

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



Denver Metro Real Estate Market Trends Report

December 2018

DMAR Statistics
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ANTHONY RAE
RE/MAX ALLIANCE
303.520.3179



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MARKET OVERVIEW

The December report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the November 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	7,530	-11.82%	46.76%
Sold Homes	3,732	-17.27%	-23.60%
Sold Price - Average	\$462,344	-1.64%	6.47%
Sold Price - Median	\$395,000	-1.25%	5.33%
Days on Market - Average	31	6.90%	0.00%

Single Family (aka Detached Single Family)

Active Inventory	5,373	-13.17%	41.69%
Sold Homes	2,628	-17.57%	-23.89%
Sold Price - Average	\$505,990	-3.33%	5.41%
Sold Price - Median	\$427,000	-1.82%	4.91%
Days on Market - Average	32	3.23%	0.00%

Condo (aka Attached Single Family)

Active Inventory	2,157	-8.25%	61.09%
Sold Homes	1,104	-16.55%	-22.91%
Sold Price - Average	\$358,447	4.96%	10.67%
Sold Price - Median	\$299,450	0.15%	0.71%
Days on Market - Average	28	12.00%	



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MARKET INSIGHTS

- ✓ Colorado no longer has the big draw of being the place to move for legal recreational marijuana. Michigan became the 10th state this month to legalize recreational weed.
- ✓ The Denver City Council unanimously passed Mayor Michael Hancock's 2019 budget, which includes \$50 million for affordable housing, raised in part by an increase to the City's marijuana sales tax. The new funds will result in 6,000 new homes over the next five years that lower-income residents can afford.
- ✓ Metro Denver home rents are nearly one-third more expensive than the nation as a whole, but incomes aren't one-third higher than the national average which is contributing to a slow in migration.
- ✓ The average monthly rent for a three-bedroom home in metro Denver was \$2,124, only \$8 higher than the third quarter of 2017.
- ✓ Areas with the most new apartments becoming available are seeing declining rents. Apartment supply could be diverting some tenants who might have otherwise purchased homes.
- ✓ Metro Denver's rental vacancy rate was a low 2.87 percent, up from 2.72 percent last year. The statewide vacancy rate was 3.1 percent, up from 1.8 percent a year earlier. Nationally, the vacancy rate is closer to 5.3 percent.
- ✓ As the market appears to be evening out, buyers are starting to negotiate harder on price and inspection terms.
- ✓ The market right now is on trend with Denver's seasonality over the past seven years. We see an inventory peak in September and then a decline from now until around February.
- ✓ Listing agents are going back-to-basics trying to sell homes by the end of the year. Reverse prospecting inquiries are on the rise along with open houses, E-flyers, postcards and other traditional marketing tools.
- ✓ New construction inventory homes are a great deal this time of year; they generally have nice upgrades and builders are eager to get them off their books for 2018. Now appears to be a favorable time to ramp up conversations with a builder.
- ✓ Builders throughout the metro area had 941 'Quick Move-in Homes' available listed at the end of the month. Buyers need reminders that builders often require the real estate agent to be at the first meeting or the buyer may not be able to have representation.
- ✓ Fannie Mae is following Freddie Mac's lead by pulling back on its approvals between 45 to 50 percent debt-to-income (DTI). In June 2017, Fannie increased its allowed DTI from 45 percent to 50 percent, but as of December 2018 it is adding an additional reserves requirement in this higher bracket.
- ✓ Great news from the Colorado Housing and Finance Authority (CHFA). As of November 5, 2018, it raised its effective income limits and is implementing a statewide income limit of \$115,600 for most of its down payment assistance programs regardless of county or household size. This is up from \$89,900 for a one- to two-person household in Denver-Jefferson-Adams.
- ✓ More buyers now qualify! Fannie Mae and Freddie Mac raised the national conforming loan limit effective January 1, 2019 from \$453,100 to \$484,350. Denver Metro's new loan limit is \$561,200.
- ✓ **Quick Stats:**
 - Average active listings for November is 14,926 (1985-2017).
 - Record high November was 2006 with 27,530 listings and 2017 represented the record low with 5,131 listings.
 - The 20-year average change in active listings from October to November is a 9.35 percent decrease. 2018 represents a decrease of 11.82 percent. This is far 20.82 percent decrease recorded in 2013.

DMAR MARKET TRENDS | DECEMBER 2018

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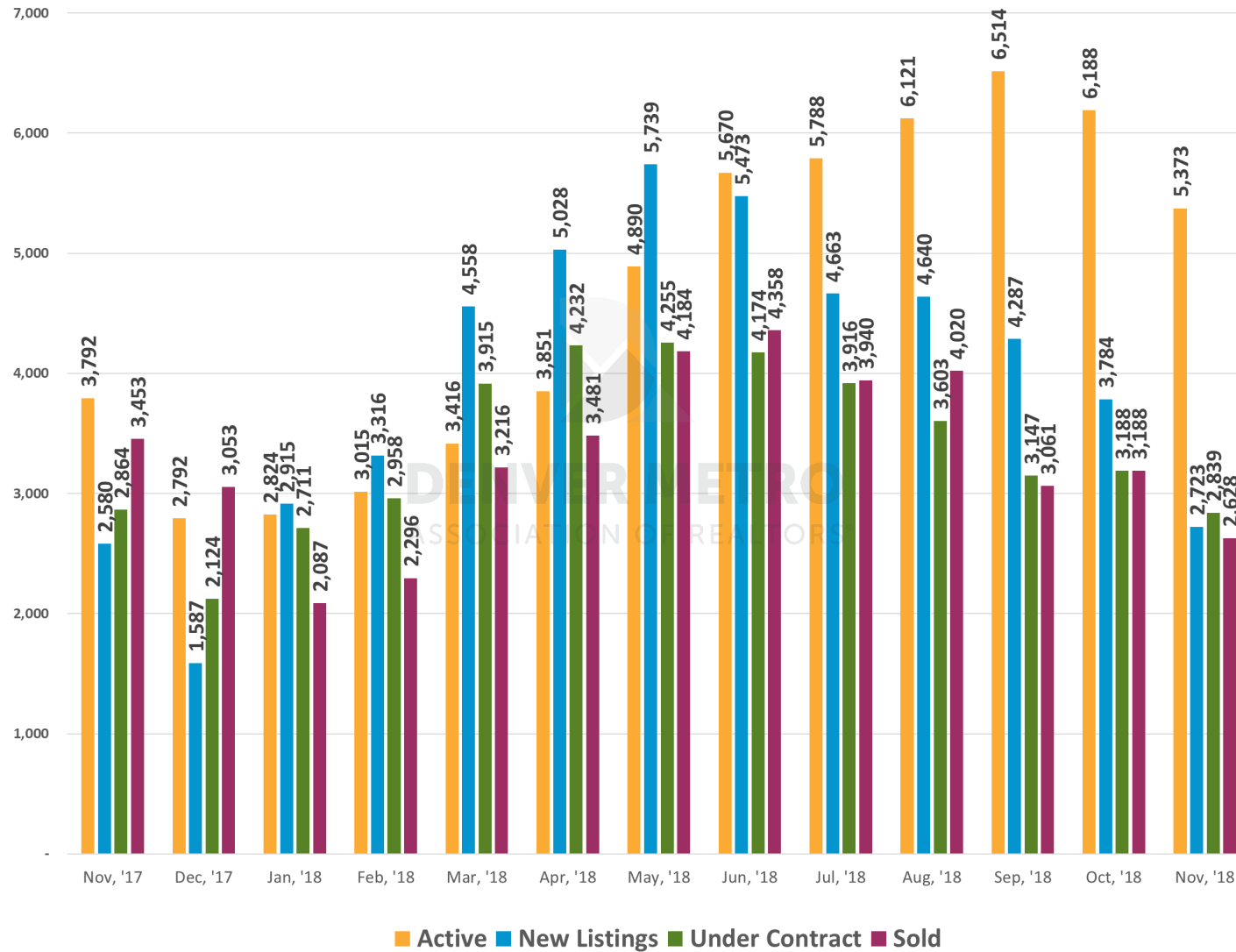
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Single Family (aka Detached Single Family)

DMAR Market Trends | November 2018 Data
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Source of MLS Data: REcolorado.com



