

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

# Denver Metro Real Estate Market Trends Report

**SPECIAL COVID-19 EDITION**

**June 2020**



Compliments of:




**ANTHONY RAEI / 303.520.3179**



# MARKET OVERVIEW

The June report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the May 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> (Detached plus Attached)			
Active Listings at Month End	7,170	4.60%	-19.36%
Closed Homes	3,152	-19.71%	-48.86%
Close Price - Average	\$495,925	-1.24%	-1.31%
Close Price - Median	\$439,150	-0.19%	2.13%
Days in MLS - Average	23	9.52%	-4.17%
 <b>Detached</b>			
Active Listings at Month End	4,725	3.26%	-23.37%
Closed Homes	2,302	-19.23%	-47.79%
Close Price - Average	\$543,072	-1.05%	-1.58%
Close Price - Median	\$470,000	-1.05%	0.64%
Days in MLS - Average	23	15.00%	0.00%
 <b>Attached</b>			
Active Listings at Month End	2,445	7.28%	-4.49%
Closed Homes	850	-21.00%	-51.57%
Close Price - Average	\$368,241	-2.72%	-2.76%
Close Price - Median	\$327,000	1.65%	3.81%
Days in MLS - Average	25	8.70%	-10.71%

# MARKET INSIGHTS

## ✓ COVID-19 News:

- Over the last nine weeks, Metro Denver has closed an average of 454 fewer properties per week than last year. That COVID-19 affected trend should start decreasing after the first week of June as many of the properties that went under contract during the strictest showing restrictions will have closed.
- New home sales outperformed in April, down just six percent compared to pre-COVID-19 according to a Toll Brothers report.
- After being shut down following stay-at-home orders, Zillow's iBuyer business is returning to Denver, Fort Collins, Colorado Springs, Portland and Nashville

## ✓ Local News:

- 5280 ranked South Park Hill as the number one neighborhood on its list of 25 best neighborhoods in the city. Washington Park, Congress Park, West Highland and Cherry Creek rounded out the top five. The rankings were based on home price, crime rate, school rankings and X factors such as the prevalence of restaurants, access to open space and nearby public transportation.
- Fitch Ratings recently affirmed Denver's triple-A bond rating, despite an expected drop in tax collections because finances are robust and "post-pandemic revenue growth prospects remain strong."
- Investors have picked up their pace and aggressiveness at buying fix and flips as their confidence in the market has increased.
- In April, 44 percent of properties that closed paid a seller concession. This shows a 4.1 percent increase from 39.9 percent last April. The average concession this April was \$3,761 compared to \$3,409 last year. Of the concessions paid, 3.4 percent were cash buyers, 70.5 percent were conventional, 18.8 percent were FHA and 5.9 percent were VA.

## ✓ National News:

- Nationally, builders and developers are reporting tighter credit conditions for the first time since 2012. Twenty-two percent of home builders lowered their prices in April. Meanwhile, building material prices dropped 4.1 percent in April, the largest monthly drop on record.
- Sales of homes across the country are expected to drop 15 percent in 2020, but prices are expected to go up 1.1 percent.
- Consumer confidence turned a corner as it started to rebound from April's eight-year low. Consumer spending is 70 percent of the GDP so we will continue to watch this indicator for the speed of a recovery.

## ✓ Mortgage News:

- May's mortgage purchase applications surged nine percent year over year, recovering from a 35 percent historic drop in April.
- Interest rates reached another record-low at the end of May, hitting a national average of 3.15 percent with a 0.8 percent discount point.
- Appreciation is expected to continue due to low inventory and strong demand. Nationally, the National Association of REALTORS® expecting four to six percent annual appreciation for 2020.

## ✓ Rankings:

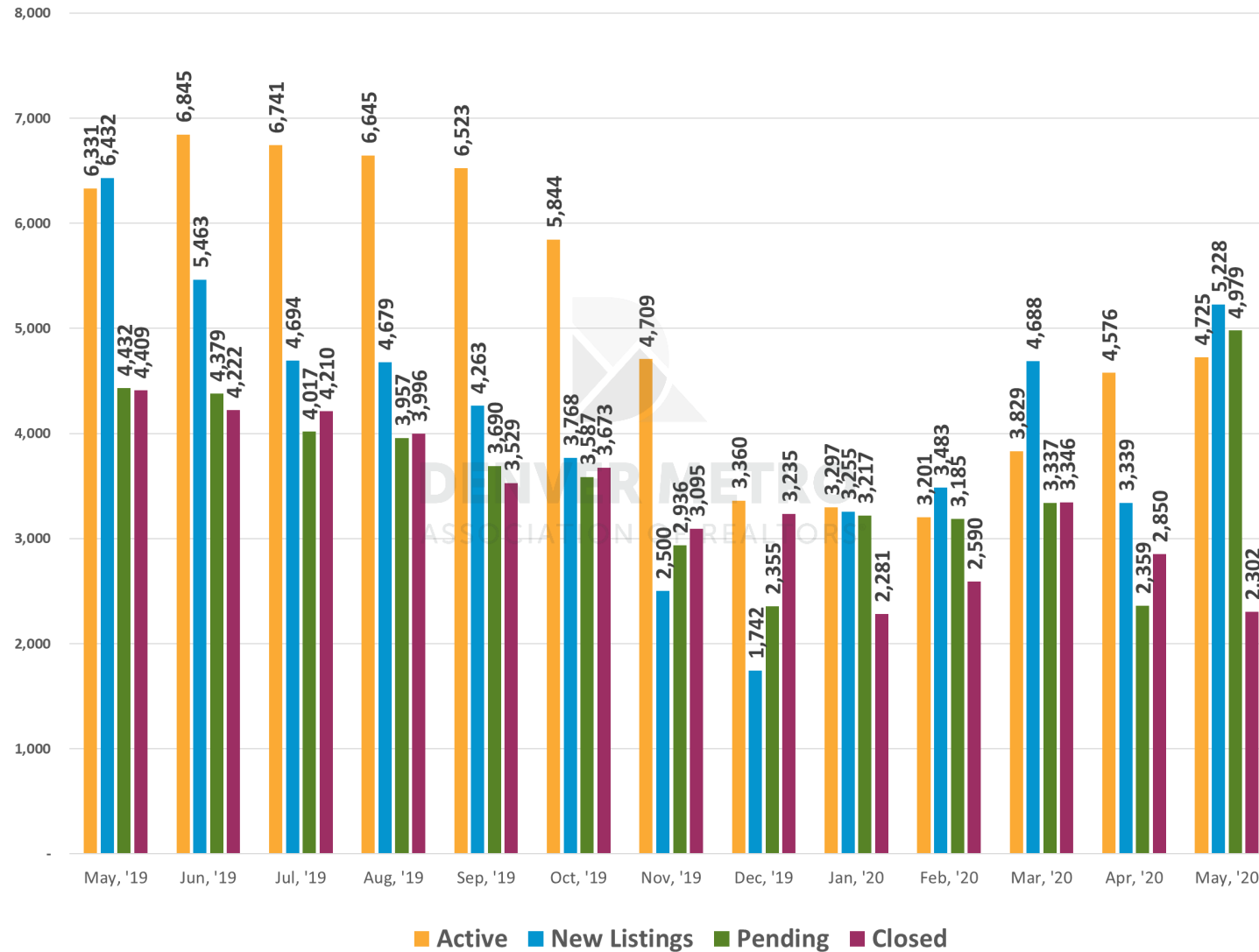
- Amazon's Jeff Bezos is the world's wealthiest person for the third year in a row, followed by Bill Gates. There are 2,095 billionaires now worldwide. The United States has the most with 614. Eight of them live in Colorado with Phillip Anshutz coming in as the richest with a net worth of \$11 billion.
- Two Colorado cities showed up on the Hottest Real Estate Market lists in April, the most recent month released. Colorado Springs is number one in the country and Pueblo came in fourth. The Realtor.com® report is based on where buyers clicked on the most home listings and where homes sold the fastest with the fewest number of days on the market.
- Colorado came in fifth in a study of the best states to turn a profit flipping houses. According to the financial website GOBankingRates, Maryland was number one. Colorado flippers can expect it will take an average of 176 days to flip a property with an average profit of \$74,000 and a 155.6 percent return on investment.
- Colorado was number eight in a ranking of states with the lowest property taxes with an effective property tax rate of 0.59 percent.
- A recent Investor Service report put Denver alongside Salt Lake City; Durham, North Carolina; and Madison, Wisconsin on a list of U.S. cities it considers best positioned to rebound.

