

INSTITUTE *for*
LUXURY HOME
MARKETING®

AUGUST
2022

Home of the CLHMS™

THE
Battista
TEAM

DENVER

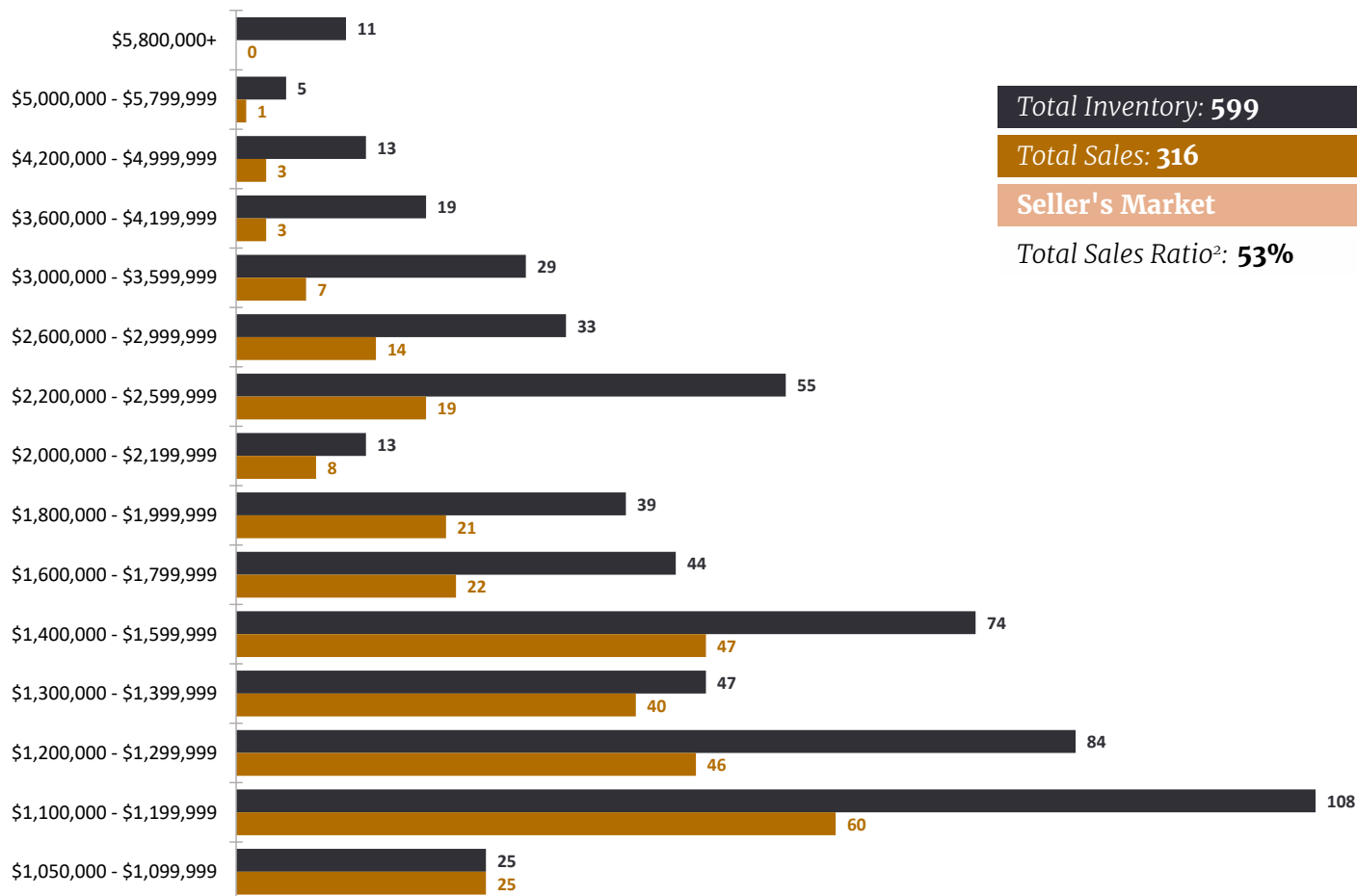
COLORADO

www.LuxuryHomeMarketing.com
DENVER *and* **BEYOND**

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

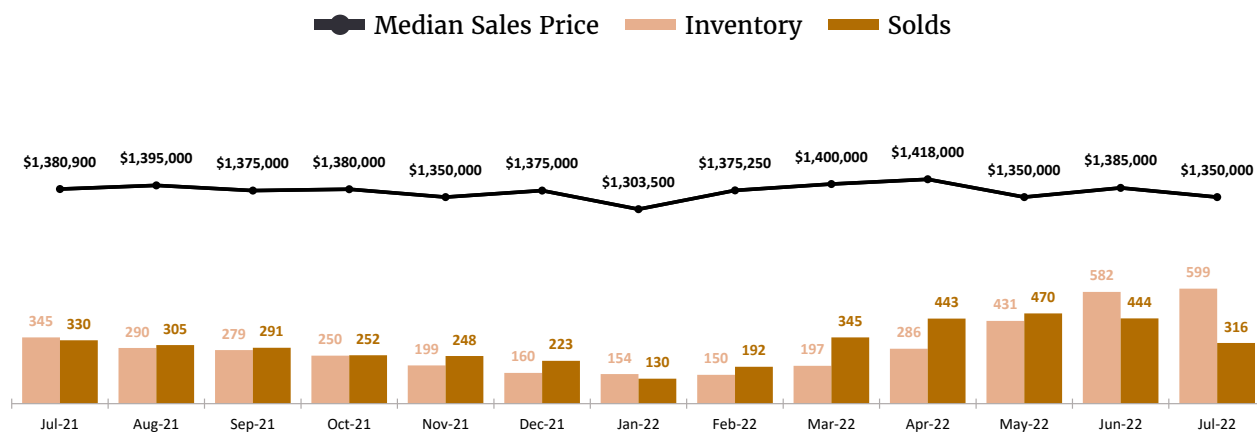
Luxury Benchmark Price¹: **\$1,050,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,279,000	4	4	182	260	70%
3,000 - 3,999	\$1,475,000	5	5	97	191	51%
4,000 - 4,999	\$2,037,500	5	6	30	94	32%
5,000 - 5,999	\$3,435,316	5	7	2	31	6%
6,000 - 6,999	\$2,837,500	6	7	2	8	25%
7,000+	\$3,800,000	5	6	3	14	21%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022
345 599

VARIANCE: **74%**

TOTAL SOLDS

Jul. 2021 Jul. 2022
330 316

VARIANCE: **-4%**

SALES PRICE

Jul. 2021 Jul. 2022
