

# DENVER METRO

ASSOCIATION OF REALTORS®

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



# Denver Metro Real Estate Market Trends Report

July 2019

DMAR Statistics  
COMPLIMENTS OF



**ANTHONY RAE**  
RE/MAX ALLIANCE  
303.520.3179



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# MARKET OVERVIEW

The July report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the June 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	9,520	7.07%	28.03%
Sold Homes	5,234	-14.31%	-14.34%
Sold Price - Average	\$499,807	-0.54%	1.57%
Sold Price - Median	\$428,000	-0.47%	1.90%
Days on Market - Average	23	-4.17%	21.05%
 <b>Single Family</b> (aka Detached Single Family)			
Active Inventory	6,845	8.12%	20.72%
Sold Homes	3,825	-12.37%	-14.14%
Sold Price - Average	\$547,461	-0.82%	1.26%
Sold Price - Median	\$465,500	-0.11%	2.31%
Days on Market - Average	22	-4.35%	10.00%
 <b>Condo</b> (aka Attached Single Family)			
Active Inventory	2,675	4.49%	51.47%
Sold Homes	1,409	-19.16%	-14.86%
Sold Price - Average	\$370,442	-2.16%	2.50%
Sold Price - Median	\$310,000	-1.59%	1.61%
Days on Market - Average	27	0.00%	1.61%

## DMAR MARKET TRENDS | JULY 2019

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# MARKET INSIGHTS

- ✓ Denver named number one for “gig economy” jobs, which are alternative, short-term or side jobs like Uber, Lyft or Airbnb.
- ✓ Denver named number four best place for the LGBTQ community to live.
- ✓ Denver awarded 16th best large city in America by Resonance Consultancy.
- ✓ Denver is the number 18 city with the most craft breweries. Longmont came in 19th, Loveland 12th, Fort Collins 11th and Boulder took the highest Colorado spot at number four.
- ✓ Denver ranked the 27th most affordable city out of 100 cities. Los Angeles was the least affordable and Detroit took the number one spot.
- ✓ According to niche.com, North Capitol Hill (aka Uptown) is the best neighborhood in Denver for millennials.
- ✓ D’Evelyn Junior/Senior High School identified as the top public high school in the Denver area according to U.S. News.
- ✓ Colorado makes the bottom five (coming in at number 47) when it comes to the size of home you can get for \$300,000. In Colorado, \$300,000 buys you 1,213 square feet, with a median list price per square foot of \$247.39. Buyers get the least square footage per dollar in the District of Columbia and the most in Mississippi.
- ✓ Colorado’s 2018 net migration increased 51,127 over 2017, according to Auction.com.
- ✓ BoardRE, a mortgage startup, is now operating in Colorado and offers to buy a house on behalf of its borrowers so they can compete as if they are an all-cash deal. Once the loan is set to close, BoardRE sells the home to the buyer at the same price, and lends them the money to buy it back - all at no additional cost to the homebuyer.
- ✓ Amazon is now selling tiny houses online.
- ✓ REALTORS® are seeing an increase in price reductions if no showings or offers are made within a couple weeks of listing a property.
- ✓ July is historically a slower time for sales, especially around the 4th of July.
- ✓ Generation Z accounts for 25 percent of the population; that’s larger than both Millennials and Baby Boomers. They are 18 to 24 now and 59

- percent want to buy a home in the next five years. Their top motivators are starting a family and building wealth.
- ✓ Gen Xers are statistically the wealthiest generation; and Gen Z are their kids. The Bank of Mom and Dad is already the 7th largest bank in the nation.
  - ✓ A recent survey shows that 58 percent of Generation Z potential homebuyers, people between the ages of 18 and 24, say they prefer a diverse community compared to 12 percent who prefer a homogeneous neighborhood.
  - ✓ REcolorado’s Matrix now includes new construction listings from New Home Source Pro. Good news for buyers as builders are advertising more move-in ready inventory.
  - ✓ Congress extended the National Flood Insurance Program through September 2019. This affects nationally about 40,000 home sales a month.
  - ✓ The recent decision by the Federal Reserve to not raise the federal funds rate could result in mortgage rates declining even more in the near term. The federal funds rate is the interest rate at which banks and credit unions lend reserve balances to other depository institutions overnight. While the fed funds rate mainly affects short term and adjustable rates, it can affect mortgage rates as well. The next Federal Reserve meeting is scheduled for July 30th.
  - ✓ Purchase applications ended June up 1.3 percent from the previous week and nine percent higher than last year at this time. Demand continues to be strong with appreciation slowing and interest rates at their lowest level since late 2016.
  - ✓ **Quick Stats:**
    - Average active listings for June is 16,577 (1985-2018).
    - Record-high June was 2006 with 31,900 listings and the record -low was 2015 with 6,197 listings.
    - The historical average increase in active listings from May to June is 5.22 percent. 2019 represents an increase of 5.22 percent.

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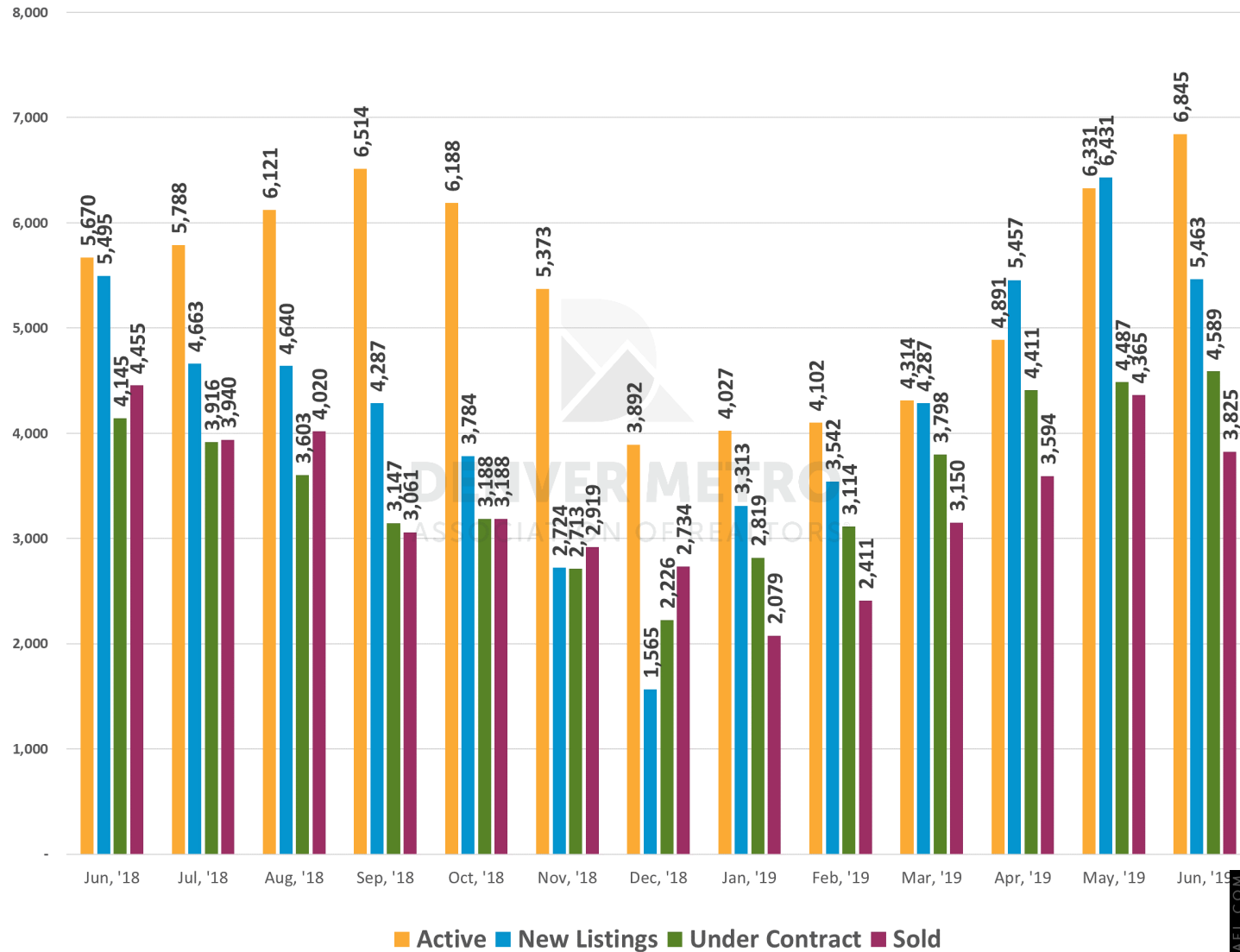
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# Single Family (aka Detached Single Family)

