

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



Denver Metro Real Estate Market Trends Report

August 2019

DMAR Statistics
COMPLIMENTS OF



ANTHONY RAE
RE/MAX ALLIANCE
303.520.3179



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MARKET OVERVIEW

The August report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the July 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
 Residential (Single Family plus Condo)			
Active Inventory	9,359	-1.69%	22.45%
Sold Homes	5,415	-6.19%	-2.50%
Sold Price - Average	\$498,960	-0.21%	4.27%
Sold Price - Median	\$434,000	1.17%	4.58%
Days on Market - Average	25	4.17%	19.05%

 Single Family (aka Detached Single Family)			
Active Inventory	6,741	-1.52%	16.47%
Sold Homes	3,906	-7.48%	-2.52%
Sold Price - Average	\$551,516	0.58%	4.33%
Sold Price - Median	\$469,912	0.68%	4.42%
Days on Market - Average	24	9.09%	9.09%

 Condo (aka Attached Single Family)			
Active Inventory	2,618	-2.13%	41.13%
Sold Homes	1,509	-2.65%	-2.46%
Sold Price - Average	\$362,922	-1.46%	4.03%
Sold Price - Median	\$312,000	0.65%	4.00%
Days on Market - Average	28	3.70%	



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MARKET INSIGHTS

- ✓ The real estate scene in Denver hasn't fully transitioned into a buyer's market, but it's shifting in that direction as indicated by how many more concessions metro-area sellers are willing to grant now compared to the recent past.
- ✓ We're seeing more price drops across town compared to last year. In 2018, 3.30 percent of Denver-metro zip codes had a year-over-year median price decrease. In 2019, that number has significantly increased to 22.20 percent of zip codes.
- ✓ Some areas of town are still experiencing price growth, but not as much as last year. In 2018, 40 percent of Denver-metro zip codes had a year-over-year median price increase of 10 percent or greater. In 2019, only 5.60 percent of the zip codes saw that same growth.
- ✓ Apparently Denver's Stapleton neighborhood is the place to be. It ranked 14th nationwide through the first six months of the year out of the top master-planned communities, according to Washington, D.C.-based RCLCO Real Estate Advisors.
- ✓ Denver/Boulder ranks number eight on CBRE Group's annual tech talent scorecard of 50 U.S. and Canadian markets, up two spots from last year's study. The report looks at the ability to attract and grow tech talent.
- ✓ The national apartment search website RENTCafé.com said in a recent report that the average monthly rent in Denver had risen to \$1,670 in June, up \$58 since the start of the year.
- ✓ Denver's average rent was the sixth-highest among the 260 largest cities in the United States.
- ✓ The percentage of home sale transactions that fall out of contract in the Denver metro area has remained steady, ranging from 16 to 20 percent since 2014.
- ✓ Middle-of-the-road homes in metro Denver now cost more than five times the median household income, which is a new record.
- ✓ More and more organizations offering 'iBuyer' or algorithm-based technologies are showing up in Denver. Will those computer programs replace the personal connection and expertise of a live REALTOR®? Do buyers know the difference between the services of a REALTOR® compared to these data gatherers who sell leads? Don't forget to tell your clients about the Code of Ethics REALTORS® commit to and to show your value above and beyond opening doors and filling out MLS sheets. We all know we do so much more, but do our clients know?
- ✓ As inventory increases, including properties priced in the low \$400,000's, sellers are seeing more price reductions to meet a more competitive market in the suburbs. This is holding true even with homes in excellent condition.
- ✓ Bad news for home sellers: new home builders are reporting increased foot traffic and sales. In an increasingly competitive market, builders can offer deeper incentives than your typical home seller.
- ✓ Just 10 percent of millennial homebuyers plan to get help from parents or another family member to make their mortgage payments, down from 17 percent last year. The share of millennial homebuyers planning on co-owning a home with someone other than

their spouse or partner was cut in half, to seven percent in March from 14 percent last year

- ✓ Foreign purchases of U.S. residential real estate declined to \$77.90 billion in the year ending on March 19, 2019, down from a peak of \$153.01 billion two years ago. That's the weakest level in six years. Chinese buying activity declined the most at 50 percent in just one year. Slowing global growth, a Chinese trade fight and a rising dollar are to blame.
- ✓ Luxury home sales are getting hit the hardest by the decline in foreign investment, according to internationally acclaimed economist, Elliot Eisenberg.
- ✓ When flippers price their properties themselves, you'll often see them go too high and as a result, you'll see them sitting for much longer and prices eventually coming down by \$30,000, \$40,000 or even \$50,000.
- ✓ Mineral rights are a hot topic right now, so be sure to ask your sellers if they own their mineral rights when you go on listing appointments. More homeowners, especially those in the north part of the Denver metro area, actually own their mineral rights and are starting to receive oil and gas royalties from oil and gas companies.
- ✓ Jerome Powell surprised the markets at the July 31st Federal Reserve meeting stating this was a "mid-cycle adjustment" and that this rate cut will not be the start of a full-fledged round of easing. Expect rates to stay flat for the time being.
- ✓ Denver mortgage purchase applications were down three percent the last week of July, but up 6.40 percent from this time last year. Refinances were down only 0.10 percent the last week and up a very healthy 84 percent year over year.
- ✓ Mortgage rates continue to hover near three-year lows and purchase application demand has responded in Denver, rising steadily over the last two months to the highest year-over-year change since fall of 2017. While the improvement has yet to impact home sales, there's a clear firming of purchase demand that should translate into higher home sales in the second half of this year.
- ✓ Mortgage rates today are only 0.50 percent higher than they were at their all-time lows in 2012. Helping our buyers keep this in perspective will help them to stop waiting for the rates to drop.
- ✓ Cash purchases accounted for five percent of new home sales in the second quarter of 2019, the lowest since Q2 2018. The percentage of new homes bought with cash has declined each of the past four quarters.

✓ Quick Stats:

- Average active listings for July month end is 16,796 (1985-2018).
- Record-high July was 2006 with 31,989 listings and 2017 represented the record-low with 7,352 listings. July 2019 ended with 9,359 active listings.
- The 20-year average change in active listings from June to July represented a 3.45 percent increase. 2019 represents a decrease of 1.69 percent, the largest drop ever opened before! We've seen a drop in inventory from June to July 16 times since 1985 with the last time being 2012.

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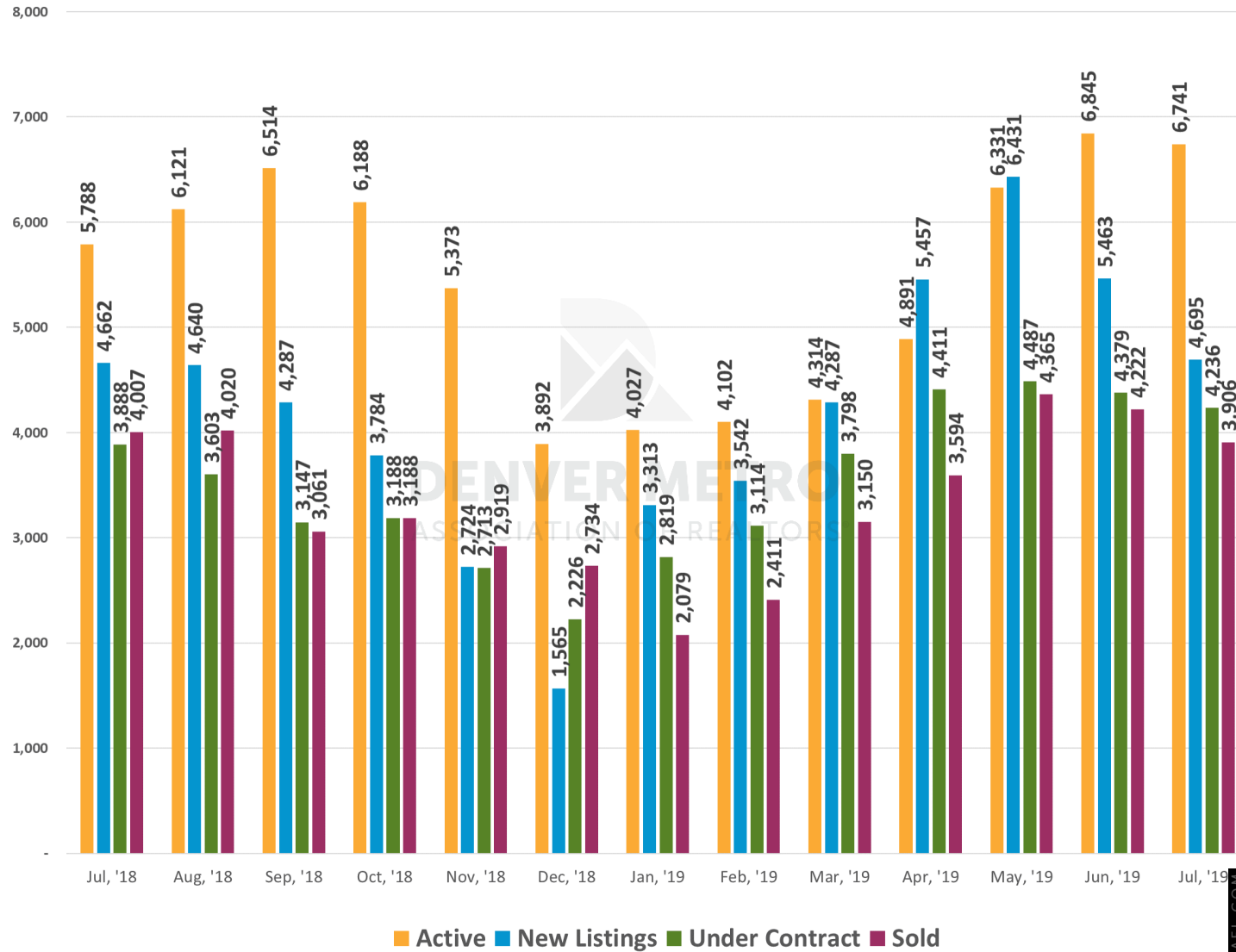
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Single Family (aka Detached Single Family)

