

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

September 2019

DMAR Statistics
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ANTHONY RAE
RE/MAX ALLIANCE
303.520.3179



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MARKET OVERVIEW

The September report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the August 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	9,350	-0.10%	13.64%
Sold Homes	5,219	-10.91%	-7.86%
Sold Price - Average	\$488,918	-1.30%	3.53%
Sold Price - Median	\$425,000	-1.16%	4.17%
Days on Market - Average	30	15.38%	30.43%

 Single Family (aka Detached Single Family)			
Active Inventory	6,645	-1.42%	8.56%
Sold Homes	3,681	-12.57%	-9.38%
Sold Price - Average	\$537,024	-2.01%	2.84%
Sold Price - Median	\$459,900	-1.10%	4.52%
Days on Market - Average	30	25.00%	25.00%

 Condo (aka Attached Single Family)			
Active Inventory	2,705	3.32%	28.38%
Sold Homes	1,538	-6.67%	-4.00%
Sold Price - Average	\$373,782	3.64%	8.17%
Sold Price - Median	\$310,000	-0.64%	4.78%
Days on Market - Average	32	10.34%	

DMAR MARKET TRENDS | SEPTEMBER 2019

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MARKET INSIGHTS

- ✓ In a ranking of eco-friendly states, Colorado is number five with 8,091 eco-friendly LEED-certified residential homes and 9,870,645 gross LEED-certified gross square footage according to the U.S. Green Building Council.
- ✓ Foreclosure reports are down by 18 percent from a year ago, according to a new report from ATTOM Data Solutions, representing an 82 percent decline in foreclosures from a peak in the first half of 2010.
- ✓ Denver was named the fifth-highest market to watch for foreclosure starts, with an increase of six percent. A poll conducted by the National Association of Home Builders in the second quarter of 2019 revealed that only 12 percent of adults are considering the purchase of a home within the next 12 months. The drop marks the third consecutive year-over-year decline in the share of adults thinking about buying a home, providing further evidence of a slowdown in the housing market as potential buyers are held back by the lowest levels of affordability in a decade.
- ✓ Fifty percent of households in Denver can afford an existing entry-level home with a five percent down payment. Colorado has one of the lowest mortgage delinquency rates in the country at 1.03 percent.
- ✓ According to second-quarter 2019 data from the Census Quarterly Starts and Completions by Purpose and Design and NAHB analysis, median single-family square-floor area ticked down to 2,245 square feet and average square footage declined to 2,465 square feet.
- ✓ In the country's 20 major markets, home prices rose 2.10 percent year over year, according to the S&P National Index. Denver is up 3.40 percent year over year.
- ✓ Denver ranked fifteenth out of 100 large U.S. cities for work-life balance.
- ✓ Inspections are a growing area of contention between buyers and sellers with some Title Companies reporting up to 33 percent of contracts failing due to inspections. Agents need to manage their client's expectations to this new reality.
- ✓ While Colorado's economy continues to grow, new single-family housing permits fell the first half of the year after nine consecutive years of growth.
- ✓ Market activity has slowed down, but we are still seeing multiple offers on homes in top condition that are priced well.
- ✓ With talks of recession bubbling, company layoffs are starting to affect some buyer's confidence in the market. This may be an early sign of companies getting ahead and decreasing margins as we inch towards the projected recession.
- ✓ Buyers who have full loan approval and can close as quickly as two to three week are often able to negotiate price and terms in exchange for seller confidence in buyer's lending and a quick closing.
- ✓ Buyers may be more patient when bringing an initial offer, but once a home is priced correctly buyers don't seem to be hesitating.
- ✓ Denver tied for the ninth for the number of workers per household in a metro area with an average of 1.36 workers per household.
- ✓ If you have a listing and buyers have interest but will not make an offer, try submitting a reverse offer to see if you can grab their attention and get under contract
- ✓ With more inventory in some segments of the market, buyers are taking their time and looking at more homes before they make an offer.
- ✓ Amazon dives into homes sales offering an array of tiny homes on its site, including a build-it-yourself garden house and a 12-foot transparent igloo dome and Prime Members can even get free shipping! Due to the uniqueness of these designs, homes are typically ordered on demand rather than kept in stock. You will need to factor in the cost of foundation, ranging between \$4 and \$7 per square foot, or \$3,096 to \$5,418 for a home this size.
- ✓ The August 28th release of Mortgage Application data revealed that overall volume dropped 6.20 percent. Applications to purchase a home were down four percent from the previous week, but up two percent from last year. Inventory of lower-priced homes continues to fall, which is likely the reason why purchase applications are not gaining more ground.
- ✓ The two and 10-year inversion is here, which simply means investors are willing to take a lower return for longer-term locks. It also implies the short term will be turbulent. This is one of the most publicized signs of a recession and one that home buyers and sellers are talking about.
- ✓ Realtor.com and Zillow economists agree that this next recession triggers include trade policy, corporate spending, a geopolitical crisis and/or stock market correction... but not housing.
- ✓ The number of bidding wars is sharply down from a year ago nationally. San Francisco still leads the charge with around a third of properties entering a multiple bid scenario. Overall, multiple bidding is down by around 75 percent. This can be attributed to a slowdown in price hikes and more limited inventory, especially for more affordable housing that in larger cities has fueled accelerated pricing and multiple bids.
- ✓ **Quick Stats:**
 - Average active listings for August month end is 16,761 (1985-2018).
 - Record-high August was 2006 with 31,664 listings and 2016 represented the record-low with 7,327 listings. August 2019 ended with 9,350 listings.
 - The 20-year average change in active listings from July to August represented a 0.48 percent increase. 2019 represents a decrease of 0.48 percent. In the past 35 years, 17 of those years had reductions in active listings.

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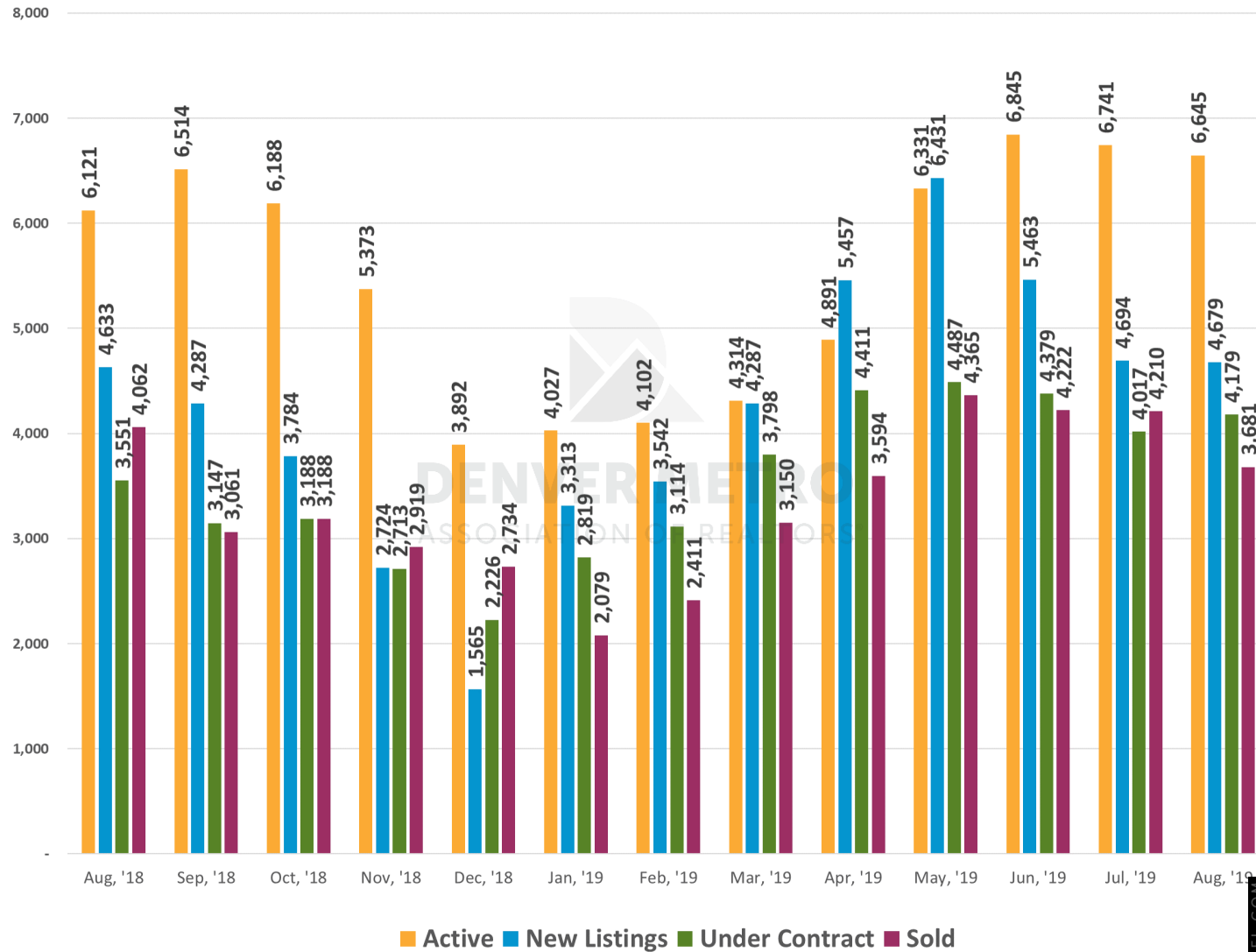
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Single Family (aka Detached Single Family)