**DMAR Market Trends | June 2019 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



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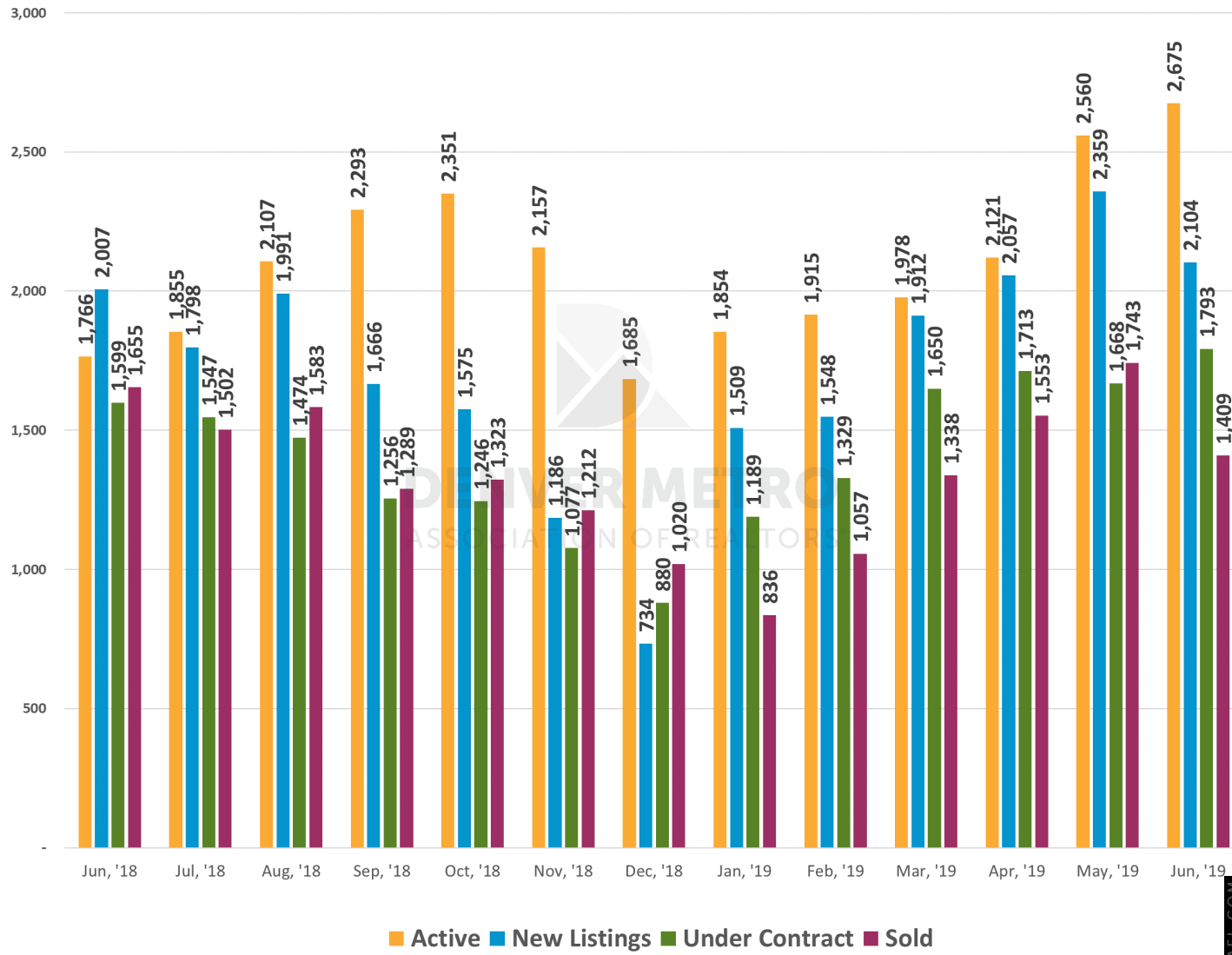


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# Condo (aka Attached Single Family)

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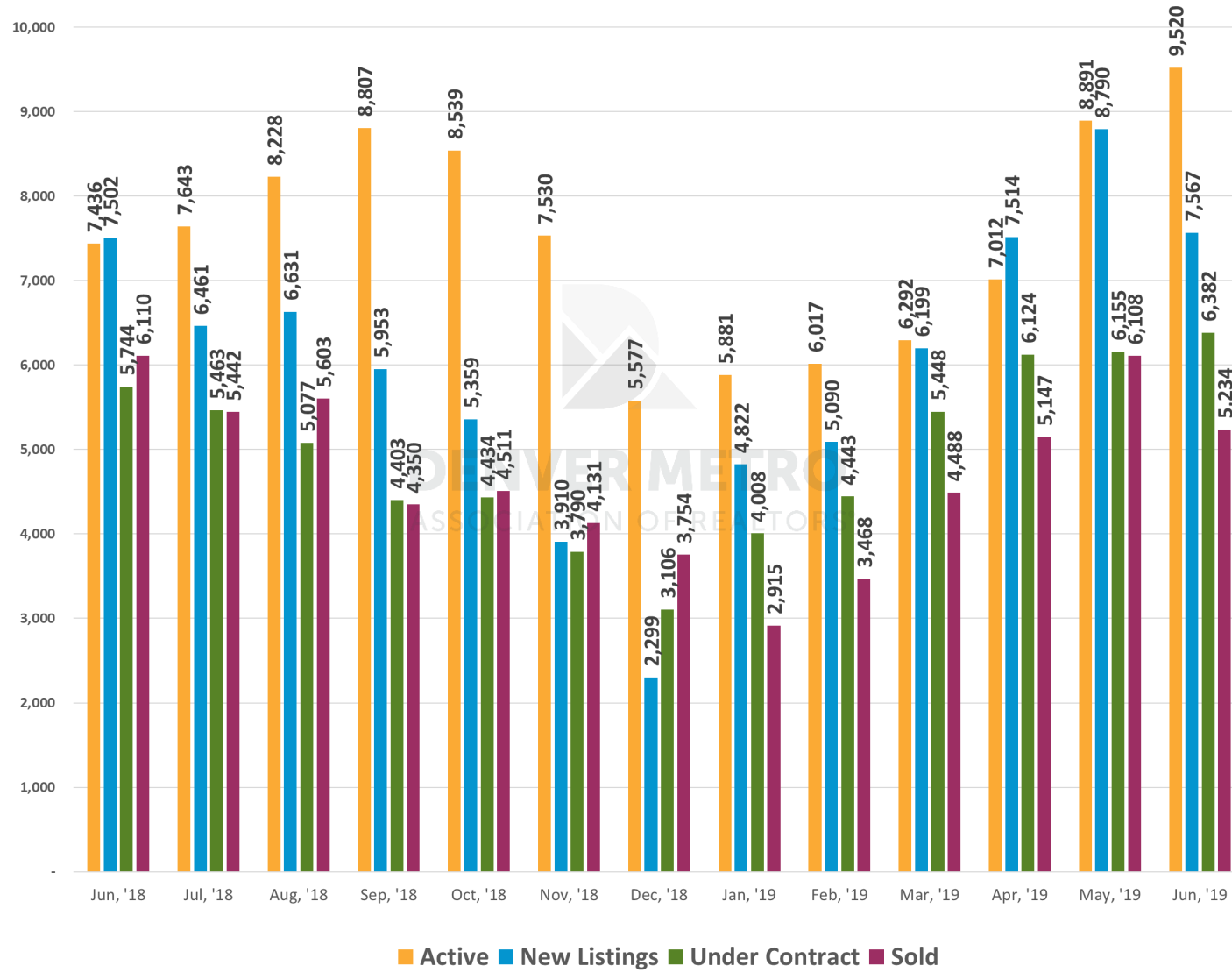
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# Residential (Single Family + Condo)

