

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

MAY
2022

DENVER

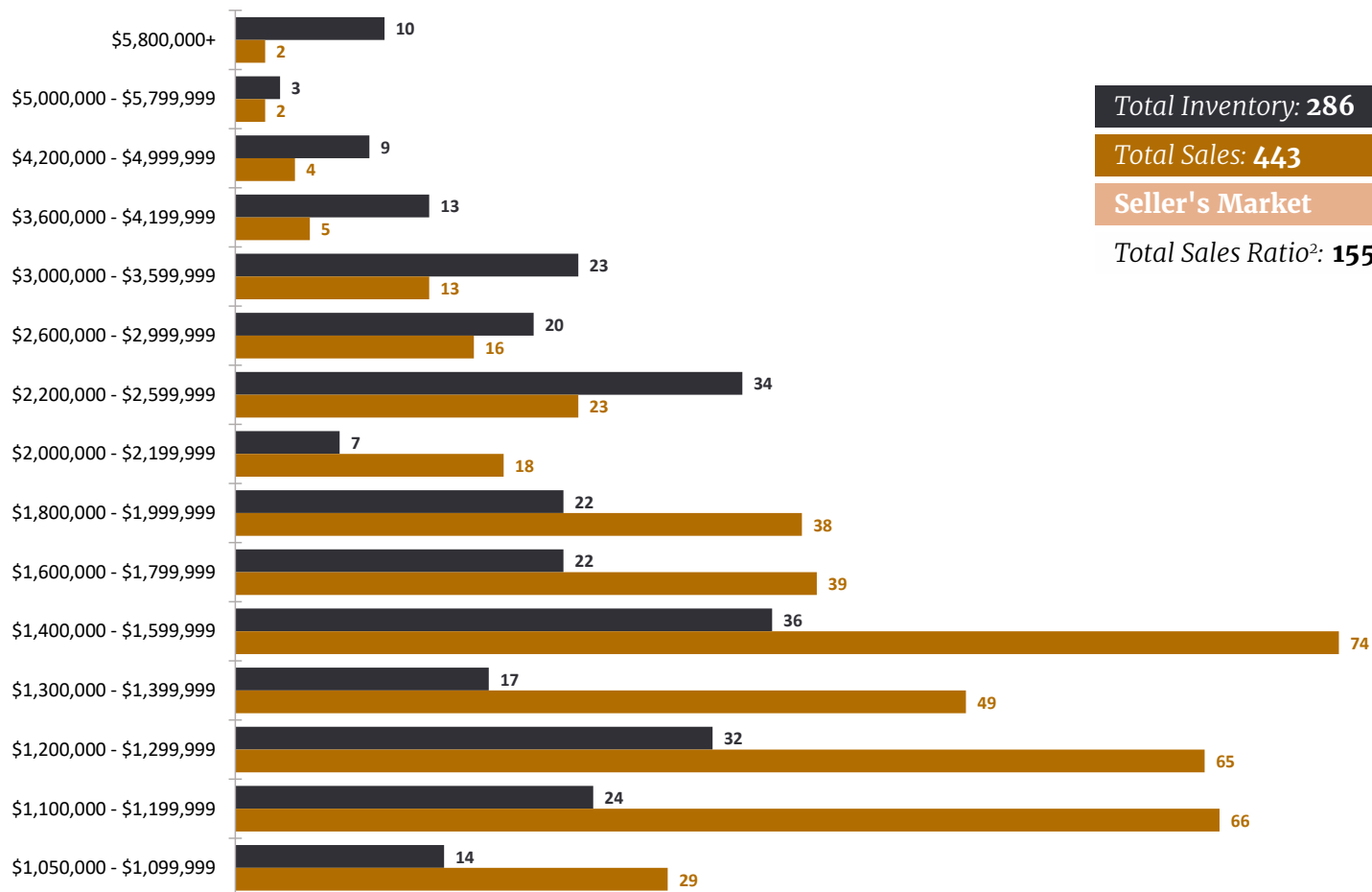
COLORADO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **286**