DMAR Market Trends | July 2019 Data
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Source of MLS Data: REcolorado.com



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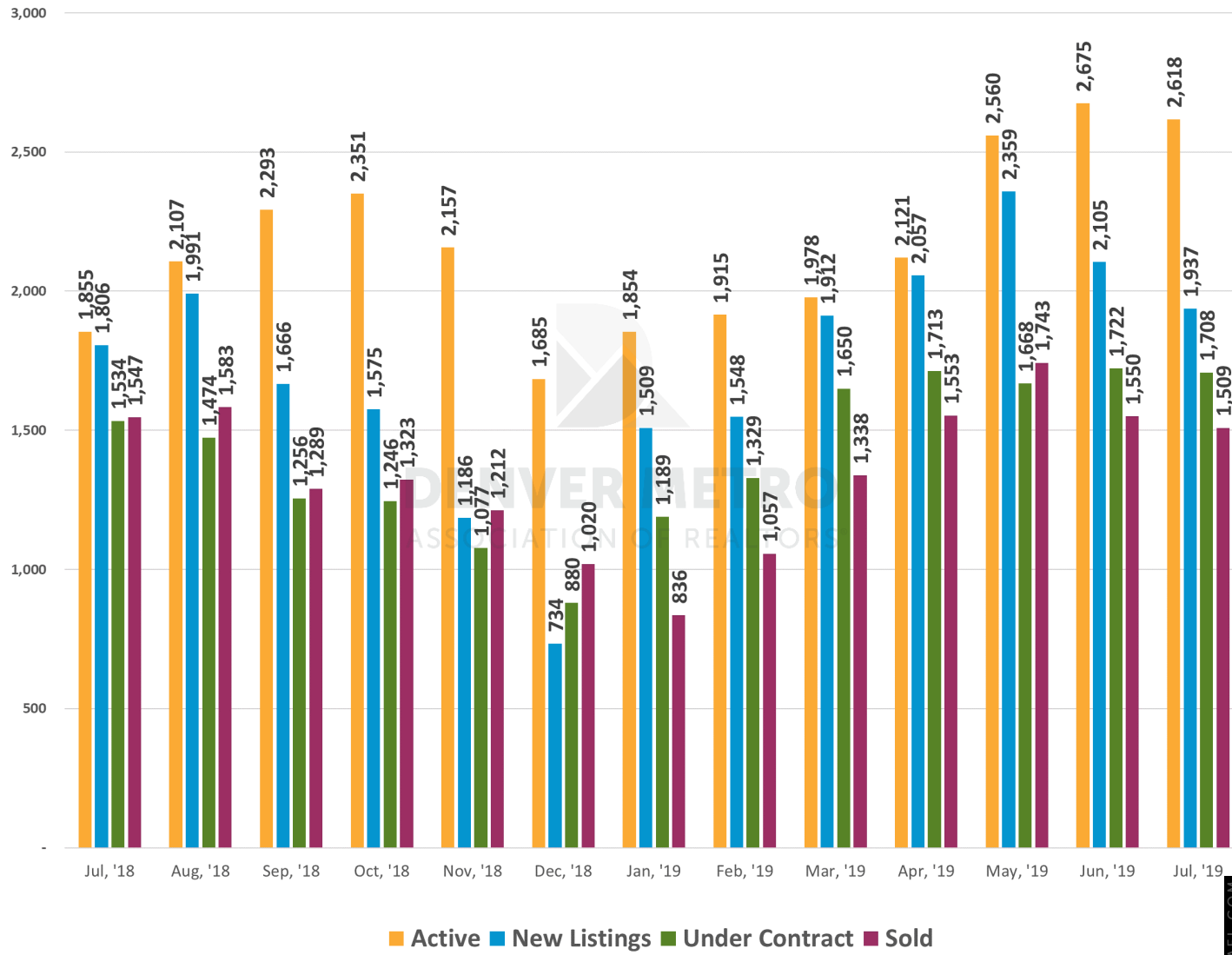


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Condo (aka Attached Single Family)

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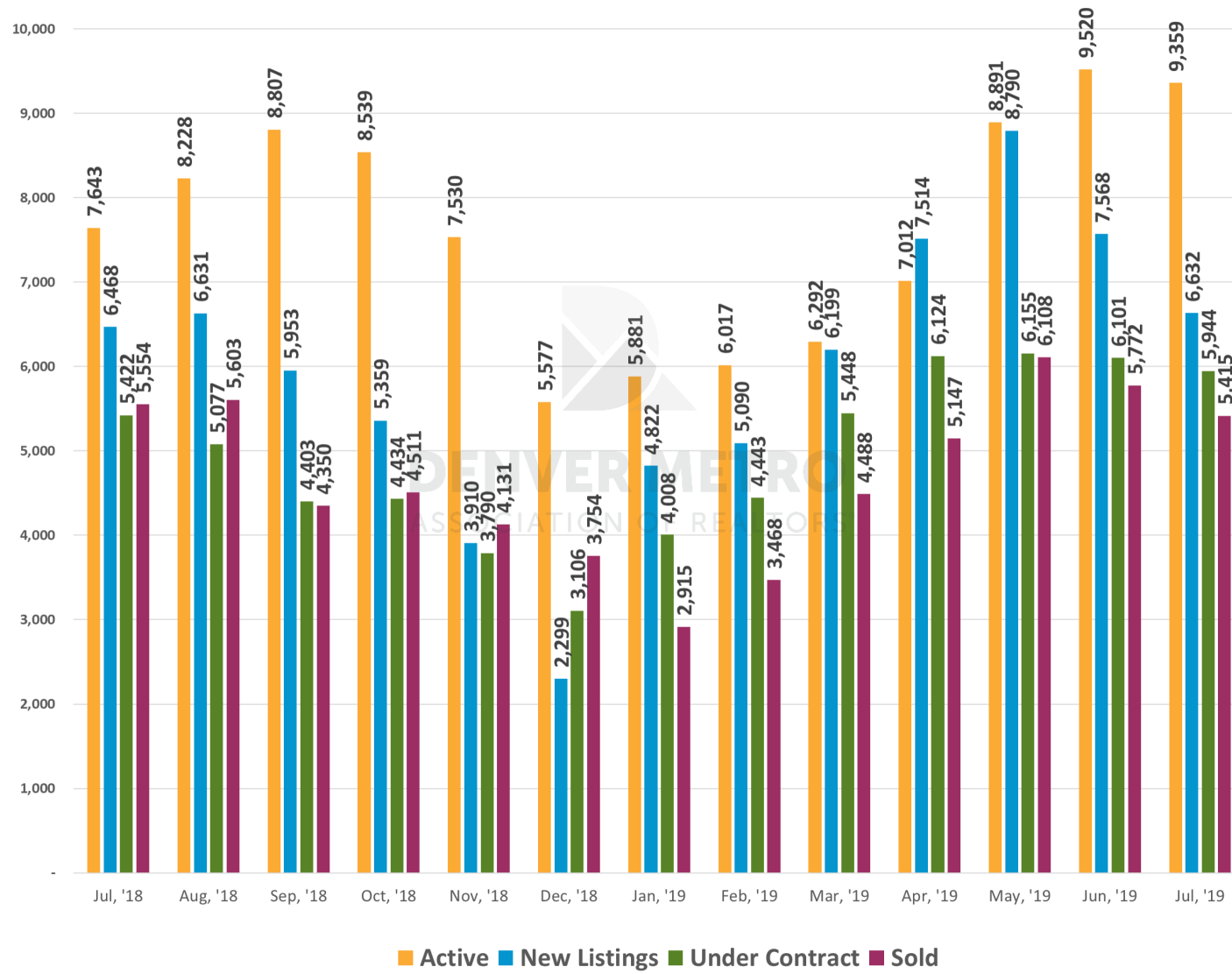
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Residential (Single Family + Condo)

