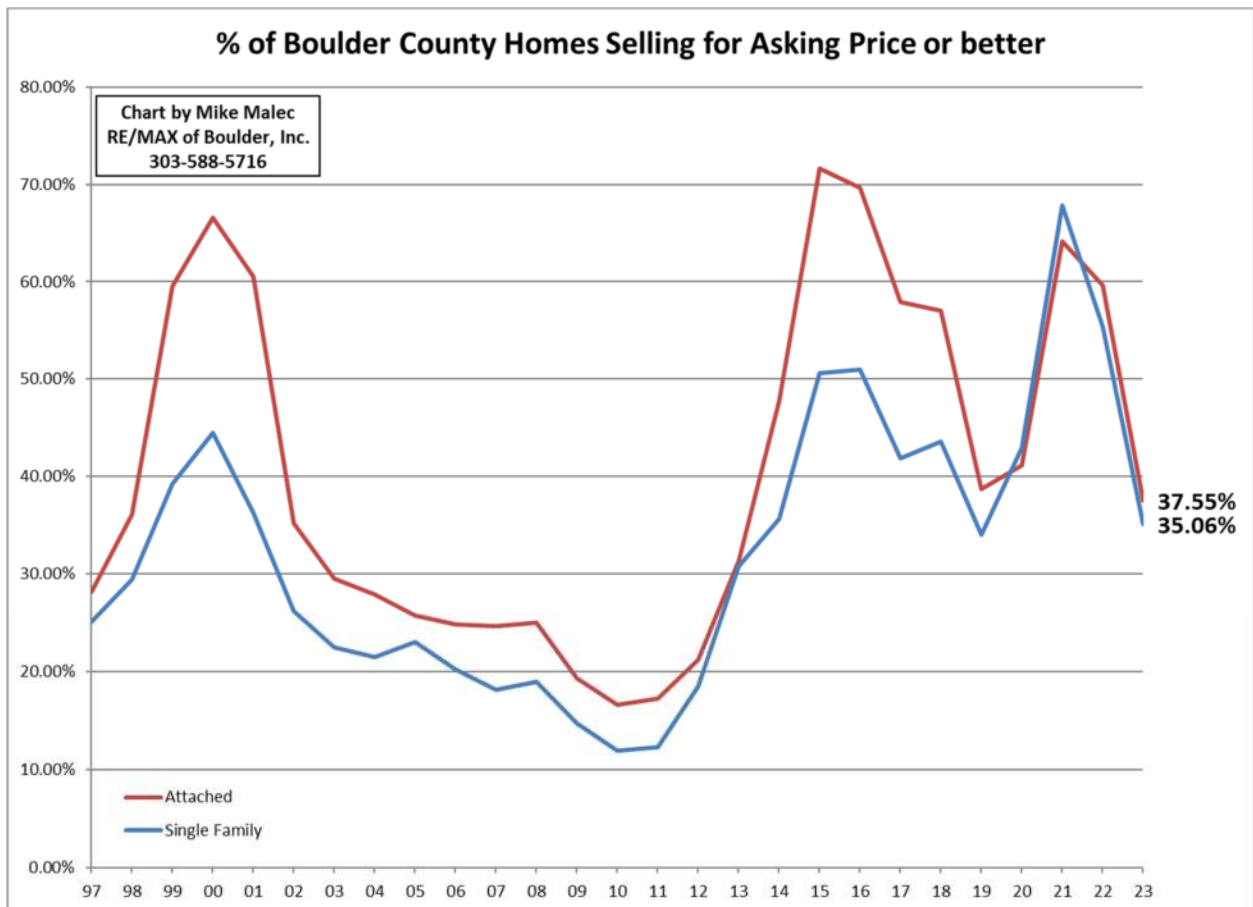


This will be my last article reviewing the final numbers for 2023. The last thing I like to look at is the strength or weakness of the market in terms of sales price versus list price. Here I'll be looking at the percentage of homes selling for asking price or better and how that metric has trended over time. The data I used for this chart has had any sales concessions deducted from the sales price and is for the ratio of last listed MLS price to sales price, IRES only data for Boulder County. Original listed price is not a downloadable field from IRES and there's too much data to try and hand scrub through it all and find original listed prices, so I'm stuck using last MLS asking price.

