

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

April 2018

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MARKET OVERVIEW

The April report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the March 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 (Single Family plus Condo)

		Prior Month	Year-Over-Year
Active Inventory	4,619	13.10%	-6.14%
Sold Homes	4,213	26.74%	-12.03%
Average Sold Price	\$470,619	3.52%	10.90%
Median Sold Price	\$407,000	1.50%	9.12%
Average Days on Market	44	-13.73%	10.00%

Single Family (aka Detached Single Family)

Active Inventory	3,416	13.30%	-9.44%
Sold Homes	2,942	28.14%	-14.08%
Average Sold Price	\$522,277	3.77%	11.70%
Median Sold Price	\$440,875	1.03%	8.52%
Average Days on Market	32	-23.81%	-21.95%

Condo (aka Attached Single Family)

Active Inventory	1,203	12.54%	4.70%
Sold Homes	1,271	26.64%	-6.89%
Average Sold Price	\$351,044	1.48%	11.09%
Median Sold Price	\$295,000	-1.67%	17.21%
Average Days on Market	71	-1.39%	



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MARKET INSIGHTS

- ✓ According to RealtyTrac, one in every 5,242 homes in Colorado is in foreclosure. This compares favorably to the national number of one in every 2,149 homes. Of the 11-county metro area, Broomfield has the highest rate of foreclosures of one in every 2,455 homes.
- ✓ We are potentially going to see four interest rate increases in 2018, which will have an impact on the Denver housing market.
- ✓ As of March, the city of Denver is now accepting commercial and multi-family building plans via email at PlanReview@denvergov.org. This should save builders, architects and developers time at the Denver Development Services office waiting for an appointment at the permit counter, and will allow more than one process to occur simultaneously. Perhaps streamlining this process will help get more new homes to the market quickly, easing the inventory shortage.
- ✓ According to a Denverite article, 71 percent of Airbnb hosts are complying with the law to get a short-term rental license.
- ✓ As inventory remains tight and offers are often contingent on the sale of another home (and another behind that one), more sellers are asking for some amount of non-refundable earnest money, or extended occupancy, to cover their risk of a sale not closing at the last minute.
- ✓ Under the new direction of the Consumer Financial Protection Bureau, Mick Mulvaney has established new guiding principles. The agency will only seek actions against companies or individuals that are found to commit "quantifiable and unavoidable harm to consumers."
- ✓ A recent survey shows Baby Boomers want high-speed internet and to live near grocery stores and hospitals. Over 90 percent said

they plan to stay in their own home. The more who stay in their homes, the less resale homes are available for new buyers.

- ✓ More listings are hitting the market on Thursdays with agents keeping them open during the weekend, with offer deadlines by Monday. This is a continuing trend for new listings.
- ✓ In a seller's market, it is more important than ever to be a strong buyer's agent. A frequent and willing exchange of information with the listing agent can help present an offer that meets and exceeds the seller's expectations.
- ✓ The price of lumber, from framing to structural panels, has increased in recent weeks with some prices rising more than 30 percent.
- ✓ The construction industry has yet to recover to 2006 levels. According to data from the American Community Survey, we had 1.4 million more workers employed in the construction industry in 2006 than 2016, nationally.
- ✓ New construction seems to have taken over single-family rehabs in the often overlooked Avondale/Villa Park neighborhoods. There has been an increase in affordable, transit-focused new construction of townhomes, duplexes and condos clustered near the light rail at Knox Ct. Station, Perry St. Station and Sheridan Station, which seem ideal for established Millennials, active Boomers and downtown commuters.
- ✓ **Quick Stats:**
 - Average active listings for March is 15,040 (1985-2017). March 2018 closed with 4,619 active listings.
 - Record-high March was 2006 with 27,309 listings, and 2015 represented the record-low with 4,112 listings.
 - The 20-year average change in active listings from February to March is a 5.58 percent increase; 2018 represents an increase of 13.10 percent.



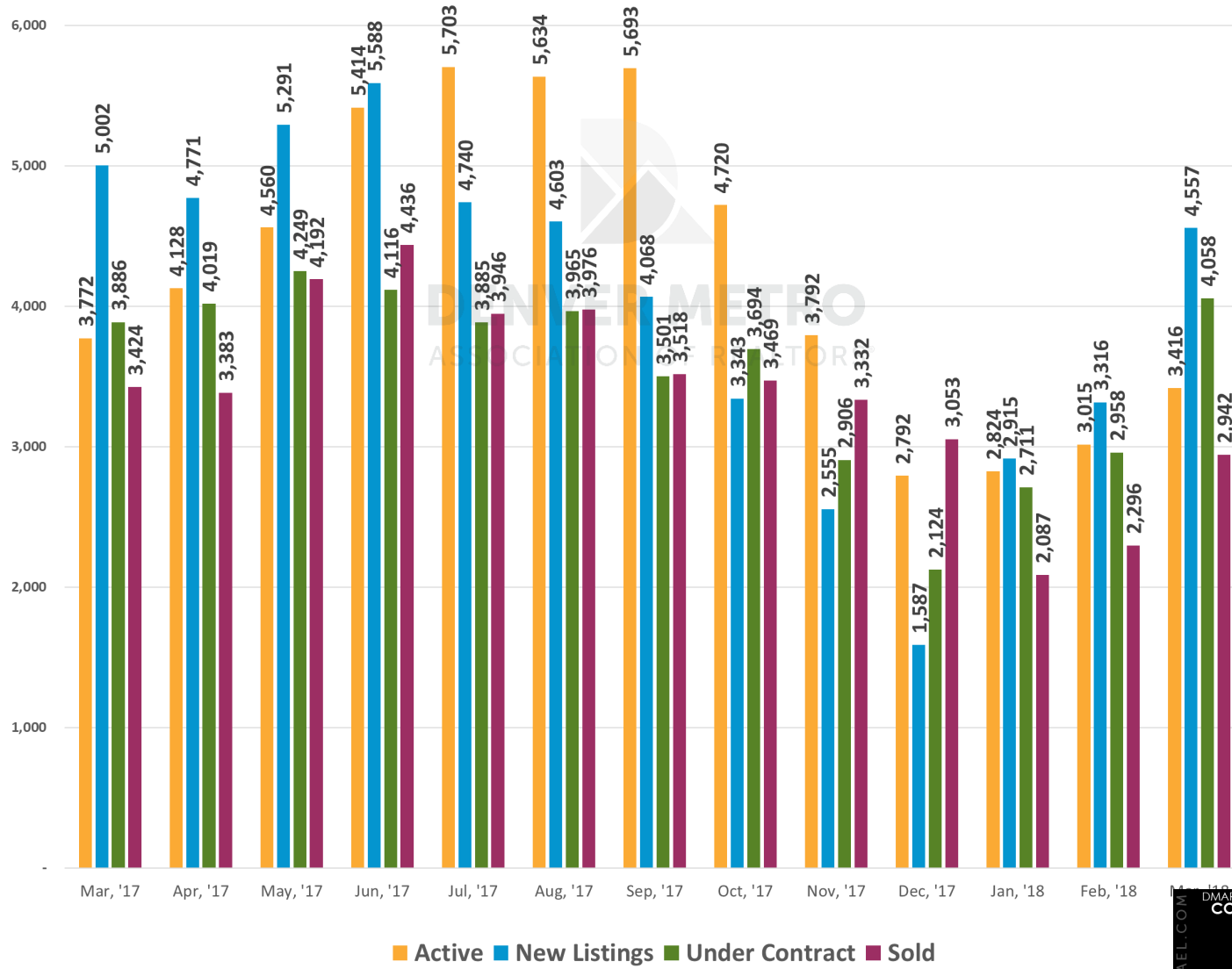
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Single Family (aka Detached Single Family)

DMAR Market Trends | March 2018 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