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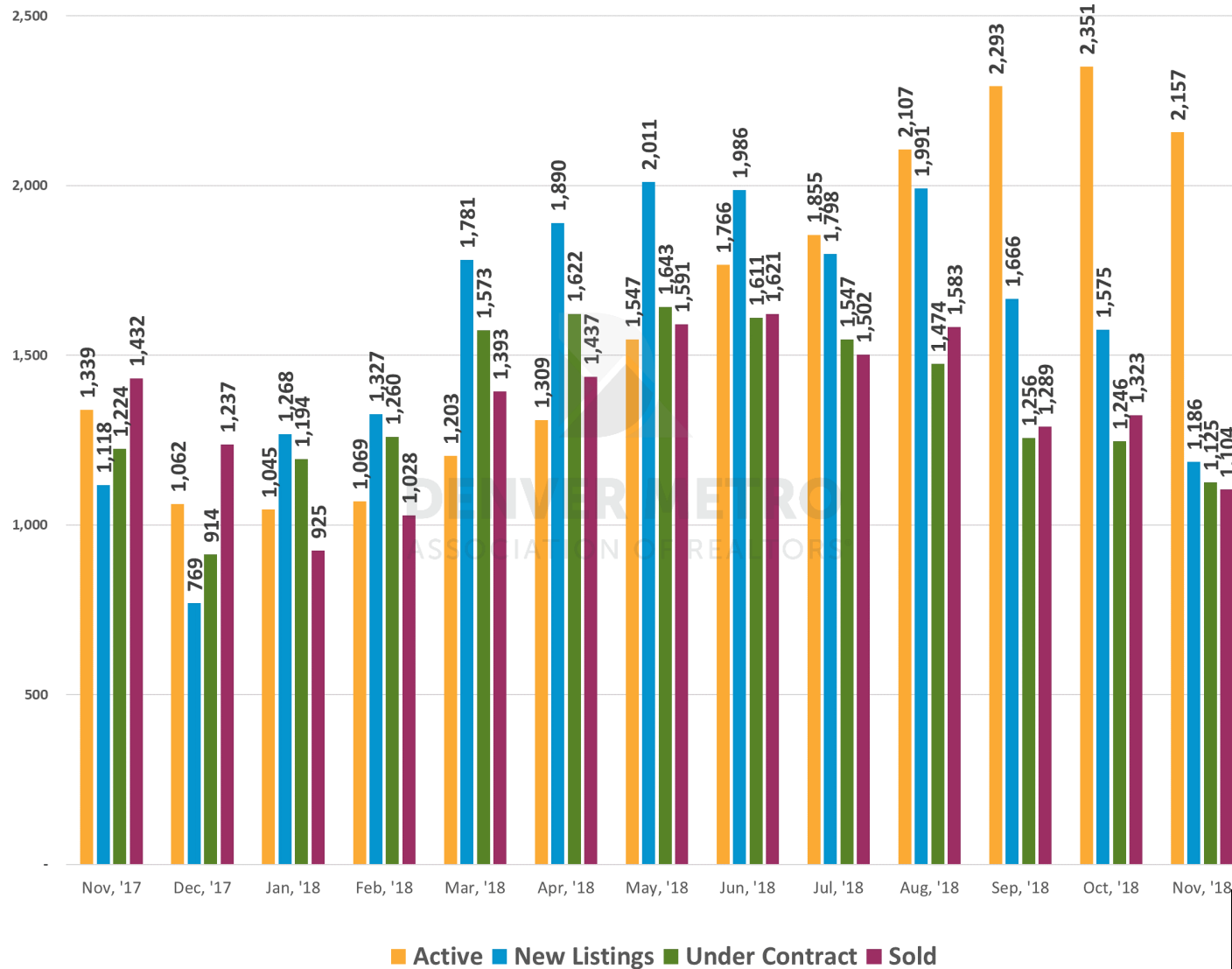


Condo (aka Attached Single Family)

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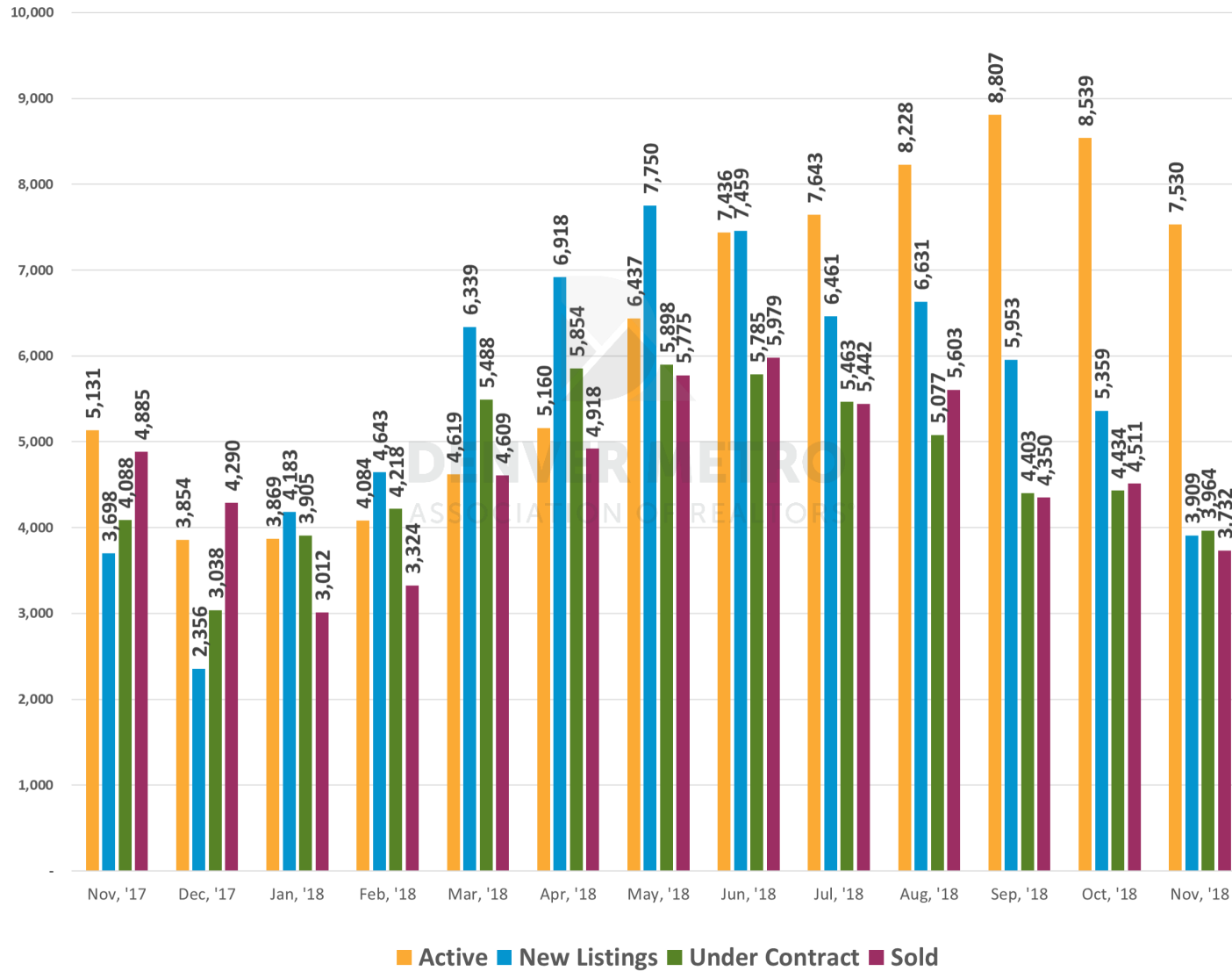


Residential (Single Family + Condo)