With the market struggles in 2023, the percentage of homes selling for over asking continued to drop off the highs most recently set in 2021. 35% for single family and 37.5% for attached homes. The higher interest rates seen in 2023 and the corresponding increase in concessions for interest rate buydowns may also have contributed to these changes. Depending on how this year plays out, I believe we'll see further deterioration in these numbers.



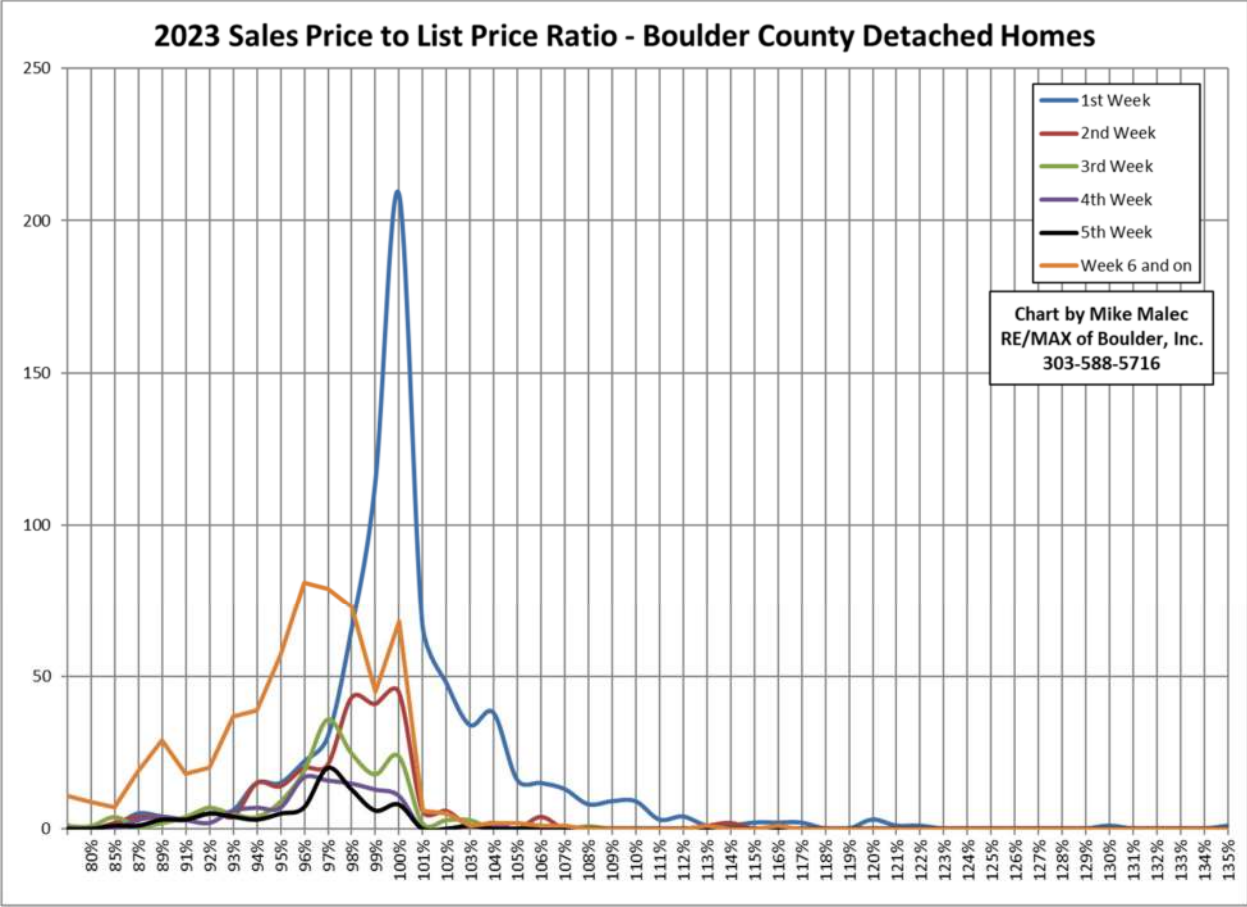
When I pull this over asking price data, I look at the sales price to asking price ratios and how those ratios change depending on how quickly the home goes under contract. As you would expect, the more quickly the home goes under contract, the more likely the sales price was at or over the asking price. As we retreat from the market frenzy we felt in 2021 & 2022, we see asking price or better sales falling back into more typical ranges. In 2023, 63% of the homes that went under contract during their

first week on the market sold for asking price or better. In 2021, we had such strength that I felt the need to add additional detail on the homes that sold for over 105% over asking. That detail is included below, but with our retreat from the hottest market frenzy, I'm not sure that detail remains warranted for the sales past the first week.

