

OCTOBER 2024

The following statistics are for residential (detached and attached) properties.



Median Close Price

\$599,975

↑ 4.34%



Closed Homes
3,443 SALES
↑ 2.35%



Sales Volume
\$2.44 BILLION
↑ 7.40%



Months of Inventory
3.18 MONTHS
↓ 11.67%



Median Days in MLS
26 DAYS
↑ 4.00%

Active Listings

10,940 ↓ 1.57%

New Listings

4,691 ↓ 7.16%

Pending Sales

3,578 ↑ 1.07%

Market Overview

	Oct. 2024	Sep. 2024	Oct. 2023	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
Active Listings at Month's End	10,940	11,115	7,482	-1.57%	46.22%
New Listings	4,691	5,053	3,828	-7.16%	22.54%
Pending	3,578	3,540	2,940	1.07%	21.70%
Closed	3,443	3,364	3,189	2.35%	7.96%
Close Price - Average	\$ 708,072	\$ 674,781	\$ 682,837	4.93%	3.70%
Close Price - Median	\$ 599,975	\$ 575,000	\$ 581,000	4.34%	3.27%
Sales Volume	\$ 2,437,892,088	\$ 2,269,961,858	\$ 2,177,566,449	7.40%	11.95%
Days in MLS - Average	44	40	32	10.00%	37.50%
Days in MLS - Median	26	25	16	4.00%	62.50%
Close-Price-to-List-Price Ratio	98.66%	98.91%	98.97%	-0.25%	-0.31%
Detached					
Active Listings at Month's End	7,453	7,646	5,289	-2.52%	40.92%
New Listings	3,363	3,610	2,629	-6.84%	27.92%
Pending	2,748	2,759	2,067	-0.40%	32.95%
Closed	2,670	2,519	2,241	5.99%	19.14%
Close Price - Average	\$ 778,443	\$ 748,694	\$ 767,510	3.97%	1.42%
Close Price - Median	\$ 650,000	\$ 629,950	\$ 645,000	3.18%	0.78%
Sales Volume	\$ 2,078,442,981	\$ 1,885,961,151	\$ 1,719,989,924	10.21%	20.84%
Days in MLS - Average	43	38	32	13.16%	34.38%
Days in MLS - Median	25	24	16	4.17%	56.25%
Close-Price-to-List-Price Ratio	98.61%	99.00%	98.81%	-0.39%	-0.20%
Attached					
Active Listings at Month's End	3,487	3,469	2,193	0.52%	59.01%
New Listings	1,328	1,443	1,199	-7.97%	10.76%
Pending	830	781	873	6.27%	-4.93%
Closed	773	845	948	-8.52%	-18.46%
Close Price - Average	\$ 465,005	\$ 454,439	\$ 482,676	2.33%	-3.66%
Close Price - Median	\$ 401,000	\$ 405,000	\$ 424,145	-0.99%	-5.46%
Sales Volume	\$ 359,449,107	\$ 384,000,707	\$ 457,576,525	-6.39%	-21.45%
Days in MLS - Average	46	47	33	-2.13%	39.39%
Days in MLS - Median	29	30	17	-3.33%	70.59%
Close-Price-to-List-Price Ratio	98.81%	98.63%	99.36%	0.18%	-0.55%

Market Highlights

Realtor® Insights:

- As Thanksgiving and Christmas approach, buyer traffic and activity typically decline. This seasonal slowdown often leads buyers to perceive listings that stay on the market over the holiday season as highly motivated sellers, leading them to expect better deals.
- Sellers planning a holiday listing should capture listing photos now to take advantage of neutral settings and favorable weather before holiday decorations go up.
- While it's not officially a buyer's market, it certainly feels like one. Perhaps a new term is needed: "buyer opportunity market" - reflecting how a balanced market feels after a decade of being a strong seller's market.
- The seasonal slowdown, coupled with election distractions, has put buyers in the driver's seat, with sellers more willing to offer concessions on price, repairs and closing costs.
- Realtors® should focus on the past 30 to 45 days of activity when advising clients on pricing. Comparing current prices to those even three months old could result in overpricing, leading to extended days on market and multiple price drops, potentially deterring buyers or prompting lower offers.
- Cities are increasingly vigilant about renovation projects that lack proper permits and are red-flagging non-compliant work.

Local News:

- A Minneapolis-based company has purchased over 129 acres near Denver International Airport in Aurora, intending to develop into a new industrial complex.
- High-altitude luxury homes in Colorado are increasingly featuring home-oxygenation systems.
- Denver City Council approved a rezoning plan around Ball Arena to support a residential redevelopment project that will create a neighborhood with parks, paths, retail and approximately 6,000 housing units.
- Denver's living costs are approximately 27 percent above the national average.
- Denver will transform the landscape around the City and County Building, replacing aging irrigation with more efficient systems and switching traditional bluegrass to native grasses and wildflowers. The project, to be completed next fall, is expected to reduce annual water usage from 1.2 million to 670,000 gallons.

National News:

- Nationwide, agent compensation has remained steady for homes under \$1 million, while for homes over \$1 million, it has dropped 13 basis points.
- Zillow will soon show climate risk data on its listings.

- A Redfin survey found that 23 percent of first-time buyers are waiting until after the election to purchase, citing reasons like economic uncertainty, potential Fed rate cuts and candidate policy impacts.
- According to Zillow's 2024 Consumer Housing Trends Report, the largest share of buyers lives in the South (43 percent), followed by the Midwest (23 percent), the West (21 percent) and the Northeast (13 percent).
- In September, existing home sales declined in three of four major U.S. regions, though the West saw a slight increase. Year-over-year, sales fell in three regions but increased in the West.
- The economy showed robust growth, with consumer spending up by 3.7 percent and GDP growth at 2.8 percent. With 254,000 jobs added in September, low inflation and rising consumer confidence, some experts suggest a "soft landing" has been achieved.
- The National Association of Realtors® predicts a 3.8 percent rise in existing home prices by the end of 2024, with a two percent year-over-year increase by the end of 2025.
- Earth tones like terracotta, rust, ochre and deep greens are predicted to make a big comeback in 2025.

Mortgage News:

- Since the Fed cut the rate by 0.50 percent on September 18th, mortgage rates have been climbing, starting at 6.15 percent and reaching 7.02 percent by the end of October.
- For the third consecutive year, mortgage rates have spiked just before Halloween.
- More than 84 percent of outstanding mortgages are below six percent, with over 56 percent below four percent, according to research by realtor.com®.

Quick Stats:

- The average number of active October listings from 1985 to 2024 is 14,478.
- October saw a record high in 2006 with 29,722 listings and a record low in 2021 with 3,376 listings.
- This year's drop in active listings from September to October is smaller than the historical average for this period.

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Expert Opinion on the Denver Metro Residential Real Estate Market



Libby Levinson-Katz

Chair of the DMAR Market Trends Committee and Denver Realtor®

The October market data showcases a tale of two markets. In the first half of the month, buyers were lured back into the market by a brief break in interest rates. Leading up to the highly anticipated Fed rate cut, mortgage rates hit a 19-month low in September at 6.1 percent bolstering sales into October. However, with stronger-than-expected economic data throughout October, rates continued their upward climb, crossing the seven percent threshold by the end of the month. The swift rise in rates created a “pause” effect, amplifying the anticipated election-related paralysis among buyers in the latter half of the month. As such, the following data reflects a more optimistic picture of where the market currently stands.

Closed home sales rose 2.35 percent to 3,443, likely due to the dip in rates within the month of September, as homes that went into pending status the prior month closed in October. Sales volume followed with a 7.4 percent increase while pending sales rose slightly by 1.07 percent. This uptick in activity brought months of inventory down from 3.6 to 3.18 months market-wide; however, median days in MLS continued to climb from 25 to 26 days.

