



**DENVER METRO**  
ASSOCIATION OF REALTORS®

Monthly Research Tool Published by the Denver Metro Association of REALTORS®  
Market Trends Committee

# Denver Metro Real Estate Market Trends Report

11-County MLS Stats & Trends for Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson & Park County

**July 2015**

[www.dmarealtors.com](http://www.dmarealtors.com)



## ▶ MARKET METRICS:

According to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, the June market transactions encompassing the 11 Counties of the Denver Metro Area\* are:

### **Residential** (Single Family plus Condo)

Active Inventory: 6,197 ▲ 9.55% prior month

Sold Homes: 5,695 ▲ 9.56% prior month

Average Sold Price: \$377,550 ▲ 0.41% prior month

Median Sold Price: \$325,500 ▲ 0.15% prior month

Average Days on Market: 23 ▼ -8.00% prior month

### **Single Family** (aka Detached Single Family)

Active Inventory: 5,031 ▲ 10.69% prior month

Sold Homes: 3,961 ▲ 5.80% prior month

Average Sold Price: \$424,609 ▲ 0.94% prior month

Median Sold Price: \$362,000 ▲ 0.84% prior month

Average Days on Market: 25 ▼ -10.71% prior month

### **Condo** (aka Attached Single Family)

Active Inventory: 1,166 ▲ 4.86% prior month

Sold Homes: 1,631 ▲ 12.33% prior month

Average Sold Price: \$260,243 ▼ -0.21% prior month

Median Sold Price: \$217,999 ▲ 1.28% prior month

Average Days on Market: 18 ▼ -10.00% prior month

\* Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson, and Park.



## ▶ MARKET INSIGHTS:

- ✓ 7,130 homes came onto the market, 5,823 homes were placed under contract and 5,695 homes closed. The inventory of available homes for sale was 6,197 at month's end.
- ✓ Denver REALTORS® describe the June market as "easing up", "cooling off", and "loosening up" heading into summer.
- ✓ Sellers are feeling the slight shift in the market and are now accepting good offers, sometimes in advance of an advertised deadline.
- ✓ Buyers are starting to go under contract without competing offers and, in some cases, finding a little negotiating room.
- ✓ Price reductions are beginning to make their way into the market as overpriced listings require a correction to sell at fair market value.
- ✓ Escalation clauses are not as common today, but appraisal and inspection considerations are still factoring into many purchase contracts.
- ✓ Massive amounts of rain during the last few months caused inspection and closing challenges due to unexpected flood damage.
- ✓ Record high prices are discouraging and eliminating some buyers from the market, however sales still remain strong.
- ✓ REALTORS® are feeling a sense of urgency as the pending TRID deadline looms (Oct. 2015), causing concern for new lender regulations.
- ✓ Once TRID is implemented, financed deals closing in less than 30 days will be a thing of the past - 45 to 60 days could be the new norm.
- ✓ The month-over-month increase in listings is likely due to seasonal increases and a general "cooling" due to record high pricing.
- ✓ REALTORS® must continue stressing to their buyers and sellers that "all real estate is local" and they need to be educated on their market.
- ✓ Given the last 18-month frenzy, what will a balanced market look like at the end of 2015? Weigh in on social media using #dmarstats.



## ▶ EXPERT OPINION:

**As a North Denver guy, I always look forward to summer ushering in great times walking the neighborhood feasts and bazaars,** with a sausage

sandwich in one hand and an ice cold one in the other, as “Sweet Caroline” plays in the background. Well, the sweet sound my fellow Denver Metro REALTORS® heard in June was 10-10-10, or as any Northsider would say, “An ace, a deuce and a tre.” So what exactly was the significance of 10 at the end of June as it relates to the Residential (RES) market? How about a 10% increase in active listings, sold properties, and a record-breaking \$2.15B in overall sales volume compared to the previous month!



Digging into our June stats, it was a record-setting month in several categories: Residential (RES) SOLD prices averaged \$377,550, with the median at \$325,000 and closed dollar volume of \$2.15 Billion; Detached Single Family (DSF) SOLD prices averaged \$424,609 with the median at \$362,000 and closed dollar volume of \$1.7 Billion; Condo (Attached Single Family) SOLD prices averaged \$217,999 with a closed dollar volume of \$423.9 million and number of homes SOLD at 1,631. We brought on 7,130 new listings, 5,823 homes were placed under contract and a whopping 5,695 homes sold and closed. As we look at the month-over-month Detached Single Family Home market, we saw a slight 1.82% increase in new listings, while the average and median sold prices increased ever-so-slightly by 0.94% to \$424,609 and 0.84% to \$362,000, respectively. The Condo market (AKA Attached Single Family) showed the supply of new listings decrease 0.87% over the previous month, while the average sold price dipped 0.21% to \$260,243 and the median price inched up 1.28% to \$217,999. For the entire Residential (RES) market, which includes Attached and Detached properties, under contracts slipped slightly by 0.92%; sold listings shot up 10% and total sales volume jumped 10% to \$2.15B. The Days on Market (DOM) declined from the previous month by 8%, or 25 days, for Detached Single Family Homes and 18 for Condos (Attached Single Family). Finally, a quick summary of the year-to-date RES stats shows new listings at 35,060; DOM at 32; average price at \$362,525 and a record-setting \$9.24B in Sales Volume.

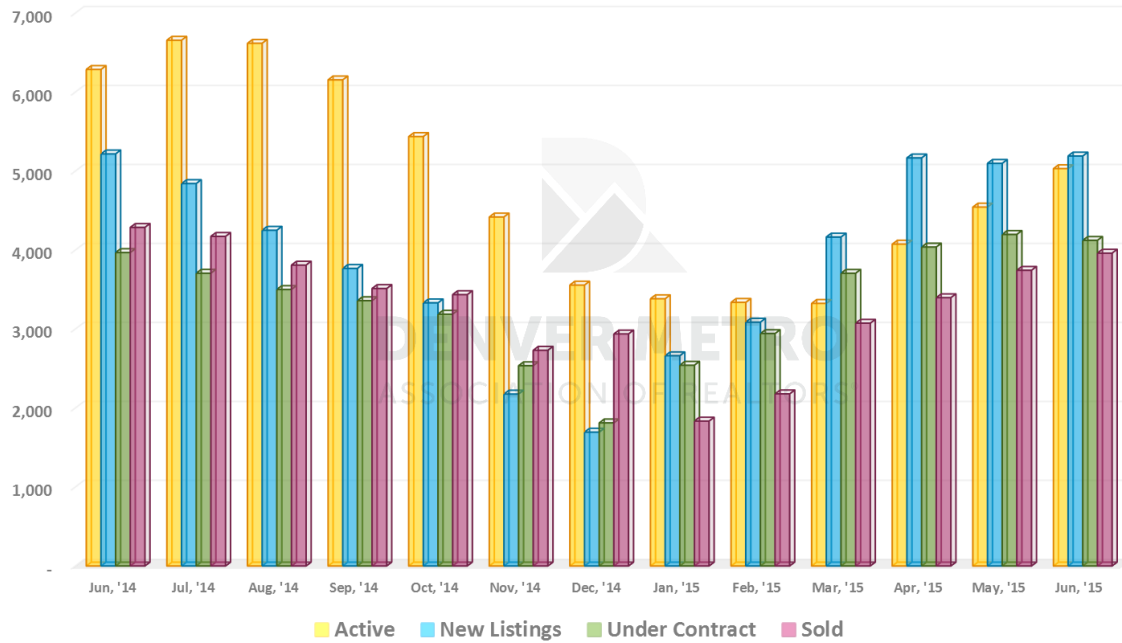
Even with records being set in many categories, our market is showing signs of “easing up” or “cooling off” as we enter the prime home buying season, and some sellers are beginning to sense a slight shift in the market as we’re starting to see price reductions and the end of the “frenzy”. Buyers are finally able to go under contract without competing offers and, in some cases, finding a little room to negotiate. Escalation clauses are not as common, but appraisal and inspection considerations are still factoring into many purchase contracts.