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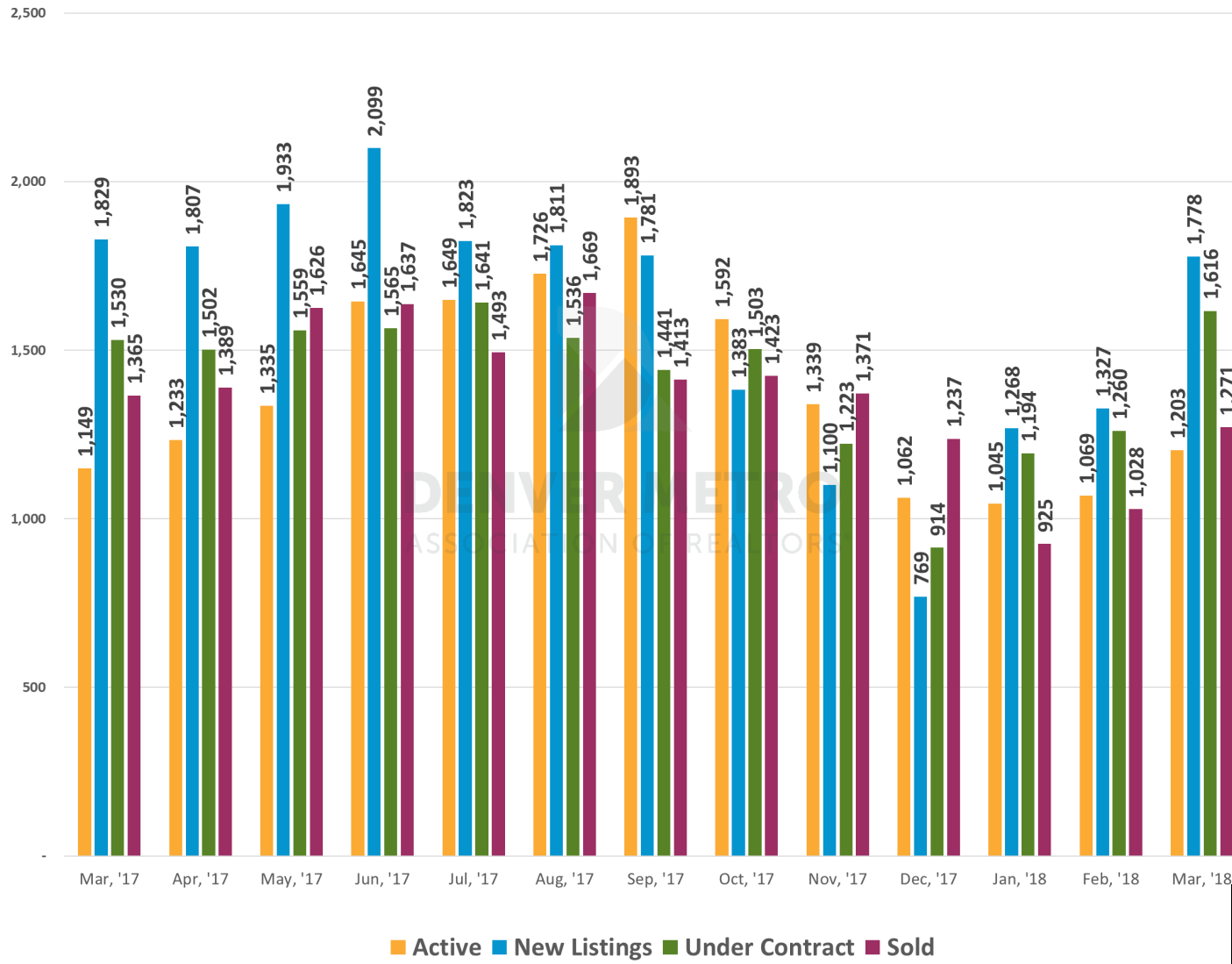
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Condo (aka Attached Single Family)

DMAR Market Trends | March 2018 Data

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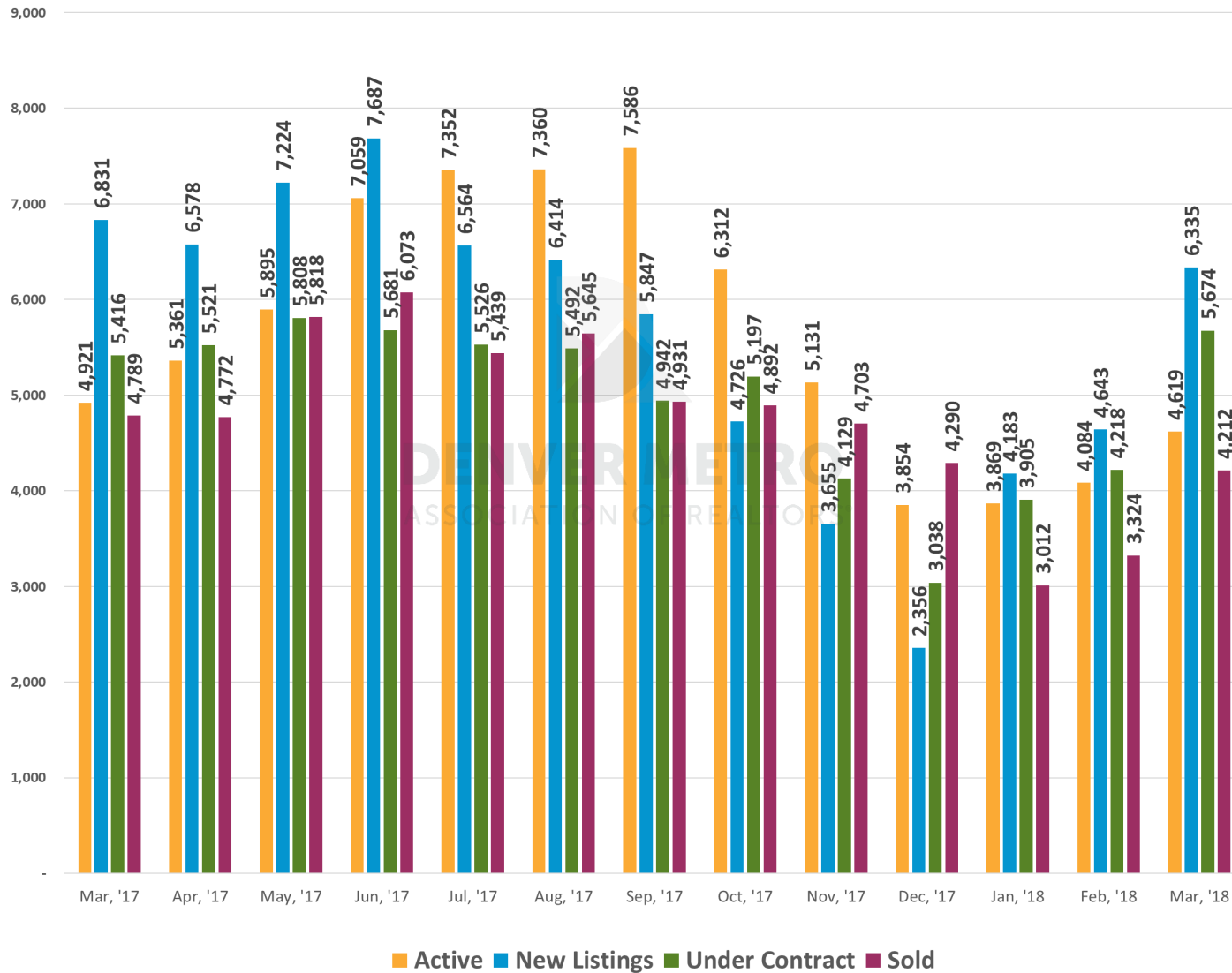
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Residential (Single Family + Condo)

