

# DENVER METRO

ASSOCIATION OF REALTORS®

*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

April 2019

DMAR Statistics  
COMPLIMENTS OF



**ANTHONY RAE**  
RE/MAX ALLIANCE  
303.520.3179



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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:

		Prior Month	Year-Over-Year
 <b>Residential</b> (Single Family plus Condo)			
Active Inventory	6,292	4.57%	36.22%
Sold Homes	4,162	20.01%	-11.71%
Sold Price - Average	\$480,486	3.57%	1.79%
Sold Price - Median	\$415,000	3.75%	1.53%
Days on Market - Average	31	-20.51%	14.81%

 <b>Single Family</b> (aka Detached Single Family)			
Active Inventory	4,314	5.17%	26.29%
Sold Homes	2,928	21.44%	-10.76%
Sold Price - Average	\$530,897	3.27%	1.26%
Sold Price - Median	\$450,000	3.69%	1.58%
Days on Market - Average	32	-21.95%	14.29%

 <b>Condo</b> (aka Attached Single Family)			
Active Inventory	1,978	3.29%	64.42%
Sold Homes	1,234	16.75%	-13.89%
Sold Price - Average	\$360,875	3.27%	2.44%
Sold Price - Median	\$300,000	0.64%	0.81%
Days on Market - Average	30	-11.76%	



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# MARKET INSIGHTS

- ✓ Price reductions are on the rise, which proves that unrealistic sellers are left chasing the market. Buyers are out in full force, but with the increased inventory, they are more discerning and compelled towards homes that are turnkey.
- ✓ First-time buyers are becoming more active as spring inventory is offering a wider selection. With a strategy to buy before spring prices climb, millennials are making the smart decision to move up from homes priced less than \$500k to more than \$700k.
- ✓ Real estate photographers and home inspectors are reporting a surge toward the typical spring market.
- ✓ We must be realistic and timely when making price adjustments in our current market, and make the adjustments within three weeks of the market date. Any later, and you will most likely be missing the market, especially since February, March and April are when we have the most buyers. If you wait until May to reduce a listing's price, most of today's buyers will already be living in their new homes.
- ✓ Colorado boasts seven of America's top 25 Healthiest Communities, and 28 of the top 500 overall, including the number one healthiest, Douglas county.
- ✓ Around 35 percent of mortgage borrowers in metro Denver are "equity-rich," meaning their homes are worth at least twice as much as what is owed on the property, according to ATTOM Data Solutions.
- ✓ Attainable housing is becoming a priority in the southern metro area. RidgeGate, the 3,500-acre mixed-use master planned community in Lone Tree, recently received unanimous approval from the Lone Tree City Council for an attainable housing program. The program provides for a minimum of 350 housing units designated for households with earnings between 40 and 60 percent of the area median income.
- ✓ South Park Hill tops the 2019 list of Best Neighborhoods to Live In Denver, published by Pittsburgh-based website, Niche. The ranking is based on multiple factors, including housing trends and affordability, school quality, health and fitness, crime rates, commute times and employment rates. Rounding out the top five are Wellshire, Country Club, Downtown and North Capitol Hill/Uptown.
- ✓ The Denver Broncos and public officials are ready to pull the trigger on an idea that has fueled speculation and intrigue for years: tearing up the sprawling south parking lots at the former Sports Authority Field to make way for an entertainment district.
- ✓ An income-restricted apartment project breaks ground in Denver near 38th Ave. and Blake St. This complex will have a total of 66 units, with 10 percent reserved for those making up to 30 percent of the area median income (AMI), which

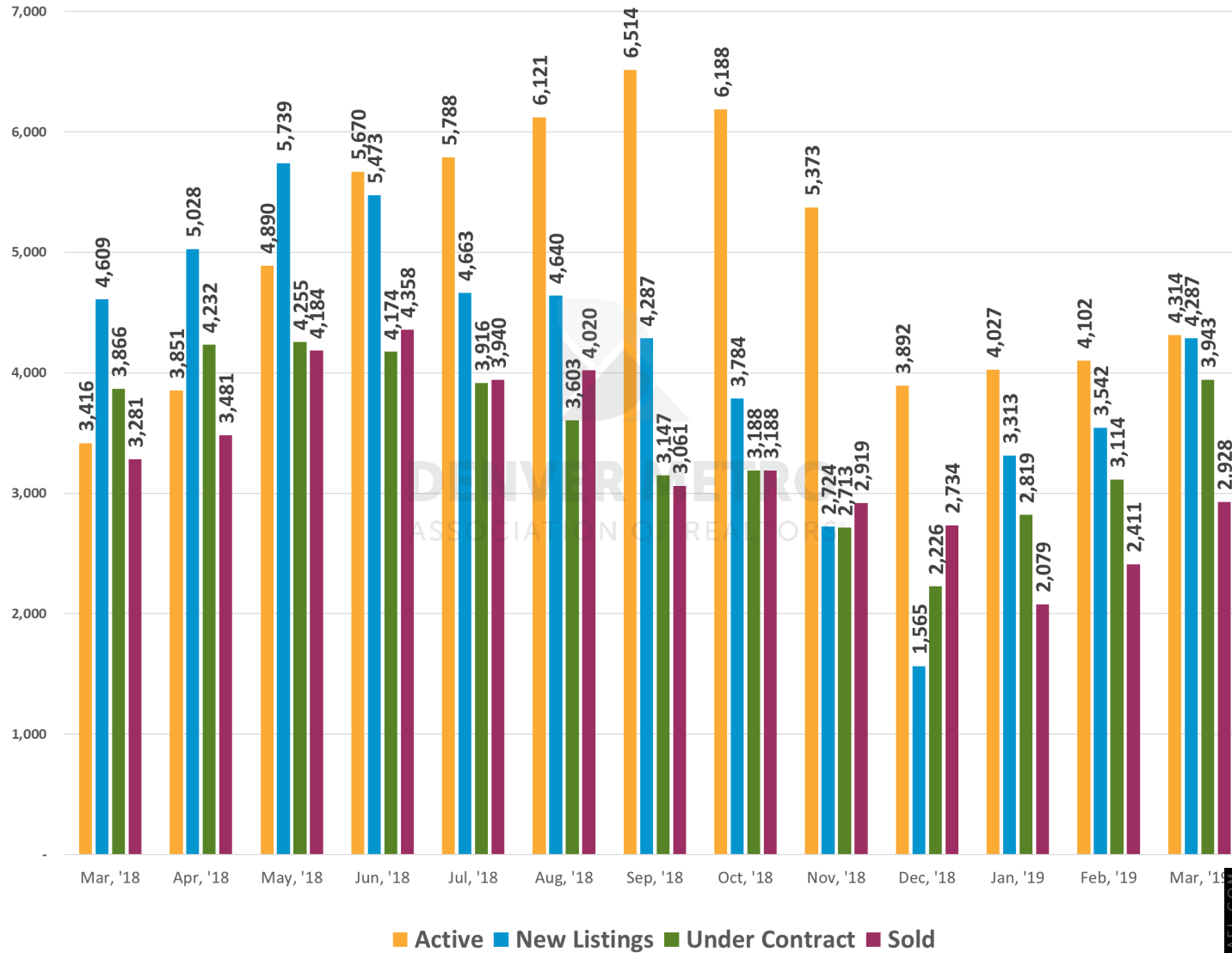
equates to an individual with an annual income of less than \$18,900, or a family of four with an income below \$26,970. Another 40 percent will be restricted to those making up to 50 percent of AMI, with the remaining half of the units available to those making up to 60 percent AMI, which is less than \$37,800 for an individual, or below \$53,940 for a family of four.

- ✓ In 2015 the condo market comprised only 19 percent of the total inventory, compared to 31 percent today. Can we attribute this increase to investors liquidating rentals believing we've hit the top of this market cycle?
  - ✓ In late March, we saw the inversion of the yield curve, which is an early indicator of an upcoming recession. The two year treasury yield inverted with the five year, and is only 15 basis points from inverting with the 10 year. During recessions, it is typical for interest rates to decline, offering homeowners refinance opportunities.
  - ✓ Interest rates dropped 0.25 percent lower than they were a year ago, stimulating a national increase in purchase applications by four percent, and refinance applications by 8.5 percent from this time last year. The interest rate decrease can make an impact of \$25K to \$50K in buyer purchasing power, and may help some get into better school districts, nicer houses or bigger homes.
  - ✓ Most recently, we've seen the percentage of transactions involving a seller concession increase to 41 percent. Of those, the average concession amount is about one percent of the home price.
  - ✓ An NAHBI survey found that 91 percent of homebuyers want a laundry room included in their home, which is more than any other home or community feature. The laundry room is followed by ENERGY STAR® rated windows, a patio, ENERGY STAR® rated appliances and ceiling fans.
  - ✓ The U.S. Department of Housing and Urban Development (HUD) is suing Facebook for violating the Fair Housing Act. HUD claims Facebook discriminates against users by restricting who can view housing-related ads on Facebook's platforms and across the Internet. Many real estate leaders think the lawsuit is baseless.
- Quick Stats:
- ✓ **Quick Stats:**
    - Average active listings for March is 14,734 (1985-2018).
    - 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 5.95 percent decrease. 2019 represents an increase of 4.57 percent.