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



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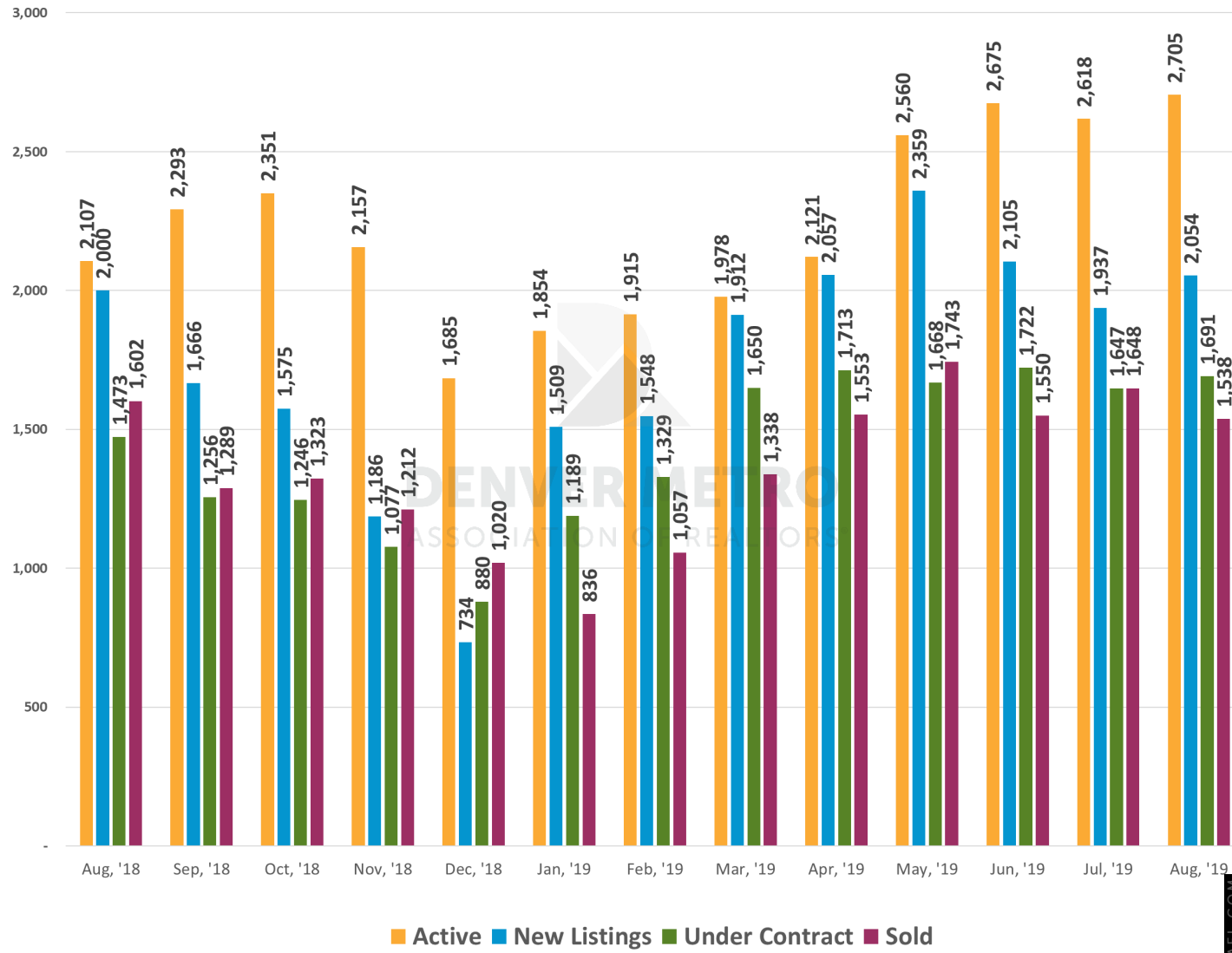


Condo (aka Attached Single Family)

DMAR Market Trends | August 2019 Data

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Source of MLS Data: REcolorado.com



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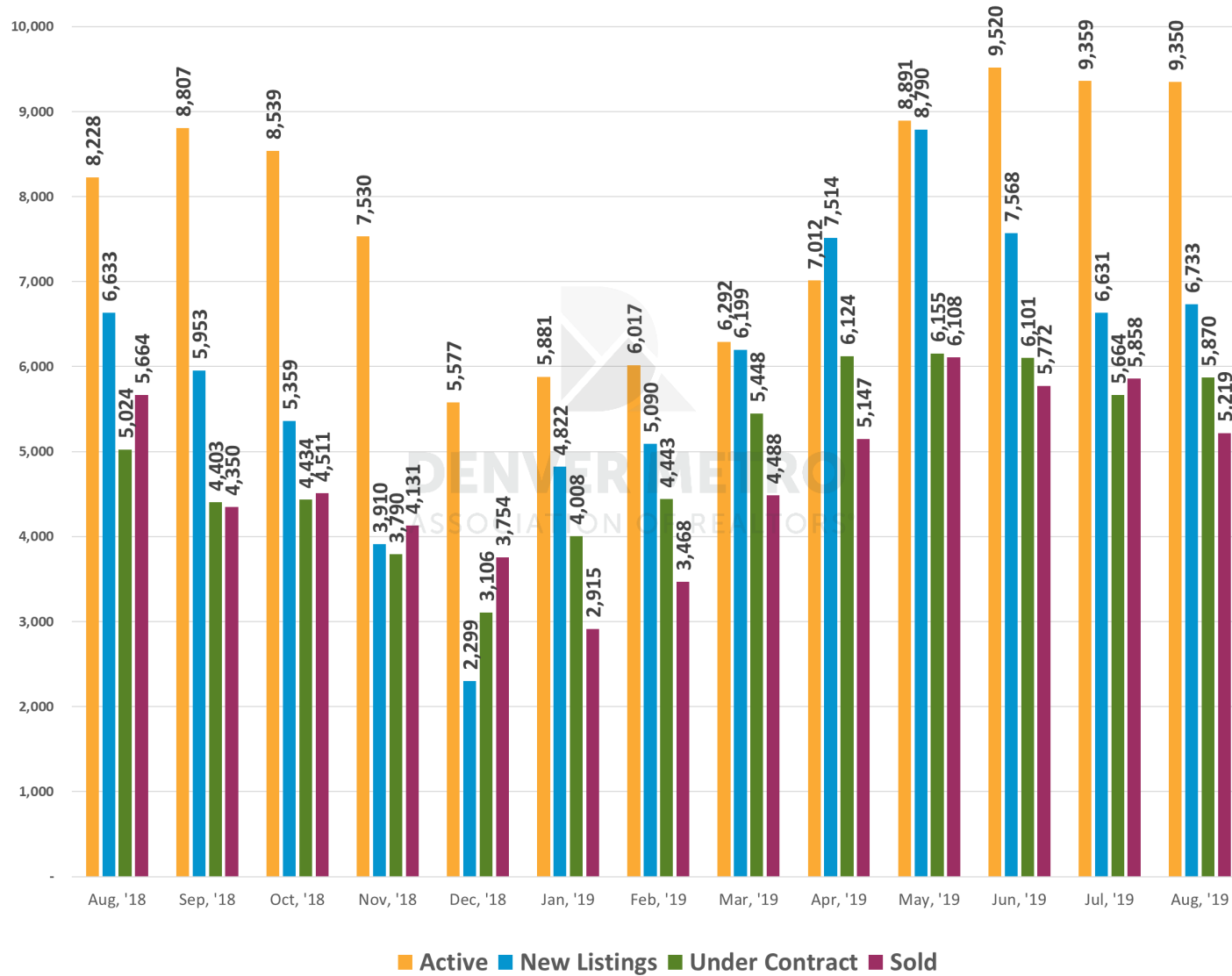


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Residential (Single Family + Condo)

