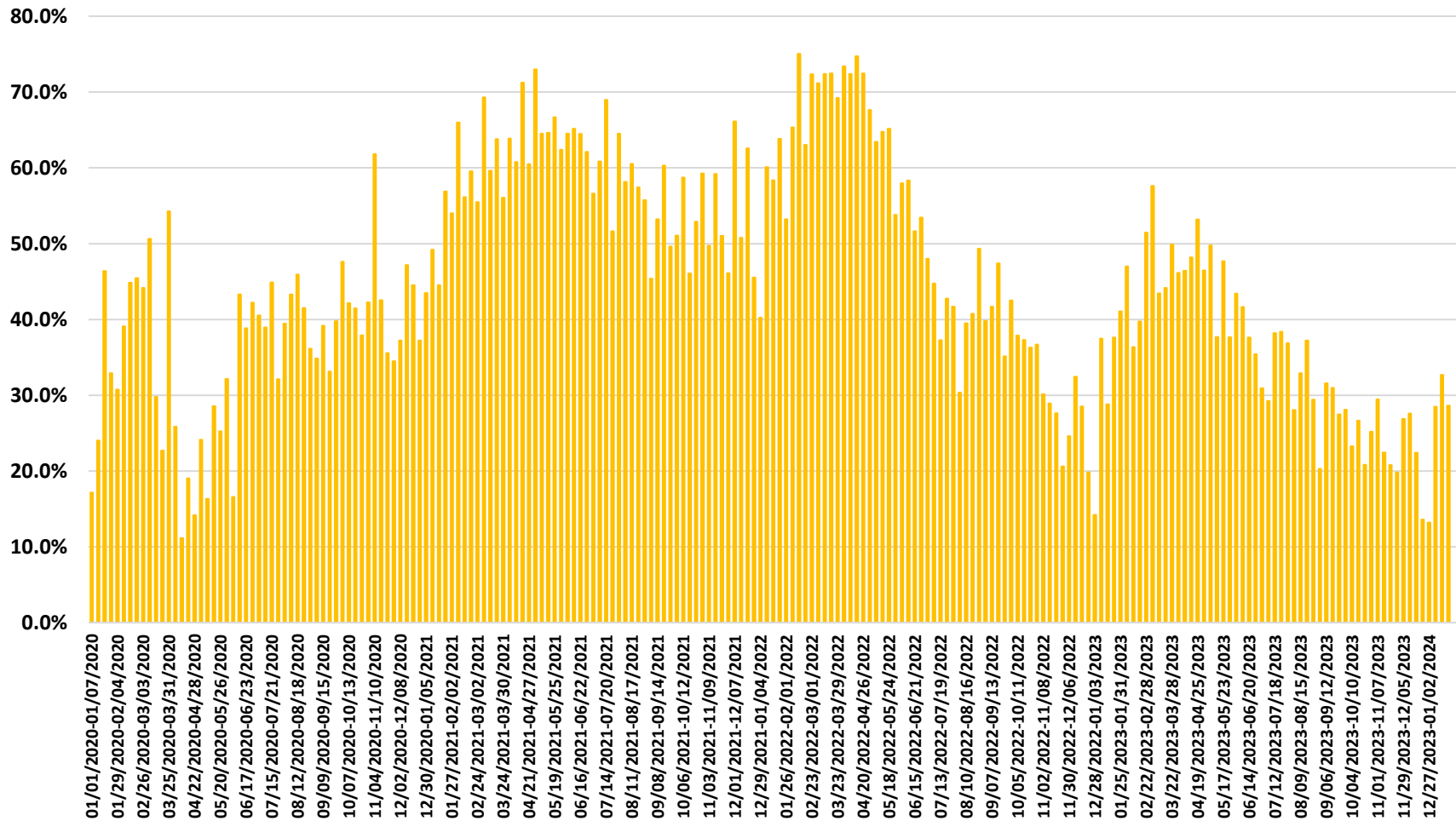


\$1,500,000-\$2,000,000

Metric	Predictive MSI	Coming Soon	Avg Daily Active	New Listings	Back on Market	Expired	Withdrawn	Pending	Closed
Current	3.0	10	193	26	4	8	7	15	6
WOW	15.7%	150.0%	2.1%	13.0%	33.3%	0.0%	133.3%	-11.8%	-25.0%
1 Year Ago	22.1%	#DIV/0!	40.9%	116.7%	-	#DIV/0!	133.3%	15.4%	0.0%

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Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000
Odds of Selling by Week