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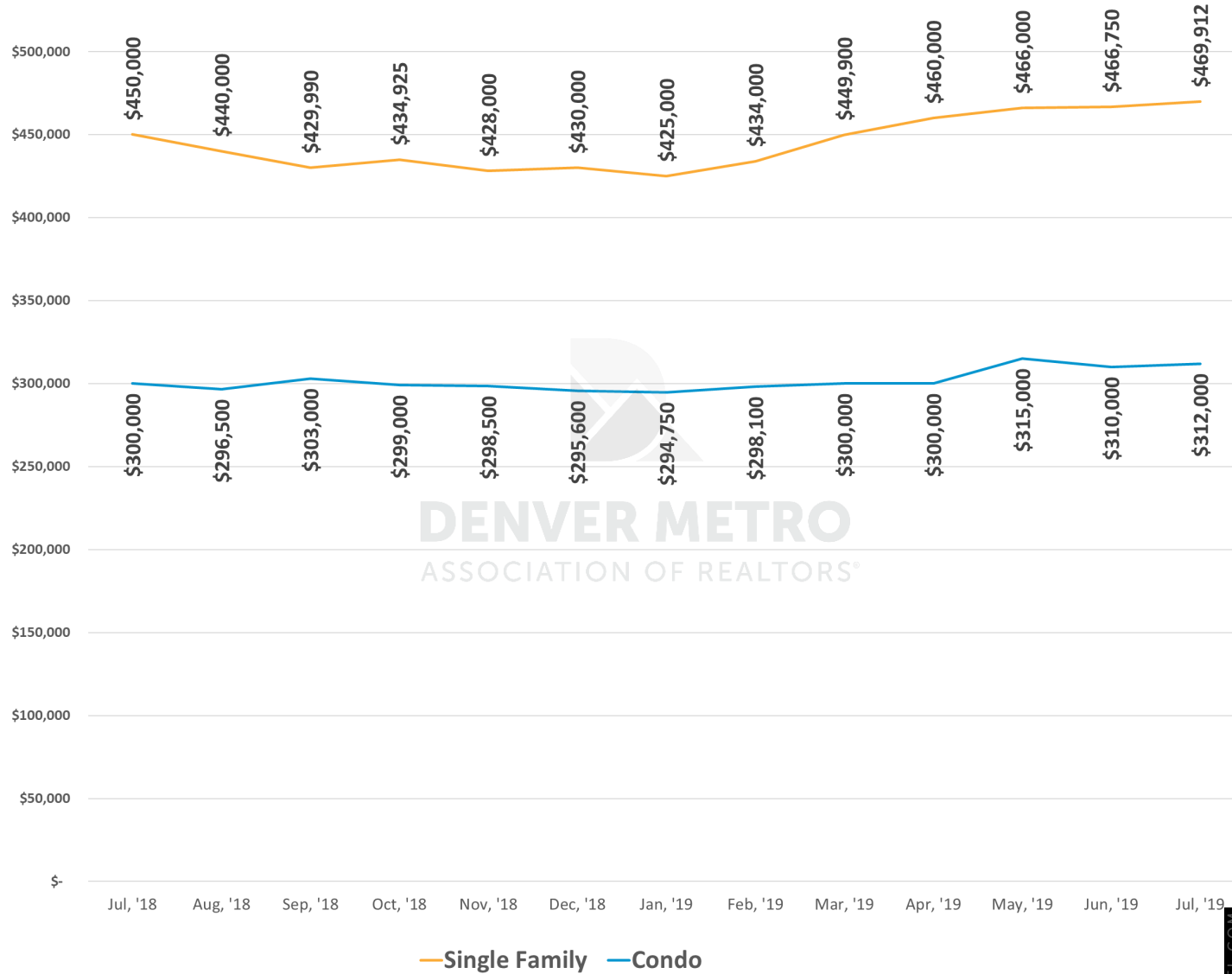


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Median Sales Price

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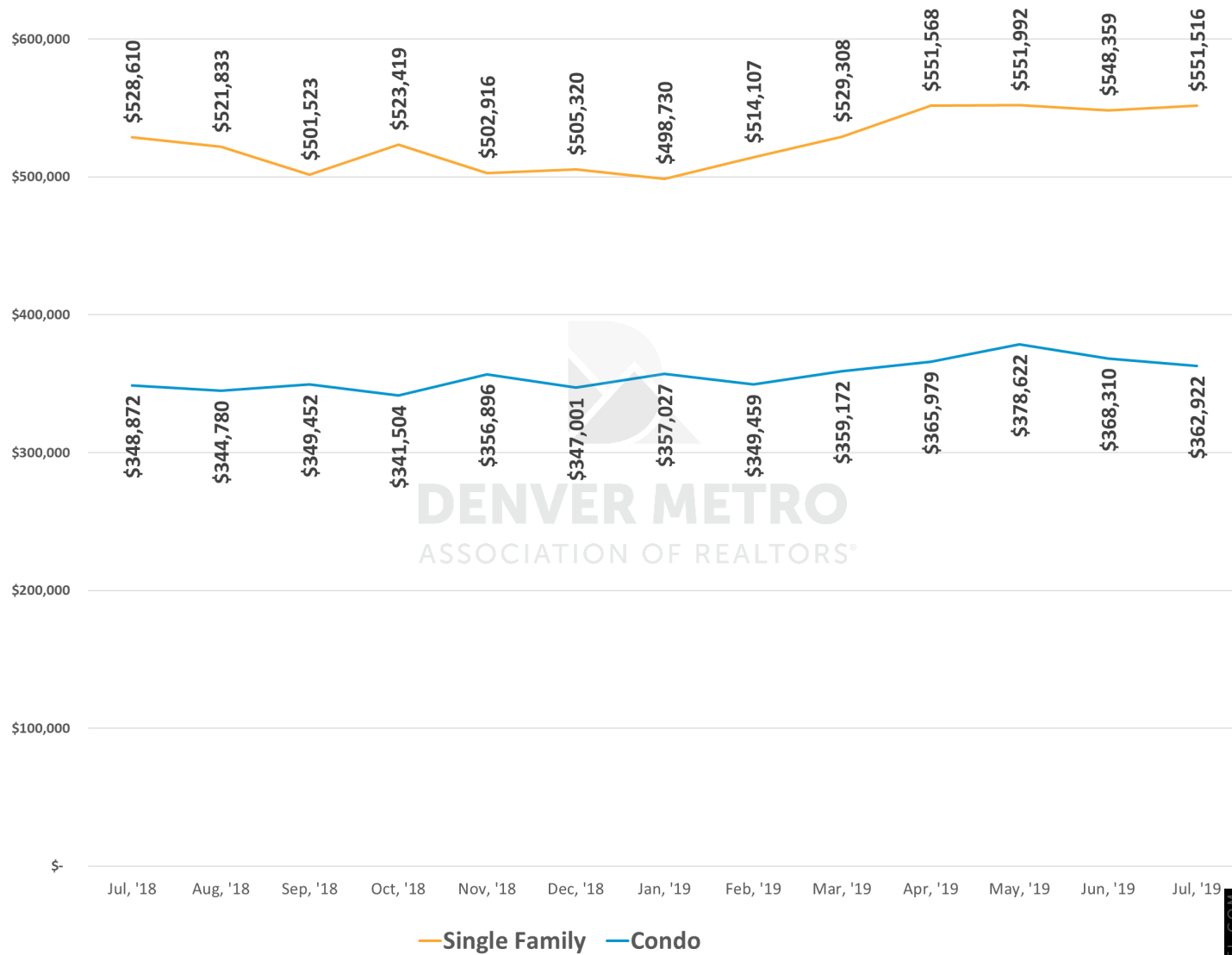
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Average Sales Price