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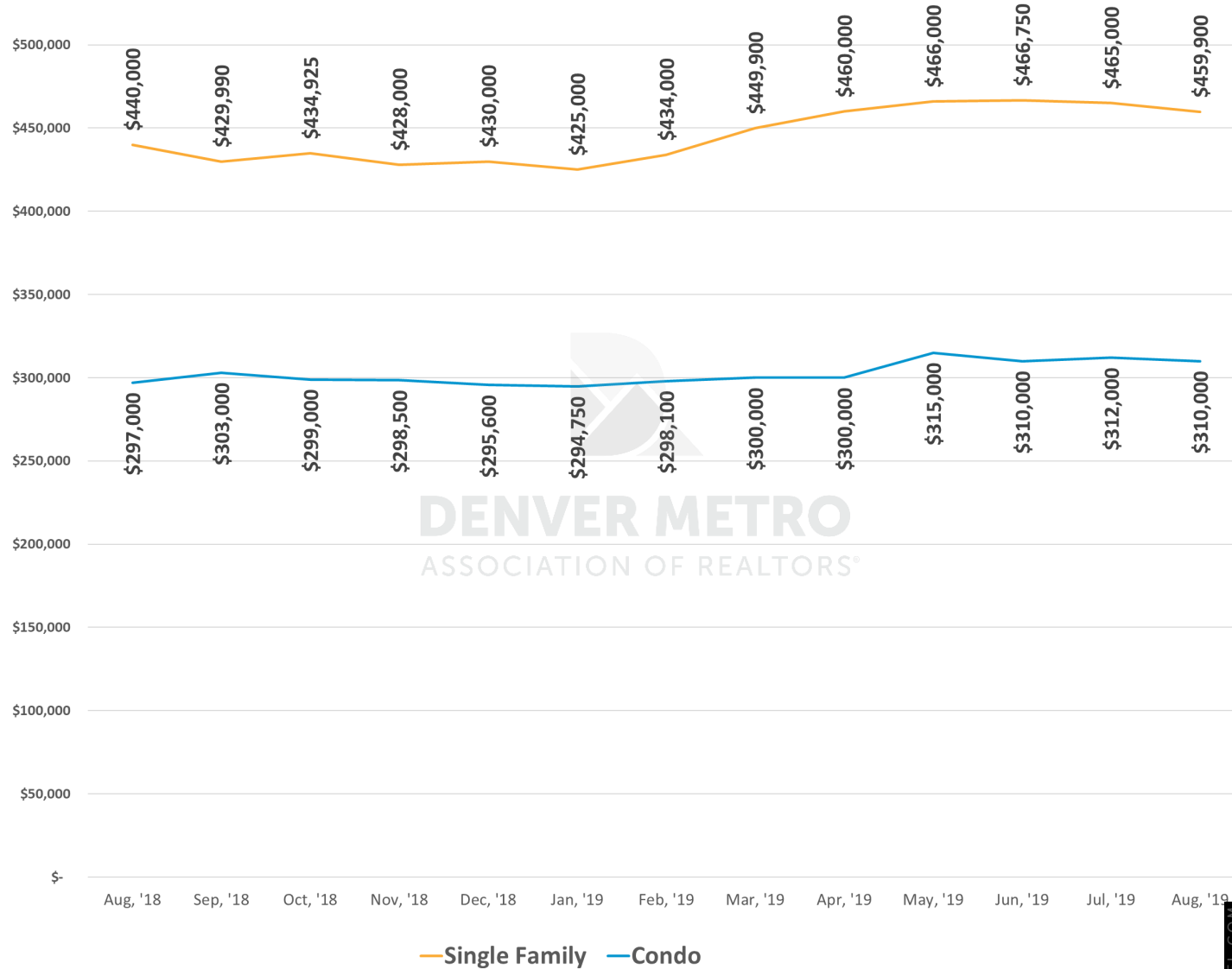
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Median Sales Price

DMAR Market Trends | August 2019 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



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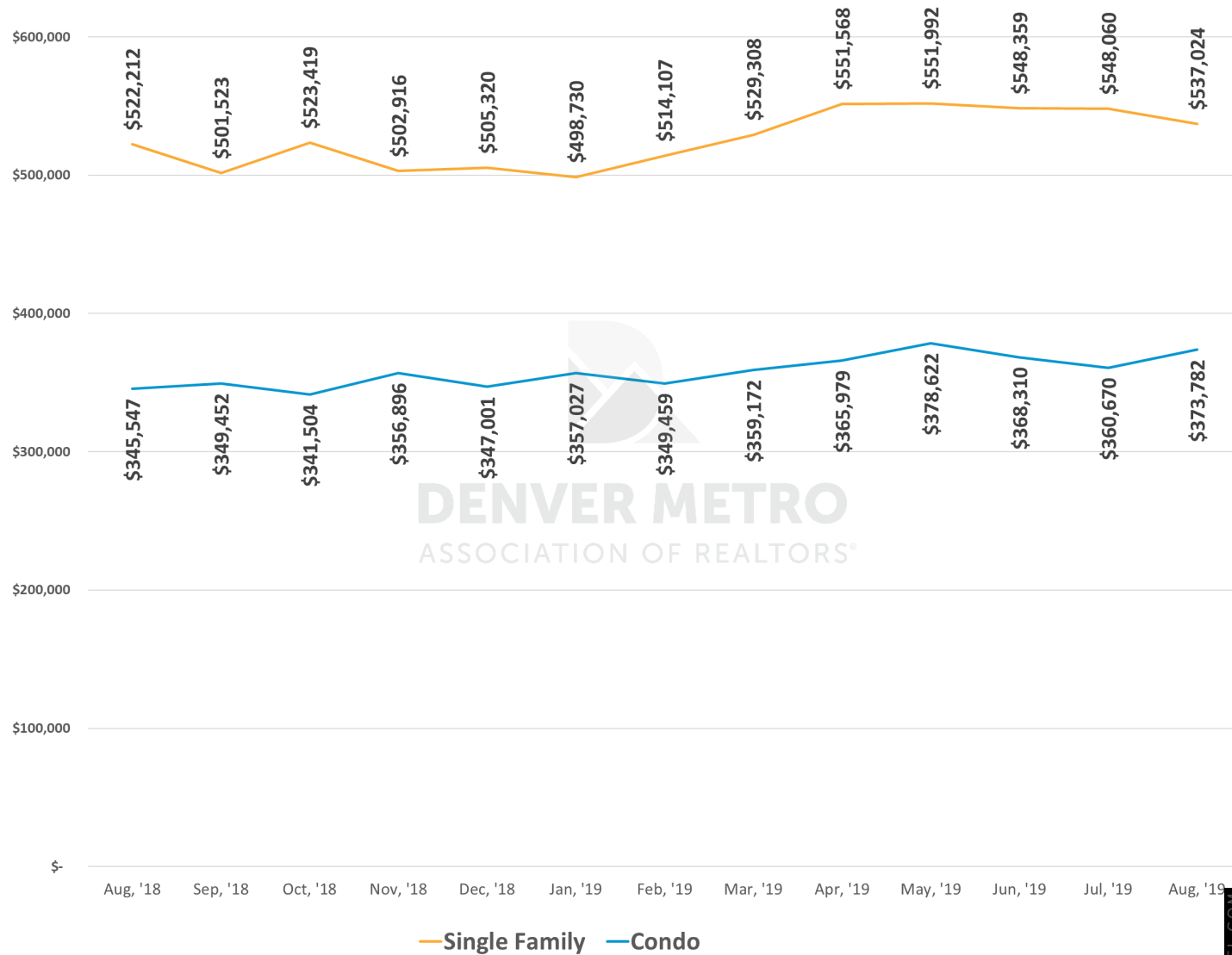