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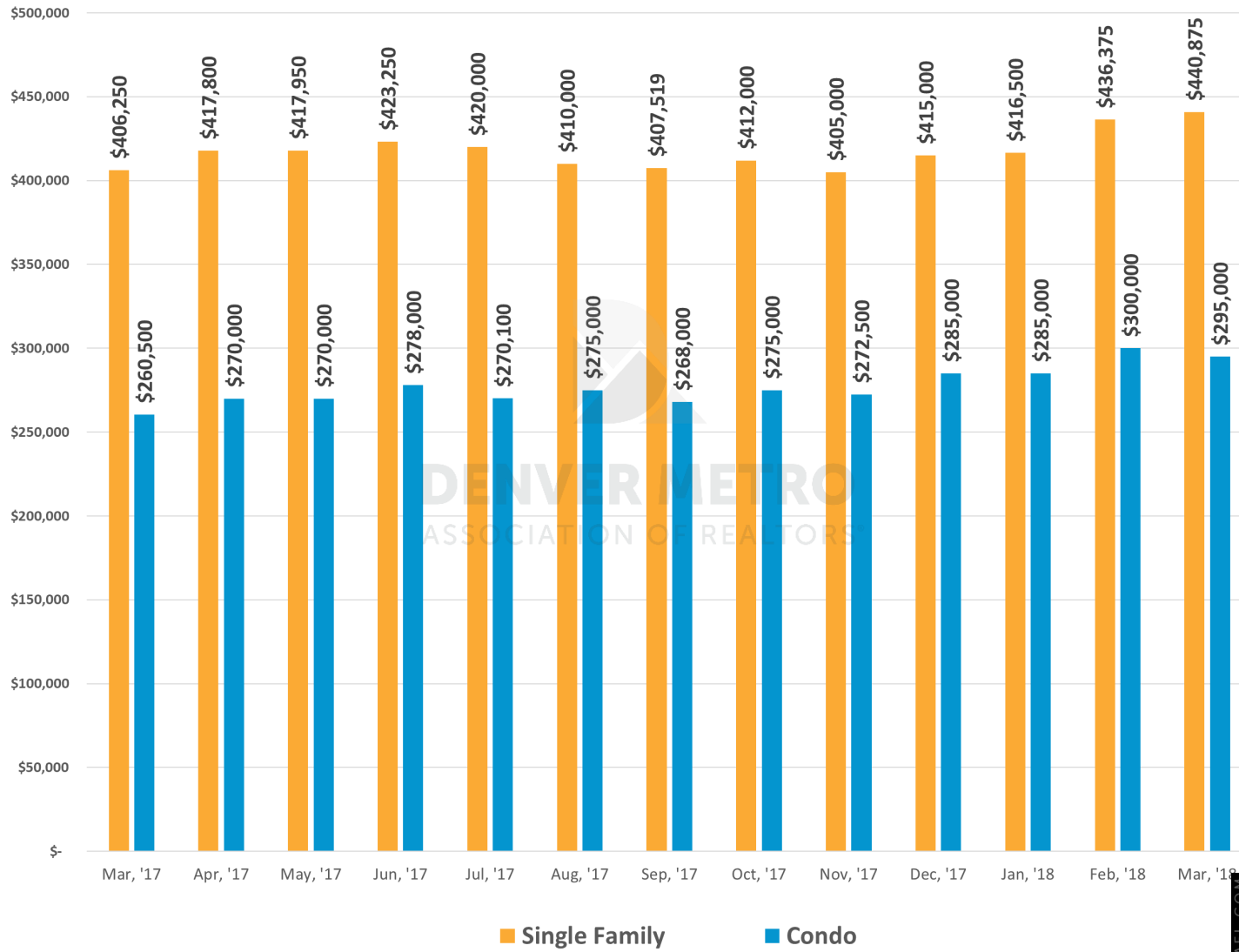


Median Sales Price

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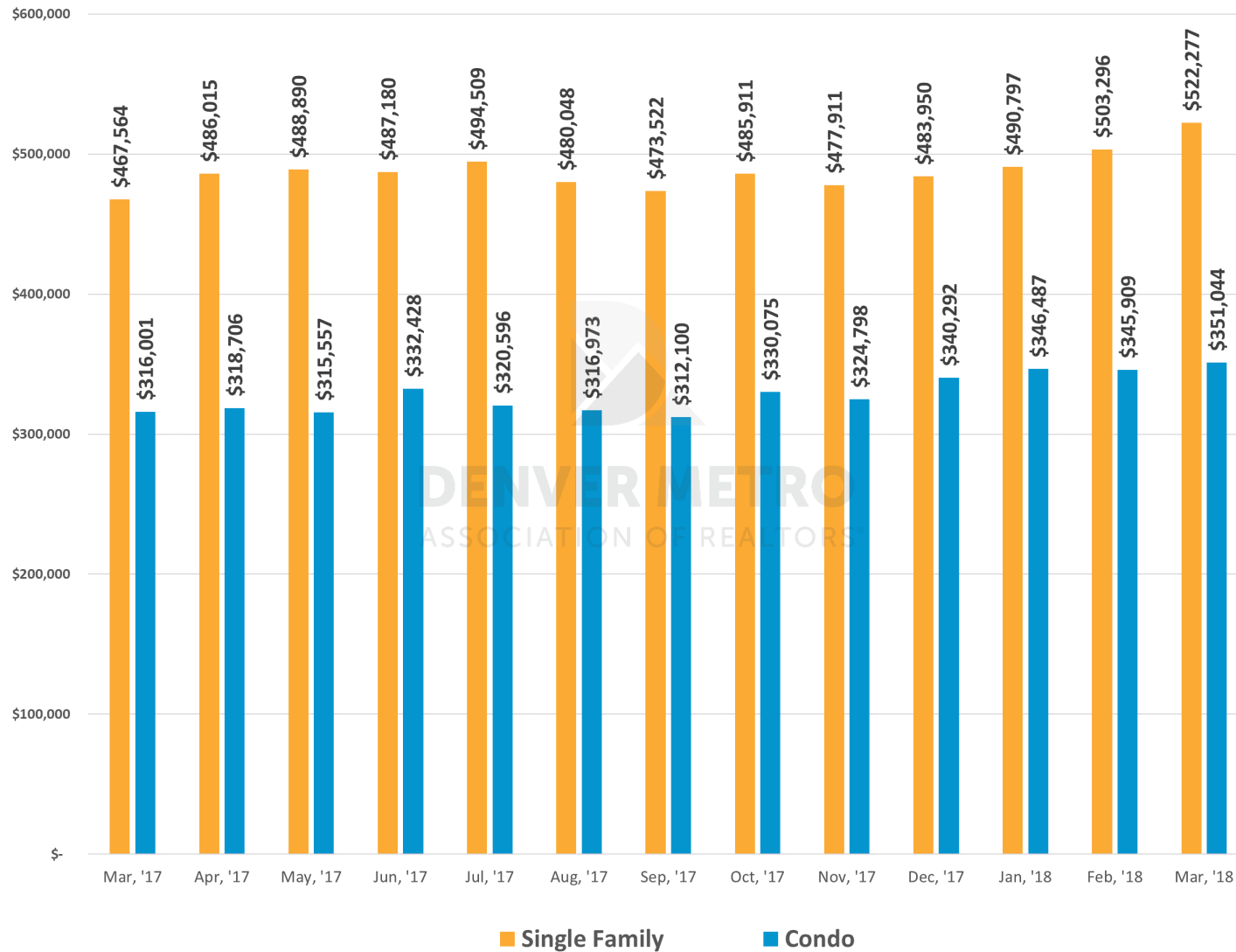
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Average Sales Price