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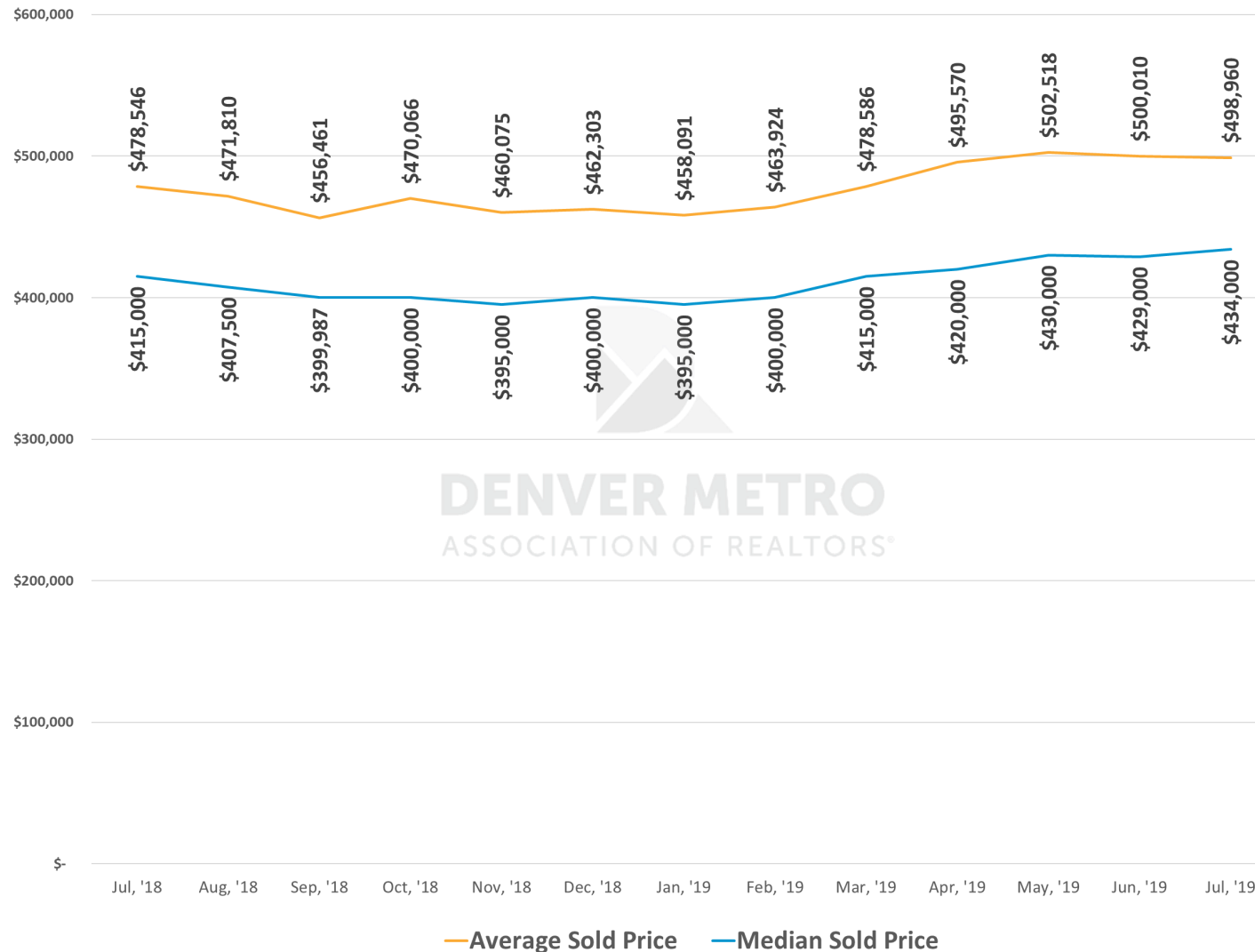


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Residential Sold Price

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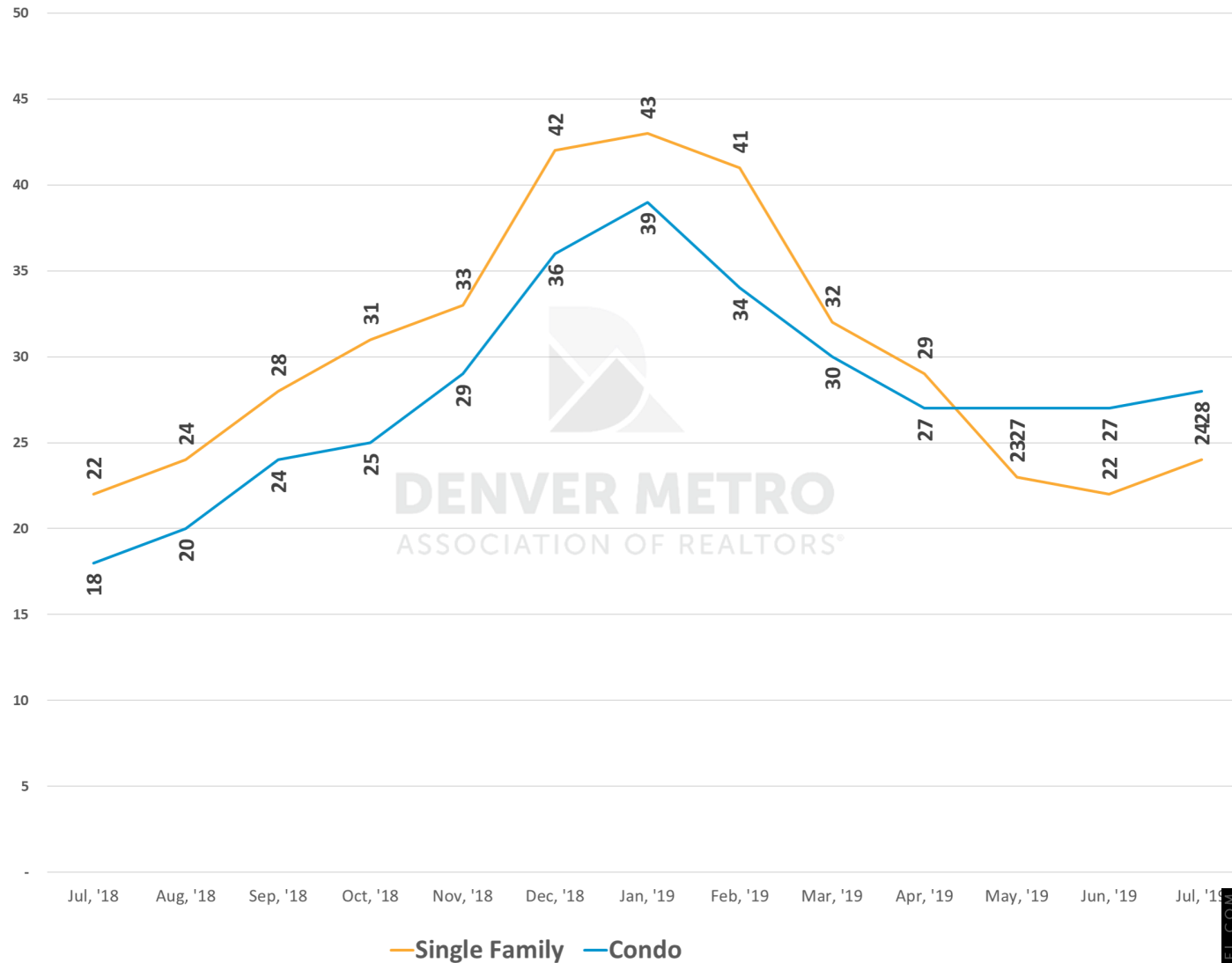


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Average Days on Market

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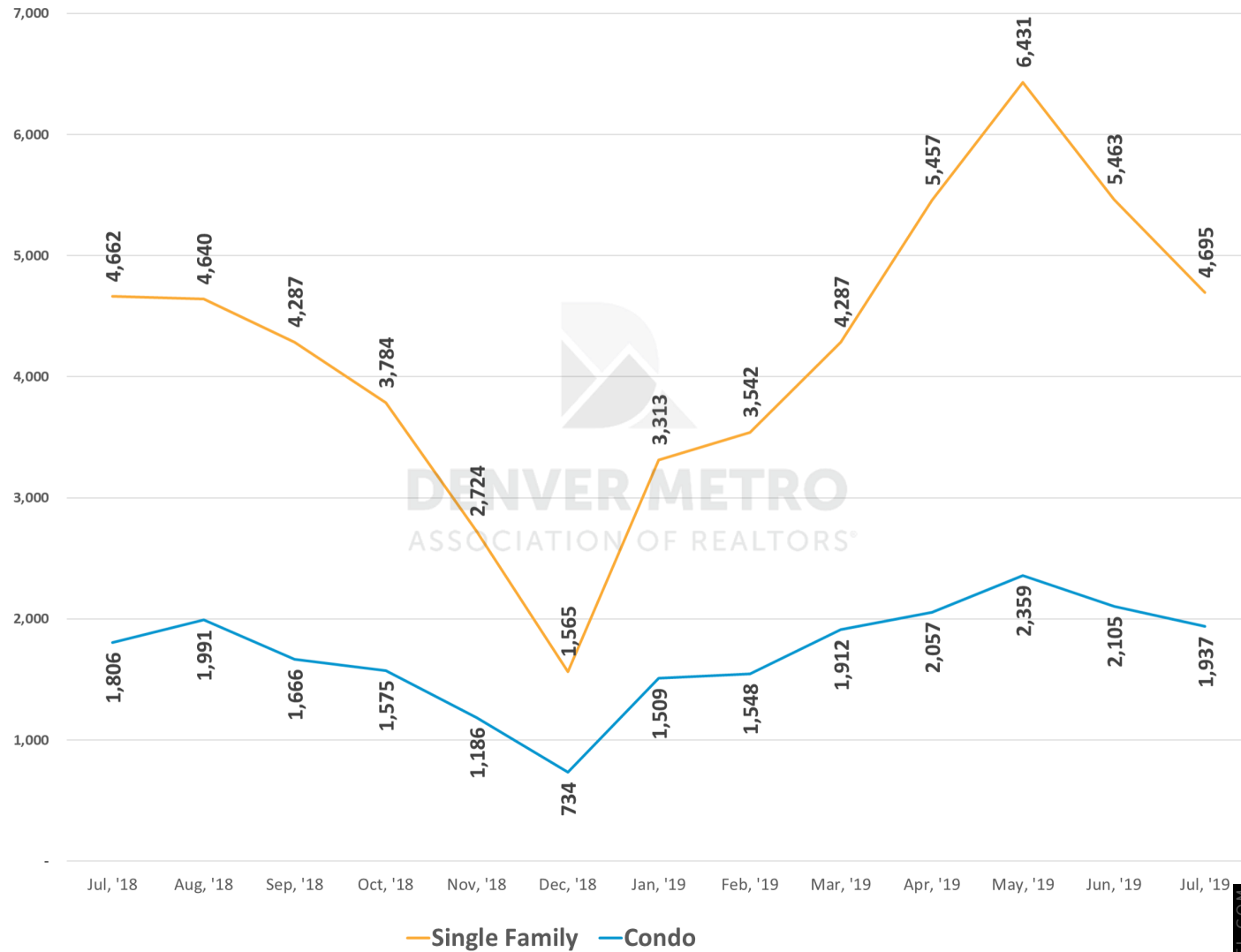
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New Listings

