

DENVER METRO
ASSOCIATION OF REALTORS®
The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

October 2018

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ANTHONY RAE
RE/MAX ALLIANCE
303.520.3179

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MARKET OVERVIEW

The October report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the September market transactions encompassing the 11 counties of the Denver Metro Area (Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park).

Here are the highlights:

		Prior Month	Year-Over-Year
 Residential (Single Family plus Condo)			
Active Inventory	8,807	7.04%	16.10%
Sold Homes	3,983	-28.91%	-20.24%
Sold Price - Average	\$455,980	-3.36%	6.83%
Sold Price - Median	\$399,500	-1.96%	6.53%
Days on Market - Average	26	13.04%	4.00%

 Single Family (aka Detached Single Family)			
Active Inventory	6,514	6.42%	14.42%
Sold Homes	2,795	-30.47%	-21.44%
Sold Price - Average	\$502,034	-3.79%	6.08%
Sold Price - Median	\$428,000	-2.73%	5.16%
Days on Market - Average	27	-0.31%	-0.29%

 Condo (aka Attached Single Family)			
Active Inventory	2,293	8.83%	21.13%
Sold Homes	1,188	-42.95%	-17.27%
Sold Price - Average	\$347,629	0.83%	11.49%
Sold Price - Median	\$301,625	1.73%	13.76%
Days on Market - Average	24	20.00%	

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MARKET INSIGHTS

- ✓ September saw an increase in month-end active listings compared to the prior month and the same month in prior years with inventories concentrated in Denver, Douglas, Arapahoe and Jefferson counties.
- ✓ According to Danielle Hale, chief economist of Realtor.com®, the signs are pointing to a market that's shifting toward buyers, but we're far from a full reversal in most cities.
- ✓ While increased inventory and days on market indicate a trend toward a more balanced market, going back to basics is always the key. Homes that are priced appropriately and show well are still selling quickly.
- ✓ New home prices are increasing due, in part, to the Trump administration's imposed tariffs on housing materials. Tariffs are up 10 percent on aluminum and 20 percent on steel and Canadian lumber. Experts say the industry is bracing for continued pain, as the President appears likely to move forward with a proposed tax on at least \$200 billion worth of goods imported from China.
- ✓ New home mergers and acquisitions continue as Taylor Morrison - one of the largest home building companies in the country - buys AV Homes - a developer and builder of residential communities in Florida, the Carolinas, Arizona and Texas - in a deal approaching \$1 billion.
- ✓ Equity Residential has acquired the Alexan Uptown and Skyhouse Denver properties for a reported \$274.72 million. This represents its first two acquisitions in the Denver market since exiting it in January 2016.
- ✓ HomeAdvisor is preparing to move its corporate headquarters into the forthcoming HUB building at 3601 Walnut St. in Denver's ultra-trendy RiNo neighborhood. About 300 staff - including finance, marketing and human resources professionals - are expected to be moving into the area.
- ✓ According to Chief Building Official Scott Hoffman, the Summit County building inspection department issued a record-high 852 per-

mits in 2017 for projects valued at more than \$244.5 million and 2018 is on pace to break that record.

- ✓ Nearly a quarter of Metro Denver renters dedicated half or more of their monthly income toward keeping a roof over their heads last year, according to a new study from Apartment List.
- ✓ Vast majority of consumers understand the days of easy, fast gains could be coming to an end. More are indicating that it is a good time to sell, which is a healthy shift in the market.
- ✓ The Mortgage Bankers Association reported that the volume of mortgage applications increased 2.9 percent last week. Refinance applications remain down 35 percent year over year, while purchase apps increased from three to four percent year over year. This is significant given interest rates are up almost one percent since September 2017.
- ✓ The average 30-year fixed mortgage increased to the highest level in seven years to 4.97 percent from 4.875 percent.
- ✓ The Federal Reserve Board increased the Federal Funds Rate by 0.25 percent as expected from 2.00 percent to 2.25 percent. Another hike is expected in December as well as three more in 2019 and two in 2020.
- ✓ The Fed is scheduled to cut purchases of mortgage-backed Securities and Treasuries to zero in October. This purchase reduction from \$50 billion a month to \$40 billion, \$30 billion, \$20 billion and, most recently, \$10 billion has had a greater impact on increasing mortgage rates than the Federal Funds Rate hikes.

✓ Quick Stats:

- Average active listings for September is 16,733 (1985-2017).
- Record-high September was 2006 with 31,450 listings, and 2015 represented the record low with 7,516 listings. September 2018 closed with 8,807 active listings.
- The 20-year average change in active listings from August to September is a 0.82 percent decrease. 2018 represents an increase of 7.04 percent. This is the highest percentage increase ever recorded.



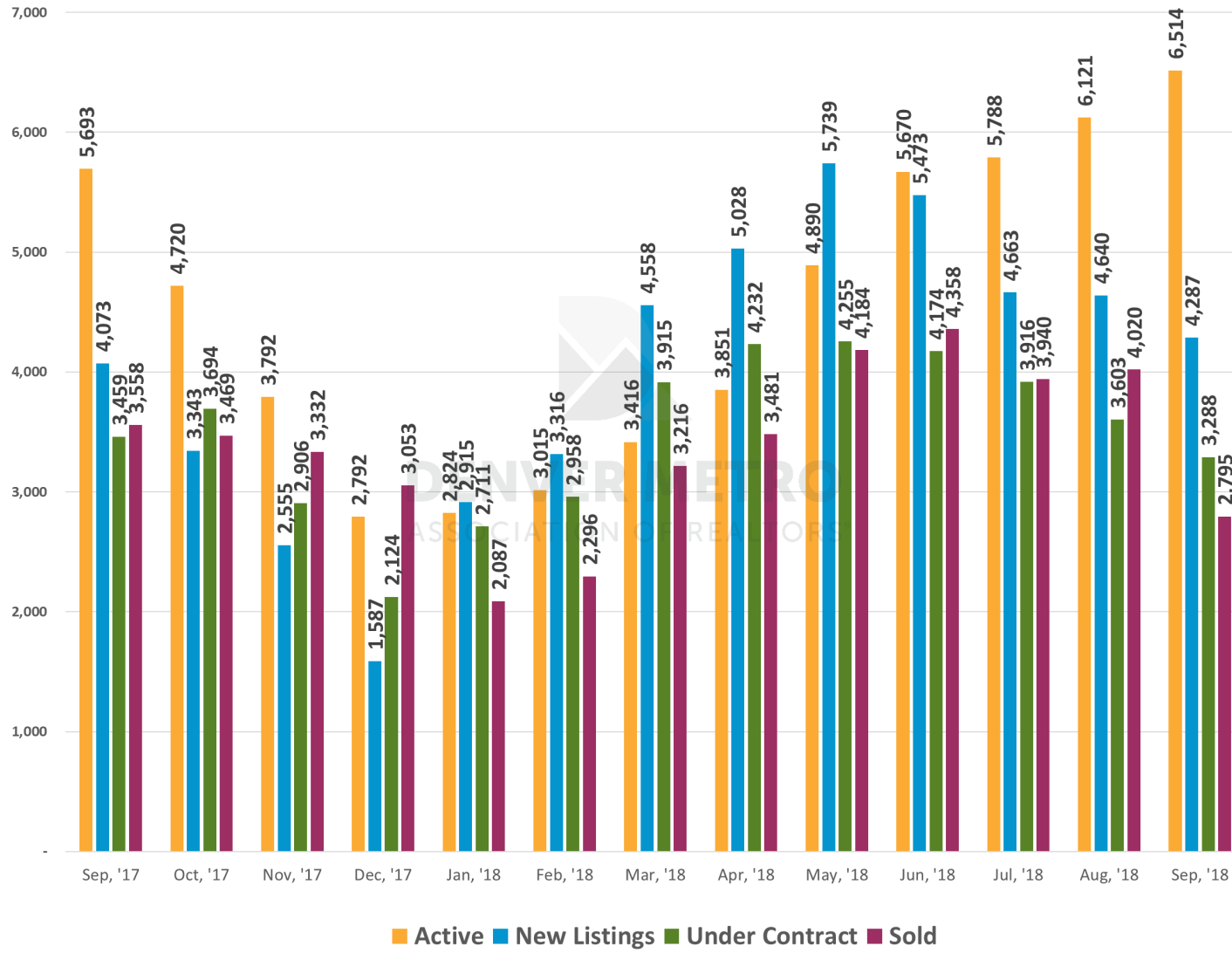
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Single Family (aka Detached Single Family)

DMAR Market Trends | September 2018 Data
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Source of MLS Data: REcolorado.com



