

MLS Statistics Document the Return of Last Year's Out-of-Control Seller's Market

One of the most dependable indicators of a strong "seller's market" is the number of listings which sell above their listing price, and by how much. Another is the number of days that a listing is on the MLS ("DOM") before going under contract.

As shown in the chart at right, drawn from REColorado's data for the period of January 2021 through last month, the seller's market peaked in May and June of last year but has now surged again. All indications are that the surge will continue through the spring.

Average DOM is always higher than median DOM because there are many homes that languish on the market unsold because they are overpriced, or for another reason. What's remarkable about this

sellers market was how low the average DOM went as even those hard-to-sell homes attracted buyers.

As with the previous surge, the average DOM has sunk below 20 while the median DOM has revisited its all-time low of 4 days on the MLS.

(Note: These statistics are for residential listings in the metro Denver area, which I've defined here as within a 25-mile radius of the State Capitol.)

The rising cost of money — that is, the increase in mortgage rates projected for this year — will lure many buyers "off the fence" hoping a buy a home before interest rates rise further.

I foresee a stronger than usual seasonal jump in the number of new listings as spring arrives.

Many people believe, erroneously,

ly, that the best time to list a home is in the spring, so those people will be putting their homes up for sale in the coming weeks. In addition, as I wrote last week, many homeowners who weren't thinking of selling before are likely to decide it's a good time to "cash out." But I don't foresee that increase in supply going far to meet the needs of today's home buyers, and I don't see prices leveling off, much less declining.

It surprises many of us that homes are appraising at the high prices they are selling for, but when a winning bidder waives appraisal objection to win a bidding war — which is almost common nowadays — that sale becomes a comp that supports future appraisals at the same price or higher. (On the appraisal form, there's a place to indicate a rising, falling or stable market, and when an appraiser checks the box that it's a rising market, that gives him or her more leeway to appraise a home higher than recent comparable sales might otherwise justify, further fueling the frenzy.)

Month	Ratio	Ave. DOM	Median DOM
Jan-21	100.0%	30	6
Feb-21	100.9%	29	5
Mar-21	102.1%	25	4
Apr-21	103.7%	16	4
May-21	104.4%	13	4
Jun-21	104.6%	13	4
Jul-21	103.1%	10	4
Aug-21	101.3%	13	5
Sep-21	100.7%	15	5
Oct-21	100.5%	16	5
Nov-21	100.3%	18	5
Dec-21	100.2%	19	6
Jan-22	100.6%	23	5
Feb-22	103.7%	18	4

The real estate market is becoming less and less predictable, along with other elements of our economy and society. War could be imminent or a new Covid variant might come. God only knows!

Rita and I are moving and can't take our wonderful upright piano with us. We bought it in 2020 from a dealer for \$5,500, but we will part with it for just \$3,500. It has the sound of a grand! Call me at **303-525-1851** to come try and buy!



REAL ESTATE TODAY



By **JIM SMITH, Realtor®**

Electric Vehicle Roundup Scheduled for April 2nd

Every April and October, Golden Real Estate hosts an electric vehicle roundup as part of **Drive Electric Earth Day** and **National Drive Electric Week**. Although we've moved our real estate office to downtown Golden, we still own our former location at **17695 S. Golden Road**, and we'll host the EV roundup in that parking lot, just like last April and October.

We're seeking EV owners who would like to display their EVs from **3 to 6 pm on Saturday, April 2nd**. We'd particularly like to see some of the new models, such as Rivian's pickup truck, Ford's Mustang Mach E, and Volvo's XC40 Recharge. You can register your vehicle online at

www.DriveElectricWeek.info.

If you are not an EV owner and would like to talk to existing EV owners (like me) about their experience, you can register at the same site as an attendee, or simply show up on April 2nd.

We intentionally schedule our EV roundups during the SuperCruise event which happens on the first Saturday of each month from April through October. That event attracts hundreds of gas-powered classic and other cars and thousands of spectators. Our parking lot is on that popular stretch of South Golden Road and exposes those owners and spectators to the future of transportation — electric vehicles. See you there!

Arvada Home Just Listed by Jim Swanson

This is a turn-key move-in ready 4-bedroom, 3-bath home. The address is **3875 W. 63rd Avenue**. It has an Arvada address, but is in Adams County. You'll enjoy the numerous updates. The stainless steel kitchen appliances and gas range are included. The three bathrooms have been professionally remodeled, and there is custom wood flooring throughout the home. There are newer windows, and the high quality window coverings are included. The home faces south and has a 2-car garage and additional concrete driveway pad for a third vehicle. You'll appreciate the home's convenient location close to I-76 and I-70. It's only 10 minutes to the Tennyson light rail station, and large Tennyson Knolls Park. Find more information and interior pictures plus a narrated video tour at www.ArlingtonMeadowsHome.info, then come to **Jim Swanson's** open house on **Saturday, March 19th, from 11am to 2pm**. Or call Jim at **303-929-2727** to arrange a private showing.



Thornton Home Listed by Anapaula Schock

This townhome at **1818 W. 102nd Avenue** is move-in ready! Centrally located near 104th Ave. and Federal Blvd., it has three spacious bedrooms and 1½ bathrooms. It's a corner unit with a private patio, stainless steel appliances, and tile & wood laminate flooring. It is freshly painted, has central air conditioning, and the washer and dryer are included. In addition to the one-car garage, there's a second reserved parking space. Open space is across from the unit and there's a green area next to it. It's located in a quiet area near shopping, restaurants, and lots of commercial activity. Set your showing soon or call Anapaula at **303-917-1749** with any questions. She'll be holding it open this **Saturday, March 19th, from 1 to 3 p.m.** You can view more pictures and take a video tour at www.ThorntonTownhome.info.



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