

# DENVER METRO

ASSOCIATION OF REALTORS®

*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

January 2019

DMAR Statistics  
COMPLIMENTS OF



**ANTHONY RAE**  
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# MARKET OVERVIEW

The January report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the December 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
 <b>Residential</b> (Single Family plus Condo)			
Active Inventory	5,577	-25.94%	44.71%
Sold Homes	3,396	-17.79%	-22.96%
Sold Price - Average	\$465,163	1.11%	4.70%
Sold Price - Median	\$400,000	1.27%	3.90%
Days on Market - Average	39	21.88%	8.33%

		Prior Month	Year-Over-Year
 <b>Single Family</b> (aka Detached Single Family)			
Active Inventory	3,892	-27.56%	39.40%
Sold Homes	2,474	-15.24%	-21.06%
Sold Price - Average	\$508,016	1.01%	4.50%
Sold Price - Median	\$430,000	0.47%	3.30%
Days on Market - Average	41	24.24%	10.81%

		Prior Month	Year-Over-Year
 <b>Condo</b> (aka Attached Single Family)			
Active Inventory	1,685	-21.88%	58.66%
Sold Homes	922	-23.93%	-27.63%
Sold Price - Average	\$350,176	-1.88%	2.57%
Sold Price - Median	\$298,225	-0.09%	1.51%
Days on Market - Average	35	20.69%	1.51%

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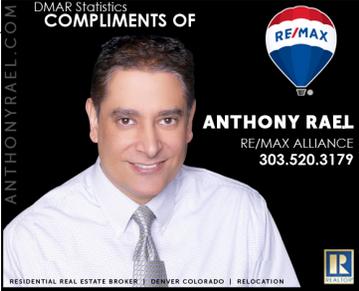
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# MARKET INSIGHTS

- ✓ Colorado is ranked as one of the top five states for cybercrime. As a way to protect consumer data privacy, Colorado passed House Bill 18-1128 that went into effect September 1, 2018. Important questions for brokers and their associates to be asking themselves: how do you handle client data? Do you have a data security policy? Are you properly insured?
- ✓ Homes are taking longer to sell, but sellers are willing to wait a little longer to get close to their listing price.
- ✓ “Move up” buyers are on the rise. As most Denver metro homeowners are equity rich, they are cashing in their equity to pay off credit card debt, student loans and/or car loans and are still able to make the next move to purchase a new home.
- ✓ Unfortunately for buyers, it’s only going to get costlier to buy in 2019, especially for entry-level homes. To be successful, buyers should think through how they’ll adapt to higher rates and prices.
- ✓ The 25 most expensive ZIP codes in Colorado demand minimum salaries ranging from roughly \$120,000 to \$200,000 in order to afford the median home price, according to a Business Journals analysis of more than 15,000 ZIP codes across the nation.
- ✓ Three of the most expensive homes for sale are located in the Washington Park/South Denver Country Club area, where the median price for a home in \$724,900 – the highest in Denver right now.
- ✓ Optimism remains high for the 2019 real estate market in Denver. While interest rates are increasing, loan applications are on the rise. Buyers and sellers are eagerly making plans to enter the marketplace this year.
- ✓ Although interest rates are increasing, buyers aren’t willing to compromise on their list of wants vs. needs to rush into a home due to interest rates.
- ✓ The Urban Land Conservancy (ULC) has used its new loan fund to purchase more property, with plans to house nonprofit and local government offices and develop affordable housing. ULC also plans to set aside one acre of the 4.5-acre site and work with a developer to construct up to 70 units of permanently affordable rental housing or a for-sale affordable housing development.
- ✓ It’s official: more buyers now qualify! As of January 1, 2019 FHA, Fannie Mae and Freddie Mac raised the national conforming loan limit from \$453,100 to \$484,350. Denver Metro’s new loan limit is \$561,200. Looking at buying a multi-plex? Loan limits are even higher at \$718,450 for a two-unit, \$868,400 for a three-unit and \$1,079,250 for a four-unit.
- ✓ Rates have continued their two-month slide and are currently back to what they were in early summer. Current national average for a 30-year fixed mortgage with a 0.5 perfect origination is 4.55 percent as per Freddie Mac. This is positively impacting projections for the 2019/2020 rate.
- ✓ Low supply of inventory will still drive the Denver metro market in 2019 and push prices up as we remain a destination due to our great quality of life. Get ready for things to start heating up again in February, as they have over the past eight years.
- ✓ The number of For Sale By Owner (FSBO) transactions fell to a record-low of seven percent of all home sales in 2018, down from eight percent last year, according to the National Association of REALTORS® 2018 Profile of Home Buyers and Sellers. FSBOs have decreased dramatically since 1981, when they accounted for 15 percent of all home sales.
- ✓ Home sellers indicate a better understanding of properly pricing their home to reflect current market conditions than any time in recent memory. Though not all are keen to the changing market, most are warm to the notion that our “aspirational pricing” market looks to be in the rearview mirror.
- ✓ **Quick Stats:**
  - Average active listings for December is 13,403 (1985-2017).
  - Record high December was 2007 with 24,603 listings, and 2017 represented the record low with 3,854 listings.
  - The 20-year average change in active listings from November to December is a 13.05 percent decrease. 2018 represents a decrease of 25.94 percent. This is a record decrease, but 2017, 2016 and 2015 were not too far behind.
- ✓ **2019 National Forecast:**
  - Home price growth will continue to slow, with a forecasted increase of 2.2 percent.
  - Inventory increases will remain moderate with less than a seven percent increase.
  - High-priced markets will buck the trend, with double-digit inventory gains.
  - Millennials will account for 45 percent of mortgages in 2019 vs. 17 percent for Boomers.
  - New tax plan will be good for renters and mixed for...

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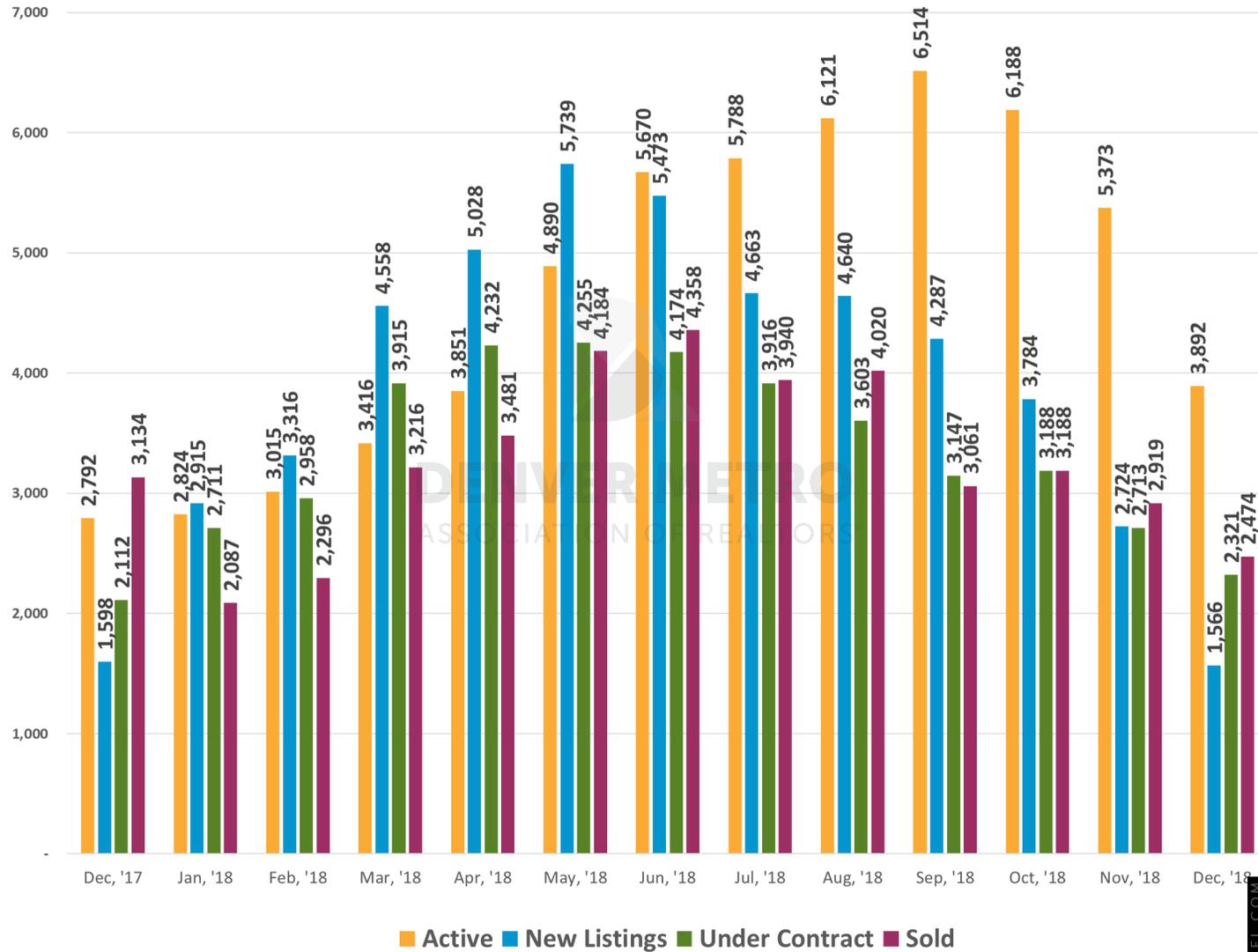
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# Single Family (aka Detached Single Family)