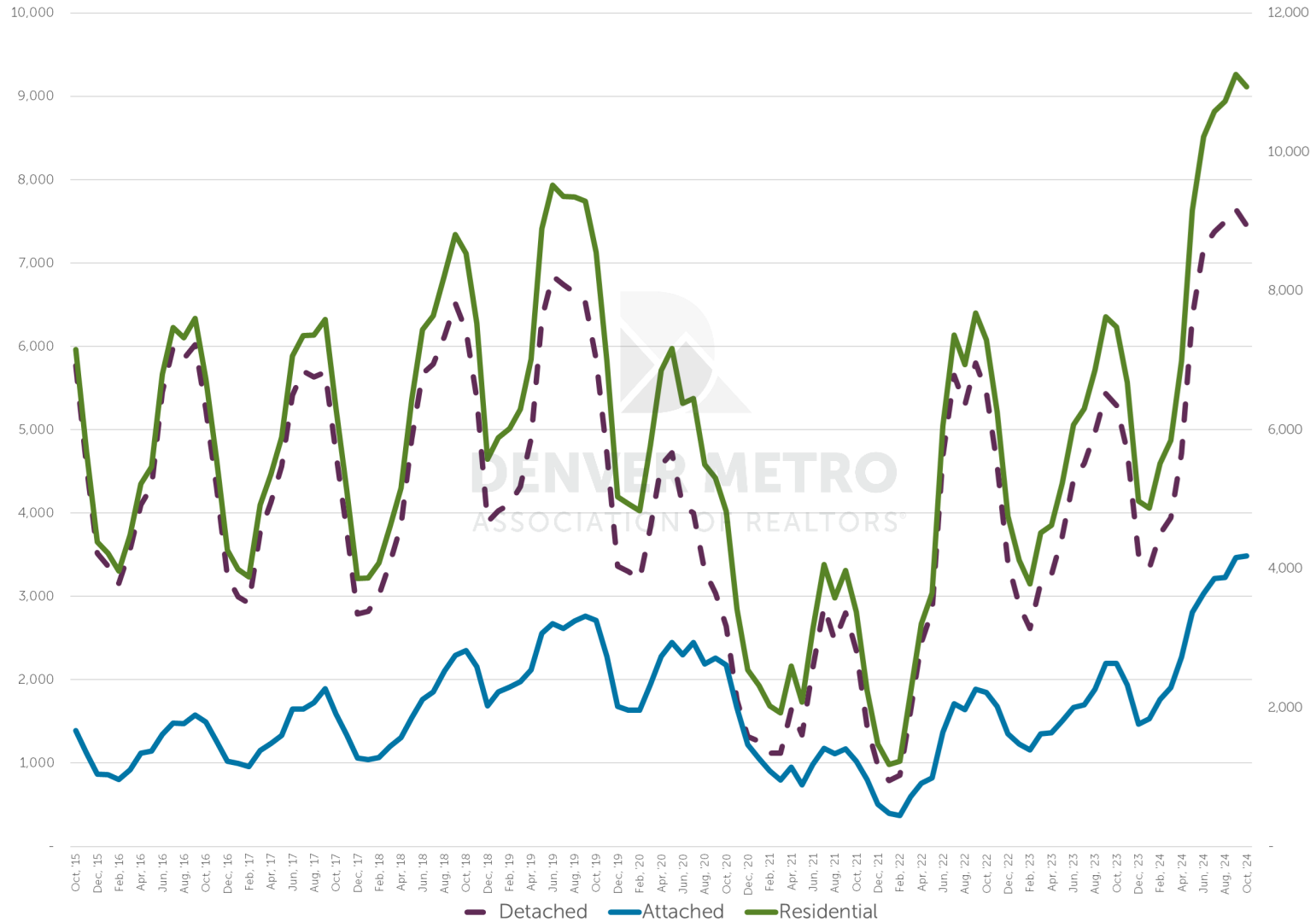
Active listings decreased slightly by 1.57 percent due to the increase in pending and closed sales, as buyers absorbed some of the standing inventory. However, active listings are still 46.22 percent higher compared to last year, highlighting that there are simply more options, and it is taking longer to sell a home today. Reflecting on election-related hesitation, new listings decreased by 7.16 percent as sellers delay listing until after the election cycle.

Once election results are finalized, buyers and sellers are likely to refocus on the real estate market. Reflecting on historical data from the past three election cycles, DMAR Market Trends Committee member Michelle Schwinghammer noted, “In the 11-county Denver metro area over the last three election cycles, we’ve seen more month-to-month home price volatility leading up to an election, followed by increased price stability and a return to traditional seasonal patterns post-election. Once results are in, buyers and sellers tend to shift back to business as usual.”

Anecdotally, many Committee members reported an increase in sellers preparing to sell their homes in the new year. If the Federal Reserve does lower rates this month and again in December, we may be set on a path for a strong 2025 as conditions normalize and home prices stabilize post-election.

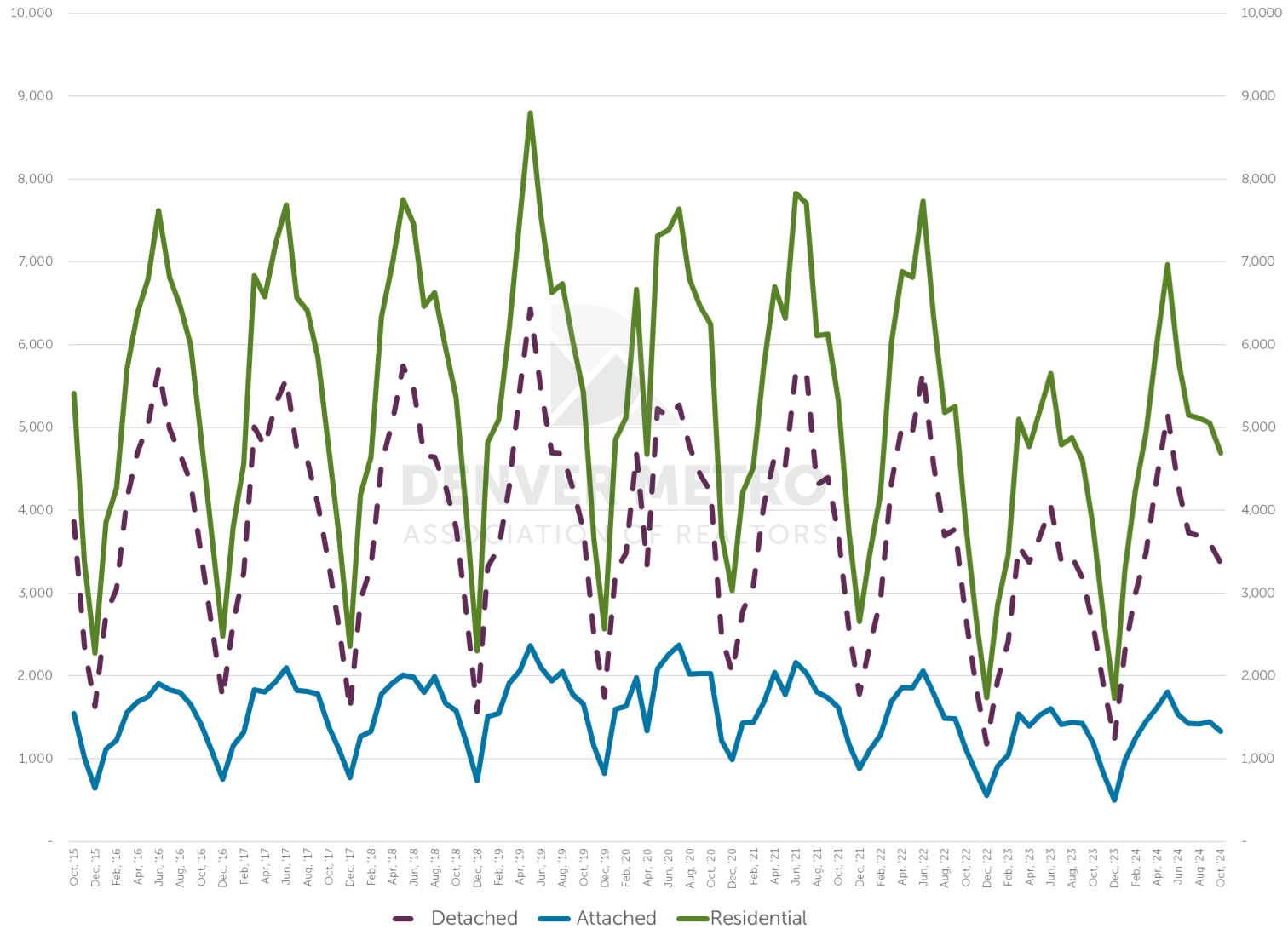
Active Listings at Month's End

DMAR Market Trends | October 2024
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