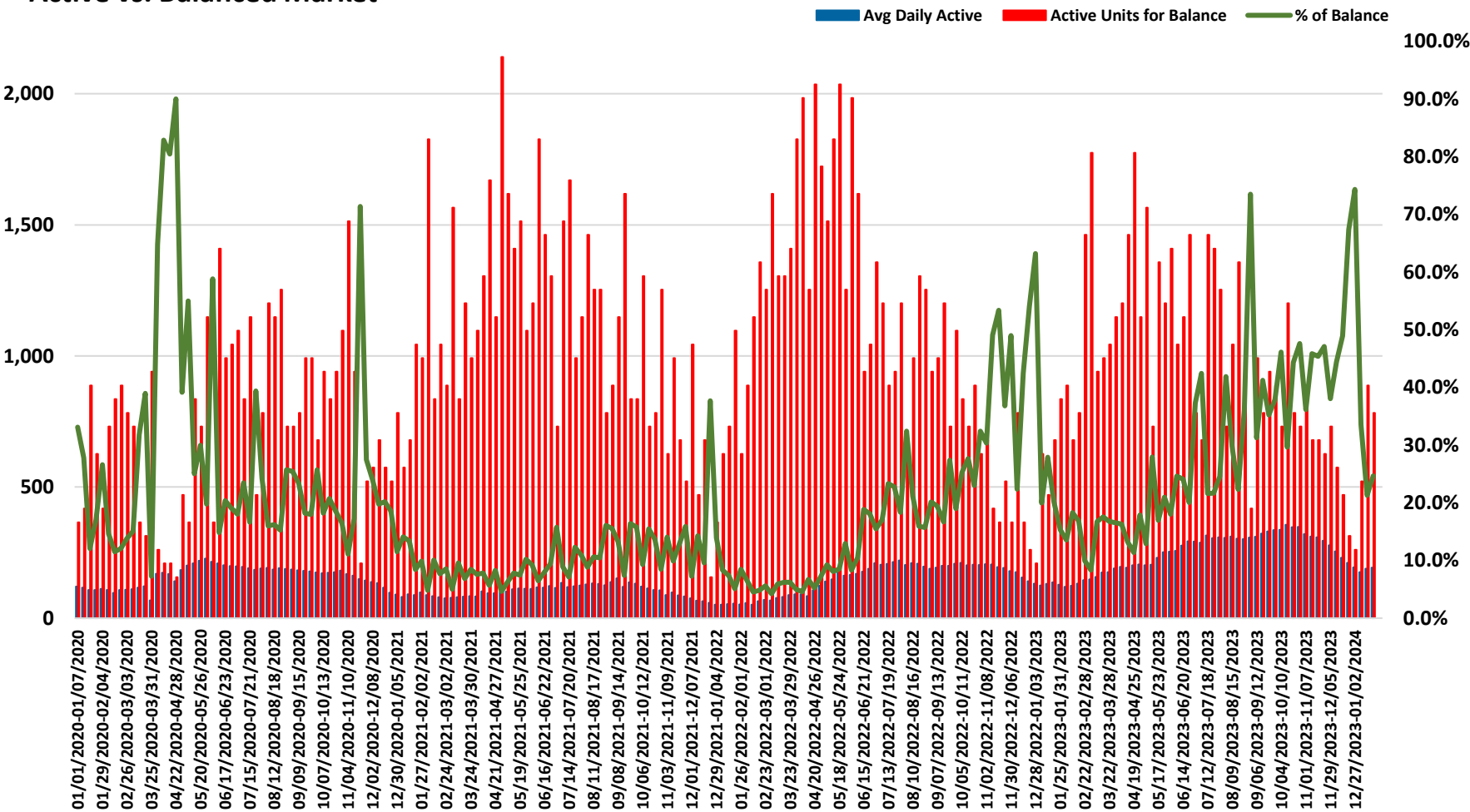
Metric	Odds of Selling
Current	28.6%
WOW	-4.1%
1 Year Ago	-9.0%

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\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000