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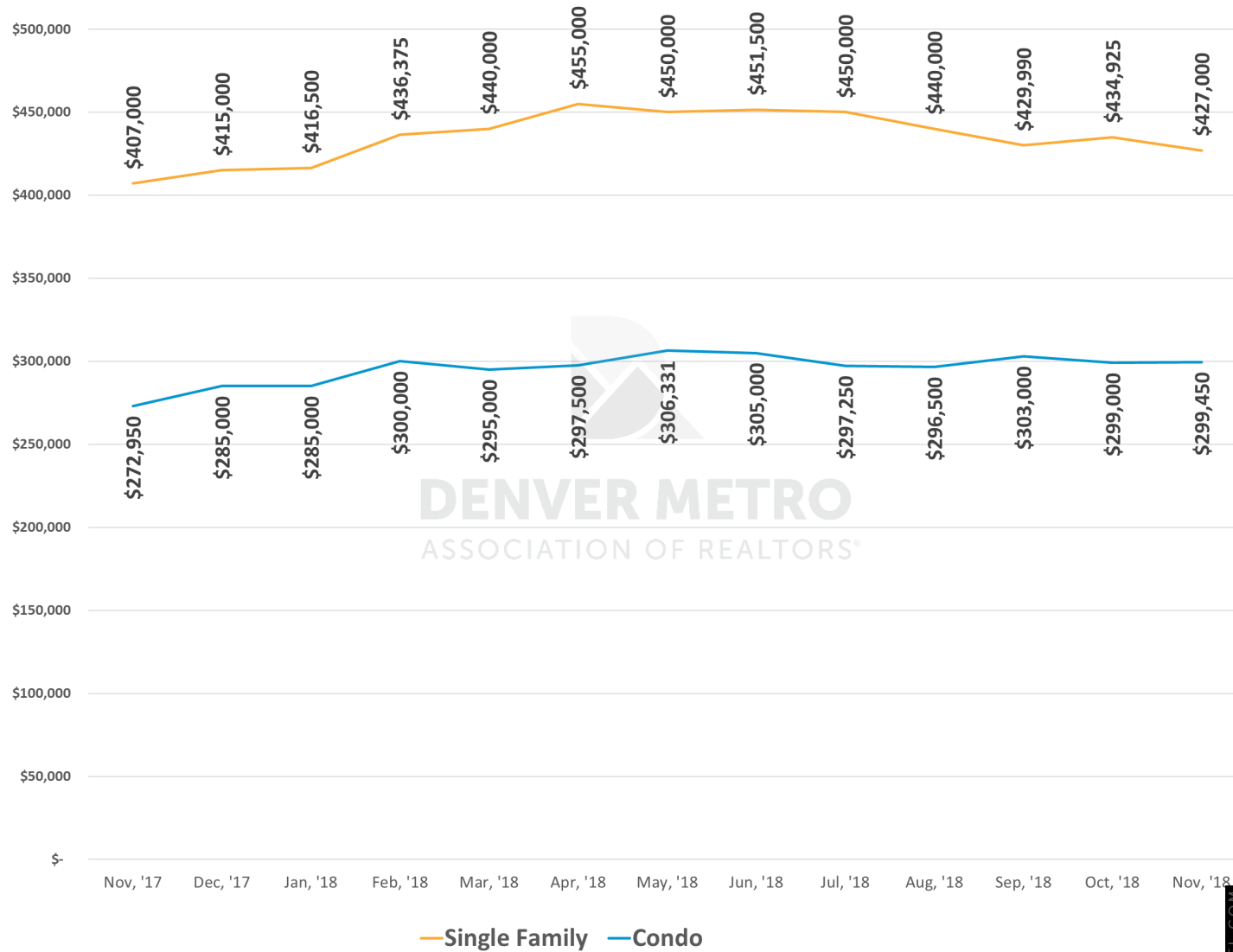


Median Sales Price

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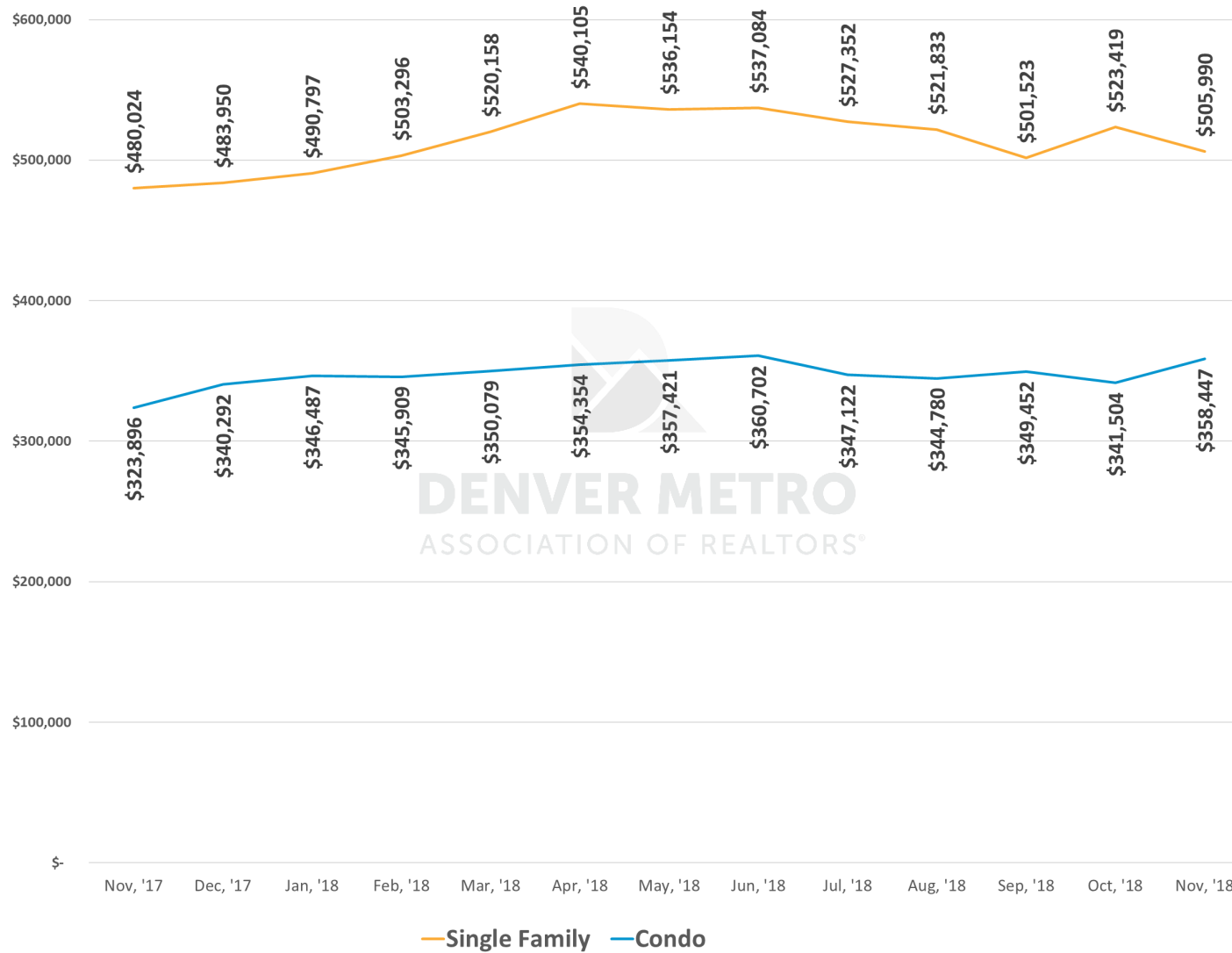


Average Sales Price

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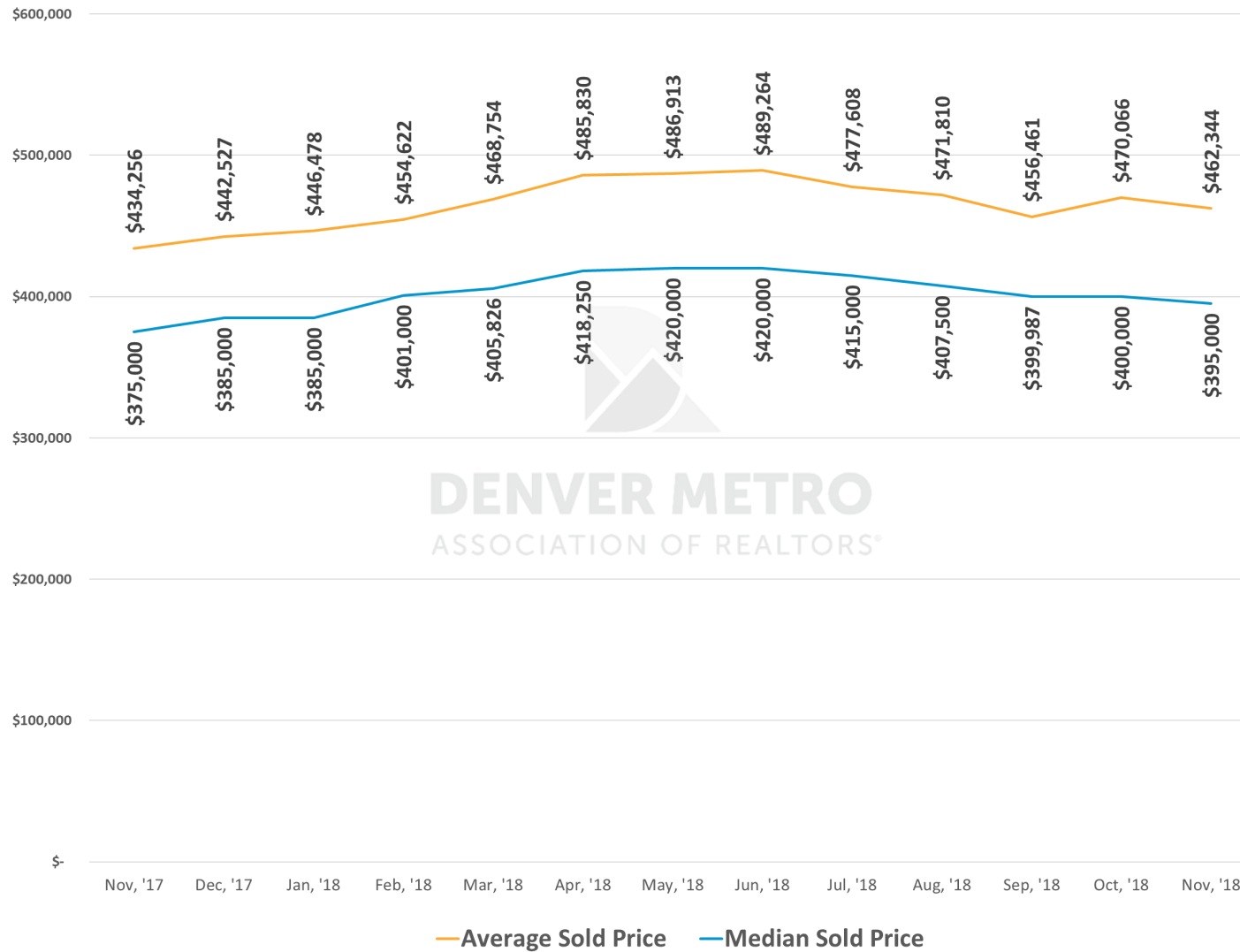
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Residential Sold Price

