



milehimodern market report

DENVER + BOULDER — Q.4 + YEAR-END — 2021

a year of growth

For the past three years, milehimodern has focused on artistry and human connection as the foundation of real estate. Now, as we enter into 2022, that informed approach, coupled with our expert brokers, has afforded us the privilege of growth as a brokerage. As the landscape of the market shifts, our brokers continue to guide our clients and offer the highest level of service. Through this report, buyers and sellers alike can begin to understand 2021's market trends, allowing them to better prepare for another heated year ahead in Denver, Boulder and surrounding areas.

In 2021 alone, our brokerage has grown to 150 brokers and has closed over 1,600 transactions, totaling roughly \$1.4B in sales volume. It's no coincidence that we have seen such explosive growth; since its inception, milehimodern has attracted accomplished brokers who command excellence. It has been a pleasure to serve our clients, and we look forward to many years of service to come as we continue to expand our footprint throughout Denver Metro and prepare to open our first office location in Boulder. Situated on iconic Pearl Street, our mhm Boulder office is set to open in February of 2022.

Thank you for allowing us to serve you!

Carmelo Paglialunga + Carla Thompson
milehimodern owners





LUSTROUS ELEGANCE



BEAMING BRILLIANCE



SCULPTURAL ASCENSION

STATS ————— OCTOBER — NOVEMBER — DECEMBER

Colorado Median Price \$525,000 \$532,800 \$529,995

The above Colorado data is based on counties statewide. The following Denver data is based on eleven counties in the Denver Metro Area: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park. The following Boulder data is based on Boulder County.

OCTOBER	STATS	YOY
Active	2,351	↓ 11.0%
Sold	3,645	↓ 23.1%
Average Sold Price	\$684,700	↑ 9.9%
Days on Market	14	↓ 39.1%

NOVEMBER	STATS	YOY
Active	1,444	↓ 17.7%
Sold	3,513	↓ 7.9%
Average Sold Price	\$703,847	↑ 15.0%
Days on Market	15	↓ 28.6%

DECEMBER	STATS	YOY
Active	968	↓ 26.4%
Sold	3,155	↓ 12.3%
Average Sold Price	\$705,753	↑ 15.6%
Days on Market	19	↓ 5.0%

denver





OCTOBER	STATS	YOY
Active	265	↓ 53.8%
Sold	350	↓ 14.2%
Average Sold Price	\$1,020,934	↑ 19.0%
Days on Market	33	↓ 15.4%

NOVEMBER	STATS	YOY
Active	176	↓ 60.4%
Sold	304	↓ 20.8%
Average Sold Price	\$1,013,364	↑ 28.6%
Days on Market	36	↓ 7.7%

DECEMBER	STATS	YOY
Active	120	↓ 26.8%
Sold	241	↓ 24.0%
Average Sold Price	\$985,387	↑ 15.4%
Days on Market	41	↓ 14.6%

boulder



ULTRA-LUXURY	\$2M+	Q3 TO Q4
Active	426	↓ 27.29%
Under Contract	102	↓ 36.16%
Sold	118	↓ 15.01%
Average Sold Price	\$3,161,087	↑ 5.58%
Days on Market	59	↑ 9.09%

LUXURY	\$1M-\$2M	Q3 TO Q4
Active	634	↓ 46.76%
Under Contract	398	↓ 38.44%
Sold	510	↓ 18.63%
Average Sold Price	\$1,319,640	↓ 1.20%
Days on Market	28	↑ 32.94%

PREMIER	\$500K-\$1M	Q3 TO Q4
Active	2,396	↓ 42.37%
Under Contract	2,984	↓ 26.09%
Sold	3,583	↓ 12.61%
Average Sold Price	\$657,534	↑ 0.36%
Days on Market	18	↑ 29.09%

q4 average

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q4 summary

Since Q3 2021, buyers have seen a gentle reprieve from the heated summer and fall months with increased days on market across the board, but it was still a competitive time to be searching for a home. The importance of working with an experienced, transaction-savvy broker has never been more prominent than within this historic moment of the industry.

Sellers are still experiencing advantageous numbers with record-low inventory. Since last quarter, the Ultra-Luxury Market saw a 27.29% decrease in inventory. The Luxury Market and Premier Market followed suit with a 46.76% and 42.37% decrease, respectively. .





year-end summary

Ever since our humble beginnings in 2019, we have experienced a spectrum of formidable industry challenges from worldwide shutdowns to record-breaking low inventories. This past year was no different, with low interest rates fueling buyer demand. Year-over-year, prices have increased across the board in the state of Colorado with a 17.25% jump since Q4 2020.

Buyers may face additional challenges in 2022 with forecasted interest rate increases and competition fueled by Colorado's coveted lifestyle. Since 2020, homes in the Premier, Luxury and Ultra-Luxury Markets spent 53.23%, 43.89% and 37.69% less time on market, respectively. Despite how favorable these numbers may seem to sellers, buyers equipped with a fierce broker advocate may succeed in this heated market with creative negotiation tactics and financing solutions.

ULTRA-LUXURY — \$2M+	2020	2021	YOY
Active	7,425	5,246	↓ 29.35%
Sold	762	1,410	↑ 85.04%
Average Sold Price	\$2,863,344	\$3,002,337	↑ 4.85%
Average Days on Market	100	62	↓ 37.69%

LUXURY — \$1M-2M	2020	2021	YOY
Active	15,563	8,014	↓ 48.51%
Sold	3,806	6,224	↑ 63.53%
Average Sold Price	\$1,318,228	\$1,332,381	↑ 1.07%
Average Days on Market	60	34	↓ 43.89%

PREMIER — \$500K-1M	2020	2021	YOY
Active	50,785	26,583	↓ 47.66%
Sold	28,146	40,038	↑ 42.25%
Average Sold Price	\$645,745	\$657,673	↑ 1.85%
Average Days on Market	37	18	↓ 53.23%

year-end stats

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who we are

milehimodern (mhm) is Colorado's premier real estate brokerage focused on the artistry of living.

We believe in connection first; every home has a soul-filled story to tell.

Our purpose is to bring this story to light by discovering the artistic sizzle, the iconic value, the extraordinary architecture, or simply the narrative of a beautiful life lived in each property.

Let us tell your story.

milehimodern the coolest homes in town

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