Active vs. Balanced Market

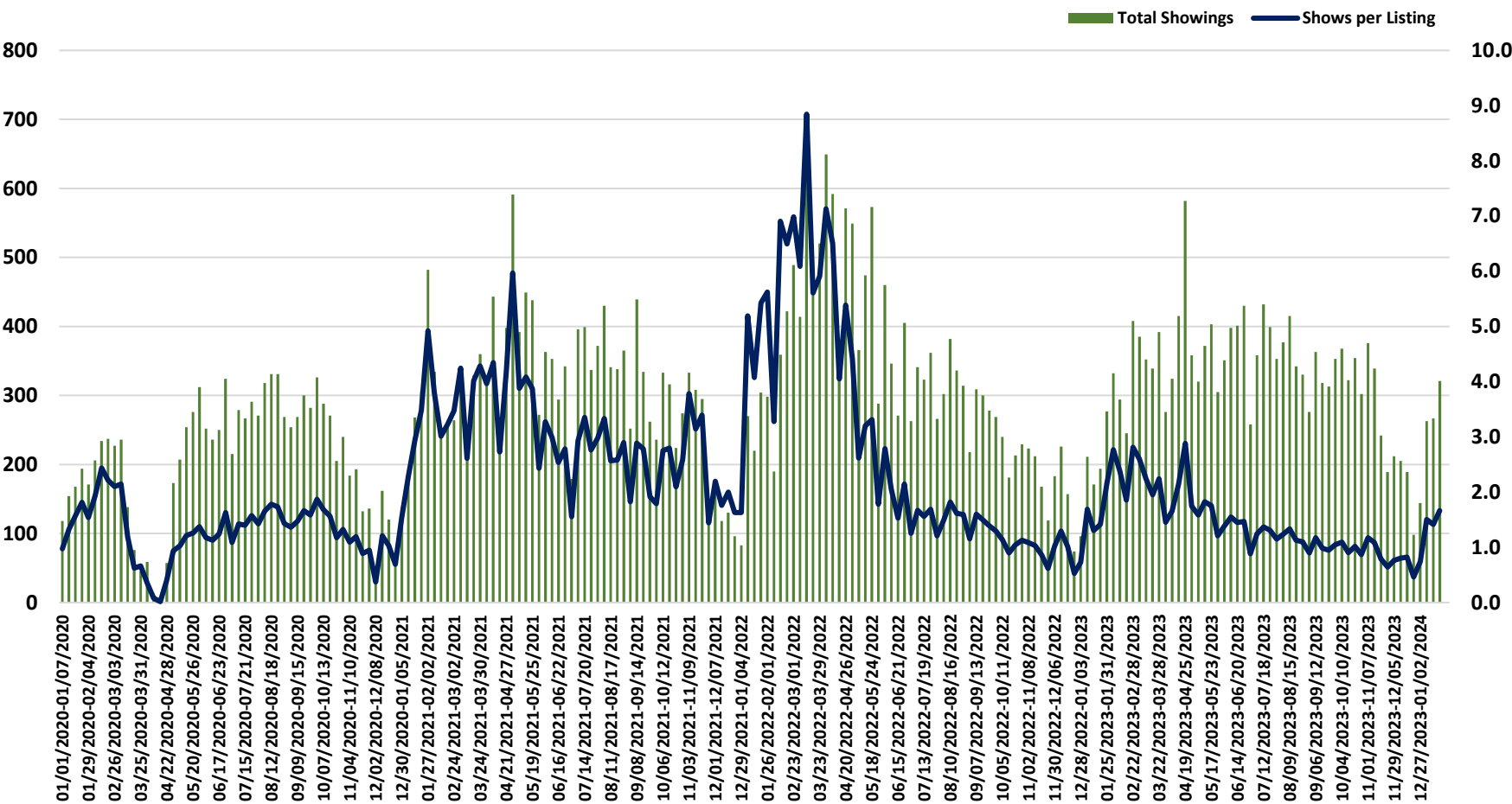


Metric	Avg Daily Active	Active Units for Balance	% of Balance
Current	193	783	24.6%
WOW	2.1%	-11.8%	3.4%
1 Year Ago	40.9%	15.4%	4.5%

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\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000 Showings