\$1.38m \$1.35m

VARIANCE: **-2%**

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022
\$496 \$520

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022
101.68% 100.00%

VARIANCE: **-2%**

DAYS ON MARKET

Jul. 2021 Jul. 2022
5 6

VARIANCE: **20%**

DENVER MARKET SUMMARY | JULY 2022

- The Denver single-family luxury market is a **Seller's Market** with a **53% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in July 2022.
- The most active price band is **\$1,050,000-\$1,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for single-family homes is **\$1,350,000**.
- The median days on market for July 2022 was **6** days, up from **5** in July 2021.

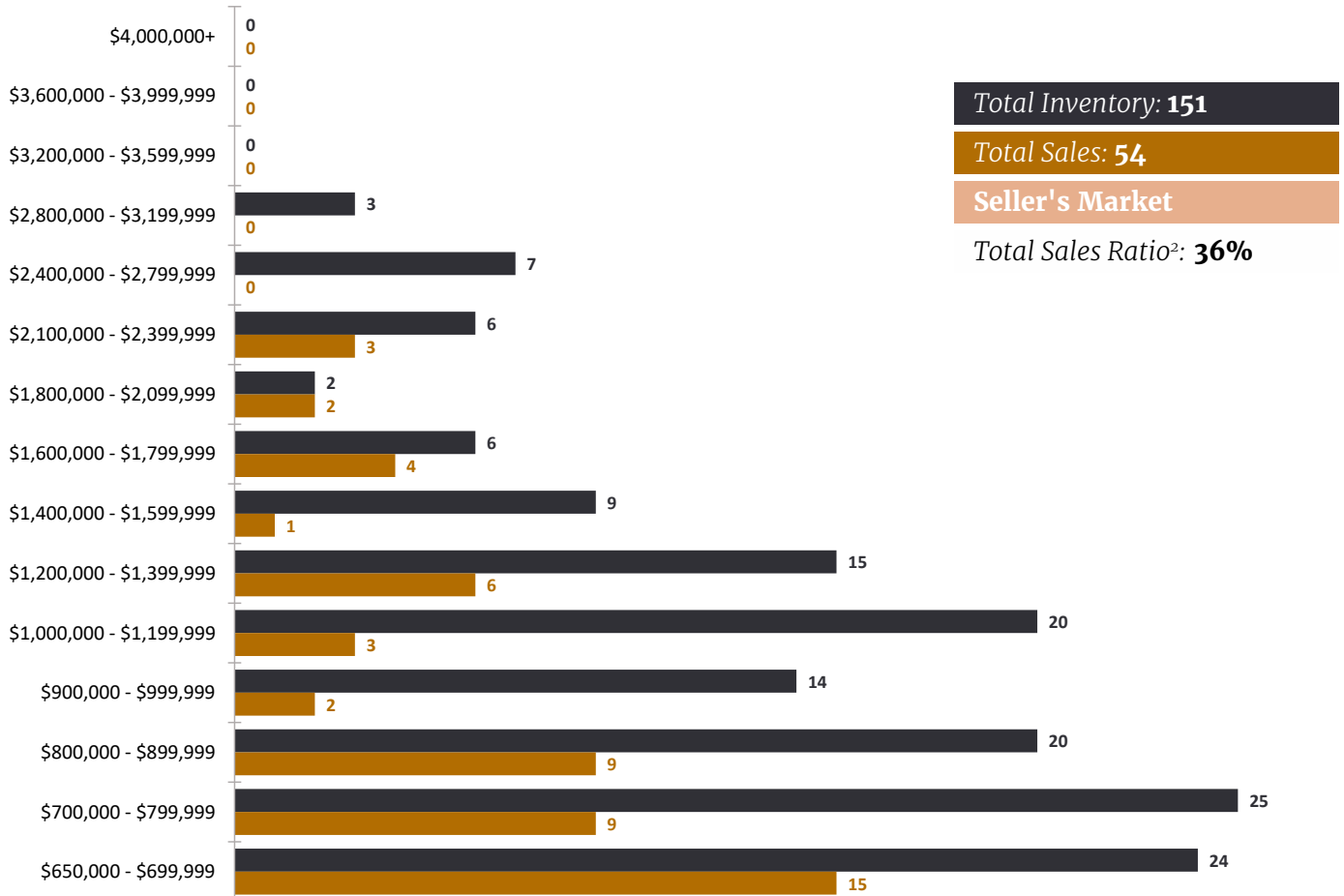
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2022