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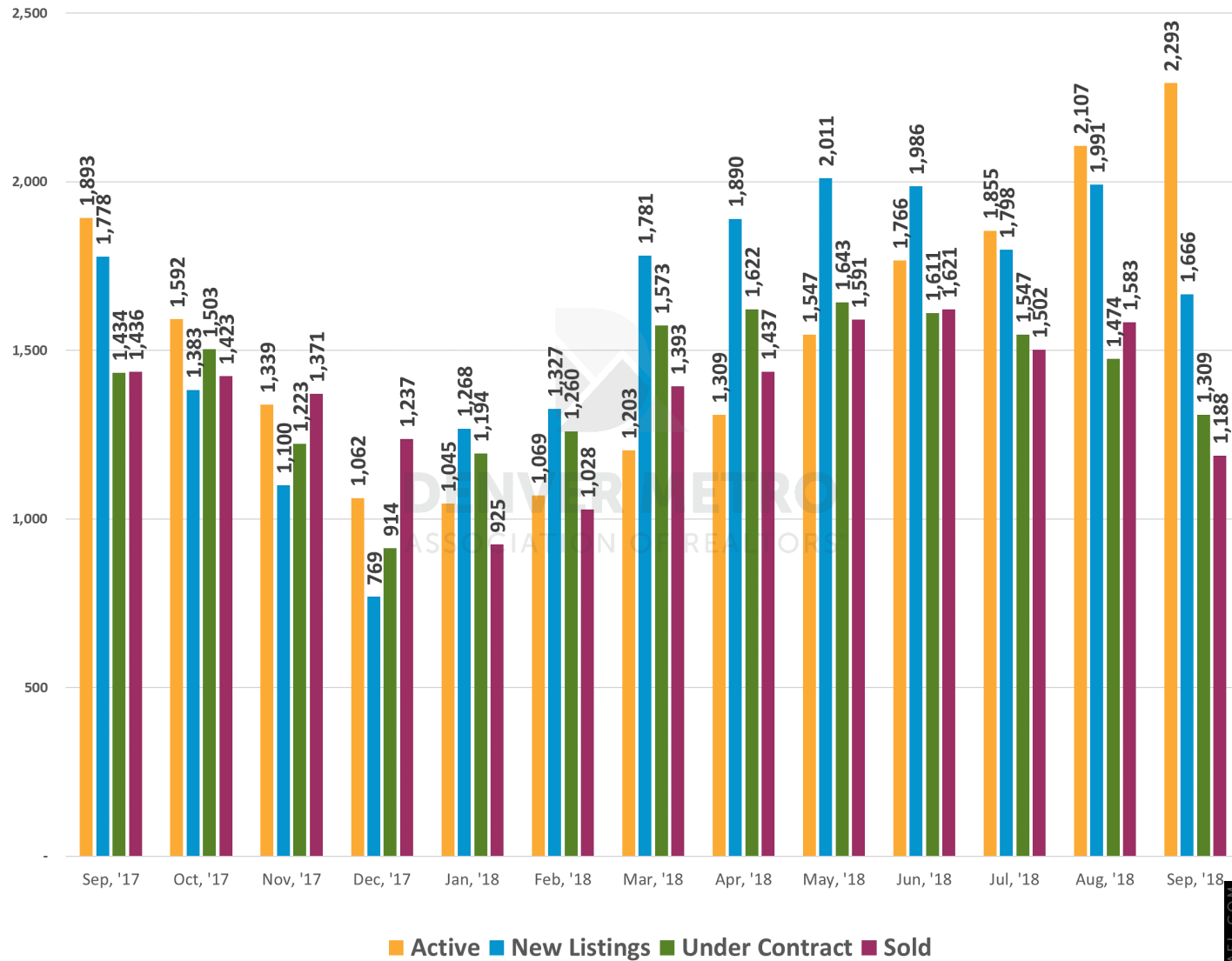
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Condo (aka Attached Single Family)

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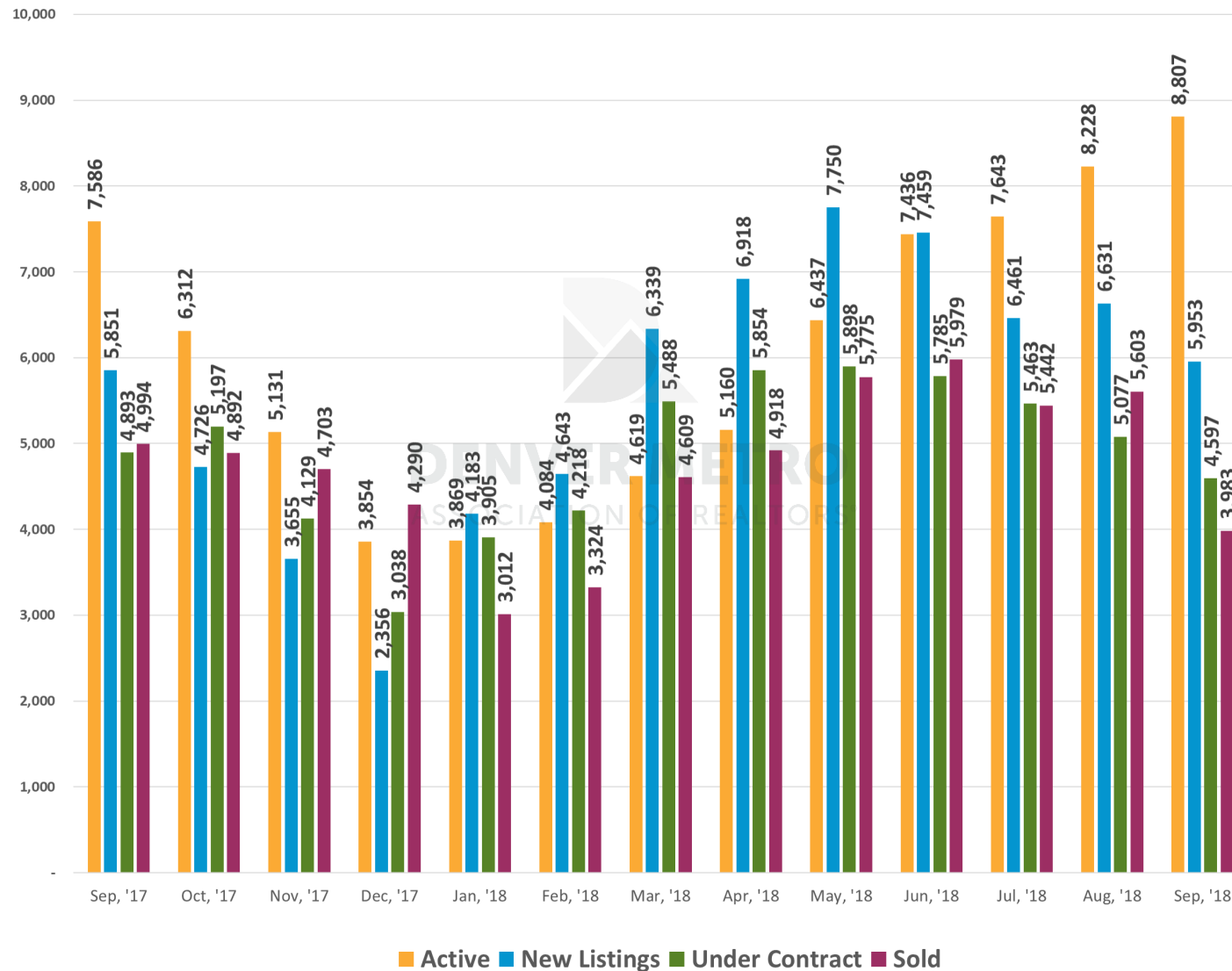


Residential (Single Family + Condo)