**DMAR Market Trends | June 2019 Data**

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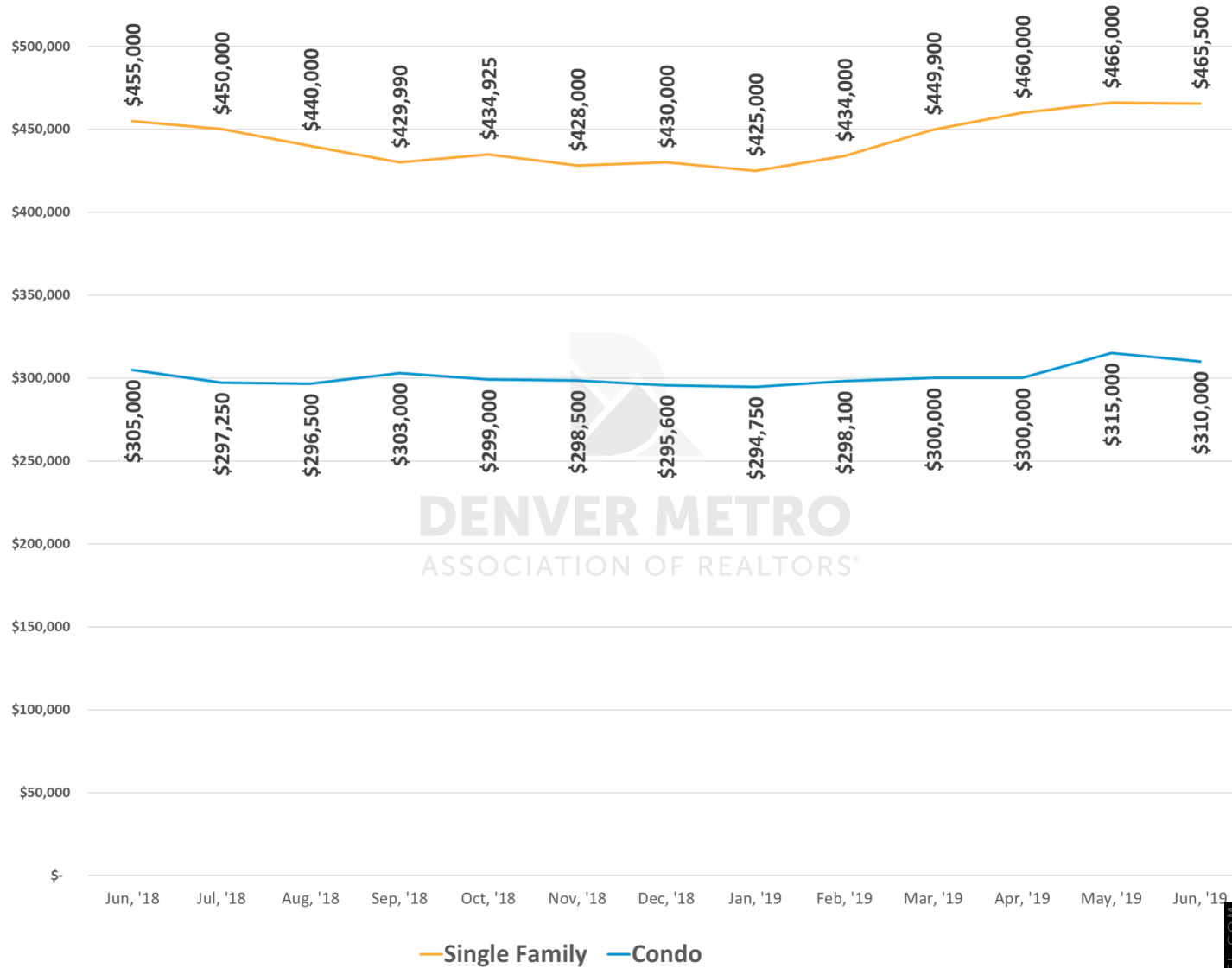


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## Median Sales Price

**DMAR Market Trends | June 2019 Data**  
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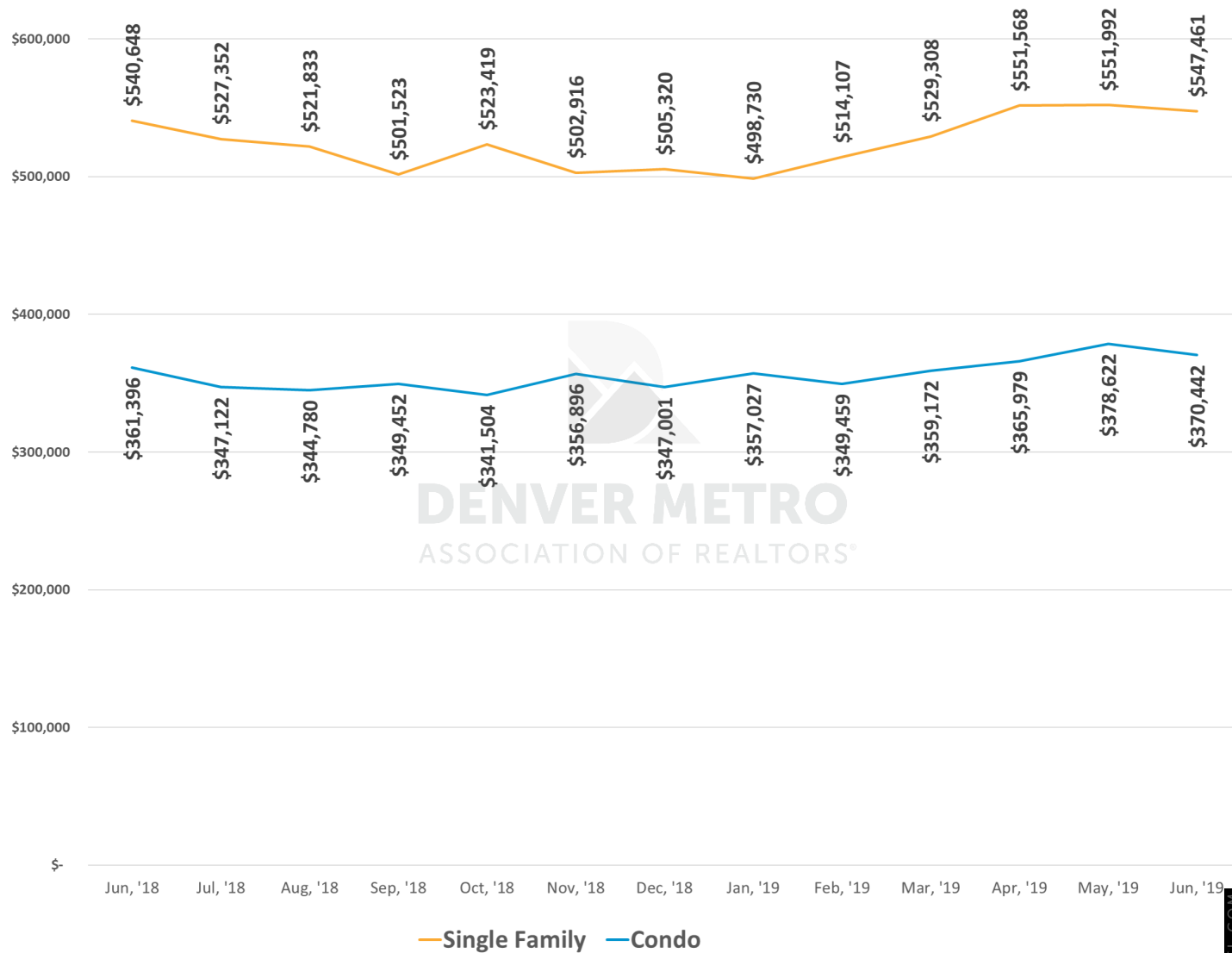
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## Average Sales Price

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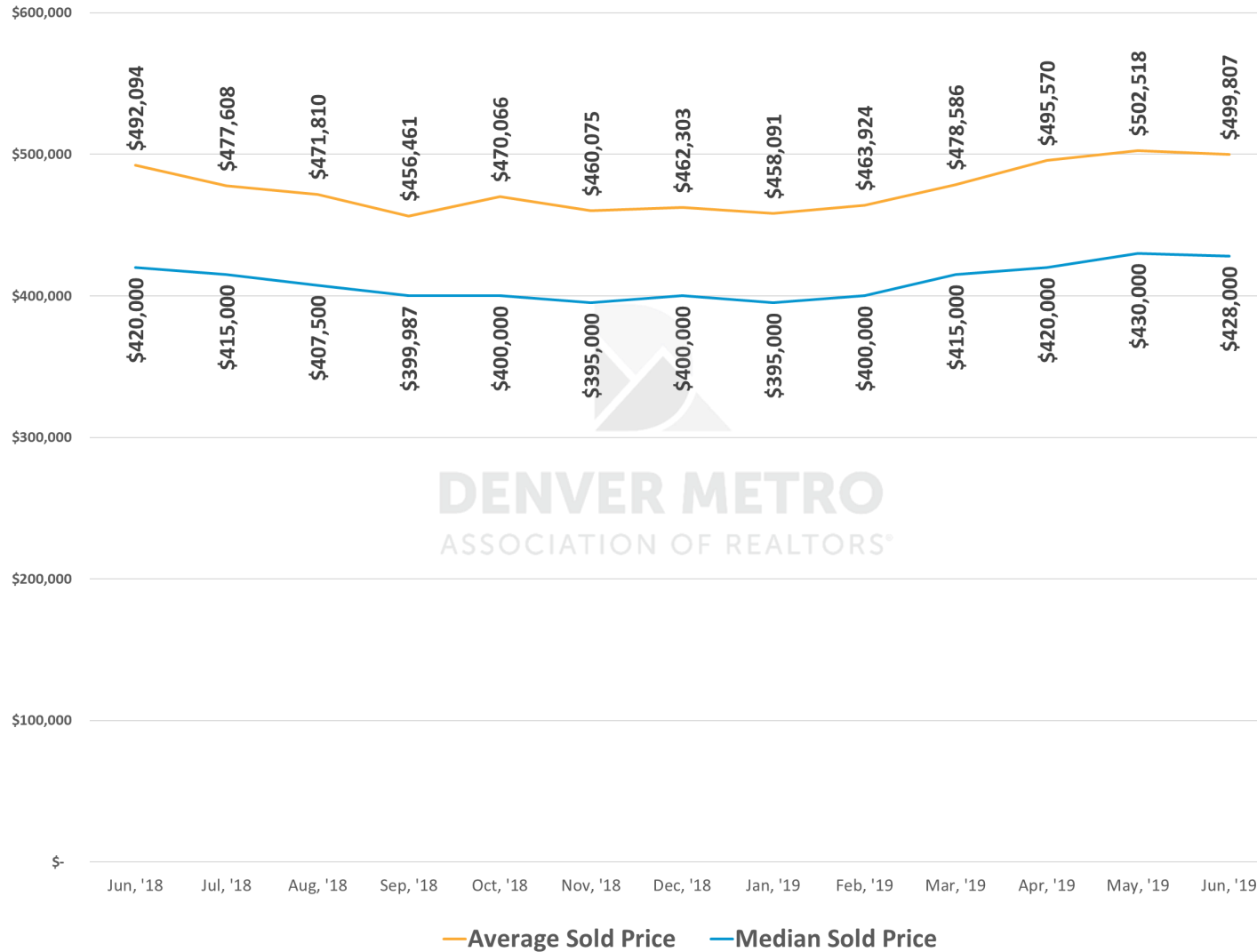
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# Residential Sold Price