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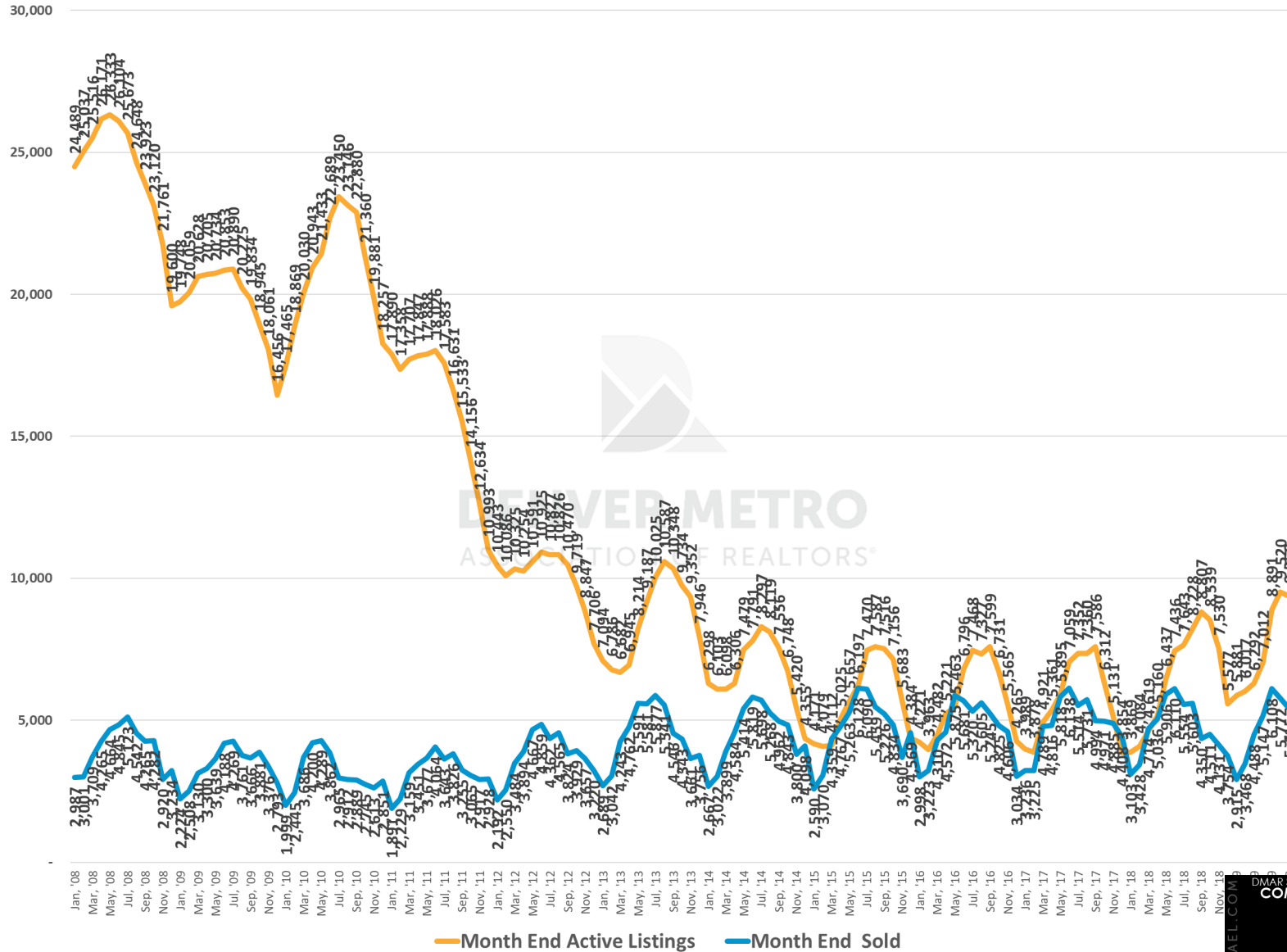
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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Jul, '19	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	9,359	9,520	7,643	-1.69%	22.45%
New Listings	6,632	7,568	6,468	-12.37%	2.54%
Under Contract	5,944	6,101	5,422	-2.57%	9.63%
Days on Market - Average	25	24	21	4.17%	19.05%
Days on Market - Median	11	8	8	37.50%	37.50%
Sold	5,415	5,772	5,554	-6.19%	-2.50%
Sold Price - Average	\$ 498,960	\$ 500,010	\$ 478,546	-0.21%	4.27%
Sold Price - Median	\$ 434,000	\$ 429,000	\$ 415,000	1.17%	4.58%
Sales Volume	\$ 2,701,868,400	\$ 2,886,057,720	\$ 2,657,844,484	-6.38%	1.66%
Close Price/List Price	99.32%	99.62%	100.07%	-0.30%	-0.75%
Single Family (aka Detached Single Family)					
Active	6,741	6,845	5,788	-1.52%	16.47%
New Listings	4,695	5,463	4,662	-14.06%	0.71%
Under Contract	4,236	4,379	3,888	-3.27%	8.95%
Days on Market - Average	24	22	22	9.09%	9.09%
Days on Market - Median	10	8	8	25.00%	25.00%
Sold	3,906	4,222	4,007	-7.48%	-2.52%
Sold Price - Average	\$ 551,516	\$ 548,359	\$ 528,610	0.58%	4.33%
Sold Price - Median	\$ 469,912	\$ 466,750	\$ 450,000	0.68%	4.42%
Sales Volume	\$ 2,154,221,496	\$ 2,315,171,698	\$ 2,118,140,270	-6.95%	1.70%
Close Price/List Price	99.40%	99.68%	99.98%	-0.28%	-0.58%
Condo (aka Attached Single Family)					
Active	2,618	2,675	1,855	-2.13%	41.13%
New Listings	1,937	2,105	1,806	-7.98%	7.25%
Under Contract	1,708	1,722	1,534	-0.81%	11.34%
Days on Market - Average	28	27	18	3.70%	55.56%
Days on Market - Median	13	10	6	30.00%	116.67%
Sold	1,509	1,550	1,547	-2.65%	-2.46%
Sold Price - Average	\$ 362,922	\$ 368,310	\$ 348,872	-1.46%	4.03%
Sold Price - Median	\$ 312,000	\$ 310,000	\$ 300,000	0.65%	4.00%
Sales Volume	\$ 547,649,298	\$ 570,880,500	\$ 539,704,984	-4.07%	1.47%
Close Price/List Price	99.10%	99.48%	100.32%	-0.38%	-1.22%