**DMAR Market Trends | December 2018 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



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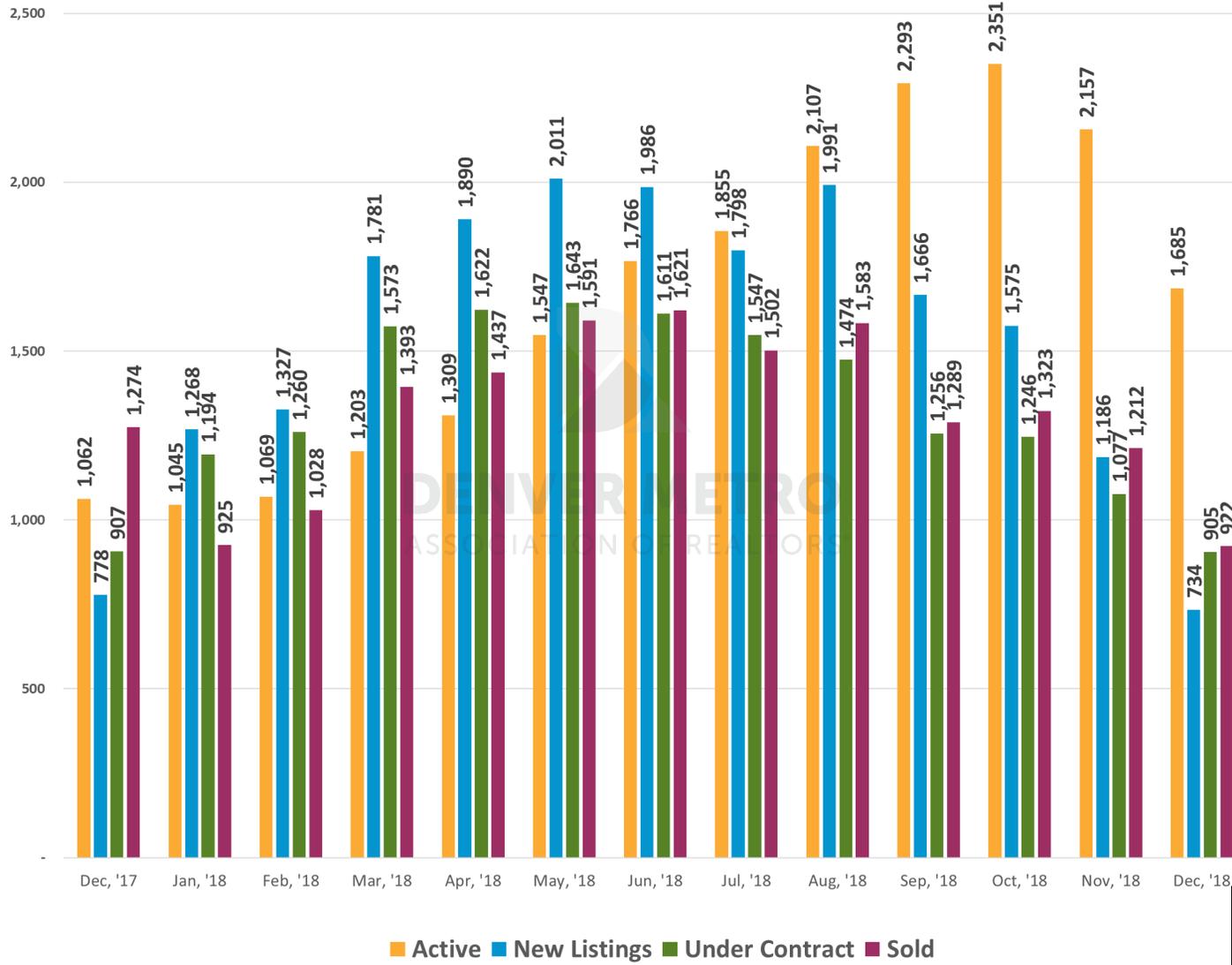


# Condo (aka Attached Single Family)

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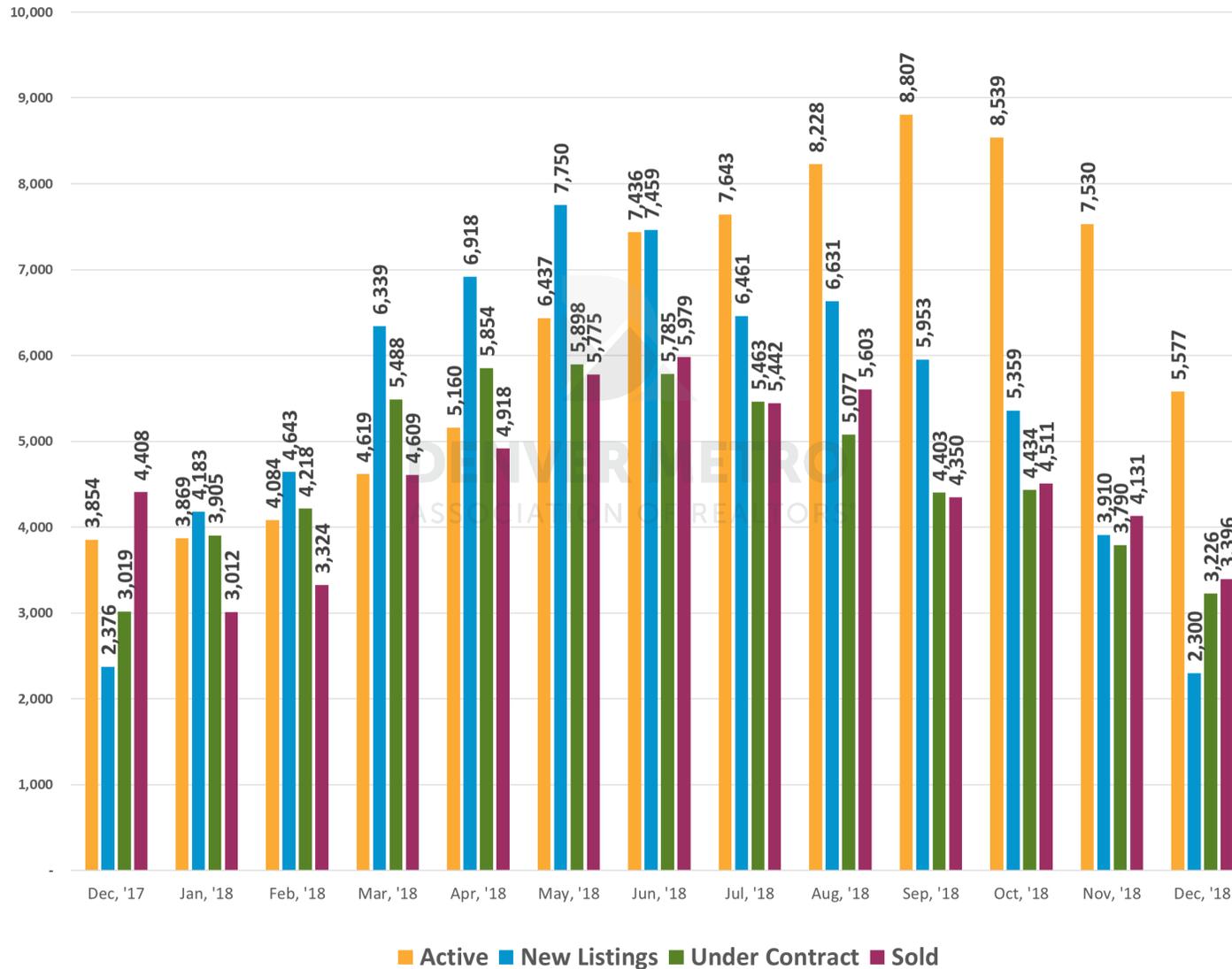