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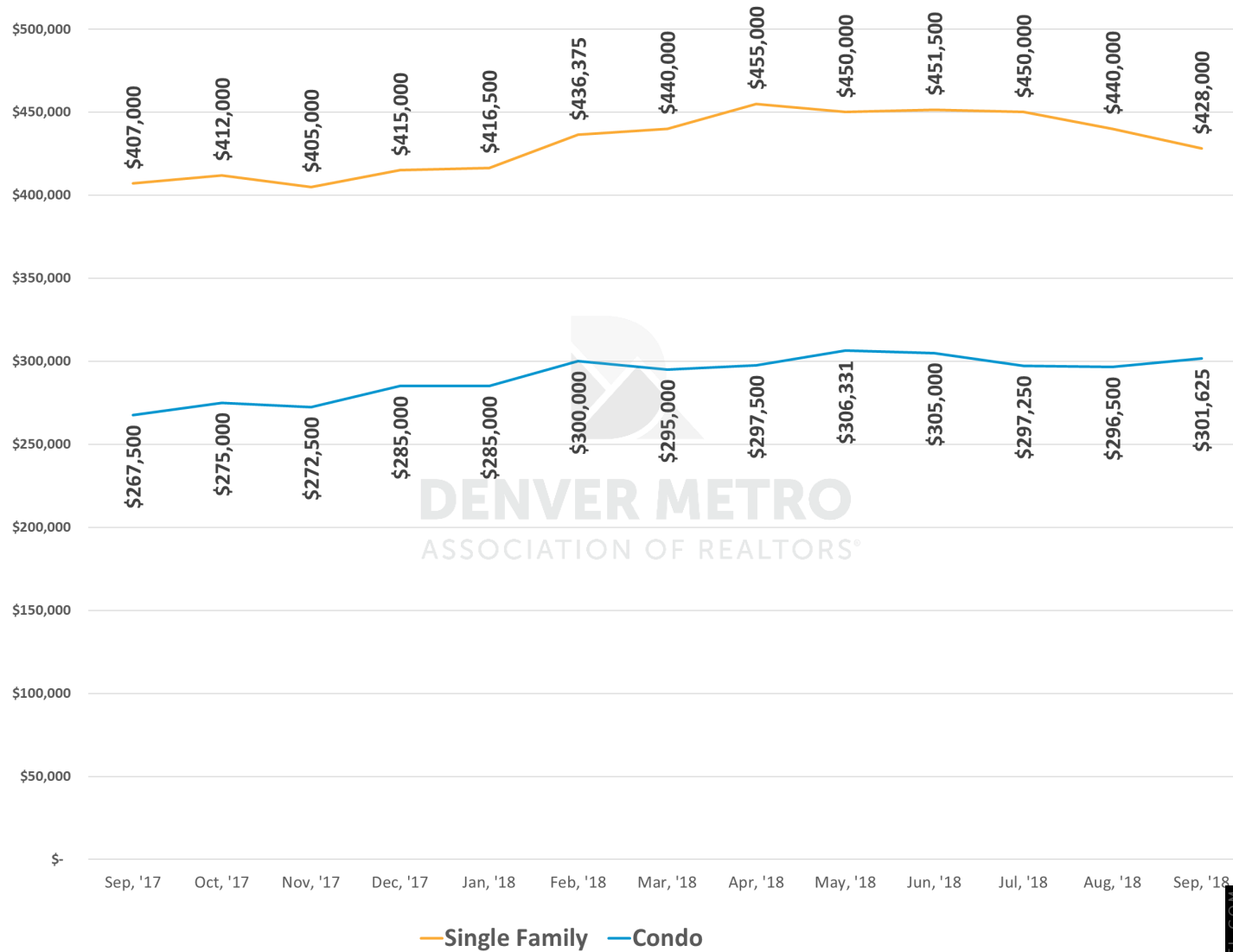
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Median Sales Price

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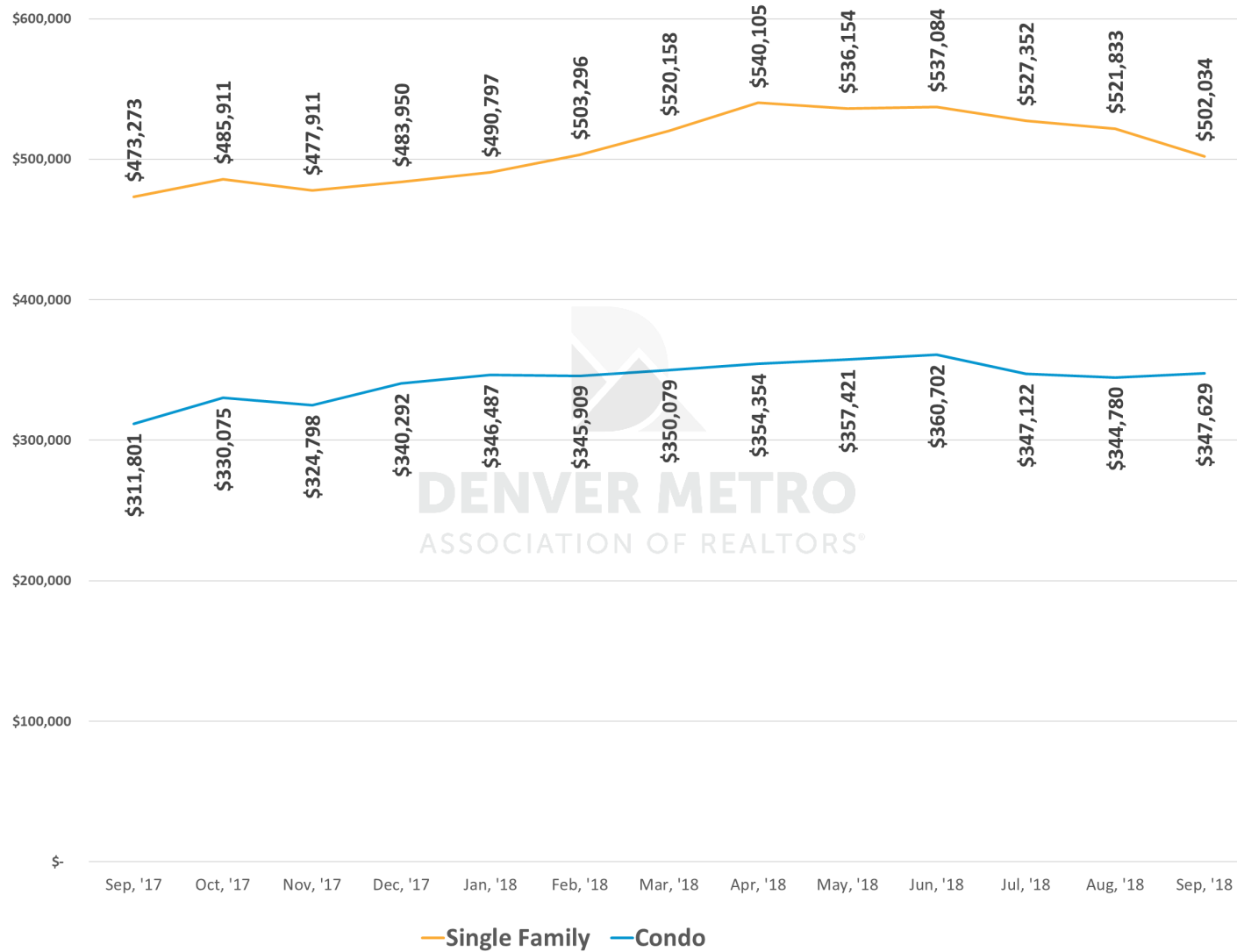


Average Sales Price

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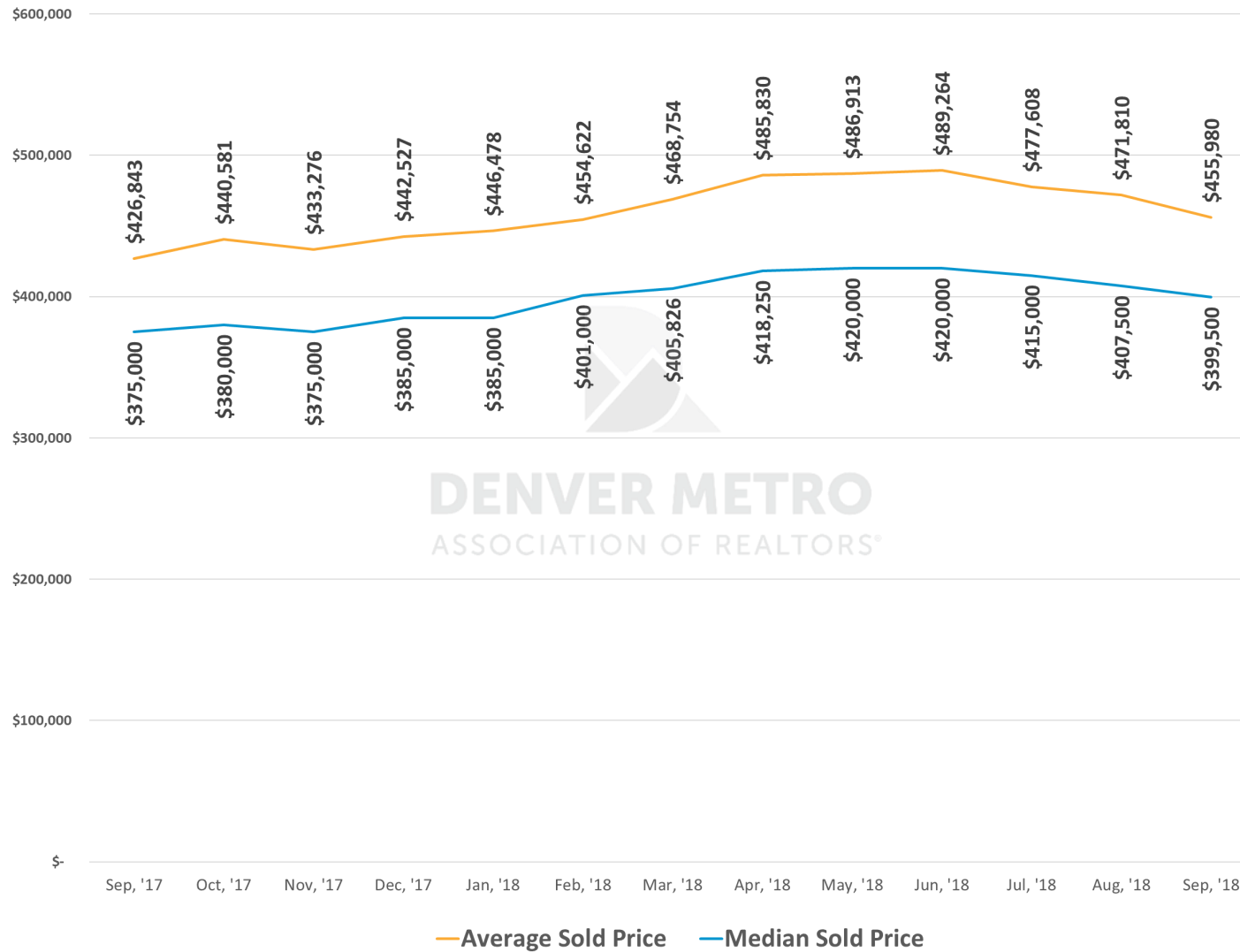