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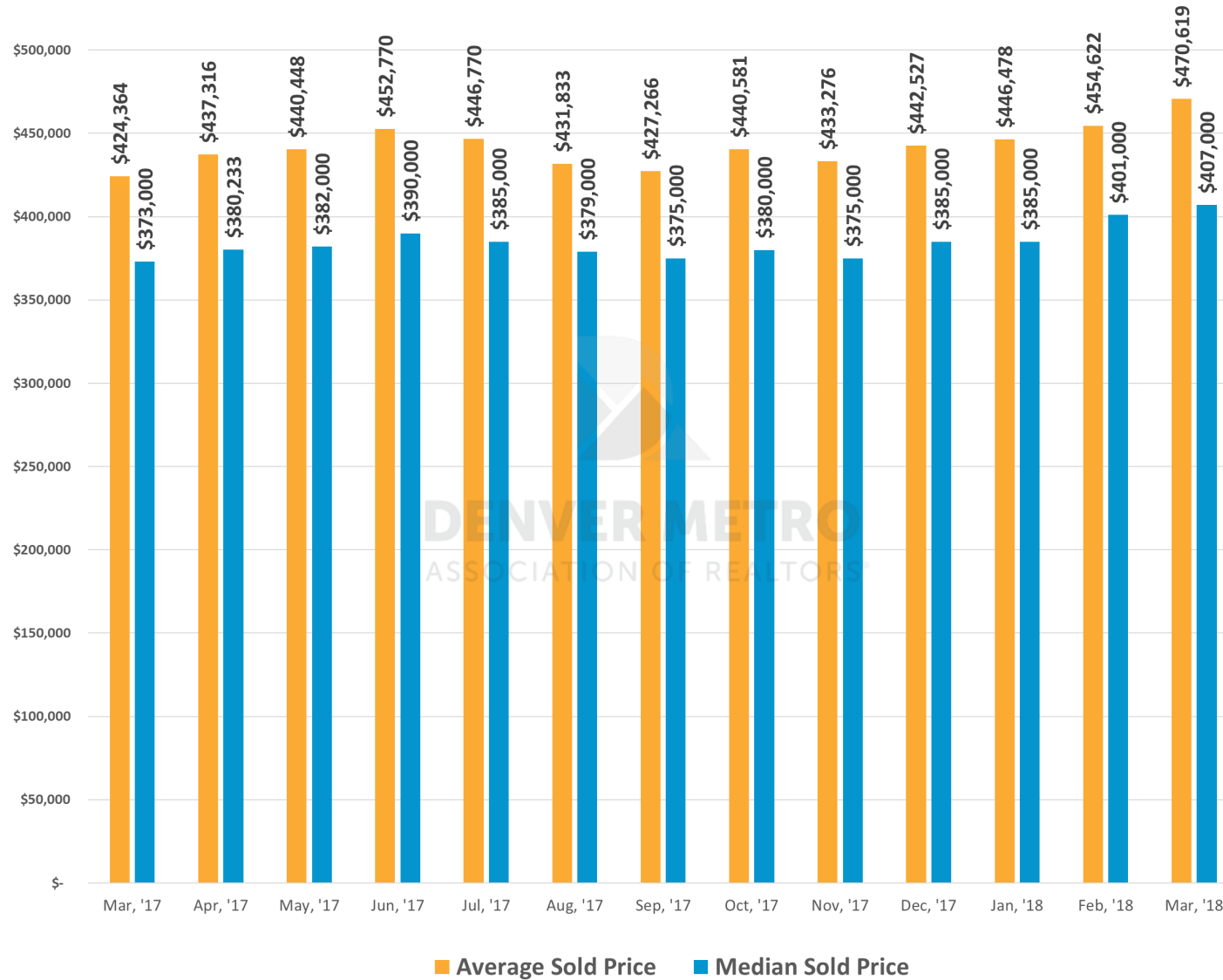
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Residential Sold Price

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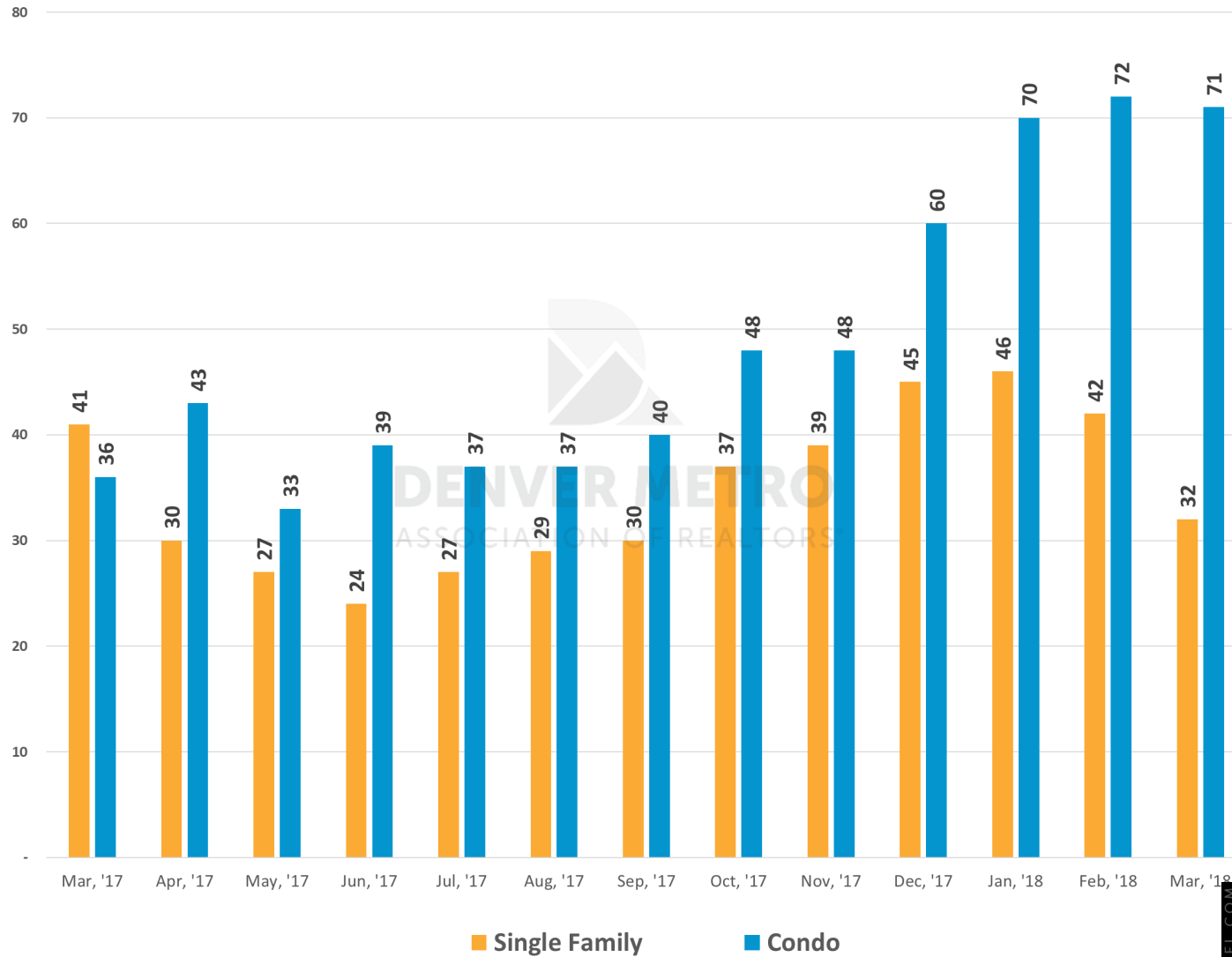
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Current Days on Market