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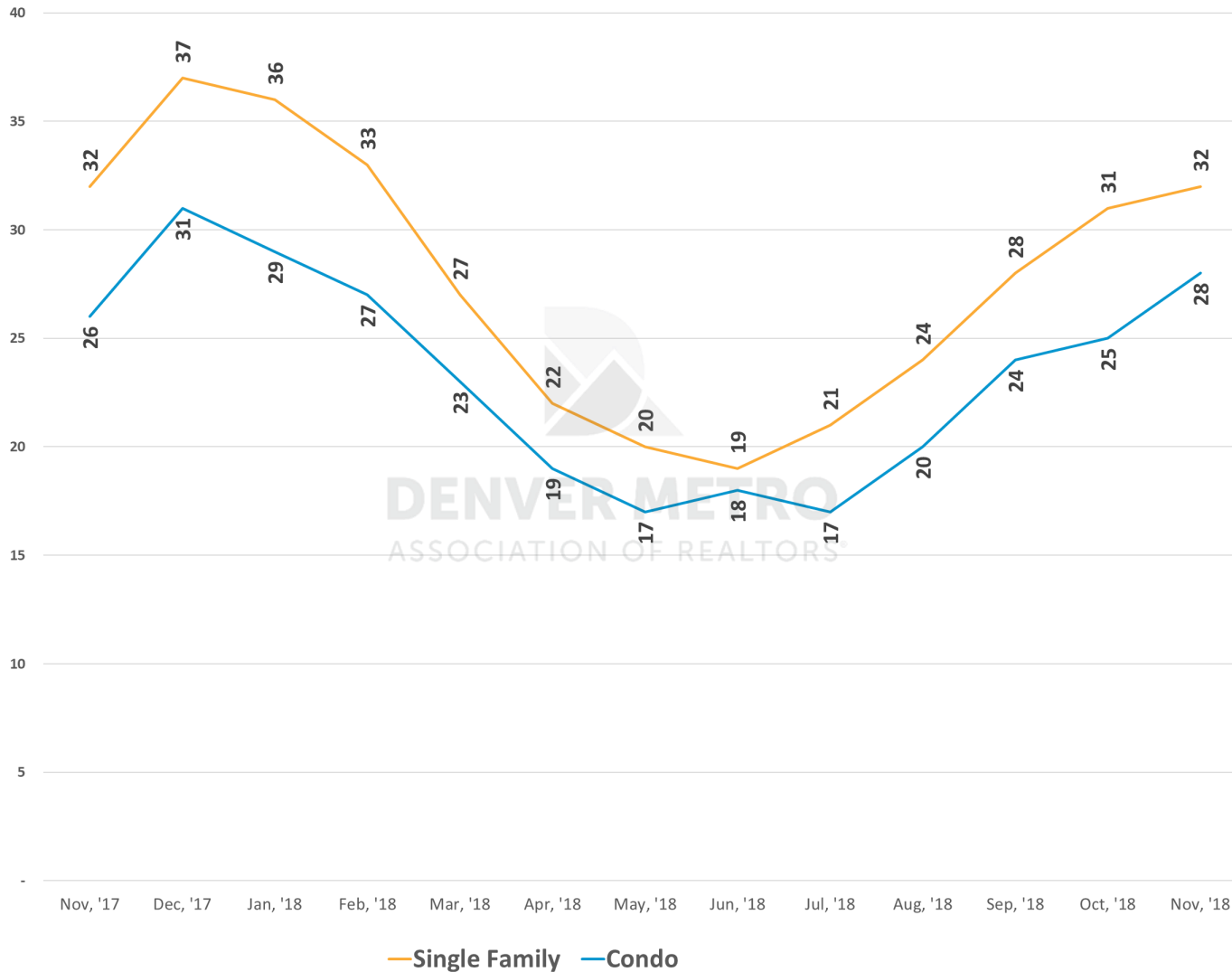


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Average Days on Market

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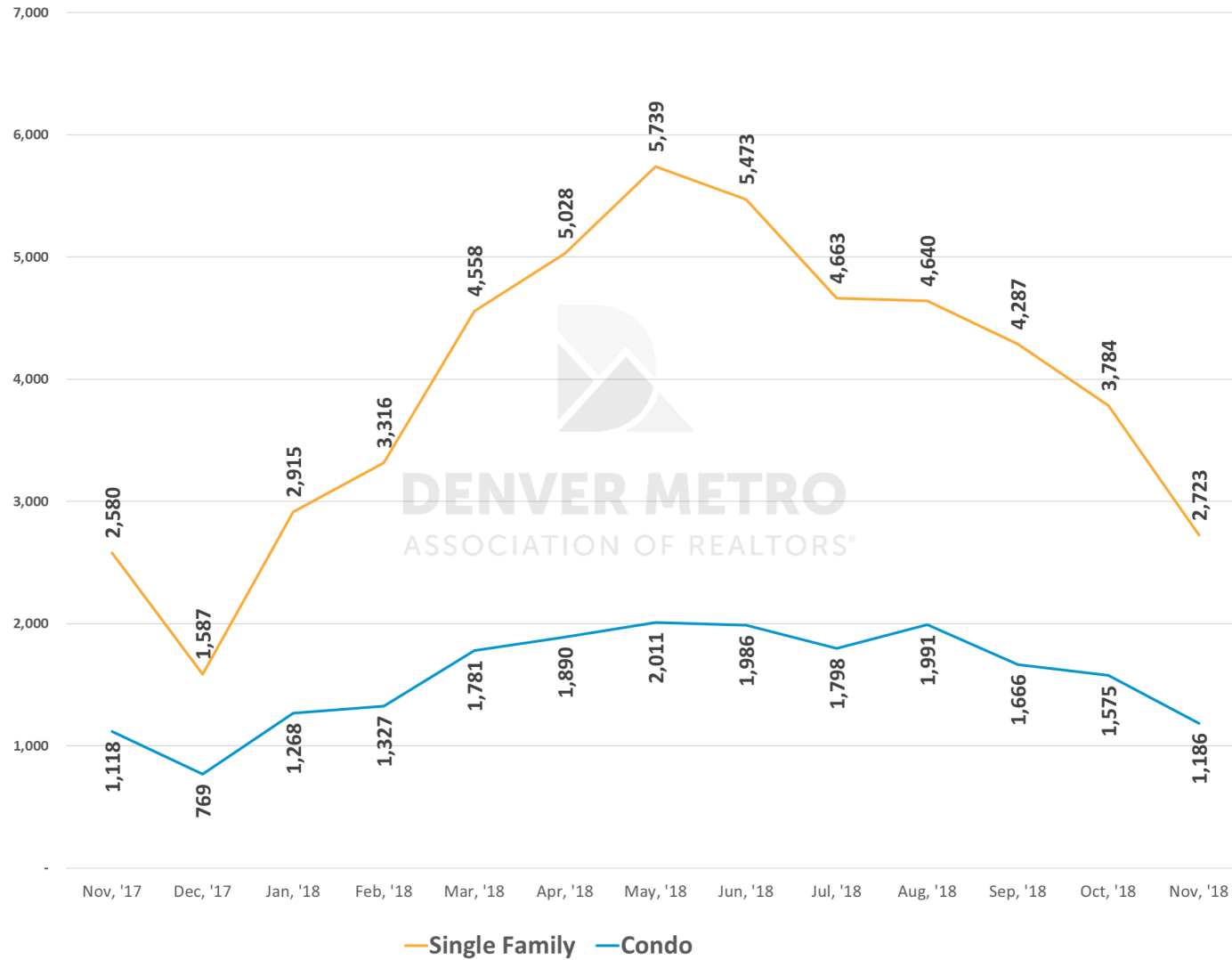
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New Listings