**- Anthony Rael, Chairman of the DMAR Market Trends Committee**

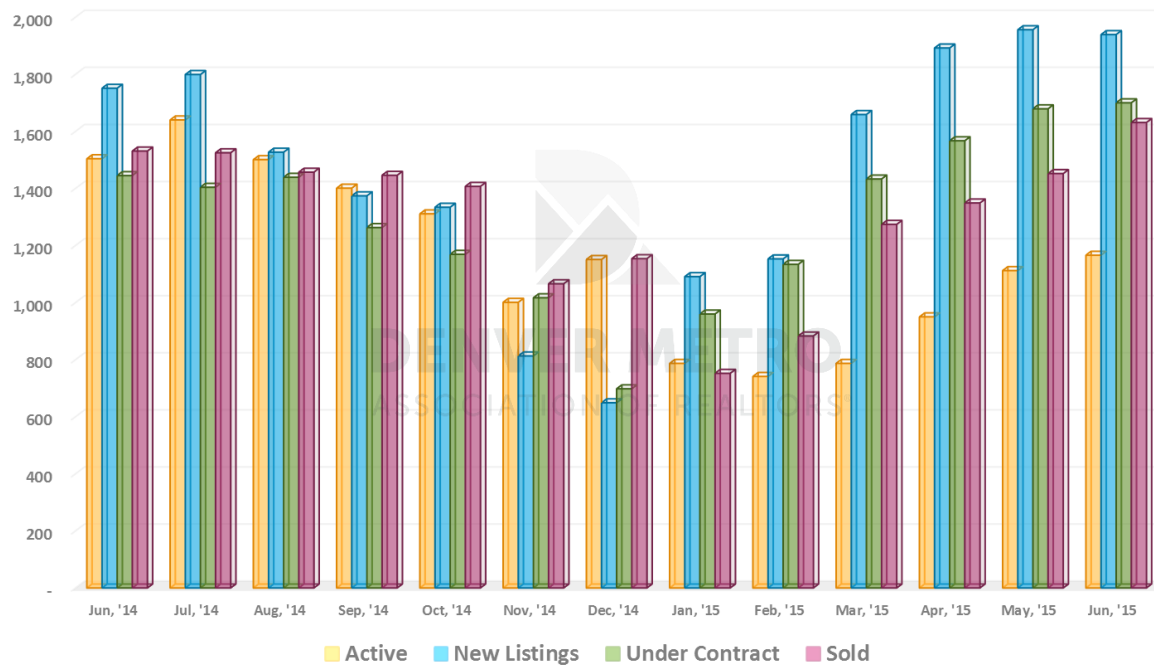


# ▶ DATA AT A GLANCE:

## SINGLE FAMILY | 11 COUNTY OVERVIEW

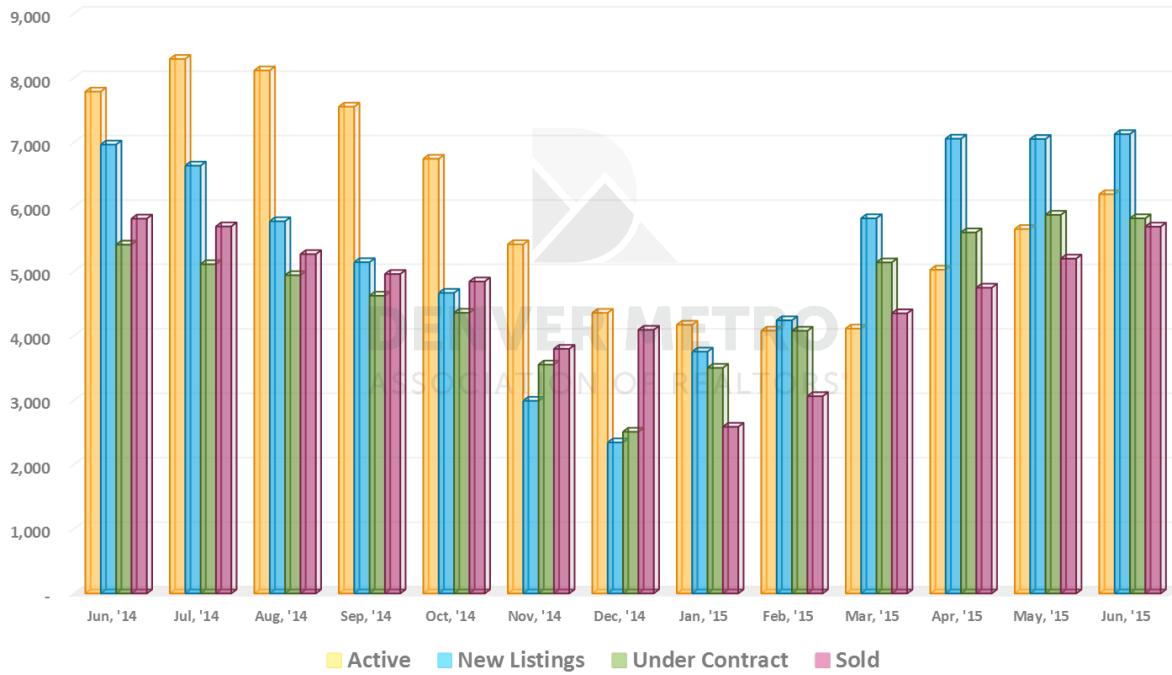


## CONDO | 11 COUNTY OVERVIEW

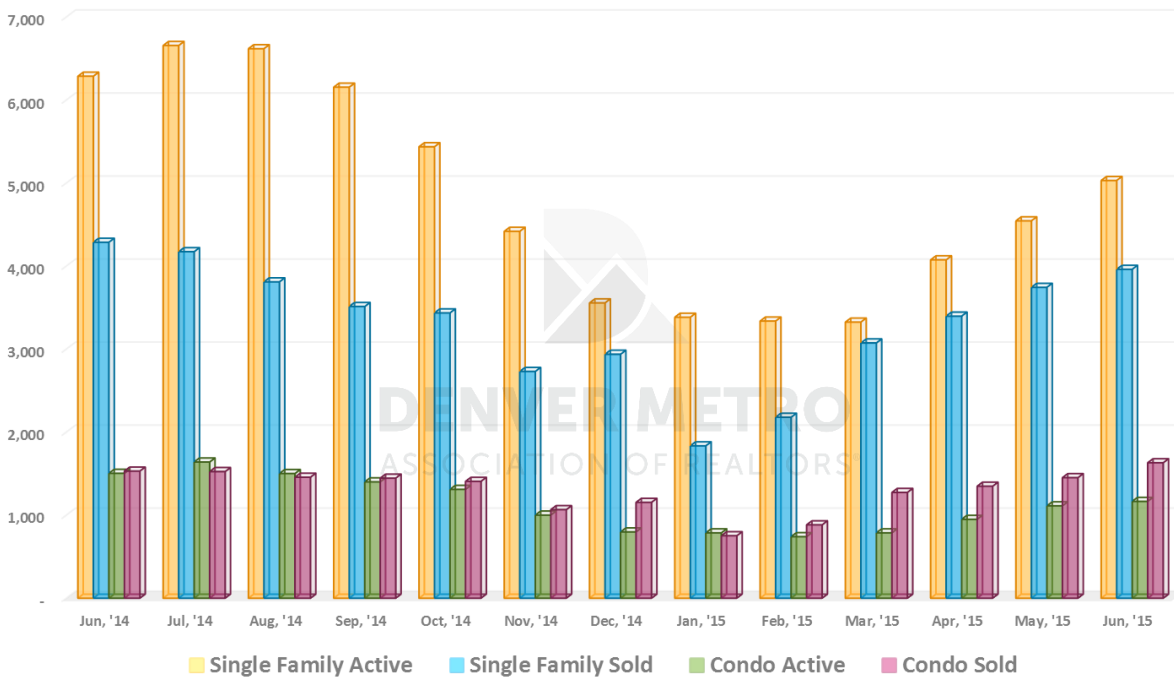




## RESIDENTIAL | 11 COUNTY OVERVIEW

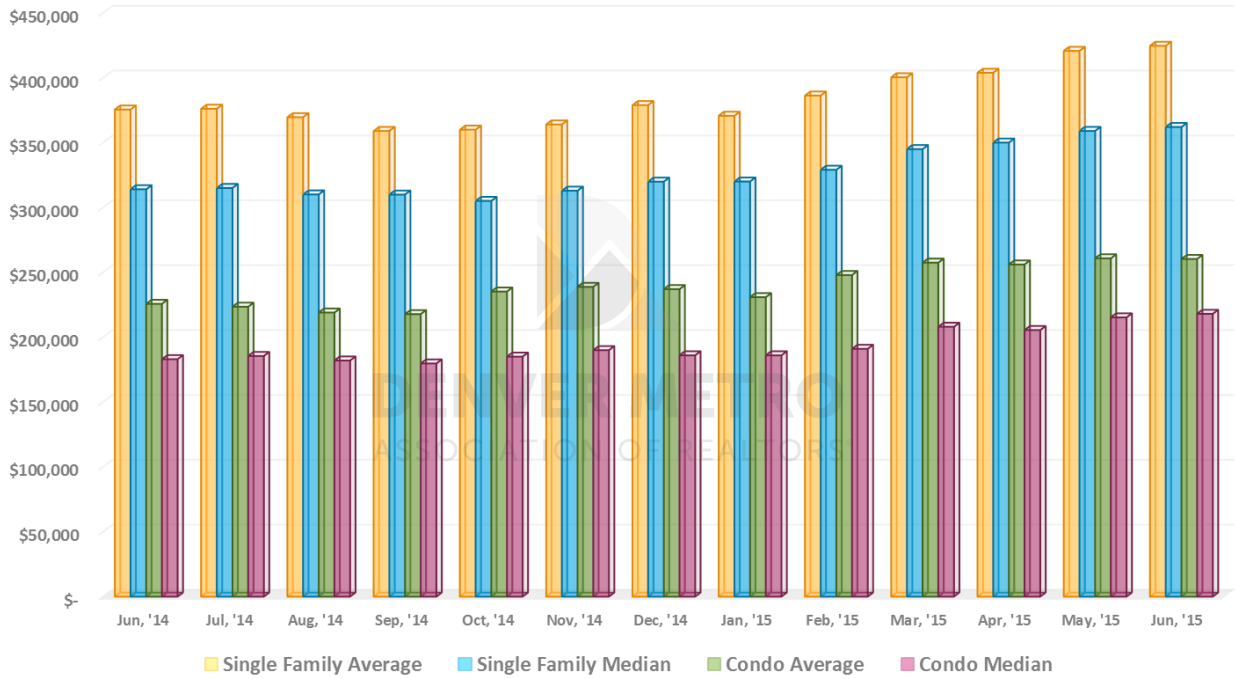


## ACTIVE & SOLD | 11 COUNTY OVERVIEW

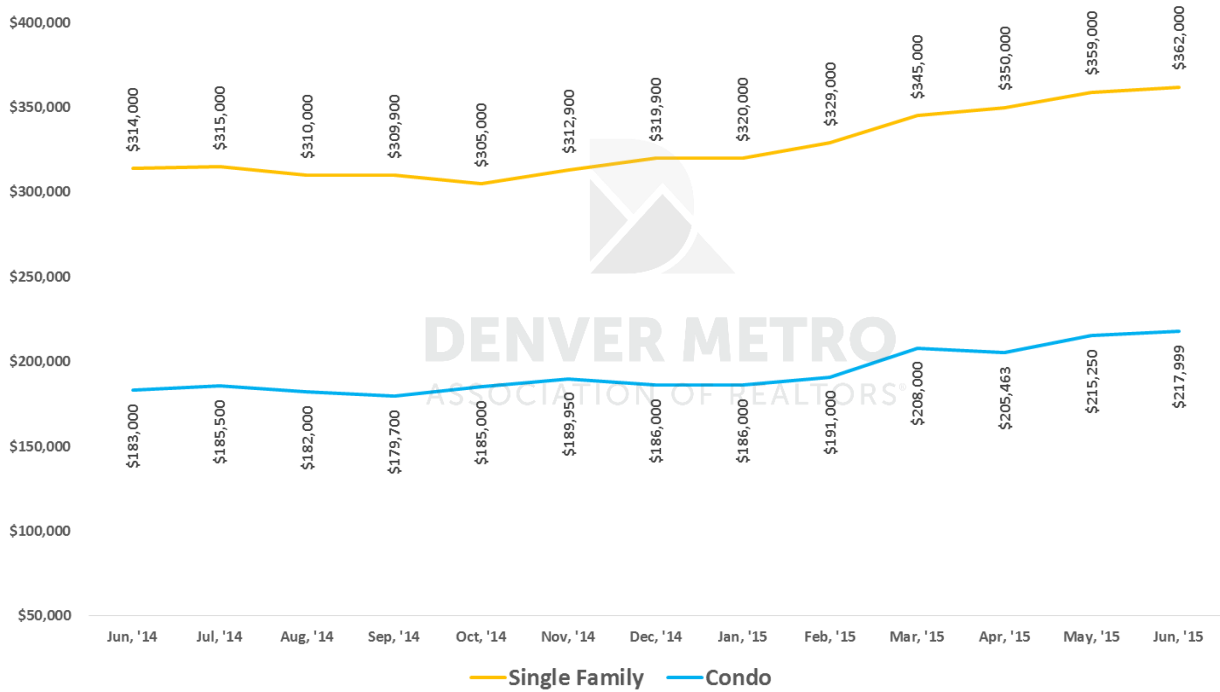




## AVERAGE AND MEDIAN SALES | 11 COUNTY OVERVIEW

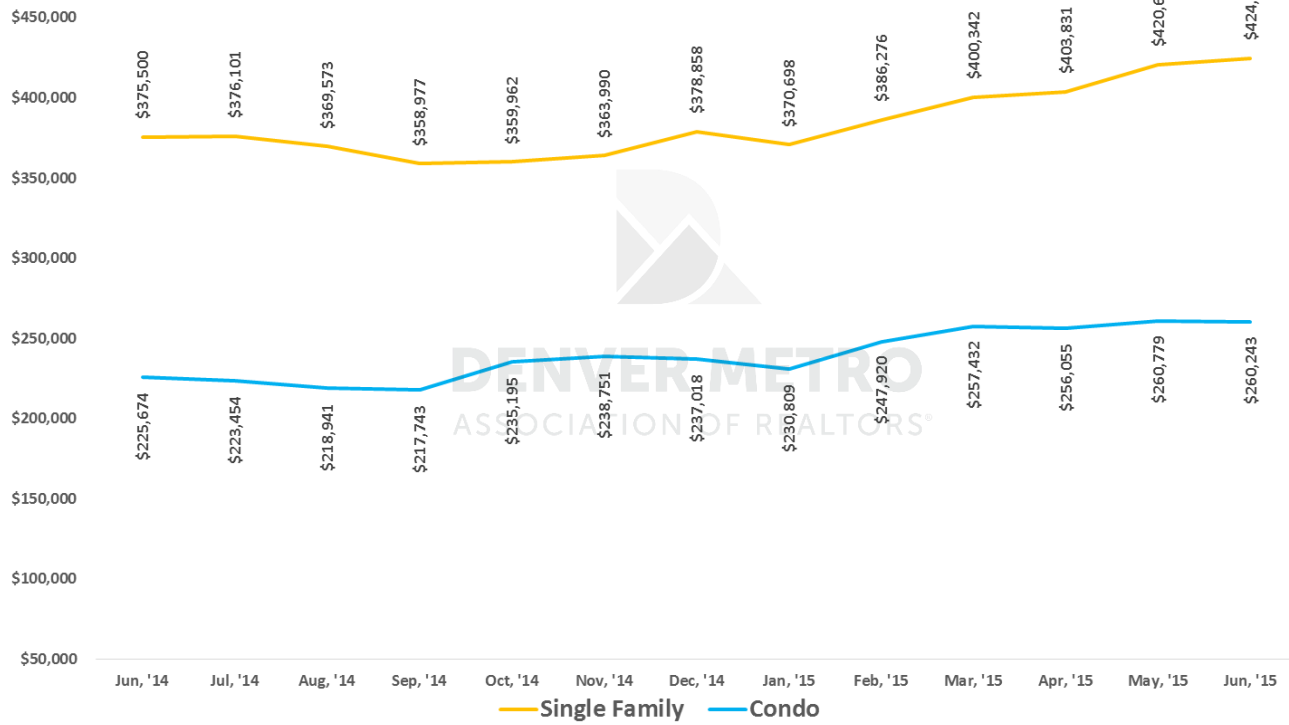


## Median Sales Price

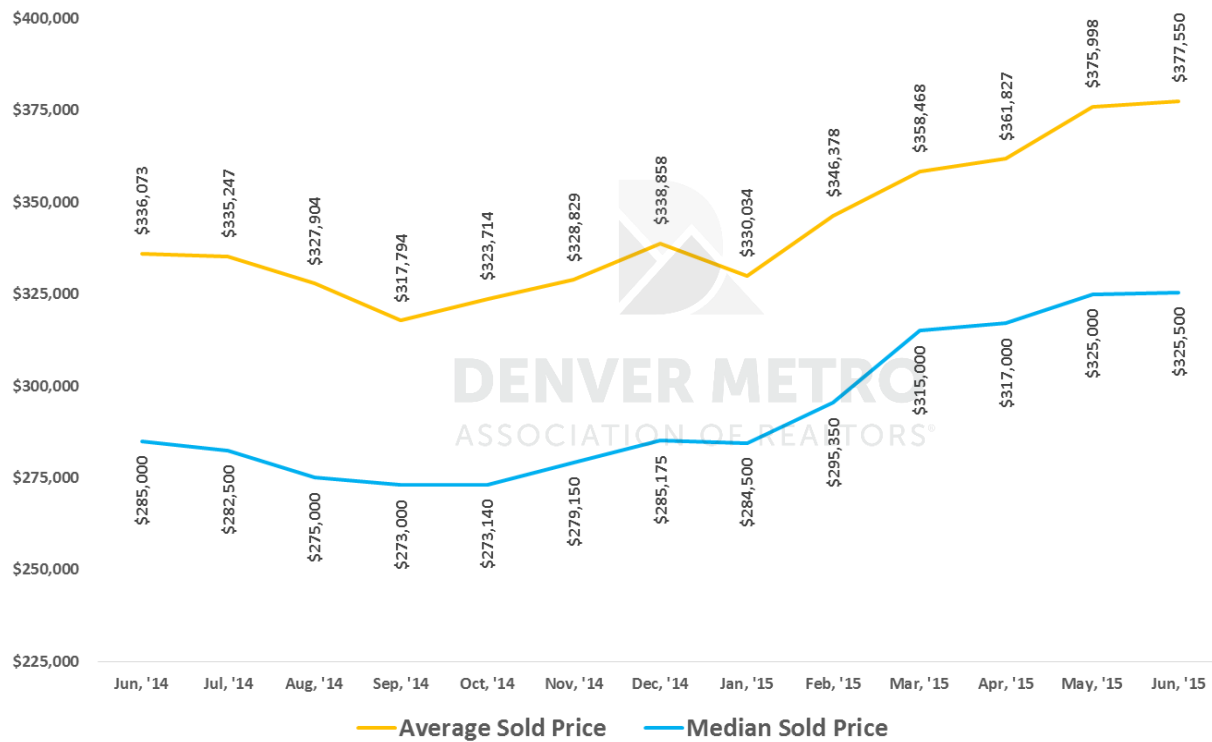




## Average Sales Price



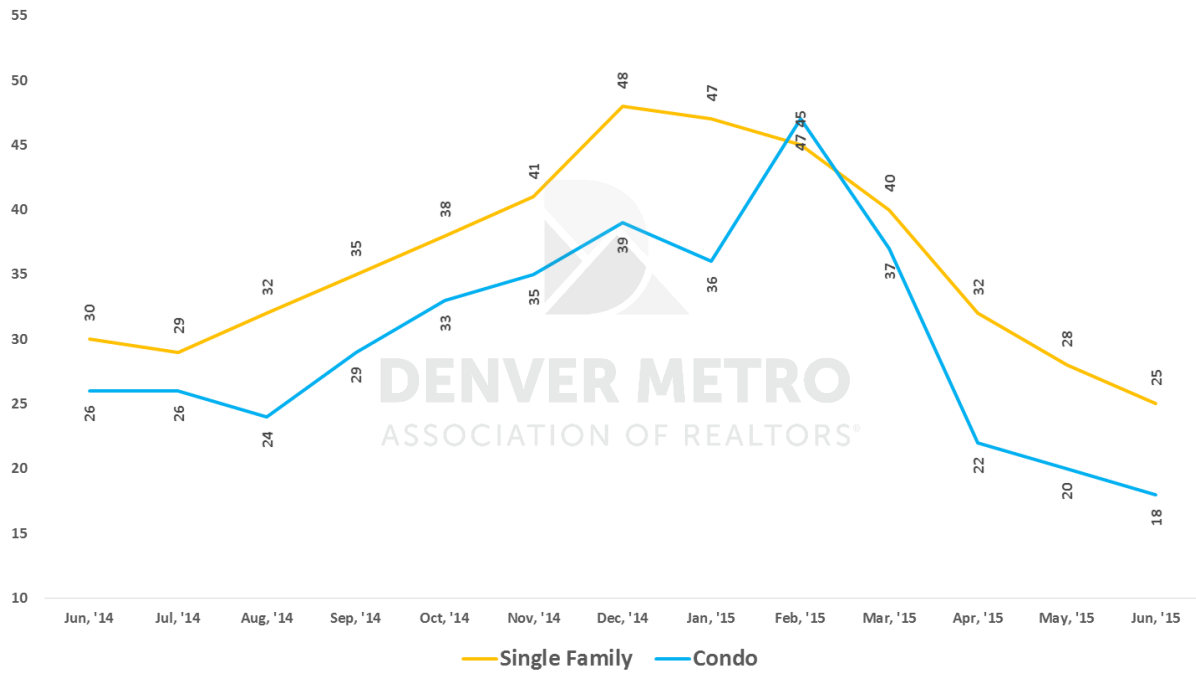
## Residential Sold Price



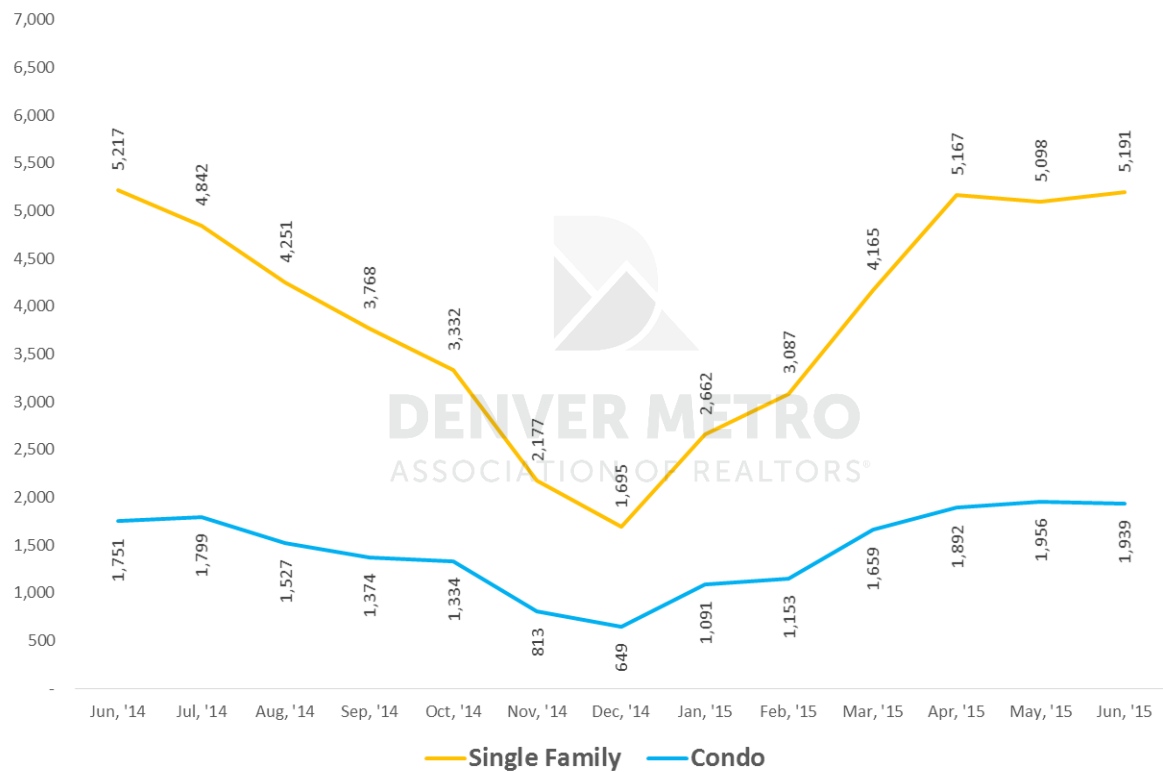




## Current Days on Market

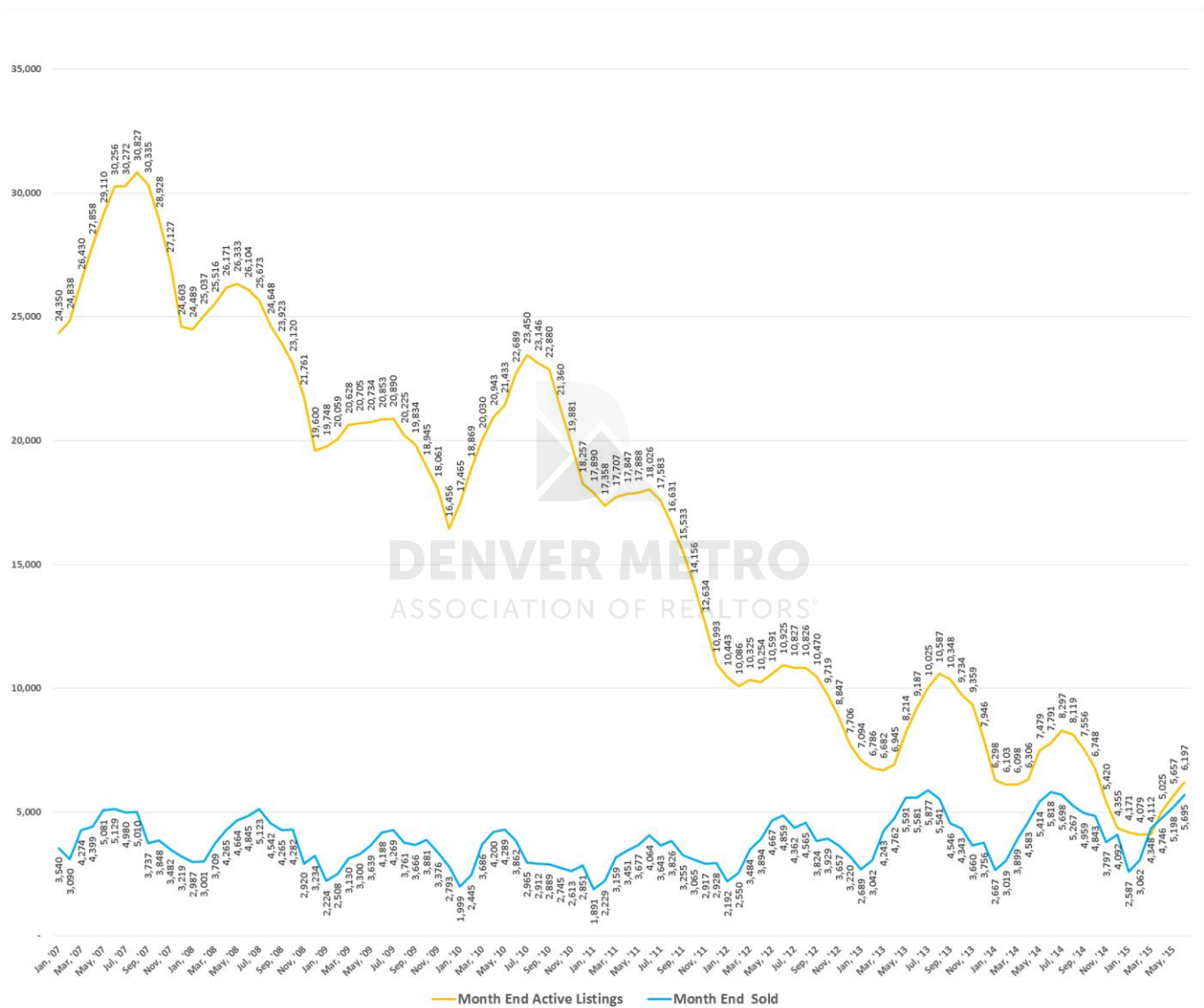


## New Listings





# Month End Active Listings and Month End Sold Homes





# ▶ DATA SNAPSHOT:

## Snapshot Month-over-Month and Year-over-Year Comparisons

	June, '15	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential (Single Family + Condo)</b>					
Active	6,197	5,657	7,791	9.55%	-20.46%
New Listings	7,130	7,054	6,968	1.08%	2.32%
Under Contract	5,823	5,877	5,414	-0.92%	7.55%
DOM	23	25	29	-8.00%	-20.69%
<b>Sold</b>	5,695	5,198	5,818	9.56%	-2.11%
<b>Average Sold Price</b>	\$377,550	\$375,998	\$336,073	0.41%	12.34%