## ✓ Quick Stats:

- Average active listings for May was 15,803 (1985-2019).
- Record-high May was 2006 with 30,457 listings and the record-low was 2016 with 5,463 listings. May 2020 ended with 7,170 active listings.
- The historical average increase in active listing from April to May is 7.72 percent. 4.60 percent in 2020 represents a decreasing trend that predates COVID-19.

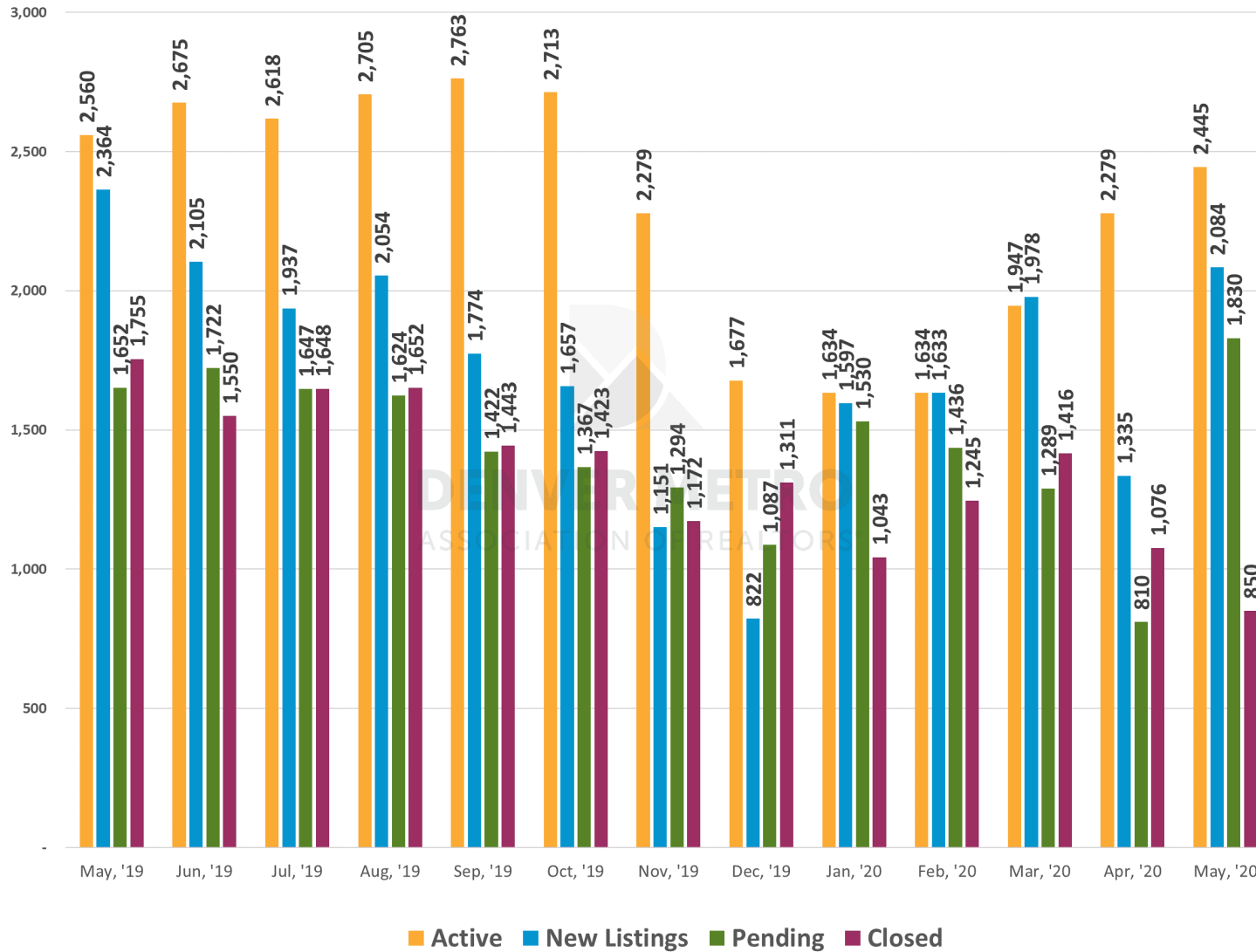
# Detached Single-Family

**DMAR Market Trends | May 2020 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



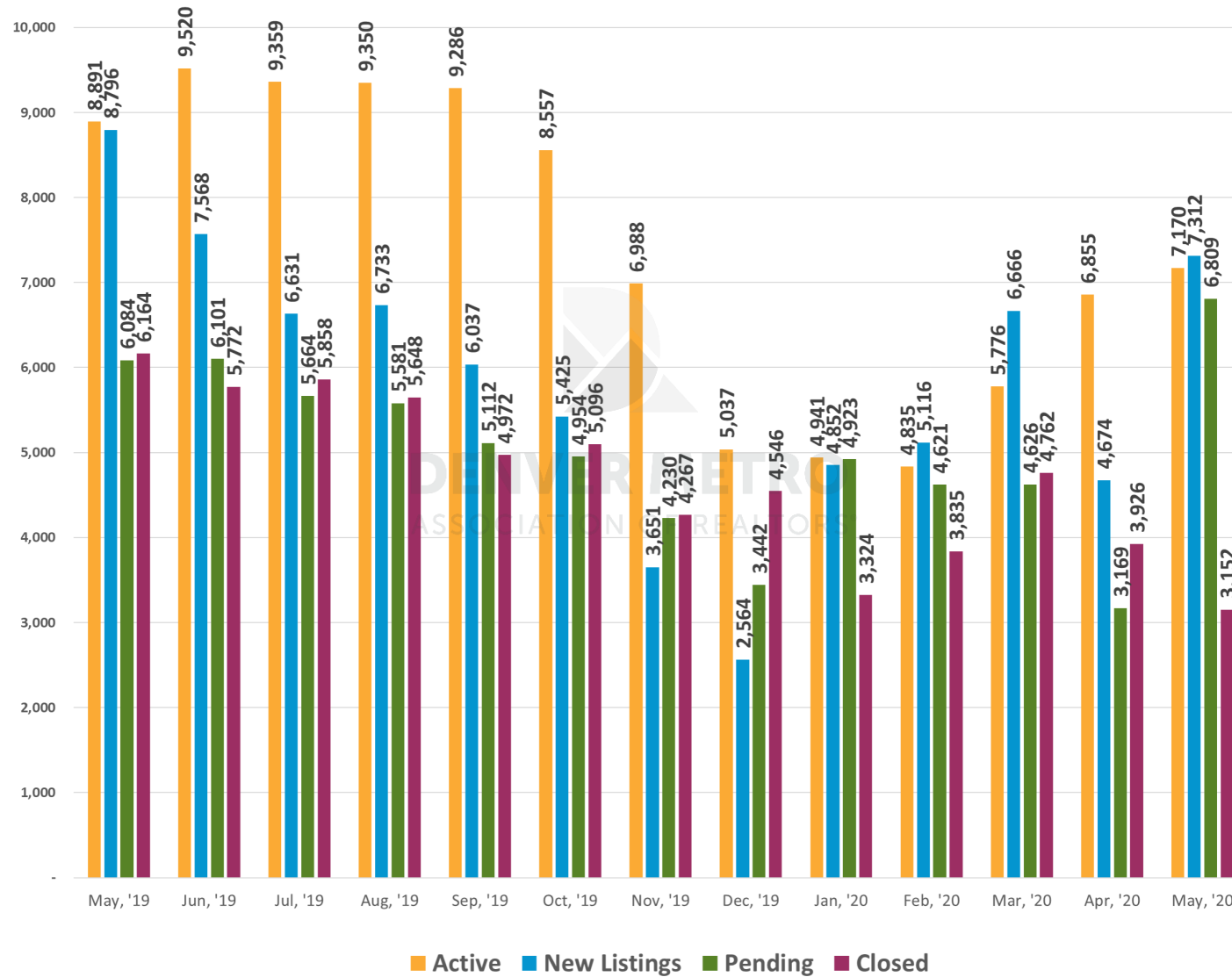