# Residential (Single Family + Condo)

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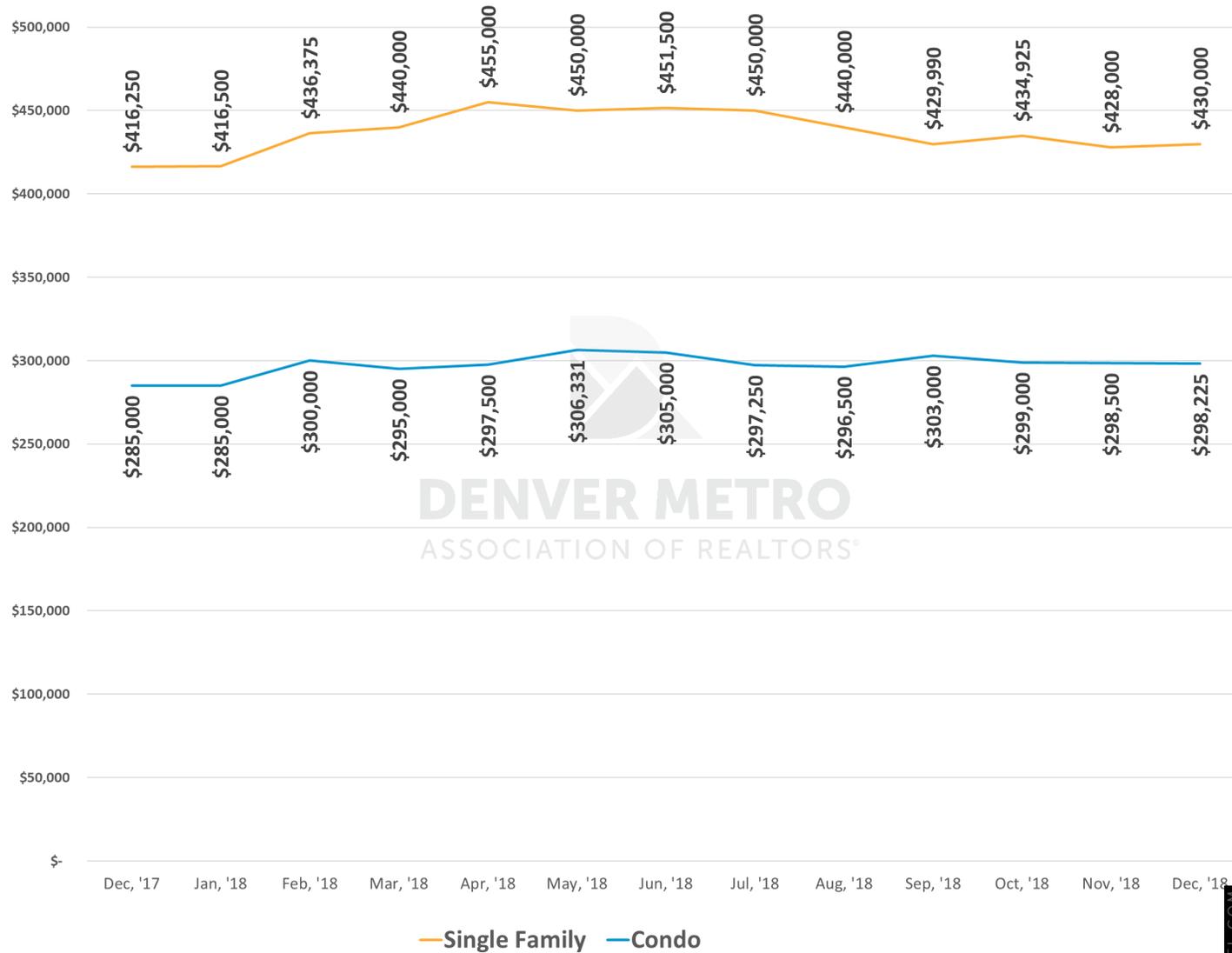


## Median Sales Price

DMAR Market Trends | December 2018 Data

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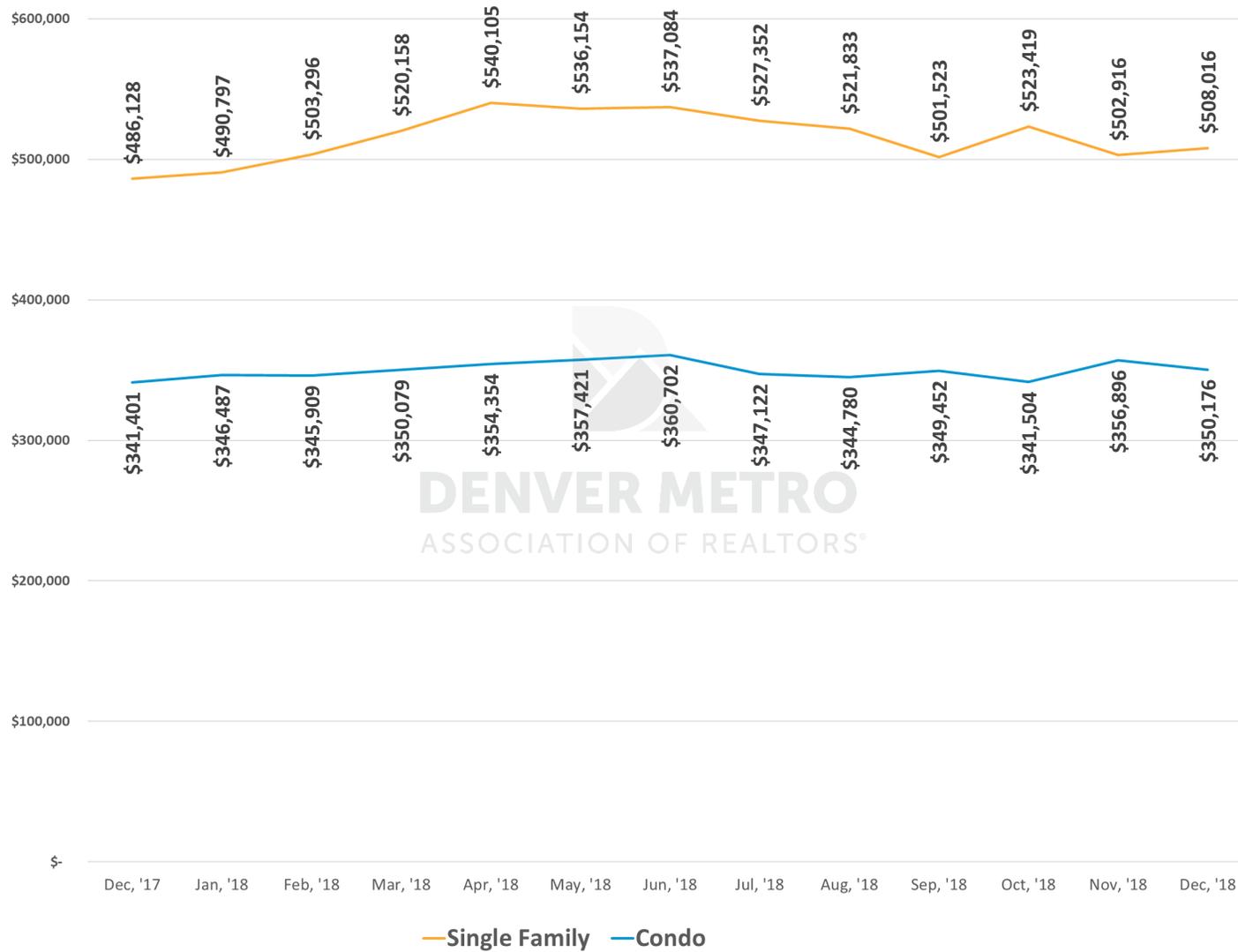


## Average Sales Price

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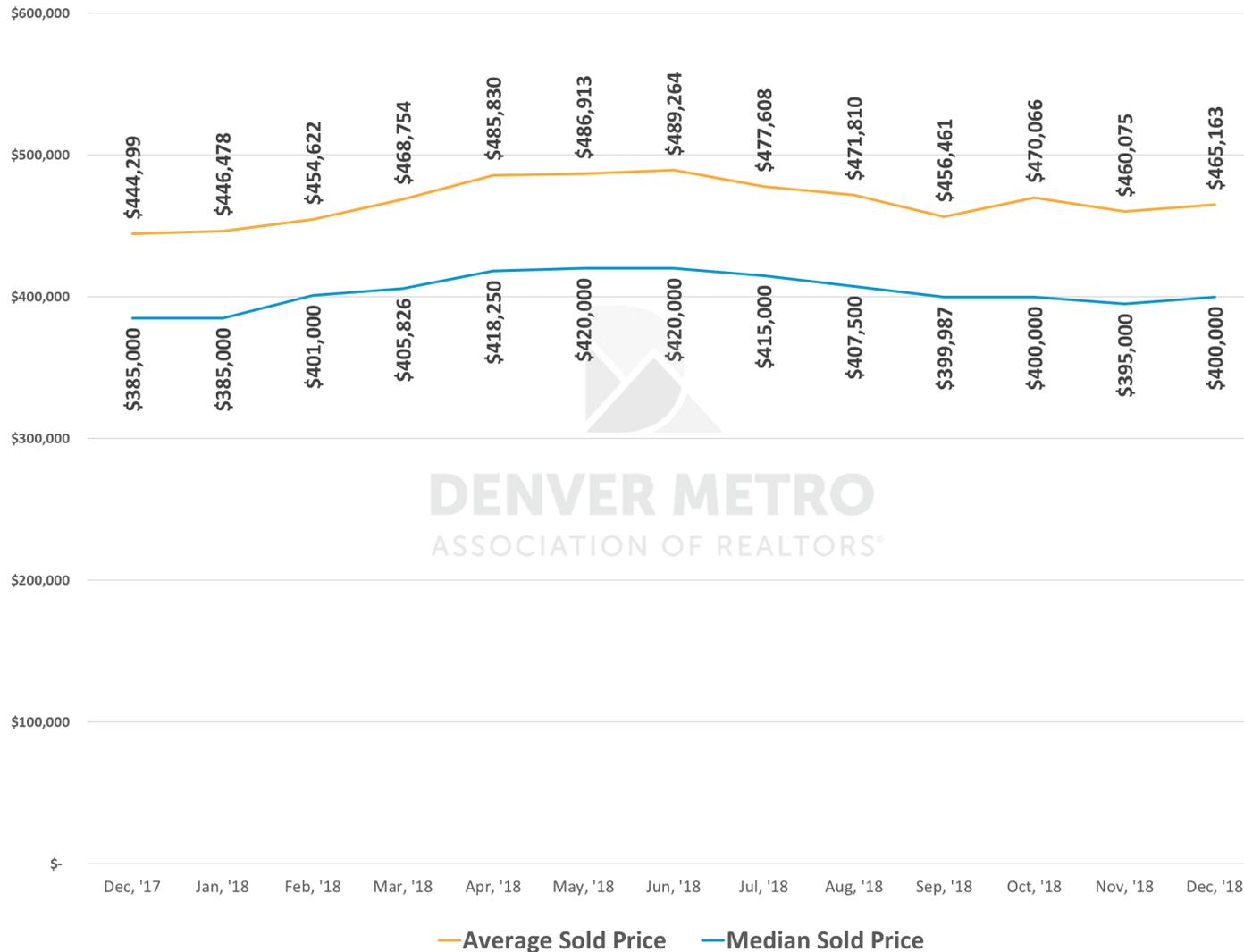