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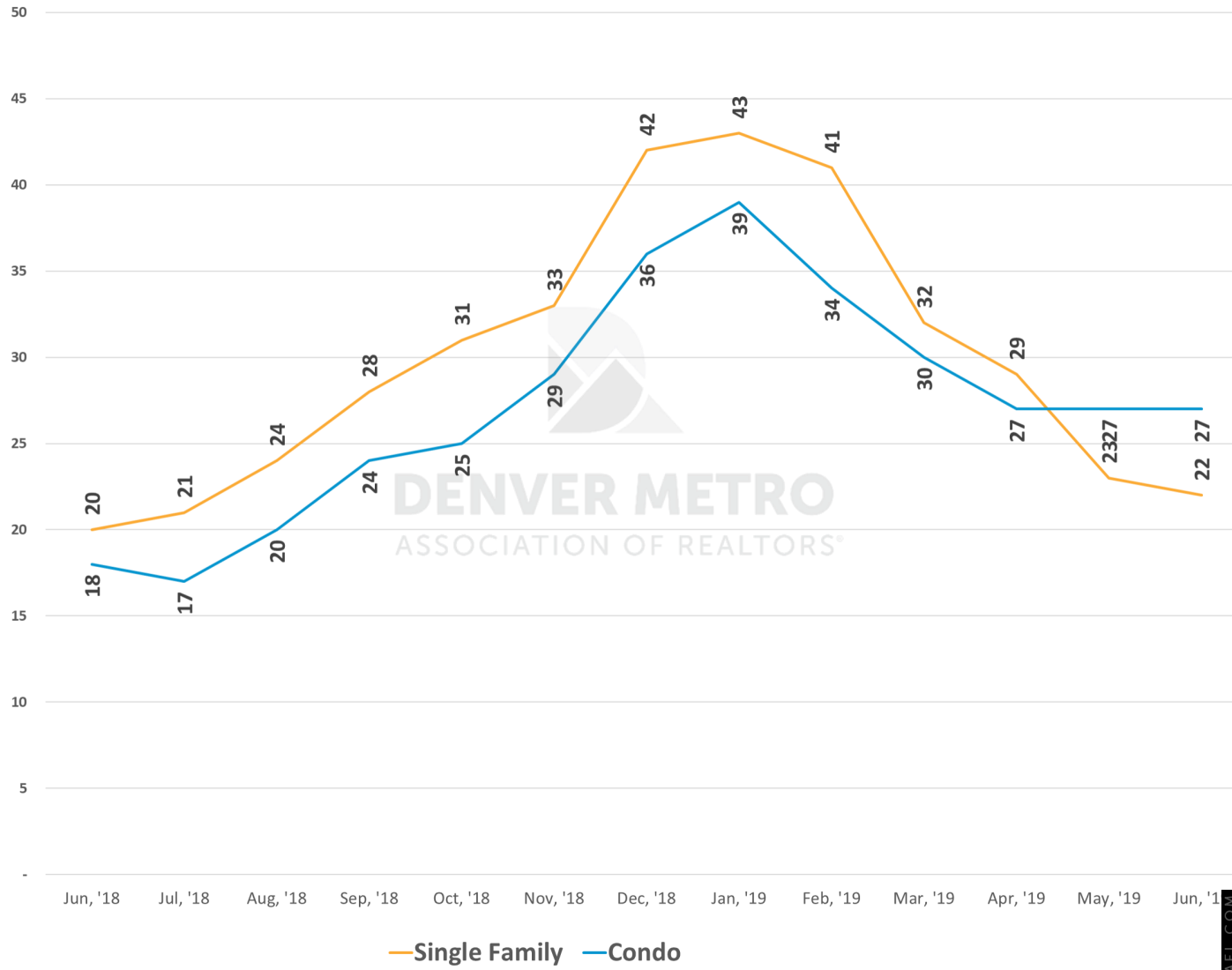
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# Average Days on Market

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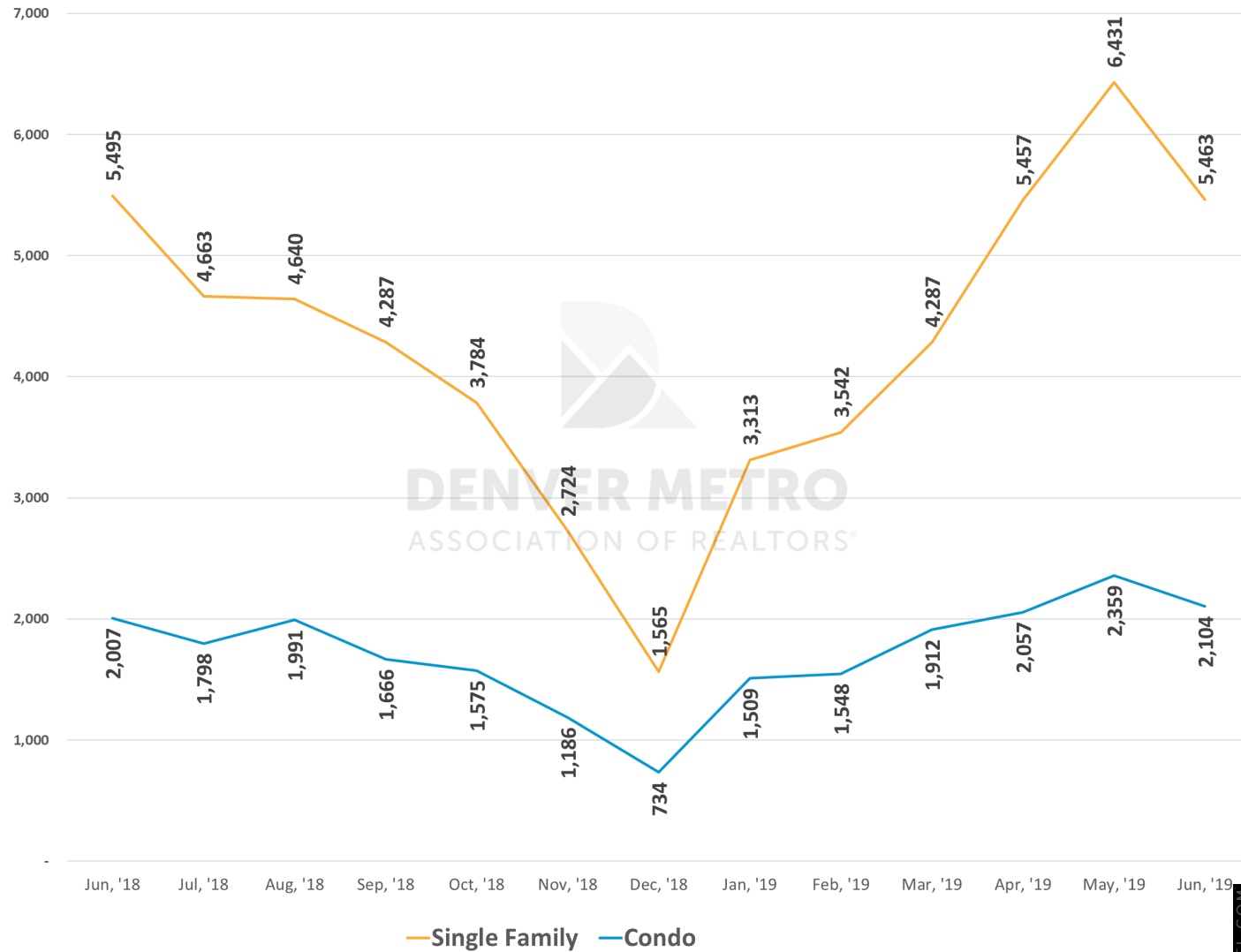
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# New Listings