<b>Median Sold Price</b>	\$325,500	\$325,000	\$285,000	0.15%	14.21%
<b>Sales Volume</b>	\$2,149,390,847	\$1,954,060,214	\$1,955,273,535	10.00%	9.93%
<b>Single Family (aka Detached Single Family)</b>					
Active	5,031	4,545	6,287	10.69%	-19.98%
New Listings	5,191	5,098	5,217	1.82%	-0.50%
Under Contract	4,123	4,198	3,969	-1.79%	3.88%
DOM	25	28	30	-10.71%	-16.67%
<b>Sold</b>	3,961	3,744	4,287	5.80%	-7.60%
<b>Average Sold Price</b>	\$424,609	\$420,670	\$375,500	0.94%	13.08%
<b>Median Sold Price</b>	\$362,000	\$359,000	\$314,000	0.84%	15.29%
<b>Sales Volume</b>	\$1,724,760,183	\$1,575,408,969	\$1,609,767,008	9.48%	7.14%
<b>Condo (aka Attached Single Family)</b>					
Active	1,166	1,112	1,504	4.86%	-22.47%
New Listings	1,939	1,956	1,751	-0.87%	10.74%
Under Contract	1,700	1,679	1,445	1.25%	17.65%
DOM	18	20	26	-10.00%	-30.77%
<b>Sold</b>	1,631	1,452	1,531	12.33%	6.53%
<b>Average Sold Price</b>	\$260,243	\$260,779	\$225,674	-0.21%	15.32%
<b>Median Sold Price</b>	\$217,999	\$215,250	\$183,000	1.28%	19.13%
<b>Sales Volume</b>	\$423,935,664	\$378,651,245	\$345,506,527	11.96%	22.70%

To stay up to date with relevant real estate news and statistics please visit [www.dmarealtors.com](http://www.dmarealtors.com), and join the conversation using the hashtag #DMARSTATS on social media.



Connect:



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

