

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



# Denver Metro Real Estate Market Trends Report

March 2020

# MARKET OVERVIEW

The March report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the February 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:



## Residential (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	4,835	-2.15%	-19.64%
Closed Homes	3,429	3.16%	-2.34%
Close Price - Average	\$487,009	2.21%	5.04%
Close Price - Median	\$430,000	2.38%	7.50%
Days in MLS - Average	39	-15.22%	0.00%



## Detached

Active Listings at Month End	3,201	-2.91%	-21.96%
Closed Homes	2,312	1.36%	-5.36%
Close Price - Average	\$544,054	2.51%	5.92%
Close Price - Median	\$469,900	2.33%	8.02%
Days in MLS - Average	37	-17.78%	-11.90%



## Attached

Active Listings at Month End	1,634	-0.61%	-14.67%
Closed Homes	1,117	7.09%	4.59%
Close Price - Average	\$368,936	3.11%	5.64%
Close Price - Median	\$315,000	3.28%	5.35%
Days in MLS - Average	41	-10.87%	20.59%

# MARKET INSIGHTS

## ✓ Quick Stats:

- Average active listings for February was 13,780 (1985-2019).
- Record-high February was 2006 with 25,484 listings and the record-low was 2016 with 3,963 listings. February 2020 ended with 4,835 active attached and detached listings.
- The 20-year historical average increase in active listing from January to February is 1.84 percent. 2020 represents a decrease of 2.15 percent.

## ✓ Local News:

- Investment properties continue to be a hot commodity. While investors are hoping the market stays hot, REALTORS® working with traditional buyers are worried that buyers are paying more than they should in the face of a possible economic downturn.
- The buyer side of the market continues to be tight with multiple offers on the rise. Ensure your buyers are prepared to go in swinging and know what to expect with current market conditions.
- Some brokerages are offering new ways to help home sellers get their homes ready to sell without having to pay upfront, such as installing new carpet, painting, updating kitchens and more.

## ✓ Statistics:

- Fifty-nine percent of Americans said they are financially better off now than they were a year ago, 20 percent said they were worse off and 21 percent said things have not changed. Fifty-nine percent is the highest positive response rate ever recorded by Gallup, breaking the previous peak of 58 percent in 1999.
- In January, 46.2 percent of the properties that closed paid a seller concession. This compares to 39.6 percent in 2019 and 32.9 percent in 2018. The average concession was \$3,805. Sixty-eight percent of FHA buyers received a seller

concession and surprisingly 15.6 percent of cash buyers also received a concession.

- New home builds continue to increase, up eight percent year over year. Add to this the two percent revision last month giving us a full 10 percent year-over-year increase nationally.
- Appreciation is jumping up! The Federal Housing Finance Agency presented a 0.6 percent jump in only one month. If buyers are sitting on the fence, remind them that the same home they are looking at now will cost them more this spring!

## ✓ Mortgage News:

- Mortgage rates continue to drop as they hit an eight-year low at the end of February. The average rate, as quoted by Freddie Mac, hit 3.45 percent with 0.7 percent discount.
- Mortgage purchase applications were up 10.2 percent year over year at the end of February. Demand is still strong as lower rates improve affordability.

## ✓ Rankings:

- Denver has the nation's number three job market in the U.S., as reported by The Wall Street Journal.

## ✓ Warnings:

- With fears of coronavirus spreading, be mindful when meeting clients and hosting open houses. Remember to wash your hands, keep disinfectant wipes nearby, have hand sanitizer available and avoid shaking hands.
- Email phishing scams remain a threat, and no one is immune. Barbara Corcoran, real estate mogul and ABC's *Shark Tank* business expert, was recently a victim resulting in a loss of nearly \$400,000.

# EXPERT OPINION



**JILL SCHAFER**

Chair of the DMAR Market Trends Committee and Denver real estate agent



Buyers and sellers leaped into action and took full advantage of the extra day in February. Despite being one of our snowiest Februarys on record, agents put more homes on the market, up 5.56 percent from the prior month. We shifted 7.08 percent more homes into a pending status and closed 3.16 percent more deals than in January.

Not everything was rosy in the month of love. One major concern was the continuing drop in the number of active listings at month end. There were only 4,835 homes for sale in the entire 11-county metro area at the end of February. That's 106 fewer active listings than the end of January and 19.64 percent fewer year to date. New listings moved into pending status faster than presidential candidates dropped out. The talk between agents sounds like more multiple-offer situations were occurring than a few months ago. Fewer homes to choose from pushes prices up in a community that already has an affordability issue so now is the time to get homes listed and on the market.

The low months of inventory means sellers are in the power seat in all price segments except for the Luxury Market. Homes priced above \$1 million had higher months of inventory, indicating buyers may have a little more power in negotiations on high-end homes in some areas.

I wonder if we were all trying to move quickly to stay warm and thus the median days in the MLS dropped 55.56 percent to 12 days in February from 27 in January.

While the stock market struggled with fears of the spreading coronavirus, real estate stayed strong. The average closed price of a detached home came in at \$544,054; that's up 2.51 percent month-over-month and 6.11 percent year to date. The median close priced was \$465,000, an increase of 8.14 percent year to date. Some people who are heavily invested in the stock market are shifting funds into real estate, considering it a more stable investment, especially with interest rates at near record lows.

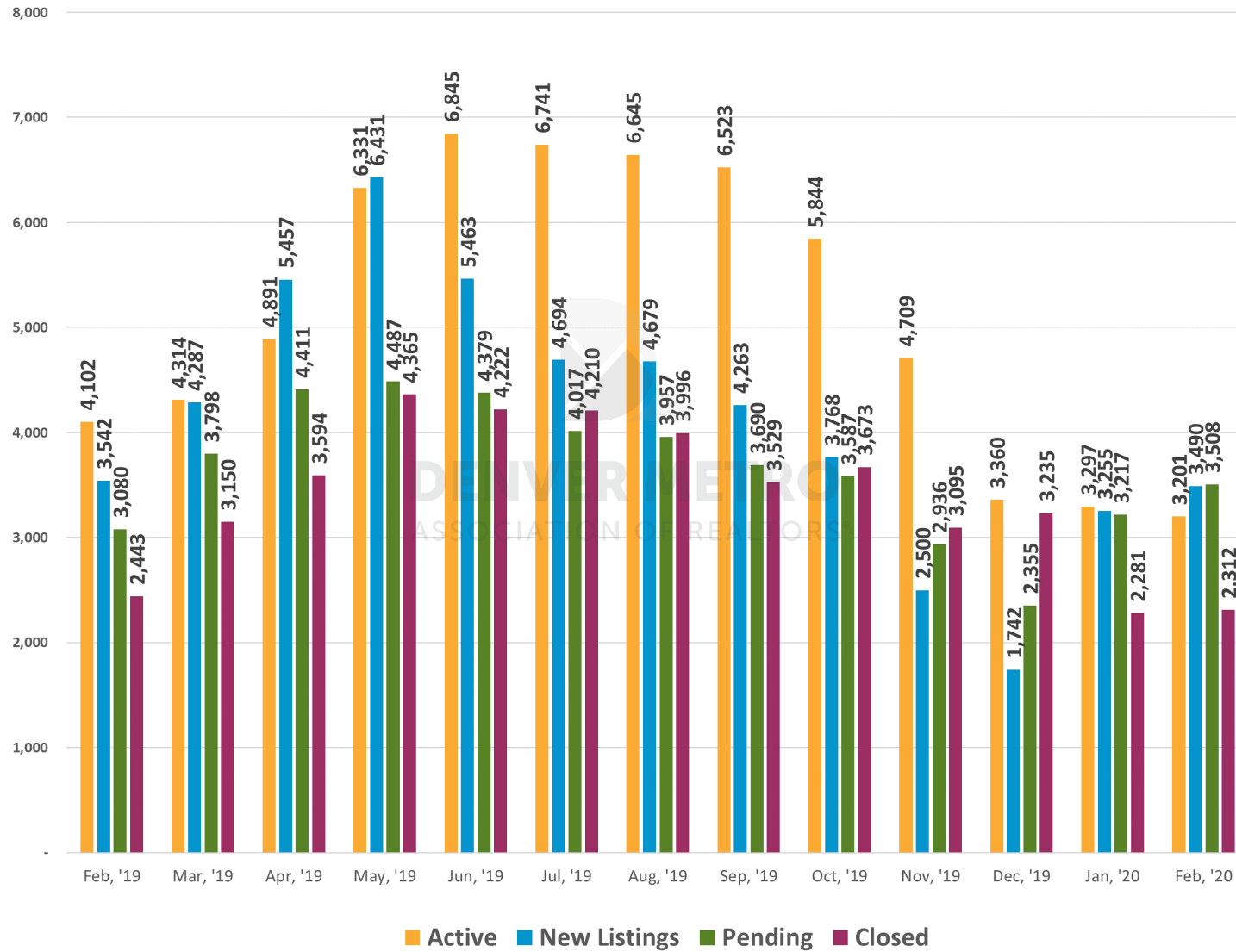
What's ahead? Will we see the spreading coronavirus impact real estate in Denver? China is quarantining workers and slowing the shipping of supplies, which could push out new construction completion dates and tighten the inventory even more. Will the approaching presidential election cause changes in our market? Both will likely have some effect but it's hard to tell if it will be a small ripple or a big wave. We'd love to hear your thoughts! Weigh in on social media using #DMARstats.