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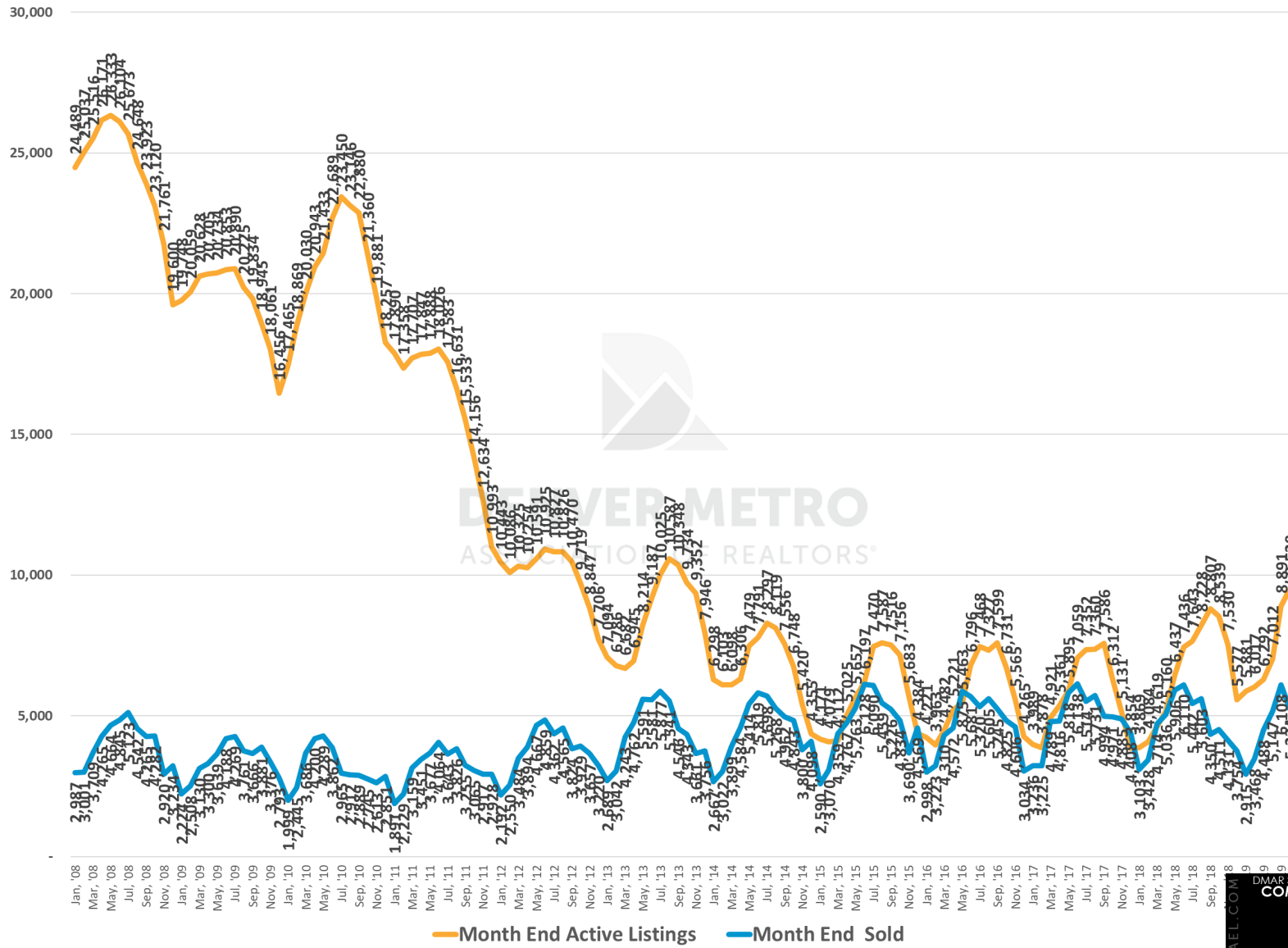
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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

	Jun, '19	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Single Family + Condo)					
Active	9,520	8,891	7,436	7.07%	28.03%
New Listings	7,567	8,790	7,502	-13.91%	0.87%
Under Contract	6,382	6,155	5,744	3.69%	11.11%
Days on Market - Average	23	24	19	-4.17%	21.05%
Days on Market - Median	8	7	6	14.29%	33.33%
Sold	5,234	6,108	6,110	-14.31%	-14.34%
Sold Price - Average	\$ 499,807	\$ 502,518	\$ 492,094	-0.54%	1.57%
Sold Price - Median	\$ 428,000	\$ 430,000	\$ 420,000	-0.47%	1.90%
Sales Volume	\$ 2,615,989,838	\$ 3,069,379,944	\$ 3,006,694,340	-14.77%	-12.99%
Close Price/List Price	99.62%	99.68%	100.44%	-0.06%	-0.82%
<b>Single Family</b> (aka Detached Single Family)					
Active	6,845	6,331	5,670	8.12%	20.72%
New Listings	5,463	6,431	5,495	-15.05%	-0.58%
Under Contract	4,589	4,487	4,145	2.27%	10.71%
Days on Market - Average	22	23	20	-4.35%	10.00%
Days on Market - Median	8	7	7	14.29%	14.29%
Sold	3,825	4,365	4,455	-12.37%	-14.14%
Sold Price - Average	\$ 547,461	\$ 551,992	\$ 540,648	-0.82%	1.26%
Sold Price - Median	\$ 465,500	\$ 466,000	\$ 455,000	-0.11%	2.31%
Sales Volume	\$ 2,094,038,325	\$ 2,409,445,080	\$ 2,408,586,840	-13.09%	-13.06%
Close Price/List Price	99.67%	99.75%	100.37%	-0.08%	-0.70%
<b>Condo</b> (aka Attached Single Family)					
Active	2,675	2,560	1,766	4.49%	51.47%
New Listings	2,104	2,359	2,007	-10.81%	4.83%
Under Contract	1,793	1,668	1,599	7.49%	12.13%
Days on Market - Average	27	27	18	0.00%	50.00%
Days on Market - Median	9	10	6	-10.00%	50.00%
Sold	1,409	1,743	1,655	-19.16%	-14.86%
Sold Price - Average	\$ 370,442	\$ 378,622	\$ 361,396	-2.16%	2.50%
Sold Price - Median	\$ 310,000	\$ 315,000	\$ 305,000	-1.59%	1.64%
Sales Volume	\$ 521,952,778	\$ 659,938,146	\$ 598,110,380	-20.91%	-12.73%
Close Price/List Price	99.49%	99.50%	100.61%	-0.01%	-1.11%

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# JUNE DATA YTD 2019 to 2015

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Active Listings at month end	9,520	7,436	7,059	6,796	6,197	28.03%	5.34%	3.87%	9.67%
New Listings	39,981	37,688	37,265	35,134	35,580	6.08%	1.14%	6.07%	-1.25%
Days on Market - Average	30	24	25	26	26	25.00%	-4.00%	-3.85%	0.00%
Days on Market - Median	10	6	6	6	6	66.67%	0.00%	0.00%	0.00%
Sold	27,502	28,288	28,458	26,373	26,550	-2.78%	-0.60%	7.91%	-0.67%
Sold Price - Average	\$ 486,956	\$ 479,107	\$ 434,424	\$ 400,964	\$ 364,708	1.64%	10.29%	8.34%	9.94%
Sold Price - Median	\$ 418,000	\$ 415,000	\$ 377,500	\$ 349,900	\$ 315,000	0.72%	9.93%	7.89%	11.08%
Sales Volume	\$ 13,392,263,912	\$ 13,552,978,816	\$ 12,362,838,192	\$ 10,574,623,572	\$ 9,682,997,400	-1.19%	9.63%	16.91%	9.21%
Close Price/List Price	99.41%	100.44%	100.38%	100.60%	100.67%	-1.03%	0.06%	-0.22%	-0.07%
<b>Single Family</b> (aka Detached Single Family)									
Active Listings at month end	6,845	5,670	5,414	5,453	5,031	20.72%	4.73%	-0.72%	8.39%
New Listings	28,480	27,272	26,952	25,771	25,718	4.43%	1.19%	4.58%	0.21%
Days on Market - Average	30	25	27	29	29	20.00%	-7.41%	-6.90%	0.00%
Days on Market - Median	10	6	7	7	6	66.67%	-14.29%	0.00%	16.67%
Sold	19,534	20,072	20,386	19,028	18,944	-2.68%	-1.54%	7.14%	0.44%
Sold Price - Average	\$ 536,644	\$ 529,985	\$ 481,292	\$ 444,073	\$ 408,005	1.26%	10.12%	8.38%	8.84%
Sold Price - Median	\$ 452,000	\$ 447,000	\$ 410,000	\$ 380,650	\$ 350,000	1.12%	9.02%	7.71%	8.76%
Sales Volume	\$ 10,482,803,896	\$ 10,637,858,920	\$ 9,811,618,712	\$ 8,449,821,044	\$ 7,729,246,720	-1.46%	8.42%	16.12%	9.32%
Close Price/List Price	99.43%	100.35%	100.24%	100.39%	100.54%	-0.92%	0.11%	-0.15%	-0.15%
<b>Condo</b> (aka Attached Single Family)									
Active Listings at month end	2,675	1,766	1,645	1,343	1,166	51.47%	7.36%	22.49%	15.18%
New Listings	11,501	10,416	10,313	9,363	9,862	10.42%	1.00%	10.15%	-5.06%
Days on Market - Average	30	22	21	19	20	36.36%	4.76%	10.53%	-5.00%
Days on Market - Median	11	6	5	5	5	83.33%	20.00%	0.00%	0.00%
Sold	7,968	8,216	8,072	7,345	7,606	-3.02%	1.78%	9.90%	-3.43%
Sold Price - Average	\$ 365,143	\$ 354,812	\$ 316,060	\$ 289,287	\$ 256,869	2.91%	12.26%	9.25%	12.62%
Sold Price - Median	\$ 305,000	\$ 300,000	\$ 265,000	\$ 238,000	\$ 210,000	1.67%	13.21%	11.34%	13.33%
Sales Volume	\$ 2,909,459,424	\$ 2,915,135,392	\$ 2,551,236,320	\$ 2,124,813,015	\$ 1,953,745,614	-0.19%	14.26%	20.07%	8.76%
Close Price/List Price	99.36%	100.67%	100.74%	101.14%	101.02%	-1.30%	-0.07%	-0.40%	0.12%