Inventory Sales

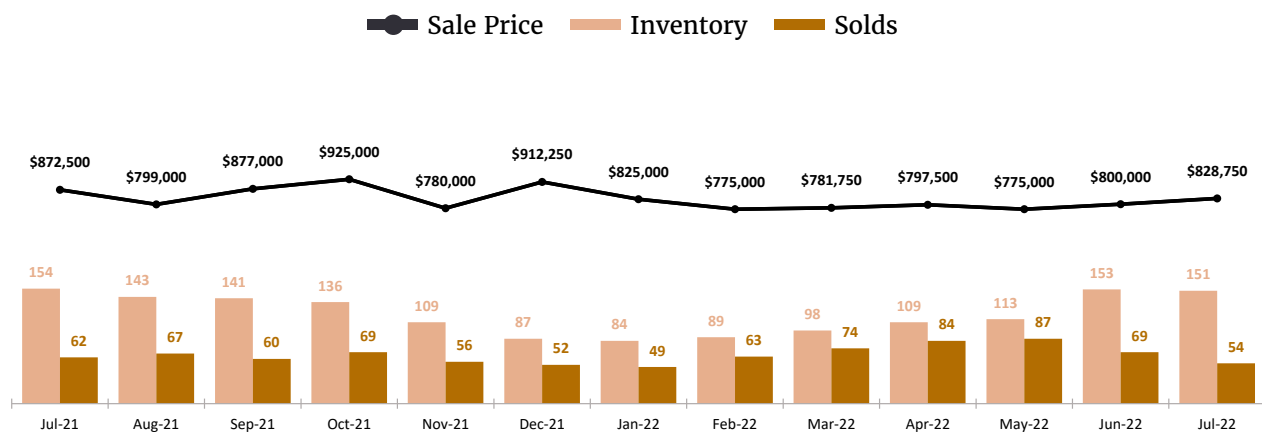
Luxury Benchmark Price¹: **\$650,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$789,900	2	2	19	56	34%
1,500 - 1,999	\$841,250	2	3	20	33	61%
2,000 - 2,499	\$915,000	3	3	11	32	34%
2,500 - 2,999	\$1,412,500	3	3	2	24	8%
3,000 - 3,499	\$702,910	4	4	2	3	67%
3,500+	NA	NA	NA	0	3	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2021 Jul. 2022

154 151

VARIANCE: -2%

TOTAL SOLDS

Jul. 2021 Jul. 2022

62 54

VARIANCE: -13%

SALES PRICE

Jul. 2021 Jul. 2022

\$873k \$829k

VARIANCE: -5%

SALE PRICE PER SQFT.

Jul. 2021 Jul. 2022

\$540 \$552

VARIANCE: 2%

SALE TO LIST PRICE RATIO

Jul. 2021 Jul. 2022

100.00% 99.71%

VARIANCE: 0%

DAYS ON MARKET

Jul. 2021 Jul. 2022

9 13

VARIANCE: 44%

DENVER MARKET SUMMARY | JULY 2022

- The Denver attached luxury market is a **Seller's Market** with a **36% Sales Ratio**.
- Homes sold for a median of **99.71% of list price** in July 2022.
- The most active price band is **\$1,800,000-\$2,099,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$828,750**.
- The median days on market for July 2022 was **13** days, up from **9** in July 2021.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.