

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






Denver Metro Real Estate Market Trends Report

May 2021

MARKET OVERVIEW

The May report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the April 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 (Detached plus Attached)			
Active Listings at Month End	2,594	35.03%	-62.16%
Closed Homes	5,088	-2.81%	28.45%
Close Price - Average	\$623,825	6.19%	24.20%
Close Price - Median	\$526,000	5.20%	19.55%
Days in MLS - Average	13	-31.58%	-38.10%
 Detached			
Active Listings at Month End	1,640	46.17%	-64.16%
Closed Homes	3,586	2.90%	24.51%
Close Price - Average	\$699,039	3.62%	27.41%
Close Price - Median	\$585,000	4.28%	23.16%
Days in MLS - Average	10	-37.50%	-50.00%
 Attached			
Active Listings at Month End	954	19.40%	-58.14%
Closed Homes	1,502	-14.17%	38.95%
Close Price - Average	\$444,252	7.31%	17.32%
Close Price - Median	\$376,360	7.30%	16.88%
Days in MLS - Average	21	-19.23%	-8.70%

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- Instead of telling your clients there is “no inventory,” be clearer by saying there is a lower amount of standing inventory, which will help them understand that they will need to act quickly to purchase a home. We do have inventory - it just doesn’t stick around for more than a few days.
- To find more inventory for your buyers, try taking another look at homes just outside your buyer’s price range. If a home at a higher price point has been on the market for more than a few weeks, they may be willing to take a lower offer. At lower price ranges your buyer may have the flexibility to make thoughtful updates over time.
- Educating your clients has never been more important. With hyperactive buyer demand, being available to view a house and make a quick decision is imperative in this market.
- Inventory in this market is like a bathtub with an open drain. The water flowing out of the bathtub is a new listing and the remaining water in the bathtub is standing inventory. Just because you don’t see a lot of standing water doesn’t mean that a lot of houses were not put on the market during that month.

✓ COVID-19 News:

- According to NPR, herd immunity will strengthen the economy with 23 percent of the U.S. population now fully vaccinated.

✓ Local News:

- When comparing the first quarter of 2021 to 2020, the Highlands Ranch zip codes of 80130 and 80126 saw a dramatic decrease in marketing time as days in MLS dropped by 84 percent and 82.4 percent, respectively. The 80130 zip code has average days in MLS of four down from 25 and 80126 went from 34 days to six.
- Denver gained the most workers in the last 12 months from New York City, San Francisco Bay Area and Chicago. For every 10,000 LinkedIn members in Denver, 8.94 moved to the city in the last year from New York City.
- Denver landlords will be required to hold long-term rental licenses for each of their properties under a new law unanimously approved by City Council.

✓ National News:

- The price for a thousand board feet of lumber on the Chicago Mercantile Exchange hit yet another high at \$1,300.00/1,000 bd ft. A year ago, the same contract was \$328.50 and in September of 2009, it was just \$163.60. Nothing is forever.

- The Denver metro area isn’t the only place where the real estate market is in a frenzy. Nationally, the median home price increased 20 percent in April 2021 compared to April 2019.
- Google reported last week that the search “When is the housing market going to crash?” had spiked 2,450 percent in the past month. “Why is the market so hot?” searches had doubled in just a week. And, “How much over asking price should I offer on a home 2021” jumped 350 percent in that same week.
- Baby Boomers are the wealthiest generation of Americans, and they are heading to warmer climates; Las Vegas, Tampa and Phoenix make up the largest share of mortgage purchase requests.
- Hiring was 14.4 percent higher in March 2021 than in March 2020. Seasonally-adjusted hiring (which removes predictable seasonal hiring variations) was 2.8 percent higher in March than February.
- According to a study from realtor.com®, about 4.8 million millennials are turning 30 in 2021 and many are expected to enter the homebuying game if they haven’t already. Forty-three percent of first-time millennial homebuyers have been looking for more than a year. Forty-four percent say they still need more money for a down payment and other closing costs. Thirty-four percent say they can’t find a house in their budget.

✓ Mortgage News:

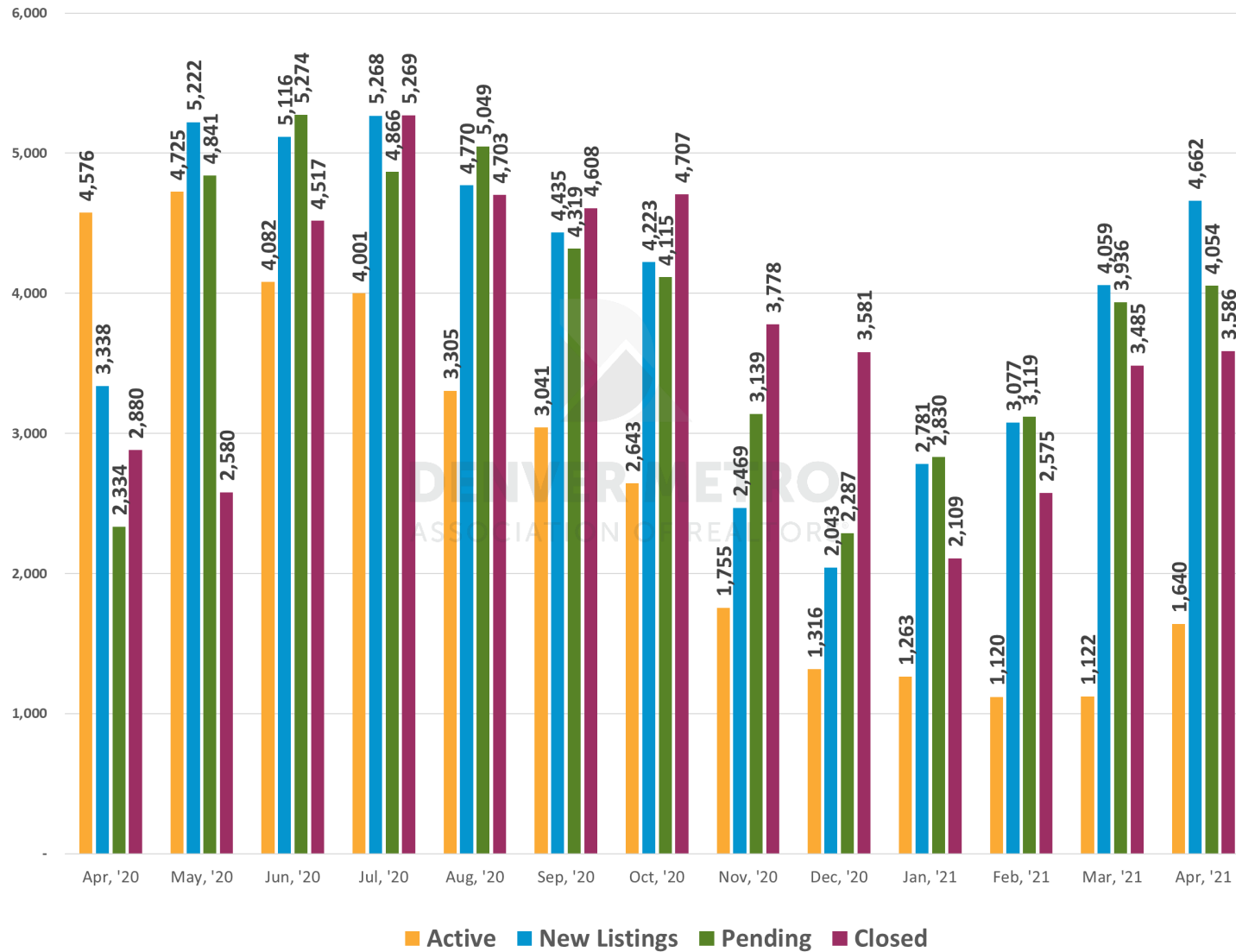
- As the market evolves, do cash buyers get better deals than financed transactions? The numbers suggest no. Listings that sell to cash buyers sell for 102.5 percent of list price while conventional loan buyers sell for 102.4 percent. FHA comes in third at 101.8 percent. In March, 70.1 percent of closed transactions utilized conventional loans, with 17.1 percent being paid for in cash. FHA loans have lost favor over the last year accounting for only 7.8 percent. 3.5 percent were VA and 1.5 percent were all others.
- Almost 40 years ago on October 9, 1981, the interest rate on a 30-year mortgage peaked at an amazing 18.63 percent. Today, that rate is just 3.04 percent.