	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
<b>Residential (Single Family + Condo)</b>					
Active	6,197	7,791	9,187	-20.46%	-32.55%
Sold	25,636	25,400	25,928	0.93%	-1.13%
<b>Average Sold Price</b>	\$362,526	\$322,250	\$302,974	12.50%	19.66%
<b>Sales Volume</b>	\$9,293,710,483	\$8,185,148,969	\$7,855,515,021	13.54%	18.31%
<b>Single Family (aka Detached Single Family)</b>					
Active	5,031	6,287	7,558	-19.98%	-33.43%
Sold	18,190	18,652	20,601	-2.48%	-11.70%
<b>Average Sold Price</b>	\$408,167	\$358,624	\$331,318	13.81%	23.19%
<b>Sales Volume</b>	\$7,424,561,004	\$6,689,061,708	\$6,825,490,104	11.00%	8.78%
<b>Condo (aka Attached Single Family)</b>					
Active	1,166	1,504	1,629	-22.47%	-28.42%
Sold	7,341	6,748	5,327	8.79%	37.81%
<b>Average Sold Price</b>	\$254,523	\$221,708	\$193,359	14.80%	31.63%
<b>Sales Volume</b>	\$1,868,454,479	\$1,496,087,261	\$1,030,024,917	24.89%	81.40%

## Year-to-Date (YTD) 5 Year Snapshot (2011-2015)

	YTD 2015	YTD 2014	YTD 2013	YTD 2012	YTD 2011	2015 Versus 2014	2014 Versus 2013	2013 Versus 2012	2012 Versus 2011
<b>Residential (Single Family + Condo)</b>									
Active Listings at June month	6,197	7,791	9,187	10,925	18,026	-20.46%	-15.20%	-15.91%	-39.39%
New Listings	35,060	34,768	49,289	44,430	49,849	0.84%	-29.46%	10.94%	-10.87%
Current Days on Market	32	41	57	87	113	-21.95%	-28.07%	-34.48%	-23.01%