## Residential Sold Price

DMAR Market Trends | December 2018 Data

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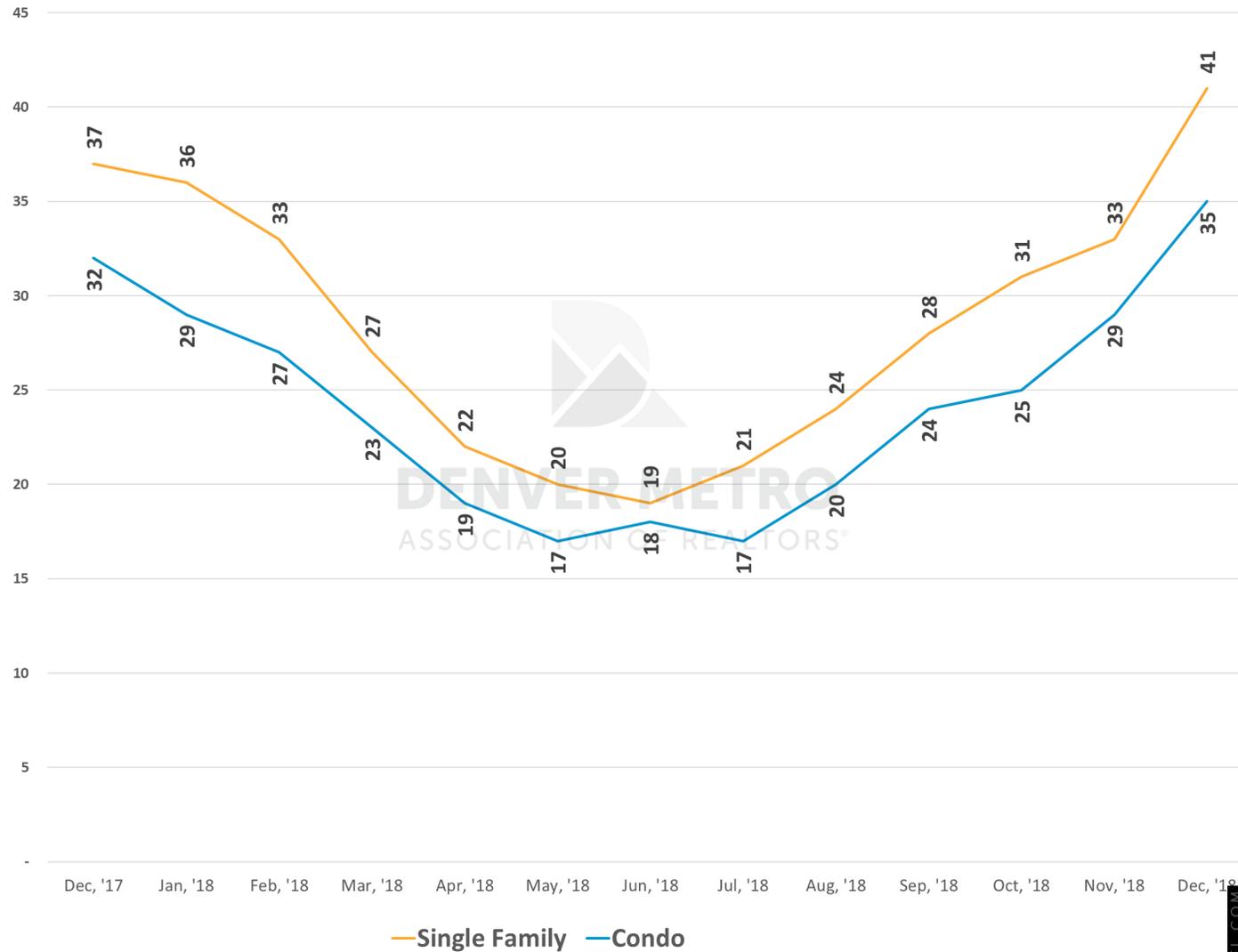


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# Average Days on Market

**DMAR Market Trends | December 2018 Data**  
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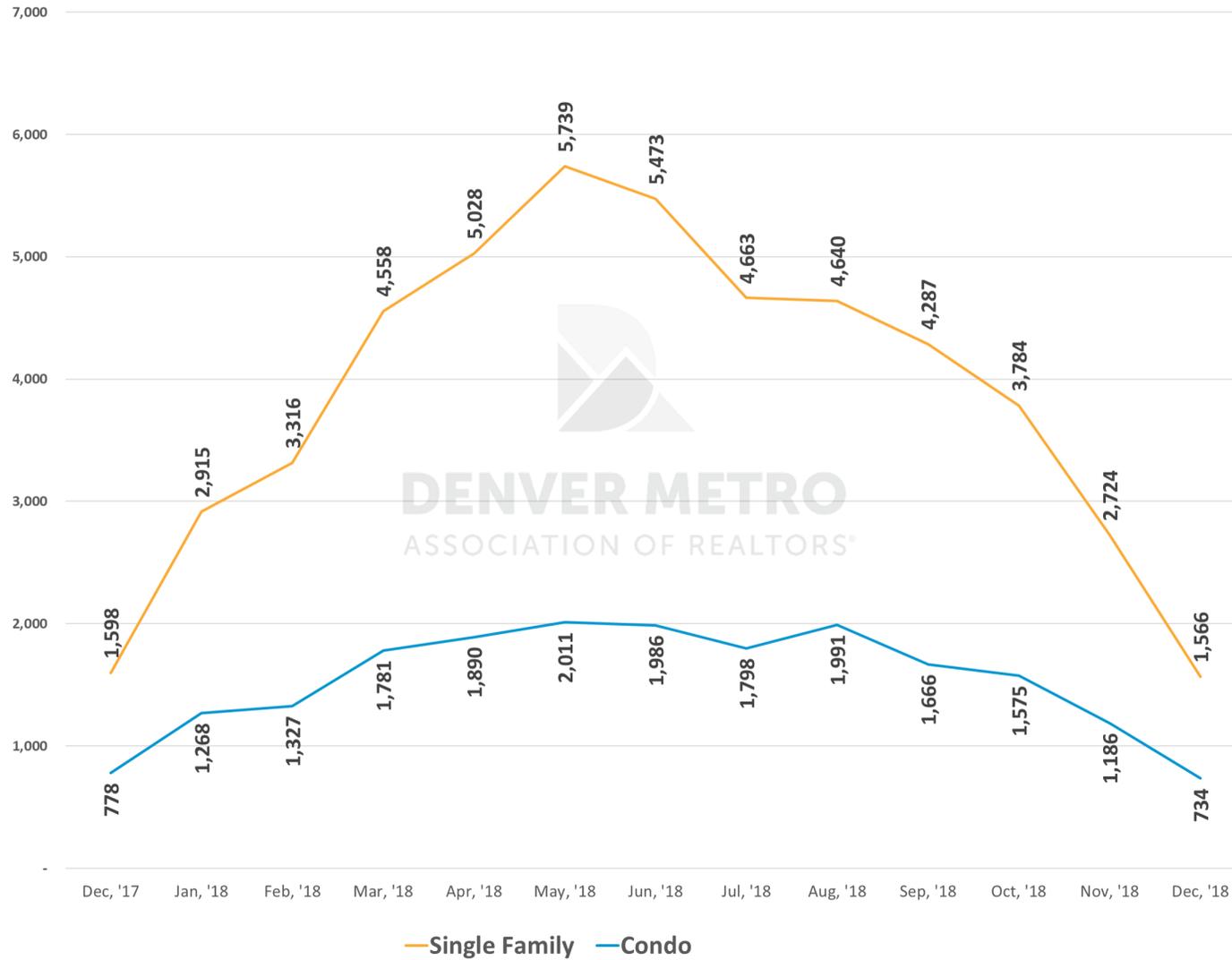