✓ Quick Stats:

- Average active listings for April is 14,929 (1985-2020).
- Record-high April was 2006 with 29,045 listings and the record-low was set this year with 2,594 listings.
- The historical average increase in active listings from March to April is 7.23 percent. An increase of 35.03 percent this April represents the largest increase on record. The previous record increase was 22.2 percent in 2015.

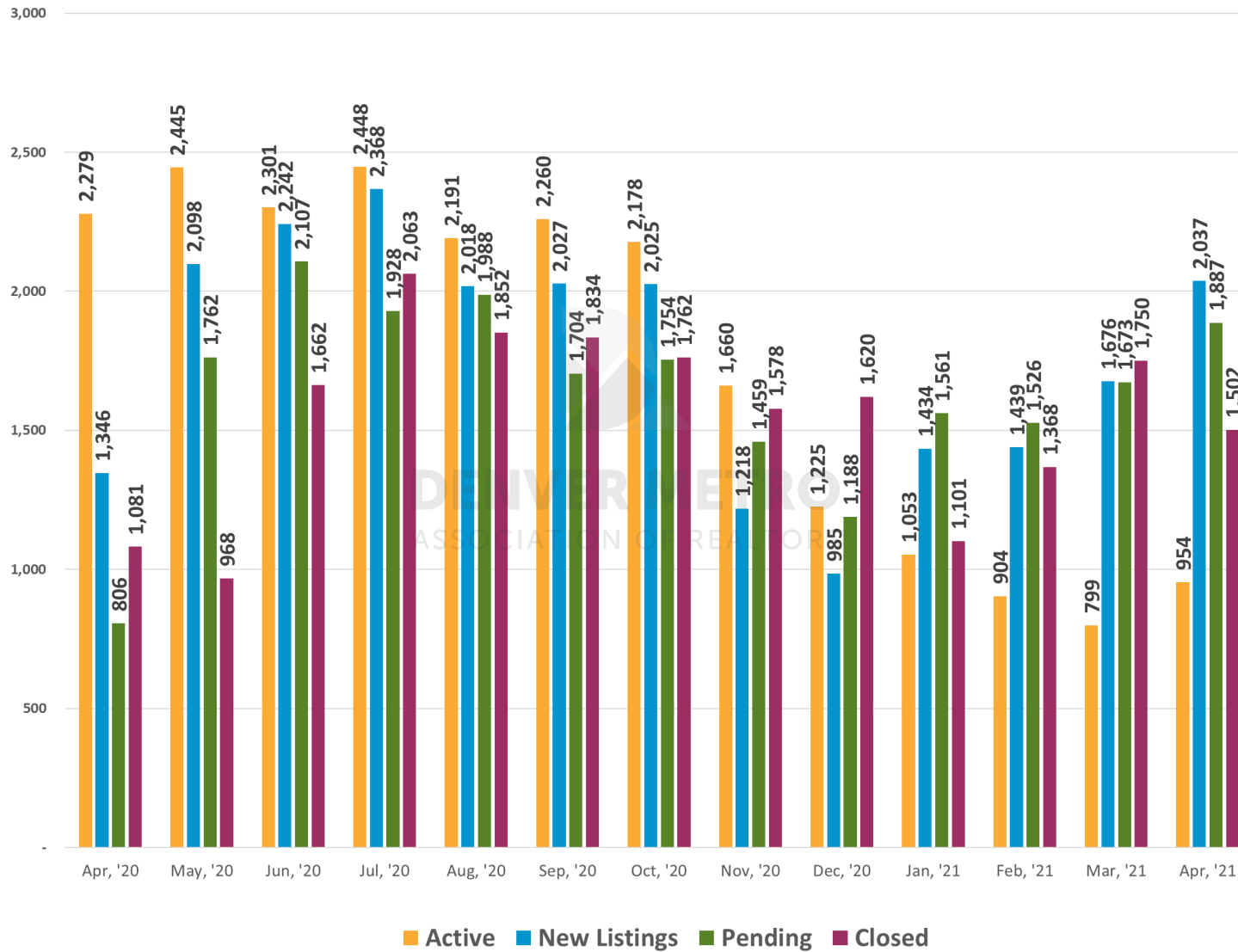
Detached Single-Family

DMAR Market Trends | April 2021 Data
 Denver Metro Association of REALTORS®
 Source of MLS Data: REcolorado.com



Attached Single-Family

DMAR Market Trends | April 2021 Data
 Denver Metro Association of REALTORS®
 Source of MLS Data: REcolorado.com

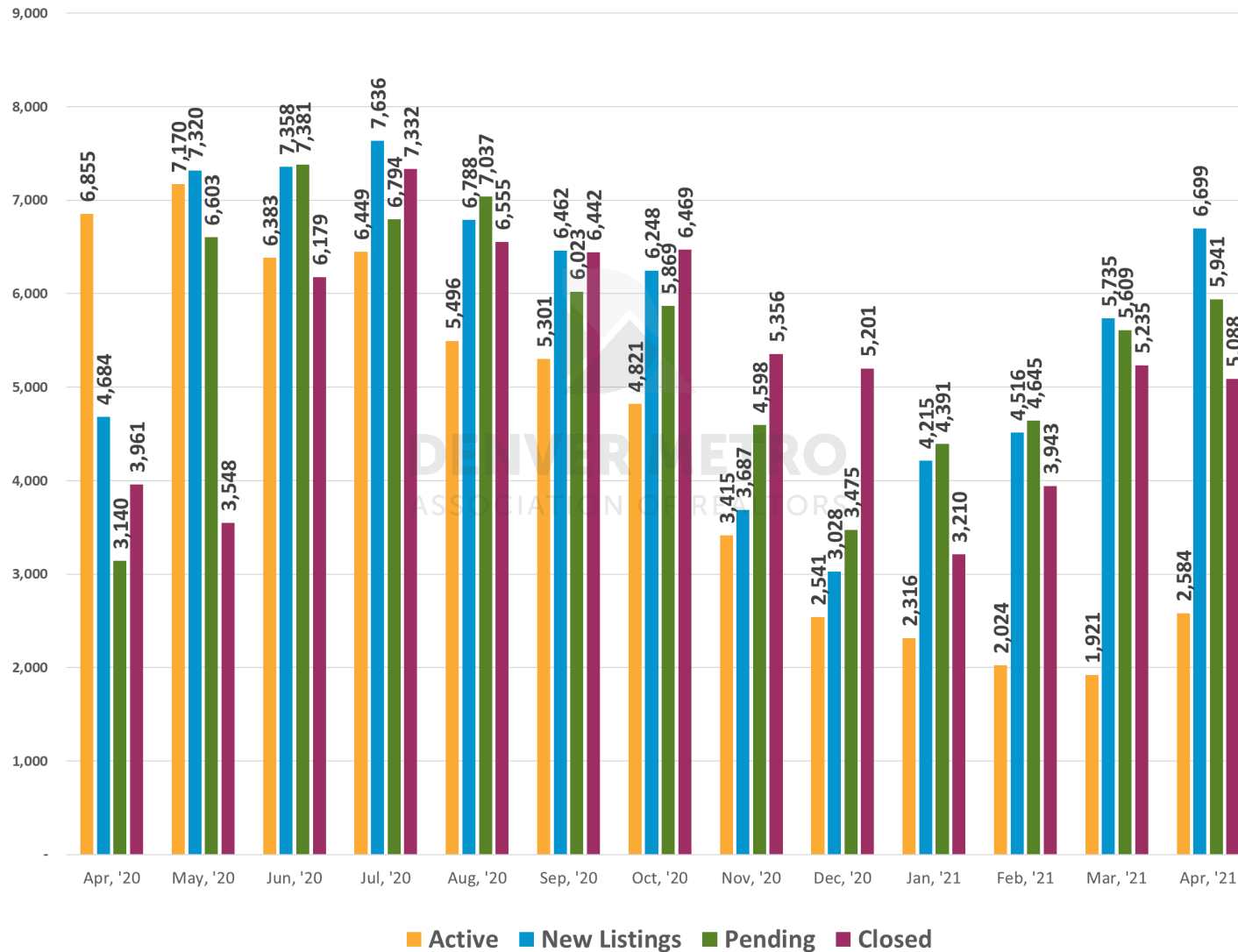


Residential (Detached + Attached)