<b>Sold</b>	25,636	25,400	25,928	21,649	18,471	0.93%	-2.04%	19.77%	17.21%
<b>Avg Sold Price</b>	\$362,526	\$322,250	\$302,974	\$276,261	\$255,144	12.50%	6.36%	9.67%	8.28%
<b>Sales Volume</b>	\$9,293,710,483	\$8,185,148,969	\$7,855,515,021	\$5,980,782,468	\$4,712,771,947	13.54%	4.20%	31.35%	26.91%
<b>Single Family (aka Detached Single Family)</b>									
Active Listings at June month	4,545	5,995	7,558	9,074	14,215	-24.19%	-20.68%	-16.71%	-36.17%
New Listings	25,370	25,715	39,488	36,372	40,158	-1.34%	-34.88%	8.57%	-9.43%
Current Days on Market	34	43	57	87	111	-20.93%	-24.56%	-34.48%	-21.62%
<b>Sold</b>	18,190	18,652	20,601	17,377	14,699	-2.48%	-9.46%	18.55%	18.22%
<b>Avg Sold Price</b>	\$408,167	\$358,624	\$331,318	\$301,656	\$280,043	13.81%	8.24%	9.83%	7.72%
<b>Sales Volume</b>	\$7,424,561,004	\$6,689,061,708	\$6,825,490,104	\$5,241,882,939	\$4,116,356,100	11.00%	-2.00%	30.21%	27.34%
<b>Condo (aka Attached Single Family)</b>									
Active Listings at June month	1,112	1,484	1,629	1,851	3,811	-25.07%	-8.90%	-11.99%	-51.43%
New Listings	9,690	9,053	9,801	8,058	9,691	7.04%	-7.63%	21.63%	-16.85%
Current Days on Market	28	35	54	88	122	-20.00%	-35.19%	-38.64%	-27.87%
<b>Sold</b>	7,341	6,748	5,327	4,272	3,772	8.79%	26.68%	24.70%	13.26%
<b>Avg Sold Price</b>	\$254,523	\$221,708	\$193,359	\$172,963	\$158,117	14.80%	14.66%	11.79%	9.39%