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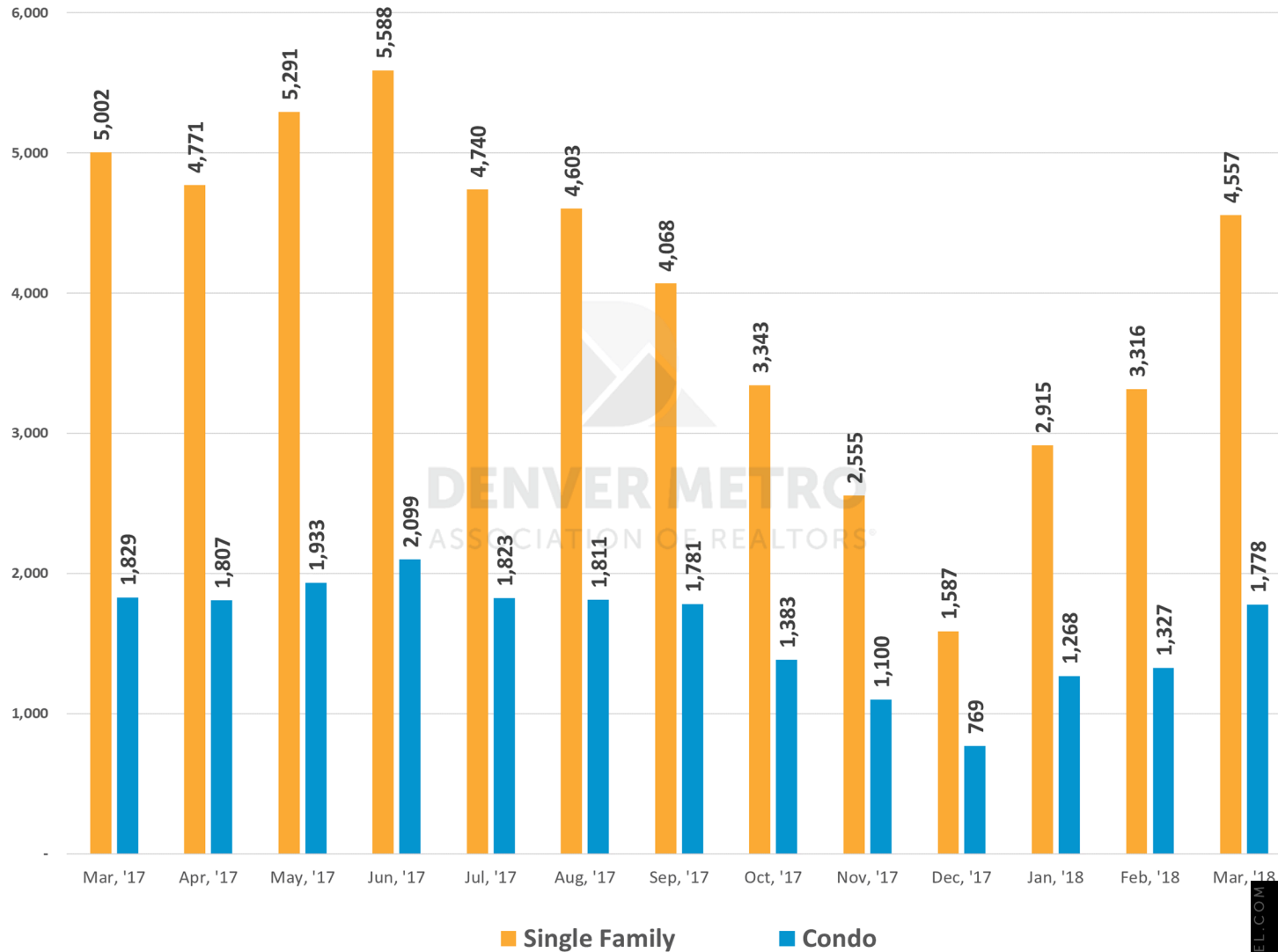


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New Listings

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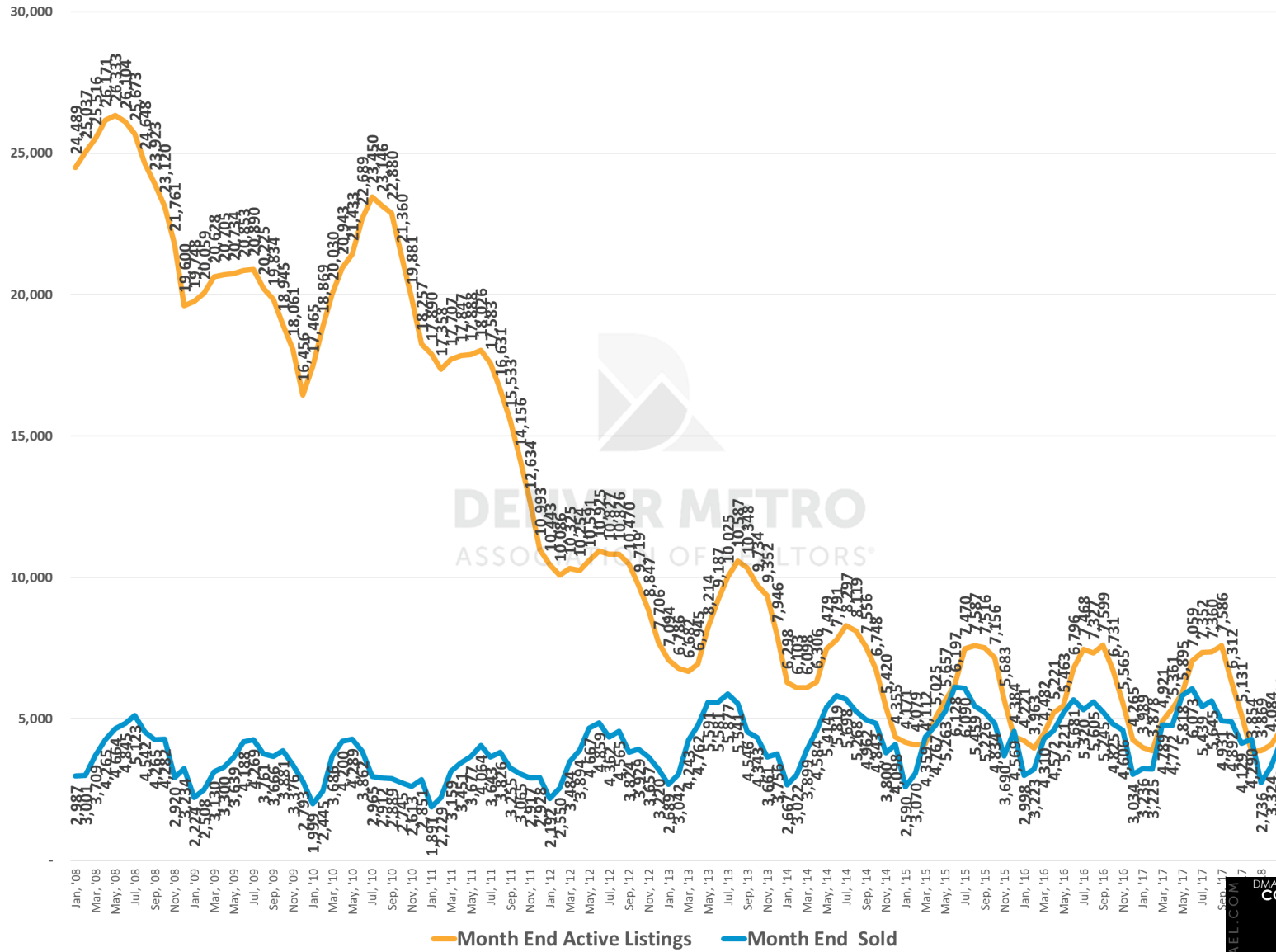
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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Mar, '18	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	4,619	4,084	4,921	13.10%	-6.14%
New Listings	6,335	4,643	6,831	36.44%	-7.26%
Under Contract	5,674	4,218	5,416	34.52%	4.76%
Current Days on Market	44	51	40	-13.73%	10.00%
Sold	4,213	3,324	4,789	26.74%	-12.03%
Average Sold Price	\$ 470,619	\$ 454,622	\$ 424,364	3.52%	10.90%
Median Sold Price	\$ 407,000	\$ 401,000	\$ 373,000	1.50%	9.12%
Sales Volume	\$ 1,982,717,847	\$ 1,511,163,528	\$ 2,032,279,196	31.20%	-2.44%
Close Price/List Price	100.63%	100.03%	100.35%	0.60%	0.28%
Single Family (aka Detached Single Family)					
Active	3,416	3,015	3,772	13.30%	-9.44%
New Listings	4,557	3,316	5,002	37.42%	-8.90%
Under Contract	4,058	2,958	3,886	37.19%	4.43%
Current Days on Market	32	42	41	-23.81%	-21.95%
Sold	2,942	2,296	3,424	28.14%	-14.08%
Average Sold Price	\$ 522,277	\$ 503,296	\$ 467,564	3.77%	11.70%
Median Sold Price	\$ 440,875	\$ 436,375	\$ 406,250	1.03%	8.52%
Sales Volume	\$ 1,536,538,934	\$ 1,155,567,616	\$ 1,600,939,136	32.97%	-4.02%
Close Price/List Price	100.56%	99.95%	100.22%	0.61%	0.34%
Condo (aka Attached Single Family)					
Active	1,203	1,069	1,149	12.54%	4.70%
New Listings	1,778	1,327	1,829	33.99%	-2.79%
Under Contract	1,616	1,260	1,530	28.25%	5.62%
Current Days on Market	71	72	36	-1.39%	97.22%
Sold	1,271	1,028	1,365	23.64%	-6.89%
Average Sold Price	\$ 351,044	\$ 345,909	\$ 316,001	1.48%	11.09%
Median Sold Price	\$ 295,000	\$ 300,000	\$ 260,500	-1.67%	13.24%
Sales Volume	\$ 446,176,924	\$ 355,594,452	\$ 431,341,365	25.47%	3.44%
Close Price/List Price	100.78%	100.22%	100.67%	0.56%	0.11%