DMAR Market Trends | April 2021 Data

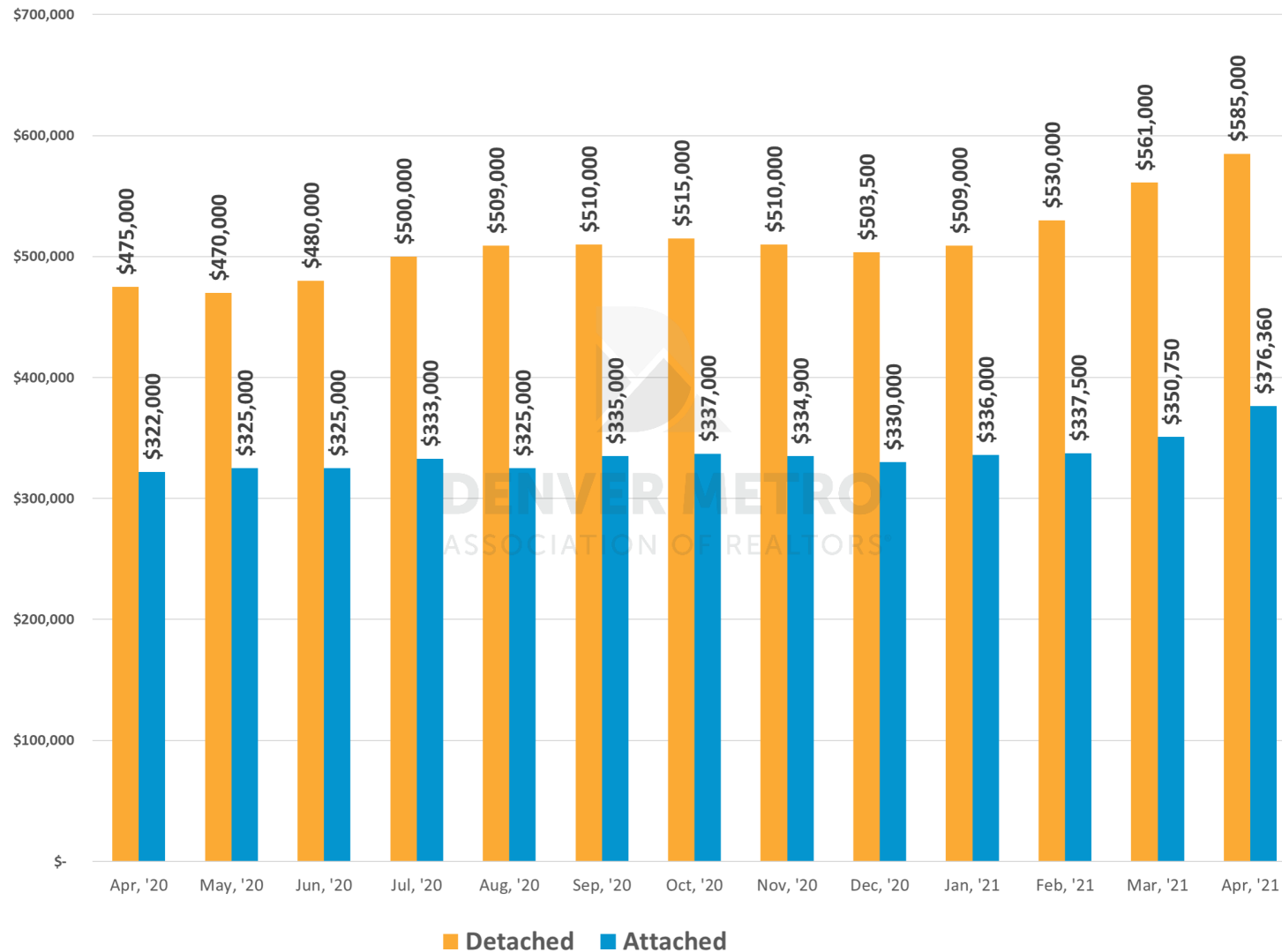
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