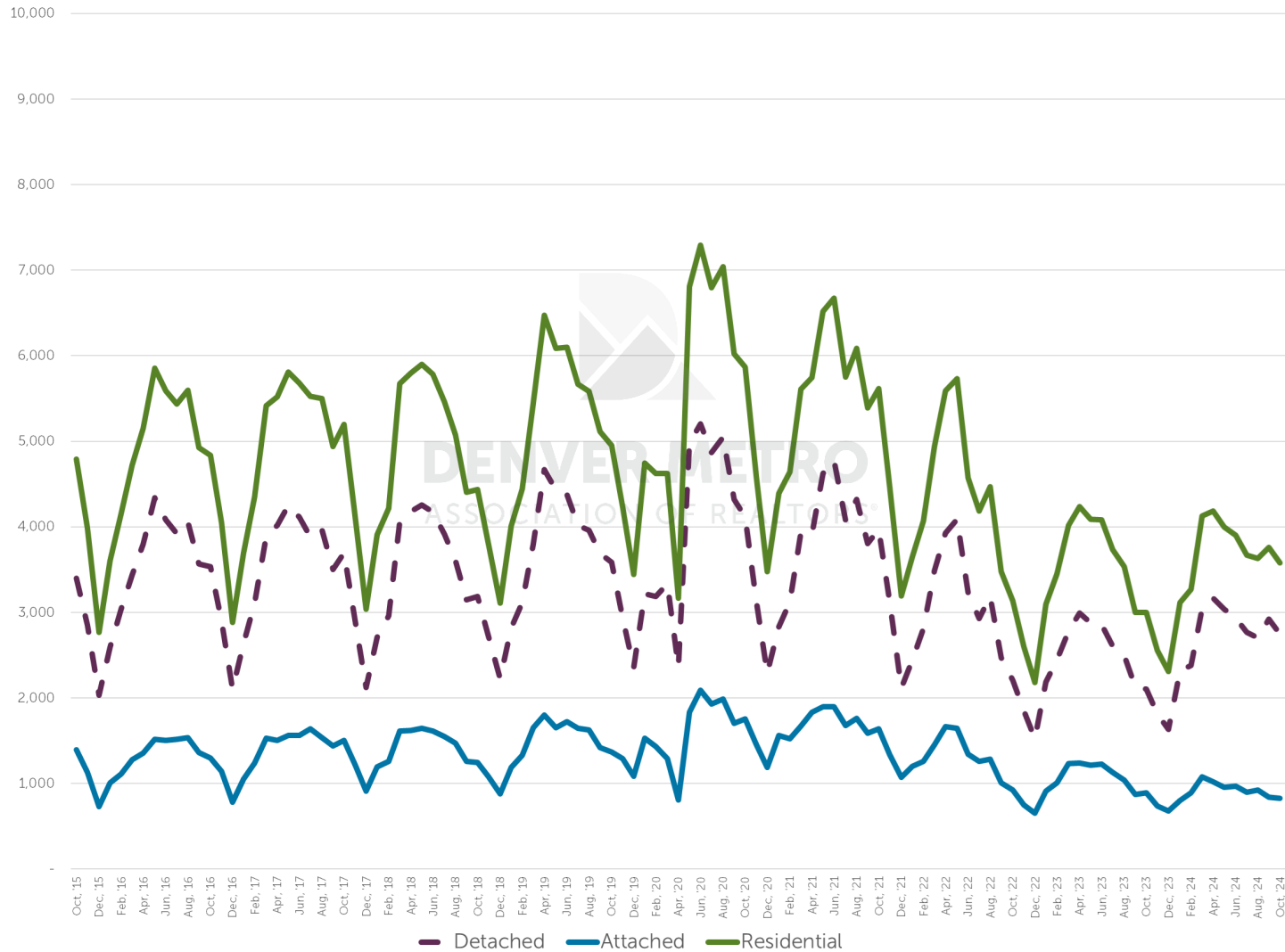
New Listings

DMAR Market Trends | October 2024
Denver Metro Association of Realtors®
Source of MLS Data: REcolorado.com



Pending Sales

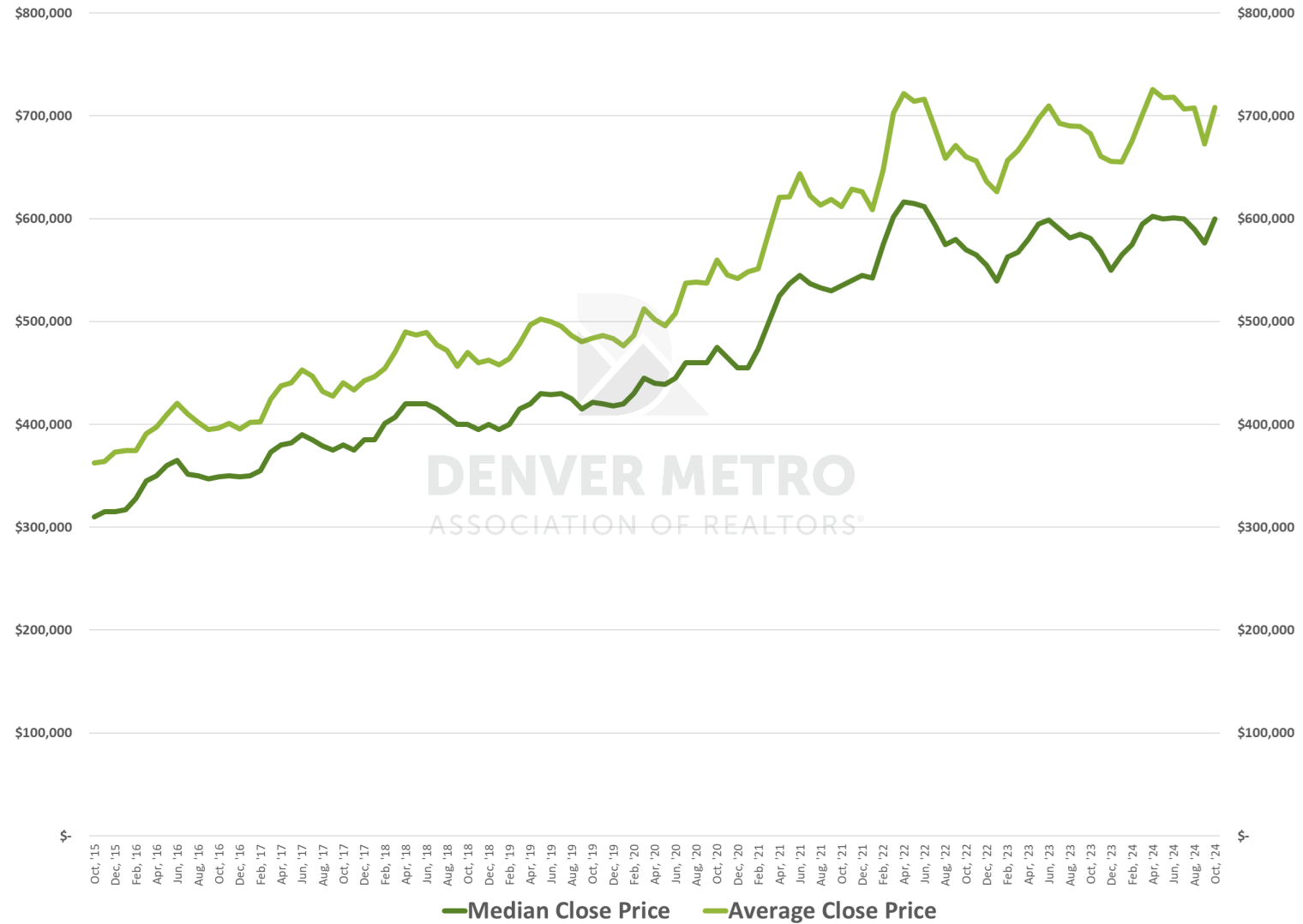
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Residential Median + Average Close Price

10-year view

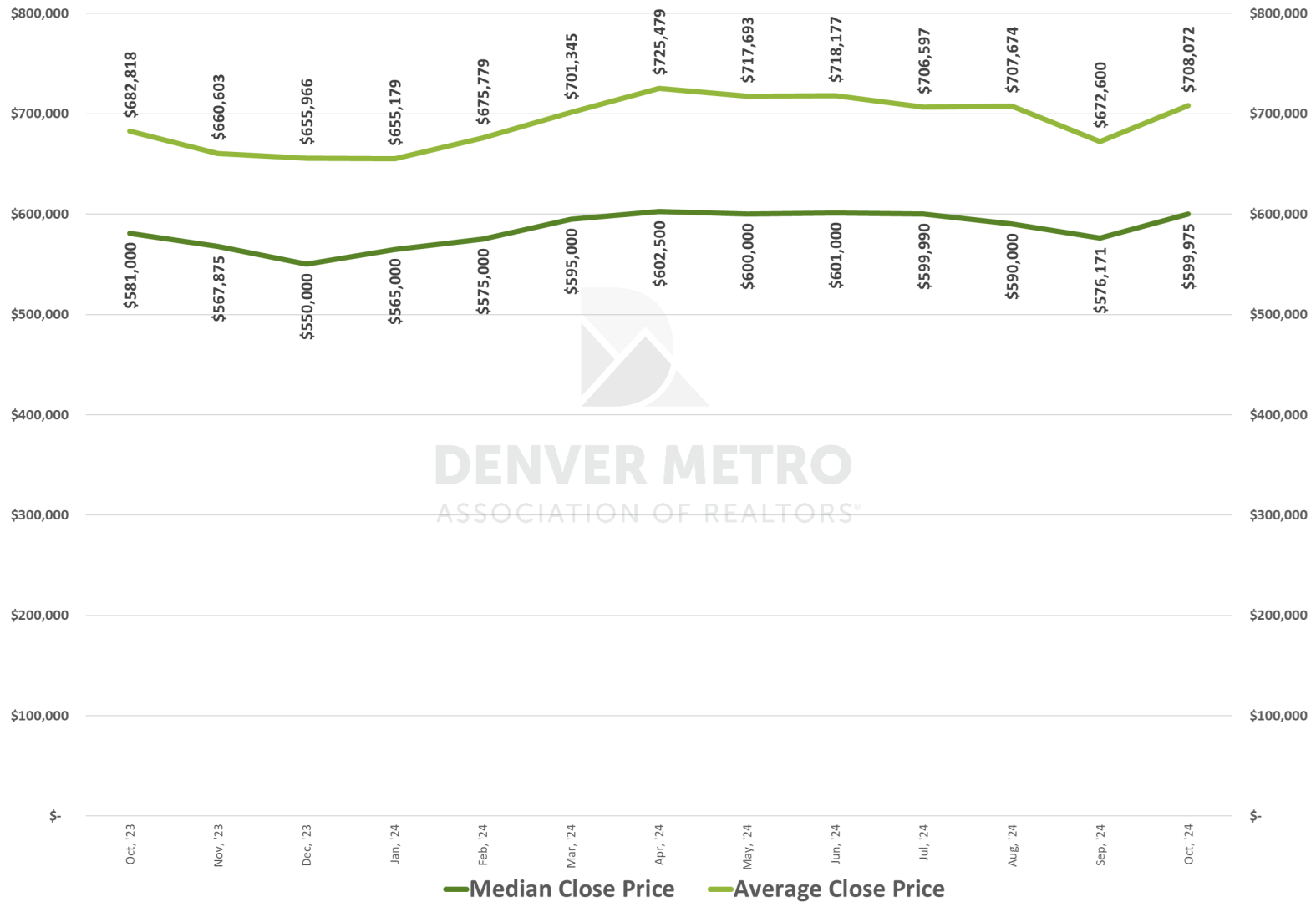
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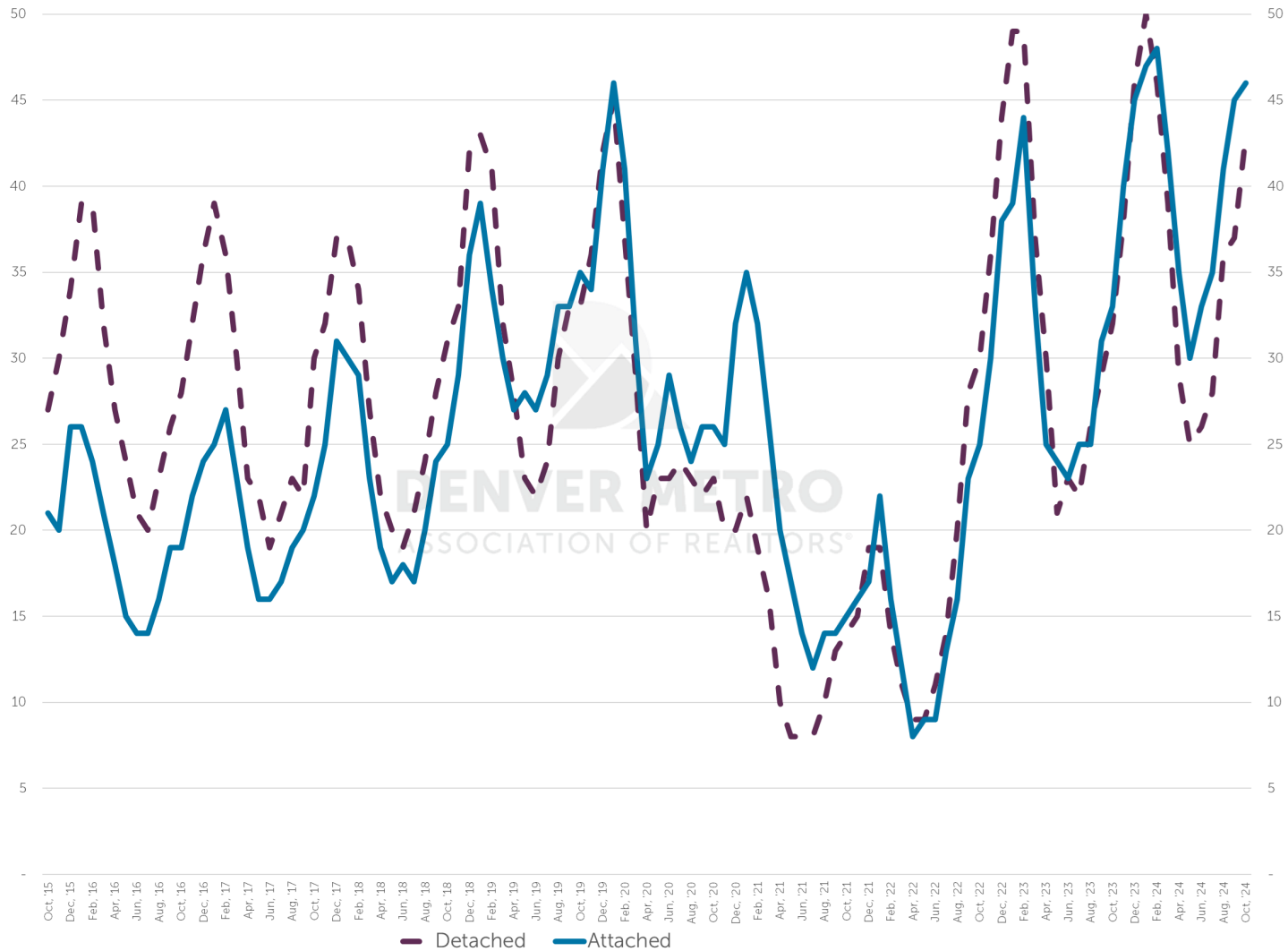
Residential Median + Average Close Price