# Detached Single-Family

**DMAR Market Trends | February 2020 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

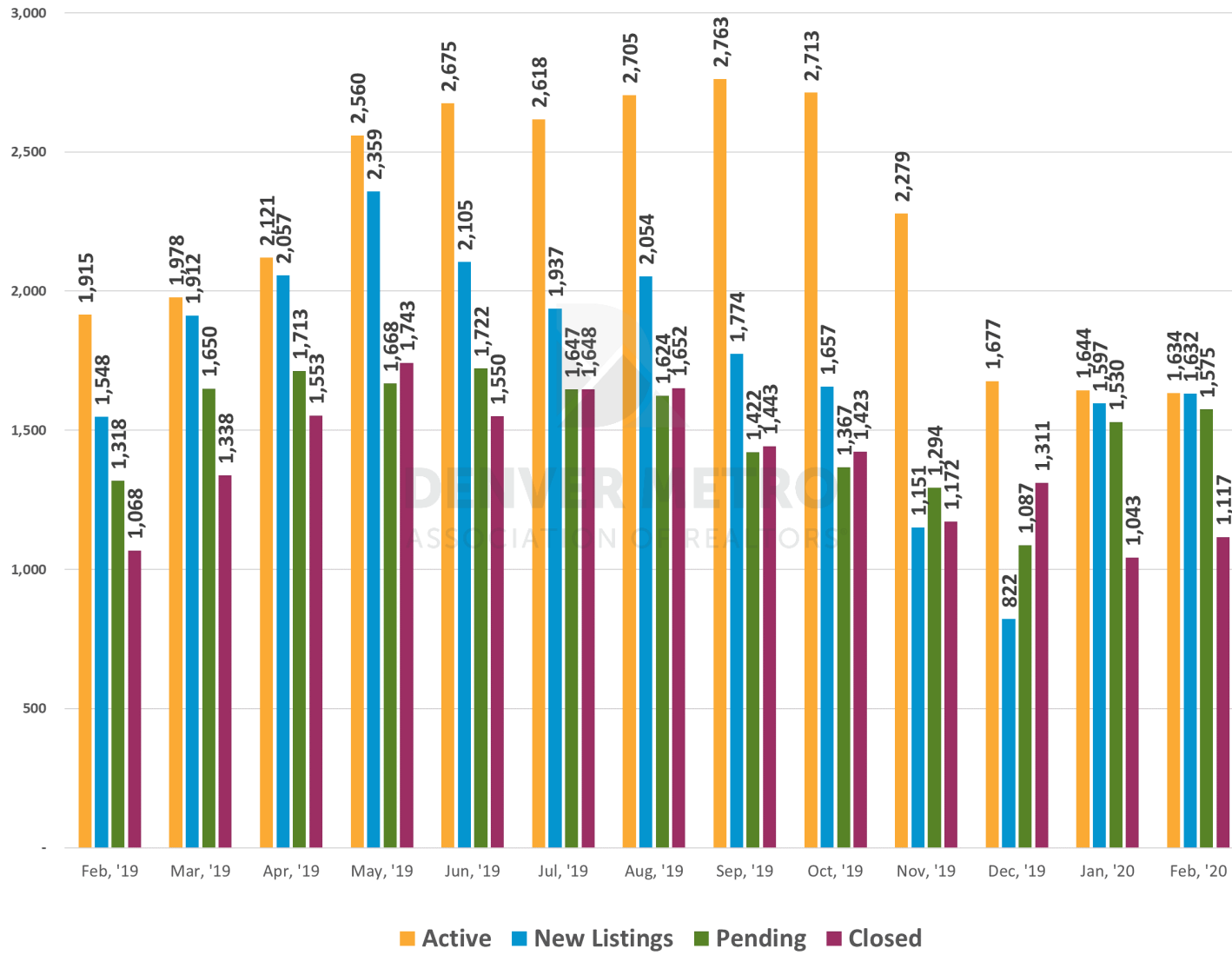


# Attached Single-Family

**DMAR Market Trends | February 2020 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

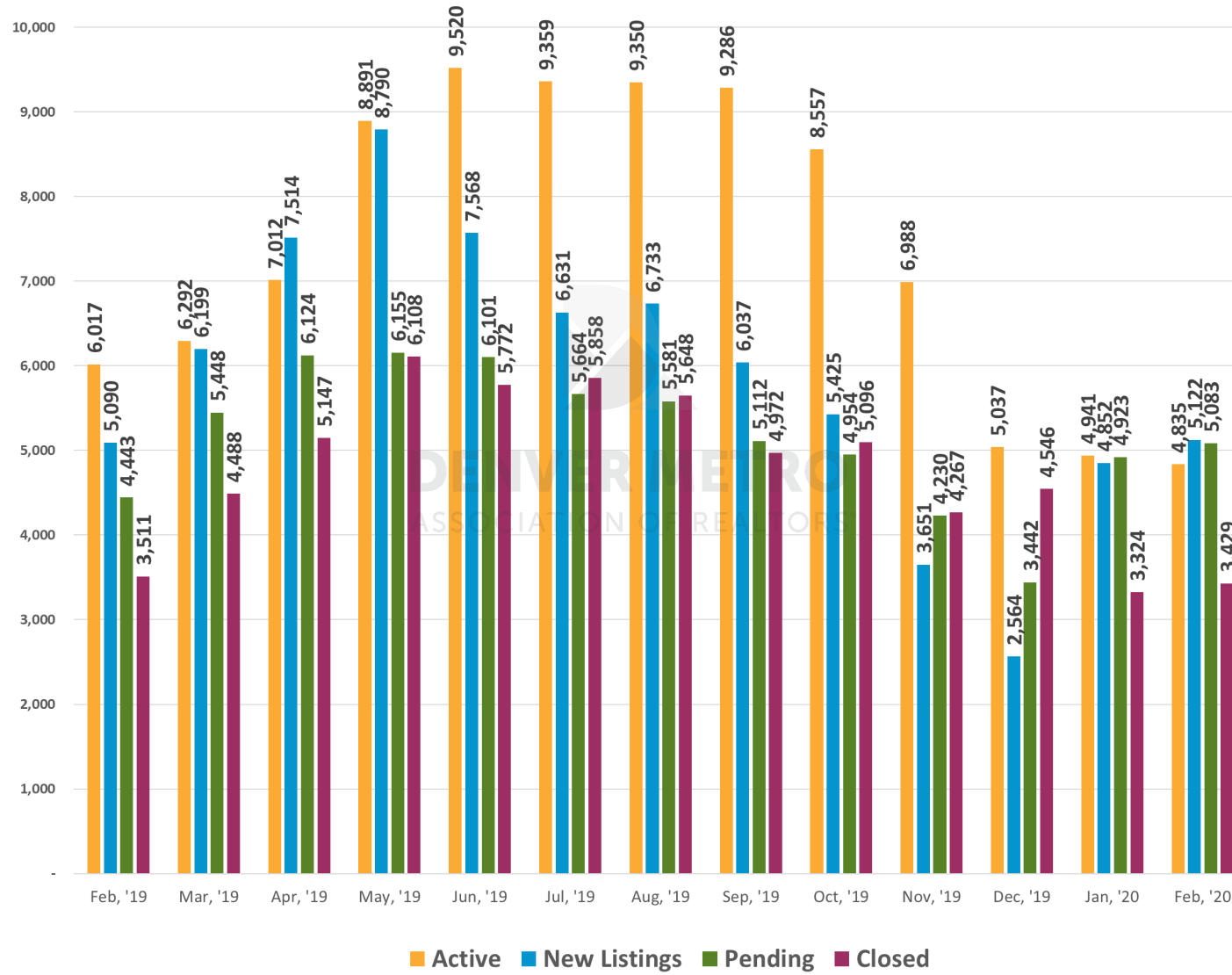


# Residential (Detached + Attached)

**DMAR Market Trends | February 2020 