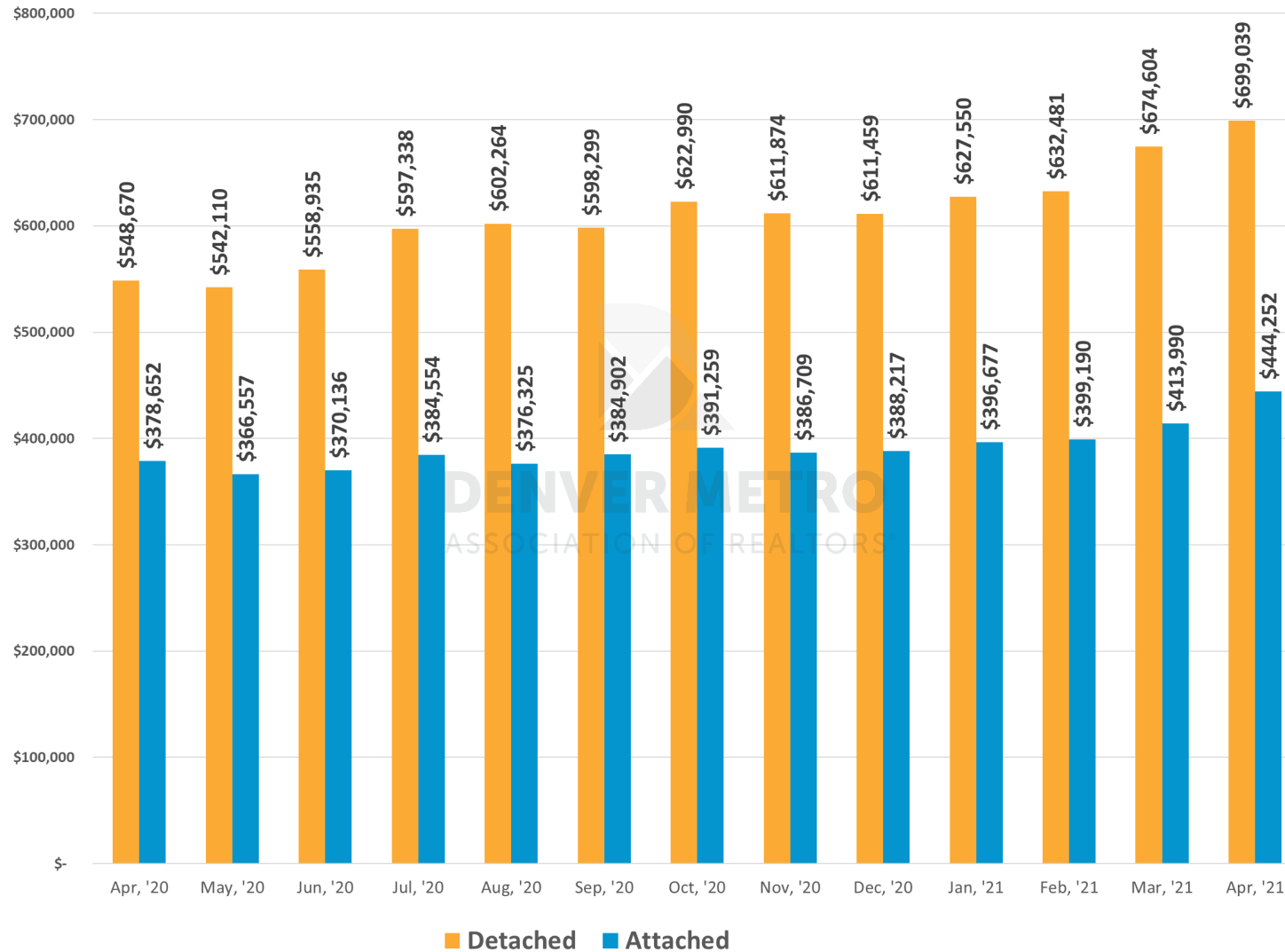
Median Close Price

DMAR Market Trends | April 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



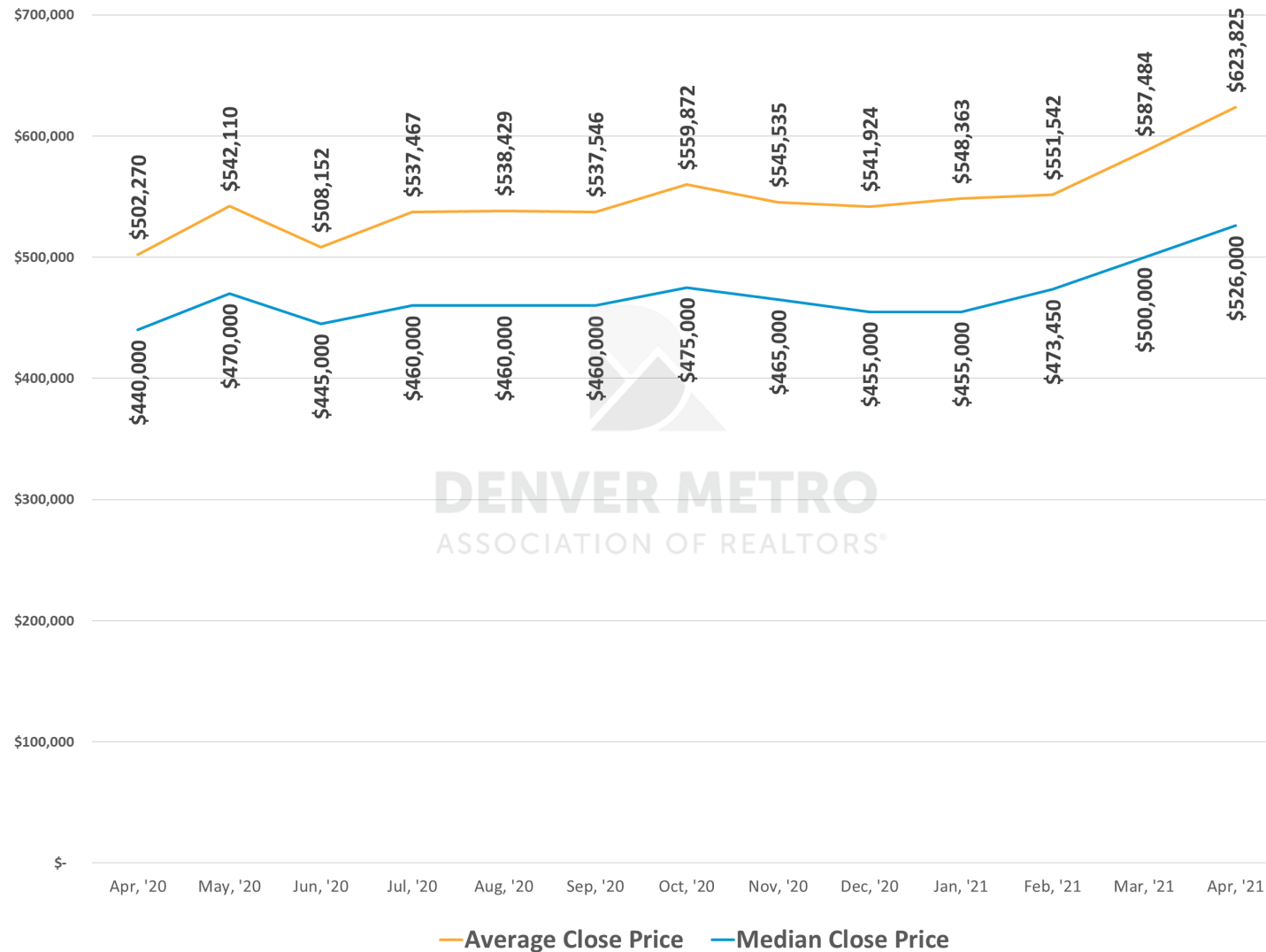
Average Close Price

DMAR Market Trends | April 2021 Data
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 Source of MLS Data: REcolorado.com



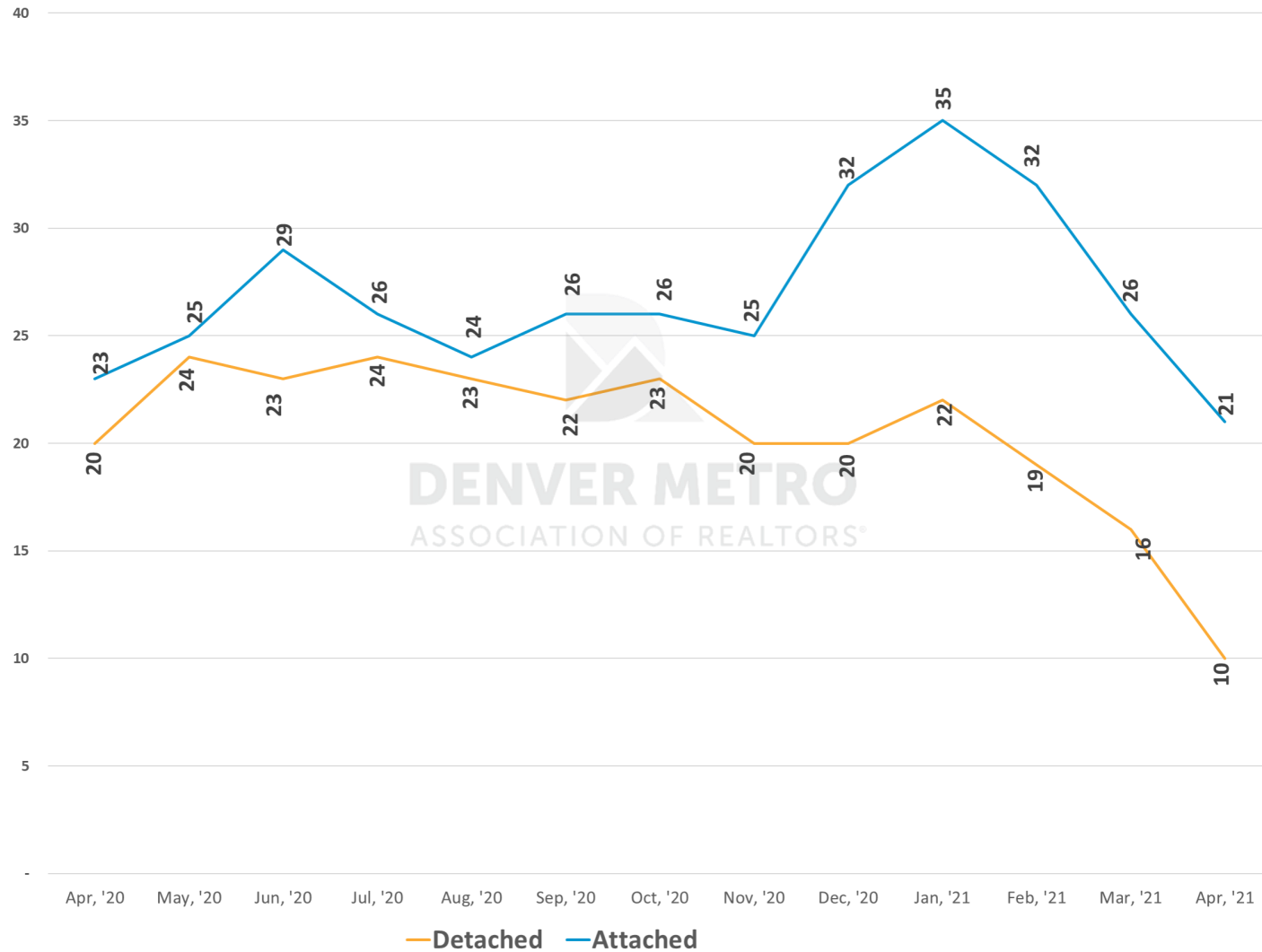
Residential Close Price

DMAR Market Trends | April 2021 Data
 Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