Residential Sold Price

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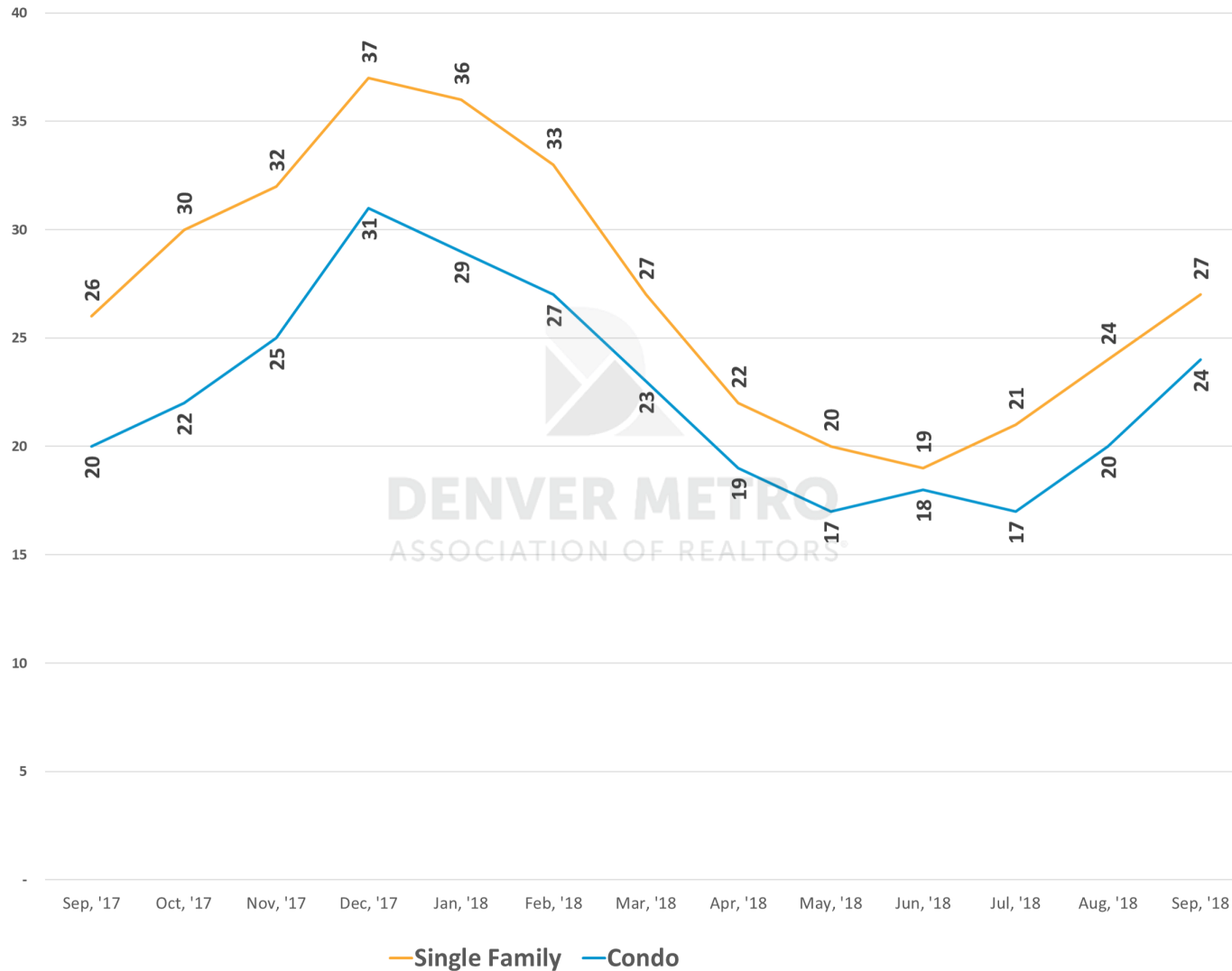
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Average Days on Market

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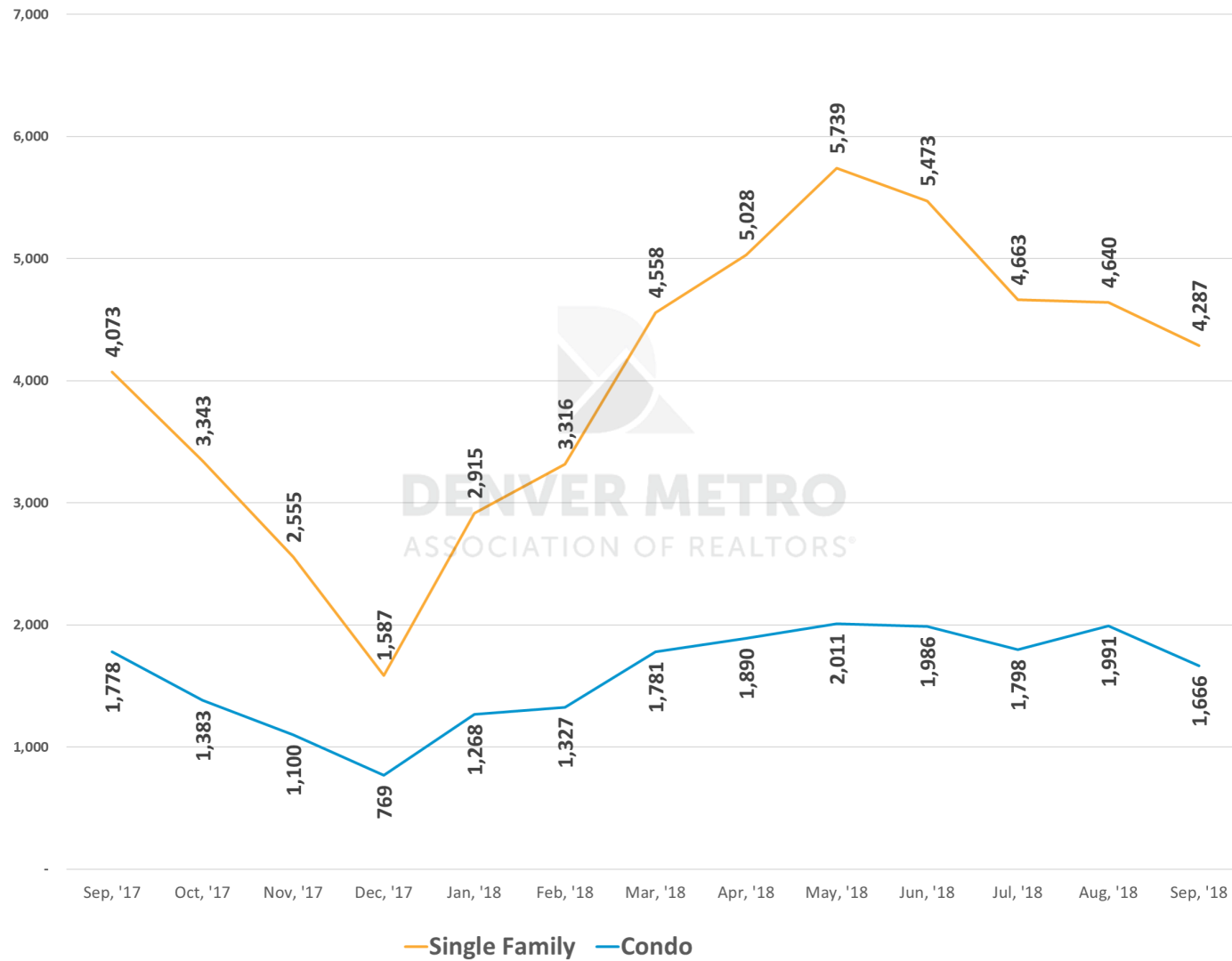