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

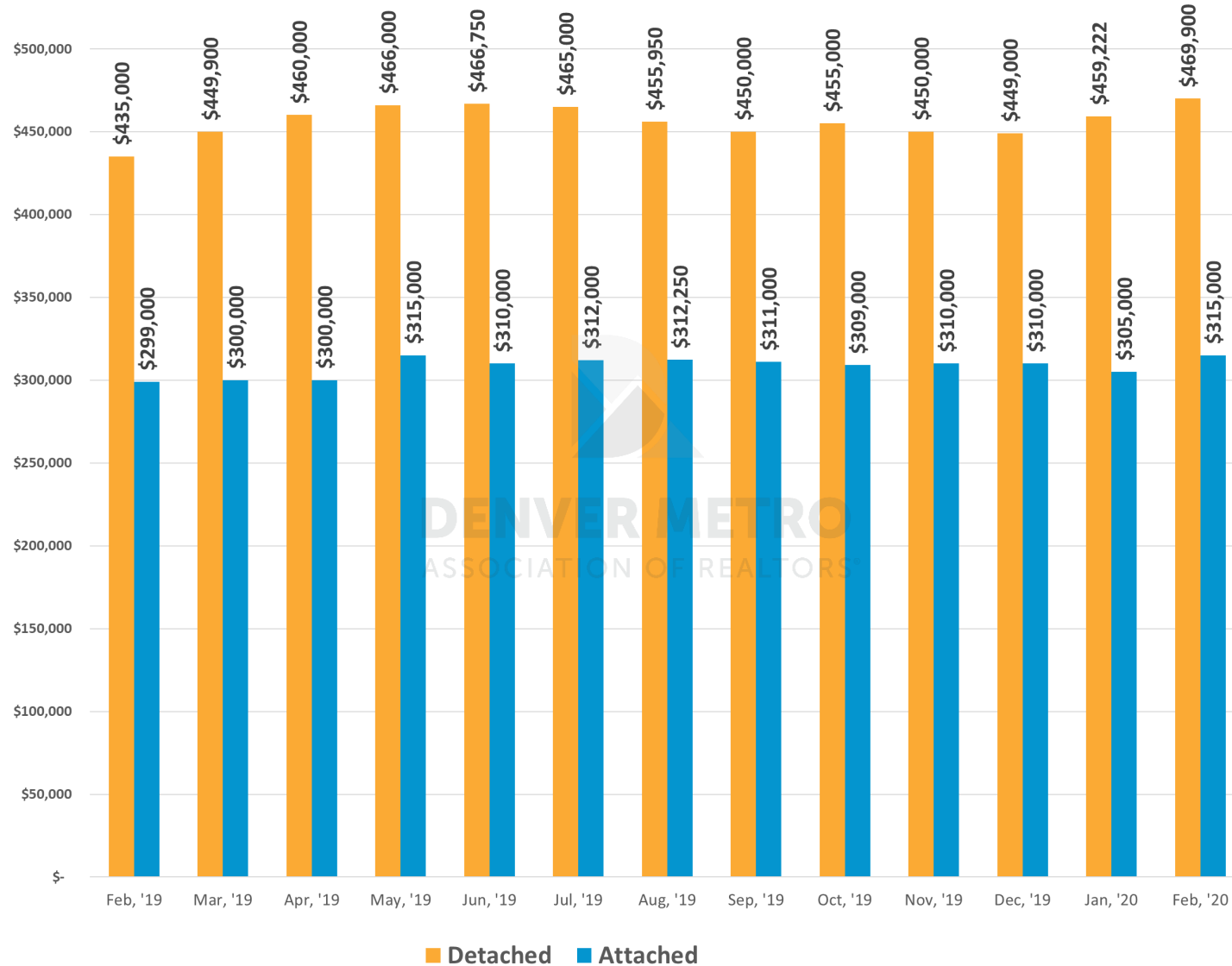


## Median Close Price

**DMAR Market Trends | February 2020 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



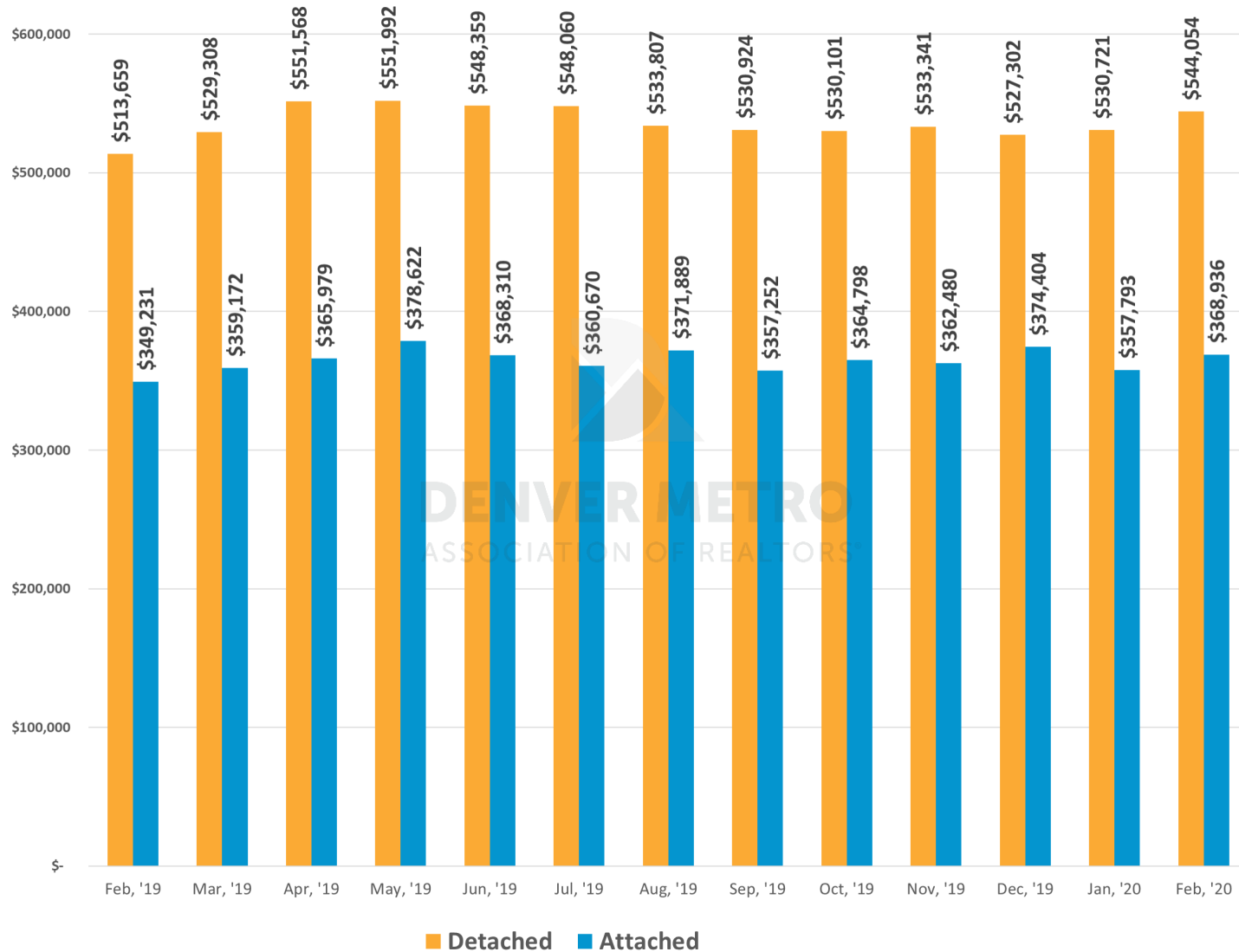


## Average Close Price

**DMAR Market Trends | February 2020 Data**

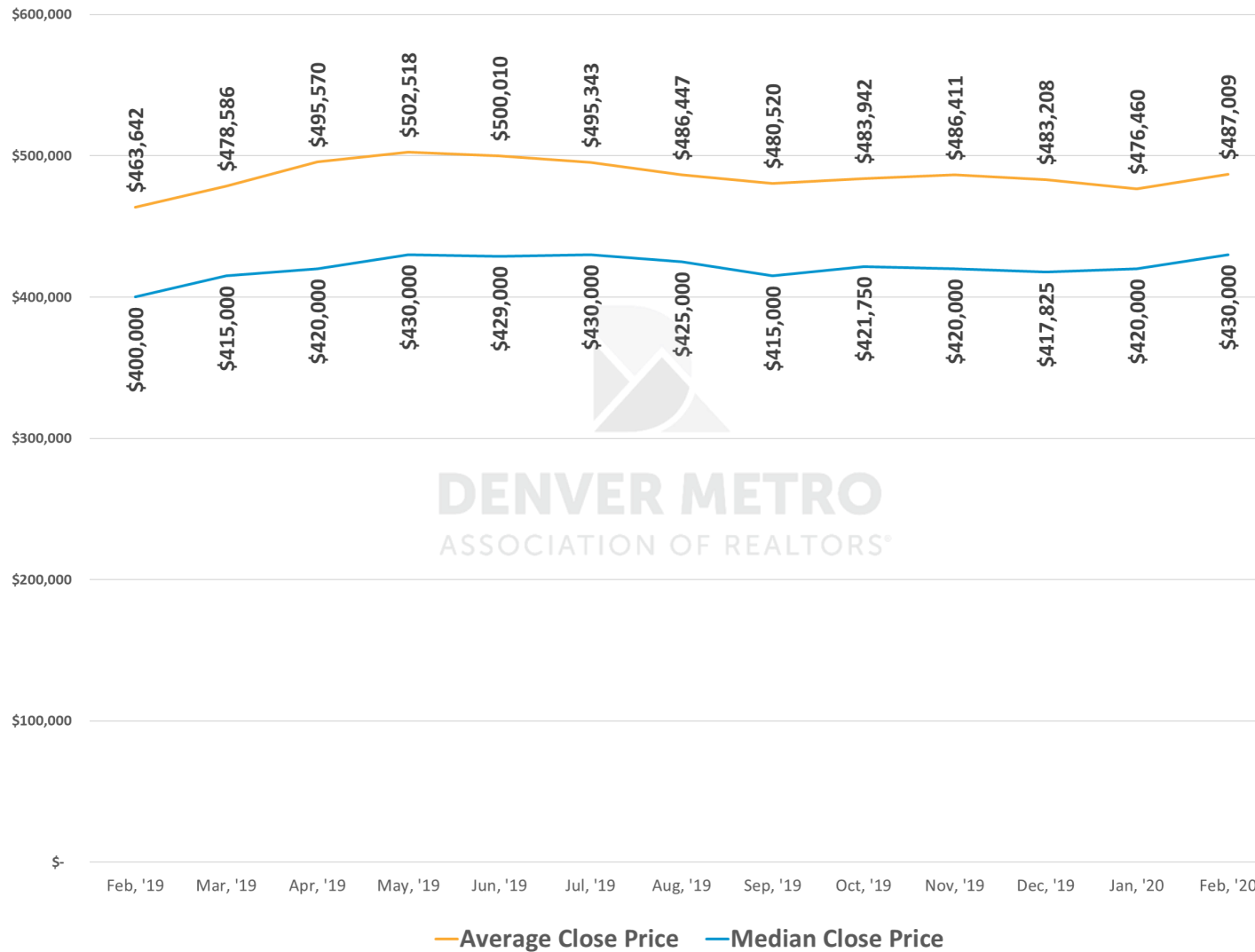
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