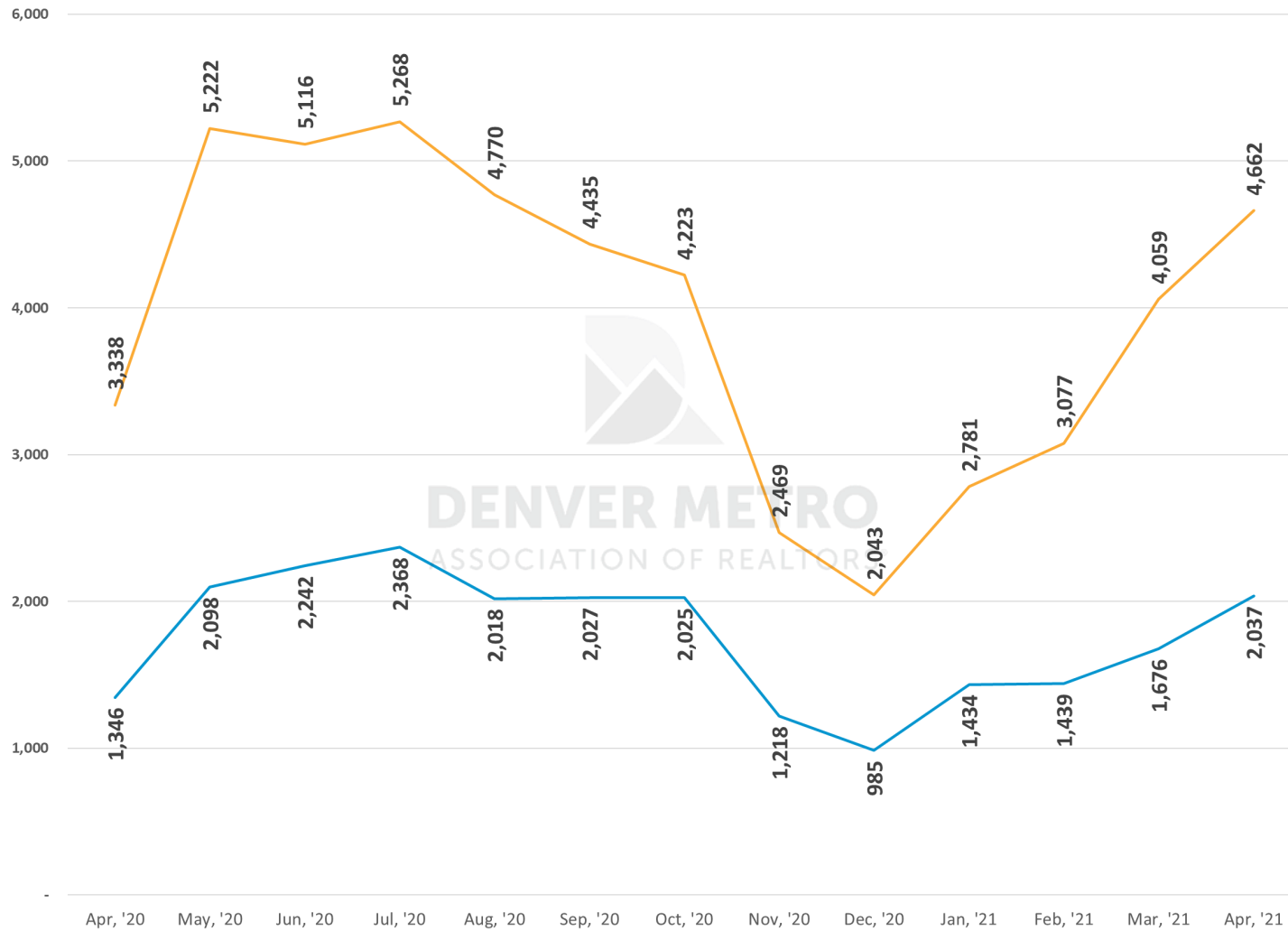
Average Days in MLS

DMAR Market Trends | April 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



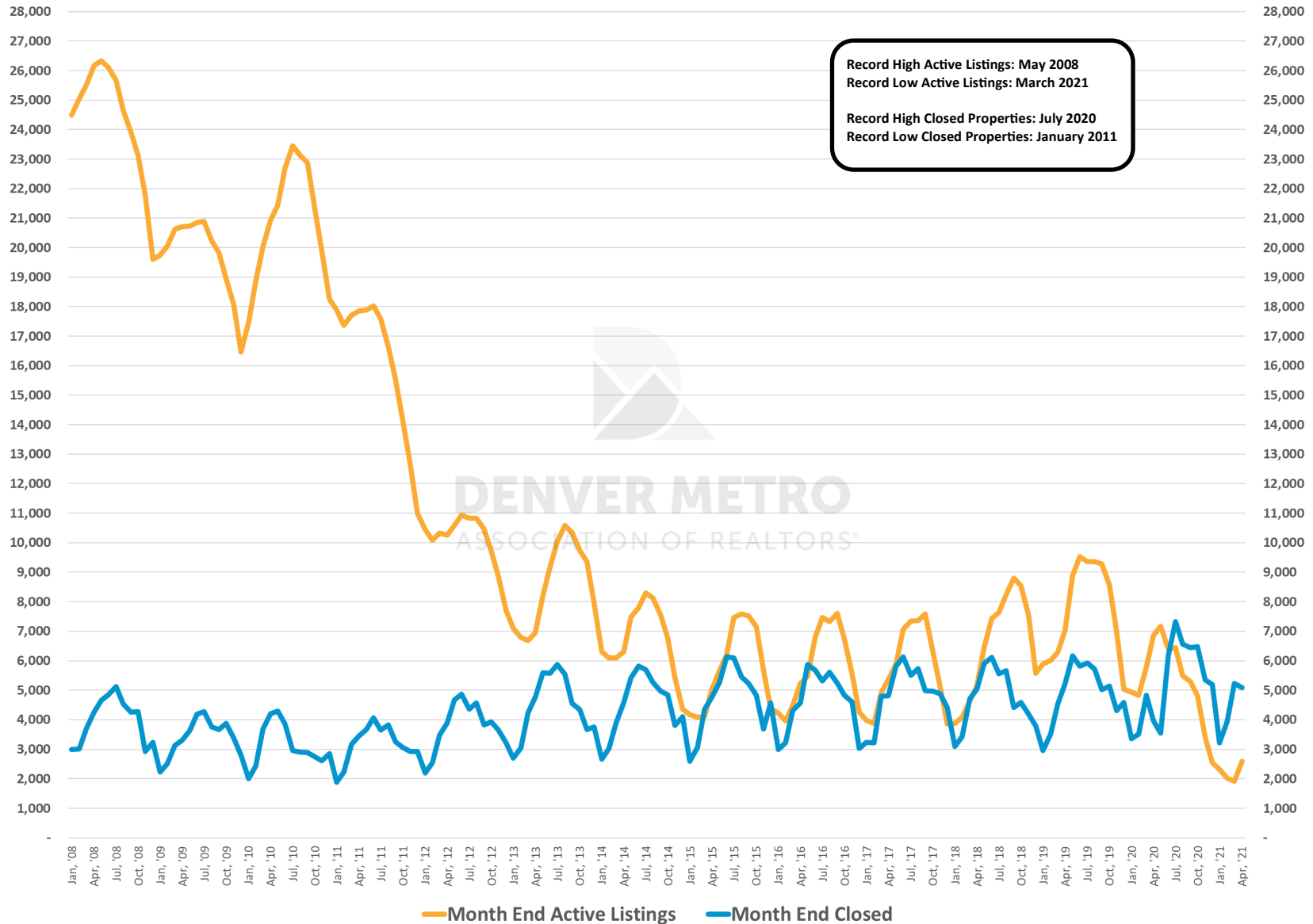
New Listings

DMAR Market Trends | April 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

DMAR Market Trends | April 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



DATA SNAPSHOT

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

	Apr, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	2,594	1,921	6,855	35.03%	-62.16%
New Listings	6,699	5,735	4,684	16.81%	43.02%
Pending	5,941	5,609	3,140	5.92%	89.20%
Closed	5,088	5,235	3,961	-2.81%	28.45%
Close Price - Average	\$ 623,825	\$ 587,484	\$ 502,270	6.19%	24.20%
Close Price - Median	\$ 526,000	\$ 500,000	\$ 440,000	5.20%	19.55%
Sales Volume	\$ 3,174,022,242	\$ 3,075,476,226	\$ 1,989,492,453	3.20%	59.54%
Days in MLS - Average	13	19	21	-31.58%	-38.10%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	104.61%	103.32%	99.96%	1.25%	4.65%
Detached					
Active Listings at Month End	1,640	1,122	4,576	46.17%	-64.16%
New Listings	4,662	4,059	3,338	14.86%	39.66%
Pending	4,054	3,936	2,334	3.00%	73.69%
Closed	3,586	3,485	2,880	2.90%	24.51%
Close Price - Average	\$ 699,039	\$ 674,604	\$ 548,670	3.62%	27.41%
Close Price - Median	\$ 585,000	\$ 561,000	\$ 475,000	4.28%	23.16%
Sales Volume	\$ 2,506,755,175	\$ 2,350,994,148	\$ 1,580,170,152	6.63%	58.64%
Days in MLS - Average	10	16	20	-37.50%	-50.00%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	105.39%	104.12%	100.06%	1.22%	5.33%
Attached					
Active Listings at Month End	954	799	2,279	19.40%	-58.14%
New Listings	2,037	1,676	1,346	21.54%	51.34%
Pending	1,887	1,673	806	12.79%	134.12%
Closed	1,502	1,750	1,081	-14.17%	38.95%
Close Price - Average	\$ 444,252	\$ 413,990	\$ 378,652	7.31%	17.32%
Close Price - Median	\$ 376,360	\$ 350,750	\$ 322,000	7.30%	16.88%
Sales Volume	\$ 667,267,067	\$ 724,482,078	\$ 409,322,301	-7.90%	63.02%
Days in MLS - Average	21	26	23	-19.23%	-8.70%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	102.75%	101.73%	99.67%	1.00%	3.09%