# Single Family (aka Detached Single Family)

**DMAR Market Trends | March 2019 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



## DMAR MARKET TRENDS | APRIL 2019

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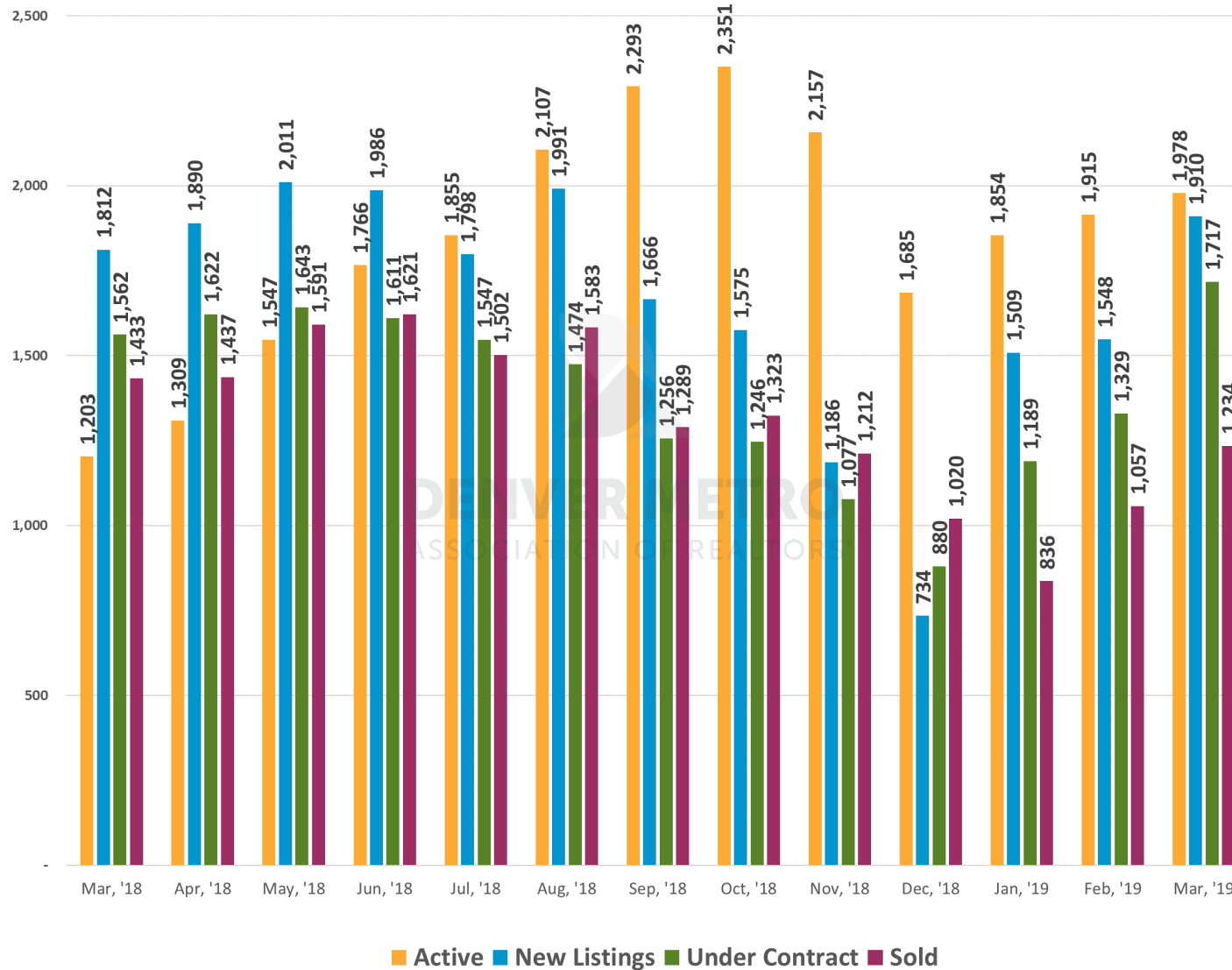


# Condo (aka Attached Single Family)

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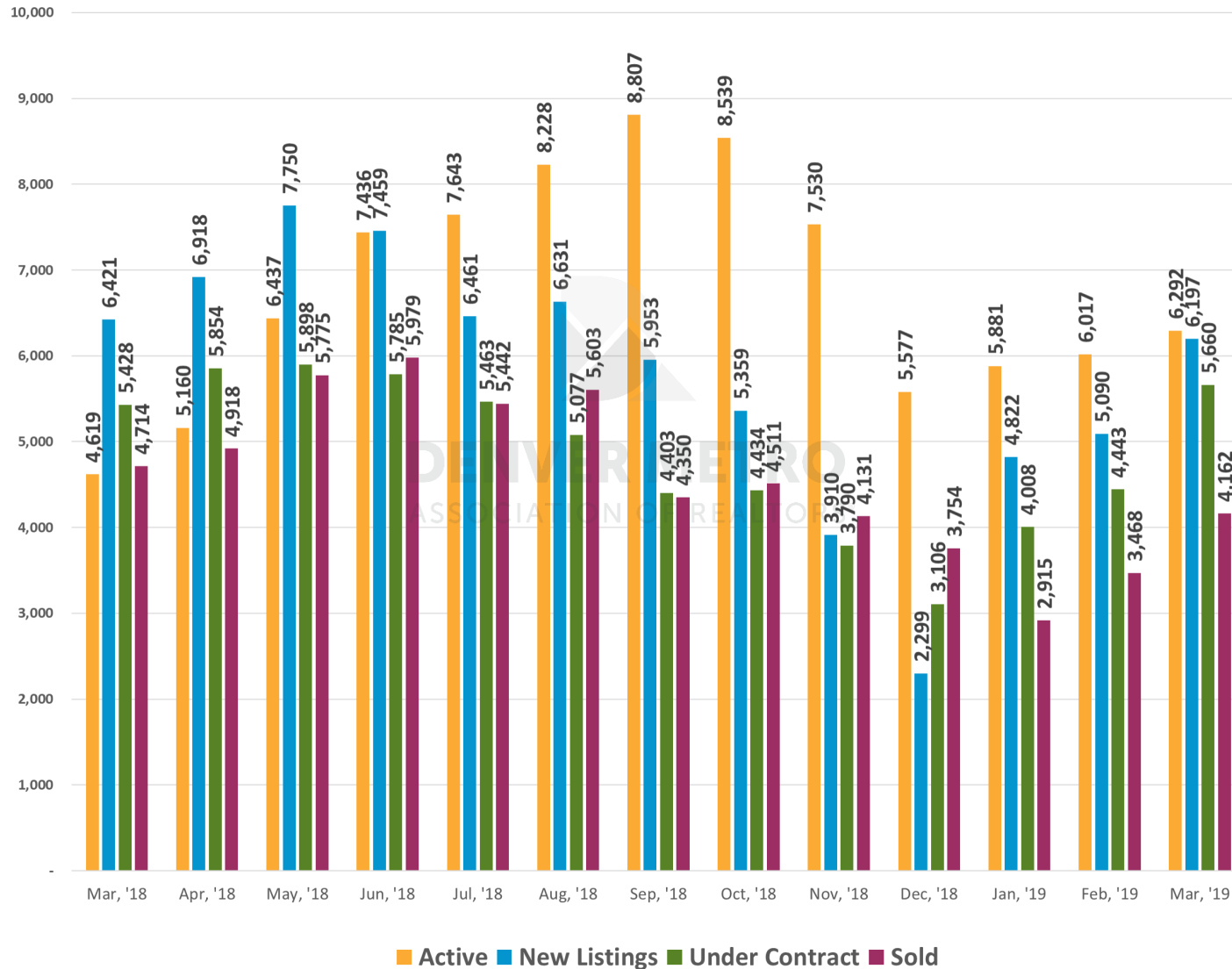


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# Residential (Single Family + Condo)