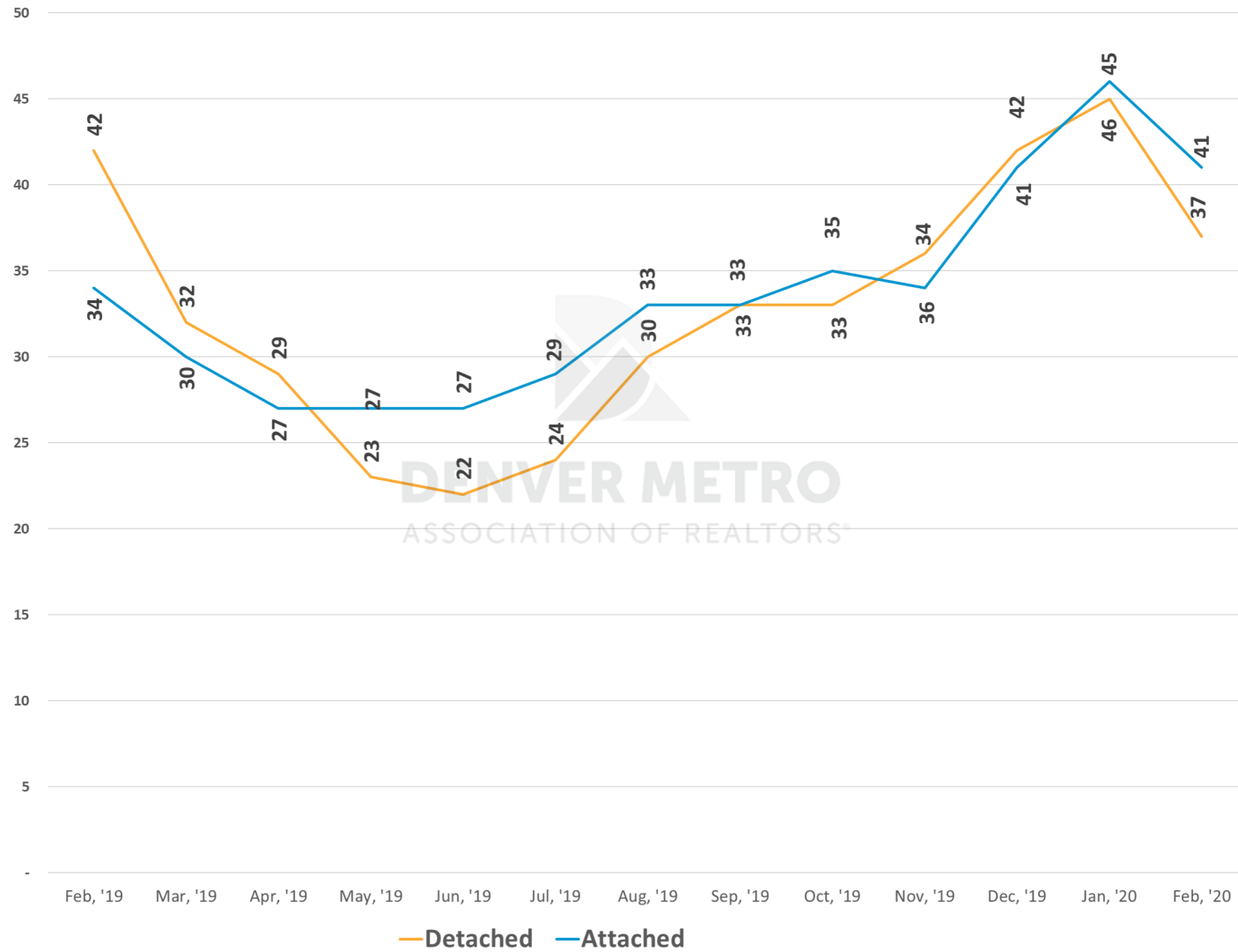
# Residential Close Price

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



# Average Days in MLS

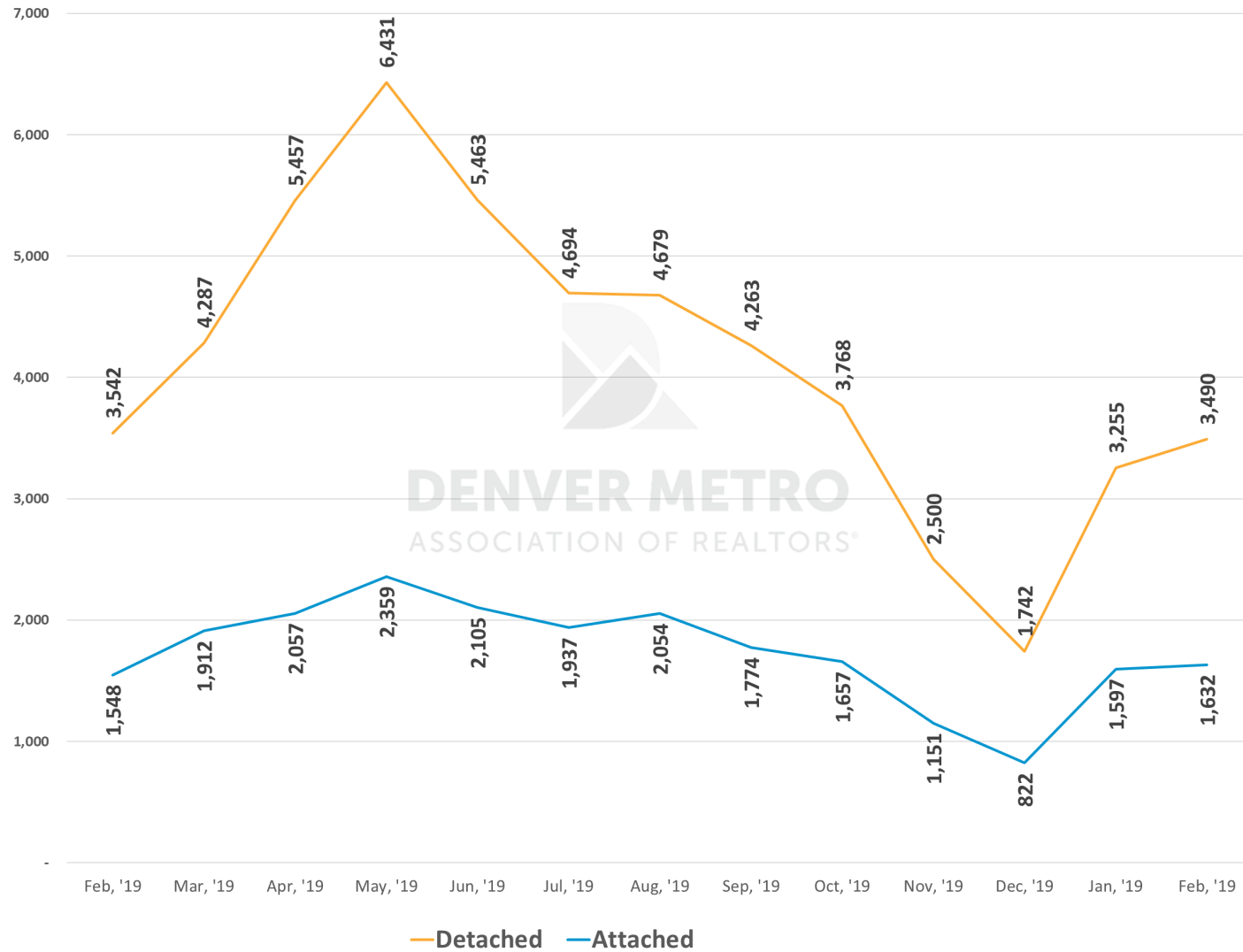
**DMAR Market Trends | February 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



**DMAR MARKET TRENDS | MARCH 2020**

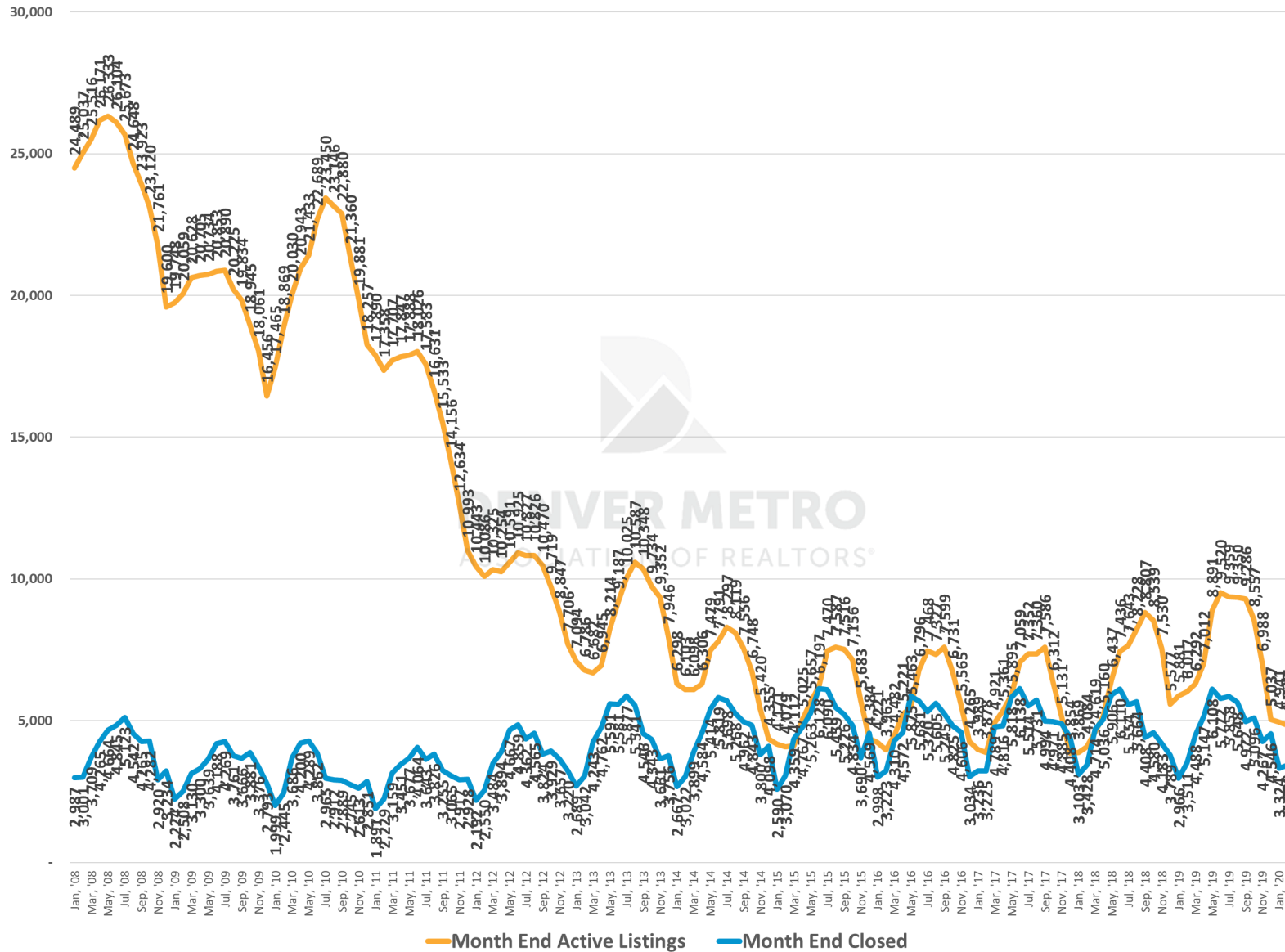
# New Listings

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



## DMAR MARKET TRENDS | MARCH 2020

# Month End Active Listings and Month End Closed Homes

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


# DATA SNAPSHOT

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

	Feb, '20	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	4,835	4,941	6,017	-2.15%	-19.64%
New Listings	5,122	4,852	5,090	5.56%	0.63%
Pending	5,083	4,747	4,398	7.08%	15.58%
Closed	3,429	3,324	3,511	3.16%	-2.34%
Close Price - Average	\$ 487,009	\$ 476,460	\$ 463,642	2.21%	5.04%
Close Price - Median	\$ 430,000	\$ 420,000	\$ 400,000	2.38%	7.50%
Sales Volume	\$ 1,669,953,861	\$ 1,583,753,040	\$ 1,627,847,062	5.44%	2.59%
Days in MLS - Average	39	46	39	-15.22%	0.00%
Days in MLS - Median	12	27	15	-55.56%	-20.00%
Close Price/List Price	99.31%	98.85%	99.04%	0.47%	0.27%
<b>Detached</b>					
Active Listings at Month End	3,201	3,297	4,102	-2.91%	-21.96%
New Listings	3,490	3,255	3,542	7.22%	-1.47%
Pending	3,508	3,217	3,080	9.05%	13.90%
Closed	2,312	2,281	2,443	1.36%	-5.36%
Close Price - Average	\$ 544,054	\$ 530,721	\$ 513,659	2.51%	5.92%
Close Price - Median	\$ 469,900	\$ 459,222	\$ 435,000	2.33%	8.02%
Sales Volume	\$ 1,257,852,848	\$ 1,210,574,601	\$ 1,254,868,937	3.91%	0.24%
Days in MLS - Average	37	45	42	-17.78%	-11.90%
Days in MLS - Median	11	24	16	-54.17%	-31.25%
Close Price/List Price	99.26%	98.81%	99.01%	0.46%	0.25%
<b>Attached</b>					
Active Listings at Month End	1,634	1,644	1,915	-0.61%	-14.67%
New Listings	1,632	1,597	1,548	2.19%	5.43%
Pending	1,575	1,530	1,318	2.94%	19.50%
Closed	1,117	1,043	1,068	7.09%	4.59%
Close Price - Average	\$ 368,936	\$ 357,793	\$ 349,231	3.11%	5.64%
Close Price - Median	\$ 315,000	\$ 305,000	\$ 299,000	3.28%	5.35%
Sales Volume	\$ 412,101,512	\$ 373,178,099	\$ 372,978,708	10.43%	10.49%
Days in MLS - Average	41	46	34	-10.87%	20.59%
Days in MLS - Median	14	31	13	-54.84%	7.69%
Close Price/List Price	99.42%	98.94%	99.11%	0.49%	0.31%