# Attached Single-Family

**DMAR Market Trends | May 2020 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



# Residential (Detached + Attached)

**DMAR Market Trends | May 2020 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



Active New Listings Pending Closed

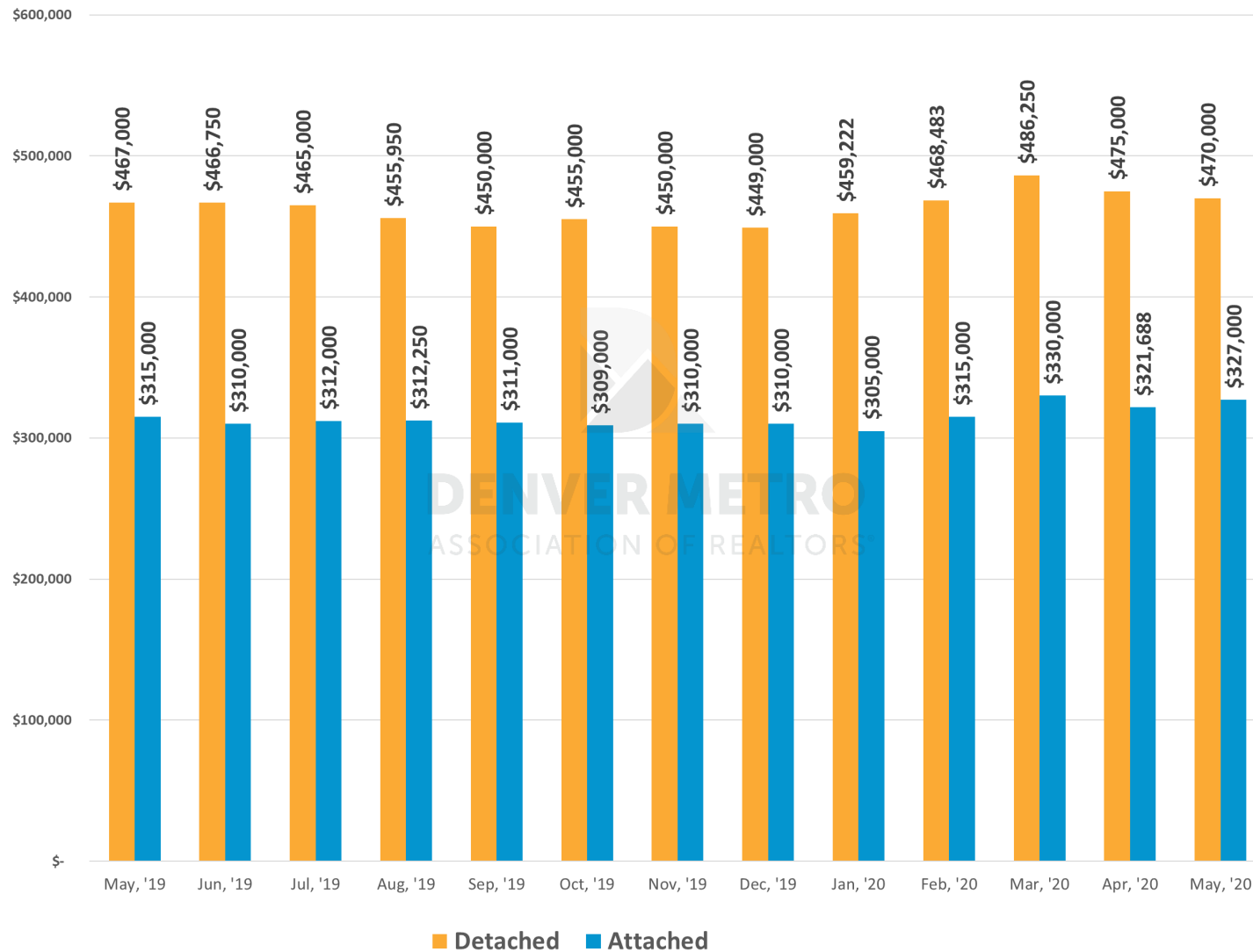


## Median Close Price

DMAR Market Trends | May 2020 Data

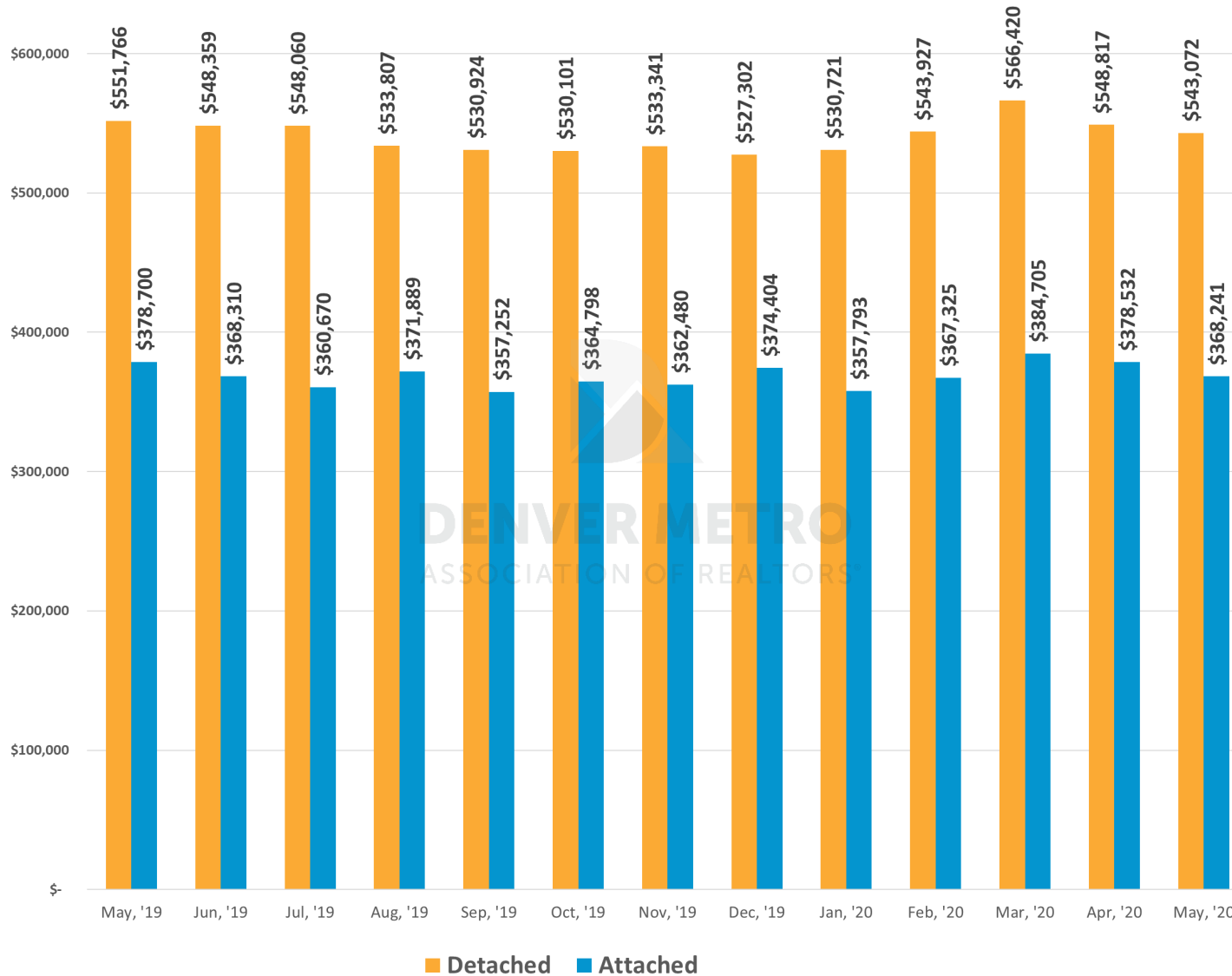
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