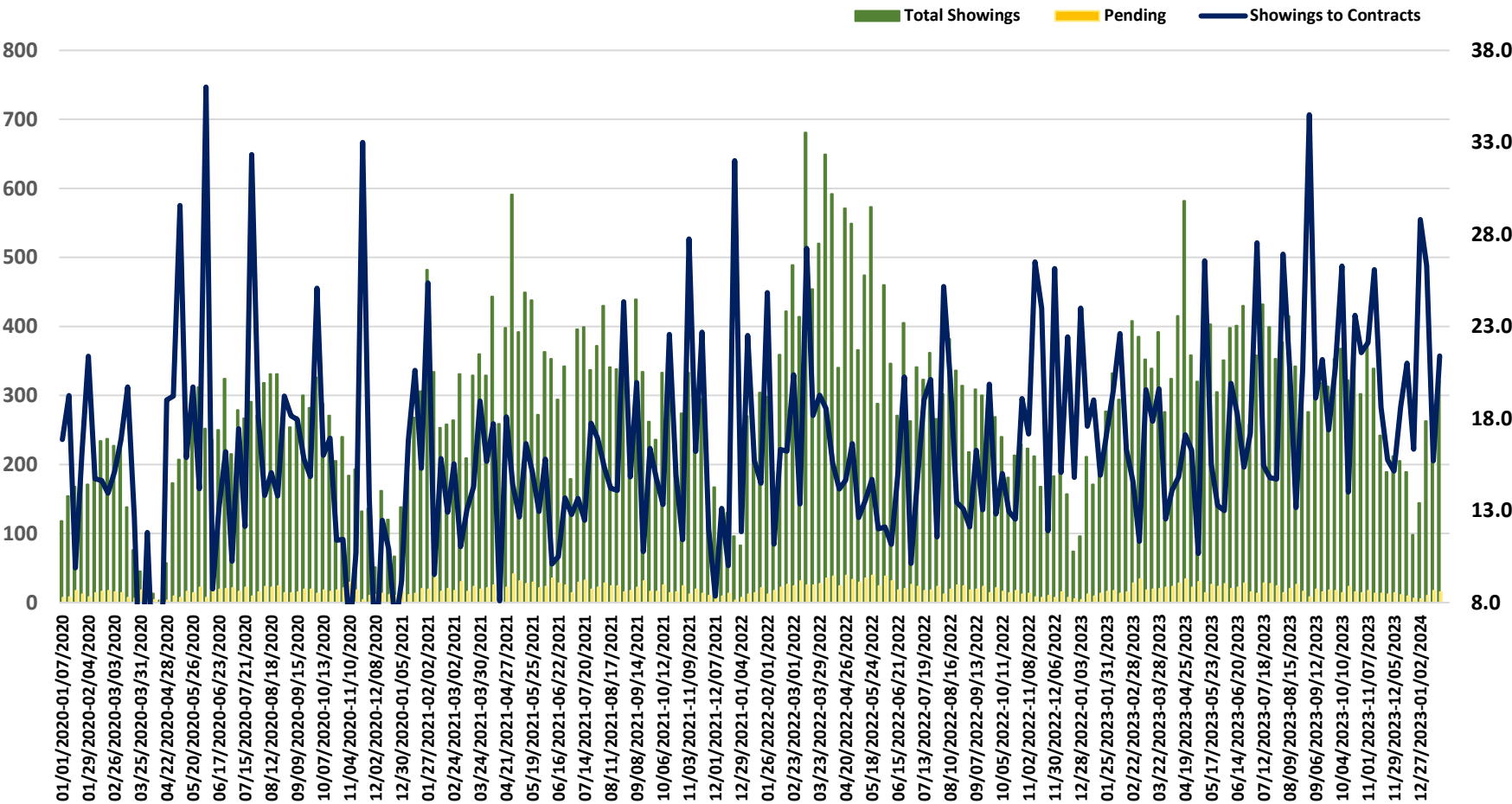


Metric	Total Showings	Shows per Listing
Current	321	1.7
WOW	20.2%	17.7%
1 Year Ago	65.5%	17.5%

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\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000
Showings vs. Contracts