# FEBRUARY 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</b> (Detached + Attached)									
Active Listings at Month End	4,835	6,017	4,084	3,878	3,963	-19.64%	47.33%	5.31%	-2.14%
New Listings	9,974	9,917	8,962	8,524	8,270	0.57%	10.66%	5.14%	3.07%
Closed	6,753	6,479	6,529	6,548	6,289	4.23%	-0.77%	-0.29%	4.12%
Close Price - Average	\$ 481,817	\$ 460,926	\$ 454,760	\$ 404,436	\$ 375,397	4.53%	1.36%	12.44%	7.74%
Close Price - Median	\$ 425,000	\$ 400,000	\$ 395,000	\$ 354,950	\$ 325,000	6.25%	1.27%	11.28%	9.22%
Sales Volume	\$ 3,253,710,201	\$ 2,986,339,554	\$ 2,969,128,040	\$ 2,648,246,928	\$ 2,360,871,733	8.95%	0.58%	12.12%	12.17%
Days in MLS - Average	42	41	34	35	35	2.44%	20.59%	-2.86%	0.00%
Days in MLS - Median	20	21	8	12	13	-4.76%	162.50%	-33.33%	-7.69%
Close Price/List Price	99.09%	98.83%	99.72%	99.51%	99.42%	0.26%	-0.89%	0.21%	0.09%
<b>Detached</b>									
Active Listings at Month End	3,201	4,102	3,015	2,918	3,158	-21.96%	36.05%	3.32%	-7.60%
New Listings	6,745	6,843	6,310	5,995	5,877	-1.43%	8.45%	5.25%	2.01%
Closed	4,593	4,560	4,507	4,623	4,477	0.72%	1.18%	-2.51%	3.26%
Close Price - Average	\$ 537,433	\$ 506,464	\$ 502,584	\$ 450,354	\$ 415,019	6.11%	0.77%	11.60%	8.51%
Close Price - Median	\$ 465,000	\$ 430,000	\$ 428,000	\$ 387,500	\$ 355,000	8.14%	0.47%	10.45%	9.15%
Sales Volume	\$ 2,468,429,769	\$ 2,309,475,840	\$ 2,265,146,088	\$ 2,081,986,542	\$ 1,858,040,063	6.88%	1.96%	8.80%	12.05%
Days in MLS - Average	41	43	35	38	39	-4.65%	22.86%	-7.89%	-2.56%
Days in MLS - Median	18	23	9	15	17	-21.74%	155.56%	-40.00%	-11.76%
Close Price/List Price	99.04%	98.78%	99.61%	99.34%	99.20%	0.26%	-0.83%	0.27%	0.14%
<b>Attached</b>									
Active Listings at Month End	1,634	1,915	1,069	960	805	-14.67%	79.14%	11.35%	19.25%
New Listings	3,229	3,074	2,652	2,529	2,393	5.04%	15.91%	4.86%	5.68%
Closed	2,160	1,919	2,022	1,925	1,812	12.56%	-5.09%	5.04%	6.24%
Close Price - Average	\$ 363,555	\$ 352,717	\$ 348,161	\$ 294,161	\$ 277,500	3.07%	1.31%	18.36%	6.00%
Close Price - Median	\$ 311,250	\$ 297,000	\$ 295,000	\$ 249,900	\$ 224,000	4.80%	0.68%	18.05%	11.56%
Sales Volume	\$ 785,278,800	\$ 676,863,923	\$ 703,981,542	\$ 566,259,925	\$ 502,830,000	16.02%	-3.85%	24.32%	12.61%
Days in MLS - Average	44	37	29	27	25	18.92%	27.59%	7.41%	8.00%
Days in MLS - Median	23	18	7	7	7	27.78%	157.14%	0.00%	0.00%
Close Price/List Price	99.19%	98.95%	99.96%	99.90%	99.95%	0.24%	-1.01%	0.06%	-0.05%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	6	5	0.83	-	3	
	\$100,000 to \$199,999	8	18	2.25	132	113	0.86
	\$200,000 to \$299,999	93	69	0.74	373	312	0.84
	\$300,000 to \$399,999	529	268	0.51	279	329	1.18
	\$400,000 to \$499,999	704	605	0.86	139	313	2.25
	\$500,000 to \$749,999	711	1,095	1.54	138	295	2.14
	\$750,000 to \$999,999	135	438	3.24	41	142	3.46
	\$1,000,000 and over	126	703	5.58	15	127	8.47
	TOTALS	2,312	3,201	1.38	1,117	1,634	1.46

	Price Range	Detached		% change	Attached		% change
		Closed Feb, '20	Closed Jan, '20		Closed Feb, '20	Closed Jan, '20	
Month-Over-Month	\$0 to \$99,999	6	2	200.00%	-	-	
	\$100,000 to \$199,999	8	12	-33.33%	132	124	6.45%
	\$200,000 to \$299,999	93	127	-26.77%	373	370	0.81%
	\$300,000 to \$399,999	529	570	-7.19%	279	261	6.90%
	\$400,000 to \$499,999	704	648	8.64%	139	136	2.21%
	\$500,000 to \$749,999	711	676	5.18%	138	112	23.21%
	\$750,000 to \$999,999	135	141	-4.26%	41	26	57.69%
	\$1,000,000 and over	126	105	20.00%	15	14	7.14%
	TOTALS	2,312	2,281	1.36%	1,117	1,043	7.09%

	Price Range	Detached		% change	Attached		% change
		YTD Feb, '20	YTD Feb, '19		YTD Feb, '20	YTD Feb, '19	
Year-Over-Year	\$0 to \$99,999	8	4	100.00%	-	5	-100.00%
	\$100,000 to \$199,999	20	22	-9.09%	256	242	5.79%
	\$200,000 to \$299,999	220	296	-25.68%	743	734	1.23%
	\$300,000 to \$399,999	1,099	1,470	-25.24%	540	459	17.65%
	\$400,000 to \$499,999	1,352	1,225	10.37%	275	224	22.77%
	\$500,000 to \$749,999	1,387	1,108	25.18%	250	175	42.86%
	\$750,000 to \$999,999	276	233	18.45%	67	57	17.54%
	\$1,000,000 and over	231	202	14.36%	29	23	26.09%
	TOTALS	4,593	4,560	0.72%	2,160	1,919	12.56%



# EXPERT OPINIONS



**“Luxury Market (properties sold for \$1 million or more):** A lot of folks are asking, *“Is now the right time to buy a luxury home for my family?”* The numbers show that February was a great month for luxury real estate in Denver. This year, February closed with an outstanding 260 sold homes year to date! That is a 15.56 percent increase overall in sales from 2019. The Luxury market is off to an aggressive start in 2020.

Last month, the luxury detached market alone closed on 126 homes, which is a 20 percent increase from last month and a 7.69 percent improvement from last year. This means there are more buyers ready to purchase a property over \$1 million than we saw in 2019. Single-family sellers are enjoying a more crowded marketplace. That said, these new homeowners are still able to negotiate the sale. The reported close-price-to-list-price ratio shows that residences are selling at 96.63 percent of the asking price. This is noteworthy as homebuyers in lower price points are competing with multiple offers. The attached market is also up in the number of closed residences. Closed attached properties increased 7.14 percent from the prior month and 15.38 percent from last year. These increases mean that there are more buyers purchasing luxury condos and townhomes than last year.

Overall, luxury listings are staying on the market for less time than last month as reflected in a decrease in both the median and average days in MLS. This is another indicator that the market is moving faster in this price band. Buyers are out looking at homes and making decisions quickly despite the snowfall we saw last month.

Would you like to know what buyers are purchasing in the luxury markets? In February, the highest recorded single-family home sale price was \$6,620,000. This buyer will enjoy an eight-bedroom, 13 bath home in Cherry Hills Village. The highest-recorded condo sale came in at \$2,770,000 for February. This new downtown homeowner will be moving into a two-bedroom, three bath, 2,546 square foot residence. Homebuyers and sellers in the luxury market have a promising outlook for 2020. — **Jenny Usaj, DMAR Market Trends Committee member and Denver real estate agent**



**Signature Market (properties sold between \$750,000 and \$999,999):** Since we last reviewed the market, we have added the coronavirus and stock market volatility to the equation and coming off a warm January, we felt that cold blast of winter in February making showings and home inspections a bit more complicated.

Despite those factors, the Signature Market is starting the year strong with a total of 176 properties selling in February, which is a 17.33 percent increase from this time last year and a 5.39 percent increase from January.

The nuances within this market show the attached properties are leaping strong into spring. Of the 176 properties that sold in February, 41 were attached properties, which is a 57.69 percent increase over the 26 properties that sold in January. The average sale price also increased slightly, up 1.35 percent month-over-month, making it notable that the median days in MLS for attached properties also increased from 27 days in January to 37 days in February - a 37.04 percent increase, and a 164.29 percent increase from this time last year. This shows that it is important to be priced correctly from the start. Buyer demand may be high, but buyers are still discerning nevertheless.

The detached market shows a slightly different trend: 4.26 percent fewer detached properties sold in February than in January, with an average sale price increase of 0.65 percent. However, the median days in MLS decreased by 66.04 percent month-over-month to just 18 days.

Properties in the Signature Market (combined attached and detached) sold for 99.09 percent of list price in February, which was a slight increase from 98.17 percent in January. Furthermore, the year-to-date sales volume is up 18.34 percent over this time last year, showing the buying season is starting sooner. This can be attributed to the warmer weather in January and the low interest rates, motivating buyers to get started earlier.

Move-up buyers are still the group to benefit in this market. With homes in the lower price points selling quickly, the Signature Market has 3.24 months of inventory for detached homes and 3.46 months for attached homes. This segment is technically a seller's market, however, it is more balanced than the lower price points giving buyers in this price range a little more leverage and some time to think over their decisions. — **Amanda Snitker, DMAR Market Trends Committee member and Denver real estate agent**

# EXPERT OPINIONS



**Premier Market (properties sold between \$500,000 and \$749,999):** Our 11-county Premier Market consists of homes between \$500,000 and \$749,999. It is a popular price range and tends to reap the benefits of an active Classic Market, which consists of properties priced from \$300,000 to \$499,999. Logic would lead you to believe that homeowners who are selling in the Classic Market are taking their equity and moving up into the Premier Market. If you watch the trends, as the Classic Market picks up inventory and decreases days in MLS, inevitably the Premier Market sees a surge in closed transactions the following months.