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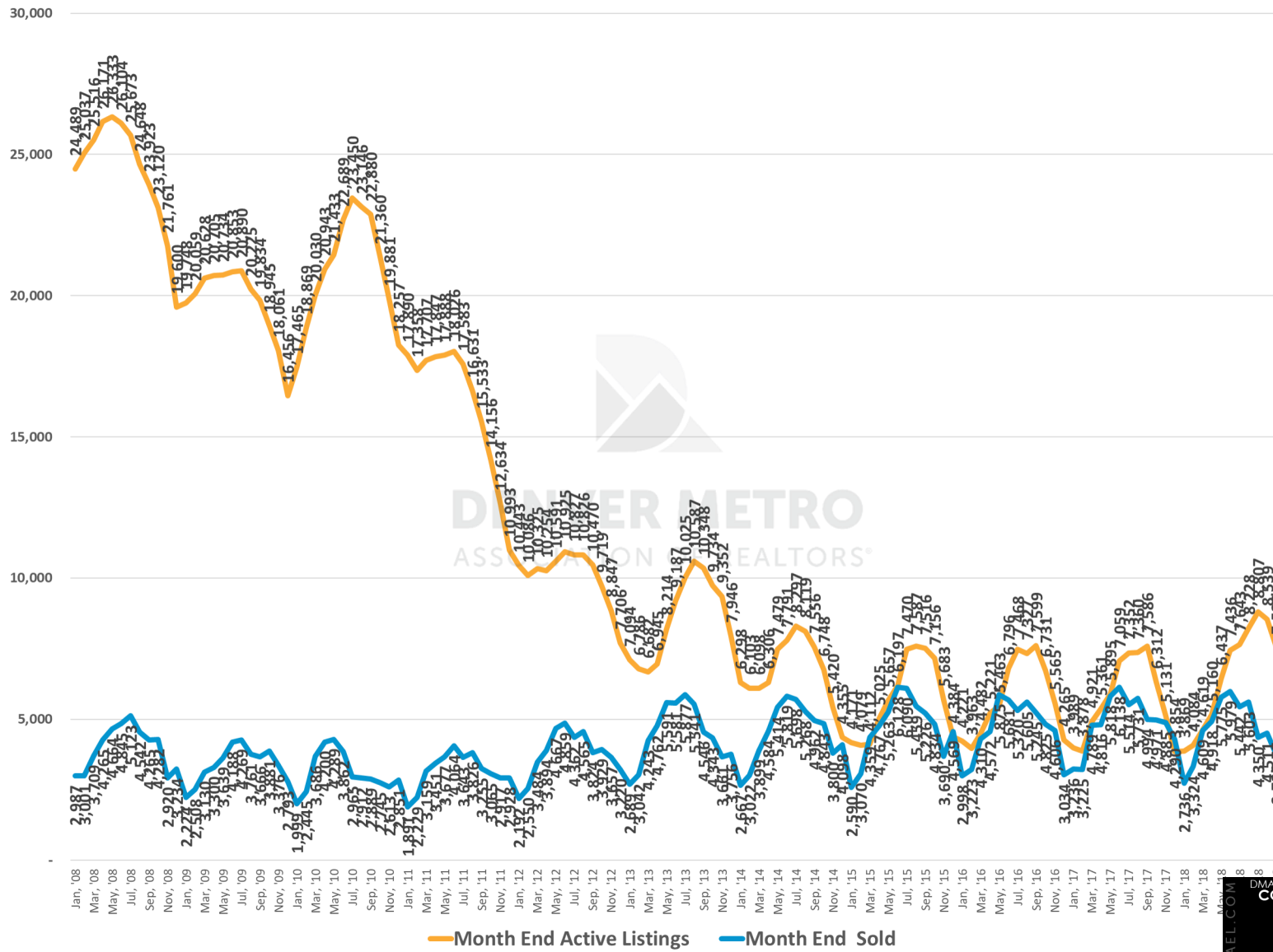


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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Nov, '18	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	7,530	8,539	5,131	-11.82%	46.76%
New Listings	3,909	5,359	3,698	-27.06%	5.71%
Under Contract	3,964	4,434	4,088	-10.60%	-3.03%
Days on Market - Average	31	29	31	6.90%	0.00%
Days on Market - Median	18	14	14	28.57%	28.57%
Sold	3,732	4,511	4,885	-17.27%	-23.60%
Sold Price - Average	\$ 462,344	\$ 470,066	\$ 434,256	-1.64%	6.47%
Sold Price - Median	\$ 395,000	\$ 400,000	\$ 375,000	-1.25%	5.33%
Sales Volume	\$ 1,725,467,808	\$ 2,120,467,726	\$ 2,121,340,560	-18.63%	-18.66%
Close Price/List Price	98.72%	98.99%	99.24%	-0.27%	-0.52%
Single Family (aka Detached Single Family)					
Active	5,373	6,188	3,792	-13.17%	41.69%
New Listings	2,723	3,784	2,580	-28.04%	5.54%
Under Contract	2,839	3,188	2,864	-10.95%	-0.87%
Days on Market - Average	32	31	32	3.23%	0.00%
Days on Market - Median	18	15	14	20.00%	28.57%
Sold	2,628	3,188	3,453	-17.57%	-23.89%
Sold Price - Average	\$ 505,990	\$ 523,419	\$ 480,024	-3.33%	5.41%
Sold Price - Median	\$ 427,000	\$ 434,925	\$ 407,000	-1.82%	4.91%
Sales Volume	\$ 1,329,741,720	\$ 1,668,659,772	\$ 1,657,522,872	-20.31%	-19.78%
Close Price/List Price	99.63%	98.83%	99.11%	0.81%	0.52%
Condo (aka Attached Single Family)					
Active	2,157	2,351	1,339	-8.25%	61.09%
New Listings	1,186	1,575	1,118	-24.70%	6.08%
Under Contract	1,125	1,246	1,224	-9.71%	-8.09%
Days on Market - Average	28	25	26	12.00%	7.69%
Days on Market - Median	17	14	11	21.43%	54.55%
Sold	1,104	1,323	1,432	-16.55%	-22.91%
Sold Price - Average	\$ 358,447	\$ 341,504	\$ 323,896	4.96%	10.67%
Sold Price - Median	\$ 299,450	\$ 299,000	\$ 272,950	0.15%	9.71%
Sales Volume	\$ 395,725,488	\$ 451,809,792	\$ 463,819,072	-12.41%	-14.68%
Close Price/List Price	98.92%	99.37%	99.55%	-0.45%	-0.63%