Average Sales Price

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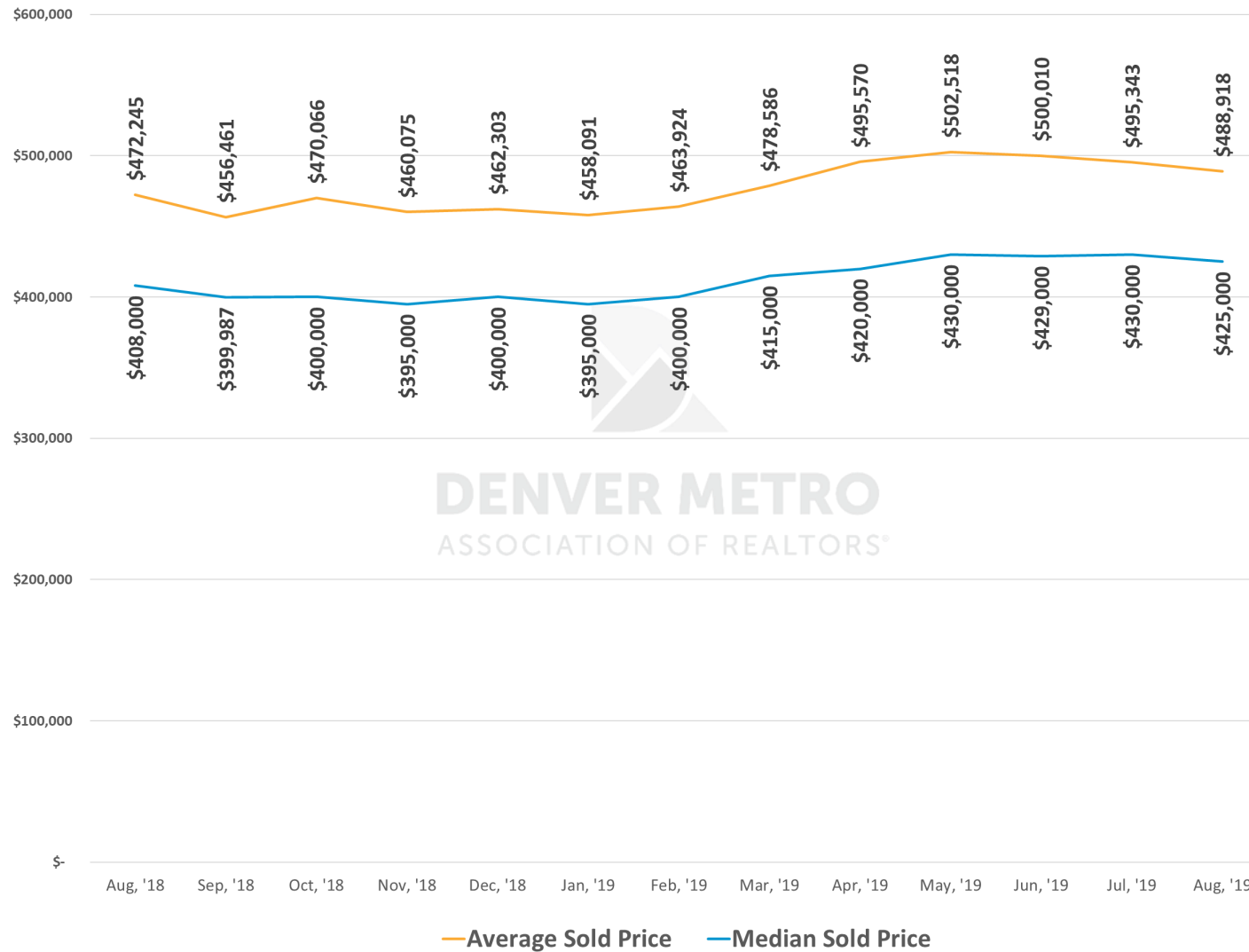


Residential Sold Price

DMAR Market Trends | August 2019 Data

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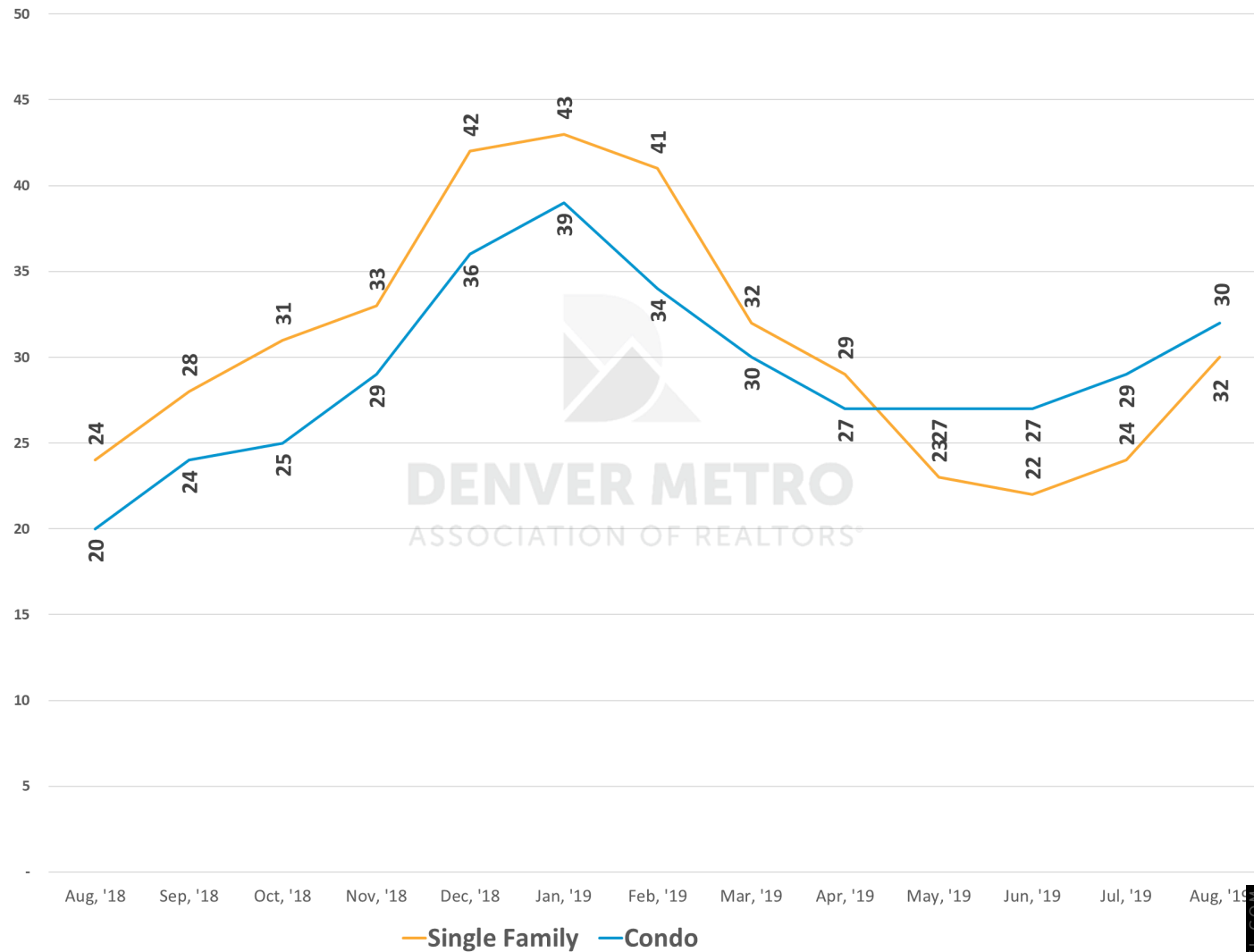
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Average Days on Market

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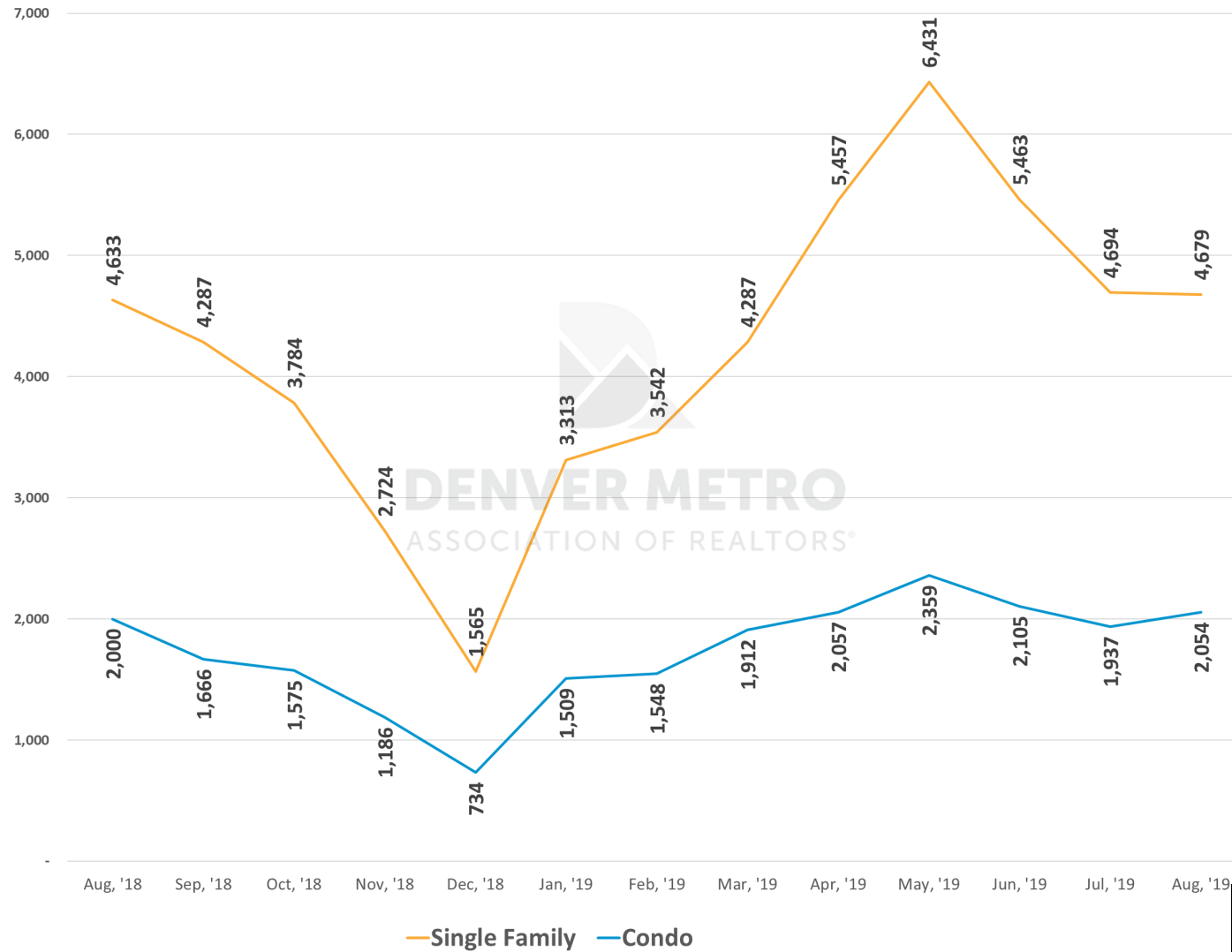