## Average Close Price

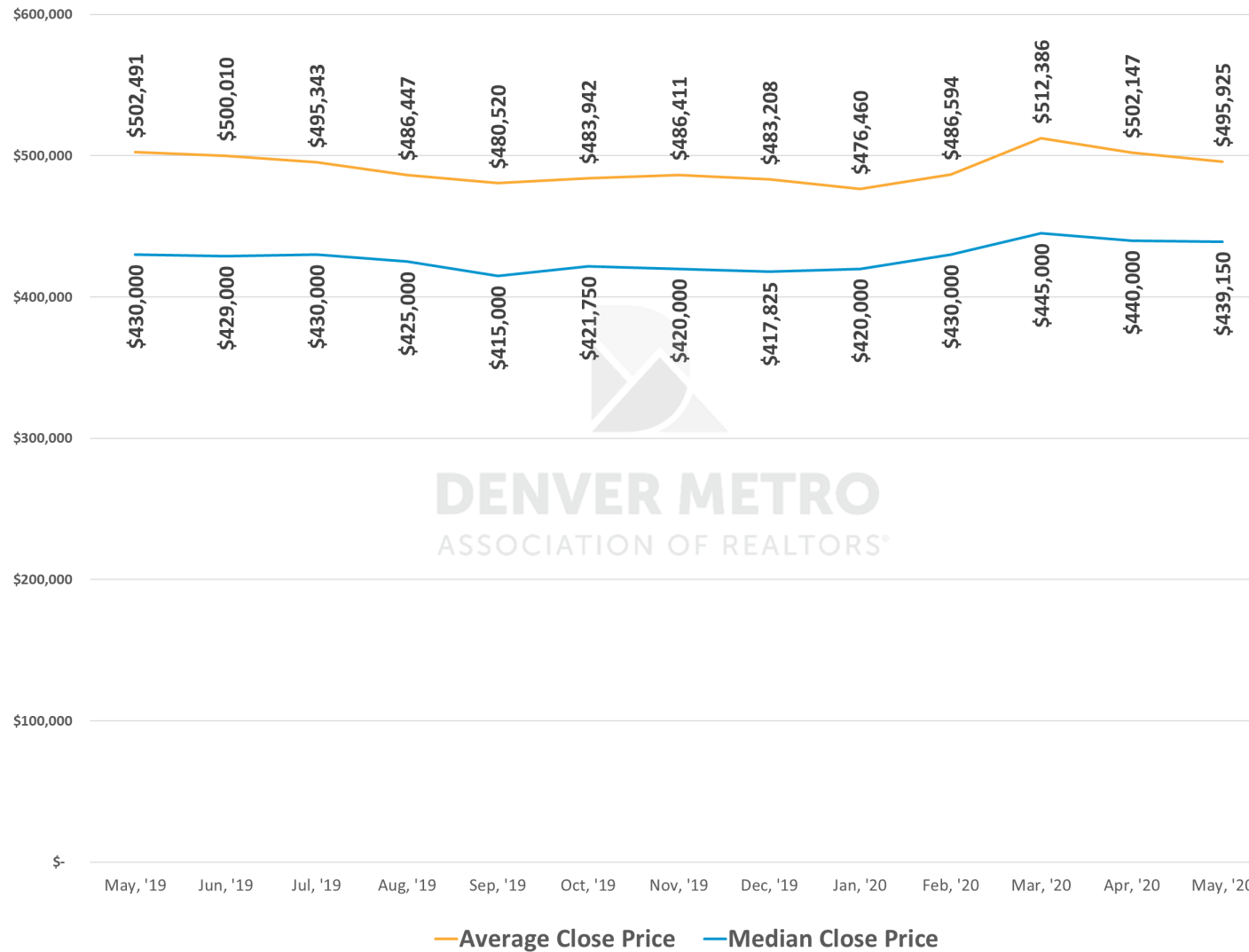
**DMAR Market Trends | May 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com





# Residential Close Price

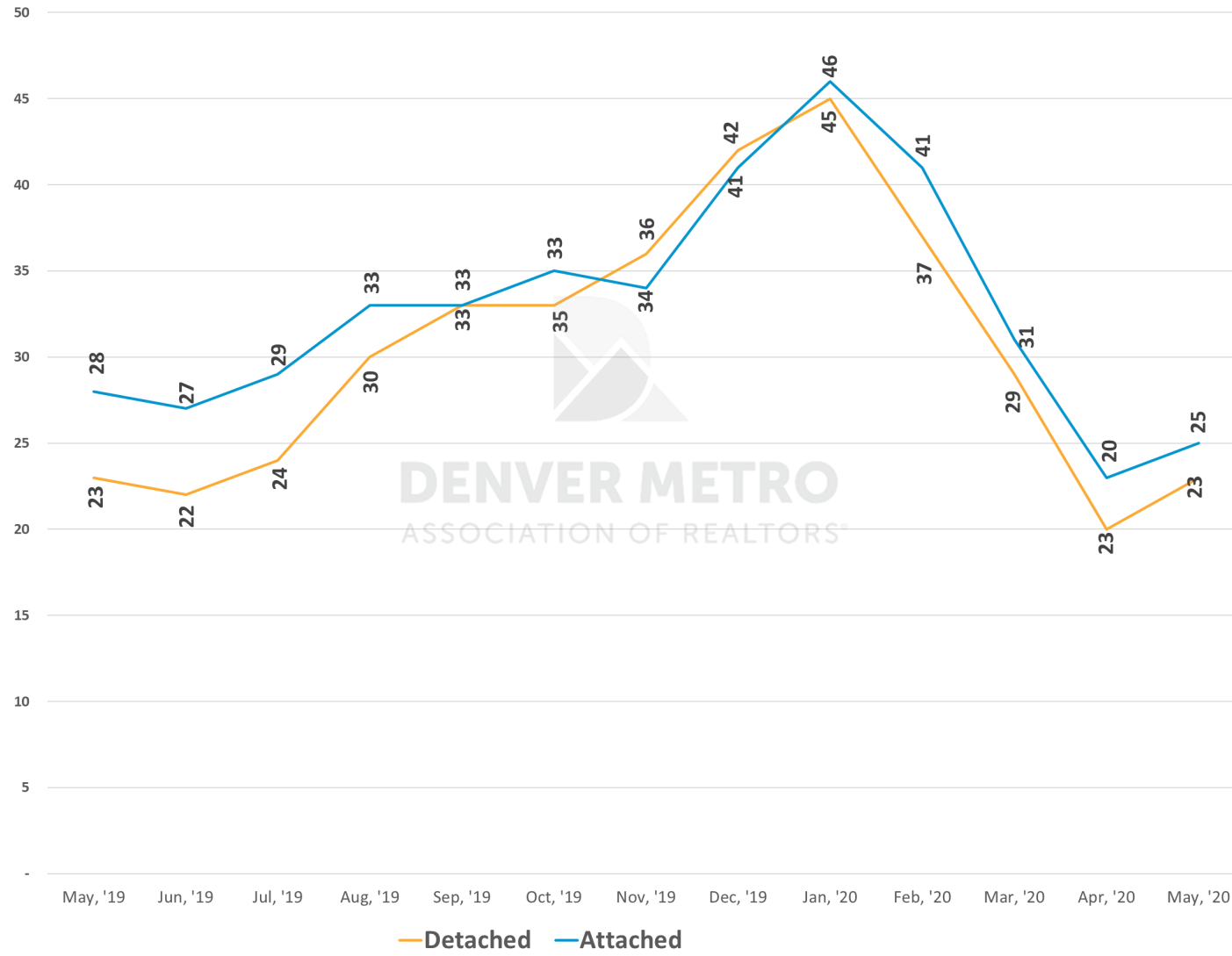
**DMAR Market Trends | May 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