<b>Sales Volume</b>	\$1,868,454,479	\$1,496,087,261	\$1,030,024,917	\$738,899,529	\$596,415,847	24.89%	45.25%	39.40%	23.89%



## Number Of Homes Sold by County

<b>June 2015 Data</b>			
<b>County</b>	<b>Single Family</b>	<b>Condo</b>	<b>Residential</b>
ADAMS	607	175	607
ARAPAHOE	841	407	1,248
BOULDER	96	40	136
BROOMFIELD	93	31	124
CLEAR CREEK	24	1	25
DENVER	744	566	1,310
DOUGLAS	717	137	854
ELBERT	48	-	48
GILPIN	9	2	11
JEFFERSON	742	272	1,014
PARK	40	-	40
<b>TOTALS</b>	<b>3,961</b>	<b>1,631</b>	<b>5,592</b>

<b>YTD Data</b>			
<b>County</b>	<b>Single Family</b>	<b>Condo</b>	<b>Residential</b>
ADAMS	2,872	732	3,604
ARAPAHOE	3,693	1,909	5,602
BOULDER	486	156	642
BROOMFIELD	405	110	515
CLEAR CREEK	92	12	104
DENVER	3,590	2,595	6,185
DOUGLAS	3,111	587	3,698
ELBERT	230	2	232
GILPIN	41	4	45
JEFFERSON	3,454	1,233	4,687
PARK	216	1	217
<b>TOTALS</b>	<b>18,190</b>	<b>7,341</b>	<b>25,531</b>



# ▶ MARKET TRENDS:

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	9	21	2.33	68	50	0.74
\$100,000 to \$199,999	130	144	1.11	608	253	0.42
\$200,000 to \$299,999	1,076	476	0.44	531	189	0.36
\$300,000 to \$399,999	1,165	804	0.69	211	181	0.86
\$400,000 to \$499,999	679	834	1.23	99	132	1.33
\$500,000 to \$749,999	624	1,316	2.11	94	241	2.56
\$750,000 to \$999,999	154	594	3.86	12	69	5.75
\$1,000,000 and over	124	842	6.79	8	51	6.38
<b>TOTALS</b>	<b>3,961</b>	<b>5,031</b>	<b>1.27</b>	<b>1,631</b>	<b>1,166</b>	<b>0.71</b>