February had an extra day this year, but did that skew the data? In February 2019, the Premier Market closed 615 detached homes and 106 attached homes. In comparison, this February the Premier Market closed 711 detached and 138 attached homes, showing a 15.61 percent increase in detached homes and a 30.19 percent increase in attached homes year over year. It would seem highly unlikely that one extra day could cause such a “leap” of closed homes year over year.

Overall, the Premier Market had a great month! Year-over-year, detached sales volume was up 4.33 percent from the previous month and 14.73 percent year over year. Even more impressive was the dramatic 55.26 percent drop in the median days in MLS, from January’s 38 to only 17 in February. This was also a 34.62 percent drop from 26 in February 2019. In addition, the price per square foot was up 1.03 percent from the previous month, \$196 over \$194.

The Premier Market attached homes were able to do their own bragging, starting with a 23.21 percent increase in closed transactions from 112 in January to 138 in February, and a 30.19 percent increase year-over-year of 106 units in 2019. The average close price was up 0.39 percent from the prior month, and sales volume was up 23.69 percent from January, and 29.82 percent year over year.

Both the detached and attached properties showed positive signs in February that prepare us for a solid spring. With months of inventory at an encouraging 1.54 months (attached) and 2.14 months (detached) if you have a buyer looking in the Premier Market, they may want to take the leap sooner rather than later. This combined with all the other data would indicate that there are buyers out there looking to make a deal, and seem to be willing to pay a tad more for what they are finding than they were last month, as well as this time last year. — **Jessica Reinhardt, DMAR Market Trends Committee member and Denver real estate agent**



**Classic Market (properties sold between \$300,000 and \$499,999):** We are leaping for joy as we head into March, because the Classic Market remains strong as we march into the spring selling season. The Classic segment is one of the more challenging price points of the market falling in the entry level zone for Denver with properties priced between \$300,000 and \$499,999.

The snowfall couldn’t dampen the classic buyers with attached closing numbers rising to a whopping 815 units closed year-to-date in 2020 compared to 683 in 2019 and 664 in 2018. The increase in closed units helped raise the sales volume to \$306,730,140 versus \$254,952,289 in 2019 with the close-price-list-price ratio settling in at 99.51 percent. Conversely, the average days in MLS dropped to 38 in February 2020, an improvement from 45 days in January. Most notably, the attached average closed price was \$376,539 which is just a hair above the prior month with \$376,164. These stats indicate that the attached portion of the Classic Market is alive and strong, and that homes are selling on average within a month while prices remain steady.

Conversely, the snowfall may have slowed the detached year-to-date closing numbers with 2,451 units closed in 2020 compared to 2,695 in 2019. With sold units down, the average price climbed to \$406,156 per unit year-to-date, but the total sales volume dipped under \$1 billion to \$995,510,415. Days in MLS continues to stay strong with 32 average days on market in 2020 year-to-date, down from 36 average days in 2019. Close-price-to-list-price ratio sits comfortably at 99.66 percent, which is the same percentage reflected year to date in 2017!

We may see signs of a thaw with average price for detached properties up from the prior month, \$408,507 compared to \$403,794. Additionally, average days in MLS are down from 35 days the prior month and this time last year to 30 days. The Classic Market continues to stay strong, meaning sellers may find themselves with a quick sale if their property is priced correctly. Buyers need to continue to have their ducks in a row and be ready for the spring market and bidding wars for the highly coveted “classic” properties. — **Libby Levinson, DMAR Market Trends Committee member and Denver real estate agent**

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	141	119	130	18.49%	8.46%
Close Price - Average	\$ 1,528,032	\$ 1,539,585	\$ 1,532,066	-0.75%	-0.26%
Sales Volume	\$ 215,452,512	\$ 183,210,615	\$ 199,168,580	17.60%	8.18%
Days in MLS - Average	76	89	85	-14.61%	-10.59%
Days in MLS - Median	47	55	47	-14.55%	0.00%
Close Price/List Price	96.63%	95.95%	97.50%	0.71%	-0.89%
PSF Total	\$ 361	\$ 366	\$ 324	-1.37%	11.42%
<b>Detached</b>					
Closed	126	105	117	20.00%	7.69%
Close Price - Average	\$ 1,540,025	\$ 1,540,003	\$ 1,540,003	0.00%	0.00%
Sales Volume	\$ 194,043,150	\$ 161,700,315	\$ 180,180,351	20.00%	7.69%
Days in MLS - Average	73	91	82	-19.78%	-10.98%
Days in MLS - Median	43	54	36	-20.37%	19.44%
Close Price/List Price	96.67%	95.83%	97.68%	0.88%	-1.03%
PSF Total	\$ 330	\$ 329	\$ 297	0.30%	11.11%
<b>Attached</b>					
Closed	15	14	13	7.14%	15.38%
Close Price - Average	\$ 1,427,292	\$ 1,536,451	\$ 1,483,675	-7.10%	-3.80%
Sales Volume	\$ 21,409,380	\$ 21,510,314	\$ 19,287,775	-0.47%	11.00%
Days in MLS - Average	103	79	107	30.38%	-3.74%
Days in MLS - Median	89	69	84	28.99%	5.95%
Close Price/List Price	96.35%	96.82%	95.88%	-0.49%	0.49%
PSF Total	\$ 620	\$ 648	\$ 565	-4.32%	9.73%

# 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>									
Closed	260	225	238	157	146	15.56%	-5.46%	51.59%	7.53%
Close Price - Average	\$ 1,533,320	\$ 1,570,821	\$ 1,499,323	\$ 1,580,701	\$ 1,602,932	-2.39%	4.77%	-5.15%	-1.39%
Close Price - Median	\$ 1,275,000	\$ 1,290,000	\$ 1,300,000	\$ 1,290,000	\$ 1,356,506	-1.16%	-0.77%	0.78%	-4.90%
Sales Volume	\$ 398,663,200	\$ 353,434,725	\$ 356,838,874	\$ 248,170,057	\$ 234,028,072	12.80%	-0.95%	43.79%	6.04%
Days in MLS - Average	82	84	97	121	97	-2.38%	-13.40%	-19.83%	24.74%
Days in MLS - Median	53	49	67	83	73	8.16%	-26.87%	-19.28%	13.70%
Close Price/List Price	96.32%	97.05%	96.57%	96.19%	95.87%	-0.75%	0.50%	0.40%	0.33%
PSF Total	\$ 363	\$ 324	\$ 301	\$ 303	\$ 310	12.04%	7.64%	-0.66%	-2.26%
<b>Detached</b>									
Closed	231	202	212	141	127	14.36%	-4.72%	50.35%	11.02%
Close Price - Average	\$ 1,540,015	\$ 1,528,550	\$ 1,506,285	\$ 1,602,739	\$ 1,538,569	0.75%	1.48%	-6.02%	4.17%
Close Price - Median	\$ 1,275,000	\$ 1,285,000	\$ 1,300,000	\$ 1,275,000	\$ 1,350,000	-0.78%	-1.15%	1.96%	-5.56%
Sales Volume	\$ 355,743,465	\$ 308,767,100	\$ 319,332,420	\$ 225,986,199	\$ 195,398,263	15.21%	-3.31%	41.31%	15.65%
Days in MLS - Average	81	82	99	121	102	-1.22%	-17.17%	-18.18%	18.63%
Days in MLS - Median	47	41	67	84	85	14.63%	-38.81%	-20.24%	-1.18%
Close Price/List Price	96.29%	97.12%	96.50%	96.16%	95.52%	-0.85%	0.64%	0.35%	0.67%
PSF Total	\$ 330	\$ 293	\$ 278	\$ 287	\$ 261	12.63%	5.40%	-3.14%	9.96%
<b>Attached</b>									
Closed	29	23	26	16	19	26.09%	-11.54%	62.50%	-15.79%
Close Price - Average	\$ 1,479,989	\$ 1,942,077	\$ 1,442,555	\$ 1,386,493	\$ 2,033,144	-23.79%	34.63%	4.04%	-31.81%
Close Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,212,500	\$ 1,353,070	\$ 1,400,000	0.00%	7.22%	-10.39%	-3.35%
Sales Volume	\$ 42,919,681	\$ 44,667,771	\$ 37,506,430	\$ 22,183,888	\$ 38,629,736	-3.91%	19.09%	69.07%	-42.57%
Days in MLS - Average	91	98	82	122	60	-7.14%	19.51%	-32.79%	103.33%
Days in MLS - Median	74	92	38	62	53	-19.57%	142.11%	-38.71%	16.98%
Close Price/List Price	96.58%	96.44%	97.20%	96.46%	98.22%	0.15%	-0.78%	0.77%	-1.79%
PSF Total	\$ 634	\$ 596	\$ 482	\$ 444	\$ 621	6.38%	23.65%	8.56%	-28.50%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	176	167	150	5.39%	17.33%
Close Price - Average	\$ 846,010	\$ 839,963	\$ 838,651	0.72%	0.88%
Sales Volume	\$ 148,897,760	\$ 140,273,821	\$ 125,797,650	6.15%	18.36%
Days in MLS - Average	54	68	57	-20.59%	-5.26%
Days in MLS - Median	29	48	30	-39.58%	-3.33%
Close Price/List Price	99.09%	98.17%	98.26%	0.94%	0.84%
PSF Total	\$ 255	\$ 241	\$ 238	5.81%	7.14%
<b>Detached</b>					
Closed	135	141	122	-4.26%	10.66%
Close Price - Average	\$ 847,047	\$ 841,544	\$ 838,559	0.65%	1.01%
Sales Volume	\$ 114,351,345	\$ 118,657,704	\$ 102,304,198	-3.63%	11.78%
Days in MLS - Average	51	71	58	-28.17%	-12.07%
Days in MLS - Median	18	53	33	-66.04%	-45.45%
Close Price/List Price	99.09%	98.06%	98.27%	1.05%	0.83%
PSF Total	\$ 227	\$ 223	\$ 222	1.79%	2.25%
<b>Attached</b>					
Closed	41	26	28	57.69%	46.43%
Close Price - Average	\$ 842,595	\$ 831,386	\$ 839,051	1.35%	0.42%
Sales Volume	\$ 34,546,395	\$ 21,616,036	\$ 23,493,428	59.82%	47.05%
Days in MLS - Average	62	54	53	14.81%	16.98%
Days in MLS - Median	37	27	14	37.04%	164.29%
Close Price/List Price	99.08%	98.77%	98.18%	0.31%	0.92%
PSF Total	\$ 346	\$ 339	\$ 310	2.06%	11.61%