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NOVEMBER 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	7,530	5,131	5,565	5,683	5,420	46.76%	-7.80%	-2.08%	4.85%
New Listings	66,008	64,810	63,324	64,463	60,147	1.85%	2.35%	-1.77%	7.18%
Days on Market - Average	25	25	25	24	33	0.00%	0.00%	4.17%	-27.27%
Days on Market - Median	8	8	7	7	11	0.00%	14.29%	0.00%	-36.36%
Sold	52,132	54,849	52,360	52,309	50,076	-4.95%	4.75%	0.10%	4.46%
Sold Price - Average	\$ 474,396	\$ 436,501	\$ 402,131	\$ 364,470	\$ 324,340	8.68%	8.55%	10.33%	12.37%
Sold Price - Median	\$ 410,000	\$ 379,900	\$ 350,000	\$ 315,000	\$ 274,900	7.92%	8.54%	11.11%	14.59%
Sales Volume	\$ 24,731,212,272	\$ 23,941,643,349	\$ 21,055,579,160	\$ 19,065,061,230	\$ 16,241,649,840	3.30%	13.71%	10.44%	17.38%
Close Price/List Price	99.96%	100.06%	100.27%	100.43%	99.30%	-0.10%	-0.21%	-0.16%	1.14%
Single Family (aka Detached Single Family)									
Active Listings at month end	5,373	3,792	4,304	4,563	4,419	41.69%	-11.90%	-5.68%	3.26%
New Listings	47,380	46,499	46,069	46,551	44,184	1.89%	0.93%	-1.04%	5.36%
Days on Market - Average	26	27	28	27	35	-3.70%	-3.57%	3.70%	-22.86%
Days on Market - Median	8	8	8	7	12	0.00%	0.00%	14.29%	-41.67%
Sold	37,059	39,183	37,685	37,115	36,393	-5.42%	3.98%	1.54%	1.98%
Sold Price - Average	\$ 524,236	\$ 483,686	\$ 445,716	\$ 407,665	\$ 362,118	8.38%	8.52%	9.33%	12.58%
Sold Price - Median	\$ 442,000	\$ 411,000	\$ 380,000	\$ 349,150	\$ 305,000	7.54%	8.16%	8.84%	14.48%
Sales Volume	\$ 19,427,661,924	\$ 18,952,268,538	\$ 16,796,807,460	\$ 15,130,486,475	\$ 13,178,560,374	2.51%	12.83%	11.01%	14.81%
Close Price/List Price	99.86%	99.92%	100.05%	100.23%	99.30%	-0.06%	-0.13%	-0.18%	0.94%
Condo (aka Attached Single Family)									
Active Listings at month end	2,157	1,339	1,261	1,120	1,001	61.09%	6.19%	12.59%	11.89%
New Listings	18,628	18,311	17,255	17,912	15,963	1.73%	6.12%	-3.67%	12.21%
Days on Market - Average	22	21	19	19	28	4.76%	10.53%	0.00%	-32.14%
Days on Market - Median	7	6	6	6	10	16.67%	0.00%	0.00%	-40.00%
Sold	15,073	15,666	14,675	15,194	13,683	-3.79%	6.75%	-3.42%	11.04%
Sold Price - Average	\$ 351,860	\$ 318,487	\$ 290,206	\$ 258,955	\$ 223,862	10.48%	9.75%	12.07%	15.68%
Sold Price - Median	\$ 300,000	\$ 270,000	\$ 241,000	\$ 213,000	\$ 180,000	11.11%	12.03%	13.15%	18.33%
Sales Volume	\$ 5,303,585,780	\$ 4,989,417,342	\$ 4,258,773,050	\$ 3,934,562,270	\$ 3,063,103,746	6.30%	17.16%	8.24%	28.45%
Close Price/List Price	100.20%	100.43%	100.84%	100.90%	99.30%	-0.23%	-0.41%	-0.06%	1.61%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	5	15	3.00	7	11	1.57
\$100,000 to \$199,999	13	23	1.77	128	189	1.48
\$200,000 to \$299,999	183	213	1.16	421	580	1.38
\$300,000 to \$399,999	874	994	1.14	271	437	1.61
\$400,000 to \$499,999	672	1,273	1.89	120	331	2.76
\$500,000 to \$749,999	606	1,581	2.61	109	343	3.15
\$750,000 to \$999,999	169	509	3.01	33	166	5.03
\$1,000,000 and over	106	765	7.22	15	100	6.67
TOTALS	2,628	5,373	2.04	1,104	2,157	1.95

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Nov, '18	Oct, '18		Nov, '18	Oct, '18	
\$0 to \$99,999	5	1	400.00%	7	5	40.00%
\$100,000 to \$199,999	13	12	8.33%	128	168	-23.81%
\$200,000 to \$299,999	183	212	-13.68%	421	496	-15.12%
\$300,000 to \$399,999	874	1,024	-14.65%	271	327	-17.13%
\$400,000 to \$499,999	672	816	-17.65%	120	176	-31.82%
\$500,000 to \$749,999	606	767	-20.99%	109	113	-3.54%
\$750,000 to \$999,999	169	198	-14.65%	33	23	43.48%
\$1,000,000 and over	106	158	-32.91%	15	15	0.00%
TOTALS	2,628	3,188	-17.57%	1,104	1,323	-16.55%

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Nov, '18	YTD Nov, '17		YTD Nov, '18	YTD Nov, '17	
\$0 to \$99,999	39	54	-27.78%	51	154	-66.88%
\$100,000 to \$199,999	175	328	-46.65%	1,824	2,999	-39.18%
\$200,000 to \$299,999	2,197	4,614	-52.38%	5,629	6,279	-10.35%
\$300,000 to \$399,999	11,060	13,096	-15.55%	3,583	3,019	18.68%
\$400,000 to \$499,999	9,740	9,139	6.58%	1,832	1,543	18.73%
\$500,000 to \$749,999	9,585	8,377	14.42%	1,566	1,200	30.50%
\$750,000 to \$999,999	2,412	2,054	17.43%	421	302	39.40%
\$1,000,000 and over	1,851	1,521	21.70%	167	170	-1.76%
TOTALS	37,059	39,183	-5.42%	15,073	15,666	-3.79%

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

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

	Nov, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	121	173	152	-30.06%	-20.39%
Price - Average	\$ 1,648,731	\$ 1,639,672	\$ 1,508,526	0.55%	9.29%
Sales Volume	\$ 199,496,451	\$ 283,663,256	\$ 229,295,952	-29.67%	-13.00%
Days on Market - Average	79	73	73	8.22%	8.22%
Days on Market - Median	45	39	46	15.38%	-2.17%
Close Price/List Price	96.63%	96.80%	95.50%	-0.18%	1.18%
PSF Total	\$ 334	\$ 333	\$ 324	0.30%	3.09%
Single Family (aka Detached Single Family)					
Sold	106	158	133	-32.91%	-20.30%
Price - Average	\$ 1,612,226	\$ 1,660,670	\$ 1,490,145	-2.92%	8.19%
Sales Volume	\$ 170,895,956	\$ 262,385,860	\$ 198,189,285	-34.87%	-13.77%
Days on Market - Average	73	73	73	0.00%	0.00%
Days on Market - Median	31	40	49	-22.50%	-36.73%
Close Price/List Price	96.88%	96.89%	95.55%	-0.01%	1.39%
PSF Total	\$ 304	\$ 321	\$ 297	-5.30%	2.36%
Condo (aka Attached Single Family)					
Sold	15	15	19	0.00%	-21.05%
Price - Average	\$ 1,906,700	\$ 1,418,500	\$ 1,637,195	34.42%	16.46%
Sales Volume	\$ 28,600,500	\$ 21,277,500	\$ 31,106,705	34.42%	-8.06%
Days on Market - Average	125	73	74	71.23%	68.92%
Days on Market - Median	124	39	38	217.95%	226.32%
Close Price/List Price	94.84%	95.80%	95.16%	-1.00%	-0.34%
PSF Total	\$ 545	\$ 454	\$ 505	20.04%	7.92%

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DMAR Statistics
COMPLIMENTS OF



ANTHONY RAEI
RE/MAX ALLIANCE
303.520.3179

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION




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	2,018	1,691	1,275	1,026	780	19.34%	32.63%	24.27%	31.54%
Sold Price - Average	\$ 1,529,254	\$ 1,526,933	\$ 1,528,022	\$ 1,512,912	\$ 1,528,090	0.15%	-0.07%	1.00%	-0.99%
Sales Volume	\$ 3,086,034,572	\$ 2,582,043,703	\$ 1,948,228,050	\$ 1,552,247,712	\$ 1,191,910,200	19.52%	32.53%	25.51%	30.23%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	0.00%	0.00%	0.00%	0.00%
Days on Market - Average	67	79	87	84	90	-15.19%	-9.20%	3.57%	-6.67%
Days on Market - Median	27	36	43	40	42	-25.00%	-16.28%	7.50%	-4.76%
Close Price/List Price	97.30%	96.99%	97.06%	96.96%	96.56%	0.32%	-0.07%	0.10%	0.41%
PSF Total	\$ 308	\$ 304	\$ 289	\$ 284	\$ 265	1.32%	5.19%	1.76%	7.17%
Single Family (aka Detached Single Family)									
Sold	1,851	1,521	1,172	933	724	21.70%	29.78%	25.62%	28.87%
Sold Price - Average	\$ 1,529,224	\$ 1,535,439	\$ 1,527,044	\$ 1,513,384	\$ 1,528,579	-0.40%	0.55%	0.90%	-0.99%
Sales Volume	\$ 2,830,593,624	\$ 2,335,402,719	\$ 1,789,695,568	\$ 1,411,987,272	\$ 1,106,691,196	21.20%	30.49%	26.75%	27.59%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,304,960	\$ 1,300,000	\$ 1,300,000	0.00%	-0.38%	0.38%	0.00%
Days on Market - Average	67	80	89	85	90	-16.25%	-10.11%	4.71%	-5.56%
Days on Market - Median	26	36	44	41	40	-27.78%	-18.18%	7.32%	2.50%
Close Price/List Price	97.37%	96.94%	96.58%	96.89%	96.71%	0.44%	0.37%	-0.32%	0.19%
PSF Total	\$ 291	\$ 285	\$ 268	\$ 261	\$ 251	2.11%	6.34%	2.68%	3.98%
Condo (aka Attached Single Family)									
Sold	167	170	103	93	56	-1.76%	65.05%	10.75%	66.07%
Sold Price - Average	\$ 1,529,583	\$ 1,450,830	\$ 1,539,152	\$ 1,508,173	\$ 1,521,766	5.43%	-5.74%	2.05%	-0.89%
Sales Volume	\$ 255,440,361	\$ 246,641,100	\$ 158,532,656	\$ 140,260,089	\$ 85,218,896	3.57%	55.58%	13.03%	64.59%
Sold Price - Median	\$ 1,300,000	\$ 1,250,000	\$ 1,250,000	\$ 1,292,000	\$ 1,335,000	4.00%	0.00%	-3.25%	-3.22%
Days on Market - Average	72	70	55	73	92	2.86%	27.27%	-24.66%	-20.65%
Days on Market - Median	34	36	34	26	62	-5.56%	5.88%	30.77%	-58.06%
Close Price/List Price	96.54%	97.38%	102.56%	97.66%	94.63%	-0.86%	-5.05%	5.02%	3.20%
PSF Total	\$ 492	\$ 273	\$ 530	\$ 517	\$ 455	80.22%	-48.49%	2.51%	13.63%