1-year snapshot

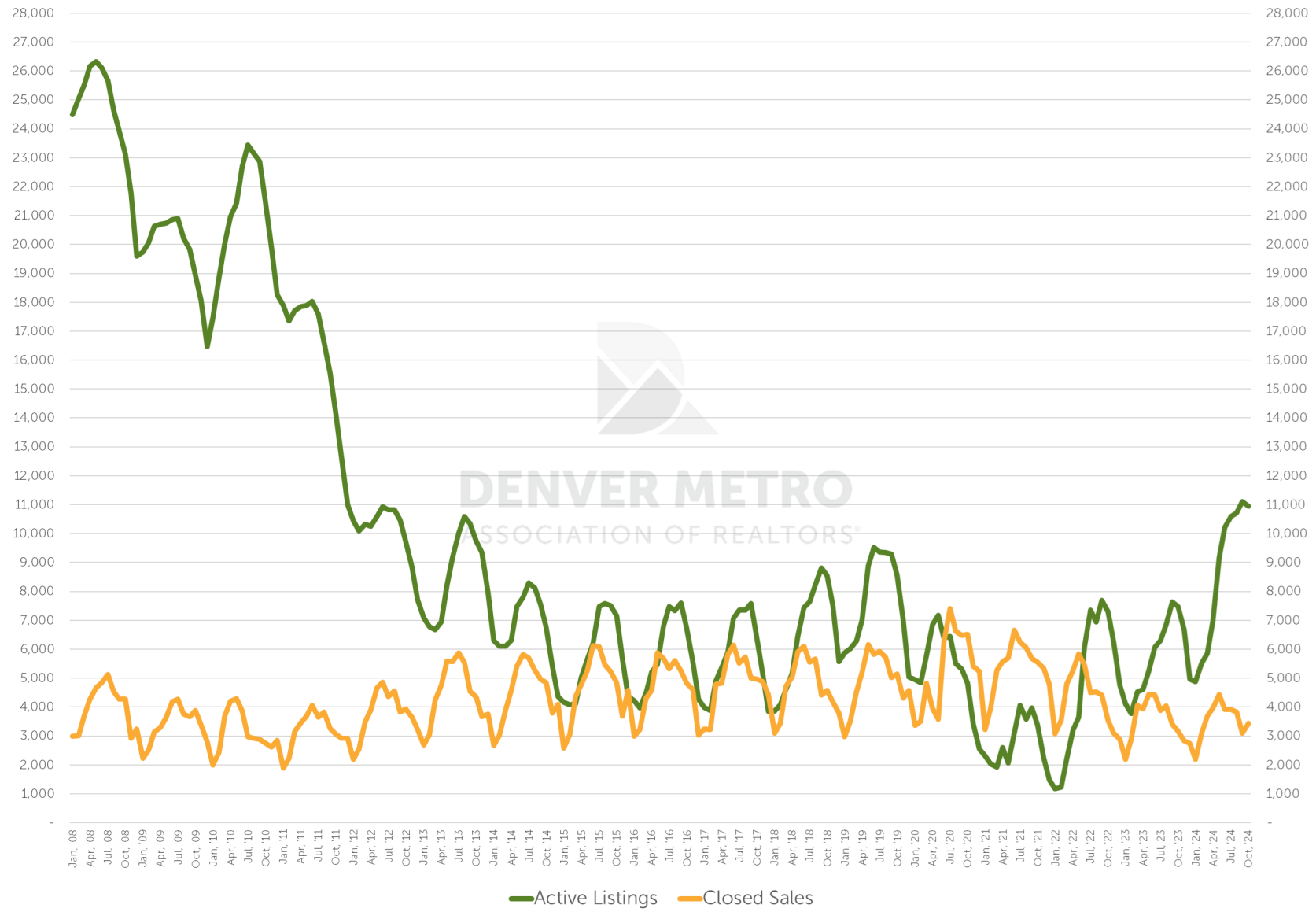
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 Denver Metro Association of Realtors®
 Source of MLS Data: REcolorado.com



Average Days in MLS

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 Source of MLS Data: REcolorado.com


Residential Active Listings + Closed Sales at Month's End

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 Source of MLS Data: REcolorado.com