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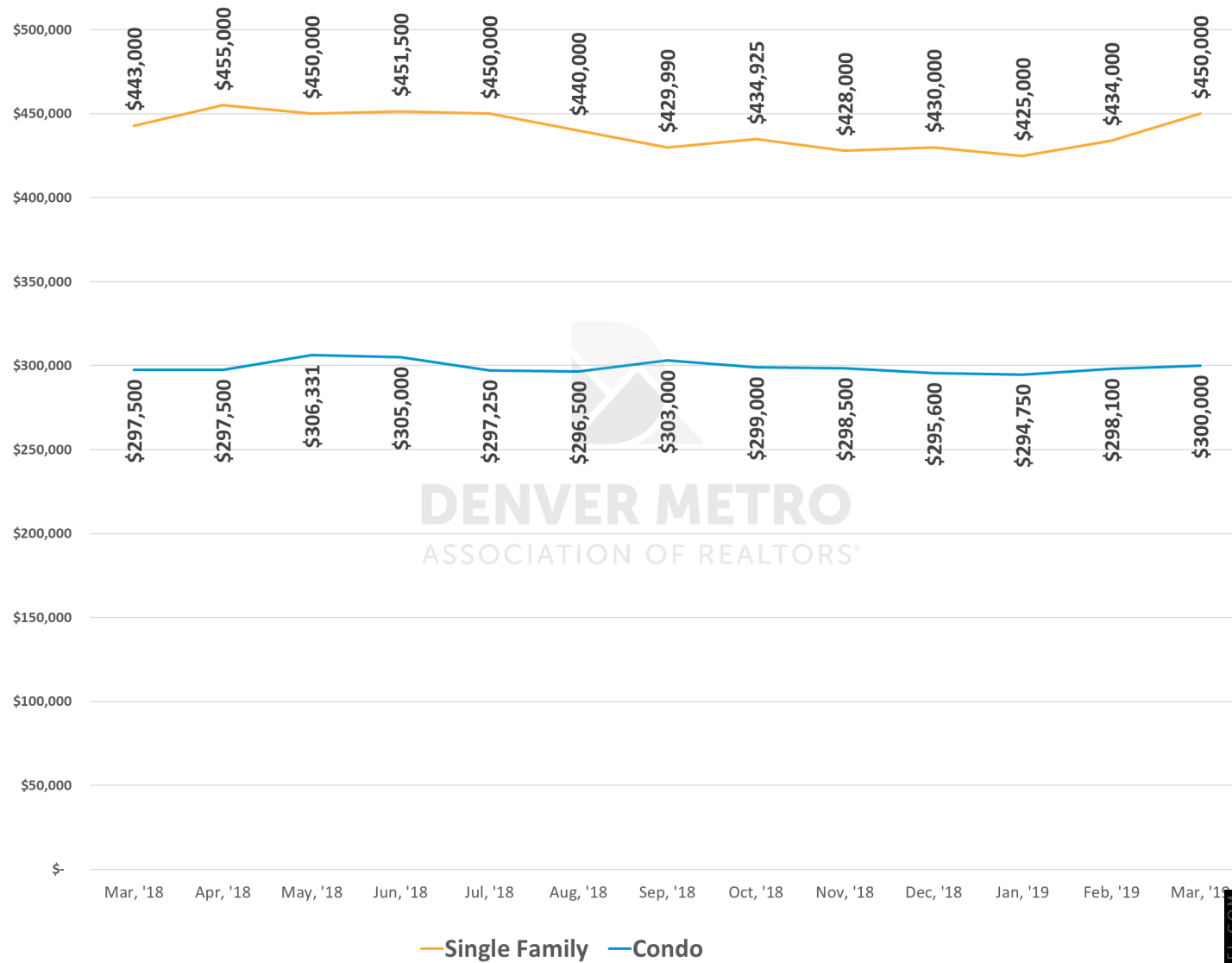


## Median Sales Price

**DMAR Market Trends | March 2019 Data**

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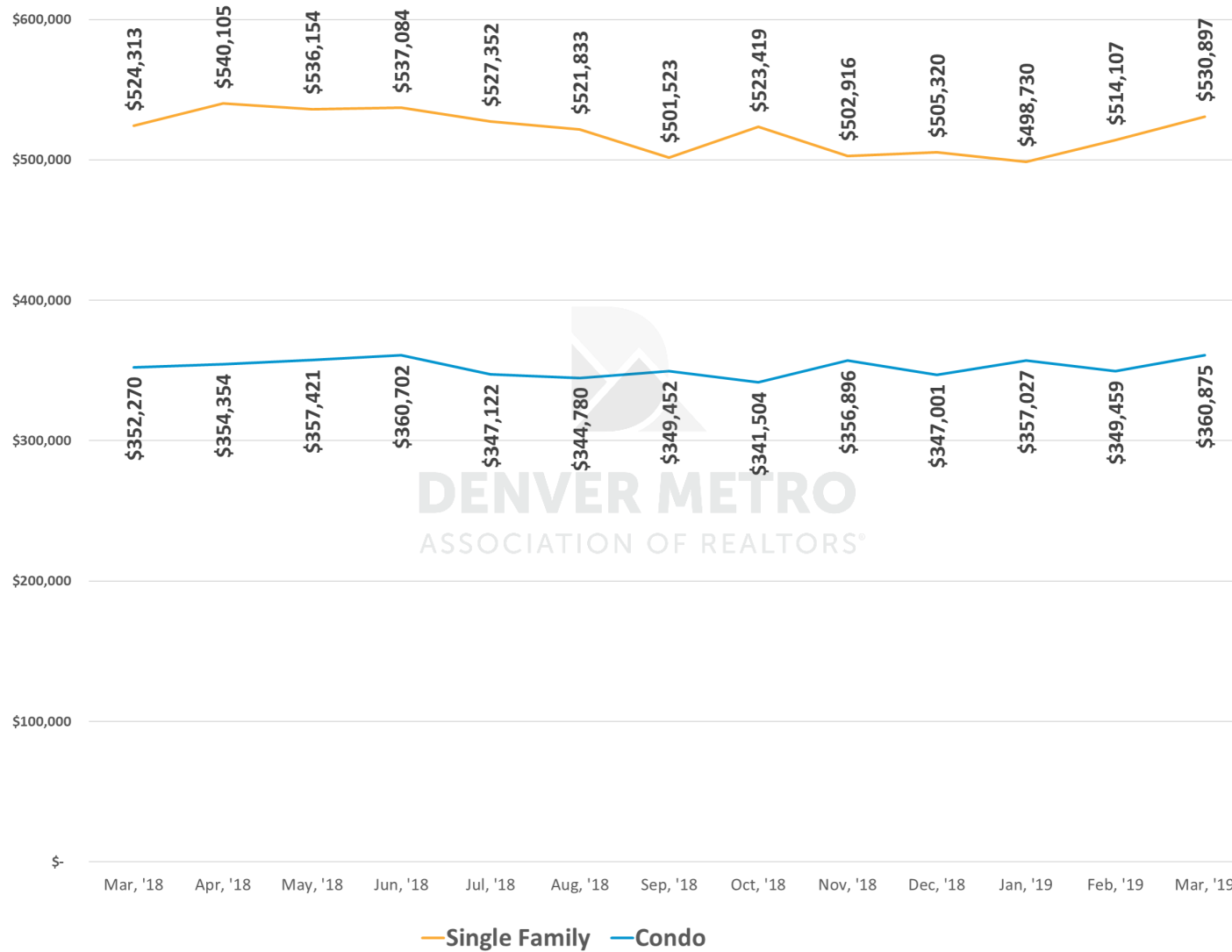
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## Average Sales Price