APRIL DATA YTD 2021 to 2017

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
Active Listings at Month End	2,594	6,855	7,012	5,160	5,361	-62.16%	-2.24%	35.89%	-3.75%
New Listings	21,192	21,345	23,666	22,393	22,166	-0.72%	-9.81%	5.68%	1.02%
Closed	17,495	16,025	16,215	16,287	16,306	9.17%	-1.17%	-0.44%	-0.12%
Close Price - Average	\$ 582,580	\$ 495,744	\$ 477,033	\$ 470,571	\$ 422,669	17.52%	3.92%	1.37%	11.33%
Close Price - Median	\$ 493,000	\$ 435,000	\$ 410,000	\$ 405,000	\$ 369,900	13.33%	6.10%	1.23%	9.49%
Sales Volume	\$ 10,192,239,110	\$ 7,944,292,046	\$ 7,735,088,716	\$ 7,664,188,449	\$ 6,892,043,346	28.30%	2.70%	0.93%	11.20%
Days in MLS - Average	20	33	34	28	29	-39.39%	-2.94%	21.43%	-3.45%
Days in MLS - Median	4	9	12	6	7	-55.56%	-25.00%	100.00%	-14.29%
Close Price/List Price	102.88%	99.57%	99.24%	100.33%	100.12%	3.32%	0.33%	-1.09%	0.21%
Detached									
Active Listings at Month End	1,640	4,576	4,891	3,851	4,128	-64.16%	-6.44%	27.01%	-6.71%
New Listings	14,580	14,761	16,589	15,997	15,918	-1.23%	-11.02%	3.70%	0.50%
Closed	11,762	11,183	11,374	11,354	11,563	5.18%	-1.68%	0.18%	-1.81%
Close Price - Average	\$ 664,238	\$ 548,937	\$ 527,297	\$ 522,082	\$ 469,104	21.00%	4.10%	1.00%	11.29%
Close Price - Median	\$ 550,000	\$ 474,990	\$ 445,000	\$ 440,000	\$ 401,000	15.79%	6.74%	1.14%	9.73%
Sales Volume	\$ 7,812,772,795	\$ 6,138,763,304	\$ 5,997,477,915	\$ 5,927,722,301	\$ 5,424,243,976	27.27%	2.36%	1.18%	9.28%
Days in MLS - Average	16	32	35	29	32	-50.00%	-8.57%	20.69%	-9.38%
Days in MLS - Median	4	8	12	6	8	-50.00%	-33.33%	100.00%	-25.00%
Close Price/List Price	103.63%	99.64%	99.23%	100.22%	99.97%	4.00%	0.41%	-0.99%	0.25%
Attached									
Active Listings at Month End	954	2,279	2,121	1,309	1,233	-58.14%	7.45%	62.03%	6.16%
New Listings	6,612	6,584	7,077	6,396	6,248	0.43%	-6.97%	10.65%	2.37%
Closed	5,733	4,842	4,841	4,933	4,743	18.40%	0.02%	-1.86%	4.01%
Close Price - Average	\$ 415,047	\$ 372,889	\$ 358,936	\$ 352,010	\$ 309,466	11.31%	3.89%	1.97%	13.75%
Close Price - Median	\$ 350,000	\$ 319,950	\$ 300,000	\$ 296,000	\$ 260,000	9.39%	6.65%	1.35%	13.85%
Sales Volume	\$ 2,379,466,315	\$ 1,805,528,742	\$ 1,737,610,801	\$ 1,736,466,148	\$ 1,467,799,370	31.79%	3.91%	0.07%	18.30%
Days in MLS - Average	28	35	32	25	24	-20.00%	9.38%	28.00%	4.17%
Days in MLS - Median	5	11	12	6	6	-54.55%	-8.33%	100.00%	0.00%
Close Price/List Price	101.35%	99.40%	99.26%	100.59%	100.48%	1.96%	0.14%	-1.32%	0.11%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	3	3.00	-	-	
\$100,000 to \$199,999	2	3	1.50	107	58	0.54
\$200,000 to \$299,999	29	14	0.48	306	215	0.70
\$300,000 to \$399,999	241	93	0.39	405	162	0.40
\$400,000 to \$499,999	838	286	0.34	282	127	0.45
\$500,000 to \$749,999	1,532	579	0.38	280	196	0.70
\$750,000 to \$999,999	523	241	0.46	64	82	1.28
\$1,000,000 and over	420	421	1.00	58	114	1.97
TOTALS	3,586	1,640	0.46	1,502	954	0.64

Price Range	Detached		% change	Attached		% change
	Closed Apr, '21	Closed Mar, '21		Closed Apr, '21	Closed Mar, '21	
Month-Over-Month						
\$0 to \$99,999	1	1	0.00%	-	-	
\$100,000 to \$199,999	2	3	-33.33%	107	145	-26.21%
\$200,000 to \$299,999	29	39	-25.64%	306	413	-25.91%
\$300,000 to \$399,999	241	305	-20.98%	405	504	-19.64%
\$400,000 to \$499,999	838	887	-5.52%	282	317	-11.04%
\$500,000 to \$749,999	1,532	1,444	6.09%	280	250	12.00%
\$750,000 to \$999,999	523	438	19.41%	64	77	-16.88%
\$1,000,000 and over	420	368	14.13%	58	44	31.82%
TOTALS	3,586	3,485	2.90%	1,502	1,750	-14.17%

Price Range	Detached		% change	Attached		% change
	YTD Apr, '21	YTD Apr, '20		YTD Apr, '21	YTD Apr, '20	
Year-Over-Year						
\$0 to \$99,999	4	8	-50.00%	-	3	-100.00%
\$100,000 to \$199,999	13	47	-72.34%	464	509	-8.84%
\$200,000 to \$299,999	172	423	-59.34%	1,397	1,568	-10.91%
\$300,000 to \$399,999	1,220	2,459	-50.39%	1,631	1,301	25.37%
\$400,000 to \$499,999	3,048	3,324	-8.30%	966	640	50.94%
\$500,000 to \$749,999	4,679	3,553	31.69%	880	586	50.17%
\$750,000 to \$999,999	1,429	783	82.50%	239	160	49.38%
\$1,000,000 and over	1,197	586	104.27%	156	75	108.00%
TOTALS	11,762	11,183	5.18%	5,733	4,842	18.40%