New Listings

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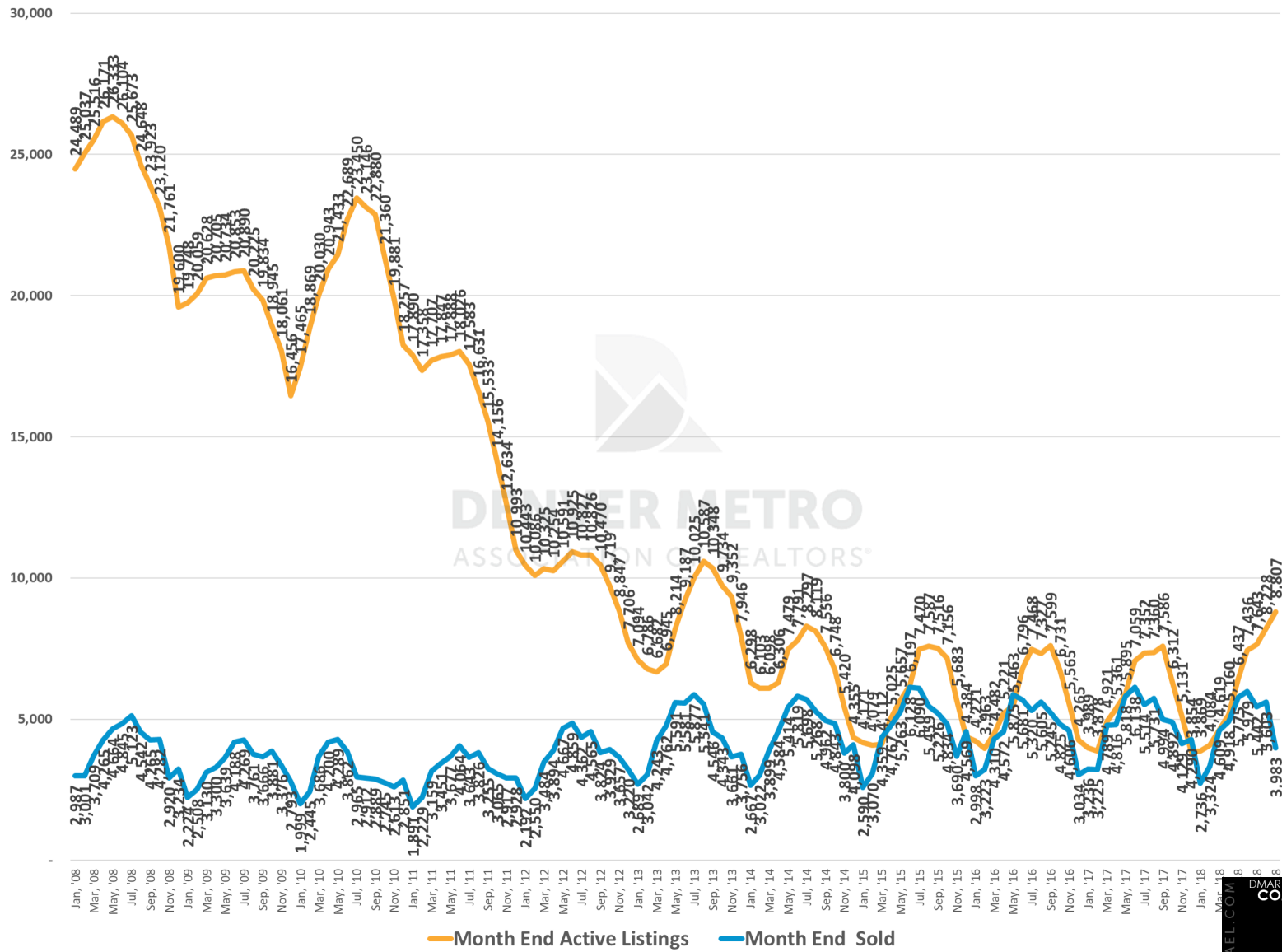


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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Sep, '18	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	8,807	8,228	7,586	7.04%	16.10%
New Listings	5,953	6,631	5,851	-10.22%	1.74%
Under Contract	4,597	5,077	4,893	-9.45%	-6.05%
Days on Market - Average	26	23	25	13.04%	4.00%
Days on Market - Median	12	10	10	20.00%	20.00%
Sold	3,983	5,603	4,994	-28.91%	-20.24%
Sold Price - Average	\$ 455,980	\$ 471,810	\$ 426,843	-3.36%	6.83%
Sold Price - Median	\$ 399,500	\$ 407,500	\$ 375,000	-1.96%	6.53%
Sales Volume	\$ 1,816,168,340	\$ 2,643,551,430	\$ 2,131,653,942	-31.30%	-14.80%
Close Price/List Price	99.29%	99.58%	99.63%	-0.29%	-0.34%
Single Family (aka Detached Single Family)					
Active	6,514	6,121	5,693	6.42%	14.42%
New Listings	4,287	4,640	4,073	-7.61%	5.25%
Under Contract	3,288	3,603	3,459	-8.74%	-4.94%
Days on Market - Average	27	24	26	12.50%	3.85%
Days on Market - Median	13	11	11	18.18%	18.18%
Sold	2,795	4,020	3,558	-30.47%	-21.44%
Sold Price - Average	\$ 502,034	\$ 521,833	\$ 473,273	-3.79%	6.08%
Sold Price - Median	\$ 428,000	\$ 440,000	\$ 407,000	-2.73%	5.16%
Sales Volume	\$ 1,403,185,030	\$ 2,097,768,660	\$ 1,683,905,334	-33.11%	-16.67%
Close Price/List Price	99.17%	99.48%	99.46%	-0.31%	-0.29%
Condo (aka Attached Single Family)					
Active	2,293	2,107	1,893	8.83%	21.13%
New Listings	1,666	1,991	1,778	-16.32%	-6.30%
Under Contract	1,309	1,474	1,434	-11.19%	-8.72%
Days on Market - Average	24	20	20	20.00%	20.00%
Days on Market - Median	11	9	8	22.22%	37.50%
Sold	1,188	1,583	1,436	-24.95%	-17.27%
Sold Price - Average	\$ 347,629	\$ 344,780	\$ 311,801	0.83%	11.49%
Sold Price - Median	\$ 301,625	\$ 296,500	\$ 267,500	1.73%	12.76%
Sales Volume	\$ 412,983,252	\$ 545,786,740	\$ 447,746,236	-24.33%	-7.76%
Close Price/List Price	99.57%	99.82%	100.04%	-0.25%	-0.47%

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SEPTEMBER DATA YTD 2018 to 2014