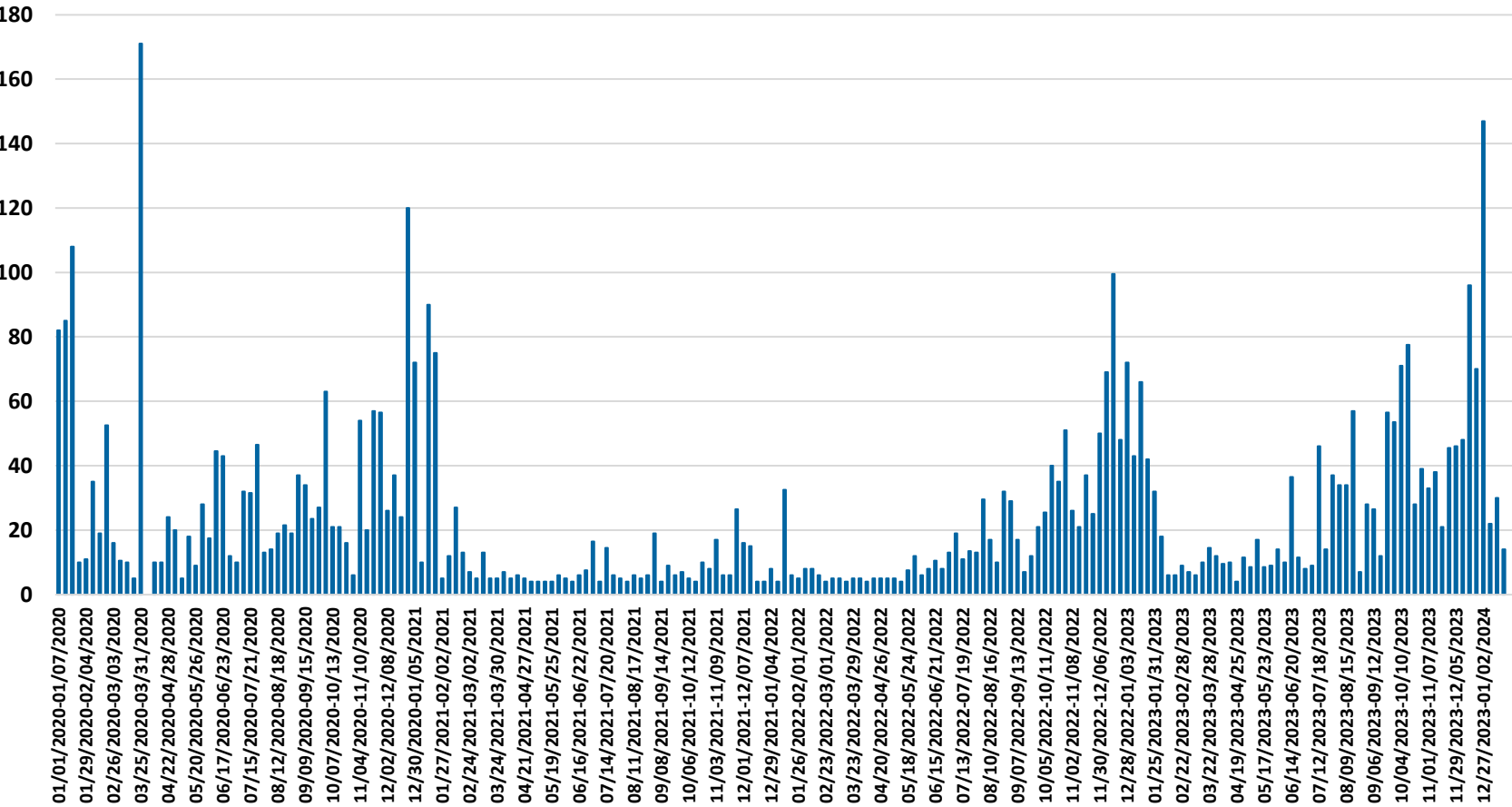
Metric	Total Showings	Pending	Shows to Contracts
Current	321	15	21.4
WOW	20.2%	-11.8%	36.3%
1 Year Ago	65.5%	15.4%	43.4%

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\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000