# 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>									
Closed	343	290	296	200	172	18.28%	-2.03%	48.00%	16.28%
Close Price - Average	\$ 843,065	\$ 842,609	\$ 849,575	\$ 849,903	\$ 844,298	0.05%	-0.82%	-0.04%	0.66%
Close Price - Median	\$ 835,000	\$ 831,250	\$ 839,950	\$ 839,000	\$ 830,000	0.45%	-1.04%	0.11%	1.08%
Sales Volume	\$ 289,171,295	\$ 244,356,610	\$ 251,474,200	\$ 169,980,600	\$ 145,219,256	18.34%	-2.83%	47.94%	17.05%
Days in MLS - Average	61	62	68	77	80	-1.61%	-8.82%	-11.69%	-3.75%
Days in MLS - Median	41	37	44	51	58	10.81%	-15.91%	-13.73%	-12.07%
Close Price/List Price	98.64%	98.37%	98.81%	98.05%	97.97%	0.27%	-0.45%	0.78%	0.08%
PSF Total	\$ 248	\$ 241	\$ 252	\$ 223	\$ 214	2.90%	-4.37%	13.00%	4.21%
<b>Detached</b>									
Closed	276	233	232	176	144	18.45%	0.43%	31.82%	22.22%
Close Price - Average	\$ 844,236	\$ 842,866	\$ 851,777	\$ 852,869	\$ 845,426	0.16%	-1.05%	-0.13%	0.88%
Close Price - Median	\$ 836,500	\$ 832,500	\$ 845,250	\$ 842,363	\$ 830,000	0.48%	-1.51%	0.34%	1.49%
Sales Volume	\$ 233,009,136	\$ 196,387,778	\$ 197,612,264	\$ 150,104,944	\$ 121,741,344	18.65%	-0.62%	31.65%	23.30%
Days in MLS - Average	61	60	68	80	87	1.67%	-11.76%	-15.00%	-8.05%
Days in MLS - Median	45	34	50	53	63	32.35%	-32.00%	-5.66%	-15.87%
Close Price/List Price	98.56%	98.40%	98.69%	97.84%	97.85%	0.16%	-0.29%	0.87%	-0.01%
PSF Total	\$ 225	\$ 221	\$ 226	\$ 212	\$ 194	1.81%	-2.21%	6.60%	9.28%
<b>Attached</b>									
Closed	67	57	64	24	28	17.54%	-10.94%	166.67%	-14.29%
Close Price - Average	\$ 838,245	\$ 841,559	\$ 841,592	\$ 828,155	\$ 838,498	-0.39%	0.00%	1.62%	-1.23%
Close Price - Median	\$ 830,000	\$ 825,350	\$ 829,448	\$ 814,950	\$ 821,541	0.56%	-0.49%	1.78%	-0.80%
Sales Volume	\$ 56,162,415	\$ 47,968,863	\$ 53,861,888	\$ 19,875,720	\$ 23,477,944	17.08%	-10.94%	170.99%	-15.34%
Days in MLS - Average	59	68	70	56	47	-13.24%	-2.86%	25.00%	19.15%
Days in MLS - Median	32	44	28	22	26	-27.27%	57.14%	27.27%	-15.38%
Close Price/List Price	98.96%	98.25%	99.24%	99.56%	98.54%	0.72%	-1.00%	-0.32%	1.04%
PSF Total	\$ 343	\$ 323	\$ 347	\$ 305	\$ 316	6.19%	-6.92%	13.77%	-3.48%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	849	788	721	7.74%	17.75%
Close Price - Average	\$ 591,420	\$ 595,089	\$ 595,441	-0.62%	-0.68%
Sales Volume	\$ 502,115,580	\$ 468,930,132	\$ 429,312,961	7.08%	16.96%
Days in MLS - Average	47	56	49	-16.07%	-4.08%
Days in MLS - Median	19	38	25	-50.00%	-24.00%
Close Price/List Price	99.46%	98.65%	99.04%	0.82%	0.42%
PSF Total	\$ 221	\$ 217	\$ 215	1.84%	2.79%
<b>Detached</b>					
Closed	711	676	615	5.18%	15.61%
Close Price - Average	\$ 590,562	\$ 595,345	\$ 595,080	-0.80%	-0.76%
Sales Volume	\$ 419,889,582	\$ 402,453,220	\$ 365,974,200	4.33%	14.73%
Days in MLS - Average	44	55	48	-20.00%	-8.33%
Days in MLS - Median	17	38	26	-55.26%	-34.62%
Close Price/List Price	99.46%	98.62%	99.06%	0.85%	0.40%
PSF Total	\$ 196	\$ 194	\$ 197	1.03%	-0.51%
<b>Attached</b>					
Closed	138	112	106	23.21%	30.19%
Close Price - Average	\$ 595,838	\$ 593,544	\$ 597,539	0.39%	-0.28%
Sales Volume	\$ 82,225,644	\$ 66,476,928	\$ 63,339,134	23.69%	29.82%
Days in MLS - Average	62	64	53	-3.13%	16.98%
Days in MLS - Median	29	47	21	-38.30%	38.10%
Close Price/List Price	99.51%	98.82%	98.92%	0.70%	0.60%
PSF Total	\$ 349	\$ 354	\$ 317	-1.41%	10.09%

# 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>									
Closed	1,637	1,283	1,286	976	671	27.59%	-0.23%	31.76%	45.45%
Close Price - Average	\$ 593,186	\$ 594,227	\$ 588,583	\$ 588,822	\$ 591,417	-0.18%	0.96%	-0.04%	-0.44%
Close Price - Median	\$ 580,000	\$ 581,000	\$ 575,000	\$ 574,925	\$ 579,000	-0.17%	1.04%	0.01%	-0.70%
Sales Volume	\$ 971,045,482	\$ 762,393,241	\$ 756,917,738	\$ 574,690,272	\$ 396,840,807	27.37%	0.72%	31.71%	44.82%
Days in MLS - Average	51	52	49	56	63	-1.92%	6.12%	-12.50%	-11.11%
Days in MLS - Median	30	33	21	33	41	-9.09%	57.14%	-36.36%	-19.51%
Close Price/List Price	99.07%	98.79%	99.29%	98.90%	98.46%	0.28%	-0.50%	0.39%	0.45%
PSF Total	\$ 219	\$ 209	\$ 210	\$ 198	\$ 183	4.78%	-0.48%	6.06%	8.20%
<b>Detached</b>									
Closed	1,387	1,108	1,067	824	580	25.18%	3.84%	29.49%	42.07%
Close Price - Average	\$ 592,893	\$ 593,916	\$ 588,891	\$ 588,321	\$ 589,004	-0.17%	0.85%	0.10%	-0.12%
Close Price - Median	\$ 580,000	\$ 582,000	\$ 575,000	\$ 573,250	\$ 575,000	-0.34%	1.22%	0.31%	-0.30%
Sales Volume	\$ 822,342,591	\$ 658,058,928	\$ 628,346,697	\$ 484,776,504	\$ 341,622,320	24.96%	4.73%	29.62%	41.90%
Days in MLS - Average	49	51	48	56	63	-3.92%	6.25%	-14.29%	-11.11%
Days in MLS - Median	29	34	21	33	41	-14.71%	61.90%	-36.36%	-19.51%
Close Price/List Price	99.05%	98.81%	99.23%	98.84%	98.46%	0.24%	-0.42%	0.39%	0.39%
PSF Total	\$ 195	\$ 192	\$ 187	\$ 175	\$ 163	1.56%	2.67%	6.86%	7.36%
<b>Attached</b>									
Closed	250	175	219	152	91	42.86%	-20.09%	44.08%	67.03%
Close Price - Average	\$ 594,810	\$ 596,198	\$ 587,078	\$ 591,537	\$ 606,798	-0.23%	1.55%	-0.75%	-2.52%
Close Price - Median	\$ 579,000	\$ 578,040	\$ 569,500	\$ 581,000	\$ 600,000	0.17%	1.50%	-1.98%	-3.17%
Sales Volume	\$ 148,702,500	\$ 104,334,650	\$ 128,570,082	\$ 89,913,624	\$ 55,218,618	42.52%	-18.85%	42.99%	62.83%
Days in MLS - Average	63	55	56	54	64	14.55%	-1.79%	3.70%	-15.63%
Days in MLS - Median	39	29	19	33	42	34.48%	52.63%	-42.42%	-21.43%
Close Price/List Price	99.20%	98.63%	99.56%	99.23%	98.41%	0.58%	-0.93%	0.33%	0.83%
PSF Total	\$ 351	\$ 314	\$ 329	\$ 318	\$ 309	11.78%	-4.56%	3.46%	2.91%



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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	1,651	1,615	1,820	2.23%	-9.29%
Close Price - Average	\$ 400,414	\$ 397,002	\$ 390,658	0.86%	2.50%
Sales Volume	\$ 661,083,514	\$ 641,158,230	\$ 710,997,560	3.11%	-7.02%
Days in MLS - Average	32	37	34	-13.51%	-5.88%
Days in MLS - Median	10	20	13	-50.00%	-23.08%
Close Price/List Price	99.88%	99.36%	99.36%	0.52%	0.52%
PSF Total	\$ 218	\$ 214	\$ 207	1.87%	5.31%
<b>Detached</b>					
Closed	1,233	1,218	1,436	1.23%	-14.14%
Close Price - Average	\$ 408,507	\$ 403,794	\$ 395,073	1.17%	3.40%
Sales Volume	\$ 503,689,131	\$ 491,821,092	\$ 567,324,828	2.41%	-11.22%
Days in MLS - Average	30	35	35	-14.29%	-14.29%
Days in MLS - Median	8	18	12	-55.56%	-33.33%
Close Price/List Price	99.96%	99.35%	99.32%	0.61%	0.64%
PSF Total	\$ 202	\$ 200	\$ 193	1.00%	4.66%
<b>Attached</b>					
Closed	418	397	384	5.29%	8.85%
Close Price - Average	\$ 376,539	\$ 376,164	\$ 374,149	0.10%	0.64%
Sales Volume	\$ 157,393,302	\$ 149,337,108	\$ 143,673,216	5.39%	9.55%
Days in MLS - Average	38	45	31	-15.56%	22.58%
Days in MLS - Median	13	31	13	-58.06%	0.00%
Close Price/List Price	99.63%	99.40%	99.52%	0.23%	0.11%
PSF Total	\$ 263	\$ 260	\$ 259	1.15%	1.54%