October Data Year-to-Date | 2024 to 2020

	YTD 2024	YTD 2023	YTD 2022	YTD 2021	YTD 2020	'24 vs '23	'24 vs '22	'24 vs '21	'24 vs '20
Residential (Detached + Attached)									
Active Listings at Month's End	10,940	7,482	7,290	3,376	4,821	46.22%	50.07%	224.05%	126.92%
New Listings	51,254	45,139	55,766	59,918	63,250	13.55%	-8.09%	-14.46%	-18.97%
Closed	35,942	36,426	45,036	53,985	52,879	-1.33%	-20.19%	-33.42%	-32.03%
Close Price - Average	\$ 702,351	\$ 682,847	\$ 685,285	\$ 609,478	\$ 521,097	2.86%	2.49%	15.24%	34.78%
Close Price - Median	\$ 592,174	\$ 580,000	\$ 592,000	\$ 525,000	\$ 450,000	2.10%	0.03%	12.80%	31.59%
Sales Volume	\$ 25,243,911,892	\$ 24,873,397,908	\$ 30,862,501,044	\$ 32,902,677,293	\$ 27,555,071,880	1.49%	-18.21%	-23.28%	-8.39%
Days in MLS - Average	36	30	15	14	27	20.00%	140.00%	157.14%	33.33%
Days in MLS - Median	16	11	5	4	7	45.45%	220.00%	300.00%	128.57%
Close-Price-to-List-Price Ratio	99.25%	99.65%	102.85%	103.30%	99.87%	-0.40%	-3.50%	-3.92%	-0.62%
Detached									
Active Listings at Month's End	7,453	5,289	5,444	2,351	2,643	40.92%	36.90%	217.01%	181.99%
New Listings	37,001	31,658	39,998	42,187	43,812	16.88%	-7.49%	-12.29%	-15.55%
Closed	26,926	25,593	31,357	37,439	37,781	5.21%	-14.13%	-28.08%	-28.73%
Close Price - Average	\$ 782,094	\$ 769,193	\$ 774,285	\$ 687,945	\$ 578,408	1.68%	1.01%	13.69%	35.21%
Close Price - Median	\$ 650,000	\$ 639,990	\$ 650,000	\$ 576,000	\$ 490,000	1.56%	0.00%	12.85%	32.65%
Sales Volume	\$ 21,058,657,420	\$ 19,685,949,811	\$ 24,279,266,075	\$ 25,755,958,616	\$ 21,852,818,427	6.97%	-13.26%	-18.24%	-3.63%
Days in MLS - Average	35	30	15	12	26	16.67%	133.33%	191.67%	34.62%
Days in MLS - Median	14	10	5	4	7	40.00%	180.00%	250.00%	100.00%
Close-Price-to-List-Price Ratio	99.32%	99.64%	102.84%	103.78%	100.00%	-0.32%	-3.42%	-4.30%	-0.68%
Attached									
Active Listings at Month's End	3,487	2,193	1,846	1,025	2,178	59.01%	88.89%	240.20%	60.10%
New Listings	14,253	13,481	15,768	17,731	19,438	5.73%	-9.61%	-19.62%	-26.67%
Closed	9,016	10,833	13,679	16,546	15,098	-16.77%	-34.09%	-45.51%	-40.28%
Close Price - Average	\$ 464,203	\$ 478,856	\$ 481,266	\$ 431,930	\$ 377,683	-3.06%	-3.55%	7.47%	22.91%
Close Price - Median	\$ 409,000	\$ 415,000	\$ 417,675	\$ 370,000	\$ 326,000	-1.45%	-2.08%	10.54%	25.46%
Sales Volume	\$ 4,185,254,472	\$ 5,187,448,097	\$ 6,583,234,969	\$ 7,146,718,677	\$ 5,702,253,453	-19.32%	-36.43%	-41.44%	-26.60%
Days in MLS - Average	40	29	14	19	29	37.93%	185.71%	110.53%	37.93%
Days in MLS - Median	20	11	5	5	10	81.82%	300.00%	300.00%	100.00%
Close-Price-to-List-Price Ratio	99.01%	99.65%	102.85%	102.20%	99.55%	-0.64%	-3.73%	-3.12%	-0.54%

Market Trends

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$299,999	21	54	2.57	150	837	5.58
\$300,000 to \$499,999	486	1,039	2.14	396	1,611	4.07
\$500,000 to \$749,999	1,203	3,154	2.62	165	691	4.19
\$750,000 to \$999,999	539	1,583	2.94	38	190	5.00
\$1,000,000 to \$1,499,999	261	811	3.11	17	86	5.06
\$1,500,000 to \$1,999,999	86	320	3.72	2	34	17.00
\$2,000,000 and over	74	492	6.65	5	38	7.60
TOTALS	2,670	7,453	2.79	773	3,487	4.51

Price Range	Detached		% change	Attached		% change
	Closed Oct. 2024	Closed Sep. 2024		Closed Oct. 2024	Closed Sep. 2024	
Month-Over-Month						
\$0 to \$299,999	21	18	16.67%	150	157	-4.46%
\$300,000 to \$499,999	486	454	7.05%	396	458	-13.54%
\$500,000 to \$749,999	1,203	1,233	-2.43%	165	182	-9.34%
\$750,000 to \$999,999	539	449	20.04%	38	27	40.74%
\$1,000,000 to \$1,499,999	261	255	2.35%	17	10	70.00%
\$1,500,000 to \$1,999,999	86	60	43.33%	2	5	-60.00%
\$2,000,000 and over	74	50	48.00%	5	6	-16.67%
TOTALS	2,670	2,519	5.99%	773	845	-8.52%

Price Range	Detached		% change	Attached		% change
	YTD Oct. 2024	YTD Oct. 2023		YTD Oct. 2024	YTD Oct. 2023	
Year-Over-Year						
\$0 to \$299,999	188	186	1.08%	1,736	1,908	-9.01%
\$300,000 to \$499,999	4,632	4,678	-0.98%	4,602	5,430	-15.25%
\$500,000 to \$749,999	12,620	12,326	2.39%	1,988	2,518	-21.05%
\$750,000 to \$999,999	5,241	4,779	9.67%	401	544	-26.29%
\$1,000,000 to \$1,499,999	2,649	2,171	22.02%	187	311	-39.87%
\$1,500,000 to \$1,999,999	864	745	15.97%	59	74	-20.27%
\$2,000,000 and over	732	708	3.39%	43	48	-10.42%
TOTALS	26,926	25,593	5.21%	9,016	10,833	-16.77%

Breakdown by Price Range



Colleen Covell

Member of the DMAR
Market Trends Committee
and Denver Realtor®

Properties sold for \$1 million or more

While media outlets spent the month anticipating the historical political “October Surprise,” the Denver \$1 million-plus market found its own surprise in the form of an unanticipated buying spree in the attached market. If Charles Dickens were writing this report, he might call it “A Tale of Two Cities” because the detached and attached markets performed so differently that they almost seemed to belong to separate geographic locations.

Overall, sellers pulled back from putting their homes on the market, with a 20.45 percent reduction in new listings month-over-month. Nonetheless, we are still seeing the highest inventory levels in years, giving buyers a lot of choices. At month’s end, there were 6,605 detached and 476 attached homes for sale at this price point. Higher priced homes, especially those over \$2 million, faced significantly greater months of inventory due to a naturally smaller buyer pool: detached homes priced over \$2 million faced 6.65 months of inventory in October while attached homes priced between \$1.5 million and \$1.99 million had a whopping 17 months of inventory, with 7.6 months in the \$2 million-plus segment.

With this inventory surplus, buyers sensed an opportunity and entered the market. The attached market saw a dramatic 63.16 percent uptick in homes going under contract in October compared to September, while the detached market saw a 3.98 percent decrease in pending listings. This surge in attached homebuying is also reflected in the median days in MLS, which saw a dramatic 71.62 percent reduction (from 74 days in September to 21 days in October) in the attached market, while detached homes increased 21.74 percent. Likewise, the attached market saw a slight increase in the close-price-to-list-price ratio (up to 96.73 percent) while detached homes experienced a slight decrease (down to 97.56 percent). And perhaps the most dramatic metric reflecting this attached buying spree is the huge 15.41 percent monthly increase in the price per square foot to \$644.

Will this “October Surprise” in the \$1 million-plus attached market be a one-time event, or will it continue post-election? Stay tuned! The highest priced detached sale was 2260 Meadow Avenue in Boulder for \$10 million and the highest priced attached sale was 2800 E. 2nd Avenue #302 in Cherry Creek North for \$6.5 million.

Properties sold between \$750,000 and \$999,999

“I’m so glad I live in a world where there are Octobers,” wrote L. M. Montgomery in *Anne of Green Gables*—a sentiment I truly felt this year as Colorado brought out its best colors and weather. Combined with a strong showing in the residential real estate market between \$750,000 and \$999,999, I’m hopeful the rest of the year will follow suit.

October 2024 may have felt like a sluggish month due to a decline in activity compared to last month; however, when compared to October 2023, there was a positive increase in activity across the board. Sales volume was up 14.19 percent compared to last year and increased 20.46 percent compared to last month, with closed transactions following a similar trend. So why did it feel so sluggish? While closings did indeed increase, so did the number of new listings on the market—giving potential buyers more choices. With more choices available, we saw a slight decline in pending transactions compared to last month. More inventory, less pending sales and an increase in average days in MLS combined to make the whole process feel sluggish.

While it may be taking buyers longer to make their purchasing decisions, home prices, price per square foot and closed-price-to-list-price ratios are holding strong. Even the attached segment of this price range received some relief in October. Sales of these homes had been affected by rising HOA fees, interest rates and insurance rates, yet in October we saw 40.74 percent more closings, and 41.18 percent fewer average days in MLS than in September. In addition, the price per square foot of these attached homes increased 16.34 percent. This is all good news for sellers of attached homes.

My advice to sellers is to make updates and improvements that today’s buyers prefer not to handle, price your home competitively to account for rising costs to buyers and hire a Realtor® who provides professional photos, aerials, floor plans and markets your home effectively. And for buyers, with inventory up, take the time to make thoughtful decisions. Work with a Realtor® who can guide you through the process, negotiate on your behalf and help you take advantage of this “slower feeling” market to make a satisfying purchase.



Susan Thayer

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Breakdown by Price Range



Heather O'Leary

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Properties sold between \$500,000 and \$749,999

A shift in the Denver market has led to significant increases in new listings between \$500,000 and \$749,999, causing properties to linger on the market for much longer—26 median days and an average of 42 days in October. Compared to previous years, when the year-to-date averages were between four and 12 days, this seems unusually long and has both buyers and sellers concerned. Interestingly, while new listings are up a notable 29.36 percent compared to last October, we actually have 7.73 percent less new inventory than last month. Additionally, year-to-date new listings are up only 12.54 percent compared to October 2023, suggesting that a large portion of this increased inventory may be from sellers who had been waiting to make a move.

How fast will this inventory be absorbed by buyer demand? Pending sales are up 22.13 percent year-over-year, but only 1.14 percent since last month—still an increase. With new listings down 7.73 percent month-over-month, this rise in pending sales reflects some resilience in our market as buyers sift through the choices and make offers. However, many buyers remain hesitant, possibly waiting for lower rates or election results. Sellers must have patience, as median days in MLS are 52.94 percent higher than last October. Preparing well with stagings and repairs will greatly benefit sellers hoping to get an offer more quickly.