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# MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	-	14		2	8	4.00
\$100,000 to \$199,999	17	19	1.12	121	224	1.85
\$200,000 to \$299,999	142	120	0.85	508	655	1.29
\$300,000 to \$399,999	974	903	0.93	378	584	1.54
\$400,000 to \$499,999	1,085	1,523	1.40	187	454	2.43
\$500,000 to \$749,999	1,091	2,371	2.17	154	445	2.89
\$750,000 to \$999,999	303	795	2.62	34	190	5.59
\$1,000,000 and over	213	1,100	5.16	25	115	4.60
TOTALS	3,825	6,845	1.79	1,409	2,675	1.90

Price Range	Single Family		% change	Condo		% change
	Sold Jun, '19	Sold May '19		Sold Jun, '19	Sold May '19	
\$0 to \$99,999	-	4	-100.00%	2	3	-33.33%
\$100,000 to \$199,999	17	14	21.43%	121	184	-34.24%
\$200,000 to \$299,999	142	145	-2.07%	508	575	-11.65%
\$300,000 to \$399,999	974	1,086	-10.31%	378	468	-19.23%
\$400,000 to \$499,999	1,085	1,255	-13.55%	187	223	-16.14%
\$500,000 to \$749,999	1,091	1,291	-15.49%	154	199	-22.61%
\$750,000 to \$999,999	303	326	-7.06%	34	53	-35.85%
\$1,000,000 and over	213	244	-12.70%	25	38	-34.21%
TOTALS	3,825	4,365	-12.37%	1,409	1,743	-19.16%

Price Range	Single Family		% change	Condo		% change
	Sold YTD Jun, '19	Sold YTD Jun, '18		Sold YTD Jun, '19	Sold YTD Jun, '18	
\$0 to \$99,999	10	17	-41.18%	19	28	-32.14%
\$100,000 to \$199,999	67	82	-18.29%	883	1,032	-14.44%
\$200,000 to \$299,999	887	1,189	-25.40%	2,896	3,010	-3.79%
\$300,000 to \$399,999	5,418	5,769	-6.08%	2,009	1,907	5.35%
\$400,000 to \$499,999	5,470	5,272	3.76%	969	1,003	-3.39%
\$500,000 to \$749,999	5,350	5,343	0.13%	817	898	-9.02%
\$750,000 to \$999,999	1,294	1,333	-2.93%	239	240	-0.42%
\$1,000,000 and over	1,038	1,067	-2.72%	136	98	38.78%
TOTALS	19,534	20,072	-2.68%	7,968	8,216	-3.02%

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

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

	Jun, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	238	282	264	-15.60%	-9.85%
Price - Average	\$ 1,502,485	\$ 1,544,196	\$ 1,549,989	-2.70%	-3.06%
Sales Volume	\$ 357,591,430	\$ 435,463,272	\$ 409,197,096	-17.88%	-12.61%
Days on Market - Average	48	45	54	6.67%	-11.11%
Days on Market - Median	14	17	20	-17.65%	-30.00%
Close Price/List Price	97.64%	97.81%	97.66%	-0.17%	-0.02%
PSF Total	\$ 331	\$ 347	\$ 316	-4.61%	4.75%
<b>Single Family</b> (aka Detached Single Family)					
Sold	213	244	239	-12.70%	-10.88%
Price - Average	\$ 1,470,621	\$ 1,550,515	\$ 1,541,196	-5.15%	-4.58%
Sales Volume	\$ 313,242,273	\$ 378,325,660	\$ 368,345,844	-17.20%	-14.96%
Days on Market - Average	49	45	52	8.89%	-5.77%
Days on Market - Median	15	16	19	-6.25%	-21.05%
Close Price/List Price	97.57%	97.75%	97.60%	-0.18%	-0.03%
PSF Total	\$ 296	\$ 300	\$ 293	-1.33%	1.02%
<b>Condo</b> (aka Attached Single Family)					
Sold	25	38	25	-34.21%	0.00%
Price - Average	\$ 1,773,962	\$ 1,503,624	\$ 1,634,045	17.98%	8.56%
Sales Volume	\$ 44,349,050	\$ 57,137,712	\$ 40,851,125	-22.38%	8.56%
Days on Market - Average	35	43	68	-18.60%	-48.53%
Days on Market - Median	5	33	24	-84.85%	-79.17%
Close Price/List Price	98.31%	98.23%	98.19%	0.08%	0.12%
PSF Total	\$ 625	\$ 647	\$ 521	-3.40%	19.96%

## DMAR MARKET TRENDS | JULY 2019

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	1,174	1,165	890	657	531	0.77%	30.90%	35.46%	23.73%
Sold Price - Average	\$ 1,554,759	\$ 1,526,695	\$ 1,505,431	\$ 1,527,084	\$ 1,481,780	1.84%	1.41%	-1.42%	3.06%
Sales Volume	\$ 1,825,287,066	\$ 1,778,599,675	\$ 1,339,833,590	\$ 1,003,294,188	\$ 786,825,180	2.62%	32.75%	33.54%	27.51%
Sold Price - Median	\$ 1,307,500	\$ 1,305,000	\$ 1,275,000	\$ 1,310,000	\$ 1,307,000	0.19%	2.35%	-2.67%	0.23%
Days on Market - Average	57	67	86	91	93	-14.93%	-22.09%	-5.49%	-2.15%
Days on Market - Median	20	24	33	42	40	-16.67%	-27.27%	-21.43%	5.00%
Close Price/List Price	97.66%	97.56%	97.30%	97.00%	96.61%	0.10%	0.27%	0.31%	0.40%
PSF Total	\$ 337	\$ 304	\$ 299	\$ 289	\$ 274	10.86%	1.67%	3.46%	5.47%
<b>Single Family</b> (aka Detached Single Family)									
Sold	1,038	1,067	796	602	490	-2.72%	34.05%	32.23%	22.86%
Sold Price - Average	\$ 1,541,227	\$ 1,521,332	\$ 1,519,063	\$ 1,516,785	\$ 1,479,403	1.31%	0.15%	0.15%	2.53%
Sales Volume	\$ 1,599,793,626	\$ 1,623,261,244	\$ 1,209,174,148	\$ 913,104,570	\$ 724,907,470	-1.45%	34.25%	32.42%	25.96%
Sold Price - Median	\$ 1,316,250	\$ 1,300,000	\$ 1,282,500	\$ 1,316,505	\$ 1,312,350	1.25%	1.36%	-2.58%	0.32%
Days on Market - Average	58	67	87	94	92	-13.43%	-22.99%	-7.45%	2.17%
Days on Market - Median	19	25	33	42	49	-24.00%	-24.24%	-21.43%	-14.29%
Close Price/List Price	97.62%	97.57%	97.30%	96.90%	96.51%	0.05%	0.28%	0.41%	0.40%
PSF Total	\$ 298	\$ 285	\$ 281	\$ 265	\$ 256	4.56%	1.42%	6.04%	3.52%
<b>Condo</b> (aka Attached Single Family)									
Sold	136	98	94	55	41	38.78%	4.26%	70.91%	34.15%
Sold Price - Average	\$ 1,658,042	\$ 1,585,082	\$ 1,389,993	\$ 1,639,809	\$ 1,510,193	4.60%	14.04%	-15.23%	8.58%
Sales Volume	\$ 225,493,712	\$ 155,338,036	\$ 130,659,342	\$ 90,189,495	\$ 61,917,913	45.16%	18.89%	44.87%	45.66%
Sold Price - Median	\$ 1,280,950	\$ 1,352,500	\$ 1,211,000	\$ 1,295,000	\$ 1,300,000	-5.29%	11.68%	-6.49%	-0.38%
Days on Market - Average	53	66	77	60	108	-19.70%	-14.29%	28.33%	-44.44%
Days on Market - Median	23	24	39	32	45	-4.17%	-38.46%	21.88%	-28.89%
Close Price/List Price	97.99%	97.37%	97.29%	98.08%	97.81%	0.64%	0.08%	-0.81%	0.28%
PSF Total	\$ 635	\$ 515	\$ 455	\$ 545	\$ 503	23.30%	13.19%	-16.51%	8.35%