New Listings

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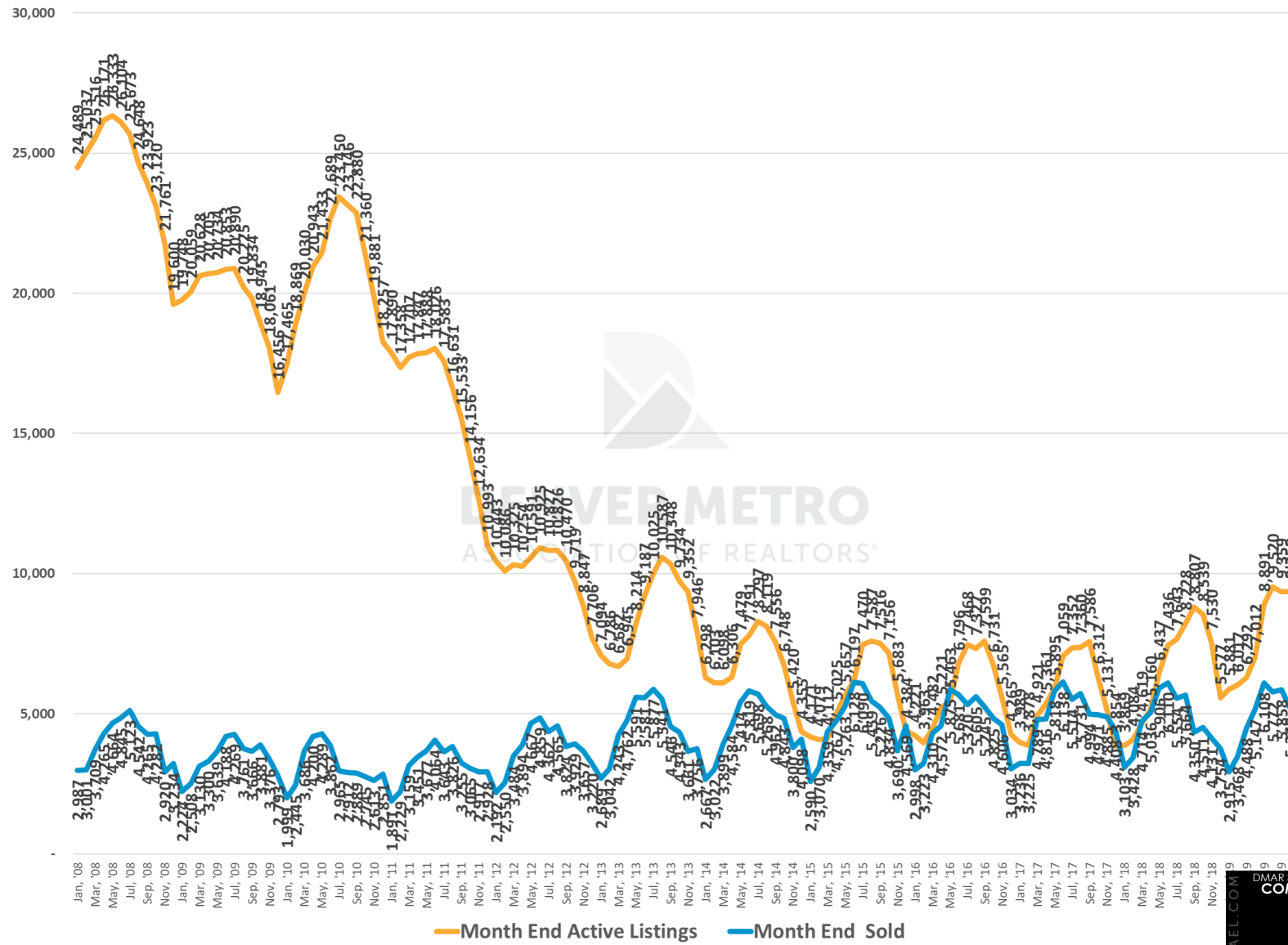


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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Aug, '19	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	9,350	9,359	8,228	-0.10%	13.64%
New Listings	6,733	6,631	6,633	1.54%	1.51%
Under Contract	5,870	5,664	5,024	3.64%	16.84%
Days on Market - Average	30	26	23	15.38%	30.43%
Days on Market - Median	14	11	11	27.27%	27.27%
Sold	5,219	5,858	5,664	-10.91%	-7.86%
Sold Price - Average	\$ 488,918	\$ 495,343	\$ 472,245	-1.30%	3.53%
Sold Price - Median	\$ 425,000	\$ 430,000	\$ 408,000	-1.16%	4.17%
Sales Volume	\$ 2,551,663,042	\$ 2,901,719,294	\$ 2,674,795,680	-12.06%	-4.60%
Close Price/List Price	99.12%	99.30%	99.57%	-0.18%	-0.45%
Single Family (aka Detached Single Family)					
Active	6,645	6,741	6,121	-1.42%	8.56%
New Listings	4,679	4,694	4,633	-0.32%	0.99%
Under Contract	4,179	4,017	3,551	4.03%	17.69%
Days on Market - Average	30	24	24	25.00%	25.00%
Days on Market - Median	14	10	11	40.00%	27.27%
Sold	3,681	4,210	4,062	-12.57%	-9.38%
Sold Price - Average	\$ 537,024	\$ 548,060	\$ 522,212	-2.01%	2.84%
Sold Price - Median	\$ 459,900	\$ 465,000	\$ 440,000	-1.10%	4.52%
Sales Volume	\$ 1,976,785,344	\$ 2,307,332,600	\$ 2,121,225,144	-14.33%	-6.81%
Close Price/List Price	99.12%	99.37%	99.48%	-0.25%	-0.36%
Condo (aka Attached Single Family)					
Active	2,705	2,618	2,107	3.32%	28.38%
New Listings	2,054	1,937	2,000	6.04%	2.70%
Under Contract	1,691	1,647	1,473	2.67%	14.80%
Days on Market - Average	32	29	20	10.34%	60.00%
Days on Market - Median	16	13	9	23.08%	77.78%
Sold	1,538	1,648	1,602	-6.67%	-4.00%
Sold Price - Average	\$ 373,782	\$ 360,670	\$ 345,547	3.64%	8.17%
Sold Price - Median	\$ 310,000	\$ 312,000	\$ 297,000	-0.64%	4.38%
Sales Volume	\$ 574,876,716	\$ 594,384,160	\$ 553,566,294	-3.28%	3.85%
Close Price/List Price	99.14%	99.14%	99.78%	0.00%	-0.64%