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

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

	Apr, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	590	458	244	28.82%	141.80%
Pending	472	428	111	10.28%	325.23%
Closed	478	412	162	16.02%	195.06%
Sales Volume	\$ 751,946,180	\$ 658,368,658	\$ 232,301,487	14.21%	223.69%
Days in MLS - Average	29	52	45	-44.23%	-35.56%
Days in MLS - Median	5	6	13	-16.67%	-61.54%
Close Price/List Price	102.43%	100.82%	97.61%	1.60%	4.94%
PSF Total	\$ 364	\$ 357	\$ 320	1.96%	13.75%
Detached					
New Listings	507	400	219	26.75%	131.51%
Pending	410	378	103	8.47%	298.06%
Closed	420	368	143	14.13%	193.71%
Sales Volume	\$ 667,048,008	\$ 590,900,949	\$ 203,622,887	12.89%	227.59%
Days in MLS - Average	26	53	41	-50.94%	-36.59%
Days in MLS - Median	5	6	11	-16.67%	-54.55%
Close Price/List Price	102.60%	100.89%	97.71%	1.69%	5.00%
PSF Total	\$ 334	\$ 333	\$ 289	0.30%	15.57%
Attached					
New Listings	83	58	25	43.10%	232.00%
Pending	62	50	8	24.00%	675.00%
Closed	58	44	19	31.82%	205.26%
Sales Volume	\$ 84,898,172	\$ 67,467,709	\$ 28,678,600	25.84%	196.03%
Days in MLS - Average	47	45	75	4.44%	-37.33%
Days in MLS - Median	5	6	30	-16.67%	-83.33%
Close Price/List Price	101.17%	100.26%	96.84%	0.91%	4.47%
PSF Total	\$ 582	\$ 558	\$ 551	4.30%	5.63%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	1,698	1,306	1,426	1,283	1,102	30.02%	-8.42%	11.15%	16.42%
Pending	1,532	669	882	794	618	129.00%	-24.15%	11.08%	28.48%
Closed	1,353	661	654	649	461	104.69%	1.07%	0.77%	40.78%
Sales Volume	\$ 2,158,338,451	\$ 1,001,588,109	\$ 1,033,556,416	\$ 992,087,056	\$ 699,489,717	115.49%	-3.09%	4.18%	41.83%
Days in MLS - Average	48	63	67	78	100	-23.81%	-5.97%	-14.10%	-22.00%
Days in MLS - Median	7	23	22	32	48	-69.57%	4.55%	-31.25%	-33.33%
Close Price/List Price	100.69%	97.05%	97.61%	97.43%	97.03%	3.75%	-0.57%	0.18%	0.41%
PSF Total	\$ 357	\$ 352	\$ 335	\$ 298	\$ 299	1.42%	5.07%	12.42%	-0.33%
Detached									
New Listings	1,465	1,142	1,267	1,149	997	28.28%	-9.87%	10.27%	15.25%
Pending	1,357	600	787	722	554	126.17%	-23.76%	9.00%	30.32%
Closed	1,197	586	581	592	408	104.27%	0.86%	-1.86%	45.10%
Sales Volume	\$ 1,930,562,544	\$ 890,524,705	\$ 909,549,417	\$ 900,429,097	\$ 628,394,529	116.79%	-2.09%	1.01%	43.29%
Days in MLS - Average	47	62	67	78	102	-24.19%	-7.46%	-14.10%	-23.53%
Days in MLS - Median	6	21	22	31	50	-71.43%	-4.55%	-29.03%	-38.00%
Close Price/List Price	100.81%	97.07%	97.60%	97.49%	97.01%	3.85%	-0.54%	0.11%	0.49%
PSF Total	\$ 332	\$ 319	\$ 298	\$ 279	\$ 281	4.08%	7.05%	6.81%	-0.71%
Attached									
New Listings	233	164	159	134	105	42.07%	3.14%	18.66%	27.62%
Pending	175	69	95	72	64	153.62%	-27.37%	31.94%	12.50%
Closed	156	75	73	57	53	108.00%	2.74%	28.07%	7.55%
Sales Volume	\$ 227,775,907	\$ 111,063,404	\$ 124,006,999	\$ 91,657,959	\$ 71,095,188	105.09%	-10.44%	35.29%	28.92%
Days in MLS - Average	53	71	63	73	86	-25.35%	12.70%	-13.70%	-15.12%
Days in MLS - Median	7	36	24	34	43	-80.56%	50.00%	-29.41%	-20.93%
Close Price/List Price	99.73%	96.89%	97.75%	96.87%	97.23%	2.93%	-0.88%	0.91%	-0.37%
PSF Total	\$ 550	\$ 613	\$ 626	\$ 503	\$ 434	-10.28%	-2.08%	24.45%	15.90%

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

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

	Apr, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	696	575	327	21.04%	112.84%
Pending	582	566	183	2.83%	218.03%
Closed	587	515	267	13.98%	119.85%
Sales Volume	\$ 496,924,349	\$ 436,486,021	\$ 225,428,155	13.85%	120.44%
Days in MLS - Average	14	19	23	-26.32%	-39.13%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	104.68%	102.85%	99.87%	1.78%	4.82%
PSF Total	\$ 276	\$ 280	\$ 249	-1.43%	10.84%
Detached					
New Listings	588	504	291	16.67%	102.06%
Pending	492	492	166	0.00%	196.39%
Closed	523	438	232	19.41%	125.43%
Sales Volume	\$ 441,581,851	\$ 370,662,776	\$ 195,770,729	19.13%	125.56%
Days in MLS - Average	12	15	22	-20.00%	-45.45%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	105.13%	103.20%	100.00%	1.87%	5.13%
PSF Total	\$ 259	\$ 256	\$ 229	1.17%	13.10%
Attached					
New Listings	108	71	36	52.11%	200.00%
Pending	90	74	17	21.62%	429.41%
Closed	64	77	35	-16.88%	82.86%
Sales Volume	\$ 55,342,498	\$ 65,823,245	\$ 29,657,426	-15.92%	86.61%
Days in MLS - Average	33	39	30	-15.38%	10.00%
Days in MLS - Median	5	10	13	-50.00%	-61.54%
Close Price/List Price	101.02%	100.85%	99.00%	0.17%	2.04%
PSF Total	\$ 418	\$ 416	\$ 380	0.48%	10.00%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	2,047	1,632	1,612	1,443	1,250	25.43%	1.24%	11.71%	15.44%
Pending	1,953	1,036	1,141	1,078	885	88.51%	-9.20%	5.84%	21.81%
Closed	1,668	943	821	832	635	76.88%	14.86%	-1.32%	31.02%
Sales Volume	\$ 1,417,539,669	\$ 795,518,917	\$ 693,791,715	\$ 708,651,539	\$ 536,505,866	78.19%	14.66%	-2.10%	32.09%
Days in MLS - Average	24	44	50	55	65	-45.45%	-12.00%	-9.09%	-15.38%
Days in MLS - Median	5	13	19	16	29	-61.54%	-31.58%	18.75%	-44.83%
Close Price/List Price	102.81%	99.09%	98.88%	99.08%	98.47%	3.75%	0.21%	-0.20%	0.62%
PSF Total	\$ 274	\$ 247	\$ 246	\$ 238	\$ 223	10.93%	0.41%	3.36%	6.73%
Detached									
New Listings	1,715	1,331	1,347	1,207	1,075	28.85%	-1.19%	11.60%	12.28%
Pending	1,639	866	958	912	757	89.26%	-9.60%	5.04%	20.48%
Closed	1,429	783	667	689	550	82.50%	17.39%	-3.19%	25.27%
Sales Volume	\$ 1,211,681,119	\$ 658,917,552	\$ 562,918,226	\$ 587,636,697	\$ 466,213,935	83.89%	17.05%	-4.21%	26.04%
Days in MLS - Average	19	45	50	56	66	-57.78%	-10.00%	-10.71%	-15.15%
Days in MLS - Median	4	12	18	17	31	-66.67%	-33.33%	5.88%	-45.16%
Close Price/List Price	103.26%	99.11%	98.88%	99.04%	98.37%	4.19%	0.23%	-0.16%	0.68%
PSF Total	\$ 253	\$ 225	\$ 225	\$ 218	\$ 209	12.44%	0.00%	3.21%	4.31%
Attached									
New Listings	332	301	265	236	175	10.30%	13.58%	12.29%	34.86%
Pending	314	170	183	166	128	84.71%	-7.10%	10.24%	29.69%
Closed	239	160	154	143	85	49.38%	3.90%	7.69%	68.24%
Sales Volume	\$ 205,858,550	\$ 136,601,365	\$ 130,873,489	\$ 121,014,842	\$ 70,291,931	50.70%	4.38%	8.15%	72.16%
Days in MLS - Average	50	41	53	55	57	21.95%	-22.64%	-3.64%	-3.51%
Days in MLS - Median	10	16	25	14	19	-37.50%	-36.00%	78.57%	-26.32%
Close Price/List Price	100.09%	99.00%	98.86%	99.29%	99.15%	1.10%	0.14%	-0.43%	0.14%
PSF Total	\$ 397	\$ 353	\$ 337	\$ 336	\$ 311	12.46%	4.75%	0.30%	8.04%