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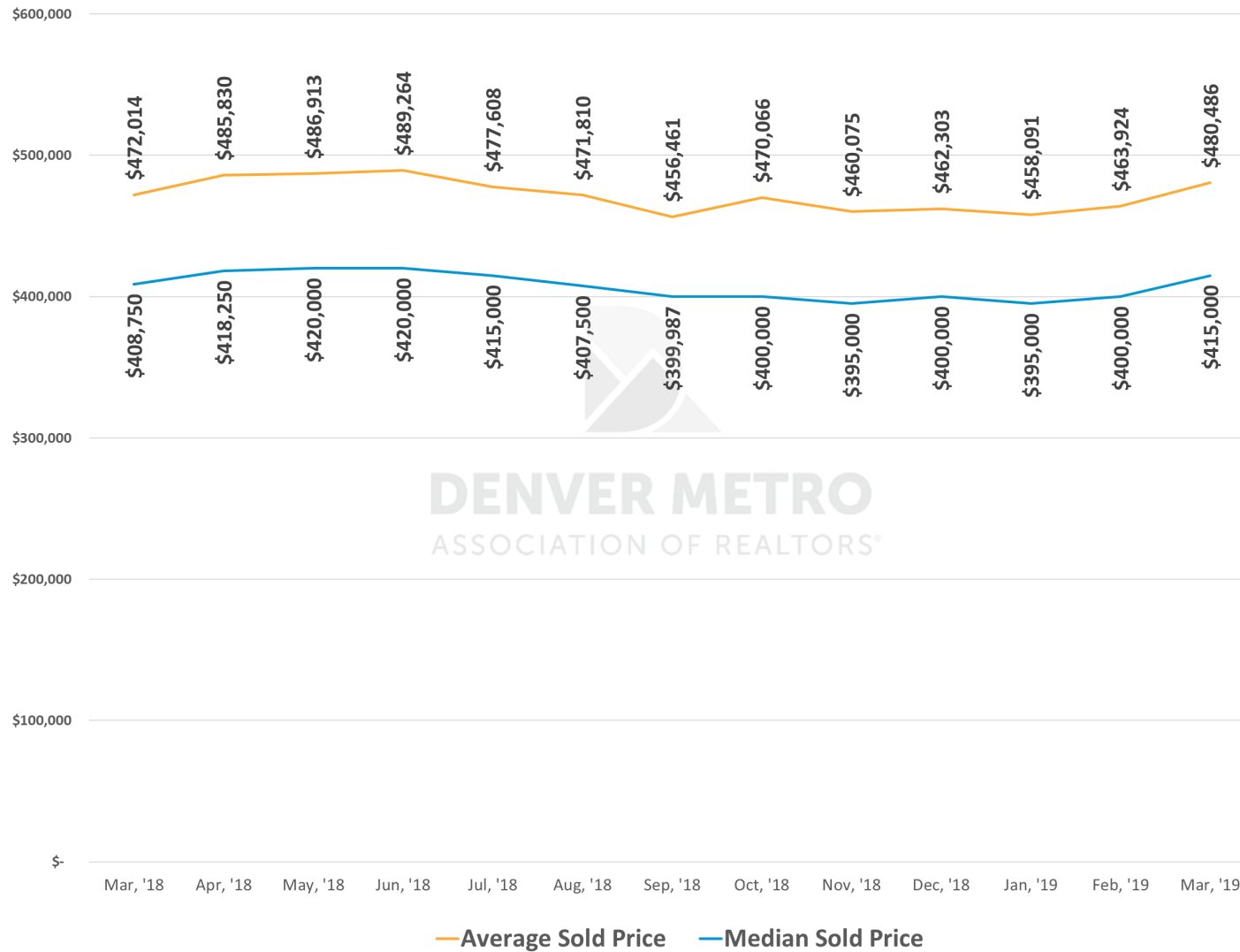


## Residential Sold Price

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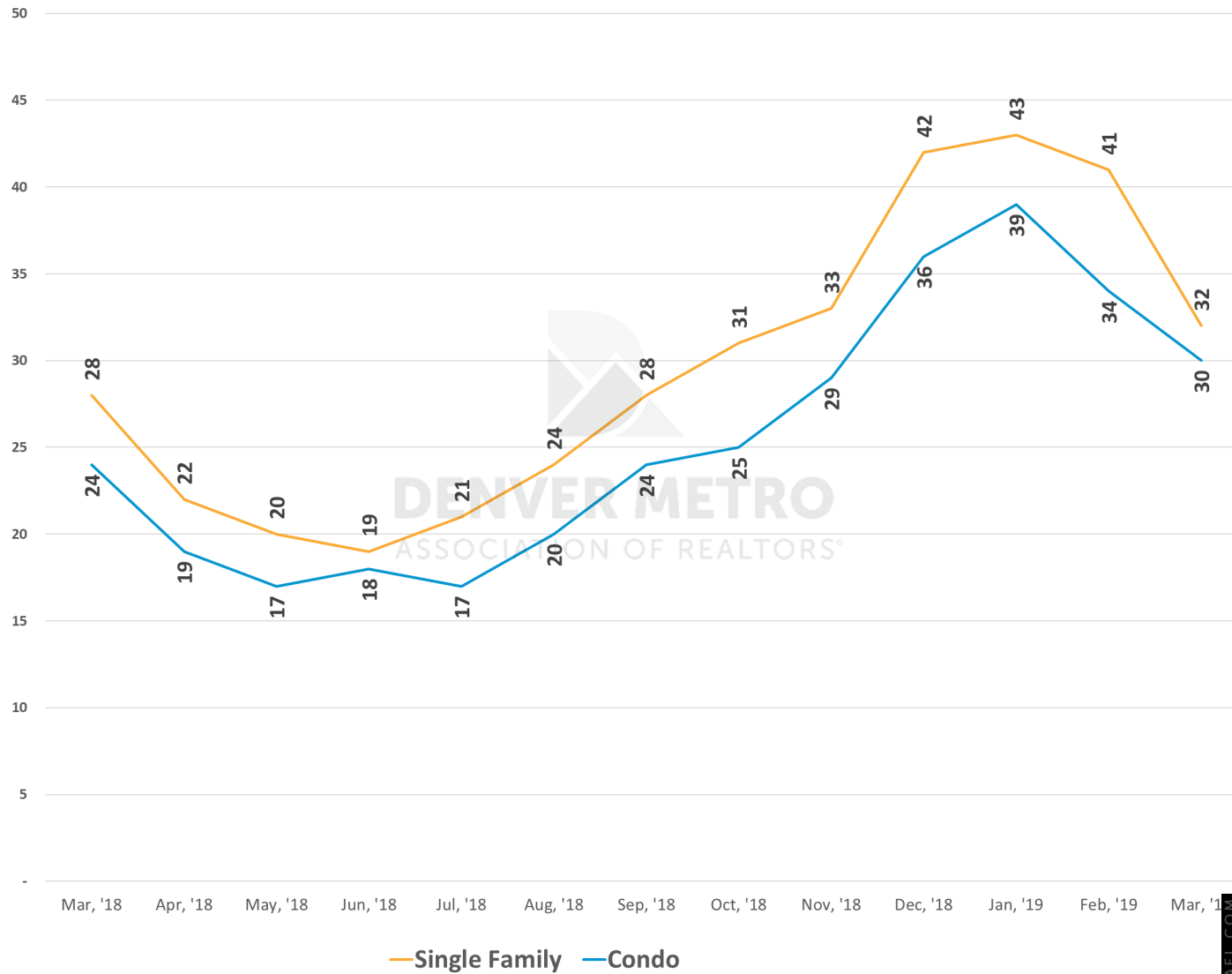


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# Average Days on Market

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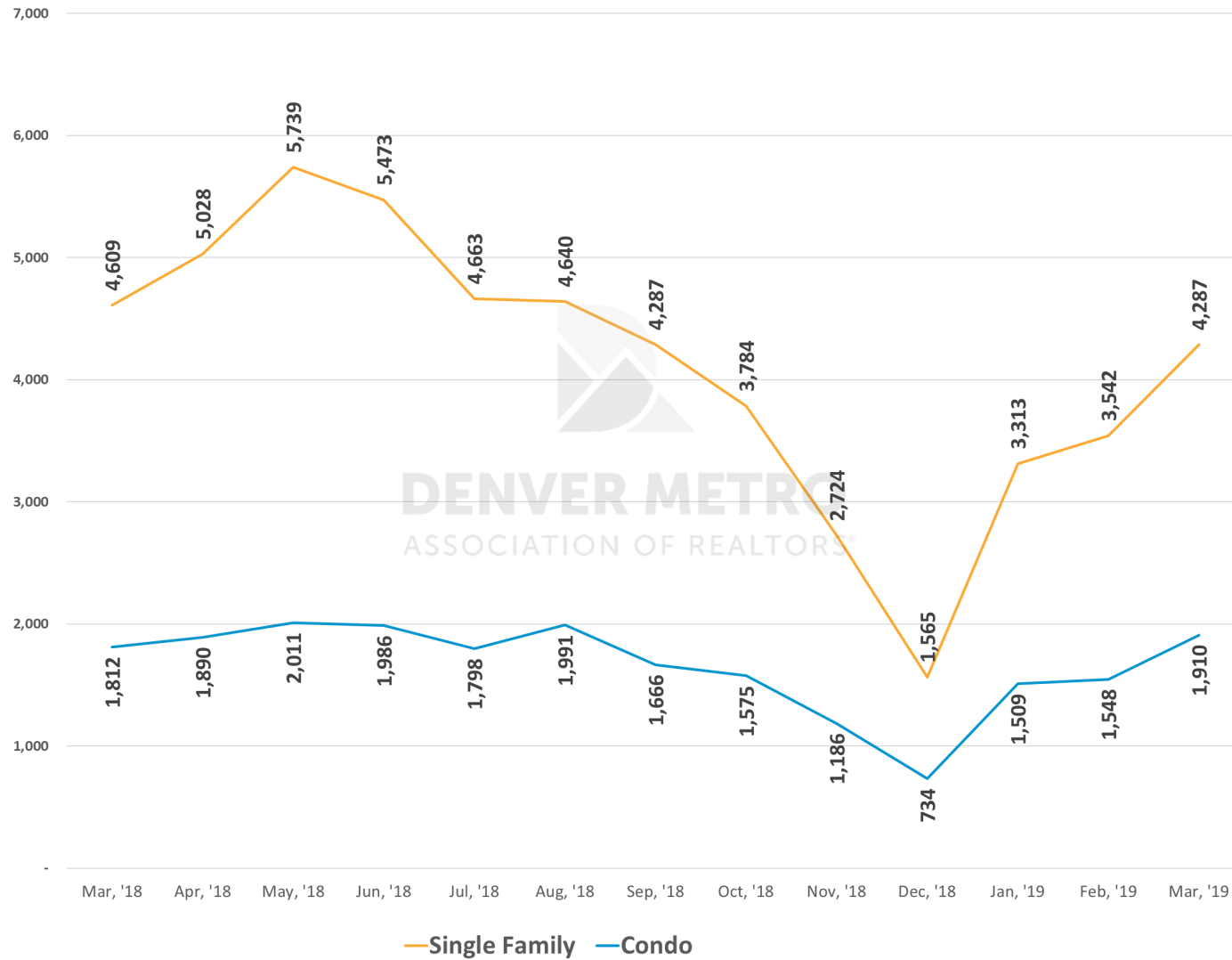
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# New Listings