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JULY 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
Residential (Single Family + Condo)									
Active Listings at month end	9,359	7,643	7,352	7,468	7,470	22.45%	3.96%	-1.55%	-0.03%
New Listings	46,619	44,156	43,902	42,050	43,187	5.58%	0.58%	4.40%	-2.63%
Days on Market - Average	29	24	24	25	25	20.83%	0.00%	-4.00%	0.00%
Days on Market - Median	10	6	6	6	6	66.67%	0.00%	0.00%	0.00%
Sold	33,514	33,843	34,054	31,766	32,756	-0.97%	-0.62%	7.20%	-3.02%
Sold Price - Average	\$ 489,175	\$ 479,015	\$ 436,731	\$ 402,930	\$ 365,335	2.12%	9.68%	8.39%	10.29%
Sold Price - Median	\$ 420,000	\$ 415,000	\$ 380,000	\$ 350,000	\$ 315,000	1.20%	9.21%	8.57%	11.11%
Sales Volume	\$ 16,394,210,950	\$ 16,211,304,645	\$ 14,872,437,474	\$ 12,799,474,380	\$ 11,966,913,260	1.13%	9.00%	16.20%	6.96%
Close Price/List Price	99.40%	100.38%	100.37%	100.63%	100.72%	-0.98%	0.01%	-0.26%	-0.09%
Single Family (aka Detached Single Family)									
Active Listings at month end	6,741	5,788	5,703	5,988	6,055	16.47%	1.49%	-4.76%	-1.11%
New Listings	33,174	31,934	31,750	30,825	31,290	3.88%	0.58%	3.00%	-1.49%
Days on Market - Average	29	25	26	28	27	16.00%	-3.85%	-7.14%	3.70%
Days on Market - Median	10	7	7	7	6	42.86%	0.00%	0.00%	16.67%
Sold	23,879	24,079	24,443	22,924	23,320	-0.83%	-1.49%	6.63%	-1.70%
Sold Price - Average	\$ 539,474	\$ 529,756	\$ 483,840	\$ 446,832	\$ 409,251	1.83%	9.49%	8.28%	9.18%
Sold Price - Median	\$ 455,000	\$ 448,920	\$ 412,500	\$ 383,100	\$ 350,000	1.35%	8.83%	7.67%	9.46%
Sales Volume	\$ 12,882,099,646	\$ 12,755,994,724	\$ 11,826,501,120	\$ 10,243,176,768	\$ 9,543,733,320	0.99%	7.86%	15.46%	7.33%
Close Price/List Price	99.43%	100.29%	100.22%	100.40%	100.57%	-0.86%	0.07%	-0.18%	-0.17%
Condo (aka Attached Single Family)									
Active Listings at month end	2,618	1,855	1,649	1,480	1,415	41.13%	12.49%	11.42%	4.59%
New Listings	13,445	12,222	12,152	11,225	11,897	10.01%	0.58%	8.26%	-5.65%
Days on Market - Average	30	21	20	18	19	42.86%	5.00%	11.11%	-5.26%
Days on Market - Median	11	6	6	5	5	83.33%	0.00%	20.00%	0.00%
Sold	9,635	9,764	9,611	8,842	9,436	-1.32%	1.59%	8.70%	-6.30%
Sold Price - Average	\$ 364,517	\$ 353,882	\$ 316,923	\$ 289,108	\$ 256,803	3.01%	11.66%	9.62%	12.58%
Sold Price - Median	\$ 305,000	\$ 300,000	\$ 266,000	\$ 239,950	\$ 210,000	1.67%	12.78%	10.86%	14.26%
Sales Volume	\$ 3,512,121,295	\$ 3,455,303,848	\$ 3,045,946,953	\$ 2,556,292,936	\$ 2,423,193,108	1.64%	13.44%	19.15%	5.49%
Close Price/List Price	99.32%	100.61%	100.74%	101.24%	101.07%	-1.28%	-0.13%	-0.49%	0.17%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	3	13	4.33	2	11	5.50
\$100,000 to \$199,999	10	17	1.70	163	261	1.60
\$200,000 to \$299,999	121	139	1.15	508	642	1.26
\$300,000 to \$399,999	979	939	0.96	417	550	1.32
\$400,000 to \$499,999	1,120	1,511	1.35	181	436	2.41
\$500,000 to \$749,999	1,154	2,250	1.95	162	439	2.71
\$750,000 to \$999,999	304	811	2.67	51	170	3.33
\$1,000,000 and over	215	1,061	4.93	25	109	4.36
TOTALS	3,906	6,741	1.73	1,509	2,618	1.73

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Jul, '19	Jun, '19		Jul, '19	Jun, '19	
\$0 to \$99,999	3	1	200.00%	2	2	0.00%
\$100,000 to \$199,999	10	18	-44.44%	163	133	22.56%
\$200,000 to \$299,999	121	154	-21.43%	508	566	-10.25%
\$300,000 to \$399,999	979	1,078	-9.18%	417	412	1.21%
\$400,000 to \$499,999	1,120	1,191	-5.96%	181	206	-12.14%
\$500,000 to \$749,999	1,154	1,219	-5.33%	162	170	-4.71%
\$750,000 to \$999,999	304	324	-6.17%	51	36	41.67%
\$1,000,000 and over	215	237	-9.28%	25	25	0.00%
TOTALS	3,906	4,222	-7.48%	1,509	1,550	-2.65%

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Jul, '19	YTD Jul, '18		YTD Jul, '19	YTD Jul, '18	
\$0 to \$99,999	14	21	-33.33%	21	29	-27.59%
\$100,000 to \$199,999	78	102	-23.53%	1,059	1,200	-11.75%
\$200,000 to \$299,999	1,021	1,384	-26.23%	3,467	3,613	-4.04%
\$300,000 to \$399,999	6,505	6,908	-5.83%	2,466	2,289	7.73%
\$400,000 to \$499,999	6,707	6,335	5.87%	1,172	1,174	-0.17%
\$500,000 to \$749,999	6,651	6,453	3.07%	996	1,061	-6.13%
\$750,000 to \$999,999	1,625	1,604	1.31%	293	284	3.17%
\$1,000,000 and over	1,278	1,272	0.47%	161	114	41.23%
TOTALS	23,879	24,079	-0.83%	9,635	9,764	-1.32%

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

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

	Jul, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	240	262	221	-8.40%	8.60%
Price - Average	\$ 1,494,090	\$ 1,509,549	\$ 1,417,833	-1.02%	5.38%
Sales Volume	\$ 358,581,600	\$ 395,501,838	\$ 313,341,093	-9.34%	14.44%
Days on Market - Average	55	47	60	17.02%	-8.33%
Days on Market - Median	26	14	19	85.71%	36.84%
Close Price/List Price	97.37%	97.67%	97.51%	-0.31%	-0.14%
PSF Total	\$ 330	\$ 328	\$ 283	0.61%	16.61%
Single Family (aka Detached Single Family)					
Sold	215	237	205	-9.28%	4.88%
Price - Average	\$ 1,515,458	\$ 1,481,658	\$ 1,436,623	2.28%	5.49%
Sales Volume	\$ 325,823,470	\$ 351,152,946	\$ 294,507,715	-7.21%	10.63%
Days on Market - Average	54	48	59	12.50%	-8.47%
Days on Market - Median	26	15	17	73.33%	52.94%
Close Price/List Price	97.33%	97.60%	97.58%	-0.28%	-0.26%
PSF Total	\$ 312	\$ 296	\$ 275	5.41%	13.45%
Condo (aka Attached Single Family)					
Sold	25	25	16	0.00%	56.25%
Price - Average	\$ 1,310,318	\$ 1,773,962	\$ 1,177,094	-26.14%	11.32%
Sales Volume	\$ 32,757,950	\$ 44,349,050	\$ 18,833,504	-26.14%	73.93%
Days on Market - Average	67	35	73	91.43%	-8.22%
Days on Market - Median	39	5	30	680.00%	30.00%
Close Price/List Price	97.67%	98.31%	96.69%	-0.65%	1.01%
PSF Total	\$ 484	\$ 625	\$ 389	-22.56%	24.42%

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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 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
Residential (Single Family + Condo)									
Sold	1,439	1,386	1,075	800	654	3.82%	28.93%	34.38%	22.32%
Sold Price - Average	\$ 1,544,670	\$ 1,509,337	\$ 1,511,607	\$ 1,520,266	\$ 1,500,164	2.34%	-0.15%	-0.57%	1.34%
Sales Volume	\$ 2,222,780,130	\$ 2,091,941,082	\$ 1,624,977,525	\$ 1,216,212,800	\$ 981,107,256	6.25%	28.74%	33.61%	23.96%
Sold Price - Median	\$ 1,305,000	\$ 1,300,000	\$ 1,285,000	\$ 1,300,000	\$ 1,309,850	0.38%	1.17%	-1.15%	-0.75%
Days on Market - Average	57	66	83	89	91	-13.64%	-20.48%	-6.74%	-2.20%
Days on Market - Median	20	24	33	39	41	-16.67%	-27.27%	-15.38%	-4.88%
Close Price/List Price	97.61%	97.55%	97.34%	97.62%	96.71%	0.06%	0.22%	-0.29%	0.94%
PSF Total	\$ 335	\$ 301	\$ 301	\$ 287	\$ 277	11.30%	0.00%	4.88%	3.61%
Single Family (aka Detached Single Family)									
Sold	1,278	1,272	965	737	604	0.47%	31.81%	30.94%	22.02%
Sold Price - Average	\$ 1,537,189	\$ 1,507,680	\$ 1,523,092	\$ 1,515,578	\$ 1,497,420	1.96%	-1.01%	0.50%	1.21%
Sales Volume	\$ 1,964,527,542	\$ 1,917,768,960	\$ 1,469,783,780	\$ 1,116,980,986	\$ 904,441,680	2.44%	30.48%	31.59%	23.50%
Sold Price - Median	\$ 1,317,935	\$ 1,300,000	\$ 1,295,000	\$ 1,305,000	\$ 1,312,350	1.38%	0.39%	-0.77%	-0.56%
Days on Market - Average	57	66	83	92	90	-13.64%	-20.48%	-9.78%	2.22%
Days on Market - Median	20	24	33	40	41	-16.67%	-27.27%	-17.50%	-2.44%
Close Price/List Price	97.57%	97.57%	97.26%	96.90%	96.64%	0.00%	0.32%	0.37%	0.27%
PSF Total	\$ 300	\$ 283	\$ 283	\$ 264	\$ 259	6.01%	0.00%	7.20%	1.93%
Condo (aka Attached Single Family)									
Sold	161	114	110	63	50	41.23%	3.64%	74.60%	26.00%
Sold Price - Average	\$ 1,604,048	\$ 1,527,821	\$ 1,410,857	\$ 1,575,111	\$ 1,533,312	4.99%	8.29%	-10.43%	2.73%
Sales Volume	\$ 258,251,728	\$ 174,171,594	\$ 155,194,270	\$ 99,231,993	\$ 76,665,600	48.27%	12.23%	56.40%	29.43%
Sold Price - Median	\$ 1,270,000	\$ 1,300,000	\$ 1,227,500	\$ 1,250,000	\$ 1,300,000	-2.31%	5.91%	-1.80%	-3.85%
Days on Market - Average	55	67	79	58	101	-17.91%	-15.19%	36.21%	-42.57%
Days on Market - Median	24	26	42	32	38	-7.69%	-38.10%	31.25%	-15.79%
Close Price/List Price	97.94%	97.27%	98.01%	105.97%	97.51%	0.69%	-0.76%	-7.51%	8.68%
PSF Total	\$ 612	\$ 497	\$ 454	\$ 551	\$ 505	23.14%	9.47%	-17.60%	9.11%