Median Days on Market for Pending Home Sales

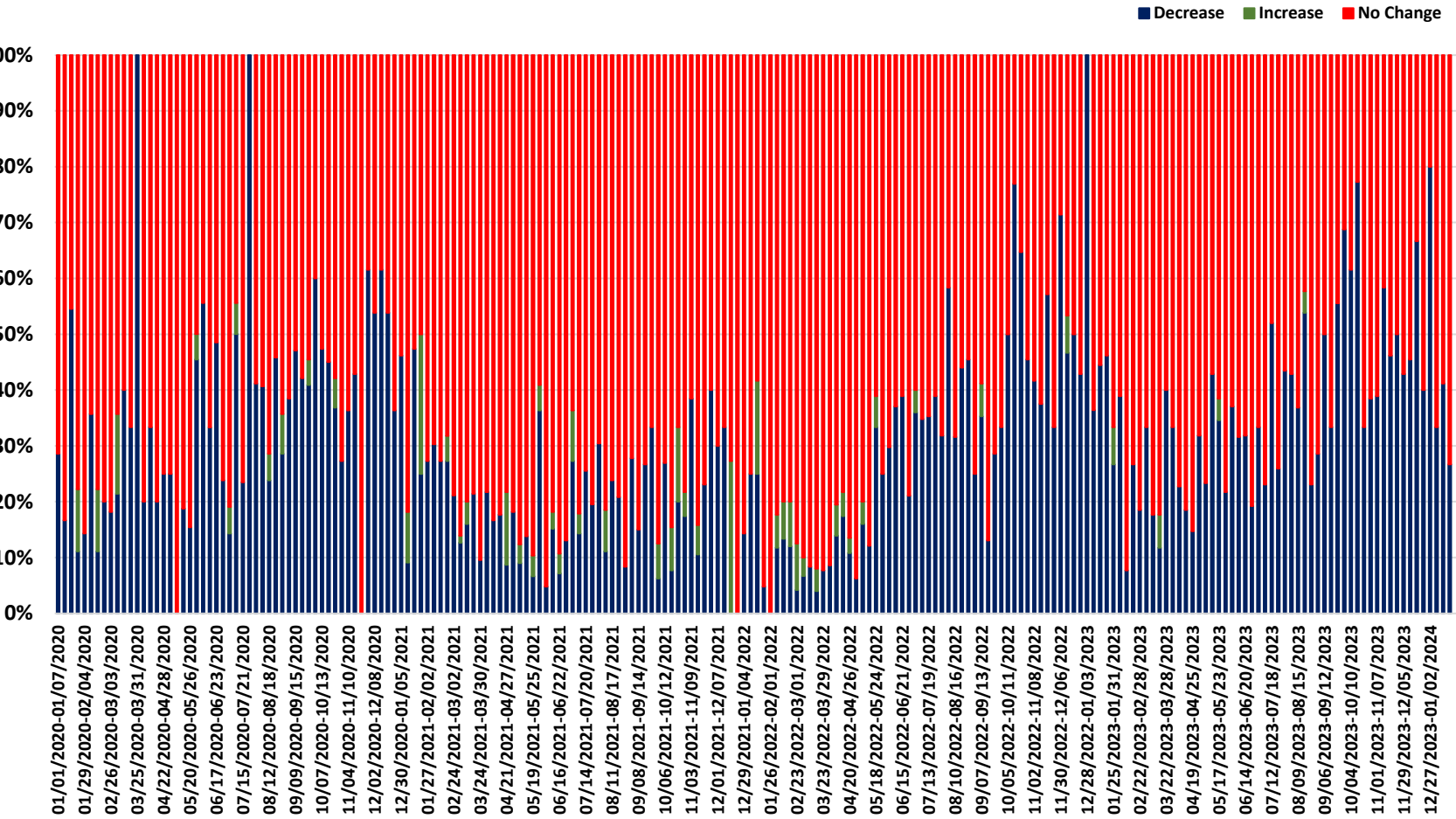


Metric	DOM
Current	14
WOW	-53.3%
1 Year Ago	-66.7%

\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000

Price Reductions for Pending Transactions

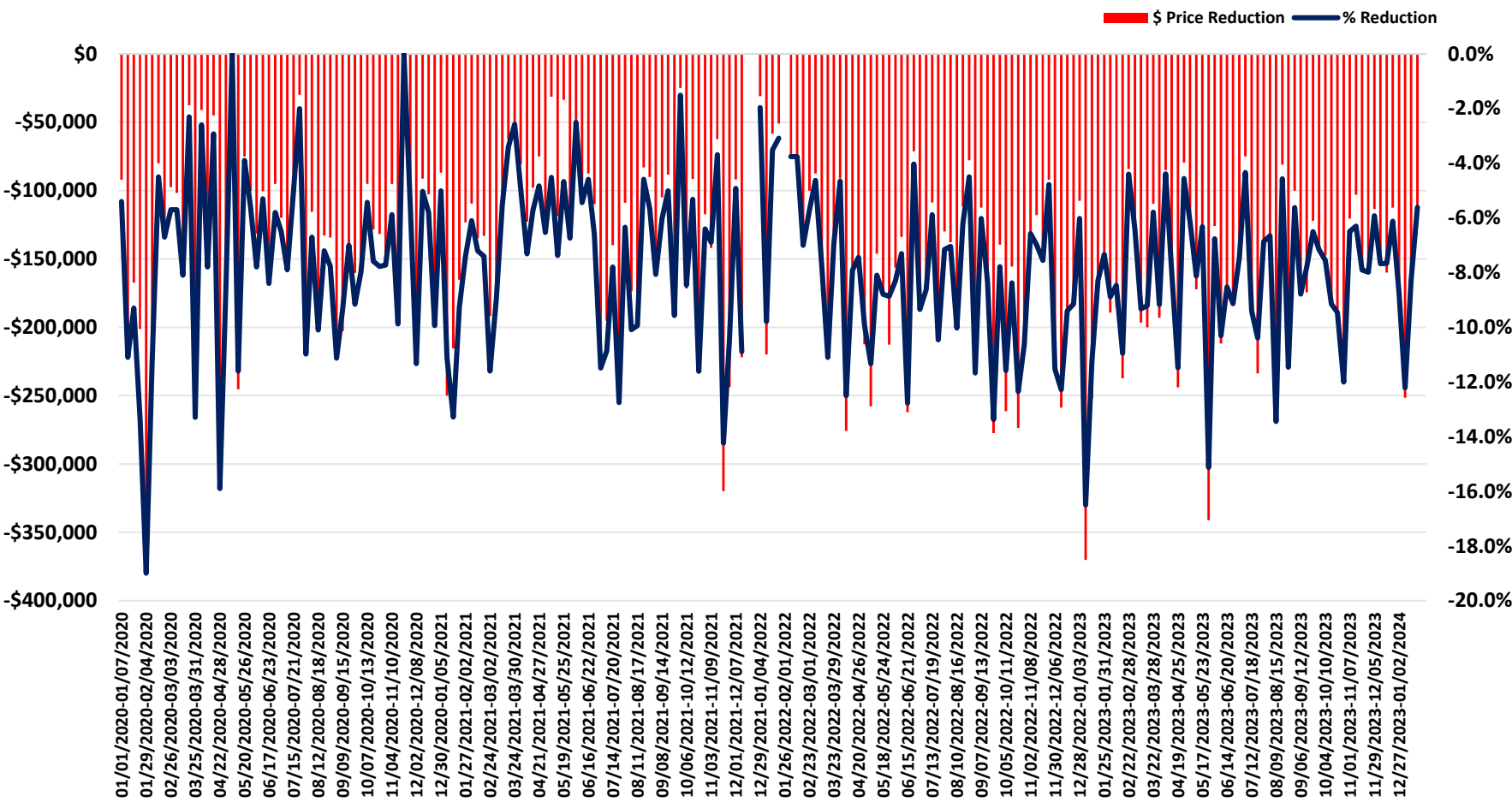


Metric	Decrease	Increase	No Change
Current	26.7%	0.0%	73.3%
WOW	-14.5%	0.0%	14.5%
1 Year Ago	-19.5%	0.0%	19.5%

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\$1,500,000-\$2,000,000

Greater Metro Denver Attached and Detached Residential \$1,500,000-\$2,000,000
Size of Price Reductions for Pending Transactions



Metric	\$ Reduction	% Reduction
Current	-\$115,000	-5.6%
WOW	-36.4%	2.7%
1 Year Ago	-36.1%	2.7%

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\$1,500,000-\$2,000,000

\$2,000,000-\$3,000,000

1.6%

of homes in the 7 Metro Counties are between \$2,000,000 - \$3,000,000

\$2,000,000-\$3,000,000

Strategy Sheet Pre-COVID-19

[illegible]

Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Less Competitive More Competitive



Typical trends do not line up with post COVID market dynamics. It's more important than ever to pay attention to current market trends rather than relying on historical data.

The market favors sellers more deeply than ever, not only seasonally but historically. The odds of selling, median days on market, lowest levels of inventory and interest rates are the primary driving metrics forcing our market into an extended selling season.

Sellers resistant to shifting their marketing strategy will be quickly left behind and may find themselves missing out on some of the best market conditions ever experienced in Metro Denver.

\$2,000,000-\$3,000,000



First American Title™

\$3,000,000 or More

0.7%

of homes in the 7 Metro Counties are between \$2,000,000 - \$3,000,000

\$3,000,000 or More

Strategy Sheet Pre-COVID-19

Pre-COVID-19 Greater Metro Denver Attached and Detached Single Family Historic Cycle

[illegible]

Based on previous years in this cycle (2013-2019) these values represent historically Pre-COVID-19 when the market was competitive by month.

The market was likely to favor those sellers were are ready to take advantage of early buyer activity by listing March-May.

Sellers late to the market in the summer months were more likely to spend longer on the market, make price reductions and sell at lower prices than spring sellers.

Buyers were most likely to have negotiating power in the mid summer-fall.