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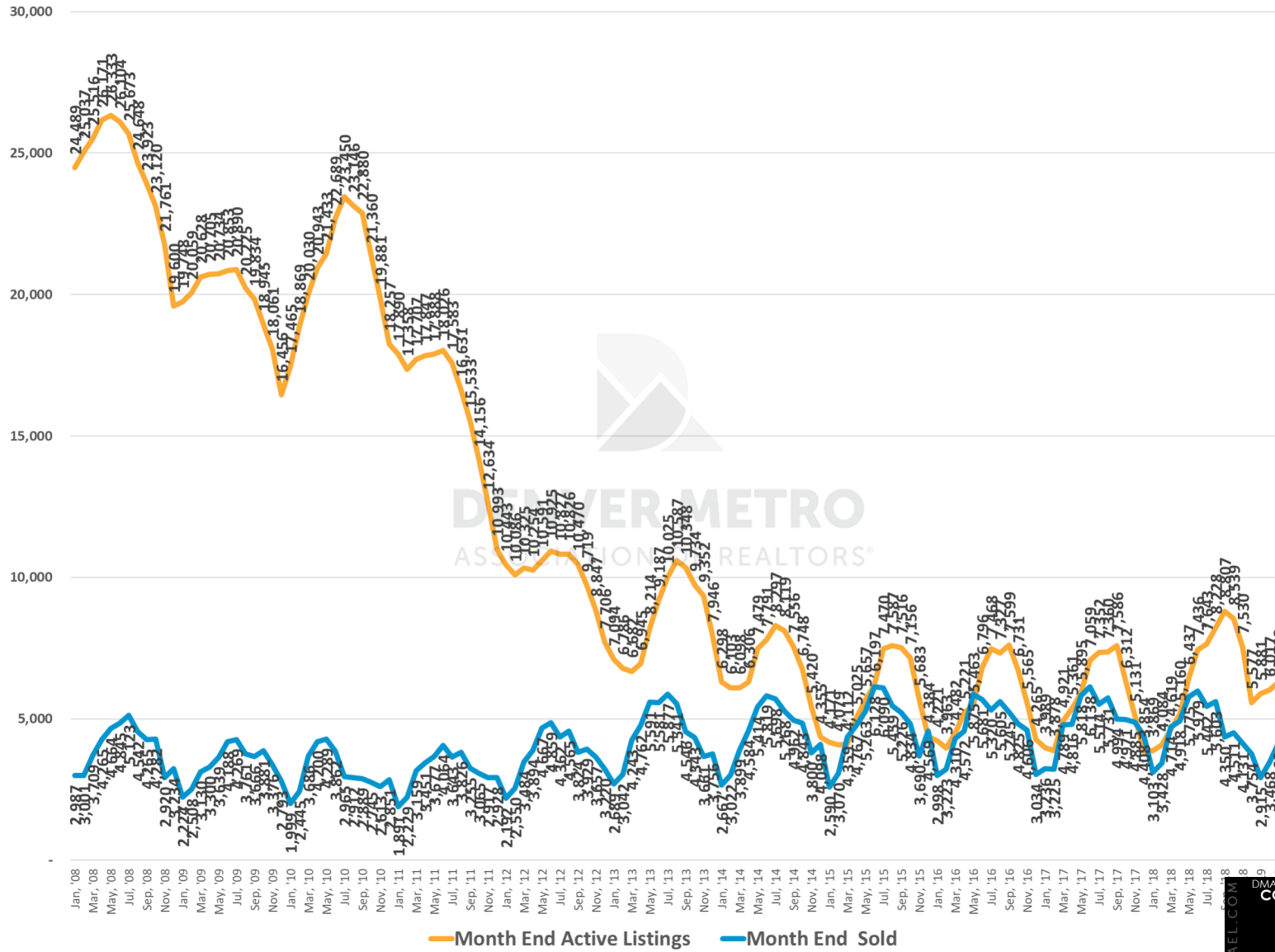
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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

	Mar, '19	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Single Family + Condo)					
Active	6,292	6,017	4,619	4.57%	36.22%
New Listings	6,197	5,090	6,421	21.75%	-3.49%
Under Contract	5,660	4,443	5,428	27.39%	4.27%
Days on Market - Average	31	39	27	-20.51%	14.81%
Days on Market - Median	10	15	6	-33.33%	66.67%
Sold	4,162	3,468	4,714	20.01%	-11.71%
Sold Price - Average	\$ 480,486	\$ 463,924	\$ 472,014	3.57%	1.79%
Sold Price - Median	\$ 415,000	\$ 400,000	\$ 408,750	3.75%	1.53%
Sales Volume	\$ 1,999,782,732	\$ 1,608,888,432	\$ 2,225,073,996	24.30%	-10.13%
Close Price/List Price	99.36%	99.05%	100.62%	0.31%	-1.25%
<b>Single Family</b> (aka Detached Single Family)					
Active	4,314	4,102	3,416	5.17%	26.29%
New Listings	4,287	3,542	4,609	21.03%	-6.99%
Under Contract	3,943	3,114	3,866	26.62%	1.99%
Days on Market - Average	32	41	28	-21.95%	14.29%
Days on Market - Median	10	16	6	-37.50%	66.67%
Sold	2,928	2,411	3,281	21.44%	-10.76%
Sold Price - Average	\$ 530,897	\$ 514,107	\$ 524,313	3.27%	1.26%
Sold Price - Median	\$ 450,000	\$ 434,000	\$ 443,000	3.69%	1.58%
Sales Volume	\$ 1,554,466,416	\$ 1,239,511,977	\$ 1,720,270,953	25.41%	-9.64%
Close Price/List Price	99.37%	99.02%	100.55%	0.35%	-1.17%
<b>Condo</b> (aka Attached Single Family)					
Active	1,978	1,915	1,203	3.29%	64.42%
New Listings	1,910	1,548	1,812	23.39%	5.41%
Under Contract	1,717	1,329	1,562	29.19%	9.92%
Days on Market - Average	30	34	24	-11.76%	25.00%
Days on Market - Median	11	13	5	-15.38%	120.00%
Sold	1,234	1,057	1,433	16.75%	-13.89%
Sold Price - Average	\$ 360,875	\$ 349,459	\$ 352,270	3.27%	2.44%
Sold Price - Median	\$ 300,000	\$ 298,100	\$ 297,500	0.64%	0.84%
Sales Volume	\$ 445,319,750	\$ 369,378,163	\$ 504,802,910	20.56%	-11.78%
Close Price/List Price	99.34%	99.12%	100.78%	0.22%	-1.43%

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# MARCH DATA YTD 2019 to 2015