# New Listings

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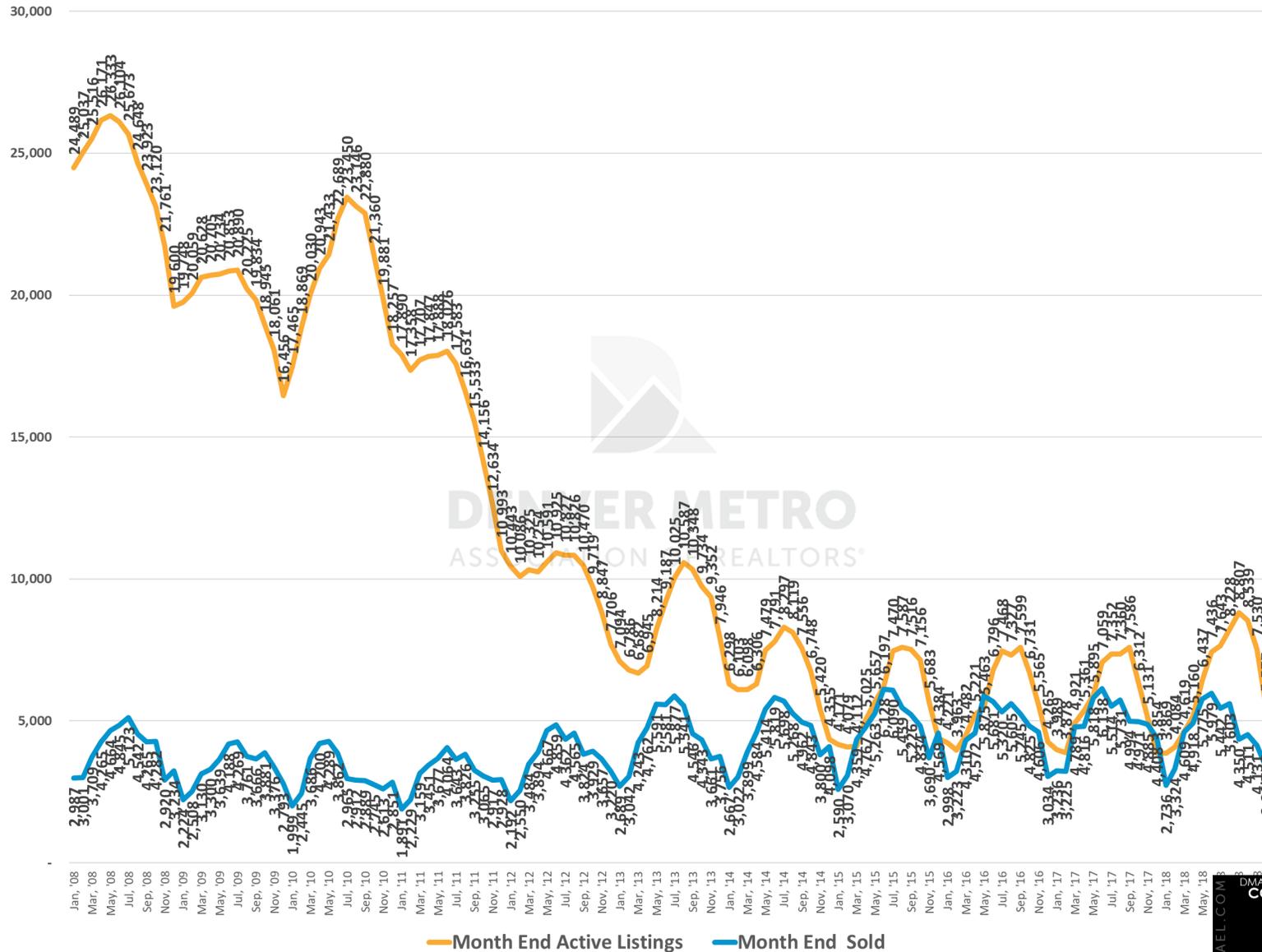


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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

	Dec, '18	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Single Family + Condo)					
Active	5,577	7,530	3,854	-25.94%	44.71%
New Listings	2,300	3,910	2,376	-41.18%	-3.20%
Under Contract	3,226	3,790	3,019	-14.88%	6.86%
Days on Market - Average	39	32	36	21.88%	8.33%
Days on Market - Median	24	18	15	33.33%	60.00%
Sold	3,396	4,131	4,408	-17.79%	-22.96%
Sold Price - Average	\$ 465,163	\$ 460,075	\$ 444,299	1.11%	4.70%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 385,000	1.27%	3.90%
Sales Volume	\$ 1,579,693,548	\$ 1,900,569,825	\$ 1,958,469,992	-16.88%	-19.34%
Close Price/List Price	98.63%	98.69%	99.10%	-0.06%	-0.47%
<b>Single Family</b> (aka Detached Single Family)					
Active	3,892	5,373	2,792	-27.56%	39.40%
New Listings	1,566	2,724	1,598	-42.51%	-2.00%
Under Contract	2,321	2,713	2,112	-14.45%	9.90%
Days on Market - Average	41	33	37	24.24%	10.81%
Days on Market - Median	24	19	16	26.32%	50.00%
Sold	2,474	2,919	3,134	-15.24%	-21.06%
Sold Price - Average	\$ 508,016	\$ 502,916	\$ 486,128	1.01%	4.50%
Sold Price - Median	\$ 430,000	\$ 428,000	\$ 416,250	0.47%	3.30%
Sales Volume	\$ 1,256,831,584	\$ 1,468,011,804	\$ 1,523,525,152	-14.39%	-17.51%
Close Price/List Price	98.48%	98.60%	98.94%	-0.12%	-0.46%
<b>Condo</b> (aka Attached Single Family)					
Active	1,685	2,157	1,062	-21.88%	58.66%
New Listings	734	1,186	778	-38.11%	-5.66%
Under Contract	905	1,077	907	-15.97%	-0.22%
Days on Market - Average	35	29	32	20.69%	9.38%
Days on Market - Median	21	17	13	23.53%	61.54%
Sold	922	1,212	1,274	-23.93%	-27.63%
Sold Price - Average	\$ 350,176	\$ 356,896	\$ 341,401	-1.88%	2.57%
Sold Price - Median	\$ 298,225	\$ 298,500	\$ 285,000	-0.09%	4.64%
Sales Volume	\$ 322,862,272	\$ 432,557,952	\$ 434,944,874	-25.36%	-25.77%
Close Price/List Price	99.02%	98.91%	99.51%	0.11%	-0.49%

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# DECEMBER 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
<b>Residential</b> (Single Family + Condo)									
Active Listings at month end	5,577	3,854	4,265	4,384	4,355	44.71%	-9.64%	-2.71%	0.67%
New Listings	68,312	67,186	65,831	66,752	62,505	1.68%	2.06%	-1.38%	6.79%
Days on Market - Average	26	26	26	25	33	0.00%	0.00%	4.00%	-24.24%
Days on Market - Median	9	8	8	7	11	12.50%	0.00%	14.29%	-36.36%
Sold	55,987	59,258	56,915	56,931	54,183	-5.52%	4.12%	-0.03%	5.07%
Sold Price - Average	\$ 473,539	\$ 437,082	\$ 401,693	\$ 365,338	\$ 325,434	8.34%	8.81%	9.95%	12.26%
Sold Price - Median	\$ 409,900	\$ 380,000	\$ 350,000	\$ 315,000	\$ 275,000	7.87%	8.57%	11.11%	14.55%
Sales Volume	\$ 26,512,027,993	\$ 25,900,605,156	\$ 22,862,357,095	\$ 20,799,057,678	\$ 17,632,990,422	2.36%	13.29%	9.92%	17.96%
Close Price/List Price	99.87%	99.99%	100.18%	100.33%	99.28%	-0.12%	-0.19%	-0.15%	1.06%
<b>Single Family</b> (aka Detached Single Family)									
Active Listings at month end	3,892	2,792	3,240	3,519	3,557	39.40%	-13.83%	-7.93%	-1.07%
New Listings	48,948	48,097	47,816	48,196	45,889	1.77%	0.59%	-0.79%	5.03%
Days on Market - Average	27	28	28	27	35	-3.57%	0.00%	3.70%	-22.86%
Days on Market - Median	9	9	9	8	12	0.00%	0.00%	12.50%	-33.33%
Sold	39,861	42,317	40,911	40,384	39,342	-5.80%	3.44%	1.30%	2.65%
Sold Price - Average	\$ 522,839	\$ 483,867	\$ 444,677	\$ 408,331	\$ 363,369	8.05%	8.81%	8.90%	12.37%
Sold Price - Median	\$ 440,500	\$ 412,000	\$ 380,000	\$ 349,000	\$ 305,967	6.92%	8.42%	8.88%	14.06%
Sales Volume	\$ 20,840,885,379	\$ 20,475,799,839	\$ 18,192,180,747	\$ 16,490,039,104	\$ 14,295,663,198	1.78%	12.55%	10.32%	15.35%
Close Price/List Price	99.76%	99.85%	99.96%	100.13%	99.27%	-0.09%	-0.11%	-0.17%	0.87%
<b>Condo</b> (aka Attached Single Family)									
Active Listings at month end	1,685	1,062	1,025	865	798	58.66%	3.61%	18.50%	8.40%
New Listings	19,364	19,089	18,015	18,556	16,616	1.44%	5.96%	-2.92%	11.68%
Days on Market - Average	23	22	19	20	28	4.55%	15.79%	-5.00%	-28.57%
Days on Market - Median	7	6	6	6	10	16.67%	0.00%	0.00%	-40.00%
Sold	16,126	16,941	16,004	16,547	14,841	-4.81%	5.85%	-3.28%	11.50%
Sold Price - Average	\$ 351,677	\$ 320,217	\$ 291,812	\$ 260,413	\$ 224,873	9.82%	9.73%	12.06%	15.80%
Sold Price - Median	\$ 300,000	\$ 270,000	\$ 243,000	\$ 215,000	\$ 180,000	11.11%	11.11%	13.02%	19.44%
Sales Volume	\$ 5,671,143,302	\$ 5,424,796,197	\$ 4,670,159,248	\$ 4,309,053,911	\$ 3,337,340,193	4.54%	16.16%	8.38%	29.12%
Close Price/List Price	100.12%	100.36%	100.74%	100.81%	99.29%	-0.24%	-0.38%	-0.07%	1.53%

