

# Local Market Update for August 2023

A Research Tool Provided by the Colorado Association of REALTORS®



**DENVER METRO**  
ASSOCIATION OF REALTORS®

## Lone Tree

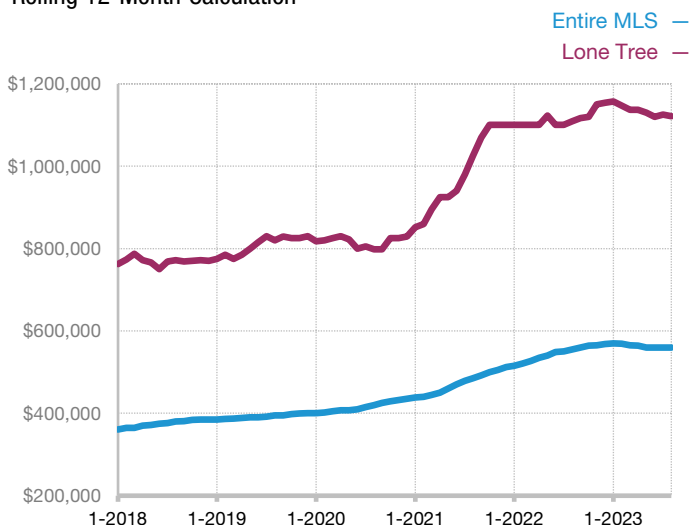
| Single Family                   | August      |             |                                   | Year to Date |              |                                   |
|---------------------------------|-------------|-------------|-----------------------------------|--------------|--------------|-----------------------------------|
| Key Metrics                     | 2022        | 2023        | Percent Change from Previous Year | Thru 08-2022 | Thru 08-2023 | Percent Change from Previous Year |
| Inventory of Active Listings    | 24          | 25          | + 4.2%                            | --           | --           | --                                |
| Under Contract                  | 10          | 7           | - 30.0%                           | 116          | 75           | - 35.3%                           |
| New Listings                    | 8           | 10          | + 25.0%                           | 148          | 103          | - 30.4%                           |
| Sold Listings                   | 17          | 12          | - 29.4%                           | 121          | 79           | - 34.7%                           |
| Days on Market Until Sale       | 18          | 14          | - 22.2%                           | 13           | 33           | + 153.8%                          |
| Median Sales Price*             | \$1,120,000 | \$965,000   | - 13.8%                           | \$1,190,000  | \$1,130,000  | - 5.0%                            |
| Average Sales Price*            | \$1,253,502 | \$1,128,200 | - 10.0%                           | \$1,274,860  | \$1,184,441  | - 7.1%                            |
| Percent of List Price Received* | 98.0%       | 100.3%      | + 2.3%                            | 101.8%       | 98.8%        | - 2.9%                            |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

| Townhouse/Condo                 | August    |           |                                   | Year to Date |              |                                   |
|---------------------------------|-----------|-----------|-----------------------------------|--------------|--------------|-----------------------------------|
| Key Metrics                     | 2022      | 2023      | Percent Change from Previous Year | Thru 08-2022 | Thru 08-2023 | Percent Change from Previous Year |
| Inventory of Active Listings    | 8         | 6         | - 25.0%                           | --           | --           | --                                |
| Under Contract                  | 4         | 4         | 0.0%                              | 43           | 35           | - 18.6%                           |
| New Listings                    | 6         | 7         | + 16.7%                           | 51           | 38           | - 25.5%                           |
| Sold Listings                   | 3         | 6         | + 100.0%                          | 47           | 31           | - 34.0%                           |
| Days on Market Until Sale       | 25        | 24        | - 4.0%                            | 15           | 32           | + 113.3%                          |
| Median Sales Price*             | \$650,000 | \$618,750 | - 4.8%                            | \$591,000    | \$645,000    | + 9.1%                            |
| Average Sales Price*            | \$658,333 | \$646,667 | - 1.8%                            | \$578,891    | \$649,921    | + 12.3%                           |
| Percent of List Price Received* | 101.3%    | 99.3%     | - 2.0%                            | 103.0%       | 99.1%        | - 3.8%                            |

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation