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AUGUST 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
Residential (Single Family + Condo)									
Active Listings at month end	9,350	8,228	7,360	7,327	7,587	13.64%	11.79%	0.45%	-3.43%
New Listings	53,341	50,788	50,395	48,594	49,683	5.03%	0.78%	3.71%	-2.19%
Days on Market - Average	29	24	24	25	24	20.83%	0.00%	-4.00%	4.17%
Days on Market - Median	11	7	7	6	6	57.14%	0.00%	16.67%	0.00%
Sold	39,222	39,507	39,862	37,461	38,299	-0.72%	-0.89%	6.41%	-2.19%
Sold Price - Average	\$ 488,661	\$ 478,044	\$ 436,567	\$ 403,182	\$ 365,322	2.22%	9.50%	8.28%	10.36%
Sold Price - Median	\$ 420,000	\$ 414,000	\$ 380,000	\$ 350,000	\$ 315,000	1.45%	8.95%	8.57%	11.11%
Sales Volume	\$ 19,166,261,742	\$ 18,886,084,308	\$ 17,402,433,754	\$ 15,103,600,902	\$ 13,991,467,278	1.48%	8.53%	15.22%	7.95%
Close Price/List Price	99.36%	100.27%	100.31%	100.56%	100.68%	-0.91%	-0.04%	-0.25%	-0.12%
Single Family (aka Detached Single Family)									
Active Listings at month end	6,645	6,121	5,634	5,854	6,138	8.56%	8.64%	-3.76%	-4.63%
New Listings	37,830	36,564	36,405	35,547	35,987	3.46%	0.44%	2.41%	-1.22%
Days on Market - Average	29	25	26	27	26	16.00%	-3.85%	-3.70%	3.85%
Days on Market - Median	10	7	7	7	6	42.86%	0.00%	0.00%	16.67%
Sold	27,882	28,140	28,543	27,023	27,226	-0.92%	-1.41%	5.62%	-0.75%
Sold Price - Average	\$ 538,769	\$ 528,670	\$ 484,014	\$ 447,197	\$ 409,441	1.91%	9.23%	8.23%	9.22%
Sold Price - Median	\$ 455,000	\$ 447,000	\$ 412,000	\$ 382,538	\$ 350,000	1.79%	8.50%	7.70%	9.30%
Sales Volume	\$ 15,021,957,258	\$ 14,876,773,800	\$ 13,815,211,602	\$ 12,084,604,531	\$ 11,147,440,666	0.98%	7.68%	14.32%	8.41%
Close Price/List Price	99.39%	100.17%	100.17%	100.32%	100.53%	-0.78%	0.00%	-0.15%	-0.21%
Condo (aka Attached Single Family)									
Active Listings at month end	2,705	2,107	1,726	1,473	1,449	28.38%	22.07%	17.18%	1.66%
New Listings	15,511	14,224	13,990	13,047	13,696	9.05%	1.67%	7.23%	-4.74%
Days on Market - Average	30	21	20	18	18	42.86%	5.00%	11.11%	0.00%
Days on Market - Median	12	6	6	5	5	100.00%	0.00%	20.00%	0.00%
Sold	11,340	11,367	11,319	10,438	11,073	-0.24%	0.42%	8.44%	-5.73%
Sold Price - Average	\$ 365,459	\$ 352,717	\$ 316,922	\$ 289,229	\$ 256,841	3.61%	11.29%	9.57%	12.61%
Sold Price - Median	\$ 306,500	\$ 300,000	\$ 268,132	\$ 240,000	\$ 211,000	2.17%	11.89%	11.72%	13.74%
Sales Volume	\$ 4,144,305,060	\$ 4,009,334,139	\$ 3,587,240,118	\$ 3,018,972,302	\$ 2,844,000,393	3.37%	11.77%	18.82%	6.15%
Close Price/List Price	99.30%	100.50%	100.67%	101.17%	101.03%	-1.19%	-0.17%	-0.49%	0.14%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	2	11	5.50	1	14	14.00
\$100,000 to \$199,999	8	19	2.38	155	260	1.68
\$200,000 to \$299,999	154	163	1.06	551	684	1.24
\$300,000 to \$399,999	971	979	1.01	386	550	1.42
\$400,000 to \$499,999	1,067	1,491	1.40	183	452	2.47
\$500,000 to \$749,999	1,045	2,191	2.10	177	473	2.67
\$750,000 to \$999,999	240	786	3.28	57	163	2.86
\$1,000,000 and over	194	1,005	5.18	28	109	3.89
TOTALS	3,681	6,645	1.81	1,538	2,705	1.76

Price Range	Single Family		% change	Condo		% change
	Sold Aug, '19	Sold Jul, '19		Sold Aug, '19	Sold Jul, '19	
\$0 to \$99,999	2	4	-50.00%	1	2	-50.00%
\$100,000 to \$199,999	8	11	-27.27%	155	176	-11.93%
\$200,000 to \$299,999	154	136	13.24%	551	559	-1.43%
\$300,000 to \$399,999	971	1,073	-9.51%	386	459	-15.90%
\$400,000 to \$499,999	1,067	1,211	-11.89%	183	201	-8.96%
\$500,000 to \$749,999	1,045	1,230	-15.04%	177	172	2.91%
\$750,000 to \$999,999	240	320	-25.00%	57	54	5.56%
\$1,000,000 and over	194	225	-13.78%	28	25	12.00%
TOTALS	3,681	4,210	-12.57%	1,538	1,648	-6.67%

Price Range	Single Family		% change	Condo		% change
	Sold YTD Aug, '19	Sold YTD Aug, '18		Sold YTD Aug, '19	Sold YTD Aug, '18	
\$0 to \$99,999	18	26	-30.77%	22	36	-38.89%
\$100,000 to \$199,999	87	127	-31.50%	1,227	1,404	-12.61%
\$200,000 to \$299,999	1,189	1,595	-25.45%	4,077	4,218	-3.34%
\$300,000 to \$399,999	7,575	8,137	-6.91%	2,905	2,675	8.60%
\$400,000 to \$499,999	7,874	7,435	5.90%	1,380	1,363	1.25%
\$500,000 to \$749,999	7,776	7,489	3.83%	1,185	1,210	-2.07%
\$750,000 to \$999,999	1,881	1,862	1.02%	355	334	6.29%
\$1,000,000 and over	1,482	1,469	0.88%	189	127	48.82%
TOTALS	27,882	28,140	-0.92%	11,340	11,367	-0.24%

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

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

	Aug, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	222	250	210	-11.20%	5.71%
Price - Average	\$ 1,523,936	\$ 1,494,783	\$ 1,522,902	1.95%	0.07%
Sales Volume	\$ 338,313,792	\$ 373,695,750	\$ 319,809,420	-9.47%	5.79%
Days on Market - Average	59	58	62	1.72%	-4.84%
Days on Market - Median	32	28	26	14.29%	23.08%
Close Price/List Price	97.35%	97.36%	96.96%	-0.01%	0.40%
PSF Total	\$ 332	\$ 329	\$ 316	0.91%	5.06%
Single Family (aka Detached Single Family)					
Sold	194	225	197	-13.78%	-1.52%
Price - Average	\$ 1,509,804	\$ 1,515,279	\$ 1,525,614	-0.36%	-1.04%
Sales Volume	\$ 292,901,976	\$ 340,937,775	\$ 300,545,958	-14.09%	-2.54%
Days on Market - Average	60	57	63	5.26%	-4.76%
Days on Market - Median	30	27	27	11.11%	11.11%
Close Price/List Price	97.40%	97.32%	97.01%	0.08%	0.40%
PSF Total	\$ 304	\$ 312	\$ 302	-2.56%	0.66%
Condo (aka Attached Single Family)					
Sold	28	25	13	12.00%	115.38%
Price - Average	\$ 1,621,851	\$ 1,310,318	\$ 1,481,808	23.78%	9.45%
Sales Volume	\$ 45,411,828	\$ 32,757,950	\$ 19,263,504	38.63%	135.74%
Days on Market - Average	52	67	47	-22.39%	10.64%
Days on Market - Median	43	39	14	10.26%	207.14%
Close Price/List Price	97.02%	97.67%	96.34%	-0.67%	0.71%
PSF Total	\$ 528	\$ 484	\$ 529	9.09%	-0.19%

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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 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
Residential (Single Family + Condo)									
Sold	1,671	1,596	1,231	939	773	4.70%	29.65%	31.10%	21.47%
Sold Price - Average	\$ 1,542,868	\$ 1,511,122	\$ 1,521,142	\$ 1,521,210	\$ 1,491,997	2.10%	-0.66%	0.00%	1.96%
Sales Volume	\$ 2,578,132,428	\$ 2,411,750,712	\$ 1,872,525,802	\$ 1,428,416,190	\$ 1,153,313,681	6.90%	28.80%	31.09%	23.85%
Sold Price - Median	\$ 1,305,000	\$ 1,300,000	\$ 1,299,500	\$ 1,300,000	\$ 1,300,000	0.38%	0.04%	-0.04%	0.00%
Days on Market - Average	58	66	82	88	87	-12.12%	-19.51%	-6.82%	1.15%
Days on Market - Median	22	24	34	39	41	-8.33%	-29.41%	-12.82%	-4.88%
Close Price/List Price	97.59%	97.47%	97.37%	97.34%	96.83%	0.12%	0.10%	0.03%	0.53%
PSF Total	\$ 335	\$ 303	\$ 303	\$ 288	\$ 276	10.56%	0.00%	5.21%	4.35%
Single Family (aka Detached Single Family)									
Sold	1,482	1,469	1,107	866	715	0.88%	32.70%	27.83%	21.12%
Sold Price - Average	\$ 1,534,729	\$ 1,510,085	\$ 1,533,483	\$ 1,518,264	\$ 1,489,212	1.63%	-1.53%	1.00%	1.95%
Sales Volume	\$ 2,274,468,378	\$ 2,218,314,865	\$ 1,697,565,681	\$ 1,314,816,624	\$ 1,064,786,580	2.53%	30.68%	29.11%	23.48%
Sold Price - Median	\$ 1,318,626	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	1.43%	0.00%	0.00%	0.00%
Days on Market - Average	58	66	83	91	86	-12.12%	-20.48%	-8.79%	5.81%
Days on Market - Median	22	24	34	40	40	-8.33%	-29.41%	-15.00%	0.00%
Close Price/List Price	97.56%	97.50%	97.31%	96.71%	96.77%	0.06%	0.20%	0.62%	-0.06%
PSF Total	\$ 301	\$ 286	\$ 285	\$ 267	\$ 258	5.24%	0.35%	6.74%	3.49%
Condo (aka Attached Single Family)									
Sold	189	127	124	73	58	48.82%	2.42%	69.86%	25.86%
Sold Price - Average	\$ 1,606,685	\$ 1,523,111	\$ 1,410,968	\$ 1,556,158	\$ 1,526,332	5.49%	7.95%	-9.33%	1.95%
Sales Volume	\$ 303,663,465	\$ 193,435,097	\$ 174,960,032	\$ 113,599,534	\$ 88,527,256	56.98%	10.56%	54.01%	28.32%
Sold Price - Median	\$ 1,265,000	\$ 1,300,000	\$ 1,240,000	\$ 1,200,000	\$ 1,300,000	-2.69%	4.84%	3.33%	-7.69%
Days on Market - Average	55	65	74	56	98	-15.38%	-12.16%	32.14%	-42.86%
Days on Market - Median	25	24	36	32	45	4.17%	-33.33%	12.50%	-28.89%
Close Price/List Price	97.80%	97.18%	97.94%	104.80%	97.55%	0.64%	-0.78%	-6.55%	7.43%
PSF Total	\$ 598	\$ 501	\$ 458	\$ 536	\$ 508	19.36%	9.39%	-14.55%	5.51%