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Active Listings at month end	6,292	4,619	4,921	4,482	4,112	36.22%	-6.14%	9.79%	9.00%
New Listings	16,106	15,370	15,440	14,026	14,021	4.79%	-0.45%	10.08%	0.04%
Days on Market - Average	37	31	32	33	35	19.35%	-3.13%	-3.03%	-5.71%
Days on Market - Median	15	7	8	9	8	114.29%	-12.50%	-11.11%	12.50%
Sold	10,584	11,235	11,402	10,659	10,142	-5.79%	-1.46%	6.97%	5.10%
Sold Price - Average	\$ 468,919	\$ 461,865	\$ 414,475	\$ 383,012	\$ 349,978	1.53%	11.43%	8.21%	9.44%
Sold Price - Median	\$ 405,000	\$ 400,000	\$ 361,500	\$ 332,500	\$ 300,000	1.25%	10.65%	8.72%	10.83%
Sales Volume	\$ 4,963,038,696	\$ 5,189,053,275	\$ 4,725,843,950	\$ 4,082,524,908	\$ 3,549,476,876	-4.36%	9.80%	15.76%	15.02%
Close Price/List Price	99.04%	100.10%	99.87%	99.84%	99.91%	-1.06%	0.23%	0.03%	-0.07%
<b>Single Family</b> (aka Detached Single Family)									
Active Listings at month end	4,314	3,416	3,772	3,564	3,325	26.29%	-9.44%	5.84%	7.19%
New Listings	11,128	10,911	11,060	10,086	10,041	1.99%	-1.35%	9.66%	0.45%
Days on Market - Average	38	32	35	37	37	18.75%	-8.57%	-5.41%	0.00%
Days on Market - Median	15	7	10	11	8	114.29%	-30.00%	-9.09%	37.50%
Sold	7,445	7,783	8,087	7,608	7,176	-4.34%	-3.76%	6.30%	6.02%
Sold Price - Average	\$ 516,469	\$ 511,589	\$ 459,441	\$ 423,542	\$ 390,528	0.95%	11.35%	8.48%	8.45%
Sold Price - Median	\$ 436,500	\$ 435,000	\$ 395,000	\$ 364,500	\$ 335,000	0.34%	10.13%	8.37%	8.81%
Sales Volume	\$ 3,845,111,705	\$ 3,981,697,187	\$ 3,715,499,367	\$ 3,222,307,536	\$ 2,802,428,928	-3.43%	7.16%	15.31%	14.98%
Close Price/List Price	99.01%	100.01%	99.72%	99.59%	99.82%	-1.00%	0.29%	0.13%	-0.23%
<b>Condo</b> (aka Attached Single Family)									
Active Listings at month end	1,978	1,203	1,149	918	787	64.42%	4.70%	25.16%	16.65%
New Listings	4,978	4,459	4,380	3,940	3,980	11.64%	1.80%	11.17%	-1.01%
Days on Market - Average	34	27	25	23	28	25.93%	8.00%	8.70%	-17.86%
Days on Market - Median	14	6	6	6	6	133.33%	0.00%	0.00%	0.00%
Sold	3,139	3,452	3,315	3,051	2,966	-9.07%	4.13%	8.65%	2.87%
Sold Price - Average	\$ 356,142	\$ 349,758	\$ 304,780	\$ 281,948	\$ 251,871	1.83%	14.76%	8.10%	11.94%
Sold Price - Median	\$ 299,000	\$ 295,000	\$ 254,000	\$ 228,000	\$ 197,500	1.36%	16.14%	11.40%	15.44%
Sales Volume	\$ 1,117,929,738	\$ 1,207,364,616	\$ 1,010,345,700	\$ 860,223,348	\$ 747,049,386	-7.41%	19.50%	17.45%	15.15%
Close Price/List Price	99.11%	100.30%	100.22%	100.45%	100.14%	-1.19%	0.08%	-0.23%	0.31%

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# MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	-	10		5	11	2.20
\$100,000 to \$199,999	6	21	3.50	137	133	0.97
\$200,000 to \$299,999	147	91	0.62	467	460	0.99
\$300,000 to \$399,999	839	479	0.57	287	420	1.46
\$400,000 to \$499,999	808	897	1.11	168	306	1.82
\$500,000 to \$749,999	787	1,493	1.90	108	392	3.63
\$750,000 to \$999,999	189	538	2.85	45	161	3.58
\$1,000,000 and over	152	785	5.16	17	95	5.59
<b>TOTALS</b>	<b>2,928</b>	<b>4,314</b>	<b>1.47</b>	<b>1,234</b>	<b>1,978</b>	<b>1.60</b>

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Mar, '19	Feb, '19		Mar, '19	Feb, '19	
\$0 to \$99,999	-	3	-100.00%	5	2	150.00%
\$100,000 to \$199,999	6	9	-33.33%	137	131	4.58%
\$200,000 to \$299,999	147	138	6.52%	467	400	16.75%
\$300,000 to \$399,999	839	766	9.53%	287	252	13.89%
\$400,000 to \$499,999	808	654	23.55%	168	125	34.40%
\$500,000 to \$749,999	787	604	30.30%	108	106	1.89%
\$750,000 to \$999,999	189	120	57.50%	45	28	60.71%
\$1,000,000 and over	152	117	29.91%	17	13	30.77%
<b>TOTALS</b>	<b>2,928</b>	<b>2,411</b>	<b>21.44%</b>	<b>1,234</b>	<b>1,057</b>	<b>16.75%</b>

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Mar, '19	YTD Mar, '18		YTD Mar, '19	YTD Mar, '18	
\$0 to \$99,999	4	10	-60.00%	11	19	-42.11%
\$100,000 to \$199,999	28	40	-30.00%	378	498	-24.10%
\$200,000 to \$299,999	440	598	-26.42%	1,195	1,257	-4.93%
\$300,000 to \$399,999	2,296	2,369	-3.08%	739	750	-1.47%
\$400,000 to \$499,999	2,022	2,014	0.40%	389	397	-2.02%
\$500,000 to \$749,999	1,880	1,933	-2.74%	285	391	-27.11%
\$750,000 to \$999,999	419	436	-3.90%	102	101	0.99%
\$1,000,000 and over	356	383	-7.05%	40	39	2.56%
<b>TOTALS</b>	<b>7,445</b>	<b>7,783</b>	<b>-4.34%</b>	<b>3,139</b>	<b>3,452</b>	<b>-9.07%</b>

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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	169	130	186	30.00%	-9.14%
Price - Average	\$ 1,553,204	\$ 1,532,066	\$ 1,519,363	1.38%	2.23%
Sales Volume	\$ 262,491,476	\$ 199,168,580	\$ 282,601,518	31.79%	-7.12%
Days on Market - Average	51	85	75	-40.00%	-32.00%
Days on Market - Median	19	47	26	-59.57%	-26.92%
Close Price/List Price	97.77%	97.50%	98.11%	0.28%	-0.35%
PSF Total	\$ 334	\$ 324	\$ 297	3.09%	12.46%
<b>Single Family</b> (aka Detached Single Family)					
Sold	152	117	173	29.91%	-12.14%
Price - Average	\$ 1,535,286	\$ 1,537,443	\$ 1,498,130	-0.14%	2.48%
Sales Volume	\$ 233,363,472	\$ 179,880,831	\$ 259,176,490	29.73%	-9.96%
Days on Market - Average	50	82	75	-39.02%	-33.33%
Days on Market - Median	19	36	25	-47.22%	-24.00%
Close Price/List Price	97.72%	97.68%	98.27%	0.04%	-0.56%
PSF Total	\$ 302	\$ 297	\$ 281	1.68%	7.47%
<b>Condo</b> (aka Attached Single Family)					
Sold	17	13	13	30.77%	30.77%
Price - Average	\$ 1,713,412	\$ 1,483,675	\$ 1,801,923	15.48%	-4.91%
Sales Volume	\$ 29,128,004	\$ 19,287,775	\$ 23,424,999	51.02%	24.35%
Days on Market - Average	53	107	71	-50.47%	-25.35%
Days on Market - Median	22	84	49	-73.81%	-55.10%
Close Price/List Price	98.18%	95.88%	96.03%	2.40%	2.24%
PSF Total	\$ 619	\$ 565	\$ 536	9.56%	15.49%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential (Single Family + Condo)</b>									
Sold	396	422	302	233	181	-6.16%	39.74%	29.61%	28.73%
Sold Price - Average	\$ 1,561,826	\$ 1,509,219	\$ 1,508,522	\$ 1,565,721	\$ 1,473,630	3.49%	0.05%	-3.65%	6.25%
Sales Volume	\$ 618,483,096	\$ 636,890,418	\$ 455,573,644	\$ 364,812,993	\$ 266,727,030	-2.89%	39.80%	24.88%	36.77%
Sold Price - Median	\$ 1,296,000	\$ 1,300,000	\$ 1,260,000	\$ 1,355,000	\$ 1,300,000	-0.31%	3.17%	-7.01%	4.23%
Days on Market - Average	69	88	105	94	110	-21.59%	-16.19%	11.70%	-14.55%
Days on Market - Median	28	47	60	57	62	-40.43%	-21.67%	5.26%	-8.06%
Close Price/List Price	97.35%	97.23%	96.89%	96.11%	96.25%	0.12%	0.35%	0.81%	-0.15%
PSF Total	\$ 328	\$ 300	\$ 301	\$ 303	\$ 271	9.33%	-0.33%	-0.66%	11.81%
<b>Single Family (aka Detached Single Family)</b>									
Sold	356	383	265	207	169	-7.05%	44.53%	28.02%	22.49%
Sold Price - Average	\$ 1,530,021	\$ 1,503,809	\$ 1,535,449	\$ 1,530,584	\$ 1,478,806	1.74%	-2.06%	0.32%	3.50%
Sales Volume	\$ 544,687,476	\$ 575,958,847	\$ 406,893,985	\$ 316,830,888	\$ 249,918,214	-5.43%	41.55%	28.43%	26.77%
Sold Price - Median	\$ 1,296,000	\$ 1,300,000	\$ 1,275,000	\$ 1,350,000	\$ 1,312,200	-0.31%	1.96%	-5.56%	2.88%
Days on Market - Average	68	88	106	98	108	-22.73%	-16.98%	8.16%	-9.26%
Days on Market - Median	27	47	61	68	58	-42.55%	-22.95%	-10.29%	17.24%
Close Price/List Price	97.37%	97.28%	96.88%	95.90%	95.92%	0.09%	0.41%	1.02%	-0.02%
PSF Total	\$ 296	\$ 279	\$ 282	\$ 262	\$ 259	6.09%	-1.06%	7.63%	1.16%
<b>Condo (aka Attached Single Family)</b>									
Sold	40	39	37	26	12	2.56%	5.41%	42.31%	116.67%
Sold Price - Average	\$ 1,844,894	\$ 1,562,344	\$ 1,315,666	\$ 1,845,471	\$ 1,400,729	18.09%	18.75%	-28.71%	31.75%
Sales Volume	\$ 73,795,760	\$ 60,931,416	\$ 48,679,642	\$ 47,982,246	\$ 16,808,748	21.11%	25.17%	1.45%	185.46%
Sold Price - Median	\$ 1,285,000	\$ 1,300,000	\$ 1,150,000	\$ 1,412,500	\$ 1,226,875	-1.15%	13.04%	-18.58%	15.13%
Days on Market - Average	79	78	94	55	139	1.28%	-17.02%	70.91%	-60.43%
Days on Market - Median	56	49	45	14	115	14.29%	8.89%	221.43%	-87.83%
Close Price/List Price	97.18%	96.81%	97.00%	97.80%	100.89%	0.38%	-0.20%	-0.82%	-3.06%
PSF Total	\$ 606	\$ 498	\$ 439	\$ 607	\$ 466	21.69%	13.44%	-27.68%	30.26%