— Average Close Price — Median Close Price

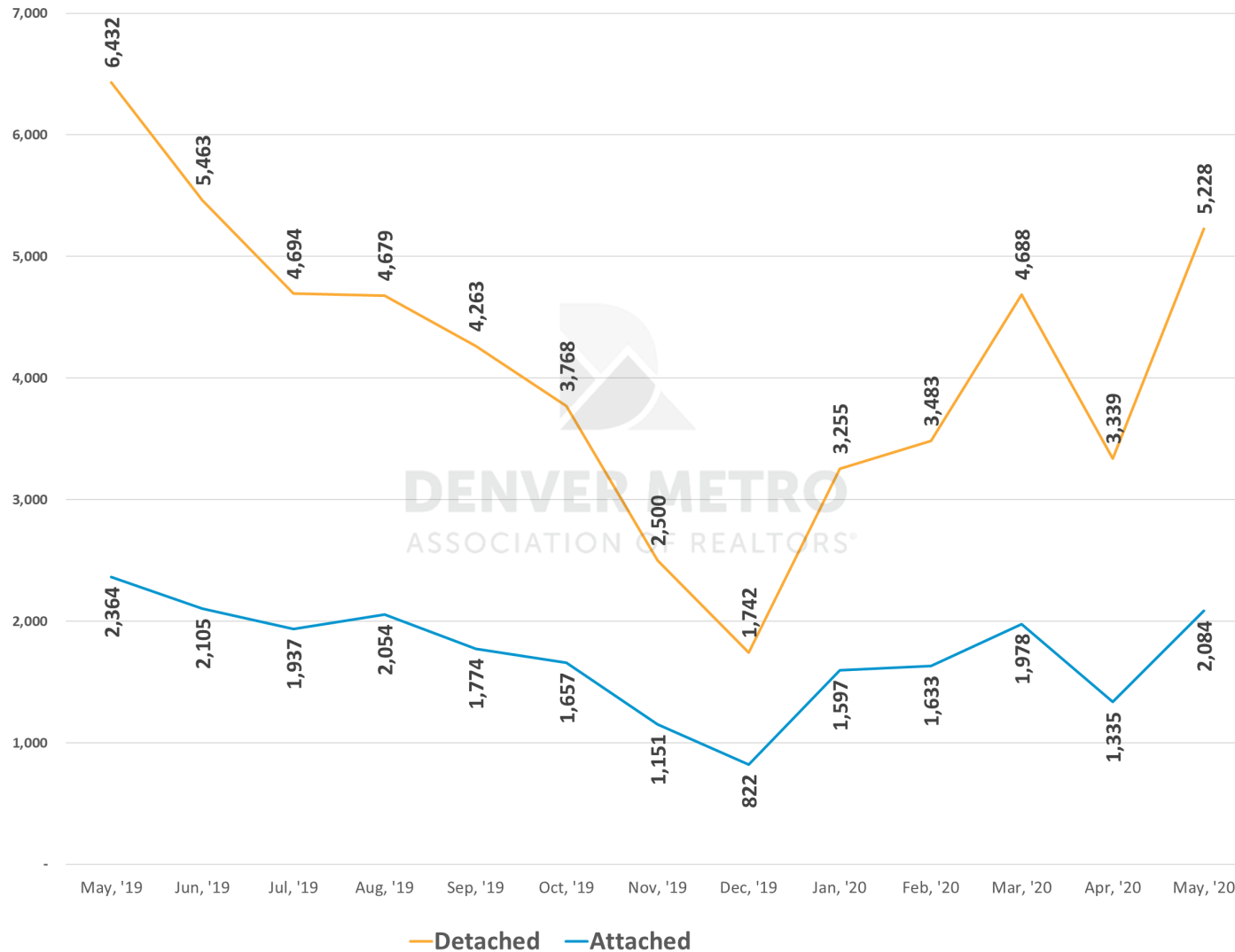
# Average Days in MLS

**DMAR Market Trends | May 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



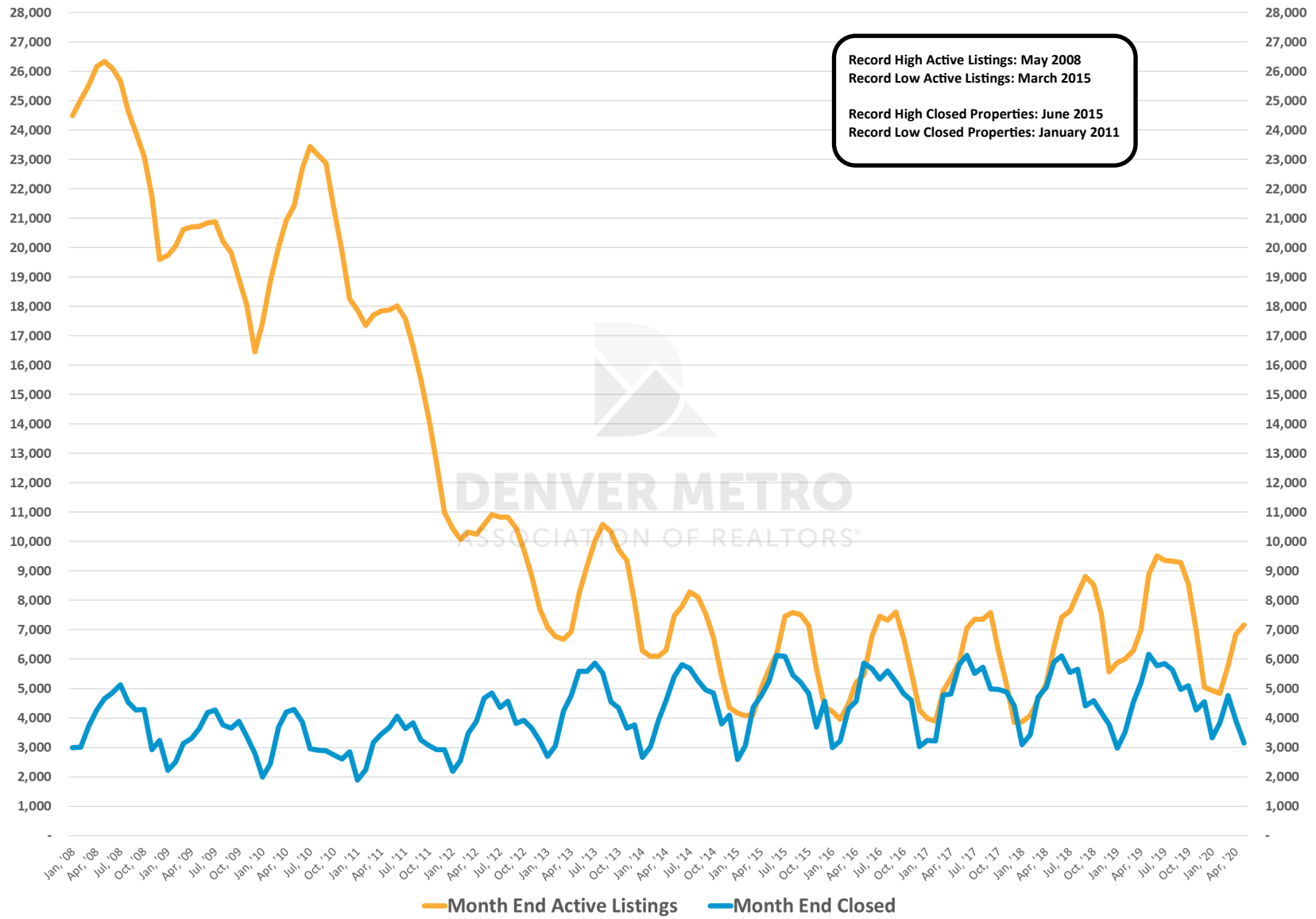
# New Listings

**DMAR Market Trends | May 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



# Month End Active Listings and Month End Closed Homes

DMAR Market Trends | May 2020 Data  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



# DATA SNAPSHOT

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

	May, '20	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	7,170	6,855	8,891	4.60%	-19.36%
New Listings	7,312	4,674	8,796	56.44%	-16.87%
Pending	6,809	3,169	6,084	114.86%	11.92%
Closed	3,152	3,926	6,164	-19.71%	-48.86%
Close Price - Average	\$ 495,925	\$ 502,147	\$ 502,491	-1.24%	-1.31%
Close Price - Median	\$ 439,150	\$ 440,000	\$ 430,000	-0.19%	2.13%
Sales Volume	\$ 1,563,156,343	\$ 1,971,429,470	\$ 3,097,354,915	-20.71%	-49.53%
Days in MLS - Average	23	21	24	9.52%	-4.17%
Days in MLS - Median	8	5	7	60.00%	14.29%
Close Price/List Price	99.38%	99.95%	99.68%	-0.57%	-0.30%
<b>Detached</b>					
Active Listings at Month End	4,725	4,576	6,331	3.26%	-25.37%
New Listings	5,228	3,339	6,432	56.57%	-18.72%
Pending	4,979	2,359	4,432	111.06%	12.34%
Closed	2,302	2,850	4,409	-19.23%	-47.79%
Close Price - Average	\$ 543,072	\$ 548,817	\$ 551,766	-1.05%	-1.58%
Close Price - Median	\$ 470,000	\$ 475,000	\$ 467,000	-1.05%	0.64%
Sales Volume	\$ 1,250,151,515	\$ 1,564,129,567	\$ 2,432,736,198	-20.07%	-48.61%
Days in MLS - Average	23	20	23	15.00%	0.00%
Days in MLS - Median	7	5	7	40.00%	0.00%
Close Price/List Price	99.42%	100.06%	99.74%	-0.64%	-0.32%
<b>Attached</b>					
Active Listings at Month End	2,445	2,279	2,560	7.28%	-4.49%
New Listings	2,084	1,335	2,364	56.10%	-11.84%
Pending	1,830	810	1,652	125.93%	10.77%
Closed	850	1,076	1,755	-21.00%	-51.57%
Close Price - Average	\$ 368,241	\$ 378,532	\$ 378,700	-2.72%	-2.76%
Close Price - Median	\$ 327,000	\$ 321,688	\$ 315,000	1.65%	3.81%
Sales Volume	\$ 313,004,828	\$ 407,299,903	\$ 664,618,717	-23.15%	-52.90%
Days in MLS - Average	25	23	28	8.70%	-10.71%
Days in MLS - Median	10	6	10	66.67%	0.00%
Close Price/List Price	99.27%	99.66%	99.53%	-0.39%	-0.26%