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MARCH DATA YTD 2018 to 2014

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs. '17	'17 vs. '16	'16 vs. '15	'15 vs. '14
Residential (Single Family + Condo)									
Active Listings at month end	4,619	4,921	4,482	4,112	6,098	-6.14%	9.79%	9.00%	-32.57%
New Listings	15,166	15,231	13,842	13,830	13,843	-0.43%	10.03%	0.09%	-0.09%
Current Days on Market	49	42	43	42	54	16.67%	-2.33%	2.38%	-22.22%
Sold	10,577	11,256	10,543	10,023	9,595	-6.03%	6.76%	5.19%	4.46%
Average Sold Price	\$ 458,662	\$ 411,696	\$ 380,483	\$ 347,457	\$ 304,677	11.41%	8.20%	9.51%	14.04%
Median Sold Price	\$ 400,000	\$ 360,000	\$ 331,000	\$ 300,000	\$ 258,000	11.11%	8.76%	10.33%	16.28%
Sales Volume	\$ 4,851,267,974	\$ 4,634,050,176	\$ 4,011,432,269	\$ 3,482,561,511	\$ 2,923,375,815	4.69%	15.52%	15.19%	19.13%
Close Price/List Price	100.10%	99.87%	99.83%	99.91%	98.69%	0.23%	0.04%	-0.08%	1.24%
Single Family (aka Detached Single Family)									
Active Listings at month end	3,416	3,772	3,564	3,325	4,876	-9.44%	5.84%	7.19%	-31.81%
New Listings	10,790	10,919	9,955	9,926	10,122	-1.18%	9.68%	0.29%	-1.94%
Current Days on Market	39	44	45	43	57	-11.36%	-2.22%	4.65%	-24.56%
Sold	7,347	7,988	7,529	7,110	7,100	-8.02%	6.10%	5.89%	0.14%
Average Sold Price	\$ 507,293	\$ 456,454	\$ 420,374	\$ 388,352	\$ 337,277	11.14%	8.58%	8.25%	15.14%
Median Sold Price	\$ 432,000	\$ 395,000	\$ 362,000	\$ 334,025	\$ 284,000	9.37%	9.12%	8.38%	17.61%
Sales Volume	\$ 3,727,081,671	\$ 3,646,154,552	\$ 3,164,995,846	\$ 2,761,182,720	\$ 2,394,666,700	2.22%	15.20%	14.62%	15.31%
Close Price/List Price	100.01%	99.73%	99.59%	99.82%	98.71%	0.28%	0.14%	-0.23%	1.12%
Condo (aka Attached Single Family)									
Active Listings at month end	1,203	1,149	918	787	1,222	4.70%	25.16%	16.65%	-35.60%
New Listings	4,376	4,312	3,887	3,904	3,721	1.48%	10.93%	-0.44%	4.92%
Current Days on Market	71	38	39	39	45	86.84%	-2.56%	0.00%	-13.33%
Sold	3,230	3,268	3,014	2,913	2,495	-1.16%	8.43%	3.47%	16.75%
Average Sold Price	\$ 348,045	\$ 302,293	\$ 280,836	\$ 247,643	\$ 211,907	15.13%	7.64%	13.40%	16.86%
Median Sold Price	\$ 294,700	\$ 252,750	\$ 227,500	\$ 196,700	\$ 167,500	16.60%	11.10%	15.66%	17.43%
Sales Volume	\$ 1,124,185,350	\$ 987,893,524	\$ 846,439,704	\$ 721,384,059	\$ 528,707,965	13.80%	16.71%	17.34%	36.44%
Close Price/List Price	100.28%	100.22%	100.42%	100.13%	98.63%	0.06%	-0.20%	0.29%	1.52%

DMAR MARKET TRENDS | APRIL 2018

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	5	2	0.40	4	8	2.00
\$100,000 to \$199,999	14	18	1.29	168	76	0.45
\$200,000 to \$299,999	194	78	0.40	478	205	0.43
\$300,000 to \$399,999	850	343	0.40	277	213	0.77
\$400,000 to \$499,999	777	652	0.84	153	221	1.44
\$500,000 to \$749,999	766	1,093	1.43	147	275	1.87
\$750,000 to \$999,999	184	469	2.55	33	124	3.76
\$1,000,000 and over	152	761	5.01	11	81	7.36
TOTALS	2,942	3,416	1.16	1,271	1,203	0.95

Price Range	Single Family		% change	Condo		% change
	Sold Mar, '18	Sold Feb, '18		Sold Mar, '18	Sold Feb, '18	
\$0 to \$99,999	5	4	25.00%	4	9	-55.56%
\$100,000 to \$199,999	14	10	40.00%	168	152	10.53%
\$200,000 to \$299,999	194	171	13.45%	478	349	36.96%
\$300,000 to \$399,999	850	694	22.48%	277	244	13.52%
\$400,000 to \$499,999	777	615	26.34%	153	137	11.68%
\$500,000 to \$749,999	766	582	31.62%	147	93	58.06%
\$750,000 to \$999,999	184	120	53.33%	33	30	10.00%
\$1,000,000 and over	152	100	52.00%	11	14	-21.43%
TOTALS	2,942	2,296	28.14%	1,271	1,028	23.64%

Price Range	Single Family		% change	Condo		% change
	Sold YTD Mar, '18	Sold YTD Mar, '17		Sold YTD Mar, '18	Sold YTD Mar, '17	
\$0 to \$99,999	11	10	10.00%	19	46	-58.70%
\$100,000 to \$199,999	40	103	-61.17%	475	807	-41.14%
\$200,000 to \$299,999	578	1,344	-56.99%	1,190	1,270	-6.30%
\$300,000 to \$399,999	2,252	2,638	-14.63%	696	544	27.94%
\$400,000 to \$499,999	1,913	1,794	6.63%	371	254	46.06%
\$500,000 to \$749,999	1,800	1,512	19.05%	345	259	33.20%
\$750,000 to \$999,999	409	338	21.01%	97	54	79.63%
\$1,000,000 and over	344	249	38.15%	37	34	8.82%
TOTALS	7,347	7,988	-8.02%	3,230	3,268	-1.16%