Total Sales: **443**

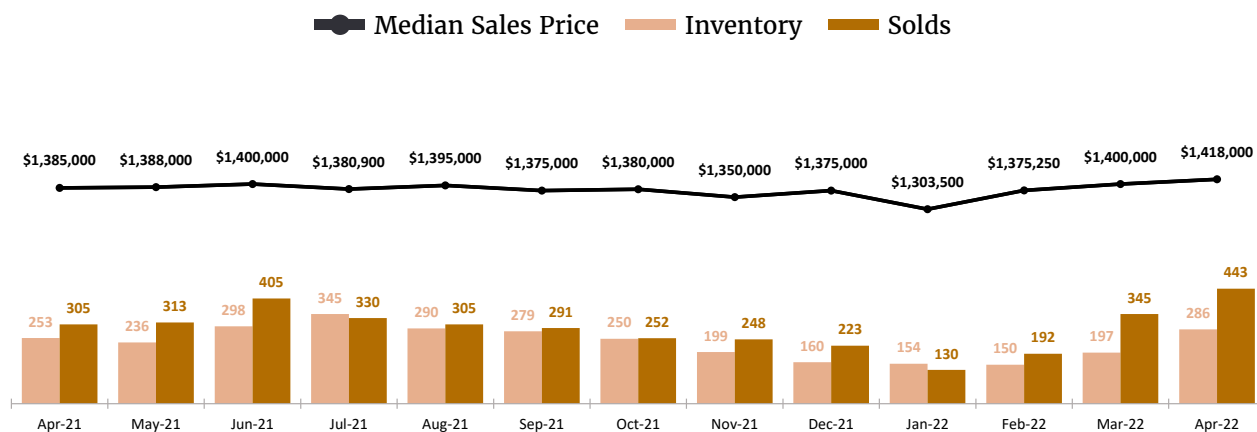
Seller's Market

Total Sales Ratio²: **155%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,305,000	4	4	221	111	199%
3,000 - 3,999	\$1,500,000	5	5	156	83	188%
4,000 - 4,999	\$2,000,000	5	6	48	58	83%
5,000 - 5,999	\$2,975,000	5	6	10	17	59%
6,000 - 6,999	\$3,250,000	5	7	5	7	71%
7,000+	\$6,400,000	6	9	3	10	30%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

253 286

VARIANCE: **13%**

TOTAL SOLDS

Apr. 2021 Apr. 2022

305 443

VARIANCE: **45%**

SALES PRICE

Apr. 2021 Apr. 2022

\$1.39m \$1.42m

VARIANCE: **2%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

\$459 \$531

VARIANCE: **16%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

100.06% 107.08%

VARIANCE: **7%**

DAYS ON MARKET

Apr. 2021 Apr. 2022

5 4

VARIANCE: **-20%**

DENVER MARKET SUMMARY | APRIL 2022

- The Denver single-family luxury market is a **Seller's Market** with a **155% Sales Ratio**.
- Homes sold for a median of **107.08% of list price** in April 2022.
- The most active price band is **\$1,300,000-\$1,399,999**, where the sales ratio is **288%**.
- The median luxury sales price for single-family homes is **\$1,418,000**.
- The median days on market for April 2022 was **4** days, down from **5** in April 2021.

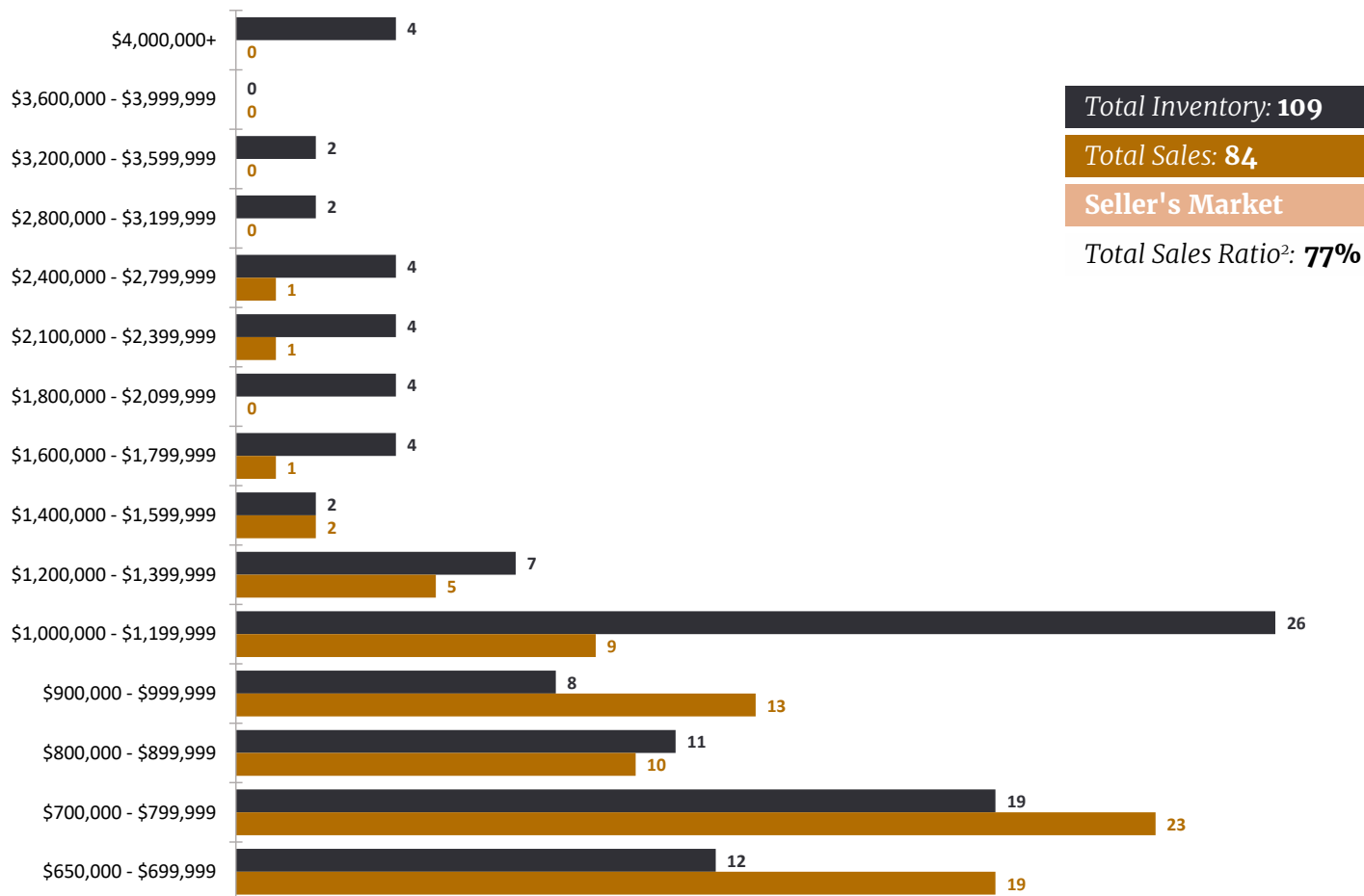
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | APRIL 2022