# MAY DATA YTD 2020 to 2016

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
<b>Residential (Detached + Attached)</b>									
Active Listings at Month End	7,170	8,891	6,437	5,895	5,463	-19.36%	38.12%	9.19%	7.91%
New Listings	28,618	32,445	30,224	29,483	27,436	-11.80%	7.35%	2.51%	7.46%
Closed	19,082	22,378	22,192	22,263	20,632	-14.73%	0.84%	-0.32%	7.91%
Close Price - Average	\$ 495,790	\$ 484,047	\$ 475,618	\$ 428,631	\$ 394,611	2.43%	1.77%	10.96%	8.62%
Close Price - Median	\$ 435,000	\$ 415,000	\$ 410,000	\$ 374,000	\$ 344,000	4.82%	1.22%	9.63%	8.72%
Sales Volume	\$ 9,460,664,245	\$ 10,831,999,114	\$ 10,554,906,238	\$ 9,542,606,080	\$ 8,141,621,939	-12.66%	2.63%	10.61%	17.21%
Days in MLS - Average	31	32	26	27	28	-3.13%	23.08%	-3.70%	-3.57%
Days in MLS - Median	9	11	6	6	6	-18.18%	83.33%	0.00%	0.00%
Close Price/List Price	99.54%	99.36%	100.45%	100.30%	100.45%	0.18%	-1.09%	0.15%	-0.15%
<b>Detached</b>									
Active Listings at Month End	4,725	6,331	4,890	4,560	4,319	-25.37%	29.47%	7.24%	5.58%
New Listings	19,981	23,014	21,781	21,267	19,961	-13.18%	5.66%	2.42%	6.54%
Closed	13,423	15,784	15,626	15,851	14,768	-14.96%	1.01%	-1.42%	7.33%
Close Price - Average	\$ 547,978	\$ 534,103	\$ 526,981	\$ 475,877	\$ 436,867	2.60%	1.35%	10.74%	8.93%
Close Price - Median	\$ 473,800	\$ 450,000	\$ 445,000	\$ 407,000	\$ 377,000	5.29%	1.12%	9.34%	7.96%
Sales Volume	\$ 7,355,503,553	\$ 8,430,286,096	\$ 8,234,603,468	\$ 7,543,126,317	\$ 6,451,654,596	-12.75%	2.38%	9.17%	16.92%
Days in MLS - Average	30	32	27	29	31	-6.25%	18.52%	-6.90%	-6.45%
Days in MLS - Median	8	10	6	7	7	-20.00%	66.67%	-14.29%	0.00%
Close Price/List Price	99.61%	99.37%	100.35%	100.16%	100.23%	0.24%	-0.98%	0.19%	-0.07%
<b>Attached</b>									
Active Listings at Month End	2,445	2,560	1,547	1,335	1,144	-4.49%	65.48%	15.88%	16.70%
New Listings	8,637	9,431	8,443	8,216	7,475	-8.42%	11.70%	2.76%	9.91%
Closed	5,659	6,594	6,566	6,412	5,864	-14.18%	0.43%	2.40%	9.35%
Close Price - Average	\$ 372,002	\$ 364,227	\$ 353,381	\$ 311,834	\$ 288,194	2.13%	3.07%	13.32%	8.20%
Close Price - Median	\$ 320,000	\$ 304,000	\$ 300,000	\$ 261,771	\$ 235,000	5.26%	1.33%	14.60%	11.39%
Sales Volume	\$ 2,105,160,692	\$ 2,401,713,018	\$ 2,320,302,770	\$ 1,999,479,763	\$ 1,689,967,343	-12.35%	3.51%	16.05%	18.31%
Days in MLS - Average	33	31	23	22	20	6.45%	34.78%	4.55%	10.00%
Days in MLS - Median	11	11	5	5	5	0.00%	120.00%	0.00%	0.00%
Close Price/List Price	99.38%	99.33%	100.68%	100.66%	100.99%	0.05%	-1.34%	0.02%	-0.33%

# MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	6	6.00	1	-	0.00
\$100,000 to \$199,999	8	12	1.50	65	192	2.95
\$200,000 to \$299,999	64	68	1.06	256	495	1.93
\$300,000 to \$399,999	505	386	0.76	274	538	1.96
\$400,000 to \$499,999	755	851	1.13	124	432	3.48
\$500,000 to \$749,999	701	1,657	2.36	92	461	5.01
\$750,000 to \$999,999	159	709	4.46	32	176	5.50
\$1,000,000 and over	109	1,036	9.50	6	151	25.17
TOTALS	2,302	4,725	2.05	850	2,445	2.88

Price Range	Detached		% change	Attached		% change
	Closed May '20	Closed Apr, '20		Closed May '20	Closed Apr, '20	
Month-Over-Month						
\$0 to \$99,999	1	3	-66.67%	1	3	-66.67%
\$100,000 to \$199,999	8	8	0.00%	65	93	-30.11%
\$200,000 to \$299,999	64	86	-25.58%	256	339	-24.48%
\$300,000 to \$399,999	505	587	-13.97%	274	315	-13.02%
\$400,000 to \$499,999	755	880	-14.20%	124	135	-8.15%
\$500,000 to \$749,999	701	913	-23.22%	92	137	-32.85%
\$750,000 to \$999,999	159	231	-31.17%	32	35	-8.57%
\$1,000,000 and over	109	142	-23.24%	6	19	-68.42%
TOTALS	2,302	2,850	-19.23%	850	1,076	-21.00%

Price Range	Detached		% change	Attached		% change
	YTD May '20	YTD May '19		YTD May '20	YTD May '19	
Year-Over-Year						
\$0 to \$99,999	10	10	0.00%	4	12	-66.67%
\$100,000 to \$199,999	54	50	8.00%	574	763	-24.77%
\$200,000 to \$299,999	488	748	-34.76%	1,815	2,398	-24.31%
\$300,000 to \$399,999	2,952	4,458	-33.78%	1,561	1,648	-5.28%
\$400,000 to \$499,999	4,057	4,405	-7.90%	755	787	-4.07%
\$500,000 to \$749,999	4,231	4,289	-1.35%	680	667	1.95%
\$750,000 to \$999,999	937	998	-6.11%	190	209	-9.09%
\$1,000,000 and over	694	826	-15.98%	80	110	-27.27%
TOTALS	13,423	15,784	-14.96%	5,659	6,594	-14.18%

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

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

	May '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	569	263	488	116.35%	16.60%
Pending	307	125	282	145.60%	8.87%
Closed	115	161	282	-28.57%	-59.22%
Sales Volume	\$ 174,417,172	\$ 230,801,487	\$ 435,480,368	-24.43%	-59.95%
Days in MLS - Average	61	44	45	38.64%	35.56%
Days in MLS - Median	23	12	17	91.67%	35.29%
Close Price/List Price	97.82%	97.63%	97.82%	0.19%	0.00%
PSF Total	\$ 337	\$ 320	\$ 345	5.31%	-2.32%
<b>Detached</b>					
New Listings	514	237	438	116.88%	17.35%
Pending	293	118	256	148.31%	14.45%
Closed	109	142	245	-23.24%	-55.51%
Sales Volume	\$ 165,592,098	\$ 202,122,887	\$ 379,838,639	-18.07%	-56.40%
Days in MLS - Average	61	40	45	52.50%	35.56%
Days in MLS - Median	20	11	16	81.82%	25.00%
Close Price/List Price	97.96%	97.74%	97.76%	0.23%	0.20%
PSF Total	\$ 322	\$ 289	\$ 300	11.42%	7.33%
<b>Attached</b>					
New Listings	55	26	50	111.54%	10.00%
Pending	14	7	26	100.00%	-46.15%
Closed	6	19	37	-68.42%	-83.78%
Sales Volume	\$ 8,825,074	\$ 28,678,600	\$ 55,641,729	-69.23%	-84.14%
Days in MLS - Average	62	75	44	-17.33%	40.91%
Days in MLS - Median	38	30	42	26.67%	-9.52%
Close Price/List Price	95.37%	96.84%	98.19%	-1.52%	-2.87%
PSF Total	\$ 621	\$ 551	\$ 643	12.70%	-3.42%