# 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>									
Closed	3,266	3,378	3,242	3,002	2,664	-3.32%	4.19%	7.99%	12.69%
Close Price - Average	\$ 398,727	\$ 390,132	\$ 389,494	\$ 384,313	\$ 380,260	2.20%	0.16%	1.35%	1.07%
Close Price - Median	\$ 399,900	\$ 385,000	\$ 385,000	\$ 379,900	\$ 371,000	3.87%	0.00%	1.34%	2.40%
Sales Volume	\$ 1,302,242,382	\$ 1,317,865,896	\$ 1,262,739,548	\$ 1,153,707,626	\$ 1,013,012,640	-1.19%	4.37%	9.45%	13.89%
Days in MLS - Average	35	36	26	32	36	-2.78%	38.46%	-18.75%	-11.11%
Days in MLS - Median	14	19	7	12	18	-26.32%	171.43%	-41.67%	-33.33%
Close Price/List Price	99.62%	99.17%	100.09%	99.65%	99.40%	0.45%	-0.92%	0.44%	0.25%
PSF Total	\$ 216	\$ 204	\$ 200	\$ 176	\$ 163	5.88%	2.00%	13.64%	7.98%
<b>Detached</b>									
Closed	2,451	2,695	2,578	2,557	2,291	-9.05%	4.54%	0.82%	11.61%
Close Price - Average	\$ 406,165	\$ 394,402	\$ 392,624	\$ 385,942	\$ 381,576	2.98%	0.45%	1.73%	1.14%
Close Price - Median	\$ 408,000	\$ 390,000	\$ 390,000	\$ 380,000	\$ 374,900	4.62%	0.00%	2.63%	1.36%
Sales Volume	\$ 995,510,415	\$ 1,062,913,390	\$ 1,012,184,672	\$ 986,853,694	\$ 874,190,616	-6.34%	5.01%	2.57%	12.89%
Days in MLS - Average	32	36	24	30	36	-11.11%	50.00%	-20.00%	-16.67%
Days in MLS - Median	13	19	7	12	17	-31.58%	171.43%	-41.67%	-29.41%
Close Price/List Price	99.66%	99.12%	100.08%	99.66%	99.35%	0.54%	-0.96%	0.42%	0.31%
PSF Total	\$ 201	\$ 191	\$ 185	\$ 165	\$ 150	5.24%	3.24%	12.12%	10.00%
<b>Attached</b>									
Closed	815	683	664	445	373	19.33%	2.86%	49.21%	19.30%
Close Price - Average	\$ 376,356	\$ 373,283	\$ 377,344	\$ 374,954	\$ 372,176	0.82%	-1.08%	0.64%	0.75%
Close Price - Median	\$ 369,000	\$ 364,665	\$ 370,000	\$ 365,000	\$ 363,501	1.19%	-1.44%	1.37%	0.41%
Sales Volume	\$ 306,730,140	\$ 254,952,289	\$ 250,556,416	\$ 166,854,530	\$ 138,821,648	20.31%	1.75%	50.16%	20.19%
Days in MLS - Average	41	35	31	39	38	17.14%	12.90%	-20.51%	2.63%
Days in MLS - Median	21	17	9	12	18	23.53%	88.89%	-25.00%	-33.33%
Close Price/List Price	99.51%	99.39%	100.12%	99.63%	99.69%	0.12%	-0.73%	0.49%	-0.06%
PSF Total	\$ 262	\$ 257	\$ 260	\$ 242	\$ 242	1.95%	-1.15%	7.44%	0.00%

# GLOSSARY

**Active Listings:** The number of properties available for sale at the end of the reported period. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.

**New Listings:** The number of properties which became available during the reported period.

**Pending:** The number of listings that were changed status from Active to Pending at the end of the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes to Pending, out of Pending, then back to Pending all in one reported period, the listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a “leading indicator” of buyer demand.

**Days in MLS:** A measure of how long it takes a given property to sell.

**Closed Listings:** A measure of home sales that sold and closed during the reported period.

**Average Close Price:** A sum of all home sales prices divided by the total number of sales. Not considered the most accurate gauge since data from the high-end can easily skew the results.

**Median Close Price:** A measure of home values in a market area where 50 percent of activity was higher and 50 percent was lower than this price point. This method is preferred because it's more insulated from outlying activity occurring at either tail end of the market.

**Months Supply of Inventory (MOI):** A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale currently, given current levels of home sales. A balanced market ranges from four to six months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

**Residential (RES):** Represents the overall housing market which includes activity of detached single-family homes as well as attached homes.

**Detached Homes:** Activity of Detached Single-Family Homes.

**Attached Homes:** Activity of Attached Condos & Townhomes.

**Classic Market:** Properties priced between \$300,000 and \$499,999.

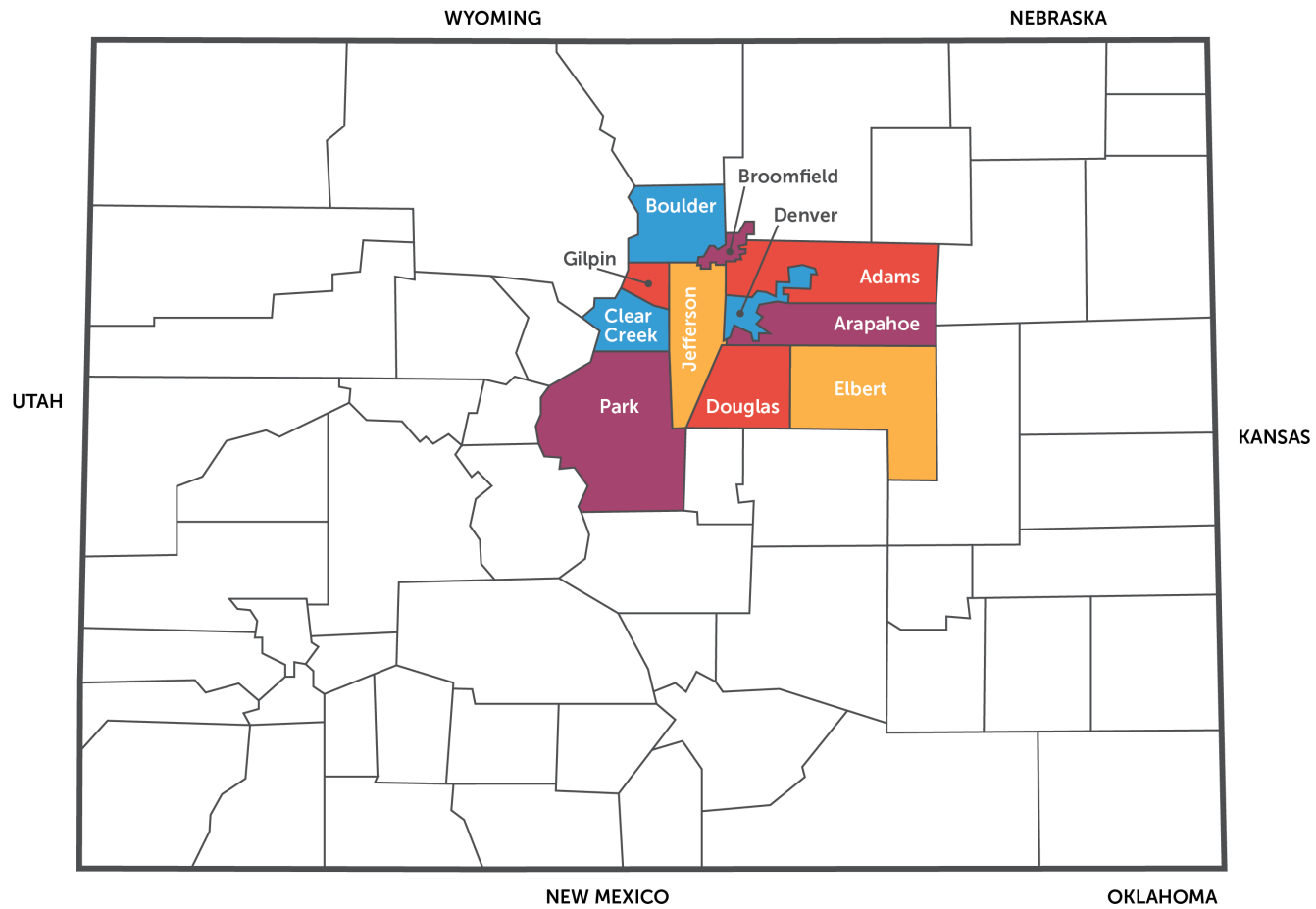
**Premier Market:** Properties priced between \$500,000 and \$749,999.

**Signature Market:** Properties priced between \$750,000 and \$999,999.

**Luxury Market:** Properties priced at \$1,000,000+ (\$1M+).

**REcolorado:** The source of our MLS listings data.

# 11 COUNTY MAP



# ABOUT

## MARKET TRENDS COMMITTEE

The DMAR Market Trends Committee, part of the Denver Metro Association of REALTORS®, *The Voice of Real Estate® in the Denver Metro Area*, provides timely, consistent and relevant monthly summaries of valuable local real estate market statistical data for both its members and the general public. Statistics from the “Denver Metro Real Estate Market Trends Report” provide data for the following counties: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park.

DMAR’s Market Trends Committee Members:

- Jill Schafer, Committee Chair and Broker Associate at Kentwood Real Estate
- Andrew Abrams, Broker Associate at A-Squared Real Estate
- Gary Bauer, Broker at Garold D. Bauer
- David Bovard, Broker/Owner at Realty Group LLC
- Steve Danyliw, Broker/Owner at Danyliw & Associates
- Libby Levinson, Broker Associate at Kentwood Real Estate
- William Maline, Broker Associate at RE/MAX Professionals
- Brigitte Modglin, Broker Associate at Kentwood City Properties
- Drew Morris, Broker Associate at New Era Group at Your Castle Real Estate
- Jessica Reinhardt, Broker Associate at RE/MAX Alliance
- Nicole Rueth, Producing Branch Manager at Fairway Mortgage
- Amanda Snitker, Broker Associate at Coldwell Banker Devonshire
- Jenny Usaj, Managing Broker at Usaj Realty
- Taylor Wilson, Broker Associate at Compass

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**Media Contact:** 303-242-5855 | [andrea@decibelblue.com](mailto:andrea@decibelblue.com) | Andrea Kalmanovitz, Director, Public Relations, Decibel Blue Creative Marketing & PR on behalf of the Denver Metro Association of REALTORS®.

**Data Source:** REcolorado, the state’s largest network of real estate professionals, serves as the primary source of MLS data for the Market Trends Committee. REcolorado.com provides the most accurate and up-to-date property information for REALTORS®, real estate professionals and consumers.

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The Denver Metro Association of REALTORS®, *The Voice of Real Estate® in the Denver Metro Area*, is a membership-based organization comprised of over 7,000 real estate professionals in the Denver Metropolitan area. The Association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. For more information, visit [www.dmarealtors.com](http://www.dmarealtors.com) or call 303-756-0553.

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All data presented in this report was provided by REcolorado. The data was pulled at 8:00 AM (mountain time) on the first day of the month for the preceding month(s).