Prices remain steady, with close-price-to-list-price ratios hovering around 99 percent. Detached properties have shown greater gains over time, with price per square foot up 32.84 percent compared to 2020, though slightly down by 0.29 percent for attached properties. Surprisingly, detached properties saw a 22.22 percent decrease in new listings month-over-month and three percent fewer than last year, but pending for attached properties was up 23.53 percent compared to September, suggesting that buyers are finding value—likely through price reductions and seller concessions. New listings for single-family homes were up 37.03 percent compared to last year but down 4.75 percent since last month, showing strong appreciation with price per square foot up 32.84 percent compared to 2020.

For townhome and condo communities, listing agents should review HOA documents for any special assessments due to increases in insurance premiums or deferred maintenance issues that may impact the sale of the property. Buyers are now more discerning than ever, and listings that are well-prepared will sell. While we are seeing a balance in market dynamics, buyers may need to adjust their expectations of what “getting a deal” means, while sellers who aren't in a hurry are refusing to accept low-ball offers.

Properties Sold for \$1 Million or More

	Oct. 2024	Sep. 2024	Oct. 2023	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	564	709	489	-20.45%	15.34%
Pending	441	446	305	-1.12%	44.59%
Closed	445	386	346	15.28%	28.61%
Sales Volume	\$ 712,424,457	\$ 592,675,349	\$ 572,395,648	20.20%	24.46%
Days in MLS - Average	51	47	41	8.51%	24.39%
Days in MLS - Median	28	24	22	16.67%	27.27%
Close-Price-to-List-Price Ratio	97.52%	97.92%	97.89%	-0.41%	-0.38%
PSF Total	\$ 379	\$ 360	\$ 387	5.28%	-2.07%
Detached					
New Listings	515	654	426	-21.25%	20.89%
Pending	410	427	270	-3.98%	51.85%
Closed	421	365	310	15.34%	35.81%
Sales Volume	\$ 671,524,957	\$ 555,088,349	\$ 520,607,756	20.98%	28.99%
Days in MLS - Average	51	43	40	18.60%	27.50%
Days in MLS - Median	28	23	22	21.74%	27.27%
Close-Price-to-List-Price Ratio	97.56%	98.00%	98.05%	-0.45%	-0.50%
PSF Total	\$ 363	\$ 349	\$ 369	4.01%	-1.63%
Attached					
New Listings	49	55	63	-10.91%	-22.22%
Pending	31	19	35	63.16%	-11.43%
Closed	24	21	36	14.29%	-33.33%
Sales Volume	\$ 40,899,500	\$ 37,587,000	\$ 51,787,892	8.81%	-21.02%
Days in MLS - Average	53	114	44	-53.51%	20.45%
Days in MLS - Median	21	74	20	-71.62%	5.00%
Close-Price-to-List-Price Ratio	96.73%	96.48%	96.44%	0.26%	0.30%
PSF Total	\$ 644	\$ 558	\$ 537	15.41%	19.93%

Properties Sold for \$1 Million or More

	YTD 2024	YTD 2023	YTD 2022	YTD 2021	YTD 2020	'24 vs '23	'24 vs '22	'24 vs '21	'24 vs '20
Residential (Detached + Attached)									
New Listings	7,081	5,937	6,292	4,831	4,115	19.27%	12.54%	46.57%	72.08%
Pending	4,563	3,916	4,474	4,164	2,967	16.52%	1.99%	9.58%	53.79%
Closed	4,534	4,057	5,142	4,518	2,669	11.76%	-11.82%	0.35%	69.88%
Sales Volume	\$ 7,293,406,809	\$ 6,659,719,552	\$ 8,149,853,713	\$ 7,184,819,939	\$ 4,101,283,561	9.52%	-10.51%	1.51%	77.83%
Days in MLS - Average	42	34	20	30	55	23.53%	110.00%	40.00%	-23.64%
Days in MLS - Median	16	11	5	5	19	45.45%	220.00%	220.00%	-15.79%
Close-Price-to-List-Price Ratio	98.30%	98.96%	103.62%	102.02%	97.72%	-0.67%	-5.13%	-3.65%	0.59%
PSF Total	\$ 379	\$ 387	\$ 392	\$ 365	\$ 337	-2.07%	-3.32%	3.84%	12.46%
Detached									
New Listings	6,605	5,233	5,563	4,202	3,645	26.22%	18.73%	57.19%	81.21%
Pending	4,292	3,497	3,981	3,668	2,724	22.73%	7.81%	17.01%	57.56%
Closed	4,245	3,624	4,593	3,994	2,455	17.14%	-7.58%	6.28%	72.91%
Sales Volume	\$ 6,828,706,886	\$ 6,021,220,769	\$ 7,333,146,132	\$ 6,414,287,287	\$ 3,787,845,156	13.41%	-6.88%	6.46%	80.28%
Days in MLS - Average	41	34	19	28	55	20.59%	115.79%	46.43%	-25.45%
Days in MLS - Median	16	10	5	5	19	60.00%	220.00%	220.00%	-15.79%
Close-Price-to-List-Price Ratio	98.34%	99.05%	103.78%	102.27%	97.78%	-0.72%	-5.24%	-3.84%	0.57%
PSF Total	\$ 367	\$ 369	\$ 372	\$ 341	\$ 318	-0.54%	-1.34%	7.62%	15.41%
Attached									
New Listings	476	704	729	629	470	-32.39%	-34.71%	-24.32%	1.28%
Pending	271	419	493	496	243	-35.32%	-45.03%	-45.36%	11.52%
Closed	289	433	549	524	214	-33.26%	-47.36%	-44.85%	35.05%
Sales Volume	\$ 464,699,923	\$ 638,498,783	\$ 816,707,581	\$ 770,532,652	\$ 313,438,405	-27.22%	-43.10%	-39.69%	48.26%
Days in MLS - Average	57	40	29	48	53	42.50%	96.55%	18.75%	7.55%
Days in MLS - Median	23	13	5	8	25	76.92%	360.00%	187.50%	-8.00%
Close-Price-to-List-Price Ratio	97.78%	98.18%	102.28%	100.09%	97.02%	-0.41%	-4.40%	-2.31%	0.78%
PSF Total	\$ 561	\$ 536	\$ 555	\$ 554	\$ 558	4.66%	1.08%	1.26%	0.54%

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

	Oct. 2024	Sep. 2024	Oct. 2023	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	774	825	587	-6.18%	31.86%
Pending	582	602	439	-3.32%	32.57%
Closed	577	476	504	21.22%	14.48%
Sales Volume	\$ 487,332,405	\$ 404,565,312	\$ 426,782,731	20.46%	14.19%
Days in MLS - Average	46	42	34	9.52%	35.29%
Days in MLS - Median	27	28	16	-3.57%	68.75%
Close-Price-to-List-Price Ratio	98.75%	99.00%	98.89%	-0.25%	-0.14%
PSF Total	\$ 284	\$ 275	\$ 289	3.27%	-1.73%
Detached					
New Listings	709	750	507	-5.47%	39.84%
Pending	552	556	395	-0.72%	39.75%
Closed	539	449	449	20.04%	20.04%
Sales Volume	\$ 455,348,094	\$ 381,157,212	\$ 379,579,667	19.46%	19.96%
Days in MLS - Average	46	41	34	12.20%	35.29%
Days in MLS - Median	27	28	17	-3.57%	58.82%
Close-Price-to-List-Price Ratio	98.71%	99.04%	98.88%	-0.33%	-0.17%
PSF Total	\$ 271	\$ 267	\$ 273	1.50%	-0.73%
Attached					
New Listings	65	75	80	-13.33%	-18.75%
Pending	30	46	44	-34.78%	-31.82%
Closed	38	27	55	40.74%	-30.91%
Sales Volume	\$ 31,984,311	\$ 23,408,100	\$ 47,203,064	36.64%	-32.24%
Days in MLS - Average	40	68	40	-41.18%	0.00%
Days in MLS - Median	23	20	12	15.00%	91.67%
Close-Price-to-List-Price Ratio	99.31%	98.31%	98.97%	1.02%	0.34%
PSF Total	\$ 470	\$ 404	\$ 417	16.34%	12.71%