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

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

	Aug, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	297	374	308	-20.59%	-3.57%
Price - Average	\$ 849,728	\$ 854,240	\$ 847,631	-0.53%	0.25%
Sales Volume	\$ 252,369,216	\$ 319,485,760	\$ 261,070,348	-21.01%	-3.33%
Days on Market - Average	42	33	39	27.27%	7.69%
Days on Market - Median	19	14	17	35.71%	11.76%
Close Price/List Price	98.63%	99.02%	99.13%	-0.39%	-0.50%
PSF Total	\$ 254	\$ 246	\$ 249	3.25%	2.01%
Single Family (aka Detached Single Family)					
Sold	240	320	258	-25.00%	-6.98%
Price - Average	\$ 850,124	\$ 854,125	\$ 847,779	-0.47%	0.28%
Sales Volume	\$ 204,029,760	\$ 273,320,000	\$ 218,726,982	-25.35%	-6.72%
Days on Market - Average	40	32	35	25.00%	14.29%
Days on Market - Median	18	14	17	28.57%	5.88%
Close Price/List Price	98.62%	99.03%	99.15%	-0.41%	-0.53%
PSF Total	\$ 229	\$ 224	\$ 236	2.23%	-2.97%
Condo (aka Attached Single Family)					
Sold	57	54	50	5.56%	14.00%
Price - Average	\$ 848,059	\$ 854,922	\$ 846,869	-0.80%	0.14%
Sales Volume	\$ 48,339,363	\$ 46,165,788	\$ 42,343,450	4.71%	14.16%
Days on Market - Average	49	36	59	36.11%	-16.95%
Days on Market - Median	26	18	10	44.44%	160.00%
Close Price/List Price	98.70%	98.94%	99.00%	-0.24%	-0.30%
PSF Total	\$ 357	\$ 373	\$ 320	-4.29%	11.56%

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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
Residential (Single Family + Condo)									
Sold	2,236	2,196	1,740	1,370	1,091	1.82%	26.21%	27.01%	25.57%
Sold Price - Average	\$ 848,259	\$ 850,086	\$ 847,223	\$ 848,725	\$ 847,964	-0.21%	0.34%	-0.18%	0.09%
Sales Volume	\$ 1,896,707,124	\$ 1,866,788,856	\$ 1,474,168,020	\$ 1,162,753,250	\$ 925,128,724	1.60%	26.63%	26.78%	25.69%
Sold Price - Median	\$ 837,750	\$ 841,500	\$ 837,250	\$ 840,000	\$ 837,459	-0.45%	0.51%	-0.33%	0.30%
Days on Market - Average	41	43	53	56	63	-4.65%	-18.87%	-5.36%	-11.11%
Days on Market - Median	15	12	22	23	26	25.00%	-45.45%	-4.35%	-11.54%
Close Price/List Price	98.97%	99.33%	98.65%	98.76%	98.43%	-0.36%	0.69%	-0.11%	0.34%
PSF Total	\$ 248	\$ 242	\$ 225	\$ 218	\$ 203	2.48%	7.56%	3.21%	7.39%
Single Family (aka Detached Single Family)									
Sold	1,881	1,862	1,523	1,156	965	1.02%	22.26%	31.75%	19.79%
Sold Price - Average	\$ 847,606	\$ 851,218	\$ 849,010	\$ 850,169	\$ 846,691	-0.42%	0.26%	-0.14%	0.41%
Sales Volume	\$ 1,594,346,886	\$ 1,584,967,916	\$ 1,293,042,230	\$ 982,795,364	\$ 817,056,815	0.59%	22.58%	31.57%	20.28%
Sold Price - Median	\$ 835,000	\$ 845,000	\$ 840,000	\$ 842,140	\$ 835,000	-1.18%	0.60%	-0.25%	0.86%
Days on Market - Average	39	42	52	58	64	-7.14%	-19.23%	-10.34%	-9.38%
Days on Market - Median	15	12	22	25	26	25.00%	-45.45%	-12.00%	-3.85%
Close Price/List Price	99.00%	99.35%	98.63%	98.72%	98.32%	-0.35%	0.73%	-0.09%	0.41%
PSF Total	\$ 227	\$ 224	\$ 212	\$ 199	\$ 190	1.34%	5.66%	6.53%	4.74%
Condo (aka Attached Single Family)									
Sold	355	334	217	214	126	6.29%	53.92%	1.40%	69.84%
Sold Price - Average	\$ 851,720	\$ 843,780	\$ 834,680	\$ 840,923	\$ 857,715	0.94%	1.09%	-0.74%	-1.96%
Sales Volume	\$ 302,360,600	\$ 281,822,520	\$ 181,125,560	\$ 179,957,522	\$ 108,072,090	7.29%	55.60%	0.65%	66.52%
Sold Price - Median	\$ 849,000	\$ 830,000	\$ 825,000	\$ 825,000	\$ 860,000	2.29%	0.61%	0.00%	-4.07%
Days on Market - Average	53	46	56	43	57	15.22%	-17.86%	30.23%	-24.56%
Days on Market - Median	22	13	21	18	21	69.23%	-38.10%	16.67%	-14.29%
Close Price/List Price	98.82%	99.25%	98.80%	98.97%	99.25%	-0.43%	0.46%	-0.17%	-0.28%
PSF Total	\$ 358	\$ 340	\$ 322	\$ 324	\$ 314	5.29%	5.59%	-0.62%	3.18%

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

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

	Aug, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	1,222	1,402	1,185	-12.84%	3.12%
Price - Average	\$ 589,104	\$ 593,774	\$ 596,456	-0.79%	-1.23%
Sales Volume	\$ 719,885,088	\$ 832,471,148	\$ 706,800,360	-13.52%	1.85%
Days on Market - Average	39	30	28	30.00%	39.29%
Days on Market - Median	21	13	15	61.54%	40.00%
Close Price/List Price	99.10%	99.30%	99.49%	-0.20%	-0.39%
PSF Total	\$ 216	\$ 214	\$ 209	0.93%	3.35%
Single Family (aka Detached Single Family)					
Sold	1,045	1,230	1,036	-15.04%	0.87%
Price - Average	\$ 590,150	\$ 596,251	\$ 596,553	-1.02%	-1.07%
Sales Volume	\$ 616,706,750	\$ 733,388,730	\$ 618,028,908	-15.91%	-0.21%
Days on Market - Average	38	28	29	35.71%	31.03%
Days on Market - Median	21	13	15	61.54%	40.00%
Close Price/List Price	99.11%	99.28%	99.45%	-0.17%	-0.34%
PSF Total	\$ 195	\$ 197	\$ 191	-1.02%	2.09%
Condo (aka Attached Single Family)					
Sold	177	172	149	2.91%	18.79%
Price - Average	\$ 582,930	\$ 576,063	\$ 595,778	1.19%	-2.16%
Sales Volume	\$ 103,178,610	\$ 99,082,836	\$ 88,770,922	4.13%	16.23%
Days on Market - Average	45	40	27	12.50%	66.67%
Days on Market - Median	25	15	12	66.67%	108.33%
Close Price/List Price	99.02%	99.44%	99.74%	-0.42%	-0.72%
PSF Total	\$ 338	\$ 331	\$ 336	2.11%	0.60%