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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

	Nov, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	202	221	208	-8.60%	-2.88%
Price - Average	\$ 841,438	\$ 840,967	\$ 848,111	0.06%	-0.79%
Sales Volume	\$ 169,970,476	\$ 185,853,707	\$ 176,407,088	-8.55%	-3.65%
Days on Market - Average	41	49	59	-16.33%	-30.51%
Days on Market - Median	24	20	39	20.00%	-38.46%
Close Price/List Price	98.26%	98.41%	98.63%	-0.15%	-0.38%
PSF Total	\$ 236	\$ 243	\$ 246	-2.88%	-4.07%
Single Family (aka Detached Single Family)					
Sold	169	198	181	-14.65%	-6.63%
Price - Average	\$ 841,009	\$ 840,479	\$ 848,669	0.06%	-0.90%
Sales Volume	\$ 142,130,521	\$ 166,414,842	\$ 153,609,089	-14.59%	-7.47%
Days on Market - Average	44	49	58	-10.20%	-24.14%
Days on Market - Median	26	19	39	36.84%	-33.33%
Close Price/List Price	98.18%	98.49%	98.59%	-0.31%	-0.42%
PSF Total	\$ 222	\$ 227	\$ 233	-2.20%	-4.72%
Condo (aka Attached Single Family)					
Sold	33	23	27	43.48%	22.22%
Price - Average	\$ 843,636	\$ 845,174	\$ 844,374	-0.18%	-0.09%
Sales Volume	\$ 27,839,988	\$ 19,439,002	\$ 22,798,098	43.22%	22.12%
Days on Market - Average	25	45	65	-44.44%	-61.54%
Days on Market - Median	15	24	35	-37.50%	-57.14%
Close Price/List Price	98.68%	97.69%	98.92%	1.01%	-0.24%
PSF Total	\$ 306	\$ 384	\$ 328	-20.31%	-6.71%

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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	2,833	2,356	1,848	1,493	1,066	20.25%	27.49%	23.78%	40.06%
Sold Price - Average	\$ 849,201	\$ 847,966	\$ 848,668	\$ 846,933	\$ 848,494	0.15%	-0.08%	0.20%	-0.18%
Sales Volume	\$ 2,405,786,433	\$ 1,997,807,896	\$ 1,568,338,464	\$ 1,264,470,969	\$ 904,494,604	20.42%	27.38%	24.03%	39.80%
Sold Price - Median	\$ 840,000	\$ 839,000	\$ 840,000	\$ 835,000	\$ 840,000	0.12%	-0.12%	0.60%	-0.60%
Days on Market - Average	43	54	56	62	76	-20.37%	-3.57%	-9.68%	-18.42%
Days on Market - Median	14	25	26	28	37	-44.00%	-3.85%	-7.14%	-24.32%
Close Price/List Price	99.14%	98.58%	98.61%	98.34%	97.79%	0.57%	-0.03%	0.27%	0.56%
PSF Total	\$ 243	\$ 228	\$ 220	\$ 209	\$ 204	6.58%	3.64%	5.26%	2.45%
Single Family (aka Detached Single Family)									
Sold	2,412	2,054	1,559	1,313	918	17.43%	31.75%	18.74%	43.03%
Sold Price - Average	\$ 850,046	\$ 849,312	\$ 850,411	\$ 846,978	\$ 846,291	0.09%	-0.13%	0.41%	0.08%
Sales Volume	\$ 2,050,310,952	\$ 1,744,486,848	\$ 1,325,790,749	\$ 1,112,082,114	\$ 776,895,138	17.53%	31.58%	19.22%	43.14%
Sold Price - Median	\$ 844,950	\$ 840,000	\$ 842,280	\$ 835,000	\$ 837,850	0.59%	-0.27%	0.87%	-0.34%
Days on Market - Average	43	54	58	63	77	-20.37%	-6.90%	-7.94%	-18.18%
Days on Market - Median	14	26	28	29	38	-46.15%	-7.14%	-3.45%	-23.68%
Close Price/List Price	99.12%	98.55%	98.56%	98.20%	97.74%	0.58%	-0.01%	0.37%	0.47%
PSF Total	\$ 226	\$ 213	\$ 201	\$ 192	\$ 186	6.10%	5.97%	4.69%	3.23%
Condo (aka Attached Single Family)									
Sold	421	302	289	180	148	39.40%	4.50%	60.56%	21.62%
Sold Price - Average	\$ 844,360	\$ 838,810	\$ 839,270	\$ 846,606	\$ 862,156	0.66%	-0.05%	-0.87%	-1.80%
Sales Volume	\$ 355,475,560	\$ 253,320,620	\$ 242,549,030	\$ 152,389,080	\$ 127,599,088	40.33%	4.44%	59.16%	19.43%
Sold Price - Median	\$ 830,000	\$ 825,000	\$ 822,500	\$ 837,500	\$ 858,196	0.61%	0.30%	-1.79%	-2.41%
Days on Market - Average	42	56	44	55	70	-25.00%	27.27%	-20.00%	-21.43%
Days on Market - Median	13	25	19	24	27	-48.00%	31.58%	-20.83%	-11.11%
Close Price/List Price	99.21%	98.75%	98.92%	99.33%	98.08%	0.47%	-0.17%	-0.41%	1.27%
PSF Total	\$ 342	\$ 327	\$ 323	\$ 338	\$ 315	4.59%	1.24%	-4.44%	7.30%

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

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

	Nov, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	715	880	817	-18.75%	-12.48%
Price - Average	\$ 595,453	\$ 595,546	\$ 591,391	-0.02%	0.69%
Sales Volume	\$ 425,748,895	\$ 524,080,480	\$ 483,166,447	-18.76%	-11.88%
Days on Market - Average	37	36	49	2.78%	-24.49%
Days on Market - Median	21	20	30	5.00%	-30.00%
Close Price/List Price	98.83%	99.05%	98.90%	-0.22%	-0.07%
PSF Total	\$ 215	\$ 217	\$ 202	-0.92%	6.44%
Single Family (aka Detached Single Family)					
Sold	606	767	706	-20.99%	-14.16%
Price - Average	\$ 593,836	\$ 594,583	\$ 592,351	-0.13%	0.25%
Sales Volume	\$ 359,864,616	\$ 456,045,161	\$ 418,199,806	-21.09%	-13.95%
Days on Market - Average	36	36	48	0.00%	-25.00%
Days on Market - Median	22	20	30	10.00%	-26.67%
Close Price/List Price	98.78%	98.89%	98.94%	-0.11%	-0.16%
PSF Total	\$ 196	\$ 197	\$ 184	-0.51%	6.52%
Condo (aka Attached Single Family)					
Sold	109	113	111	-3.54%	-1.80%
Price - Average	\$ 604,443	\$ 602,081	\$ 585,288	0.39%	3.27%
Sales Volume	\$ 65,884,287	\$ 68,035,153	\$ 64,966,968	-3.16%	1.41%
Days on Market - Average	39	37	58	5.41%	-32.76%
Days on Market - Median	19	22	30	-13.64%	-36.67%
Close Price/List Price	99.13%	100.17%	98.62%	-1.04%	0.52%
PSF Total	\$ 322	\$ 350	\$ 315	-8.00%	2.22%