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Less Competitive  More Competitive



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\$3,000,000 or More



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Terms, Definitions and Calculations

Target Listing Month	Based upon the sale date of the property, backing out the average time from the date the property is listed until it is placed under contract and the time the property spends from the date it is placed under contract until the closing date. This is used to determine the date that sellers need to list in order to hit their goal closing month.
Target Sold Month	Almost all metrics in this table are based off properties that close, so the data presented in each cell is based off properties that closed in that month.
Active Count	This is the number of units currently for sale in the 7 Metro County Region on a specific date, the 4th of each month. Essentially, if a buyer were to go out and see every property for sale on a given date this is how many homes they would have to choose from. Sellers have a larger advantage when lower counts of homes are for sale, when supply is short buyers are more likely to have to compete against each other which drives prices up.
Pending Count	This is the number of total units placed under contract where a buyer and seller mutually agree to terms of a negotiated contract. When this count is higher it is more favorable for sellers, the larger the potential pool of buyers the more likely a home is to sell.
Closed Count	This is the number of total units closed, or successful transactions resulting from a buyer and seller mutually agreeing and fully executing the terms of a real estate contract. Same as under contract, sellers have a larger advantage when this count is higher to sell their house.
Expired Count	Expired Count represents homes where the listing contract has past it's expiration date and are no longer marketed for sale. If the expired count rises this is unfavorable for the seller as fewer homes are receiving offers and allows for the buyer to have more negotiating power. If this number is low, more homes are selling which favors the seller.
Odds of Selling	The Odds of Selling is a ratio of homes for sale in each month, those that went under contract and closed vs those that remained in the market and did not sell in that same month. Since this is a direct ratio of the buyers and sellers in a market, the higher this number is the more likely it is that a home will sell, which is advantageous to the seller. If this number is lower, that means that buyers will have more negotiating power and be less likely to compete against multiple offers.
% of Close/List	The percent of asking price received by the seller from the closed transaction. If this number is over 100% it means that multiple offers are likely at this time of year, due to lower listing counts and more buyers writing contracts. This number is typically highest in the late spring-early summer months as a result of multiple offers due to low supply and more buyer activity.
Avg DOM	Average Days on Market is the average length of time it takes from the date the property is listed until the property receives a contract for purchase from a buyer. Shorter days on market favor the seller, while longer days on market favor the buyer. If homes are selling very quickly this is also an indication of more buyer activity- days on market are at their shortest for homes closing in April, May and June- as a result of homes being listed in March, April and May. For the last 6 years this has been the trend and is likely to continue in 2019.
Med DOM	Median Days on Market is the time measured in days at which point 50% of the properties for sale have gone under contract. Same as above- but using median days on market rather than average.
% U/C 7 Days or Less	The percentage of units in that month that went under contract withing one week of being listed. Again, the faster homes sell, the larger and more competitive the pool of potential buyers is for properties in Denver. The fastest months are represented by those homes listed in March, April and May.
% of Reduced Listings	The percentage of all closed transactions that experienced one or more price reductions from the Original List Date until the date the property is place under contract. This metric only tracks the amount the price had been reduced and not any additional negotiations once a contract has been offered or accepted.
Average Price Reduction	The average price reduction, or difference between the original list price and the last asking price when a property is placed under contract expressed as a % of the Original List Price. This price does not reflect how many price reductions but rather the entire amount reduced regardless if it was in one or multiple price reductions.
Months of Inventory (MSI)	The Months of Inventory is how long it would take to sell out of the existing inventory for sale at the current rate of sales (Active/Sold). A 6-month supply of homes is a market in equilibrium where buyer and seller are on an even playing field, and typically represents when appreciation matches the rate of inflation. Denver has averaged about 4-4.5 of inventory over the last 15 years. The lower this number is the more it favors the seller.
% Change Avg Sold Price MOM	This is the percent change in average sales price from the previous month. Price is a function of the relationship between supply and demand. If supply or homes being listed is low or going down (like in late winter and early spring) and demand is rising, early buyer activity prices rise. The shortest supply is in the months of January, February, March and April, buyers begin to search for their home early in the year, so demand is rising. If supply is down and demand is up prices rise due to multiple offers on homes.
% Change Med Sold Price MOM	This is the percent change in median sales price from the previous month. Same statement as above, just using median price as the variable.
% Distressed Sales	This is the overall percent of distressed properties that closed, including short sales, HUD or government sales and foreclosures. When the level of distressed homes is higher, sellers are in a position to sell homes at lower prices than the value of the current loan on the house- selling for a loss. This is an indicator if a market is declining. With close to zero percent anticipated distressed sales sellers have equity in their homes so when they sell, they are profitable.

Sourcing Page

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