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

	YTD 2024	YTD 2023	YTD 2022	YTD 2021	YTD 2020	'24 vs '23	'24 vs '22	'24 vs '21	'24 vs '20
Residential (Detached + Attached)									
New Listings	8,331	7,084	8,538	6,620	4,938	17.60%	-2.42%	25.85%	68.71%
Pending	5,928	5,454	6,493	5,858	4,047	8.69%	-8.70%	1.19%	46.48%
Closed	5,642	5,323	6,876	5,819	3,658	5.99%	-17.95%	-3.04%	54.24%
Sales Volume	\$ 4,784,927,499	\$ 4,508,247,408	\$ 5,822,177,652	\$ 4,932,393,620	\$ 3,096,961,633	6.14%	-17.82%	-2.99%	54.50%
Days in MLS - Average	36	31	16	16	40	16.13%	125.00%	125.00%	-10.00%
Days in MLS - Median	14	12	5	5	13	16.67%	180.00%	180.00%	7.69%
Close-Price-to-List-Price Ratio	99.46%	99.61%	103.14%	103.27%	99.27%	-0.15%	-3.57%	-3.69%	0.19%
PSF Total	\$ 287	\$ 287	\$ 298	\$ 278	\$ 252	0.00%	-3.69%	3.24%	13.89%
Detached									
New Listings	7,627	6,324	7,695	5,761	4,059	20.60%	-0.88%	32.39%	87.90%
Pending	5,518	4,934	5,867	5,110	3,475	11.84%	-5.95%	7.98%	58.79%
Closed	5,241	4,779	6,141	5,095	3,148	9.67%	-14.66%	2.87%	66.49%
Sales Volume	\$ 4,446,800,315	\$ 4,049,054,364	\$ 5,200,211,571	\$ 4,313,005,929	\$ 2,664,428,478	9.82%	-14.49%	3.10%	66.90%
Days in MLS - Average	35	31	15	13	40	12.90%	133.33%	169.23%	-12.50%
Days in MLS - Median	14	12	5	4	13	16.67%	180.00%	250.00%	7.69%
Close-Price-to-List-Price Ratio	99.48%	99.62%	103.23%	103.60%	99.36%	-0.14%	-3.63%	-3.98%	0.12%
PSF Total	\$ 275	\$ 272	\$ 281	\$ 261	\$ 235	1.10%	-2.14%	5.36%	17.02%
Attached									
New Listings	704	760	843	859	879	-7.37%	-16.49%	-18.04%	-19.91%
Pending	410	520	626	748	572	-21.15%	-34.50%	-45.19%	-28.32%
Closed	401	544	735	724	510	-26.29%	-45.44%	-44.61%	-21.37%
Sales Volume	\$ 338,127,184	\$ 459,193,044	\$ 621,966,081	\$ 619,387,691	\$ 432,533,155	-26.36%	-45.64%	-45.41%	-21.83%
Days in MLS - Average	49	34	22	36	44	44.12%	122.73%	36.11%	11.36%
Days in MLS - Median	17	12	5	7	15	41.67%	240.00%	142.86%	13.33%
Close-Price-to-List-Price Ratio	99.25%	99.49%	102.33%	100.99%	98.74%	-0.24%	-3.01%	-1.72%	0.52%
PSF Total	\$ 433	\$ 417	\$ 442	\$ 395	\$ 357	3.84%	-2.04%	9.62%	21.29%

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

	Oct. 2024	Sep. 2024	Oct. 2023	Month-Over-Month	Year-Over-Year
Residential (Detached + Attached)					
New Listings	1,802	1,953	1,393	-7.73%	29.36%
Pending	1,424	1,408	1,166	1.14%	22.13%
Closed	1,368	1,415	1,254	-3.32%	9.09%
Sales Volume	\$ 831,568,214	\$ 854,902,639	\$ 762,310,866	-2.73%	9.09%
Days in MLS - Average	42	38	34	10.53%	23.53%
Days in MLS - Median	26	25	17	4.00%	52.94%
Close-Price-to-List-Price Ratio	99.00%	99.31%	99.36%	-0.31%	-0.36%
PSF Total	\$ 279	\$ 280	\$ 277	-0.36%	0.72%
Detached					
New Listings	1,543	1,620	1,126	-4.75%	37.03%
Pending	1,235	1,255	966	-1.59%	27.85%
Closed	1,203	1,233	1,033	-2.43%	16.46%
Sales Volume	\$ 734,042,846	\$ 747,702,791	\$ 631,175,398	-1.83%	16.30%
Days in MLS - Average	41	36	31	13.89%	32.26%
Days in MLS - Median	25	24	16	4.17%	56.25%
Close-Price-to-List-Price Ratio	99.05%	99.35%	99.29%	-0.30%	-0.24%
PSF Total	\$ 270	\$ 270	\$ 262	0.00%	3.05%
Attached					
New Listings	259	333	267	-22.22%	-3.00%
Pending	189	153	200	23.53%	-5.50%
Closed	165	182	221	-9.34%	-25.34%
Sales Volume	\$ 97,525,368	\$ 107,199,848	\$ 131,135,468	-9.02%	-25.63%
Days in MLS - Average	48	47	45	2.13%	6.67%
Days in MLS - Median	31	28	19	10.71%	63.16%
Close-Price-to-List-Price Ratio	98.56%	99.05%	99.68%	-0.49%	-1.12%
PSF Total	\$ 343	\$ 346	\$ 347	-0.87%	-1.15%

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

	YTD 2024	YTD 2023	YTD 2022	YTD 2021	YTD 2020	'24 vs '23	'24 vs '22	'24 vs '21	'24 vs '20
Residential (Detached + Attached)									
New Listings	19,767	17,564	22,802	20,406	16,873	12.54%	-13.31%	-3.13%	17.15%
Pending	14,719	14,559	17,660	18,583	14,976	1.10%	-16.65%	-20.79%	-1.72%
Closed	14,608	14,844	18,845	19,703	14,513	-1.59%	-22.48%	-25.86%	0.65%
Sales Volume	\$8,869,720,639	\$9,020,807,302	\$11,492,157,225	\$11,826,991,191	\$8,633,354,478	-1.67%	-22.82%	-25.00%	2.74%
Days in MLS - Average	35	32	15	12	30	9.38%	133.33%	191.67%	16.67%
Days in MLS - Median	15	12	5	4	10	25.00%	200.00%	275.00%	50.00%
Close-Price-to-List-Price Ratio	99.64%	99.88%	102.91%	103.95%	99.88%	-0.24%	-3.18%	-4.15%	-0.24%
PSF Total	\$ 280	\$ 277	\$ 292	\$ 260	\$ 221	1.08%	-4.11%	7.69%	26.70%
Detached									
New Listings	16,571	14,330	19,256	17,526	14,200	15.64%	-13.94%	-5.45%	16.70%
Pending	12,727	12,065	14,891	15,955	12,982	5.49%	-14.53%	-20.23%	-1.96%
Closed	12,620	12,326	15,674	16,951	12,670	2.39%	-19.48%	-25.55%	-0.39%
Sales Volume	\$7,708,158,283	\$7,529,866,394	\$9,611,741,750	\$10,196,480,790	\$7,544,589,646	2.37%	-19.80%	-24.40%	2.17%
Days in MLS - Average	33	31	15	10	29	6.45%	120.00%	230.00%	13.79%
Days in MLS - Median	15	11	5	4	9	36.36%	200.00%	275.00%	66.67%
Close-Price-to-List-Price Ratio	99.70%	99.93%	102.92%	104.27%	99.96%	-0.23%	-3.13%	-4.38%	-0.26%
PSF Total	\$ 271	\$ 264	\$ 278	\$ 244	\$ 204	2.65%	-2.52%	11.07%	32.84%
Attached									
New Listings	3,196	3,234	3,546	2,880	2,673	-1.18%	-9.87%	10.97%	19.57%
Pending	1,992	2,494	2,769	2,628	1,994	-20.13%	-28.06%	-24.20%	-0.10%
Closed	1,988	2,518	3,171	2,752	1,843	-21.05%	-37.31%	-27.76%	7.87%
Sales Volume	\$1,161,562,356	\$1,490,940,908	\$1,880,415,475	\$1,630,510,401	\$1,088,764,832	-22.09%	-38.23%	-28.76%	6.69%
Days in MLS - Average	45	39	16	23	42	15.38%	181.25%	95.65%	7.14%
Days in MLS - Median	22	15	5	5	16	46.67%	340.00%	340.00%	37.50%
Close-Price-to-List-Price Ratio	99.24%	99.64%	102.84%	101.95%	99.33%	-0.40%	-3.50%	-2.66%	-0.09%
PSF Total	\$ 339	\$ 342	\$ 359	\$ 361	\$ 340	-0.88%	-5.57%	-6.09%	-0.29%

Spotlight on Mortgages



Nicole Rueth

Member of the DMAR
 Market Trends Committee
 and Local Mortgage Expert

Despite inventory being higher than it has been in over a decade, many potential move-up buyers are struggling to find their perfect home. Given today's higher costs, a new home needs to check all the boxes, making buyers less willing to give up their current home before securing the next one. Unsurprisingly, lenders have seen a substantial uptick in "Buy-Before-You-Sell" options. While there are innovative companies that have filled this niche, there are age-old solutions that, when executed thoughtfully, offer a seamless closing. Let's explore four of the niche companies alongside traditional, tried-and-true solutions, offering you and your clients options to break through the classic dilemma of which comes first—buying or selling.

Companies like UpEquity, Flyhomes, Knock and HomeLight have introduced unique approaches:

- **UpEquity** allows buyers to make cash offers on new homes by providing upfront underwriting and eliminating financing contingencies. This makes offers more attractive and lets clients purchase without waiting to sell an existing property.
- **Flyhomes** offers a Buy Before You Sell program that purchases the home on behalf of the client with cash. After the client moves in, Flyhomes assists in selling the original home. Once sold, the client buys the new home back from Flyhomes, simplifying the transition.
- **Knock's** Home Swap program enables clients to buy a home before selling their current one by providing a mortgage for the new home and an interest-free bridge loan for the down payment. They also help prep the old home for sale, easing the burden of handling two transactions.
- **HomeLight's** Trade-In program buys the client's current home, providing funds to purchase a new one. After moving, HomeLight sells the old home, returning any additional proceeds to the client. This removes the contingency of selling before buying, making new offers more competitive.

Each of these companies has its own nuances and provides solutions at a cost of anywhere from one percent to four percent.

Traditional financing options, when used strategically, can be just as effective in helping a buyer purchase before selling, often at a lower cost. For example, obtaining a Home Equity Line of Credit (HELOC) on the current home before listing allows clients to tap into their home's equity for the down payment on the new property. Other options for clients who need funds to purchase while qualifying for both homes can tap into a gift from family members, a loan against a 401(k), liquidating funds inside an investment or bridge financing.