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

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

	Mar, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	163	114	135	42.98%	20.74%
Average Price	\$ 1,528,831	\$ 1,446,702	\$ 1,429,960	5.68%	6.91%
Sales Volume	\$ 249,199,453	\$ 164,924,028	\$ 193,044,600	51.10%	29.09%
Current Days on Market	91	103	117	-11.65%	-22.22%
Close Price/List Price	97.75%	97.18%	97.49%	0.59%	0.27%
PSF Total	\$ 297	\$ 294	\$ 301	1.02%	-1.33%
Single Family (aka Detached Single Family)					
Sold	152	100	116	52.00%	31.03%
Average Price	\$ 1,501,405	\$ 1,456,582	\$ 1,463,244	3.08%	2.61%
Sales Volume	\$ 228,213,560	\$ 145,658,200	\$ 169,736,304	56.68%	34.45%
Current Days on Market	87	106	117	-17.92%	-25.64%
Close Price/List Price	97.93%	97.30%	97.51%	0.65%	0.43%
PSF Total	\$ 279	\$ 271	\$ 279	2.95%	0.00%
Condo (aka Attached Single Family)					
Sold	11	14	19	-21.43%	-42.11%
Average Price	\$ 1,907,818	\$ 1,376,126	\$ 1,226,750	38.64%	55.52%
Sales Volume	\$ 20,985,998	\$ 19,265,764	\$ 23,308,250	8.93%	-9.96%
Current Days on Market	148	86	118	72.09%	25.42%
Close Price/List Price	95.29%	96.31%	97.39%	-1.06%	-2.16%
PSF Total	\$ 536	\$ 455	\$ 434	17.80%	23.50%

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

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

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	381	283	220	171	121	34.63%	28.64%	28.65%	41.32%
Average Sold Price	\$ 1,505,873	\$ 1,515,543	\$ 1,565,989	\$ 1,472,774	\$ 1,529,367	-0.64%	-3.22%	6.33%	-3.70%
Sales Volume	\$ 573,737,613	\$ 428,898,669	\$ 344,517,580	\$ 251,844,354	\$ 185,053,407	33.77%	24.49%	36.80%	36.09%
Median Sold Price	\$ 1,300,000	\$ 1,260,000	\$ 1,352,500	\$ 1,307,500	\$ 1,300,000	3.17%	-6.84%	3.44%	0.58%
Current Days on Market - Average	109	128	123	134	120	-14.84%	4.07%	-8.21%	11.67%
Current Days on Market - Median	57	65	70	96	81	-12.31%	-7.14%	-27.08%	18.52%
Close Price/List Price	97.08%	96.75%	96.01%	96.16%	95.19%	0.34%	0.77%	-0.16%	1.02%
PSF Total	\$ 298	\$ 302	\$ 303	\$ 271	\$ 271	-1.32%	-0.33%	11.81%	0.00%
Single Family (aka Detached Single Family)									
Sold	344	249	194	161	108	38.15%	28.35%	20.50%	49.07%
Average Sold Price	\$ 1,497,806	\$ 1,545,809	\$ 1,528,533	\$ 1,484,716	\$ 1,497,082	-3.11%	1.13%	2.95%	-0.83%
Sales Volume	\$ 515,245,264	\$ 384,906,441	\$ 296,535,402	\$ 239,039,276	\$ 161,684,856	33.86%	29.80%	24.05%	47.84%
Median Sold Price	\$ 1,300,000	\$ 1,275,000	\$ 1,337,500	\$ 1,315,000	\$ 1,289,500	1.96%	-4.67%	1.71%	1.98%
Current Days on Market - Average	110	128	126	133	121	-14.06%	1.59%	-5.26%	9.92%
Current Days on Market - Median	56	68	81	87	80	-17.65%	-16.05%	-6.90%	8.75%
Close Price/List Price	97.12%	96.70%	95.77%	95.81%	95.43%	0.43%	0.97%	-0.04%	0.40%
PSF Total	\$ 276	\$ 283	\$ 262	\$ 259	\$ 246	-2.47%	8.02%	1.16%	5.28%
Condo (aka Attached Single Family)									
Sold	37	34	26	10	13	8.82%	30.77%	160.00%	-23.08%
Average Sold Price	\$ 1,580,876	\$ 1,293,886	\$ 1,845,471	\$ 1,280,500	\$ 1,797,583	22.18%	-29.89%	44.12%	-28.77%
Sales Volume	\$ 58,492,412	\$ 43,992,124	\$ 47,982,246	\$ 12,805,000	\$ 23,368,579	32.96%	-8.32%	274.71%	-45.20%
Median Sold Price	\$ 1,300,000	\$ 1,150,000	\$ 1,412,500	\$ 1,215,000	\$ 1,580,000	13.04%	-18.58%	16.26%	-23.10%
Current Days on Market - Average	107	126	103	164	112	-15.08%	22.33%	-37.20%	46.43%
Current Days on Market - Median	68	54	26	123	91	25.93%	107.69%	-78.86%	35.16%
Close Price/List Price	96.63%	97.04%	97.80%	101.84%	93.22%	-0.42%	-0.78%	-3.97%	9.25%
PSF Total	\$ 498	\$ 439	\$ 607	\$ 466	\$ 474	13.44%	-27.68%	30.26%	-1.69%

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION

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

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

	Mar, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	217	150	200	44.67%	8.50%
Average Price	\$ 848,403	\$ 850,274	\$ 835,377	-0.22%	1.56%
Sales Volume	\$ 184,103,451	\$ 127,541,100	\$ 167,075,400	44.35%	10.19%
Current Days on Market	89	89	104	0.00%	-14.42%
Close Price/List Price	98.85%	99.22%	98.42%	-0.37%	0.44%
PSF Total	\$ 224	\$ 253	\$ 224	-11.46%	0.00%
Single Family (aka Detached Single Family)					
Sold	184	120	168	53.33%	9.52%
Average Price	\$ 850,423	\$ 854,105	\$ 836,277	-0.43%	1.69%
Sales Volume	\$ 156,477,832	\$ 102,492,600	\$ 140,494,536	52.67%	11.38%
Current Days on Market	76	74	109	2.70%	-30.28%
Close Price/List Price	98.89%	99.18%	98.35%	-0.29%	0.55%
PSF Total	\$ 207	\$ 229	\$ 207	-9.61%	0.00%
Condo (aka Attached Single Family)					
Sold	33	30	32	10.00%	3.13%
Average Price	\$ 837,139	\$ 834,950	\$ 830,650	0.26%	0.78%
Sales Volume	\$ 27,625,587	\$ 25,048,500	\$ 26,580,800	10.29%	3.93%
Current Days on Market	163	149	78	9.40%	108.97%
Close Price/List Price	98.64%	99.39%	98.77%	-0.75%	-0.13%
PSF Total	\$ 317	\$ 349	\$ 316	-9.17%	0.32%