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

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

	Jun, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	337	379	376	-11.08%	-10.37%
Price - Average	\$ 850,091	\$ 845,729	\$ 849,014	0.52%	0.13%
Sales Volume	\$ 286,480,667	\$ 320,531,291	\$ 319,229,264	-10.62%	-10.26%
Days on Market - Average	33	34	30	-2.94%	10.00%
Days on Market - Median	11	12	8	-8.33%	37.50%
Close Price/List Price	99.03%	99.20%	99.76%	-0.17%	-0.73%
PSF Total	\$ 245	\$ 254	\$ 239	-3.54%	2.51%
<b>Single Family</b> (aka Detached Single Family)					
Sold	303	326	324	-7.06%	-6.48%
Price - Average	\$ 850,700	\$ 843,596	\$ 851,499	0.84%	-0.09%
Sales Volume	\$ 257,762,100	\$ 275,012,296	\$ 275,885,676	-6.27%	-6.57%
Days on Market - Average	28	30	31	-6.67%	-9.68%
Days on Market - Median	11	11	9	0.00%	22.22%
Close Price/List Price	99.04%	99.31%	99.80%	-0.27%	-0.76%
PSF Total	\$ 231	\$ 230	\$ 222	0.43%	4.05%
<b>Condo</b> (aka Attached Single Family)					
Sold	34	53	52	-35.85%	-34.62%
Price - Average	\$ 844,666	\$ 858,851	\$ 833,534	-1.65%	1.34%
Sales Volume	\$ 28,718,644	\$ 45,519,103	\$ 43,343,768	-36.91%	-33.74%
Days on Market - Average	76	56	25	35.71%	204.00%
Days on Market - Median	13	26	25	-50.00%	-48.00%
Close Price/List Price	98.98%	98.53%	99.48%	0.46%	-0.50%
PSF Total	\$ 367	\$ 397	\$ 343	-7.56%	7.00%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	1,533	1,573	1,214	924	761	-2.54%	29.57%	31.39%	21.42%
Sold Price - Average	\$ 846,413	\$ 850,178	\$ 848,079	\$ 848,709	\$ 848,078	-0.44%	0.25%	-0.07%	0.07%
Sales Volume	\$ 1,297,551,129	\$ 1,337,329,994	\$ 1,029,567,906	\$ 784,207,116	\$ 645,387,358	-2.97%	29.89%	31.29%	21.51%
Sold Price - Median	\$ 835,000	\$ 840,000	\$ 840,000	\$ 840,000	\$ 837,500	-0.60%	0.00%	0.00%	0.30%
Days on Market - Average	42	46	54	61	70	-8.70%	-14.81%	-11.48%	-12.86%
Days on Market - Median	15	12	21	26	26	25.00%	-42.86%	-19.23%	0.00%
Close Price/List Price	99.00%	99.44%	98.71%	98.89%	98.28%	-0.44%	0.74%	-0.18%	0.62%
PSF Total	\$ 248	\$ 239	\$ 225	\$ 216	\$ 203	3.77%	6.22%	4.17%	6.40%
<b>Single Family</b> (aka Detached Single Family)									
Sold	1,294	1,333	1,055	775	667	-2.93%	26.35%	36.13%	16.19%
Sold Price - Average	\$ 845,416	\$ 851,804	\$ 850,134	\$ 850,236	\$ 846,283	-0.75%	0.20%	-0.01%	0.47%
Sales Volume	\$ 1,093,968,304	\$ 1,135,454,732	\$ 896,891,370	\$ 658,932,900	\$ 564,470,761	-3.65%	26.60%	36.11%	16.73%
Sold Price - Median	\$ 835,000	\$ 846,200	\$ 841,000	\$ 843,500	\$ 835,000	-1.32%	0.62%	-0.30%	1.02%
Days on Market - Average	40	46	55	64	71	-13.04%	-16.36%	-14.06%	-9.86%
Days on Market - Median	14	12	21	28	27	16.67%	-42.86%	-25.00%	3.70%
Close Price/List Price	99.04%	99.45%	98.67%	98.82%	98.14%	-0.41%	0.79%	-0.15%	0.69%
PSF Total	\$ 228	\$ 221	\$ 210	\$ 196	\$ 189	3.17%	5.24%	7.14%	3.70%
<b>Condo</b> (aka Attached Single Family)									
Sold	239	240	159	149	94	-0.42%	50.94%	6.71%	58.51%
Sold Price - Average	\$ 851,813	\$ 841,143	\$ 834,446	\$ 840,768	\$ 860,817	1.27%	0.80%	-0.75%	-2.33%
Sales Volume	\$ 203,583,307	\$ 201,874,320	\$ 132,676,914	\$ 125,274,432	\$ 80,916,798	0.85%	52.15%	5.91%	54.82%
Sold Price - Median	\$ 849,500	\$ 826,435	\$ 825,000	\$ 825,000	\$ 870,000	2.79%	0.17%	0.00%	-5.17%
Days on Market - Average	58	44	52	48	64	31.82%	-15.38%	8.33%	-25.00%
Days on Market - Median	24	13	19	18	23	84.62%	-31.58%	5.56%	-21.74%
Close Price/List Price	98.78%	99.39%	98.97%	99.24%	99.30%	-0.61%	0.42%	-0.27%	-0.06%
PSF Total	\$ 355	\$ 338	\$ 326	\$ 324	\$ 310	5.03%	3.68%	0.62%	4.52%

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

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

	Jun, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	1,245	1,490	1,391	-16.44%	-10.50%
Price - Average	\$ 596,429	\$ 597,268	\$ 596,012	-0.14%	0.07%
Sales Volume	\$ 742,554,105	\$ 889,929,320	\$ 829,052,692	-16.56%	-10.43%
Days on Market - Average	27	30	26	-10.00%	3.85%
Days on Market - Median	11	11	9	0.00%	22.22%
Close Price/List Price	99.44%	99.44%	99.95%	0.00%	-0.51%
PSF Total	\$ 217	\$ 214	\$ 213	1.40%	1.88%
<b>Single Family</b> (aka Detached Single Family)					
Sold	1,091	1,291	1,229	-15.49%	-11.23%
Price - Average	\$ 598,009	\$ 596,225	\$ 596,619	0.30%	0.23%
Sales Volume	\$ 652,427,819	\$ 769,726,475	\$ 733,244,751	-15.24%	-11.02%
Days on Market - Average	25	29	26	-13.79%	-3.85%
Days on Market - Median	10	10	9	0.00%	11.11%
Close Price/List Price	99.50%	99.49%	99.98%	0.01%	-0.48%
PSF Total	\$ 200	\$ 196	\$ 198	2.04%	1.01%
<b>Condo</b> (aka Attached Single Family)					
Sold	154	199	162	-22.61%	-4.94%
Price - Average	\$ 585,239	\$ 604,031	\$ 591,404	-3.11%	-1.04%
Sales Volume	\$ 90,126,806	\$ 120,202,169	\$ 95,807,448	-25.02%	-5.93%
Days on Market - Average	44	38	32	15.79%	37.50%
Days on Market - Median	17	14	9	21.43%	88.89%
Close Price/List Price	99.05%	99.15%	99.72%	-0.10%	-0.67%
PSF Total	\$ 337	\$ 330	\$ 328	2.12%	2.74%