If a client needs help with their debt-to-income ratio when buying before selling, converting the current home into a rental can be a great option. Securing a lease agreement can offset the mortgage payments on the vacated home with rental income. Alternatively, having a co-signer on the new loan can help clients facing income or credit challenges. A co-signer with strong credit enhances the loan application, and once the client's situation improves, the current home sells or interest rates drop, they can refinance to remove the co-borrower.

Loan recasting after selling the previous home is the cherry on top. Applying a lump sum to the principal balance of the new mortgage reduces monthly payments without changing the interest rate or term. It's a cost-effective alternative to refinancing, often with minimal fees.

Buying before you sell may have a reputation for being difficult, but with multiple options at your fingertips and a strong relationship with a strategic lender, success is all but guaranteed.

Spotlight on the Denver Metro Rental Market

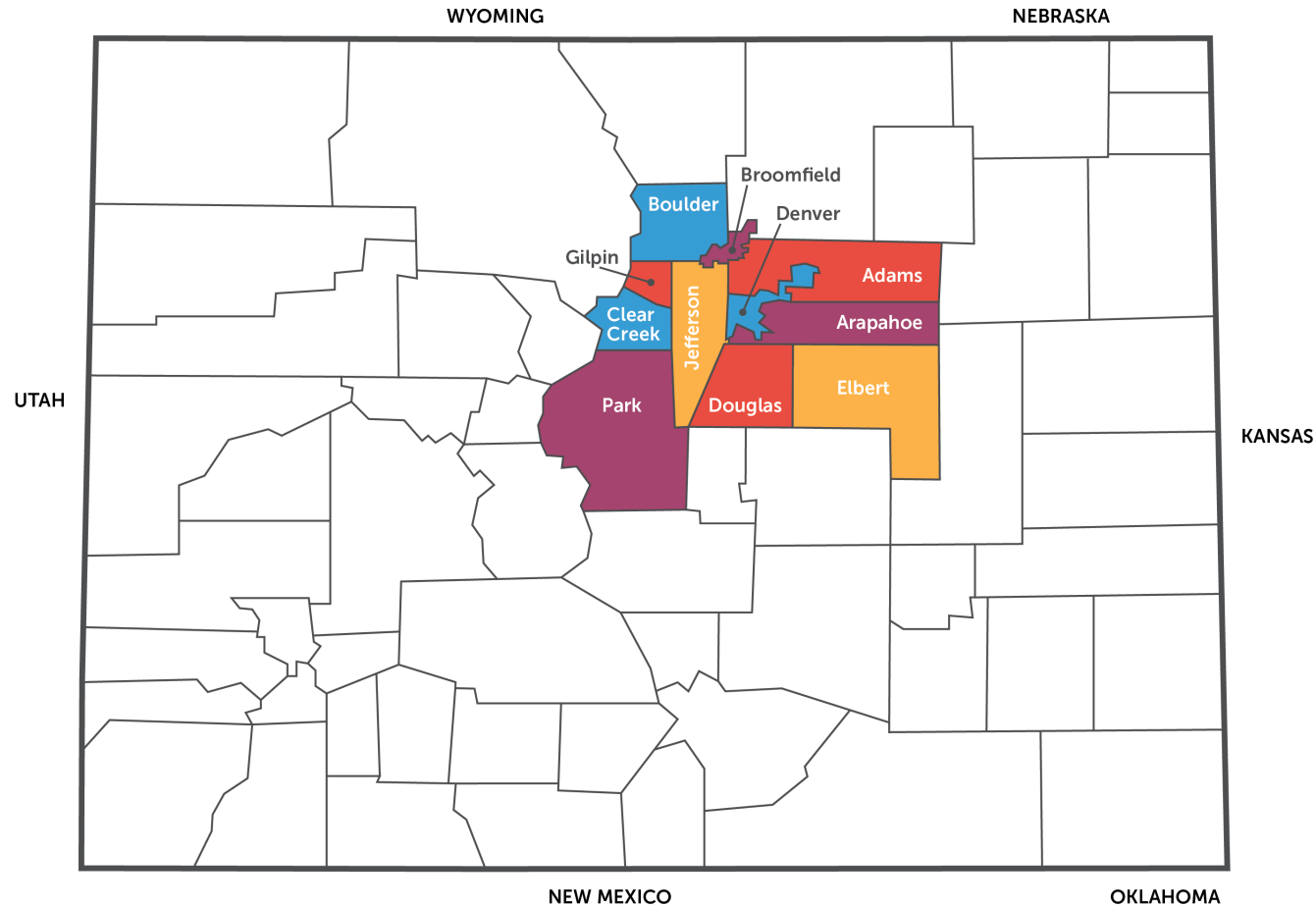
- It's starting to feel like we're transitioning into a slower season for the rental market. Days on market are up and inventory levels are dropping. This is very similar to trends we have observed in prior years.
- Single-family median rents were down three percent versus September, dropping to \$2,699 from \$2,795. October single-family rents were flat versus the same period in 2023. Median days on market increased to 35 days from 27 in September. We saw a similar day on market trend in 2023. Single-family available listings decreased around 20 percent in October versus the prior month. Again, we saw a similar trend for available listings at this point in the year in 2023.
- Multi-family median rents increased slightly in October to \$1,525 from \$1,500 in September. Multi-family is off 4.5 percent versus the same period in 2023. Median days on market increased to 36 days in October, versus 27 days in September. Listings available decreased by 15 percent versus the prior month. We saw a similar trend in multi-family rentals this same time last year, with a noticeable increase in days on market and a noticeable decrease in available rentals.

	Oct. 2024	Sep. 2024	Oct. 2023	Month-Over-Month	Year-Over-Year
Single-family					
Active Listings	1,000	1,273	1,233	-21.45%	-18.90%
Days on Market - Average	36	30	35	20.00%	2.86%
Rent - Median, 1 Bedroom	\$ 1,600	\$ 1,610	\$ 1,550	-0.62%	3.23%
Rent - Median, 2 Bedroom	\$ 2,200	\$ 2,200	\$ 2,185	0.00%	0.69%
Rent - Median, 3 Bedroom	\$ 2,720	\$ 2,800	\$ 2,795	-2.86%	-2.68%
Multi-family					
Active Listings	1,615	1,889	2,016	-14.51%	-19.89%
Days on Market - Average	38	31	36	22.58%	5.56%
Rent - Median, 1 Bedroom	\$ 1,334	\$ 1,350	\$ 1,391	-1.19%	-4.10%
Rent - Median, 2 Bedroom	\$ 1,745	\$ 1,725	\$ 1,750	1.16%	-0.29%
Rent - Median, 3 Bedroom	\$ 2,450	\$ 2,350	\$ 2,500	4.26%	-2.00%

Data and Insights Provided by:  **Rental Beast**

11-COUNTY MAP

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



Glossary

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

Attached Home: A structure that shares a common wall or walls with another unit. Examples include townhomes, condominiums, row houses, apartment buildings and high-rise residential towers.

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

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

Detached Home (also called a single-family home): A single-family home that sits on its own lot and does not share any walls with another home or building. Basically, this is another term for your traditional stand-alone house or single-family home.

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

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

New Listings: The number of properties which became available

during the reported period.

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

REcolorado: Colorado's largest Multiple Listing Service (MLS) and the source data for the DMAR Market Trends Report.

RentalBeast: Rental Beast is the National Association of Realtors®' exclusive recommended software provider in the rental space. With a cutting-edge platform designed to empower real estate professionals, and the nation's most comprehensive database of more than 10 million rental properties, Rental Beast provides Realtors® with rental-centric tools simplifying every aspect of the rental process and is the source of rental data for the DMAR Market Trends Report.

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

The **A** to **Z** of Real Estate

[Click Here for Full Glossary >>](#)

About

MARKET TRENDS COMMITTEE

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

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To stay up to date with relevant real estate news and statistics, please visit dmarealtors.com, and join the conversation using the **#DMARstats** on social media.

Data Source: REcolorado, the state’s largest network of real estate professionals, serves as the primary source of MLS data for the Market Trends Committee. REcolorado.com provides the most accurate and up-to-date property information for Realtors®, real estate professionals and consumers. Rental data is provided by RentalBeast, the nation’s most comprehensive database of more than 10 million rental properties.

DISCLAIMER

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

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DENVER METRO ASSOCIATION OF REALTORS®

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





THE RUETH TEAM

#1 Originator in Colorado | #18 Originator Nationally

WE ARE *a mortgage team who is enthusiastically committed to providing the gateway into real estate for clients across the country.*



WE PROVIDE

An Exceptional Client Journey
You and your clients can expect speed, efficiency and connection. From the initial phone call to funding day, the home-buying process will be as stress-free as possible.

Trust Through Communication
Through process emails, calls and texts, daily social media posts, weekly YouTube videos, Saturday blogs and Friday market texts, your clients will always feel confident in their real estate journey.

A Focus on Education
Your clients want options! And we have them! Through monthly classes, events and strategy discussions each buyer you send our way will get the highest level of service and education found in the industry.

Experience and Teamwork
This is where we make the magic happen for YOU! With over 50 years of industry experience, in-house sales, processing, underwriting teams and being within shouting distance from one another in the office, you are getting the best of the best.

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WE BELIEVE *in sleeping better at night knowing you've built financial diversity, security and multigenerational wealth. **We believe in the power of real estate.***



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