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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	11,151	9,577	7,389	5,925	4,191	16.44%	29.61%	24.71%	41.37%
Sold Price - Average	\$ 594,942	\$ 591,733	\$ 593,778	\$ 593,148	\$ 593,315	0.54%	-0.34%	0.11%	-0.03%
Sales Volume	\$ 6,634,198,242	\$ 5,667,026,941	\$ 4,387,425,642	\$ 3,514,401,900	\$ 2,486,583,165	17.07%	29.17%	24.84%	41.33%
Sold Price - Median	\$ 582,500	\$ 577,000	\$ 580,000	\$ 579,900	\$ 579,155	0.95%	-0.52%	0.02%	0.13%
Current Days on Market - Average	33	39	43	47	55	-15.38%	-9.30%	-8.51%	-14.55%
Current Days on Market - Median	12	16	19	20	26	-25.00%	-15.79%	-5.00%	-23.08%
Close Price/List Price	99.64%	99.33%	99.17%	99.33%	98.58%	0.31%	0.16%	-0.16%	0.76%
PSF Total	\$ 211	\$ 198	\$ 189	\$ 183	\$ 172	6.57%	4.76%	3.28%	6.40%
Single Family (aka Detached Single Family)									
Sold	9,585	8,377	6,451	5,098	3,688	14.42%	29.86%	26.54%	38.23%
Sold Price - Average	\$ 594,772	\$ 591,007	\$ 593,007	\$ 591,546	\$ 592,413	0.64%	-0.34%	0.25%	-0.15%
Sales Volume	\$ 5,700,889,620	\$ 4,950,865,639	\$ 3,825,488,157	\$ 3,015,701,508	\$ 2,184,819,144	15.15%	29.42%	26.85%	38.03%
Sold Price - Median	\$ 582,000	\$ 576,000	\$ 580,000	\$ 575,000	\$ 576,500	1.04%	-0.69%	0.87%	-0.26%
Current Days on Market - Average	32	37	42	45	54	-13.51%	-11.90%	-6.67%	-16.67%
Current Days on Market - Median	12	15	18	20	27	-20.00%	-16.67%	-10.00%	-25.93%
Close Price/List Price	99.65%	99.35%	99.19%	99.01%	98.49%	0.30%	0.16%	0.18%	0.53%
PSF Total	\$ 192	\$ 182	\$ 172	\$ 165	\$ 158	5.49%	5.81%	4.24%	4.43%
Condo (aka Attached Single Family)									
Sold	1,566	1,200	938	827	503	30.50%	27.93%	13.42%	64.41%
Sold Price - Average	\$ 595,984	\$ 596,800	\$ 599,086	\$ 603,023	\$ 599,930	-0.14%	-0.38%	-0.65%	0.52%
Sales Volume	\$ 933,310,944	\$ 716,160,000	\$ 561,942,668	\$ 498,700,021	\$ 301,764,790	30.32%	27.44%	12.68%	65.26%
Sold Price - Median	\$ 585,000	\$ 580,000	\$ 588,250	\$ 590,000	\$ 592,500	0.86%	-1.40%	-0.30%	-0.42%
Current Days on Market - Average	42	48	50	56	64	-12.50%	-4.00%	-10.71%	-12.50%
Current Days on Market - Median	16	20	27	26	24	-20.00%	-25.93%	3.85%	8.33%
Close Price/List Price	99.58%	99.21%	99.05%	101.32%	99.19%	0.37%	0.16%	-2.24%	2.15%
PSF Total	\$ 330	\$ 309	\$ 299	\$ 294	\$ 278	6.80%	3.34%	1.70%	5.76%

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CLASSIC MARKET | Properties Sold Between \$400,000 and \$499,999

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

	Nov, '18	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	792	992	914	-20.16%	-13.35%
Price - Average	\$ 443,980	\$ 443,688	\$ 443,990	0.07%	0.00%
Sales Volume	\$ 351,632,160	\$ 440,138,496	\$ 405,806,860	-20.11%	-13.35%
Days on Market - Average	33	29	32	13.79%	3.13%
Days on Market - Median	19	17	17	11.76%	11.76%
Close Price/List Price	99.02%	99.40%	99.28%	-0.38%	-0.26%
PSF Total	\$ 197	\$ 191	\$ 182	3.14%	8.24%
Single Family (aka Detached Single Family)					
Sold	672	816	788	-17.65%	-14.72%
Price - Average	\$ 444,381	\$ 443,987	\$ 444,207	0.09%	0.04%
Sales Volume	\$ 298,624,032	\$ 362,293,392	\$ 350,035,116	-17.57%	-14.69%
Days on Market - Average	32	28	32	14.29%	0.00%
Days on Market - Median	19	17	17	11.76%	11.76%
Close Price/List Price	98.85%	99.25%	99.25%	-0.40%	-0.40%
PSF Total	\$ 184	\$ 175	\$ 171	5.14%	7.60%
Condo (aka Attached Single Family)					
Sold	120	176	126	-31.82%	-4.76%
Price - Average	\$ 441,735	\$ 442,304	\$ 442,634	-0.13%	-0.20%
Sales Volume	\$ 53,008,200	\$ 77,845,504	\$ 55,771,884	-31.91%	-4.96%
Days on Market - Average	35	31	33	12.90%	6.06%
Days on Market - Median	18	16	16	12.50%	12.50%
Close Price/List Price	100.01%	100.06%	99.43%	-0.05%	0.58%
PSF Total	\$ 271	\$ 267	\$ 257	1.50%	5.45%

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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	11,572	10,682	8,996	7,182	5,282	8.33%	18.74%	25.26%	35.97%
Sold Price - Average	\$ 443,520	\$ 443,957	\$ 443,948	\$ 443,111	\$ 442,272	-0.10%	0.00%	0.19%	0.19%
Sales Volume	\$ 5,132,413,440	\$ 4,742,348,674	\$ 3,993,756,208	\$ 3,182,423,202	\$ 2,336,080,704	8.23%	18.74%	25.49%	36.23%
Sold Price - Median	\$ 440,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,000	0.00%	0.00%	0.00%	0.23%
Current Days on Market - Average	24	26	30	33	45	-7.69%	-13.33%	-9.09%	-26.67%
Current Days on Market - Median	9	10	11	12	21	-10.00%	-9.09%	-8.33%	-42.86%
Close Price/List Price	100.12%	99.92%	99.81%	99.55%	98.81%	0.20%	0.11%	0.26%	0.75%
PSF Total	\$ 197	\$ 184	\$ 173	\$ 163	\$ 153	7.07%	6.36%	6.13%	6.54%
Single Family (aka Detached Single Family)									
Sold	9,740	9,139	7,862	6,256	4,785	6.58%	16.24%	25.67%	30.74%
Sold Price - Average	\$ 443,566	\$ 444,247	\$ 444,235	\$ 443,352	\$ 442,606	-0.15%	0.00%	0.20%	0.17%
Sales Volume	\$ 4,320,332,840	\$ 4,059,973,333	\$ 3,492,575,570	\$ 2,773,610,112	\$ 2,117,869,710	6.41%	16.25%	25.92%	30.96%
Sold Price - Median	\$ 440,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,000	0.00%	0.00%	0.00%	0.23%
Current Days on Market - Average	22	25	29	32	43	-12.00%	-13.79%	-9.38%	-25.58%
Current Days on Market - Median	8	10	11	12	20	-20.00%	-9.09%	-8.33%	-40.00%
Close Price/List Price	100.13%	99.92%	99.80%	99.52%	98.82%	0.21%	0.12%	0.28%	0.71%
PSF Total	\$ 182	\$ 169	\$ 159	\$ 149	\$ 142	7.69%	6.29%	6.71%	4.93%
Condo (aka Attached Single Family)									
Sold	1,832	1,543	1,134	926	497	18.73%	36.07%	22.46%	86.32%
Sold Price - Average	\$ 443,273	\$ 442,244	\$ 441,956	\$ 441,479	\$ 439,060	0.23%	0.07%	0.11%	0.55%
Sales Volume	\$ 812,076,136	\$ 682,382,492	\$ 501,178,104	\$ 408,809,554	\$ 218,212,820	19.01%	36.16%	22.59%	87.34%
Sold Price - Median	\$ 440,000	\$ 439,500	\$ 439,000	\$ 438,000	\$ 435,000	0.11%	0.11%	0.23%	0.69%
Current Days on Market - Average	32	33	38	41	57	-3.03%	-13.16%	-7.32%	-28.07%
Current Days on Market - Median	12	11	14	15	28	9.09%	-21.43%	-6.67%	-46.43%
Close Price/List Price	100.05%	99.91%	99.86%	99.73%	98.68%	0.14%	0.05%	0.13%	1.06%
PSF Total	\$ 277	\$ 271	\$ 268	\$ 265	\$ 256	2.21%	1.12%	1.13%	3.52%

DMAR MARKET TRENDS | DECEMBER 2018

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