## DMAR MARKET TRENDS | JULY 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 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	6,167	6,241	4,986	3,710	3,151	-1.19%	25.17%	34.39%	17.74%
Sold Price - Average	\$ 595,286	\$ 593,609	\$ 590,936	\$ 592,818	\$ 593,589	0.28%	0.45%	-0.32%	-0.13%
Sales Volume	\$ 3,671,128,762	\$ 3,704,713,769	\$ 2,946,406,896	\$ 2,199,354,780	\$ 1,870,398,939	-0.91%	25.74%	33.97%	17.59%
Sold Price - Median	\$ 585,000	\$ 580,000	\$ 575,000	\$ 580,000	\$ 580,000	0.86%	0.87%	-0.86%	0.00%
Current Days on Market - Average	36	34	39	46	50	5.88%	-12.82%	-15.22%	-8.00%
Current Days on Market - Median	14	10	13	17	19	40.00%	-23.08%	-23.53%	-10.53%
Close Price/List Price	99.26%	99.92%	99.50%	99.32%	99.12%	-0.66%	0.42%	0.18%	0.20%
PSF Total	\$ 213	\$ 211	\$ 197	\$ 186	\$ 179	0.95%	7.11%	5.91%	3.91%
<b>Single Family</b> (aka Detached Single Family)									
Sold	5,350	5,343	4,351	3,242	2,715	0.13%	22.80%	34.21%	19.41%
Sold Price - Average	\$ 595,272	\$ 593,522	\$ 590,004	\$ 591,843	\$ 592,659	0.29%	0.60%	-0.31%	-0.14%
Sales Volume	\$ 3,184,705,200	\$ 3,171,188,046	\$ 2,567,107,404	\$ 1,918,755,006	\$ 1,609,069,185	0.43%	23.53%	33.79%	19.25%
Sold Price - Median	\$ 585,000	\$ 580,000	\$ 575,000	\$ 580,000	\$ 579,000	0.86%	0.87%	-0.86%	0.17%
Current Days on Market - Average	35	32	38	45	48	9.38%	-15.79%	-15.56%	-6.25%
Current Days on Market - Median	13	9	12	16	18	44.44%	-25.00%	-25.00%	-11.11%
Close Price/List Price	99.29%	99.96%	99.53%	99.35%	99.15%	-0.67%	0.43%	0.18%	0.20%
PSF Total	\$ 195	\$ 192	\$ 180	\$ 170	\$ 163	1.56%	6.67%	5.88%	4.29%
<b>Condo</b> (aka Attached Single Family)									
Sold	817	898	635	468	436	-9.02%	41.42%	35.68%	7.34%
Sold Price - Average	\$ 595,374	\$ 594,127	\$ 597,327	\$ 599,569	\$ 599,381	0.21%	-0.54%	-0.37%	0.03%
Sales Volume	\$ 486,420,558	\$ 533,526,046	\$ 379,302,645	\$ 280,598,292	\$ 261,330,116	-8.83%	40.66%	35.18%	7.37%
Sold Price - Median	\$ 582,000	\$ 582,750	\$ 587,902	\$ 590,000	\$ 585,000	-0.13%	-0.88%	-0.36%	0.85%
Current Days on Market - Average	45	46	49	52	63	-2.17%	-6.12%	-5.77%	-17.46%
Current Days on Market - Median	18	15	20	24	32	20.00%	-25.00%	-16.67%	-25.00%
Close Price/List Price	99.07%	99.68%	99.29%	99.08%	98.91%	-0.61%	0.39%	0.21%	0.17%
PSF Total	\$ 329	\$ 328	\$ 311	\$ 296	\$ 283	0.30%	5.47%	5.07%	4.59%

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# CLASSIC MARKET | Properties Sold Between \$300,000 and \$499,999

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

	Jun, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	2,624	3,032	3,083	-13.46%	-14.89%
Price - Average	\$ 396,747	\$ 397,310	\$ 393,657	-0.14%	0.78%
Sales Volume	\$ 1,041,064,128	\$ 1,204,643,920	\$ 1,213,644,531	-13.58%	-14.22%
Days on Market - Average	19	19	15	0.00%	26.67%
Days on Market - Median	7	6	6	16.67%	16.67%
Close Price/List Price	100.02%	100.12%	100.80%	-0.10%	-0.77%
PSF Total	\$ 214	\$ 216	\$ 208	-0.93%	2.88%
<b>Single Family</b> (aka Detached Single Family)					
Sold	2,059	2,341	2,454	-12.05%	-16.10%
Price - Average	\$ 402,916	\$ 403,558	\$ 398,374	-0.16%	1.14%
Sales Volume	\$ 829,604,044	\$ 944,729,278	\$ 977,609,796	-12.19%	-15.14%
Days on Market - Average	17	16	14	6.25%	21.43%
Days on Market - Median	7	6	6	16.67%	16.67%
Close Price/List Price	100.12%	100.28%	100.93%	-0.16%	-0.80%
PSF Total	\$ 201	\$ 204	\$ 195	-1.47%	3.08%
<b>Condo</b> (aka Attached Single Family)					
Sold	565	691	629	-18.23%	-10.17%
Price - Average	\$ 374,264	\$ 376,145	\$ 375,253	-0.50%	-0.26%
Sales Volume	\$ 211,459,160	\$ 259,916,195	\$ 236,034,137	-18.64%	-10.41%
Days on Market - Average	26	28	21	-7.14%	23.81%
Days on Market - Median	9	10	8	-10.00%	12.50%
Close Price/List Price	99.66%	99.56%	100.31%	0.10%	-0.65%
PSF Total	\$ 260	\$ 255	\$ 258	1.96%	0.78%

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# CLASSIC MARKET | Properties Sold Between \$300,000 and \$499,999

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential (Single Family + Condo)</b>									
Sold	13,866	13,951	13,603	11,775	10,038	-0.61%	2.56%	15.52%	17.30%
Sold Price - Average	\$ 394,324	\$ 392,259	\$ 386,981	\$ 384,279	\$ 380,940	0.53%	1.36%	0.70%	0.88%
Sales Volume	\$ 5,467,696,584	\$ 5,472,405,309	\$ 5,264,102,543	\$ 4,524,885,225	\$ 3,823,875,720	-0.09%	3.96%	16.34%	18.33%
Sold Price - Median	\$ 392,100	\$ 390,000	\$ 381,000	\$ 377,900	\$ 372,500	0.54%	2.36%	0.82%	1.45%
Current Days on Market - Average	25	18	20	23	26	38.89%	-10.00%	-13.04%	-11.54%
Current Days on Market - Median	8	6	6	6	6	33.33%	0.00%	0.00%	0.00%
Close Price/List Price	99.77%	100.85%	100.64%	100.63%	100.41%	-1.07%	0.21%	0.01%	0.22%
PSF Total	\$ 211	\$ 205	\$ 186	\$ 171	\$ 158	2.93%	10.22%	8.77%	8.23%
<b>Single Family (aka Detached Single Family)</b>									
Sold	10,888	11,041	11,347	10,034	8,610	-1.39%	-2.70%	13.09%	16.54%
Sold Price - Average	\$ 399,871	\$ 396,330	\$ 388,778	\$ 385,753	\$ 381,806	0.89%	1.94%	0.78%	1.03%
Sales Volume	\$ 4,353,795,448	\$ 4,375,879,530	\$ 4,411,463,966	\$ 3,870,645,602	\$ 3,287,349,660	-0.50%	-0.81%	13.97%	17.74%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 384,900	\$ 380,000	\$ 375,000	1.27%	2.62%	1.29%	1.33%
Current Days on Market - Average	24	16	18	23	25	50.00%	-11.11%	-21.74%	-8.00%
Current Days on Market - Median	8	5	6	6	6	60.00%	-16.67%	0.00%	0.00%
Close Price/List Price	99.83%	100.92%	100.70%	100.66%	100.44%	-1.08%	0.22%	0.04%	0.22%
PSF Total	\$ 198	\$ 191	\$ 173	\$ 159	\$ 145	3.66%	10.40%	8.81%	9.66%
<b>Condo (aka Attached Single Family)</b>									
Sold	2,978	2,910	2,256	1,741	1,428	2.34%	28.99%	29.58%	21.92%
Sold Price - Average	\$ 374,041	\$ 376,810	\$ 377,943	\$ 375,787	\$ 375,720	-0.73%	-0.30%	0.57%	0.02%
Sales Volume	\$ 1,113,894,098	\$ 1,096,517,100	\$ 852,639,408	\$ 654,245,167	\$ 536,528,160	1.58%	28.60%	30.32%	21.94%
Sold Price - Median	\$ 365,000	\$ 369,000	\$ 370,000	\$ 367,491	\$ 364,000	-1.08%	-0.27%	0.68%	0.96%
Current Days on Market - Average	30	23	25	26	30	30.43%	-8.00%	-3.85%	-13.33%
Current Days on Market - Median	11	6	6	7	8	83.33%	0.00%	-14.29%	-12.50%
Close Price/List Price	99.56%	100.61%	100.36%	100.46%	100.22%	-1.04%	0.25%	-0.10%	0.24%
PSF Total	\$ 256	\$ 259	\$ 249	\$ 243	\$ 235	-1.16%	4.02%	2.47%	3.40%

**DMAR MARKET TRENDS | JULY 2019**

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