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Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	3	11	3.67	2	9	4.50
\$100,000 to \$199,999	11	21	1.91	114	135	1.18
\$200,000 to \$299,999	165	145	0.88	354	422	1.19
\$300,000 to \$399,999	822	626	0.76	220	351	1.60
\$400,000 to \$499,999	625	860	1.38	105	287	2.73
\$500,000 to \$749,999	608	1,263	2.08	85	284	3.34
\$750,000 to \$999,999	128	359	2.80	26	118	4.54
\$1,000,000 and over	112	607	5.42	16	79	4.94
<b>TOTALS</b>	<b>2,474</b>	<b>3,892</b>	<b>1.57</b>	<b>922</b>	<b>1,685</b>	<b>1.83</b>

Price Range	Single Family		% change	Condo		% change
	Dec, '18	Sold Nov, '18		Dec, '18	Sold Nov, '18	
\$0 to \$99,999	3	5	-40.00%	2	7	-71.43%
\$100,000 to \$199,999	11	13	-15.38%	114	138	-17.39%
\$200,000 to \$299,999	165	207	-20.29%	354	469	-24.52%
\$300,000 to \$399,999	822	973	-15.52%	220	296	-25.68%
\$400,000 to \$499,999	625	752	-16.89%	105	128	-17.97%
\$500,000 to \$749,999	608	671	-9.39%	85	124	-31.45%
\$750,000 to \$999,999	128	183	-30.05%	26	34	-23.53%
\$1,000,000 and over	112	115	-2.61%	16	16	0.00%
<b>TOTALS</b>	<b>2,474</b>	<b>2,919</b>	<b>-15.24%</b>	<b>922</b>	<b>1,212</b>	<b>-23.93%</b>

Price Range	Single Family		% change	Condo		% change
	YTD Dec, '18	YTD Dec, '17		YTD Dec, '18	YTD Dec, '17	
\$0 to \$99,999	42	58	-27.59%	53	161	-67.08%
\$100,000 to \$199,999	186	355	-47.61%	1,952	3,200	-39.00%
\$200,000 to \$299,999	2,387	4,923	-51.51%	6,038	6,786	-11.02%
\$300,000 to \$399,999	11,990	14,168	-15.37%	3,832	3,255	17.73%
\$400,000 to \$499,999	10,458	9,867	5.99%	1,949	1,688	15.46%
\$500,000 to \$749,999	10,270	9,091	12.97%	1,670	1,323	26.23%
\$750,000 to \$999,999	2,556	2,216	15.34%	448	342	30.99%
\$1,000,000 and over	1,972	1,639	20.32%	184	186	-1.08%
<b>TOTALS</b>	<b>39,861</b>	<b>42,317</b>	<b>-5.80%</b>	<b>16,126</b>	<b>16,941</b>	<b>-4.81%</b>

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RESIDENTIAL REAL ESTATE BROKER | DENVER COLORADO | RELOCATION

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

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

	Dec, '18	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	128	131	134	-2.29%	-4.48%
Price - Average	\$ 1,482,639	\$ 1,622,413	\$ 1,512,583	-8.62%	-1.98%
Sales Volume	\$ 189,777,792	\$ 212,536,103	\$ 202,686,122	-10.71%	-6.37%
Days on Market - Average	70	80	111	-12.50%	-36.94%
Days on Market - Median	39	45	65	-13.33%	-40.00%
Close Price/List Price	97.00%	96.72%	95.57%	0.29%	1.50%
PSF Total	\$ 313	\$ 332	\$ 322	-5.72%	-2.80%
<b>Single Family</b> (aka Detached Single Family)					
Sold	112	115	118	-2.61%	-5.08%
Price - Average	\$ 1,506,945	\$ 1,589,745	\$ 1,518,321	-5.21%	-0.75%
Sales Volume	\$ 168,777,840	\$ 182,820,675	\$ 179,161,878	-7.68%	-5.80%
Days on Market - Average	72	74	110	-2.70%	-34.55%
Days on Market - Median	32	35	77	-8.57%	-58.44%
Close Price/List Price	97.07%	96.96%	95.28%	0.11%	1.88%
PSF Total	\$ 293	\$ 303	\$ 300	-3.30%	-2.33%
<b>Condo</b> (aka Attached Single Family)					
Sold	16	16	16	0.00%	0.00%
Price - Average	\$ 1,312,500	\$ 1,857,219	\$ 1,470,266	-29.33%	-10.73%
Sales Volume	\$ 21,000,000	\$ 29,715,504	\$ 23,524,256	-29.33%	-10.73%
Days on Market - Average	54	121	121	-55.37%	-55.37%
Days on Market - Median	65	96	28	-32.29%	132.14%
Close Price/List Price	96.45%	94.97%	97.66%	1.56%	-1.24%
PSF Total	\$ 452	\$ 541	\$ 477	-16.45%	-5.24%

## DMAR MARKET TRENDS | JANUARY 2019

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# 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
<b>Residential (Single Family + Condo)</b>									
Sold	2,156	1,825	1,371	1,157	865	18.14%	33.11%	18.50%	33.76%
Sold Price - Average	\$ 1,525,441	\$ 1,525,879	\$ 1,519,614	\$ 1,510,402	\$ 1,525,048	-0.03%	0.41%	0.61%	-0.96%
Sales Volume	\$ 3,288,850,796	\$ 2,784,729,175	\$ 2,083,390,794	\$ 1,747,535,114	\$ 1,319,166,520	18.10%	33.66%	19.22%	32.47%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	0.00%	0.00%	0.00%	0.00%
Days on Market - Average	68	82	87	84	92	-17.07%	-5.75%	3.57%	-8.70%
Days on Market - Median	27	38	44	41	45	-28.95%	-13.64%	7.32%	-8.89%
Close Price/List Price	97.29%	96.88%	96.95%	96.87%	96.45%	0.42%	-0.07%	0.08%	0.44%
PSF Total	\$ 308	\$ 306	\$ 291	\$ 287	\$ 266	0.65%	5.15%	1.39%	7.89%
<b>Single Family (aka Detached Single Family)</b>									
Sold	1,972	1,639	1,252	1,044	806	20.32%	30.91%	19.92%	29.53%
Sold Price - Average	\$ 1,527,026	\$ 1,534,206	\$ 1,521,105	\$ 1,510,330	\$ 1,524,203	-0.47%	0.86%	0.71%	-0.91%
Sales Volume	\$ 3,011,295,272	\$ 2,514,563,634	\$ 1,904,423,460	\$ 1,576,784,520	\$ 1,228,507,618	19.75%	32.04%	20.78%	28.35%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	0.00%	0.00%	0.00%	0.00%
Days on Market - Average	76	82	90	85	92	-7.32%	-8.89%	5.88%	-7.61%
Days on Market - Median	27	39	46	42	44	-30.77%	-15.22%	9.52%	-4.55%
Close Price/List Price	97.36%	96.82%	96.50%	96.76%	96.59%	0.56%	0.33%	-0.27%	0.18%
PSF Total	\$ 291	\$ 286	\$ 269	\$ 260	\$ 252	1.75%	6.32%	3.46%	3.17%
<b>Condo (aka Attached Single Family)</b>									
Sold	184	186	119	113	59	-1.08%	56.30%	5.31%	91.53%
Sold Price - Average	\$ 1,508,453	\$ 1,452,502	\$ 1,503,935	\$ 1,511,067	\$ 1,536,592	3.85%	-3.42%	-0.47%	-1.66%
Sales Volume	\$ 277,555,352	\$ 270,165,372	\$ 178,968,265	\$ 170,750,571	\$ 90,658,928	2.74%	50.96%	4.81%	88.34%
Sold Price - Median	\$ 1,300,000	\$ 1,250,000	\$ 1,205,000	\$ 1,300,000	\$ 1,300,000	4.00%	3.73%	-7.31%	0.00%
Days on Market - Average	71	75	56	72	99	-5.33%	33.93%	-22.22%	-27.27%
Days on Market - Median	40	34	42	18	63	17.65%	-19.05%	133.33%	-71.43%
Close Price/List Price	96.53%	97.41%	101.74%	97.96%	94.51%	-0.90%	-4.26%	3.86%	3.65%
PSF Total	\$ 488	\$ 473	\$ 521	\$ 536	\$ 458	3.17%	-9.21%	-2.80%	17.03%