2023 Single Family Homes	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6+
% of all Sales	38.23%	12.17%	8.41%	5.24%	5.69%	30.27%
Asking or better	63.13%	27.24%	20.00%	12.26%	16.52%	19.61%
<80% - 95%	5.17%	16.26%	17.06%	23.58%	24.35%	30.88%
95% - 97%	4.79%	13.82%	16.47%	22.64%	17.39%	22.55%
97% - 99%	12.29%	26.02%	35.88%	29.25%	30.43%	24.84%
99% - 100%	14.62%	16.67%	10.59%	12.26%	11.30%	7.35%
100% - 102%	35.71%	20.73%	15.29%	10.38%	13.04%	12.09%
102% - 105%	15.52%	3.66%	3.53%	1.89%	1.74%	1.31%
>105%	11.90%	2.85%	1.18%	0.00%	1.74%	0.98%

100% - 105%	51.23%	24.39%	18.82%	12.26%	14.78%	13.40%
105% - 110%	7.89%	1.63%	1.18%	0.00%	1.74%	0.65%
110% - 115%	2.33%	1.22%	0.00%	0.00%	0.00%	0.16%
115% - 120%	0.78%	0.00%	0.00%	0.00%	0.00%	0.16%
120% - 125%	0.65%	0.00%	0.00%	0.00%	0.00%	0.00%
125% - 130%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
130% - 135%	0.13%	0.00%	0.00%	0.00%	0.00%	0.00%
>135%	0.13%	0.00%	0.00%	0.00%	0.00%	0.00%

As per usual, I also take this same data and plot it in separate colors denoting the week in which the property went under contract. Last year I expanded the detail beyond 105% over asking which I kept and which is likely no longer needed. How quickly the market does turn! During the market frenzy, the most common result was asking price or better, no matter the week the property went under contract. This year we can see that only occurred in weeks 1 and 2. Buyers are definitely regaining negotiating power.