Price Range	Single Family			Condo		
	Sold	%	change	Sold	%	change
	June, '15	May, '15	change	June, '15	May, '15	change
\$0 to \$99,999	9	8	12.50%	68	94	-27.66%
\$100,000 to \$199,999	130	140	-7.14%	608	542	12.18%
\$200,000 to \$299,999	1,076	1,004	7.17%	531	427	24.36%
\$300,000 to \$399,999	1,165	1,101	5.81%	211	189	11.64%
\$400,000 to \$499,999	679	690	-1.59%	99	95	4.21%
\$500,000 to \$749,999	624	568	9.86%	94	83	13.25%
\$750,000 to \$999,999	154	127	21.26%	12	12	0.00%
\$1,000,000 and over	124	106	16.98%	8	10	-20.00%
<b>TOTALS</b>	<b>3,961</b>	<b>3,744</b>	<b>5.80%</b>	<b>1,631</b>	<b>1,452</b>	<b>12.33%</b>

Price Range	Single Family			Condo		
	Sold	%	change	Sold	%	change
	YTD Jun, '15	YTD Jun '14	change	YTD Jun, '15	YTD Jun '14	change
\$0 to \$99,999	53	137	-61.31%	472	756	-37.57%
\$100,000 to \$199,999	1,007	2,505	-59.80%	2,950	3,236	-8.84%
\$200,000 to \$299,999	5,233	6,557	-20.19%	2,016	1,528	31.94%
\$300,000 to \$399,999	5,210	4,337	20.13%	901	638	41.22%
\$400,000 to \$499,999	3,046	2,435	25.09%	469	234	100.43%
\$500,000 to \$749,999	2,559	1,872	36.70%	418	262	59.54%
\$750,000 to \$999,999	625	447	39.82%	79	63	25.40%
\$1,000,000 and over	457	362	26.24%	36	31	16.13%
<b>TOTALS</b>	<b>18,190</b>	<b>18,652</b>	<b>-2.48%</b>	<b>7,341</b>	<b>6,748</b>	<b>8.79%</b>



▶ **EXPERT OPINION** | **Luxury, Signature, Premier Reports**



**While sellers were the heavy favorites with homes priced below \$1,000,000, that price appeared to be the fulcrum in June.**

Power evened out between buyers and sellers once over \$1,000,000 and up to \$1,999,999. June ended with 5.25 months of inventory, which is considered a neutral market with neither buyers nor sellers having the advantage. However, sellers made strides with a more than 25% increase in the number of single family luxury home sales. If sales continue at that pace, it won't be long before sellers have the upper hand there, too.

In the meantime, luxury condo sellers are getting less per square-foot now than a year ago. Last year, condo sales averaged \$566 per square-foot. In June, the average price per square foot was down more than 12% to \$496. Single family luxury homes over a million are trending the other direction – a year ago the average price per square-foot was \$247, and now it's all the way up to \$286!

It will be a while before the scales tip toward sellers of homes above \$2,000,000. If every home priced above \$2,000,000 sold at the rate they've been selling, it would take 22 months to work through all of the homes currently on the market. The number of sales of \$2,000,000 and up homes at the end of June was the exact same as it was a year ago at this time. No fireworks to be seen there.



**- Jill Schafer & Nicole Rufener, DMAR Market Trends Committee Spokespersons**



# LUXURY MARKET

Properties Sold for  
\$1 Million or More

## Snapshot Month-over-Month & Year-over-Year Comparisons **LUXURY**

Single Family	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	124	106	88	16.98%	40.91%
AVERAGE PRICE	\$ 1,446,502	\$ 1,555,302	\$ 1,599,021	-7.00%	-9.54%
SALES VOLUME	\$ 179,366,248	\$ 164,862,012	\$ 140,713,848	8.80%	27.47%
CDOM	86	130	76	-33.85%	13.16%
SALE/LIST PRICE	111.77%	95.58%	97.20%	16.94%	14.99%
PSF TOTAL	\$ 286	\$ 257	\$ 247	11.28%	15.79%

Condo	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	8	10	5	-20.00%	60.00%
AVERAGE PRICE	\$ 1,339,250	\$ 1,596,114	\$ 1,643,600	-16.09%	-18.52%
SALES VOLUME	\$ 10,714,000	\$ 15,961,140	\$ 8,218,000	-32.87%	30.37%
CDOM	126	37	143	240.54%	-11.89%
SALE/LIST PRICE	95.35%	98.68%	96.57%	-3.37%	-1.26%
PSF TOTAL	\$ 495	\$ 500	\$ 566	-1.00%	-12.54%

Residential	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	132	116	93	13.79%	41.94%
AVERAGE PRICE	\$ 1,440,002	\$ 1,558,821	\$ 1,601,418	-7.62%	-10.08%
SALES VOLUME	\$ 190,080,264	\$ 180,823,236	\$ 148,931,874	5.12%	27.63%
CDOM	89	122	80	-27.05%	11.25%
SALE/LIST PRICE	110.78%	95.84%	97.17%	15.59%	14.01%
PSF TOTAL	\$ 298	\$ 278	\$ 264	7.19%	12.88%

## Snapshot Year-to-Date and Year-over-Year Comparisons **LUXURY**

Single Family	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	457	362	344	26.24%	32.85%
AVERAGE PRICE	\$ 1,497,561	\$ 1,574,698	\$ 1,516,667	-4.90%	-1.26%
SALES VOLUME	\$ 684,385,377	\$ 570,040,676	\$ 521,733,448	20.06%	31.18%
CDOM	116	114	189	1.75%	-38.62%
SALE/LIST PRICE	100.23%	96.42%	95.48%	3.95%	4.97%
PSF TOTAL	\$ 265	\$ 249	\$ 239	6.43%	10.88%

Condo	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	36	31	26	16.13%	38.46%
AVERAGE PRICE	\$ 1,505,282	\$ 1,719,890	\$ 1,459,340	-12.48%	3.15%
SALES VOLUME	\$ 54,190,152	\$ 53,316,590	\$ 37,942,840	1.64%	42.82%
CDOM	141	117	164	20.51%	-14.02%
SALE/LIST PRICE	97.97%	94.49%	93.96%	3.68%	4.27%
PSF TOTAL	\$ 503	\$ 491	\$ 501	2.44%	0.40%

Residential	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	493	393	370	25.45%	33.24%
AVERAGE PRICE	\$ 1,498,124	\$ 1,586,151	\$ 1,512,639	-5.55%	-0.96%
SALES VOLUME	\$ 738,575,132	\$ 623,357,343	\$ 559,676,430	18.48%	31.96%
CDOM	118	114	188	3.51%	-37.23%
SALE/LIST PRICE	100.06%	96.26%	95.37%	3.95%	4.92%
PSF TOTAL	\$ 282	\$ 268	\$ 258	5.22%	9.30%





# ▶ SIGNATURE MARKET |

Properties Sold Between  
\$750,000 and \$999,999

## Snapshot Month-over-Month and Year-over-Year Comparisons SIGNATURE

Single Family	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	154	127	122	21.26%	26.23%
AVERAGE PRICE	\$ 847,976	\$ 842,227	\$ 848,900	0.68%	-0.11%
SALES VOLUME	\$ 130,588,304	\$ 106,962,829	\$ 103,565,800	22.09%	26.09%
CDOM	69	73	78	-5.48%	-11.54%
SALE/LIST PRICE	98.04%	98.80%	98.33%	-0.77%	-0.29%
PSF TOTAL	\$ 187	\$ 189	\$ 187	-1.06%	0.00%