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

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

	Jul, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	355	360	315	-1.39%	12.70%
Price - Average	\$ 853,719	\$ 851,399	\$ 852,031	0.27%	0.20%
Sales Volume	\$ 303,070,245	\$ 306,503,640	\$ 268,389,765	-1.12%	12.92%
Days on Market - Average	33	33	33	0.00%	0.00%
Days on Market - Median	13	11	11	18.18%	18.18%
Close Price/List Price	99.01%	99.14%	98.99%	-0.13%	0.02%
PSF Total	\$ 246	\$ 245	\$ 248	0.41%	-0.81%
Single Family (aka Detached Single Family)					
Sold	304	324	271	-6.17%	12.18%
Price - Average	\$ 853,765	\$ 851,945	\$ 851,605	0.21%	0.25%
Sales Volume	\$ 259,544,560	\$ 276,030,180	\$ 230,784,955	-5.97%	12.46%
Days on Market - Average	32	28	32	14.29%	0.00%
Days on Market - Median	13	11	11	18.18%	18.18%
Close Price/List Price	99.02%	99.13%	99.03%	-0.11%	-0.01%
PSF Total	\$ 225	\$ 231	\$ 227	-2.60%	-0.88%
Condo (aka Attached Single Family)					
Sold	51	36	44	41.67%	15.91%
Price - Average	\$ 853,447	\$ 846,491	\$ 854,653	0.82%	-0.14%
Sales Volume	\$ 43,525,797	\$ 30,473,676	\$ 37,604,732	42.83%	15.75%
Days on Market - Average	37	79	40	-53.16%	-7.50%
Days on Market - Median	21	13	18	61.54%	16.67%
Close Price/List Price	98.92%	99.18%	98.73%	-0.26%	0.19%
PSF Total	\$ 370	\$ 372	\$ 379	-0.54%	-2.37%

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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
Residential (Single Family + Condo)									
Sold	1,918	1,888	1,490	1,155	938	1.59%	26.71%	29.00%	23.13%
Sold Price - Average	\$ 847,966	\$ 850,487	\$ 847,787	\$ 849,466	\$ 847,488	-0.30%	0.32%	-0.20%	0.23%
Sales Volume	\$ 1,626,398,788	\$ 1,605,719,456	\$ 1,263,202,630	\$ 981,133,230	\$ 794,943,744	1.29%	27.11%	28.75%	23.42%
Sold Price - Median	\$ 837,500	\$ 840,250	\$ 837,500	\$ 840,000	\$ 836,221	-0.33%	0.33%	-0.30%	0.45%
Days on Market - Average	41	44	53	58	66	-6.82%	-16.98%	-8.62%	-12.12%
Days on Market - Median	15	12	21	23	26	25.00%	-42.86%	-8.70%	-11.54%
Close Price/List Price	99.02%	99.36%	98.70%	98.83%	98.39%	-0.34%	0.67%	-0.13%	0.45%
PSF Total	\$ 247	\$ 240	\$ 225	\$ 217	\$ 203	2.92%	6.67%	3.69%	6.90%
Single Family (aka Detached Single Family)									
Sold	1,625	1,604	1,301	976	827	1.31%	23.29%	33.30%	18.02%
Sold Price - Average	\$ 847,235	\$ 851,771	\$ 849,918	\$ 850,740	\$ 845,896	-0.53%	0.22%	-0.10%	0.57%
Sales Volume	\$ 1,376,756,875	\$ 1,366,240,684	\$ 1,105,743,318	\$ 830,322,240	\$ 699,555,992	0.77%	23.56%	33.17%	18.69%
Sold Price - Median	\$ 835,000	\$ 846,600	\$ 840,000	\$ 845,000	\$ 835,000	-1.37%	0.79%	-0.59%	1.20%
Days on Market - Average	38	44	53	60	67	-13.64%	-16.98%	-11.67%	-10.45%
Days on Market - Median	14	12	21	25	27	16.67%	-42.86%	-16.00%	-7.41%
Close Price/List Price	99.05%	99.38%	98.65%	98.79%	98.28%	-0.33%	0.74%	-0.14%	0.52%
PSF Total	\$ 227	\$ 222	\$ 211	\$ 198	\$ 189	2.25%	5.21%	6.57%	4.76%
Condo (aka Attached Single Family)									
Sold	293	284	189	179	111	3.17%	50.26%	5.59%	61.26%
Sold Price - Average	\$ 852,018	\$ 843,236	\$ 833,120	\$ 842,519	\$ 859,350	1.04%	1.21%	-1.12%	-1.96%
Sales Volume	\$ 249,641,274	\$ 239,479,024	\$ 157,459,680	\$ 150,810,901	\$ 95,387,850	4.24%	52.09%	4.41%	58.10%
Sold Price - Median	\$ 849,000	\$ 828,458	\$ 825,000	\$ 825,000	\$ 860,000	2.48%	0.42%	0.00%	-4.07%
Days on Market - Average	54	44	53	45	59	22.73%	-16.98%	17.78%	-23.73%
Days on Market - Median	22	13	19	18	23	69.23%	-31.58%	5.56%	-21.74%
Close Price/List Price	98.85%	99.29%	99.03%	99.10%	99.23%	-0.44%	0.26%	-0.07%	-0.13%
PSF Total	\$ 359	\$ 344	\$ 322	\$ 325	\$ 313	4.36%	6.83%	-0.92%	3.83%

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

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

	Jul, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	1,316	1,389	1,273	-5.26%	3.38%
Price - Average	\$ 593,650	\$ 597,210	\$ 596,694	-0.60%	-0.51%
Sales Volume	\$ 781,243,400	\$ 829,524,690	\$ 759,591,462	-5.82%	2.85%
Days on Market - Average	29	28	28	3.57%	3.57%
Days on Market - Median	13	11	11	18.18%	18.18%
Close Price/List Price	99.34%	99.45%	99.69%	-0.11%	-0.35%
PSF Total	\$ 215	\$ 216	\$ 206	-0.46%	4.37%
Single Family (aka Detached Single Family)					
Sold	1,154	1,219	1,110	-5.33%	3.96%
Price - Average	\$ 596,212	\$ 598,702	\$ 597,529	-0.42%	-0.22%
Sales Volume	\$ 688,028,648	\$ 729,817,738	\$ 663,257,190	-5.73%	3.73%
Days on Market - Average	27	26	27	3.85%	0.00%
Days on Market - Median	13	11	11	18.18%	18.18%
Close Price/List Price	99.31%	99.50%	99.75%	-0.19%	-0.44%
PSF Total	\$ 198	\$ 198	\$ 188	0.00%	5.32%
Condo (aka Attached Single Family)					
Sold	162	170	163	-4.71%	-0.61%
Price - Average	\$ 575,403	\$ 586,506	\$ 591,013	-1.89%	-2.64%
Sales Volume	\$ 93,215,286	\$ 99,706,020	\$ 96,335,119	-6.51%	-3.24%
Days on Market - Average	39	42	34	-7.14%	14.71%
Days on Market - Median	15	16	14	-6.25%	7.14%
Close Price/List Price	99.53%	99.07%	99.25%	0.46%	0.28%
PSF Total	\$ 332	\$ 340	\$ 329	-2.35%	0.91%