### DMAR MARKET TRENDS | JANUARY 2019

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

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

	Dec, '18	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	154	217	202	-29.03%	-23.76%
Price - Average	\$ 854,724	\$ 839,927	\$ 841,783	1.76%	1.54%
Sales Volume	\$ 131,627,496	\$ 182,264,159	\$ 170,040,166	-27.78%	-22.59%
Days on Market - Average	65	42	80	54.76%	-18.75%
Days on Market - Median	40	25	46	60.00%	-13.04%
Close Price/List Price	98.55%	98.22%	97.63%	0.34%	0.94%
PSF Total	\$ 244	\$ 233	\$ 240	4.72%	1.67%
<b>Single Family</b> (aka Detached Single Family)					
Sold	128	183	162	-30.05%	-20.99%
Price - Average	\$ 850,507	\$ 838,705	\$ 841,168	1.41%	1.11%
Sales Volume	\$ 108,864,896	\$ 153,483,015	\$ 136,269,216	-29.07%	-20.11%
Days on Market - Average	68	44	83	54.55%	-18.07%
Days on Market - Median	40	26	47	53.85%	-14.89%
Close Price/List Price	98.46%	98.09%	97.22%	0.38%	1.28%
PSF Total	\$ 230	\$ 220	\$ 215	4.55%	6.98%
<b>Condo</b> (aka Attached Single Family)					
Sold	26	34	40	-23.53%	-35.00%
Price - Average	\$ 875,486	\$ 846,504	\$ 844,276	3.42%	3.70%
Sales Volume	\$ 22,762,636	\$ 28,781,136	\$ 33,771,040	-20.91%	-32.60%
Days on Market - Average	50	30	70	66.67%	-28.57%
Days on Market - Median	41	18	28	127.78%	46.43%
Close Price/List Price	98.98%	98.92%	99.29%	0.06%	-0.31%
PSF Total	\$ 312	\$ 306	\$ 339	1.96%	-7.96%

## DMAR MARKET TRENDS | JANUARY 2019

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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
<b>Residential (Single Family + Condo)</b>									
Sold	3,004	2,558	2,009	1,623	1,151	17.44%	27.33%	23.78%	41.01%
Sold Price - Average	\$ 849,343	\$ 847,478	\$ 848,596	\$ 846,294	\$ 848,480	0.22%	-0.13%	0.27%	-0.26%
Sales Volume	\$ 2,551,426,372	\$ 2,167,848,724	\$ 1,704,829,364	\$ 1,373,535,162	\$ 976,600,480	17.69%	27.16%	24.12%	40.64%
Sold Price - Median	\$ 840,000	\$ 838,000	\$ 840,000	\$ 835,000	\$ 840,000	0.24%	-0.24%	0.60%	-0.60%
Days on Market - Average	44	56	56	62	77	-21.43%	0.00%	-9.68%	-19.48%
Days on Market - Median	14	27	27	29	37	-48.15%	0.00%	-6.90%	-21.62%
Close Price/List Price	99.10%	98.50%	98.54%	98.32%	97.81%	0.61%	-0.04%	0.22%	0.52%
PSF Total	\$ 243	\$ 229	\$ 221	\$ 210	\$ 205	6.11%	3.62%	5.24%	2.44%
<b>Single Family (aka Detached Single Family)</b>									
Sold	2,556	2,216	1,689	1,421	983	15.34%	31.20%	18.86%	44.56%
Sold Price - Average	\$ 849,862	\$ 848,717	\$ 850,253	\$ 846,530	\$ 845,825	0.13%	-0.18%	0.44%	0.08%
Sales Volume	\$ 2,172,247,272	\$ 1,880,756,872	\$ 1,436,077,317	\$ 1,202,919,130	\$ 831,445,975	15.50%	30.96%	19.38%	44.68%
Sold Price - Median	\$ 842,250	\$ 840,000	\$ 842,000	\$ 835,000	\$ 835,901	0.27%	-0.24%	0.84%	-0.11%
Days on Market - Average	44	56	59	63	77	-21.43%	-5.08%	-6.35%	-18.18%
Days on Market - Median	15	28	29	30	39	-46.43%	-3.45%	-3.33%	-23.08%
Close Price/List Price	99.08%	98.45%	98.48%	98.20%	97.76%	0.64%	-0.03%	0.29%	0.45%
PSF Total	\$ 226	\$ 213	\$ 202	\$ 192	\$ 186	6.10%	5.45%	5.21%	3.23%
<b>Condo (aka Attached Single Family)</b>									
Sold	448	342	320	202	168	30.99%	6.88%	58.42%	20.24%
Sold Price - Average	\$ 846,383	\$ 839,449	\$ 839,851	\$ 844,638	\$ 864,015	0.83%	-0.05%	-0.57%	-2.24%
Sales Volume	\$ 379,179,584	\$ 287,091,558	\$ 268,752,320	\$ 170,616,876	\$ 145,154,520	32.08%	6.82%	57.52%	17.54%
Sold Price - Median	\$ 835,500	\$ 825,000	\$ 824,147	\$ 835,879	\$ 860,000	1.27%	0.10%	-1.40%	-2.80%
Days on Market - Average	43	58	44	54	74	-25.86%	31.82%	-18.52%	-27.03%
Days on Market - Median	13	25	19	25	30	-48.00%	31.58%	-24.00%	-16.67%
Close Price/List Price	99.21%	98.82%	98.84%	99.14%	98.08%	0.39%	-0.02%	-0.30%	1.08%
PSF Total	\$ 340	\$ 329	\$ 323	\$ 336	\$ 317	3.34%	1.86%	-3.87%	5.99%

### DMAR MARKET TRENDS | JANUARY 2019

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

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

	Dec, '18	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	693	795	837	-12.83%	-17.20%
Price - Average	\$ 597,784	\$ 595,196	\$ 591,534	0.43%	1.06%
Sales Volume	\$ 414,264,312	\$ 473,180,820	\$ 495,113,958	-12.45%	-16.33%
Days on Market - Average	50	37	49	35.14%	2.04%
Days on Market - Median	32	22	28	45.45%	14.29%
Close Price/List Price	98.55%	98.76%	98.72%	-0.21%	-0.17%
PSF Total	\$ 198	\$ 214	\$ 207	-7.48%	-4.35%
<b>Single Family</b> (aka Detached Single Family)					
Sold	608	671	714	-9.39%	-14.85%
Price - Average	\$ 599,805	\$ 593,557	\$ 590,482	1.05%	1.58%
Sales Volume	\$ 364,681,440	\$ 398,276,747	\$ 421,604,148	-8.44%	-13.50%
Days on Market - Average	50	37	46	35.14%	8.70%
Days on Market - Median	33	23	26	43.48%	26.92%
Close Price/List Price	98.50%	98.68%	98.69%	-0.18%	-0.19%
PSF Total	\$ 183	\$ 194	\$ 188	-5.67%	-2.66%
<b>Condo</b> (aka Attached Single Family)					
Sold	85	124	123	-31.45%	-30.89%
Price - Average	\$ 583,326	\$ 604,069	\$ 597,640	-3.43%	-2.40%
Sales Volume	\$ 49,582,710	\$ 74,904,556	\$ 73,509,720	-33.81%	-32.55%
Days on Market - Average	52	40	64	30.00%	-18.75%
Days on Market - Median	25	21	40	19.05%	-37.50%
Close Price/List Price	98.94%	99.21%	98.88%	-0.27%	0.06%
PSF Total	\$ 307	\$ 322	\$ 316	-4.66%	-2.85%