Condo	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	12	12	14	0.00%	-14.29%
AVERAGE PRICE	\$ 872,333	\$ 818,285	\$ 866,486	6.61%	0.67%
SALES VOLUME	\$ 10,467,996	\$ 9,819,420	\$ 12,130,804	6.61%	-13.71%
CDOM	101	166	122	-39.16%	-17.21%
SALE/LIST PRICE	97.81%	100.63%	98.34%	-2.80%	-0.54%
PSF TOTAL	\$ 328	\$ 260	\$ 367	26.15%	-10.63%

Residential	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	166	139	136	19.42%	22.06%
AVERAGE PRICE	\$ 849,736	\$ 840,160	\$ 850,710	1.14%	-0.11%
SALES VOLUME	\$ 141,056,176	\$ 116,782,240	\$ 115,696,560	20.79%	21.92%
CDOM	72	81	83	-11.11%	-13.25%
SALE/LIST PRICE	98.03%	98.96%	98.33%	-0.94%	-0.31%
PSF TOTAL	\$ 198	\$ 195	\$ 206	1.54%	-3.88%

## Snapshot Year-to-Date and Year-over-Year Comparisons SIGNATURE

Single Family	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	625	447	450	39.82%	38.89%
AVERAGE PRICE	\$ 845,952	\$ 845,621	\$ 847,510	0.04%	-0.18%
SALES VOLUME	\$ 528,720,000	\$ 377,992,587	\$ 381,379,500	39.88%	38.63%
CDOM	93	99	106	-6.06%	-12.26%
SALE/LIST PRICE	97.96%	97.86%	97.77%	0.10%	0.19%
PSF TOTAL	\$ 189	\$ 183	\$ 181	3.28%	4.42%

Condo	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	79	63	40	25.40%	97.50%
AVERAGE PRICE	\$ 860,164	\$ 856,977	\$ 838,140	0.37%	2.63%
SALES VOLUME	\$ 67,952,956	\$ 53,989,551	\$ 33,525,600	25.86%	102.69%
CDOM	98	153	134	-35.95%	-26.87%
SALE/LIST PRICE	99.19%	97.19%	95.65%	2.06%	3.70%
PSF TOTAL	\$ 311	\$ 338	\$ 368	-7.99%	-15.49%

Residential	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	704	510	490	38.04%	43.67%
AVERAGE PRICE	\$ 847,547	\$ 847,024	\$ 846,745	0.06%	0.09%
SALES VOLUME	\$ 596,673,088	\$ 431,982,240	\$ 414,905,050	38.12%	43.81%
CDOM	93	106	108	-12.26%	-13.89%
SALE/LIST PRICE	98.10%	97.78%	97.59%	0.33%	0.52%
PSF TOTAL	\$ 203	\$ 203	\$ 196	0.00%	3.57%



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

## Snapshot Month-over-Month and Year-over-Year Comparisons PREMIER

Single Family	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	624	568	473	9.86%	31.92%
AVERAGE PRICE	\$ 594,146	\$ 590,832	\$ 599,179	0.56%	-0.84%
SALES VOLUME	\$ 370,747,104	\$ 335,592,576	\$ 283,411,667	10.48%	30.82%
CDOM	45	50	50	-10.00%	-10.00%
SALE/LIST PRICE	99.67%	99.23%	98.94%	0.44%	0.74%
PSF TOTAL	\$ 162	\$ 162	\$ 160	0.00%	1.25%

Condo	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	94	83	60	13.25%	56.67%
AVERAGE PRICE	\$ 607,499	\$ 610,017	\$ 590,511	-0.41%	2.88%
SALES VOLUME	\$ 57,104,906	\$ 50,631,411	\$ 35,430,660	12.79%	61.17%
CDOM	61	113	64	-46.02%	-4.69%
SALE/LIST PRICE	99.22%	98.91%	98.07%	0.31%	1.17%
PSF TOTAL	\$ 294	\$ 284	\$ 280	3.52%	5.00%

Residential	Jun '15	May '15	Jun '14	Jun '15 vs May '15	Jun '15 vs Jun '14
# SOLD	718	651	533	10.29%	34.71%
AVERAGE PRICE	\$ 595,894	\$ 593,278	\$ 598,203	0.44%	-0.39%
SALES VOLUME	\$ 427,851,892	\$ 386,223,978	\$ 318,842,199	10.78%	34.19%
CDOM	47	58	52	-18.97%	-9.62%
SALE/LIST PRICE	99.61%	99.19%	98.84%	0.42%	0.78%
PSF TOTAL	\$ 177	\$ 178	\$ 174	-0.56%	1.72%

## Snapshot Year-to-Date and Year-over-Year Comparisons PREMIER

Single Family	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	2,559	1,872	1,788	36.70%	43.12%
AVERAGE PRICE	\$ 592,563	\$ 592,443	\$ 592,523	0.02%	0.01%
SALES VOLUME	\$ 1,516,368,717	\$ 1,109,053,296	\$ 1,059,431,124	36.73%	43.13%
CDOM	61	65	83	-6.15%	-26.51%
SALE/LIST PRICE	99.06%	98.61%	98.14%	0.46%	0.94%
PSF TOTAL	\$ 164	\$ 157	\$ 156	4.46%	5.13%

Condo	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	418	262	102	59.54%	309.80%
AVERAGE PRICE	\$ 600,061	\$ 601,056	\$ 609,815	-0.17%	-1.60%
SALES VOLUME	\$ 250,825,498	\$ 157,476,672	\$ 62,201,130	59.28%	303.25%
CDOM	111	88	113	26.14%	-1.77%
SALE/LIST PRICE	98.90%	98.84%	98.21%	0.06%	0.70%
PSF TOTAL	\$ 283	\$ 278	\$ 295	1.80%	-4.07%

Residential	YTD 2015	YTD 2014	YTD 2013	'15 vs '14	'15 vs '13
# SOLD	2,977	2,134	1,890	39.50%	57.51%
AVERAGE PRICE	\$ 593,616	\$ 593,500	\$ 593,456	0.02%	0.03%
SALES VOLUME	\$ 1,767,194,832	\$ 1,266,529,000	\$ 1,121,631,840	39.53%	57.56%
CDOM	68	68	84	0.00%	-19.05%
SALE/LIST PRICE	99.04%	98.64%	98.14%	0.41%	0.92%
PSF TOTAL	\$ 180	\$ 172	\$ 164	4.65%	9.76%



## ▶ 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.

**Under Contract** = the number of listings that were changed status from Active to Under Contract at the end of the reported period. Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Under Contract, out of Under Contract, then back into Under Contract 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 on Market (DOM)** = a measure of how long it takes a given property to sell, on average.

**Sold Listings** = a measure of home sales that sold and closed during the reported period.

**Average Sales 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 Sales Price** = a measure of home values in a market area where 50% of activity was higher and 50% 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 4 to 6 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 Single Family Homes as well as Condos.

**Single Family (Detached Homes)** = activity of Detached Single Family Homes.

**Condo (Attached Homes)** = activity of Attached Condos & Townhomes.

**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 (formerly known as Metrolist)** = the source of our MLS listings data.



## ▶ ABOUT | DMAR MARKET TRENDS COMMITTEE

The DMAR Market Trends Committee, part of the Denver Metro Association of REALTORS®, provide 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. Source of the reported data is REcolorado.

DMAR’s Market Trends Committee consists of the following members:

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- Steve Danyliw, CBR, Broker/Owner at Danyliw & Associates | 303.880.1865
- Nicole Rufener, Managing Broker, REALTOR, Live Urban Real Estate | 720.318.7425
- Jill Schafer, Broker Associate, Kentwood Real Estate | 720.422.0950

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