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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	234	148	241	58.11%	-2.90%
Price - Average	\$ 848,001	\$ 839,630	\$ 847,027	1.00%	0.11%
Sales Volume	\$ 198,432,234	\$ 124,265,240	\$ 204,133,507	59.68%	-2.79%
Days on Market - Average	48	56	59	-14.29%	-18.64%
Days on Market - Median	12	30	18	-60.00%	-33.33%
Close Price/List Price	98.86%	98.28%	98.84%	0.59%	0.02%
PSF Total	\$ 247	\$ 239	\$ 224	3.35%	10.27%
<b>Single Family</b> (aka Detached Single Family)					
Sold	189	120	204	57.50%	-7.35%
Price - Average	\$ 845,758	\$ 839,765	\$ 848,421	0.71%	-0.31%
Sales Volume	\$ 159,848,262	\$ 100,771,800	\$ 173,077,884	58.62%	-7.64%
Days on Market - Average	51	57	59	-10.53%	-13.56%
Days on Market - Median	12	33	19	-63.64%	-36.84%
Close Price/List Price	98.79%	98.31%	98.84%	0.49%	-0.05%
PSF Total	\$ 229	\$ 222	\$ 207	3.15%	10.63%
<b>Condo</b> (aka Attached Single Family)					
Sold	45	28	37	60.71%	21.62%
Price - Average	\$ 857,419	\$ 839,051	\$ 839,341	2.19%	2.15%
Sales Volume	\$ 38,583,855	\$ 23,493,428	\$ 31,055,617	64.23%	24.24%
Days on Market - Average	34	53	60	-35.85%	-43.33%
Days on Market - Median	11	14	14	-21.43%	-21.43%
Close Price/List Price	99.16%	98.18%	98.84%	1.00%	0.32%
PSF Total	\$ 326	\$ 310	\$ 317	5.16%	2.84%

## DMAR MARKET TRENDS | APRIL 2019

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	521	537	414	335	270	-2.98%	29.71%	23.58%	24.07%
Sold Price - Average	\$ 845,358	\$ 848,431	\$ 842,721	\$ 842,589	\$ 850,404	-0.36%	0.68%	0.02%	-0.92%
Sales Volume	\$ 440,431,518	\$ 455,607,447	\$ 348,886,494	\$ 282,267,315	\$ 229,609,080	-3.33%	30.59%	23.60%	22.93%
Sold Price - Median	\$ 837,000	\$ 839,000	\$ 830,000	\$ 835,000	\$ 845,000	-0.24%	1.08%	-0.60%	-1.18%
Days on Market - Average	55	64	74	73	86	-14.06%	-13.51%	1.37%	-15.12%
Days on Market - Median	24	28	43	37	49	-14.29%	-34.88%	16.22%	-24.49%
Close Price/List Price	98.60%	98.82%	98.28%	98.46%	97.72%	-0.22%	0.55%	-0.18%	0.76%
PSF Total	\$ 244	\$ 239	\$ 223	\$ 215	\$ 204	2.09%	7.17%	3.72%	5.39%
<b>Single Family</b> (aka Detached Single Family)									
Sold	419	436	356	279	226	-3.90%	22.47%	27.60%	23.45%
Sold Price - Average	\$ 844,579	\$ 850,207	\$ 844,960	\$ 843,861	\$ 847,594	-0.66%	0.62%	0.13%	-0.44%
Sales Volume	\$ 353,878,601	\$ 370,690,252	\$ 300,805,760	\$ 235,437,219	\$ 191,556,244	-4.54%	23.23%	27.76%	22.91%
Sold Price - Median	\$ 835,000	\$ 842,750	\$ 836,450	\$ 837,500	\$ 840,000	-0.92%	0.75%	-0.13%	-0.30%
Days on Market - Average	56	64	75	79	89	-12.50%	-14.67%	-5.06%	-11.24%
Days on Market - Median	24	31	48	46	60	-22.58%	-35.42%	4.35%	-23.33%
Close Price/List Price	98.58%	98.76%	98.14%	98.30%	97.53%	-0.18%	0.63%	-0.16%	0.79%
PSF Total	\$ 225	\$ 217	\$ 209	\$ 192	\$ 188	3.69%	3.83%	8.85%	2.13%
<b>Condo</b> (aka Attached Single Family)									
Sold	102	101	58	56	44	0.99%	74.14%	3.57%	27.27%
Sold Price - Average	\$ 848,556	\$ 840,767	\$ 828,975	\$ 836,251	\$ 864,838	0.93%	1.42%	-0.87%	-3.31%
Sales Volume	\$ 86,552,712	\$ 84,917,467	\$ 48,080,550	\$ 46,830,056	\$ 38,052,872	1.93%	76.62%	2.67%	23.07%
Sold Price - Median	\$ 849,750	\$ 828,020	\$ 819,950	\$ 821,541	\$ 879,000	2.62%	0.98%	-0.19%	-6.54%
Days on Market - Average	53	67	63	47	73	-20.90%	6.35%	34.04%	-35.62%
Days on Market - Median	25	22	25	18	21	13.64%	-12.00%	38.89%	-14.29%
Close Price/List Price	98.65%	99.09%	99.12%	99.28%	98.70%	-0.44%	-0.03%	-0.16%	0.59%
PSF Total	\$ 324	\$ 336	\$ 311	\$ 328	\$ 304	-3.57%	8.04%	-5.18%	7.89%