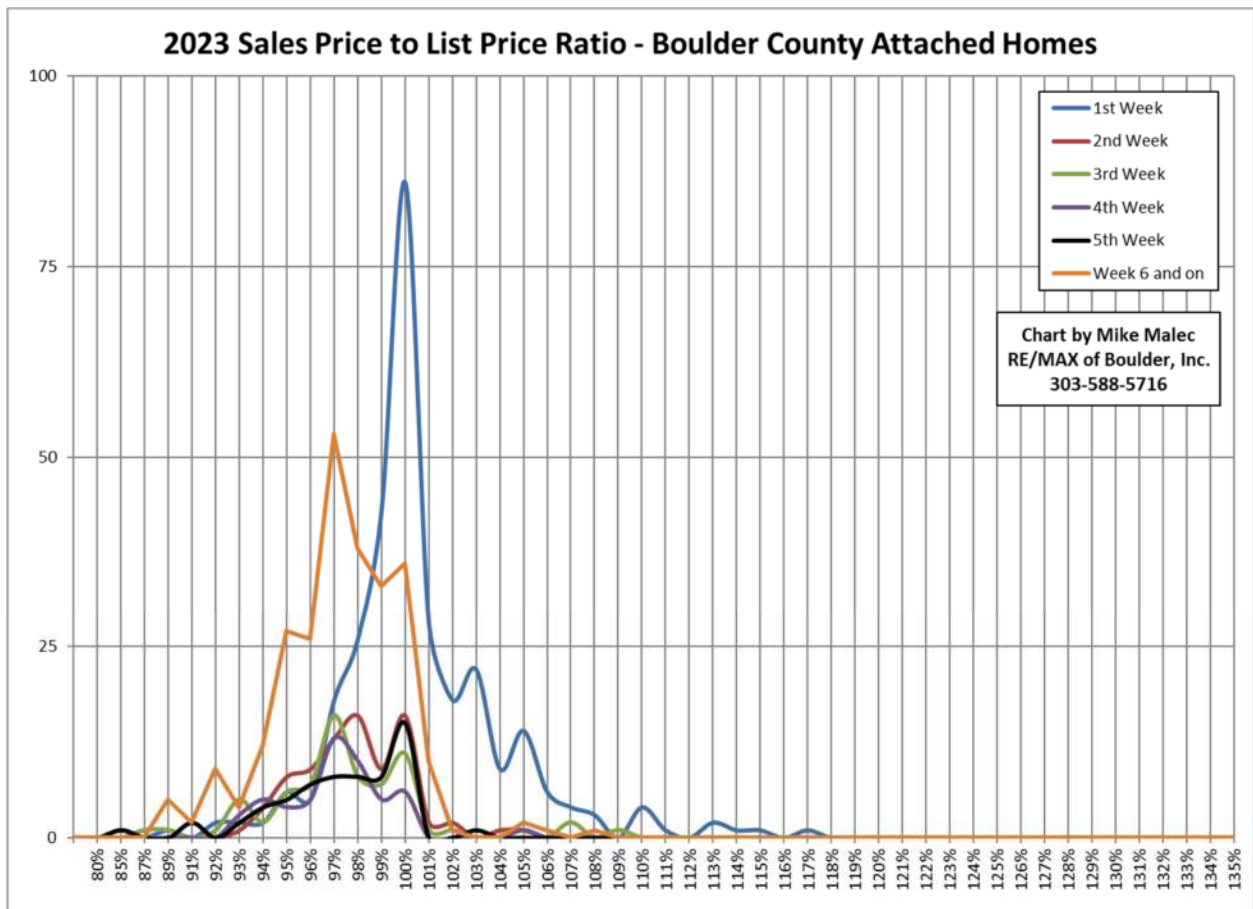


Now, let's look at these same stats for attached homes. Slightly stronger than the single family home data, but softer than previous years, with 65.57% of the homes going under contract in the first week selling for asking price or better. I kept the more detailed info for prices over 105% over asking, but as you can see, that probably is no longer needed.

2023 Attached Homes	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6+
% of all Sales	36.70%	9.87%	8.42%	6.38%	7.34%	31.29%
Asking or better	65.57%	26.83%	22.86%	13.21%	26.23%	28.46%
<80% - 95%	2.30%	6.10%	14.29%	16.98%	14.75%	12.31%
95% - 97%	3.61%	20.73%	18.57%	16.98%	19.67%	20.38%
97% - 99%	14.43%	35.37%	34.29%	43.40%	26.23%	35.00%
99% - 100%	14.10%	10.98%	10.00%	9.43%	13.11%	12.69%
100% - 102%	37.38%	21.95%	17.14%	11.32%	24.59%	17.69%
102% - 105%	16.07%	3.66%	1.43%	0.00%	1.64%	0.38%
>105%	12.13%	1.22%	4.29%	1.89%	0.00%	1.54%

100% - 105%	53.44%	25.61%	18.57%	11.32%	26.23%	18.08%
105% - 110%	8.85%	1.22%	4.29%	1.89%	0.00%	1.54%
110% - 115%	2.62%	0.00%	0.00%	0.00%	0.00%	0.00%
115% - 120%	0.66%	0.00%	0.00%	0.00%	0.00%	0.00%
120% - 125%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
125% - 130%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
130% - 135%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
>135%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

Here again is the plot of the above data. The blue spike in the 1st week being less dominant and not extending as far to the right as we saw in the 2022 chart. Oddly, homes that went under contract in the 5th week is the only other week that sees asking price or better being the most likely outcome. This may be sellers reacting more quickly to pricing on homes that do not go under contract quickly.



I doubt we'll see many sales with very high over asking percentages in 2024. So far, this year, I'm hearing of sellers with multiple offers getting asking price, not over. Always surprising how quickly the market can shift. Stay warm!



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