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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
<b>Residential (Detached + Attached)</b>									
New Listings	1,899	1,903	1,651	1,451	1,187	-0.21%	15.26%	13.78%	22.24%
Pending	984	1,170	1,032	807	609	-15.90%	13.37%	27.88%	32.51%
Closed	755	924	886	657	468	-18.29%	4.29%	34.86%	40.38%
Sales Volume	\$ 1,154,460,281	\$ 1,455,962,284	\$ 1,354,123,691	\$ 995,611,512	\$ 725,123,349	-20.71%	7.52%	36.01%	37.30%
Days in MLS - Average	66	61	72	92	92	8.20%	-15.28%	-21.74%	0.00%
Days in MLS - Median	25	22	28	38	47	13.64%	-21.43%	-26.32%	-19.15%
Close Price/List Price	96.97%	97.49%	97.34%	97.10%	96.51%	-0.53%	0.15%	0.25%	0.61%
PSF Total	\$ 352	\$ 338	\$ 301	\$ 298	\$ 293	4.14%	12.29%	1.01%	1.71%
<b>Detached</b>									
New Listings	1,677	1,702	1,491	1,317	1,073	-1.47%	14.15%	13.21%	22.74%
Pending	899	1,049	939	719	558	-14.30%	11.71%	30.60%	28.85%
Closed	676	815	814	587	426	-17.06%	0.12%	38.67%	37.79%
Sales Volume	\$ 1,036,736,803	\$ 1,277,313,556	\$ 1,240,683,953	\$ 902,562,342	\$ 654,378,840	-18.83%	2.95%	37.46%	37.93%
Days in MLS - Average	64	61	73	94	96	4.92%	-16.44%	-22.34%	-2.08%
Days in MLS - Median	23	21	28	39	50	9.52%	-25.00%	-28.21%	-22.00%
Close Price/List Price	96.99%	97.44%	97.37%	97.07%	96.42%	-0.46%	0.07%	0.31%	0.67%
PSF Total	\$ 321	\$ 299	\$ 283	\$ 282	\$ 266	7.36%	5.65%	0.35%	6.02%
<b>Attached</b>									
New Listings	222	201	160	134	114	10.45%	25.63%	19.40%	17.54%
Pending	85	121	93	88	51	-29.75%	30.11%	5.68%	72.55%
Closed	79	109	72	70	42	-27.52%	51.39%	2.86%	66.67%
Sales Volume	\$ 117,723,478	\$ 178,648,728	\$ 113,439,738	\$ 93,049,170	\$ 70,744,509	-34.10%	57.48%	21.91%	31.53%
Days in MLS - Average	82	57	65	78	57	43.86%	-12.31%	-16.67%	36.84%
Days in MLS - Median	50	27	21	35	29	85.19%	28.57%	-40.00%	20.69%
Close Price/List Price	96.73%	97.83%	96.98%	97.31%	97.39%	-1.12%	0.88%	-0.34%	-0.08%
PSF Total	\$ 616	\$ 632	\$ 514	\$ 432	\$ 556	-2.53%	22.96%	18.98%	-22.30%

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

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

	May '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	593	350	552	69.43%	7.43%
Pending	467	224	389	108.48%	20.05%
Closed	191	266	387	-28.20%	-50.65%
Sales Volume	\$ 161,207,017	\$ 224,582,405	\$ 327,129,897	-28.22%	-50.72%
Days in MLS - Average	32	23	35	39.13%	-8.57%
Days in MLS - Median	12	6	12	100.00%	0.00%
Close Price/List Price	98.56%	99.87%	99.30%	-1.31%	-0.75%
PSF Total	\$ 262	\$ 249	\$ 253	5.22%	3.56%
<b>Detached</b>					
New Listings	511	311	458	64.31%	11.57%
Pending	418	201	347	107.96%	20.46%
Closed	159	231	332	-31.17%	-52.11%
Sales Volume	\$ 134,455,365	\$ 194,924,979	\$ 279,893,821	-31.02%	-51.96%
Days in MLS - Average	32	22	32	45.45%	0.00%
Days in MLS - Median	10	5	12	100.00%	-16.67%
Close Price/List Price	98.69%	100.00%	99.32%	-1.31%	-0.63%
PSF Total	\$ 239	\$ 229	\$ 229	4.37%	4.37%
<b>Attached</b>					
New Listings	82	39	94	110.26%	-12.77%
Pending	49	23	42	113.04%	16.67%
Closed	32	35	55	-8.57%	-41.82%
Sales Volume	\$ 26,751,652	\$ 29,657,426	\$ 47,236,076	-9.80%	-43.37%
Days in MLS - Average	36	30	54	20.00%	-33.33%
Days in MLS - Median	16	13	25	23.08%	-36.00%
Close Price/List Price	97.89%	99.00%	99.17%	-1.12%	-1.29%
PSF Total	\$ 379	\$ 380	\$ 399	-0.26%	-5.01%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
<b>Residential (Detached + Attached)</b>									
New Listings	2,236	2,275	1,961	1,655	1,344	-1.71%	16.01%	18.49%	23.14%
Pending	1,514	1,528	1,423	1,147	871	-0.92%	7.38%	24.06%	31.69%
Closed	1,071	1,131	1,112	853	631	-5.31%	1.71%	30.36%	35.18%
Sales Volume	\$ 902,602,221	\$ 954,503,884	\$ 946,855,165	\$ 720,164,363	\$ 534,848,409	-5.44%	0.81%	31.48%	34.65%
Days in MLS - Average	43	45	51	59	66	-4.44%	-11.76%	-13.56%	-10.61%
Days in MLS - Median	13	17	14	24	32	-23.53%	21.43%	-41.67%	-25.00%
Close Price/List Price	99.02%	98.92%	99.20%	98.62%	98.62%	0.10%	-0.28%	0.59%	0.00%
PSF Total	\$ 248	\$ 248	\$ 238	\$ 224	\$ 213	0.00%	4.20%	6.25%	5.16%
<b>Detached</b>									
New Listings	1,855	1,918	1,664	1,430	1,131	-3.28%	15.26%	16.36%	26.44%
Pending	1,291	1,303	1,208	990	756	-0.92%	7.86%	22.02%	30.95%
Closed	887	935	933	731	523	-5.13%	0.21%	27.63%	39.77%
Sales Volume	\$ 746,240,204	\$ 787,969,773	\$ 795,654,528	\$ 618,504,402	\$ 444,124,966	-5.30%	-0.97%	28.64%	39.26%
Days in MLS - Average	43	44	50	60	70	-2.27%	-12.00%	-16.67%	-14.29%
Days in MLS - Median	12	15	14	25	36	-20.00%	7.14%	-44.00%	-30.56%
Close Price/List Price	99.04%	98.94%	99.18%	98.54%	98.56%	0.10%	-0.24%	0.65%	-0.02%
PSF Total	\$ 226	\$ 225	\$ 218	\$ 208	\$ 193	0.44%	3.21%	4.81%	7.77%
<b>Attached</b>									
New Listings	381	357	297	225	213	6.72%	20.20%	32.00%	5.63%
Pending	223	225	215	157	115	-0.89%	4.65%	36.94%	36.52%
Closed	184	196	179	122	108	-6.12%	9.50%	46.72%	12.96%
Sales Volume	\$ 156,362,017	\$ 166,534,111	\$ 151,200,637	\$ 101,659,961	\$ 90,723,443	-6.11%	10.14%	48.73%	12.05%
Days in MLS - Average	42	54	51	56	44	-22.22%	5.88%	-8.93%	27.27%
Days in MLS - Median	17	27	14	20	18	-37.04%	92.86%	-30.00%	11.11%
Close Price/List Price	98.90%	98.85%	99.26%	99.10%	98.94%	0.05%	-0.41%	0.16%	0.16%
PSF Total	\$ 356	\$ 354	\$ 337	\$ 320	\$ 313	0.56%	5.04%	5.31%	2.24%