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs. '17	'17 vs. '16	'16 vs. '15	'15 vs. '14
Residential (Single Family + Condo)									
Active Listings at month end	8,807	7,586	7,599	7,516	7,556	16.10%	-0.17%	1.10%	-0.53%
New Listings	56,378	55,624	53,984	54,884	52,360	1.36%	3.04%	-1.64%	4.82%
Days on Market - Average	23	24	24	23	33	-4.17%	0.00%	4.35%	-30.30%
Days on Market - Median	7	7	7	6	11	0.00%	0.00%	16.67%	-45.45%
Sold	42,990	44,337	42,217	42,989	41,364	-3.04%	5.02%	-1.80%	3.93%
Sold Price - Average	\$ 473,624	\$ 432,590	\$ 399,568	\$ 361,892	\$ 324,098	9.49%	8.26%	10.41%	11.66%
Sold Price - Median	\$ 410,000	\$ 377,400	\$ 349,900	\$ 314,000	\$ 274,000	8.64%	7.86%	11.43%	14.60%
Sales Volume	\$ 20,361,095,760	\$ 19,179,742,830	\$ 16,868,562,256	\$ 15,557,375,188	\$ 13,405,989,672	6.16%	13.70%	8.43%	16.05%
Close Price/List Price	100.18%	100.24%	100.46%	100.62%	99.35%	-0.06%	-0.22%	-0.16%	1.28%
Single Family (aka Detached Single Family)									
Active Listings at month end	6,514	5,693	6,021	6,080	6,155	14.42%	-5.45%	-0.97%	-1.22%
New Listings	40,640	40,041	39,470	39,822	38,605	1.50%	1.45%	-0.88%	3.15%
Days on Market - Average	24	25	27	26	35	-4.00%	-7.41%	3.85%	-25.71%
Days on Market - Median	7	7	7	7	11	0.00%	0.00%	0.00%	-36.36%
Sold	30,626	31,737	30,411	30,577	30,183	-3.50%	4.36%	-0.54%	1.31%
Sold Price - Average	\$ 523,224	\$ 479,301	\$ 443,263	\$ 405,472	\$ 362,273	9.16%	8.13%	9.32%	11.92%
Sold Price - Median	\$ 445,000	\$ 410,000	\$ 380,000	\$ 347,972	\$ 305,000	8.54%	7.89%	9.20%	14.09%
Sales Volume	\$ 16,024,258,224	\$ 15,211,575,837	\$ 13,480,071,093	\$ 12,398,117,344	\$ 10,934,485,959	5.34%	12.84%	8.73%	13.39%
Close Price/List Price	100.09%	100.09%	100.23%	100.43%	99.37%	0.00%	-0.14%	-0.20%	1.07%
Condo (aka Attached Single Family)									
Active Listings at month end	2,293	1,893	1,578	1,436	1,401	21.13%	19.96%	9.89%	2.50%
New Listings	15,738	15,583	14,514	15,062	13,755	0.99%	7.37%	-3.64%	9.50%
Days on Market - Average	21	20	18	18	28	5.00%	11.11%	0.00%	-35.71%
Days on Market - Median	6	6	5	5	9	0.00%	20.00%	0.00%	-44.44%
Sold	12,364	12,600	11,806	12,412	11,181	-1.87%	6.73%	-4.88%	11.01%
Sold Price - Average	\$ 350,766	\$ 314,935	\$ 287,015	\$ 254,533	\$ 221,044	11.38%	9.73%	12.76%	15.15%
Sold Price - Median	\$ 299,900	\$ 266,958	\$ 240,000	\$ 210,000	\$ 179,500	12.34%	11.23%	14.29%	16.99%
Sales Volume	\$ 4,336,870,824	\$ 3,968,181,000	\$ 3,388,499,090	\$ 3,159,263,596	\$ 2,471,492,964	9.29%	17.11%	7.26%	27.83%
Close Price/List Price	100.41%	100.60%	101.05%	101.09%	99.30%	-0.19%	-0.45%	-0.04%	1.80%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	5	13	2.60	3	14	4.67
\$100,000 to \$199,999	17	31	1.82	119	185	1.55
\$200,000 to \$299,999	180	198	1.10	458	619	1.35
\$300,000 to \$399,999	930	1,237	1.33	292	499	1.71
\$400,000 to \$499,999	742	1,447	1.95	151	298	1.97
\$500,000 to \$749,999	651	1,968	3.02	123	370	3.01
\$750,000 to \$999,999	162	678	4.19	35	183	5.23
\$1,000,000 and over	108	942	8.72	7	125	17.86
TOTALS	2,795	6,514	2.33	1,188	2,293	1.93

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Sep, '18	Aug, '18		Sep, '18	Aug, '18	
\$0 to \$99,999	5	4	25.00%	3	7	-57.14%
\$100,000 to \$199,999	17	26	-34.62%	119	199	-40.20%
\$200,000 to \$299,999	180	210	-14.29%	458	601	-23.79%
\$300,000 to \$399,999	930	1,219	-23.71%	292	385	-24.16%
\$400,000 to \$499,999	742	1,086	-31.68%	151	186	-18.82%
\$500,000 to \$749,999	651	1,023	-36.36%	123	145	-15.17%
\$750,000 to \$999,999	162	258	-37.21%	35	47	-25.53%
\$1,000,000 and over	108	194	-44.33%	7	13	-46.15%
TOTALS	2,795	4,020	-30.47%	1,188	1,583	-24.95%

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Sep, '18	YTD Sep, '17		YTD Sep, '18	YTD Sep, '17	
\$0 to \$99,999	32	43	-25.58%	39	133	-70.68%
\$100,000 to \$199,999	148	269	-44.98%	1,512	2,511	-39.78%
\$200,000 to \$299,999	1,780	3,840	-53.65%	4,637	5,018	-7.59%
\$300,000 to \$399,999	9,026	10,601	-14.86%	2,911	2,414	20.59%
\$400,000 to \$499,999	8,115	7,418	9.40%	1,485	1,226	21.13%
\$500,000 to \$749,999	8,041	6,794	18.35%	1,297	929	39.61%
\$750,000 to \$999,999	1,982	1,639	20.93%	356	235	51.49%
\$1,000,000 and over	1,502	1,133	32.57%	127	134	-5.22%
TOTALS	30,626	31,737	-3.50%	12,364	12,600	-1.87%

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LUXURY MARKET | Properties Sold for \$1 Million or More

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Sep, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	115	207	120	-44.44%	-4.17%
Price - Average	\$ 1,504,392	\$ 1,520,215	\$ 1,548,566	-1.04%	-2.85%
Sales Volume	\$ 173,005,080	\$ 314,684,505	\$ 185,827,920	-45.02%	-6.90%
Days on Market - Average	65	63	65	3.17%	0.00%
Days on Market - Median	39	28	37	39.29%	5.41%
Close Price/List Price	96.95%	97.05%	95.98%	-0.10%	1.01%
PSF Total	\$ 309	\$ 313	\$ 303	-1.28%	1.98%
Single Family (aka Detached Single Family)					
Sold	108	194	105	-44.33%	2.86%
Price - Average	\$ 1,527,993	\$ 1,522,788	\$ 1,570,793	0.34%	-2.72%
Sales Volume	\$ 165,023,244	\$ 295,420,872	\$ 164,933,265	-44.14%	0.05%
Days on Market - Average	68	64	67	6.25%	1.49%
Days on Market - Median	40	28	39	42.86%	2.56%
Close Price/List Price	96.92%	97.10%	95.98%	-0.19%	0.98%
PSF Total	\$ 307	\$ 299	\$ 276	2.68%	11.23%
Condo (aka Attached Single Family)					
Sold	7	13	15	-46.15%	-53.33%
Price - Average	\$ 1,140,259	\$ 1,481,808	\$ 1,392,977	-23.05%	-18.14%
Sales Volume	\$ 7,981,813	\$ 19,263,504	\$ 20,894,655	-58.57%	-61.80%
Days on Market - Average	32	47	51	-31.91%	-37.25%
Days on Market - Median	32	14	51	128.57%	-37.25%
Close Price/List Price	97.47%	96.34%	95.98%	1.17%	1.55%
PSF Total	\$ 337	\$ 529	\$ 494	-36.29%	-31.78%

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION




LUXURY MARKET | Properties Sold for \$1 Million or More

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	1,629	1,267	986	813	641	28.57%	28.50%	21.28%	26.83%
Sold Price - Average	\$ 1,509,093	\$ 1,524,393	\$ 1,530,425	\$ 1,501,587	\$ 1,553,837	-1.00%	-0.39%	1.92%	-3.36%
Sales Volume	\$ 2,458,312,497	\$ 1,931,405,931	\$ 1,508,999,050	\$ 1,220,790,231	\$ 996,009,517	27.28%	27.99%	23.61%	22.57%
Sold Price - Median	\$ 1,300,000	\$ 1,299,000	\$ 1,304,899	\$ 1,300,000	\$ 1,300,000	0.08%	-0.45%	0.38%	0.00%
Days on Market - Average	65	80	86	86	87	-18.75%	-6.98%	0.00%	-1.15%
Days on Market - Median	22	32	37	39	37	-31.25%	-13.51%	-5.13%	5.41%
Close Price/List Price	97.37%	97.18%	97.27%	96.79%	96.68%	0.20%	-0.09%	0.50%	0.11%
PSF Total	\$ 303	\$ 303	\$ 291	\$ 275	\$ 267	0.00%	4.12%	5.82%	3.00%
Single Family (aka Detached Single Family)									
Sold	1,502	1,133	903	754	599	32.57%	25.47%	19.76%	25.88%
Sold Price - Average	\$ 1,508,797	\$ 1,538,207	\$ 1,526,871	\$ 1,501,517	\$ 1,550,457	-1.91%	0.74%	1.69%	-3.16%
Sales Volume	\$ 2,266,213,094	\$ 1,742,788,531	\$ 1,378,764,513	\$ 1,132,143,818	\$ 928,723,743	30.03%	26.40%	21.78%	21.90%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,315,000	\$ 1,300,000	\$ 1,300,000	0.00%	-1.14%	1.15%	0.00%
Days on Market - Average	66	81	89	85	87	-18.52%	-8.99%	4.71%	-2.30%
Days on Market - Median	22	32	38	39	36	-31.25%	-15.79%	-2.56%	8.33%
Close Price/List Price	97.40%	97.12%	96.67%	96.76%	96.84%	0.29%	0.47%	-0.09%	-0.08%
PSF Total	\$ 287	\$ 284	\$ 267	\$ 258	\$ 253	1.06%	6.37%	3.49%	1.98%
Condo (aka Attached Single Family)									
Sold	127	134	83	59	42	-5.22%	61.45%	40.68%	40.48%
Sold Price - Average	\$ 1,512,598	\$ 1,407,591	\$ 1,569,084	\$ 1,502,487	\$ 1,602,034	7.46%	-10.29%	4.43%	-6.21%
Sales Volume	\$ 192,099,946	\$ 188,617,194	\$ 130,233,972	\$ 88,646,733	\$ 67,285,428	1.85%	44.83%	46.91%	31.75%
Sold Price - Median	\$ 1,275,000	\$ 1,230,000	\$ 1,250,000	\$ 1,300,000	\$ 1,370,000	3.66%	-1.60%	-3.85%	-5.11%
Days on Market - Average	64	71	54	87	89	-9.86%	31.48%	-37.93%	-2.25%
Days on Market - Median	21	36	32	29	61	-41.67%	12.50%	10.34%	-52.46%
Close Price/List Price	97.08%	97.72%	103.89%	97.19%	94.43%	-0.65%	-5.94%	6.89%	2.92%
PSF Total	\$ 492	\$ 462	\$ 547	\$ 495	\$ 471	6.49%	-15.54%	10.51%	5.10%