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

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

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	506	392	321	251	176	29.08%	22.12%	27.89%	42.61%
Average Sold Price	\$ 848,641	\$ 842,627	\$ 842,580	\$ 849,036	\$ 843,013	0.71%	0.01%	-0.76%	0.71%
Sales Volume	\$ 429,412,346	\$ 330,309,784	\$ 270,468,180	\$ 213,108,036	\$ 148,370,288	30.00%	22.13%	26.92%	43.63%
Median Sold Price	\$ 839,950	\$ 830,000	\$ 835,000	\$ 845,000	\$ 835,000	1.20%	-0.60%	-1.18%	1.20%
Current Days on Market - Average	91	107	98	114	118	-14.95%	9.18%	-14.04%	-3.39%
Current Days on Market - Median	36	54	51	68	85	-33.33%	5.88%	-25.00%	-20.00%
Close Price/List Price	98.84%	98.21%	98.34%	97.59%	97.11%	0.64%	-0.13%	0.77%	0.49%
PSF Total	\$ 240	\$ 224	\$ 215	\$ 204	\$ 194	7.14%	4.19%	5.39%	5.15%
Single Family (aka Detached Single Family)									
Sold	409	338	267	217	158	21.01%	26.59%	23.04%	37.34%
Average Sold Price	\$ 850,704	\$ 845,013	\$ 843,251	\$ 846,065	\$ 840,948	0.67%	0.21%	-0.33%	0.61%
Sales Volume	\$ 347,937,936	\$ 285,614,394	\$ 225,148,017	\$ 183,596,105	\$ 132,869,784	21.82%	26.86%	22.63%	38.18%
Median Sold Price	\$ 845,000	\$ 835,960	\$ 835,000	\$ 840,000	\$ 826,000	1.08%	0.11%	-0.60%	1.69%
Current Days on Market - Average	78	111	96	116	111	-29.73%	15.63%	-17.24%	4.50%
Current Days on Market - Median	33	60	60	75	82	-45.00%	0.00%	-20.00%	-8.54%
Close Price/List Price	98.79%	98.07%	98.14%	97.48%	97.14%	0.73%	-0.07%	0.68%	0.35%
PSF Total	\$ 218	\$ 209	\$ 192	\$ 188	\$ 176	4.31%	8.85%	2.13%	6.82%
Condo (aka Attached Single Family)									
Sold	97	54	54	34	18	79.63%	0.00%	58.82%	88.89%
Average Sold Price	\$ 839,946	\$ 827,695	\$ 839,260	\$ 867,997	\$ 861,136	1.48%	-1.38%	-3.31%	0.80%
Sales Volume	\$ 81,474,762	\$ 44,695,530	\$ 45,320,040	\$ 29,511,898	\$ 15,500,448	82.29%	-1.38%	53.57%	90.39%
Median Sold Price	\$ 828,895	\$ 819,950	\$ 834,541	\$ 880,000	\$ 855,000	1.09%	-1.75%	-5.17%	2.92%
Current Days on Market - Average	146	78	113	100	178	87.18%	-30.97%	13.00%	-43.82%
Current Days on Market - Median	42	25	22	41	121	68.00%	13.64%	-46.34%	-66.12%
Close Price/List Price	99.04%	99.05%	99.32%	98.32%	96.80%	-0.01%	-0.27%	1.02%	1.57%
PSF Total	\$ 335	\$ 311	\$ 328	\$ 304	\$ 360	7.72%	-5.18%	7.89%	-15.56%

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

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

	Mar, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	913	675	818	35.26%	11.61%
Average Price	\$ 592,292	\$ 587,131	\$ 588,838	0.88%	0.59%
Sales Volume	\$ 540,762,596	\$ 396,313,425	\$ 481,669,484	36.45%	12.27%
Current Days on Market	87	78	68	11.54%	27.94%
Close Price/List Price	100.15%	99.50%	99.40%	0.65%	0.75%
PSF Total	\$ 216	\$ 209	\$ 190	3.35%	13.68%
Single Family (aka Detached Single Family)					
Sold	766	582	708	31.62%	8.19%
Average Price	\$ 592,769	\$ 588,685	\$ 585,773	0.69%	1.19%
Sales Volume	\$ 454,061,054	\$ 342,614,670	\$ 414,727,284	32.53%	9.48%
Current Days on Market	40	53	61	-24.53%	-34.43%
Close Price/List Price	100.22%	99.50%	99.47%	0.72%	0.75%
PSF Total	\$ 193	\$ 190	\$ 173	1.58%	11.56%
Condo (aka Attached Single Family)					
Sold	147	93	110	58.06%	33.64%
Average Price	\$ 589,805	\$ 577,406	\$ 608,566	2.15%	-3.08%
Sales Volume	\$ 86,701,335	\$ 53,698,758	\$ 66,942,260	61.46%	29.52%
Current Days on Market	330	231	107	42.86%	208.41%
Close Price/List Price	99.78%	99.53%	98.93%	0.25%	0.86%
PSF Total	\$ 332	\$ 327	\$ 302	1.53%	9.93%

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

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

	YTD 2018	YTD 2017	YTD 2016	YTD 2015	YTD 2014	'18 vs '17	'17 vs '16	'16 vs '15	15 vs '14
Residential (Single Family + Condo)									
Sold	2,145	1,771	1,286	1,079	733	21.12%	37.71%	19.18%	47.20%
Average Sold Price	\$ 590,170	\$ 588,521	\$ 591,296	\$ 592,198	\$ 592,104	0.28%	-0.47%	-0.15%	0.02%
Sales Volume	\$ 1,265,914,650	\$ 1,042,270,691	\$ 760,406,656	\$ 638,981,642	\$ 434,012,232	21.46%	37.07%	19.00%	47.23%
Median Sold Price	\$ 576,500	\$ 573,750	\$ 580,000	\$ 578,000	\$ 577,500	0.48%	-1.08%	0.35%	0.09%
Current Days on Market - Average	91	73	87	92	89	24.66%	-16.09%	-5.43%	3.37%
Current Days on Market - Median	18	28	40	47	52	-35.71%	-30.00%	-14.89%	-9.62%
Close Price/List Price	99.66%	99.14%	98.68%	98.47%	98.21%	0.52%	0.47%	0.21%	0.26%
PSF Total	\$ 213	\$ 194	\$ 185	\$ 182	\$ 167	9.79%	4.86%	1.65%	8.98%
Single Family (aka Detached Single Family)									
Sold	1,800	1,512	1,103	897	647	19.05%	37.08%	22.97%	38.64%
Average Sold Price	\$ 590,528	\$ 586,737	\$ 589,395	\$ 592,391	\$ 590,704	0.65%	-0.45%	-0.51%	0.29%
Sales Volume	\$ 1,062,950,400	\$ 887,146,344	\$ 650,102,685	\$ 531,374,727	\$ 382,185,488	19.82%	36.46%	22.34%	39.04%
Median Sold Price	\$ 578,750	\$ 570,000	\$ 575,000	\$ 575,691	\$ 575,000	1.54%	-0.87%	-0.12%	0.12%
Current Days on Market - Average	50	67	77	82	88	-25.37%	-12.99%	-6.10%	-6.82%
Current Days on Market - Median	15	27	37	41	53	-44.44%	-27.03%	-9.76%	-22.64%
Close Price/List Price	99.67%	99.15%	98.66%	98.44%	98.27%	0.52%	0.50%	0.22%	0.17%
PSF Total	\$ 190	\$ 174	\$ 165	\$ 163	\$ 152	9.20%	5.45%	1.23%	7.24%
Condo (aka Attached Single Family)									
Sold	345	259	183	182	86	33.20%	41.53%	0.55%	111.63%
Average Sold Price	\$ 588,299	\$ 598,937	\$ 602,754	\$ 591,244	\$ 602,637	-1.78%	-0.63%	1.95%	-1.89%
Sales Volume	\$ 202,963,155	\$ 155,124,683	\$ 110,303,982	\$ 107,606,408	\$ 51,826,782	30.84%	40.63%	2.51%	107.63%
Median Sold Price	\$ 569,000	\$ 592,075	\$ 592,694	\$ 579,500	\$ 591,250	-3.90%	-0.10%	2.28%	-1.99%
Current Days on Market - Average	302	108	146	142	93	179.63%	-26.03%	2.82%	52.69%
Current Days on Market - Median	52	36	60	92	44	44.44%	-40.00%	-34.78%	109.09%
Close Price/List Price	99.61%	99.09%	98.81%	98.59%	97.78%	0.52%	0.28%	0.22%	0.83%
PSF Total	\$ 332	\$ 312	\$ 299	\$ 279	\$ 280	6.41%	4.35%	7.17%	-0.36%

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