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

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

	May '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	2,027	1,285	2,193	57.74%	-7.57%
Pending	1,819	920	1,405	97.72%	29.47%
Closed	793	1,050	1,507	-24.48%	-47.38%
Sales Volume	\$ 468,048,266	\$ 622,980,723	\$ 899,673,383	-24.87%	-47.98%
Days in MLS - Average	29	26	30	11.54%	-3.33%
Days in MLS - Median	10	6	11	66.67%	-9.09%
Close Price/List Price	99.23%	99.72%	99.43%	-0.49%	-0.20%
PSF Total	\$ 220	\$ 219	\$ 213	0.46%	3.29%
<b>Detached</b>					
New Listings	1,729	1,088	1,939	58.92%	-10.83%
Pending	1,599	836	1,228	91.27%	30.21%
Closed	701	913	1,304	-23.22%	-46.24%
Sales Volume	\$ 414,558,536	\$ 542,285,626	\$ 777,373,279	-23.55%	-46.67%
Days in MLS - Average	27	25	29	8.00%	-6.90%
Days in MLS - Median	9	6	10	50.00%	-10.00%
Close Price/List Price	99.27%	99.79%	99.47%	-0.52%	-0.20%
PSF Total	\$ 203	\$ 199	\$ 195	2.01%	4.10%
<b>Attached</b>					
New Listings	298	197	254	51.27%	17.32%
Pending	220	84	177	161.90%	24.29%
Closed	92	137	203	-32.85%	-54.68%
Sales Volume	\$ 53,489,730	\$ 80,695,097	\$ 122,300,104	-33.71%	-56.26%
Days in MLS - Average	46	32	39	43.75%	17.95%
Days in MLS - Median	14	9	14	55.56%	0.00%
Close Price/List Price	98.90%	99.26%	99.17%	-0.36%	-0.27%
PSF Total	\$ 349	\$ 351	\$ 328	-0.57%	6.40%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
<b>Residential (Detached + Attached)</b>									
New Listings	7,636	7,952	6,887	5,693	4,504	-3.97%	15.46%	20.97%	26.40%
Pending	6,036	5,907	5,523	4,459	3,448	2.18%	6.95%	23.86%	29.32%
Closed	4,911	4,956	4,853	3,792	2,824	-0.91%	2.12%	27.98%	34.28%
Sales Volume	\$ 2,910,467,818	\$ 2,948,806,380	\$ 2,877,322,953	\$ 2,237,413,545	\$ 1,673,257,876	-1.30%	2.48%	28.60%	33.72%
Days in MLS - Average	38	39	36	44	50	-2.56%	8.33%	-18.18%	-12.00%
Days in MLS - Median	12	15	10	15	19	-20.00%	50.00%	-33.33%	-21.05%
Close Price/List Price	99.46%	99.21%	99.91%	99.43%	99.21%	0.25%	-0.70%	0.48%	0.22%
PSF Total	\$ 220	\$ 212	\$ 211	\$ 196	\$ 187	3.77%	0.47%	7.65%	4.81%
<b>Detached</b>									
New Listings	6,437	6,782	5,873	4,914	3,893	-5.09%	15.48%	19.52%	26.23%
Pending	5,209	5,116	4,737	3,863	3,035	1.82%	8.00%	22.62%	27.28%
Closed	4,231	4,289	4,115	3,296	2,446	-1.35%	4.23%	24.85%	34.75%
Sales Volume	\$ 2,508,591,275	\$ 2,550,413,760	\$ 2,438,519,005	\$ 1,942,098,460	\$ 1,446,561,179	-1.64%	4.59%	25.56%	34.26%
Days in MLS - Average	36	38	34	42	50	-5.26%	11.76%	-19.05%	-16.00%
Days in MLS - Median	11	14	10	14	19	-21.43%	40.00%	-28.57%	-26.32%
Close Price/List Price	99.49%	99.23%	99.95%	99.46%	99.23%	0.26%	-0.72%	0.49%	0.23%
PSF Total	\$ 199	\$ 194	\$ 190	\$ 179	\$ 170	2.58%	2.11%	6.15%	5.29%
<b>Attached</b>									
New Listings	1,199	1,170	1,014	779	611	2.48%	15.38%	30.17%	27.50%
Pending	827	791	786	596	413	4.55%	0.64%	31.88%	44.31%
Closed	680	667	738	496	378	1.95%	-9.62%	48.79%	31.22%
Sales Volume	\$ 401,876,543	\$ 398,392,620	\$ 438,803,948	\$ 295,315,085	\$ 226,696,697	0.87%	-9.21%	48.59%	30.27%
Days in MLS - Average	50	45	49	53	54	11.11%	-8.16%	-7.55%	-1.85%
Days in MLS - Median	18	19	16	23	25	-5.26%	18.75%	-30.43%	-8.00%
Close Price/List Price	99.27%	99.07%	99.67%	99.26%	99.10%	0.20%	-0.60%	0.41%	0.16%
PSF Total	\$ 352	\$ 327	\$ 327	\$ 308	\$ 296	7.65%	0.00%	6.17%	4.05%

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

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

	May '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	3,256	2,178	4,170	49.49%	-21.92%
Pending	3,323	1,901	3,059	74.80%	8.63%
Closed	1,600	1,861	2,970	-14.02%	-46.13%
Sales Volume	\$ 642,112,606	\$ 746,268,259	\$ 1,181,432,698	-13.96%	-45.65%
Days in MLS - Average	17	15	19	13.33%	-10.53%
Days in MLS - Median	6	4	6	50.00%	0.00%
Close Price/List Price	99.85%	100.41%	100.08%	-0.56%	-0.23%
PSF Total	\$ 221	\$ 220	\$ 215	0.45%	2.79%
<b>Detached</b>					
New Listings	2,344	1,612	3,238	45.41%	-27.61%
Pending	2,510	1,503	2,419	67.00%	3.76%
Closed	\$ 1,220	\$ 1,436	\$ 2,301	-15.04%	-46.98%
Sales Volume	\$ 500,811,976	\$ 587,689,925	\$ 929,695,270	-14.78%	-46.13%
Days in MLS - Average	15	13	16	15.38%	-6.25%
Days in MLS - Median	6	4	6	50.00%	0.00%
Close Price/List Price	99.95%	100.60%	100.25%	-0.65%	-0.30%
PSF Total	\$ 208	\$ 211	\$ 203	-1.42%	2.46%
<b>Attached</b>					
New Listings	912	566	932	61.13%	-2.15%
Pending	813	398	640	104.27%	27.03%
Closed	380	425	669	-10.59%	-43.20%
Sales Volume	\$ 141,300,630	\$ 158,578,334	\$ 251,737,428	-10.90%	-43.87%
Days in MLS - Average	23	21	29	9.52%	-20.69%
Days in MLS - Median	10	6	10	66.67%	0.00%
Close Price/List Price	99.54%	99.76%	99.50%	-0.22%	0.04%
PSF Total	\$ 264	\$ 249	\$ 256	6.02%	3.13%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
<b>Residential (Detached + Attached)</b>									
New Listings	12,939	15,213	14,264	13,180	11,301	-14.95%	6.65%	8.22%	16.63%
Pending	11,575	12,861	12,168	11,767	10,236	-10.00%	5.70%	3.41%	14.96%
Closed	9,039	10,979	10,322	9,931	8,457	-17.67%	6.37%	3.94%	17.43%
Sales Volume	\$ 3,619,005,947	\$ 4,326,232,606	\$ 4,071,052,104	\$ 3,864,133,153	\$ 3,270,871,239	-16.35%	6.27%	5.35%	18.14%
Days in MLS - Average	25	27	19	22	26	-7.41%	42.11%	-13.64%	-15.38%
Days in MLS - Median	7	9	5	6	7	-22.22%	80.00%	-16.67%	-14.29%
Close Price/List Price	99.98%	99.69%	100.73%	100.39%	100.26%	0.29%	-1.03%	0.34%	0.13%
PSF Total	\$ 220	\$ 210	\$ 204	\$ 184	\$ 170	4.76%	2.94%	10.87%	8.24%
<b>Detached</b>									
New Listings	9,349	11,623	11,269	10,808	9,509	-19.56%	3.14%	4.27%	13.66%
Pending	8,740	10,037	9,678	9,771	8,708	-12.92%	3.71%	-0.95%	12.21%
Closed	6,826	8,625	8,206	8,284	7,171	-20.86%	5.11%	-0.94%	15.52%
Sales Volume	\$ 2,787,017,874	\$ 3,443,466,992	\$ 3,262,999,404	\$ 3,236,672,158	\$ 2,782,254,798	-19.06%	5.53%	0.81%	16.33%
Days in MLS - Average	22	26	17	20	26	-15.38%	52.94%	-15.00%	-23.08%
Days in MLS - Median	6	8	5	6	7	-25.00%	60.00%	-16.67%	-14.29%
Close Price/List Price	100.13%	99.75%	100.82%	100.45%	100.29%	0.38%	-1.06%	0.37%	0.16%
PSF Total	\$ 207	\$ 197	\$ 189	\$ 171	\$ 157	5.08%	4.23%	10.53%	8.92%
<b>Attached</b>									
New Listings	3,590	3,590	2,995	2,372	1,792	0.00%	19.87%	26.26%	32.37%
Pending	2,835	2,824	2,490	1,996	1,528	0.39%	13.41%	24.75%	30.63%
Closed	2,213	2,354	2,116	1,647	1,286	-5.99%	11.25%	28.48%	28.07%
Sales Volume	\$ 831,988,073	\$ 882,765,614	\$ 808,052,700	\$ 627,460,995	\$ 488,616,441	-5.75%	9.25%	28.78%	28.42%
Days in MLS - Average	32	32	25	27	29	0.00%	28.00%	-7.41%	-6.90%
Days in MLS - Median	11	12	6	7	8	-8.33%	100.00%	-14.29%	-12.50%
Close Price/List Price	99.53%	99.46%	100.37%	100.06%	100.08%	0.07%	-0.91%	0.31%	-0.02%
PSF Total	\$ 260	\$ 256	\$ 262	\$ 250	\$ 243	1.56%	-2.29%	4.80%	2.88%