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION

SIGNATURE MARKET | Properties Sold Between \$750,000 and \$999,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Sep,'18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	197	305	205	-35.41%	-3.90%
Price - Average	\$ 855,368	\$ 848,055	\$ 857,865	0.86%	-0.29%
Sales Volume	\$ 168,507,496	\$ 258,656,775	\$ 175,862,325	-34.85%	-4.18%
Days on Market - Average	35	38	58	-7.89%	-39.66%
Days on Market - Median	19	16	29	18.75%	-34.48%
Close Price/List Price	98.60%	99.17%	98.18%	-0.57%	0.43%
PSF Total	\$ 266	\$ 250	\$ 221	6.40%	20.36%
Single Family (aka Detached Single Family)					
Sold	162	258	179	-37.21%	-9.50%
Price - Average	\$ 857,064	\$ 848,248	\$ 858,910	1.04%	-0.21%
Sales Volume	\$ 138,844,368	\$ 218,847,984	\$ 153,744,890	-36.56%	-9.69%
Days on Market - Average	38	34	57	11.76%	-33.33%
Days on Market - Median	21	17	29	23.53%	-27.59%
Close Price/List Price	98.21%	99.20%	98.04%	-1.00%	0.17%
PSF Total	\$ 246	\$ 236	\$ 203	4.24%	21.18%
Condo (aka Attached Single Family)					
Sold	35	47	26	-25.53%	34.62%
Price - Average	\$ 847,516	\$ 846,999	\$ 850,676	0.06%	-0.37%
Sales Volume	\$ 29,663,060	\$ 39,808,953	\$ 22,117,576	-25.49%	34.12%
Days on Market - Average	21	58	61	-63.79%	-65.57%
Days on Market - Median	11	9	23	22.22%	-52.17%
Close Price/List Price	100.41%	99.00%	99.08%	1.42%	1.34%
PSF Total	\$ 357	\$ 324	\$ 342	10.19%	4.39%

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SIGNATURE MARKET | Properties Sold Between \$750,000 and \$999,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	2,338	1,874	1,451	1,164	858	24.76%	29.15%	24.66%	35.66%
Sold Price - Average	\$ 850,494	\$ 847,851	\$ 847,564	\$ 846,888	\$ 847,146	0.31%	0.03%	0.08%	-0.03%
Sales Volume	\$ 1,988,454,972	\$ 1,588,872,774	\$ 1,229,815,364	\$ 985,777,632	\$ 726,851,268	25.15%	29.20%	24.76%	35.62%
Sold Price - Median	\$ 844,900	\$ 837,500	\$ 839,000	\$ 835,000	\$ 840,000	0.88%	-0.18%	0.48%	-0.60%
Days on Market - Average	41	53	55	62	77	-22.64%	-3.64%	-11.29%	-19.48%
Days on Market - Median	12	21	21	25	35	-42.86%	0.00%	-16.00%	-28.57%
Close Price/List Price	99.27%	98.56%	98.61%	98.27%	97.78%	0.72%	-0.05%	0.35%	0.50%
PSF Total	\$ 244	\$ 225	\$ 219	\$ 204	\$ 203	8.44%	2.74%	7.35%	0.49%
Single Family (aka Detached Single Family)									
Sold	1,982	1,639	1,229	1,044	757	20.93%	33.36%	17.72%	37.91%
Sold Price - Average	\$ 851,594	\$ 849,536	\$ 849,354	\$ 846,169	\$ 845,612	0.24%	0.02%	0.38%	0.07%
Sales Volume	\$ 1,687,859,308	\$ 1,392,389,504	\$ 1,043,856,066	\$ 883,400,436	\$ 640,128,284	21.22%	33.39%	18.16%	38.00%
Sold Price - Median	\$ 847,725	\$ 840,000	\$ 840,000	\$ 835,000	\$ 837,500	0.92%	0.00%	0.60%	-0.30%
Days on Market - Average	41	53	57	63	78	-22.64%	-7.02%	-9.52%	-19.23%
Days on Market - Median	12	21	22	26	36	-42.86%	-4.55%	-15.38%	-27.78%
Close Price/List Price	99.26%	98.53%	98.52%	98.17%	97.82%	0.74%	0.01%	0.36%	0.36%
PSF Total	\$ 226	\$ 211	\$ 200	\$ 191	\$ 186	7.11%	5.50%	4.71%	2.69%
Condo (aka Attached Single Family)									
Sold	356	235	222	120	101	51.49%	5.86%	85.00%	18.81%
Sold Price - Average	\$ 844,370	\$ 836,101	\$ 837,651	\$ 853,141	\$ 858,644	0.99%	-0.19%	-1.82%	-0.64%
Sales Volume	\$ 300,595,720	\$ 196,483,735	\$ 185,958,522	\$ 102,376,920	\$ 86,723,044	52.99%	5.66%	81.64%	18.05%
Sold Price - Median	\$ 830,000	\$ 825,000	\$ 822,897	\$ 850,000	\$ 850,000	0.61%	0.26%	-3.19%	0.00%
Days on Market - Average	42	55	44	52	77	-23.64%	25.00%	-15.38%	-32.47%
Days on Market - Median	12	20	17	22	21	-40.00%	17.65%	-22.73%	4.76%
Close Price/List Price	99.38%	98.81%	99.09%	99.13%	97.47%	0.58%	-0.28%	-0.04%	1.70%
PSF Total	\$ 344	\$ 324	\$ 324	\$ 321	\$ 328	6.17%	0.00%	0.93%	-2.13%

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PREMIER MARKET | Properties Sold Between \$500,000 and \$749,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Sep, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	774	1,168	825	-33.73%	-6.18%
Price - Average	\$ 598,971	\$ 596,312	\$ 592,552	0.45%	1.08%
Sales Volume	\$ 463,603,554	\$ 696,492,416	\$ 488,855,400	-33.44%	-5.17%
Days on Market - Average	36	28	39	28.57%	-7.69%
Days on Market - Median	18	14	20	28.57%	-10.00%
Close Price/List Price	99.06%	99.51%	98.99%	-0.45%	0.07%
PSF Total	\$ 216	\$ 209	\$ 197	3.35%	9.64%
Single Family (aka Detached Single Family)					
Sold	651	1,023	742	-36.36%	-12.26%
Price - Average	\$ 598,947	\$ 596,277	\$ 590,612	0.45%	1.41%
Sales Volume	\$ 389,914,497	\$ 609,991,371	\$ 438,234,104	-36.08%	-11.03%
Days on Market - Average	33	28	38	17.86%	-13.16%
Days on Market - Median	17	14	20	21.43%	-15.00%
Close Price/List Price	99.04%	99.47%	98.98%	-0.43%	0.06%
PSF Total	\$ 194	\$ 191	\$ 185	1.57%	4.86%
Condo (aka Attached Single Family)					
Sold	123	145	83	-15.17%	48.19%
Price - Average	\$ 599,102	\$ 596,561	\$ 609,893	0.43%	-1.77%
Sales Volume	\$ 73,689,546	\$ 86,501,345	\$ 50,621,119	-14.81%	45.57%
Days on Market - Average	48	27	44	77.78%	9.09%
Days on Market - Median	25	12	24	108.33%	4.17%
Close Price/List Price	99.20%	99.81%	99.03%	-0.61%	0.17%
PSF Total	\$ 333	\$ 334	\$ 303	-0.30%	9.90%