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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	895	710	1,040	26.06%	-13.94%
Price - Average	\$ 590,699	\$ 595,636	\$ 592,792	-0.83%	-0.35%
Sales Volume	\$ 528,675,605	\$ 422,901,560	\$ 616,503,680	25.01%	-14.25%
Days on Market - Average	39	49	41	-20.41%	-4.88%
Days on Market - Median	13	25	10	-48.00%	30.00%
Close Price/List Price	99.27%	99.05%	100.05%	0.22%	-0.78%
PSF Total	\$ 213	\$ 215	\$ 214	-0.93%	-0.47%
<b>Single Family</b> (aka Detached Single Family)					
Sold	787	604	867	30.30%	-9.23%
Price - Average	\$ 590,506	\$ 595,302	\$ 593,037	-0.81%	-0.43%
Sales Volume	\$ 464,728,222	\$ 359,562,408	\$ 514,163,079	29.25%	-9.61%
Days on Market - Average	38	48	37	-20.83%	2.70%
Days on Market - Median	12	26	9	-53.85%	33.33%
Close Price/List Price	99.28%	99.08%	100.12%	0.20%	-0.84%
PSF Total	\$ 196	\$ 197	\$ 192	-0.51%	2.08%
<b>Condo</b> (aka Attached Single Family)					
Sold	108	106	173	1.89%	-37.57%
Price - Average	\$ 592,103	\$ 597,539	\$ 591,569	-0.91%	0.09%
Sales Volume	\$ 63,947,124	\$ 63,339,134	\$ 102,341,437	0.96%	-37.52%
Days on Market - Average	41	53	63	-22.64%	-34.92%
Days on Market - Median	25	21	19	19.05%	31.58%
Close Price/List Price	99.16%	98.92%	99.73%	0.24%	-0.57%
PSF Total	\$ 336	\$ 317	\$ 330	5.99%	1.82%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	2,165	2,324	1,808	1,317	1,104	-6.84%	28.54%	37.28%	19.29%
Sold Price - Average	\$ 592,904	\$ 590,491	\$ 589,005	\$ 591,875	\$ 592,466	0.41%	0.25%	-0.48%	-0.10%
Sales Volume	\$ 1,283,637,160	\$ 1,372,301,084	\$ 1,064,921,040	\$ 779,499,375	\$ 654,082,464	-6.46%	28.86%	36.62%	19.17%
Sold Price - Median	\$ 580,000	\$ 576,250	\$ 575,000	\$ 580,000	\$ 578,850	0.65%	0.22%	-0.86%	0.20%
Current Days on Market - Average	46	46	53	59	70	0.00%	-13.21%	-10.17%	-15.71%
Current Days on Market - Median	22	15	25	31	39	46.67%	-40.00%	-19.35%	-20.51%
Close Price/List Price	98.99%	99.63%	99.13%	98.70%	98.49%	-0.64%	0.50%	0.44%	0.21%
PSF Total	\$ 211	\$ 212	\$ 194	\$ 185	\$ 182	-0.47%	9.28%	4.86%	1.65%
<b>Single Family</b> (aka Detached Single Family)									
Sold	1,880	1,933	1,543	1,131	914	-2.74%	25.28%	36.43%	23.74%
Sold Price - Average	\$ 592,696	\$ 590,763	\$ 587,308	\$ 590,116	\$ 592,833	0.33%	0.59%	-0.48%	-0.46%
Sales Volume	\$ 1,114,268,480	\$ 1,141,944,879	\$ 906,216,244	\$ 667,421,196	\$ 541,849,362	-2.42%	26.01%	35.78%	23.17%
Sold Price - Median	\$ 580,000	\$ 577,900	\$ 570,000	\$ 577,000	\$ 578,500	0.36%	1.39%	-1.21%	-0.26%
Current Days on Market - Average	46	43	52	59	66	6.98%	-17.31%	-11.86%	-10.61%
Current Days on Market - Median	22	14	25	30	33	57.14%	-44.00%	-16.67%	-9.09%
Close Price/List Price	99.02%	99.63%	99.14%	98.67%	98.47%	-0.61%	0.49%	0.48%	0.20%
PSF Total	\$ 194	\$ 189	\$ 174	\$ 165	\$ 163	2.65%	8.62%	5.45%	1.23%
<b>Condo</b> (aka Attached Single Family)									
Sold	285	391	265	186	190	-27.11%	47.55%	42.47%	-2.11%
Sold Price - Average	\$ 594,269	\$ 589,147	\$ 598,890	\$ 602,575	\$ 590,701	0.87%	-1.63%	-0.61%	2.01%
Sales Volume	\$ 169,366,665	\$ 230,356,477	\$ 158,705,850	\$ 112,078,950	\$ 112,233,190	-26.48%	45.15%	41.60%	-0.14%
Sold Price - Median	\$ 575,950	\$ 573,990	\$ 592,075	\$ 592,542	\$ 578,850	0.34%	-3.05%	-0.08%	2.37%
Current Days on Market - Average	49	59	55	60	86	-16.95%	7.27%	-8.33%	-30.23%
Current Days on Market - Median	26	19	30	33	58	36.84%	-36.67%	-9.09%	-43.10%
Close Price/List Price	98.83%	99.63%	99.10%	98.88%	98.60%	-0.80%	0.53%	0.22%	0.28%
PSF Total	\$ 321	\$ 330	\$ 312	\$ 299	\$ 278	-2.73%	5.77%	4.35%	7.55%

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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	2,102	1,797	2,291	16.97%	-8.25%
Price - Average	\$ 393,593	\$ 390,504	\$ 391,917	0.79%	0.43%
Sales Volume	\$ 827,332,486	\$ 701,735,688	\$ 897,881,847	17.90%	-7.86%
Days on Market - Average	26	34	19	-23.53%	36.84%
Days on Market - Median	8	12	5	-33.33%	60.00%
Close Price/List Price	99.70%	99.37%	101.05%	0.33%	-1.34%
PSF Total	\$ 209	\$ 207	\$ 202	0.97%	3.47%
<b>Single Family</b> (aka Detached Single Family)					
Sold	1,647	1,420	1,806	15.99%	-8.80%
Price - Average	\$ 398,204	\$ 394,848	\$ 395,848	0.85%	0.60%
Sales Volume	\$ 655,841,988	\$ 560,684,160	\$ 714,901,488	16.97%	-8.26%
Days on Market - Average	24	35	18	-31.43%	33.33%
Days on Market - Median	8	12	5	-33.33%	60.00%
Close Price/List Price	99.75%	99.33%	101.13%	0.42%	-1.36%
PSF Total	\$ 196	\$ 193	\$ 188	1.55%	4.26%
<b>Condo</b> (aka Attached Single Family)					
Sold	455	377	485	20.69%	-6.19%
Price - Average	\$ 376,903	\$ 374,143	\$ 377,280	0.74%	-0.10%
Sales Volume	\$ 171,490,865	\$ 141,051,911	\$ 182,980,800	21.58%	-6.28%
Days on Market - Average	32	31	23	3.23%	39.13%
Days on Market - Median	11	13	6	-15.38%	83.33%
Close Price/List Price	99.49%	99.53%	100.77%	-0.04%	-1.27%
PSF Total	\$ 253	\$ 259	\$ 256	-2.32%	-1.17%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	5,446	5,530	5,279	4,533	3,582	-1.52%	4.75%	16.46%	26.55%
Sold Price - Average	\$ 391,430	\$ 390,534	\$ 385,808	\$ 381,788	\$ 380,786	0.23%	1.22%	1.05%	0.26%
Sales Volume	\$ 2,131,727,780	\$ 2,159,653,020	\$ 2,036,680,432	\$ 1,730,645,004	\$ 1,363,975,452	-1.29%	6.04%	17.68%	26.88%
Sold Price - Median	\$ 389,379	\$ 388,000	\$ 380,000	\$ 374,900	\$ 371,100	0.36%	2.11%	1.36%	1.02%
Current Days on Market - Average	32	23	27	32	37	39.13%	-14.81%	-15.63%	-13.51%
Current Days on Market - Median	13	6	8	10	10	116.67%	-25.00%	-20.00%	0.00%
Close Price/List Price	99.38%	100.49%	100.06%	99.86%	99.61%	-1.10%	0.43%	0.20%	0.25%
PSF Total	\$ 206	\$ 201	\$ 180	\$ 165	\$ 156	2.49%	11.67%	9.09%	5.77%
<b>Single Family</b> (aka Detached Single Family)									
Sold	4,318	4,383	4,464	3,872	3,047	-1.48%	-1.81%	15.29%	27.08%
Sold Price - Average	\$ 395,781	\$ 394,002	\$ 387,495	\$ 383,234	\$ 381,243	0.45%	1.68%	1.11%	0.52%
Sales Volume	\$ 1,708,982,358	\$ 1,726,910,766	\$ 1,729,777,680	\$ 1,483,882,048	\$ 1,161,647,421	-1.04%	-0.17%	16.57%	27.74%
Sold Price - Median	\$ 395,000	\$ 390,000	\$ 381,045	\$ 375,000	\$ 372,500	1.28%	2.35%	1.61%	0.67%
Current Days on Market - Average	32	22	26	32	36	45.45%	-15.38%	-18.75%	-11.11%
Current Days on Market - Median	13	6	8	10	10	116.67%	-25.00%	-20.00%	0.00%
Close Price/List Price	99.37%	100.51%	100.08%	99.80%	99.62%	-1.13%	0.43%	0.28%	0.18%
PSF Total	\$ 193	\$ 186	\$ 168	\$ 153	\$ 141	3.76%	10.71%	9.80%	8.51%
<b>Condo</b> (aka Attached Single Family)									
Sold	1,128	1,147	815	661	535	-1.66%	40.74%	23.30%	23.55%
Sold Price - Average	\$ 374,775	\$ 377,279	\$ 376,569	\$ 373,318	\$ 378,183	-0.66%	0.19%	0.87%	-1.29%
Sales Volume	\$ 422,746,200	\$ 432,739,013	\$ 306,903,735	\$ 246,763,198	\$ 202,327,905	-2.31%	41.00%	24.37%	21.96%
Sold Price - Median	\$ 365,000	\$ 370,000	\$ 369,000	\$ 365,000	\$ 367,500	-1.35%	0.27%	1.10%	-0.68%
Current Days on Market - Average	34	28	33	34	43	21.43%	-15.15%	-2.94%	-20.93%
Current Days on Market - Median	14	7	8	10	15	100.00%	-12.50%	-20.00%	-33.33%
Close Price/List Price	99.43%	100.40%	99.93%	100.19%	99.54%	-0.97%	0.47%	-0.26%	0.65%
PSF Total	\$ 255	\$ 259	\$ 248	\$ 238	\$ 240	-1.54%	4.44%	4.20%	-0.83%

### DMAR MARKET TRENDS | APRIL 2019

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