Inventory Sales

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



Total Inventory: **109**

Total Sales: **84**

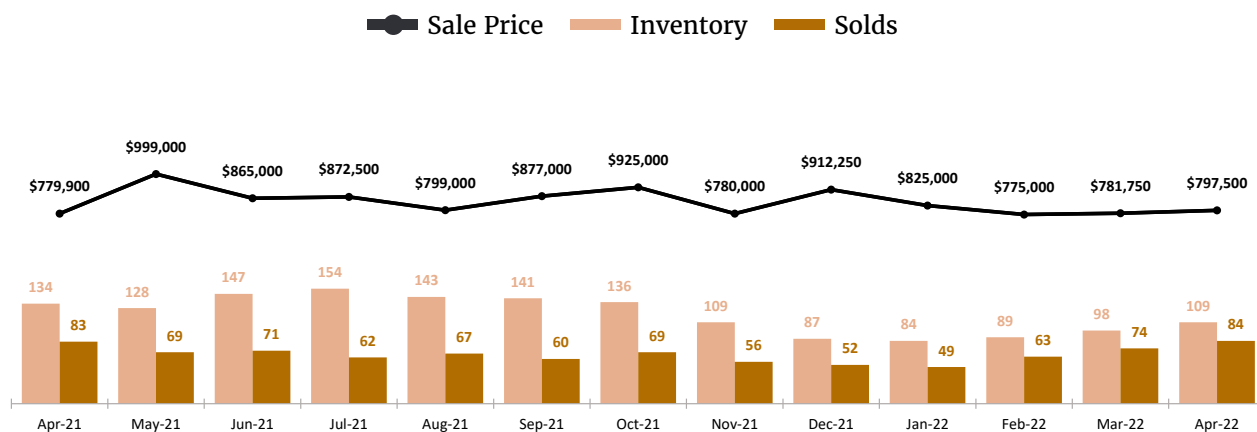
Seller's Market

Total Sales Ratio²: **77%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$717,000	2	2	38	47	81%
1,500 - 1,999	\$799,500	2	3	28	26	108%
2,000 - 2,499	\$992,205	3	3	13	17	76%
2,500 - 2,999	\$1,112,500	2	3	5	11	45%
3,000 - 3,499	NA	NA	NA	0	3	0%
3,500+	NA	NA	NA	0	5	0%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales 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 | APRIL

TOTAL INVENTORY

Apr. 2021 Apr. 2022

134 109

VARIANCE: **-19%**

TOTAL SOLDS

Apr. 2021 Apr. 2022

83 84

VARIANCE: **1%**

SALES PRICE

Apr. 2021 Apr. 2022

\$780k \$798k

VARIANCE: **2%**

SALE PRICE PER SQFT.

Apr. 2021 Apr. 2022

\$509 \$534

VARIANCE: **5%**

SALE TO LIST PRICE RATIO

Apr. 2021 Apr. 2022

100.00% 100.00%

VARIANCE: **0%**

DAYS ON MARKET

Apr. 2021 Apr. 2022

11 5

VARIANCE: **-55%**

DENVER MARKET SUMMARY | APRIL 2022

- The Denver attached luxury market is a **Seller's Market** with a **77% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in April 2022.
- The most active price band is **\$900,000-\$999,999**, where the sales ratio is **163%**.
- The median luxury sales price for attached homes is **\$797,500**.
- The median days on market for April 2022 was **5** days, down from **11** in April 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.