## DMAR MARKET TRENDS | JANUARY 2019

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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
<b>Residential (Single Family + Condo)</b>									
Sold	11,940	10,414	7,995	6,413	4,579	14.65%	30.26%	24.67%	40.05%
Sold Price - Average	\$ 595,079	\$ 591,717	\$ 593,859	\$ 593,310	\$ 592,971	0.57%	-0.36%	0.09%	0.06%
Sales Volume	\$ 7,105,243,260	\$ 6,162,140,838	\$ 4,747,902,705	\$ 3,804,897,030	\$ 2,715,214,209	15.30%	29.79%	24.78%	40.13%
Sold Price - Median	\$ 583,000	\$ 576,834	\$ 580,000	\$ 580,000	\$ 579,000	1.07%	-0.55%	0.00%	0.17%
Current Days on Market - Average	34	40	44	48	56	-15.00%	-9.09%	-8.33%	-14.29%
Current Days on Market - Median	13	17	20	21	28	-23.53%	-15.00%	-4.76%	-25.00%
Close Price/List Price	99.56%	99.28%	99.13%	99.27%	98.56%	0.28%	0.15%	-0.14%	0.72%
PSF Total	\$ 210	\$ 199	\$ 189	\$ 183	\$ 172	5.53%	5.29%	3.28%	6.40%
<b>Single Family (aka Detached Single Family)</b>									
Sold	10,270	9,091	6,957	5,513	4,018	12.97%	30.67%	26.19%	37.21%
Sold Price - Average	\$ 595,043	\$ 590,966	\$ 593,049	\$ 591,743	\$ 591,999	0.69%	-0.35%	0.22%	-0.04%
Sales Volume	\$ 6,111,091,610	\$ 5,372,471,906	\$ 4,125,841,893	\$ 3,262,279,159	\$ 2,378,651,982	13.75%	30.22%	26.47%	37.15%
Sold Price - Median	\$ 582,500	\$ 575,900	\$ 580,000	\$ 575,504	\$ 575,558	1.15%	-0.71%	0.78%	-0.01%
Current Days on Market - Average	33	38	43	46	55	-13.16%	-11.63%	-6.52%	-16.36%
Current Days on Market - Median	13	16	19	21	28	-18.75%	-15.79%	-9.52%	-25.00%
Close Price/List Price	99.57%	99.30%	99.14%	98.98%	98.45%	0.27%	0.16%	0.16%	0.54%
PSF Total	\$ 192	\$ 183	\$ 173	\$ 165	\$ 158	4.92%	5.78%	4.85%	4.43%
<b>Condo (aka Attached Single Family)</b>									
Sold	1,670	1,323	1,038	900	561	26.23%	27.46%	15.33%	60.43%
Sold Price - Average	\$ 595,300	\$ 596,878	\$ 599,288	\$ 602,906	\$ 599,929	-0.26%	-0.40%	-0.60%	0.50%
Sales Volume	\$ 994,151,000	\$ 789,669,594	\$ 622,060,944	\$ 542,615,400	\$ 336,560,169	25.89%	26.94%	14.64%	61.22%
Sold Price - Median	\$ 584,000	\$ 580,000	\$ 589,723	\$ 592,900	\$ 590,000	0.69%	-1.65%	-0.54%	0.49%
Current Days on Market - Average	43	50	51	58	63	-14.00%	-1.96%	-12.07%	-7.94%
Current Days on Market - Median	17	21	27	27	26	-19.05%	-22.22%	0.00%	3.85%
Close Price/List Price	99.55%	99.18%	99.05%	101.05%	99.32%	0.37%	0.13%	-1.98%	1.74%
PSF Total	\$ 329	\$ 309	\$ 299	\$ 296	\$ 276	6.47%	3.34%	1.01%	7.25%

## DMAR MARKET TRENDS | JANUARY 2019

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

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

	Dec, '18	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	730	880	872	-17.05%	-16.28%
Price - Average	\$ 444,113	\$ 444,398	\$ 445,105	-0.06%	-0.22%
Sales Volume	\$ 324,202,490	\$ 391,070,240	\$ 388,131,560	-17.10%	-16.47%
Days on Market - Average	40	33	38	21.21%	5.26%
Days on Market - Median	25	20	20	25.00%	25.00%
Close Price/List Price	99.11%	98.90%	99.27%	0.21%	-0.16%
PSF Total	\$ 197	\$ 195	\$ 189	1.03%	4.23%
<b>Single Family</b> (aka Detached Single Family)					
Sold	625	752	728	-16.89%	-14.15%
Price - Average	\$ 444,755	\$ 444,949	\$ 445,376	-0.04%	-0.14%
Sales Volume	\$ 277,971,875	\$ 334,601,648	\$ 324,233,728	-16.92%	-14.27%
Days on Market - Average	40	33	37	21.21%	8.11%
Days on Market - Median	26	20	20	30.00%	30.00%
Close Price/List Price	99.04%	98.78%	99.13%	0.26%	-0.09%
PSF Total	\$ 172	\$ 182	\$ 172	-5.49%	0.00%
<b>Condo</b> (aka Attached Single Family)					
Sold	105	128	144	-17.97%	-27.08%
Price - Average	\$ 440,292	\$ 441,164	\$ 443,730	-0.20%	-0.77%
Sales Volume	\$ 46,230,660	\$ 56,468,992	\$ 63,897,120	-18.13%	-27.65%
Days on Market - Average	39	35	41	11.43%	-4.88%
Days on Market - Median	20	19	21	5.26%	-4.76%
Close Price/List Price	99.58%	99.56%	99.96%	0.02%	-0.38%
PSF Total	\$ 316	\$ 269	\$ 274	17.47%	15.33%

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## 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
<b>Residential (Single Family + Condo)</b>									
Sold	12,407	11,555	9,789	7,818	5,778	7.37%	18.04%	25.21%	35.31%
Sold Price - Average	\$ 443,600	\$ 444,044	\$ 443,894	\$ 443,040	\$ 442,187	-0.10%	0.03%	0.19%	0.19%
Sales Volume	\$ 5,503,745,200	\$ 5,130,928,420	\$ 4,345,278,366	\$ 3,463,686,720	\$ 2,554,956,486	7.27%	18.08%	25.45%	35.57%
Sold Price - Median	\$ 440,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 438,969	0.00%	0.00%	0.00%	0.23%
Current Days on Market - Average	25	27	31	34	46	-7.41%	-12.90%	-8.82%	-26.09%
Current Days on Market - Median	10	10	12	13	22	0.00%	-16.67%	-7.69%	-40.91%
Close Price/List Price	100.04%	99.87%	99.74%	99.49%	98.78%	0.17%	0.13%	0.25%	0.72%
PSF Total	\$ 197	\$ 184	\$ 173	\$ 163	\$ 153	7.07%	6.36%	6.13%	6.54%
<b>Single Family (aka Detached Single Family)</b>									
Sold	10,458	9,867	8,546	6,817	5,220	5.99%	15.46%	25.36%	30.59%
Sold Price - Average	\$ 443,701	\$ 444,330	\$ 444,144	\$ 443,233	\$ 442,529	-0.14%	0.04%	0.21%	0.16%
Sales Volume	\$ 4,640,225,058	\$ 4,384,204,110	\$ 3,795,654,624	\$ 3,021,519,361	\$ 2,310,001,380	5.84%	15.51%	25.62%	30.80%
Sold Price - Median	\$ 440,000	\$ 440,900	\$ 440,000	\$ 440,000	\$ 439,000	-0.20%	0.20%	0.00%	0.23%
Current Days on Market - Average	23	26	30	33	45	-11.54%	-13.33%	-9.09%	-26.67%
Current Days on Market - Median	8	10	12	13	21	-20.00%	-16.67%	-7.69%	-38.10%
Close Price/List Price	100.05%	99.86%	99.73%	99.46%	98.77%	0.19%	0.13%	0.27%	0.70%
PSF Total	\$ 181	\$ 170	\$ 160	\$ 148	\$ 142	6.47%	6.25%	8.11%	4.23%
<b>Condo (aka Attached Single Family)</b>									
Sold	1,949	1,688	1,243	1,001	558	15.46%	35.80%	24.18%	79.39%
Sold Price - Average	\$ 443,054	\$ 442,370	\$ 442,180	\$ 441,721	\$ 438,992	0.15%	0.04%	0.10%	0.62%
Sales Volume	\$ 863,512,246	\$ 746,720,560	\$ 549,629,740	\$ 442,162,721	\$ 244,957,536	15.64%	35.86%	24.30%	80.51%
Sold Price - Median	\$ 440,000	\$ 439,641	\$ 439,000	\$ 439,000	\$ 434,000	0.08%	0.15%	0.00%	1.15%
Current Days on Market - Average	33	33	38	42	56	0.00%	-13.16%	-9.52%	-25.00%
Current Days on Market - Median	13	11	14	15	30	18.18%	-21.43%	-6.67%	-50.00%
Close Price/List Price	99.99%	99.92%	99.83%	99.74%	98.86%	0.07%	0.09%	0.09%	0.89%
PSF Total	\$ 279	\$ 271	\$ 267	\$ 263	\$ 254	2.95%	1.50%	1.52%	3.54%

### DMAR MARKET TRENDS | JANUARY 2019

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