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

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

	Apr, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,242	1,813	1,257	23.66%	78.36%
Pending	1,950	1,721	806	13.31%	141.94%
Closed	1,812	1,694	1,059	6.97%	71.10%
Sales Volume	\$ 1,092,014,663	\$ 1,018,553,518	\$ 628,551,475	7.21%	73.74%
Days in MLS - Average	10	16	26	-37.50%	-61.54%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	105.62%	104.50%	99.73%	1.07%	5.91%
PSF Total	\$ 265	\$ 255	\$ 218	3.92%	21.56%
Detached					
New Listings	1,895	1,526	1,077	24.18%	75.95%
Pending	1,630	1,444	723	12.88%	125.45%
Closed	1,532	1,444	921	6.09%	66.34%
Sales Volume	\$ 924,961,868	\$ 869,425,596	\$ 547,311,270	6.39%	69.00%
Days in MLS - Average	7	12	26	-41.67%	-73.08%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	106.29%	104.99%	99.80%	1.24%	6.50%
PSF Total	\$ 244	\$ 233	\$ 199	4.72%	22.61%
Attached					
New Listings	347	287	180	20.91%	92.78%
Pending	320	277	83	15.52%	285.54%
Closed	280	250	138	12.00%	102.90%
Sales Volume	\$ 167,052,795	\$ 149,127,922	\$ 81,240,205	12.02%	105.63%
Days in MLS - Average	29	40	31	-27.50%	-6.45%
Days in MLS - Median	5	5	8	0.00%	-37.50%
Close Price/List Price	101.95%	101.71%	99.30%	0.24%	2.67%
PSF Total	\$ 379	\$ 385	\$ 350	-1.56%	8.29%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	6,489	5,610	5,761	5,039	4,213	15.67%	-2.62%	14.33%	19.61%
Pending	6,151	4,189	4,502	4,231	3,355	46.84%	-6.95%	6.41%	26.11%
Closed	5,559	4,139	3,448	3,486	2,706	34.31%	20.04%	-1.09%	28.82%
Sales Volume	\$ 3,338,772,879	\$ 2,455,644,769	\$ 2,048,407,264	\$ 2,064,260,142	\$ 1,596,817,114	35.96%	19.88%	-0.77%	29.27%
Days in MLS - Average	17	40	42	40	47	-57.50%	-4.76%	5.00%	-14.89%
Days in MLS - Median	4	13	17	12	19	-69.23%	-23.53%	41.67%	-36.84%
Close Price/List Price	103.98%	99.50%	99.11%	99.79%	99.29%	4.50%	0.39%	-0.68%	0.50%
PSF Total	\$ 255	\$ 219	\$ 211	\$ 211	\$ 195	16.44%	3.79%	0.00%	8.21%
Detached									
New Listings	5,467	4,714	4,845	4,277	3,609	15.97%	-2.70%	13.28%	18.51%
Pending	5,126	3,593	3,889	3,623	2,892	42.67%	-7.61%	7.34%	25.28%
Closed	4,679	3,553	2,984	2,936	2,340	31.69%	19.07%	1.63%	25.47%
Sales Volume	\$ 2,811,952,560	\$ 2,108,011,498	\$ 1,772,314,748	\$ 1,738,529,629	\$ 1,378,683,634	33.39%	18.94%	1.94%	26.10%
Days in MLS - Average	12	38	41	38	46	-68.42%	-7.32%	7.89%	-17.39%
Days in MLS - Median	4	12	17	11	18	-66.67%	-29.41%	54.55%	-38.89%
Close Price/List Price	104.48%	99.53%	99.12%	99.81%	99.31%	4.97%	0.41%	-0.69%	0.50%
PSF Total	\$ 234	\$ 198	\$ 193	\$ 190	\$ 177	18.18%	2.59%	1.58%	7.34%
Attached									
New Listings	1,022	896	916	762	604	14.06%	-2.18%	20.21%	26.16%
Pending	1,025	596	613	608	463	71.98%	-2.77%	0.82%	31.32%
Closed	880	586	464	550	366	50.17%	26.29%	-15.64%	50.27%
Sales Volume	\$ 526,820,319	\$ 347,633,271	\$ 276,092,516	\$ 325,730,513	\$ 218,133,480	51.54%	25.91%	-15.24%	49.33%
Days in MLS - Average	41	51	48	55	55	-19.61%	6.25%	-12.73%	0.00%
Days in MLS - Median	6	18	23	18	25	-66.67%	-21.74%	27.78%	-28.00%
Close Price/List Price	101.28%	99.34%	99.03%	99.66%	99.17%	1.95%	0.31%	-0.63%	0.49%
PSF Total	\$ 368	\$ 351	\$ 327	\$ 331	\$ 309	4.84%	7.34%	-1.21%	7.12%

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

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

	Apr, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,485	2,287	2,225	8.66%	11.69%
Pending	2,284	2,296	1,606	-0.52%	42.22%
Closed	1,766	2,013	1,942	-12.27%	-9.06%
Sales Volume	\$ 729,665,850	\$ 823,067,604	\$ 777,048,714	-11.35%	-6.10%
Days in MLS - Average	10	14	15	-28.57%	-33.33%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	104.84%	103.71%	100.44%	1.09%	4.38%
PSF Total	\$ 284	\$ 273	\$ 220	4.03%	29.09%
Detached					
New Listings	1,625	1,580	1,652	2.85%	-1.63%
Pending	1,467	1,572	1,251	-6.68%	17.27%
Closed	1,079	1,192	1,488	-9.48%	-27.49%
Sales Volume	\$ 464,906,064	\$ 509,426,377	\$ 609,135,996	-8.74%	-23.68%
Days in MLS - Average	6	9	14	-33.33%	-57.14%
Days in MLS - Median	4	4	4	0.00%	0.00%
Close Price/List Price	105.49%	104.59%	100.59%	0.86%	4.87%
PSF Total	\$ 271	\$ 254	\$ 212	6.69%	27.83%
Attached					
New Listings	860	707	573	21.64%	50.09%
Pending	817	724	355	12.85%	130.14%
Closed	687	821	454	-16.32%	51.32%
Sales Volume	\$ 264,759,786	\$ 313,641,227	\$ 167,912,718	-15.59%	57.68%
Days in MLS - Average	15	21	21	-28.57%	-28.57%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	103.82%	102.44%	99.96%	1.35%	3.86%
PSF Total	\$ 304	\$ 301	\$ 248	1.00%	22.58%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	8,577	9,741	11,052	10,465	9,820	-11.95%	-11.86%	5.61%	6.57%
Pending	8,437	8,183	9,799	9,266	8,910	3.10%	-16.49%	5.75%	4.00%
Closed	6,865	7,724	8,240	7,934	7,603	-11.12%	-6.26%	3.86%	4.35%
Sales Volume	\$ 2,798,227,600	\$ 3,087,871,009	\$ 3,233,735,435	\$ 3,105,886,761	\$ 2,939,715,037	-9.38%	-4.51%	4.12%	5.65%
Days in MLS - Average	14	26	30	20	24	-46.15%	-13.33%	50.00%	-16.67%
Days in MLS - Median	4	7	11	6	6	-42.86%	-36.36%	83.33%	0.00%
Close Price/List Price	103.18%	100.04%	99.57%	100.75%	100.35%	3.14%	0.47%	-1.17%	0.40%
PSF Total	\$ 267	\$ 220	\$ 208	\$ 203	\$ 183	21.36%	5.77%	2.46%	10.93%
Detached									
New Listings	5,735	7,042	8,385	8,245	8,040	-18.56%	-16.02%	1.70%	2.55%
Pending	5,543	6,177	7,617	7,365	7,376	-10.26%	-18.91%	3.42%	-0.15%
Closed	4,268	5,783	6,501	6,269	6,333	-26.20%	-11.04%	3.70%	-1.01%
Sales Volume	\$ 1,810,497,882	\$ 2,360,242,915	\$ 2,585,136,559	\$ 2,477,684,093	\$ 2,458,261,658	-23.29%	-8.70%	4.34%	0.79%
Days in MLS - Average	10	24	29	19	23	-58.33%	-17.24%	52.63%	-17.39%
Days in MLS - Median	4	6	10	5	6	-33.33%	-40.00%	100.00%	-16.67%
Close Price/List Price	103.82%	100.17%	99.57%	100.78%	100.39%	3.64%	0.60%	-1.20%	0.39%
PSF Total	\$ 253	\$ 207	\$ 195	\$ 188	\$ 171	22.22%	6.15%	3.72%	9.94%
Attached									
New Listings	2,842	2,699	2,667	2,220	1,780	5.30%	1.20%	20.14%	24.72%
Pending	2,894	2,006	2,182	1,901	1,534	44.27%	-8.07%	14.78%	23.92%
Closed	2,597	1,941	1,739	1,665	1,270	33.80%	11.62%	4.44%	31.10%
Sales Volume	\$ 987,729,718	\$ 727,628,094	\$ 648,598,876	\$ 628,202,668	\$ 481,453,379	35.75%	12.18%	3.25%	30.48%
Days in MLS - Average	22	33	32	26	30	-33.33%	3.13%	23.08%	-13.33%
Days in MLS - Median	5	10	12	6	7	-50.00%	-16.67%	100.00%	-14.29%
Close Price/List Price	102.13%	99.66%	99.53%	100.63%	100.15%	2.48%	0.13%	-1.09%	0.48%
PSF Total	\$ 290	\$ 258	\$ 255	\$ 260	\$ 249	12.40%	1.18%	-1.92%	4.42%