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PREMIER MARKET | Properties Sold Between \$500,000 and \$749,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	'15 vs '14
Residential (Single Family + Condo)									
Sold	9,338	7,723	5,934	4,840	3,500	20.91%	30.15%	22.60%	38.29%
Sold Price - Average	\$ 594,482	\$ 591,054	\$ 593,262	\$ 592,777	\$ 593,523	0.58%	-0.37%	0.08%	-0.13%
Sales Volume	\$ 5,551,272,916	\$ 4,564,710,042	\$ 3,520,416,708	\$ 2,869,040,680	\$ 2,077,330,500	21.61%	29.66%	22.70%	38.11%
Sold Price - Median	\$ 581,750	\$ 575,000	\$ 580,000	\$ 578,000	\$ 579,112	1.17%	-0.86%	0.35%	-0.19%
Current Days on Market - Average	33	37	42	46	55	-10.81%	-11.90%	-8.70%	-16.36%
Current Days on Market - Median	11	13	17	17	26	-15.38%	-23.53%	0.00%	-34.62%
Close Price/List Price	99.77%	99.42%	99.21%	99.45%	98.56%	0.35%	0.21%	-0.24%	0.90%
PSF Total	\$ 211	\$ 197	\$ 187	\$ 182	\$ 171	7.11%	5.35%	2.75%	6.43%
Single Family (aka Detached Single Family)									
Sold	8,041	6,794	5,219	4,170	3,098	18.35%	30.18%	25.16%	34.60%
Sold Price - Average	\$ 594,478	\$ 590,216	\$ 592,189	\$ 591,203	\$ 592,954	0.72%	-0.33%	0.17%	-0.30%
Sales Volume	\$ 4,780,197,598	\$ 4,009,927,504	\$ 3,090,634,391	\$ 2,465,316,510	\$ 1,836,971,492	19.21%	29.74%	25.36%	34.21%
Sold Price - Median	\$ 581,200	\$ 575,000	\$ 580,000	\$ 575,000	\$ 576,652	1.08%	-0.86%	0.87%	-0.29%
Current Days on Market - Average	31	36	40	44	53	-13.89%	-10.00%	-9.09%	-16.98%
Current Days on Market - Median	11	13	16	16	25	-15.38%	-18.75%	0.00%	-36.00%
Close Price/List Price	99.80%	99.44%	99.24%	99.06%	98.55%	0.36%	0.20%	0.18%	0.52%
PSF Total	\$ 192	\$ 182	\$ 172	\$ 165	\$ 157	5.49%	5.81%	4.24%	5.10%
Condo (aka Attached Single Family)									
Sold	1,297	929	715	670	402	39.61%	29.93%	6.72%	66.67%
Sold Price - Average	\$ 594,511	\$ 597,181	\$ 601,099	\$ 602,574	\$ 597,907	-0.45%	-0.65%	-0.24%	0.78%
Sales Volume	\$ 771,080,767	\$ 554,781,149	\$ 429,785,785	\$ 403,724,580	\$ 240,358,614	38.99%	29.08%	6.46%	67.97%
Sold Price - Median	\$ 583,000	\$ 580,000	\$ 592,000	\$ 590,000	\$ 590,000	0.52%	-2.03%	0.34%	0.00%
Current Days on Market - Average	43	47	50	56	66	-8.51%	-6.00%	-10.71%	-15.15%
Current Days on Market - Median	14	17	26	24	26	-17.65%	-34.62%	8.33%	-7.69%
Close Price/List Price	99.57%	99.31%	99.00%	101.85%	98.61%	0.26%	0.31%	-2.80%	3.29%
PSF Total	\$ 329	\$ 308	\$ 297	\$ 287	\$ 275	6.82%	3.70%	3.48%	4.36%

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CLASSIC MARKET | Properties Sold Between \$400,000 and \$499,999

Snapshot Month-Over-Month and Year-Over-Year Comparisons

	Sep, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	893	1,272	990	-29.80%	-9.80%
Price - Average	\$ 444,007	\$ 443,129	\$ 442,707	0.20%	0.29%
Sales Volume	\$ 396,498,251	\$ 563,660,088	\$ 438,279,930	-29.66%	-9.53%
Days on Market - Average	26	22	25	18.18%	4.00%
Days on Market - Median	13	12	12	8.33%	8.33%
Close Price/List Price	99.44%	99.77%	99.65%	-0.33%	-0.21%
PSF Total	\$ 200	\$ 198	\$ 183	1.01%	9.29%
Single Family (aka Detached Single Family)					
Sold	742	1,086	863	-31.68%	-14.02%
Price - Average	\$ 444,341	\$ 443,165	\$ 442,267	0.27%	0.47%
Sales Volume	\$ 329,701,022	\$ 481,277,190	\$ 381,676,421	-31.49%	-13.62%
Days on Market - Average	25	21	24	19.05%	4.17%
Days on Market - Median	13	11	12	18.18%	8.33%
Close Price/List Price	99.37%	99.81%	99.67%	-0.44%	-0.30%
PSF Total	\$ 185	\$ 185	\$ 169	0.00%	9.47%
Condo (aka Attached Single Family)					
Sold	151	186	127	-18.82%	18.90%
Price - Average	\$ 442,366	\$ 442,915	\$ 445,696	-0.12%	-0.75%
Sales Volume	\$ 66,797,266	\$ 82,382,190	\$ 56,603,392	-18.92%	18.01%
Days on Market - Average	32	29	35	10.34%	-8.57%
Days on Market - Median	15	14	13	7.14%	15.38%
Close Price/List Price	99.76%	99.50%	99.54%	0.26%	0.22%
PSF Total	\$ 270	\$ 272	\$ 277	-0.74%	-2.53%

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CLASSIC MARKET | Properties Sold Between \$400,000 and \$499,999

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	9,600	8,644	7,248	5,913	4,353	11.06%	19.26%	22.58%	35.84%
Sold Price - Average	\$ 443,430	\$ 443,876	\$ 444,030	\$ 443,110	\$ 442,149	-0.10%	-0.03%	0.21%	0.22%
Sales Volume	\$ 4,256,928,000	\$ 3,836,864,144	\$ 3,218,329,440	\$ 2,620,109,430	\$ 1,924,674,597	10.95%	19.22%	22.83%	36.13%
Sold Price - Median	\$ 440,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,000	0.00%	0.00%	0.00%	0.23%
Current Days on Market - Average	22	25	29	33	44	-12.00%	-13.79%	-12.12%	-25.00%
Current Days on Market - Median	8	8	10	11	19	0.00%	-20.00%	-9.09%	-42.11%
Close Price/List Price	100.30%	100.03%	99.92%	99.67%	98.85%	0.27%	0.11%	0.25%	0.83%
PSF Total	\$ 197	\$ 184	\$ 172	\$ 163	\$ 152	7.07%	6.98%	5.52%	7.24%
Single Family (aka Detached Single Family)									
Sold	8,115	7,418	6,371	5,153	3,958	9.40%	16.43%	23.64%	30.19%
Sold Price - Average	\$ 443,441	\$ 444,140	\$ 444,373	\$ 443,353	\$ 442,557	-0.16%	-0.05%	0.23%	0.18%
Sales Volume	\$ 3,598,523,715	\$ 3,294,630,520	\$ 2,831,100,383	\$ 2,284,598,009	\$ 1,751,640,606	9.22%	16.37%	23.92%	30.43%
Sold Price - Median	\$ 440,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,000	0.00%	0.00%	0.00%	0.23%
Current Days on Market - Average	20	24	28	32	42	-16.67%	-14.29%	-12.50%	-23.81%
Current Days on Market - Median	7	8	10	11	18	-12.50%	-20.00%	-9.09%	-38.89%
Close Price/List Price	100.34%	100.04%	99.93%	99.64%	98.89%	0.30%	0.11%	0.29%	0.76%
PSF Total	\$ 183	\$ 169	\$ 159	\$ 148	\$ 142	8.28%	6.29%	7.43%	4.23%
Condo (aka Attached Single Family)									
Sold	1,485	1,226	877	760	395	21.13%	39.79%	15.39%	92.41%
Sold Price - Average	\$ 443,370	\$ 442,277	\$ 441,544	\$ 441,466	\$ 438,062	0.25%	0.17%	0.02%	0.78%
Sales Volume	\$ 658,404,450	\$ 542,231,602	\$ 387,234,088	\$ 335,514,160	\$ 173,034,490	21.42%	40.03%	15.42%	93.90%
Sold Price - Median	\$ 440,000	\$ 439,367	\$ 437,893	\$ 438,000	\$ 433,000	0.14%	0.34%	-0.02%	1.15%
Current Days on Market - Average	32	33	38	41	56	-3.03%	-13.16%	-7.32%	-26.79%
Current Days on Market - Median	12	10	12	14	24	20.00%	-16.67%	-14.29%	-41.67%
Close Price/List Price	100.06%	99.96%	99.87%	99.81%	98.54%	0.10%	0.09%	0.06%	1.29%
PSF Total	\$ 278	\$ 273	\$ 271	\$ 266	\$ 258	1.83%	0.74%	1.88%	3.10%

DMAR MARKET TRENDS | OCTOBER 2018

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