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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
Residential (Single Family + Condo)									
Sold	8,961	8,699	7,035	5,322	4,440	3.01%	23.65%	32.19%	19.86%
Sold Price - Average	\$ 594,327	\$ 594,449	\$ 591,273	\$ 593,395	\$ 593,054	-0.02%	0.54%	-0.36%	0.06%
Sales Volume	\$ 5,325,764,247	\$ 5,171,111,851	\$ 4,159,605,555	\$ 3,158,048,190	\$ 2,633,159,760	2.99%	24.32%	31.71%	19.93%
Sold Price - Median	\$ 584,000	\$ 581,200	\$ 575,555	\$ 580,000	\$ 579,900	0.48%	0.98%	-0.77%	0.02%
Current Days on Market - Average	36	32	37	42	47	12.50%	-13.51%	-11.90%	-10.64%
Current Days on Market - Median	15	11	13	16	18	36.36%	-15.38%	-18.75%	-11.11%
Close Price/List Price	99.25%	99.83%	99.48%	99.27%	99.13%	-0.58%	0.35%	0.21%	0.14%
PSF Total	\$ 213	\$ 210	\$ 197	\$ 187	\$ 181	1.43%	6.60%	5.35%	3.31%
Single Family (aka Detached Single Family)									
Sold	7,776	7,489	6,167	4,663	3,836	3.83%	21.44%	32.25%	21.56%
Sold Price - Average	\$ 594,901	\$ 594,534	\$ 590,587	\$ 592,427	\$ 591,848	0.06%	0.67%	-0.31%	0.10%
Sales Volume	\$ 4,625,950,176	\$ 4,452,465,126	\$ 3,642,150,029	\$ 2,762,487,101	\$ 2,270,328,928	3.90%	22.25%	31.84%	21.68%
Sold Price - Median	\$ 585,000	\$ 581,000	\$ 575,000	\$ 580,000	\$ 576,450	0.69%	1.04%	-0.86%	0.62%
Current Days on Market - Average	34	31	36	41	45	9.68%	-13.89%	-12.20%	-8.89%
Current Days on Market - Median	14	10	13	15	17	40.00%	-23.08%	-13.33%	-11.76%
Close Price/List Price	99.27%	99.86%	99.49%	99.31%	99.15%	-0.59%	0.37%	0.18%	0.16%
PSF Total	\$ 195	\$ 191	\$ 181	\$ 172	\$ 164	2.09%	5.52%	5.23%	4.88%
Condo (aka Attached Single Family)									
Sold	1,185	1,210	868	659	604	-2.07%	39.40%	31.71%	9.11%
Sold Price - Average	\$ 590,562	\$ 593,919	\$ 596,147	\$ 600,239	\$ 600,710	-0.57%	-0.37%	-0.68%	-0.08%
Sales Volume	\$ 699,815,970	\$ 718,641,990	\$ 517,455,596	\$ 395,557,501	\$ 362,828,840	-2.62%	38.88%	30.82%	9.02%
Sold Price - Median	\$ 575,000	\$ 583,000	\$ 581,200	\$ 590,000	\$ 586,250	-1.37%	0.31%	-1.49%	0.64%
Current Days on Market - Average	44	42	47	49	59	4.76%	-10.64%	-4.08%	-16.95%
Current Days on Market - Median	18	14	18	25	29	28.57%	-22.22%	-28.00%	-13.79%
Close Price/List Price	99.12%	99.63%	99.37%	99.02%	98.94%	-0.51%	0.26%	0.35%	0.08%
PSF Total	\$ 331	\$ 329	\$ 309	\$ 296	\$ 286	0.61%	6.47%	4.39%	3.50%

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

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

	Aug, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	2,607	2,944	2,904	-11.45%	-10.23%
Price - Average	\$ 396,540	\$ 396,258	\$ 391,770	0.07%	1.22%
Sales Volume	\$ 1,033,779,780	\$ 1,166,583,552	\$ 1,137,700,080	-11.38%	-9.13%
Days on Market - Average	24	21	19	9.00%	7.00%
Days on Market - Median	12	9	10	33.33%	20.00%
Close Price/List Price	99.43%	99.64%	99.82%	-0.21%	-0.39%
PSF Total	\$ 210	\$ 214	\$ 204	-1.87%	2.94%
Single Family (aka Detached Single Family)					
Sold	2,038	2,284	2,330	-10.77%	-12.53%
Price - Average	\$ 402,912	\$ 403,302	\$ 395,837	-0.10%	1.79%
Sales Volume	\$ 821,134,656	\$ 921,141,768	\$ 922,300,210	-10.86%	-10.97%
Days on Market - Average	22	18	18	22.22%	22.22%
Days on Market - Median	11	8	10	37.50%	10.00%
Close Price/List Price	99.46%	99.75%	99.83%	-0.29%	-0.37%
PSF Total	\$ 198	\$ 200	\$ 193	-1.00%	2.59%
Condo (aka Attached Single Family)					
Sold	569	660	574	-13.79%	-0.87%
Price - Average	\$ 373,716	\$ 371,885	\$ 375,264	0.49%	-0.41%
Sales Volume	\$ 212,644,404	\$ 245,444,100	\$ 215,401,536	-13.36%	-1.28%
Days on Market - Average	31	29	23	6.90%	34.78%
Days on Market - Median	16	14	11	14.29%	45.45%
Close Price/List Price	99.32%	99.24%	99.81%	0.08%	-0.49%
PSF Total	\$ 252	\$ 261	\$ 251	-3.45%	0.40%

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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
Residential (Single Family + Condo)									
Sold	19,734	19,610	19,279	16,828	14,618	0.63%	1.72%	14.57%	15.12%
Sold Price - Average	\$ 394,965	\$ 392,163	\$ 386,843	\$ 383,522	\$ 380,406	0.71%	1.38%	0.87%	0.82%
Sales Volume	\$ 7,794,239,310	\$ 7,690,316,430	\$ 7,457,946,197	\$ 6,453,908,216	\$ 5,560,774,908	1.35%	3.12%	15.56%	16.06%
Sold Price - Median	\$ 394,000	\$ 390,000	\$ 380,000	\$ 375,000	\$ 372,000	1.03%	2.63%	1.33%	0.81%
Current Days on Market - Average	24	18	19	21	23	33.33%	-5.26%	-9.52%	-8.70%
Current Days on Market - Median	9	6	6	7	7	50.00%	0.00%	-14.29%	0.00%
Close Price/List Price	99.71%	100.64%	100.57%	100.59%	100.40%	-0.92%	0.07%	-0.02%	0.19%
PSF Total	\$ 211	\$ 205	\$ 187	\$ 172	\$ 159	2.93%	9.63%	8.72%	8.18%
Single Family (aka Detached Single Family)									
Sold	15,449	15,572	16,000	14,347	12,563	-0.79%	-2.68%	11.52%	14.20%
Sold Price - Average	\$ 400,841	\$ 396,303	\$ 388,753	\$ 385,142	\$ 381,269	1.15%	1.94%	0.94%	1.02%
Sales Volume	\$ 6,192,592,609	\$ 6,171,230,316	\$ 6,220,048,000	\$ 5,525,632,274	\$ 4,789,882,447	0.35%	-0.78%	12.57%	15.36%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 384,900	\$ 379,000	\$ 374,500	1.27%	2.62%	1.56%	1.20%
Current Days on Market - Average	23	17	18	21	22	35.29%	-5.56%	-14.29%	-4.55%
Current Days on Market - Median	8	6	6	7	6	33.33%	0.00%	-14.29%	16.67%
Close Price/List Price	99.77%	100.69%	100.63%	100.60%	100.44%	-0.91%	0.06%	0.03%	0.16%
PSF Total	\$ 198	\$ 192	\$ 174	\$ 160	\$ 147	3.13%	10.34%	8.75%	8.84%
Condo (aka Attached Single Family)									
Sold	4,285	4,038	3,279	2,481	2,055	6.12%	23.15%	32.16%	20.73%
Sold Price - Average	\$ 373,780	\$ 376,194	\$ 377,522	\$ 374,157	\$ 375,132	-0.64%	-0.35%	0.90%	-0.26%
Sales Volume	\$ 1,601,647,300	\$ 1,519,071,372	\$ 1,237,894,638	\$ 928,283,517	\$ 770,896,260	5.44%	22.71%	33.35%	20.42%
Sold Price - Median	\$ 364,000	\$ 367,000	\$ 370,000	\$ 365,000	\$ 365,000	-0.82%	-0.81%	1.37%	0.00%
Current Days on Market - Average	30	22	24	25	28	36.36%	-8.33%	-4.00%	-10.71%
Current Days on Market - Median	12	7	7	7	8	71.43%	0.00%	0.00%	-12.50%
Close Price/List Price	99.48%	100.45%	100.32%	100.49%	100.17%	-0.97%	0.13%	-0.17%	0.32%
PSF Total	\$ 256	\$ 257	\$ 249	\$ 242	\$ 235	-0.39%	3.21%	2.89%	2.98%

DMAR MARKET TRENDS | SEPTEMBER 2019

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