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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
Residential (Single Family + Condo)									
Sold	7,647	7,514	6,008	4,515	3,852	1.77%	25.07%	33.07%	17.21%
Sold Price - Average	\$ 595,162	\$ 594,132	\$ 591,261	\$ 593,240	\$ 593,365	0.17%	0.49%	-0.33%	-0.02%
Sales Volume	\$ 4,551,203,814	\$ 4,464,307,848	\$ 3,552,296,088	\$ 2,678,478,600	\$ 2,285,641,980	1.95%	25.67%	32.62%	17.19%
Sold Price - Median	\$ 585,000	\$ 580,000	\$ 575,000	\$ 580,000	\$ 580,000	0.86%	0.87%	-0.86%	0.00%
Current Days on Market - Average	35	33	38	43	48	6.06%	-13.16%	-11.63%	-10.42%
Current Days on Market - Median	14	10	13	16	18	40.00%	-23.08%	-18.75%	-11.11%
Close Price/List Price	99.28%	99.88%	99.50%	99.32%	99.18%	-0.60%	0.38%	0.18%	0.14%
PSF Total	\$ 213	\$ 210	\$ 197	\$ 187	\$ 180	1.43%	6.60%	5.35%	3.89%
Single Family (aka Detached Single Family)									
Sold	6,651	6,453	5,257	3,949	3,324	3.07%	22.75%	33.12%	18.80%
Sold Price - Average	\$ 595,622	\$ 594,210	\$ 590,533	\$ 592,154	\$ 592,084	0.24%	0.62%	-0.27%	0.01%
Sales Volume	\$ 3,961,481,922	\$ 3,834,437,130	\$ 3,104,431,981	\$ 2,338,416,146	\$ 1,968,087,216	3.31%	23.51%	32.76%	18.82%
Sold Price - Median	\$ 585,000	\$ 580,000	\$ 575,000	\$ 580,000	\$ 576,925	0.86%	0.87%	-0.86%	0.53%
Current Days on Market - Average	34	31	37	43	46	9.68%	-16.22%	-13.95%	-6.52%
Current Days on Market - Median	13	10	12	15	17	30.00%	-16.67%	-20.00%	-11.76%
Close Price/List Price	99.30%	99.92%	99.53%	99.35%	99.21%	-0.62%	0.39%	0.18%	0.14%
PSF Total	\$ 195	\$ 191	\$ 181	\$ 171	\$ 163	2.09%	5.52%	5.85%	4.91%
Condo (aka Attached Single Family)									
Sold	996	1,061	751	566	528	-6.13%	41.28%	32.69%	7.20%
Sold Price - Average	\$ 592,084	\$ 593,658	\$ 596,354	\$ 600,822	\$ 601,431	-0.27%	-0.45%	-0.74%	-0.10%
Sales Volume	\$ 589,715,664	\$ 629,871,138	\$ 447,861,854	\$ 340,065,252	\$ 317,555,568	-6.38%	40.64%	31.70%	7.09%
Sold Price - Median	\$ 575,000	\$ 580,000	\$ 582,000	\$ 590,000	\$ 587,780	-0.86%	-0.34%	-1.36%	0.38%
Current Days on Market - Average	44	44	48	49	59	0.00%	-8.33%	-2.04%	-16.95%
Current Days on Market - Median	18	14	18	24	27	28.57%	-22.22%	-25.00%	-11.11%
Close Price/List Price	99.15%	99.62%	99.30%	99.08%	98.95%	-0.47%	0.32%	0.22%	0.13%
PSF Total	\$ 330	\$ 328	\$ 310	\$ 299	\$ 284	0.61%	5.81%	3.68%	5.28%

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

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

	Jul, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	2,697	2,887	2,754	-6.58%	-2.07%
Price - Average	\$ 396,277	\$ 396,844	\$ 392,062	-0.14%	1.08%
Sales Volume	\$ 1,068,759,069	\$ 1,145,688,628	\$ 1,079,738,748	-6.71%	-1.02%
Days on Market - Average	20	19	16	9.00%	7.00%
Days on Market - Median	9	7	7	28.57%	28.57%
Close Price/List Price	99.65%	100.00%	100.39%	-0.35%	-0.74%
PSF Total	\$ 215	\$ 213	\$ 203	0.94%	5.91%
Single Family (aka Detached Single Family)					
Sold	2,099	2,269	2,202	-7.49%	-4.68%
Price - Average	\$ 403,337	\$ 402,689	\$ 396,685	0.16%	1.68%
Sales Volume	\$ 846,604,363	\$ 913,701,341	\$ 873,500,370	-7.34%	-3.08%
Days on Market - Average	18	17	15	5.88%	20.00%
Days on Market - Median	8	7	7	14.29%	14.29%
Close Price/List Price	99.78%	100.10%	100.43%	-0.32%	-0.65%
PSF Total	\$ 201	\$ 201	\$ 192	0.00%	4.69%
Condo (aka Attached Single Family)					
Sold	598	618	552	-3.24%	8.33%
Price - Average	\$ 371,498	\$ 375,384	\$ 373,619	-1.04%	-0.57%
Sales Volume	\$ 222,155,804	\$ 231,987,312	\$ 206,237,688	-4.24%	7.72%
Days on Market - Average	28	27	18	3.70%	55.56%
Days on Market - Median	14	9	7	55.56%	100.00%
Close Price/List Price	99.18%	99.66%	100.25%	-0.48%	-1.07%
PSF Total	\$ 263	\$ 260	\$ 248	1.15%	6.05%

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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
Residential (Single Family + Condo)									
Sold	16,850	16,706	16,374	14,234	12,418	0.86%	2.03%	15.03%	14.62%
Sold Price - Average	\$ 394,705	\$ 392,230	\$ 386,904	\$ 383,809	\$ 380,740	0.63%	1.38%	0.81%	0.81%
Sales Volume	\$ 6,650,779,250	\$ 6,552,594,380	\$ 6,335,166,096	\$ 5,463,137,306	\$ 4,728,029,320	1.50%	3.43%	15.96%	15.55%
Sold Price - Median	\$ 393,500	\$ 390,000	\$ 380,150	\$ 377,000	\$ 372,140	0.90%	2.59%	0.84%	1.31%
Current Days on Market - Average	24	17	19	22	24	41.18%	-10.53%	-13.64%	-8.33%
Current Days on Market - Median	8	6	6	6	6	33.33%	0.00%	0.00%	0.00%
Close Price/List Price	99.75%	100.78%	100.64%	100.65%	100.43%	-1.02%	0.14%	-0.01%	0.22%
PSF Total	\$ 211	\$ 205	\$ 186	\$ 172	\$ 158	2.93%	10.22%	8.14%	8.86%
Single Family (aka Detached Single Family)									
Sold	13,212	13,243	13,638	12,133	10,682	-0.23%	-2.90%	12.40%	13.58%
Sold Price - Average	\$ 400,459	\$ 396,389	\$ 388,882	\$ 385,411	\$ 381,693	1.03%	1.93%	0.90%	0.97%
Sales Volume	\$ 5,290,864,308	\$ 5,249,379,527	\$ 5,303,572,716	\$ 4,676,191,663	\$ 4,077,244,626	0.79%	-1.02%	13.42%	14.69%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 385,000	\$ 380,000	\$ 375,000	1.27%	2.60%	1.32%	1.33%
Current Days on Market - Average	23	16	18	21	23	43.75%	-11.11%	-14.29%	-8.70%
Current Days on Market - Median	8	6	6	6	6	33.33%	0.00%	0.00%	0.00%
Close Price/List Price	99.82%	100.84%	100.69%	100.67%	100.46%	-1.01%	0.15%	0.02%	0.21%
PSF Total	\$ 199	\$ 191	\$ 174	\$ 159	\$ 146	4.19%	9.77%	9.43%	8.90%
Condo (aka Attached Single Family)									
Sold	3,638	3,463	2,736	2,101	1,736	5.05%	26.57%	30.22%	21.03%
Sold Price - Average	\$ 373,806	\$ 376,325	\$ 377,043	\$ 374,555	\$ 374,878	-0.67%	-0.19%	0.66%	-0.09%
Sales Volume	\$ 1,359,906,228	\$ 1,303,213,475	\$ 1,031,589,648	\$ 786,940,055	\$ 650,788,208	4.35%	26.33%	31.09%	20.92%
Sold Price - Median	\$ 364,250	\$ 367,000	\$ 369,500	\$ 365,000	\$ 364,125	-0.75%	-0.68%	1.23%	0.24%
Current Days on Market - Average	30	22	24	25	29	36.36%	-8.33%	-4.00%	-13.79%
Current Days on Market - Median	11	7	6	7	8	57.14%	16.67%	-14.29%	-12.50%
Close Price/List Price	99.50%	100.55%	100.38%	100.53%	100.24%	-1.04%	0.17%	-0.15%	0.29%
PSF Total	\$ 257	\$ 257	\$ 249	\$ 242	\$ 235	0.00%	3.21%	2.89%	2.98%

DMAR MARKET TRENDS | AUGUST 2019

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