

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

November 2019

RE/MAX Market Report
COMPLIMENTS OF
ANTHONY RAE
RE/MAX ALLIANCE 303.520.3179

MARKET OVERVIEW

The November report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the October 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	8,557	-7.85%	0.21%
Sold Homes	4,654	-6.40%	1.62%
Sold Price - Average	\$486,390	1.22%	3.54%
Sold Price - Median	\$423,200	1.98%	5.80%
Days on Market - Average	33	0.00%	10.00%

Single Family (aka Detached Single Family)

Active Inventory	5,844	-10.41%	-5.56%
Sold Homes	3,348	-5.13%	3.65%
Sold Price - Average	\$535,483	0.48%	1.96%
Sold Price - Median	\$456,000	1.33%	4.83%
Days on Market - Average	32	-3.03%	3.23%

Condo (aka Attached Single Family)

Active Inventory	2,713	-1.81%	15.40%
Sold Homes	1,306	-9.49%	-3.26%
Sold Price - Average	\$365,665	2.35%	6.95%
Sold Price - Median	\$306,875	-1.33%	2.35%
Days on Market - Average	34	3.03%	36.00%

MARKET INSIGHTS

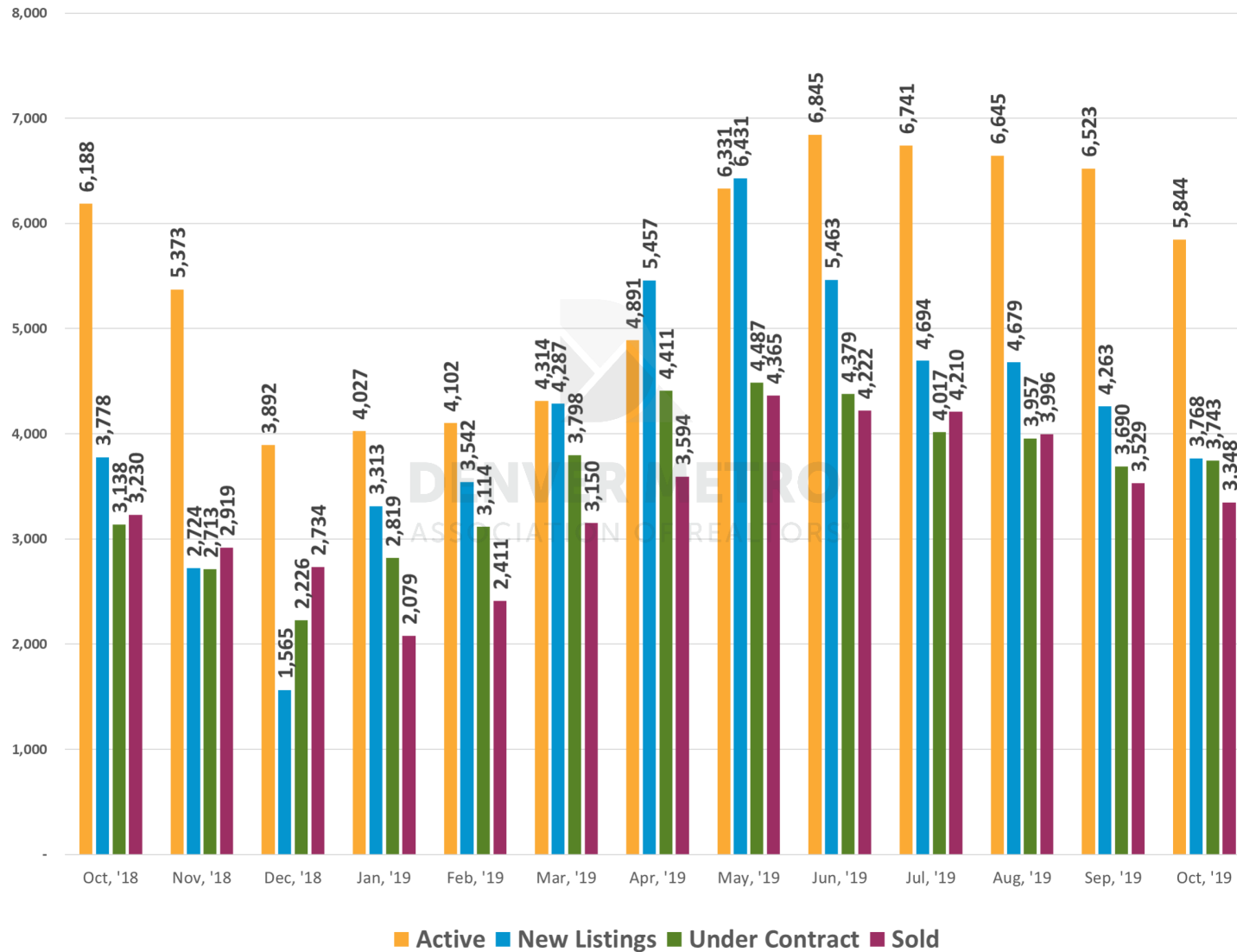
- ✓ More buyers of homes under \$400,000 will be able to save on the cost of an appraisal. For the first time in 25 years, federal regulators have approved a plan to allow more properties to be subject to an evaluation instead of an appraisal. This will save some borrowers hundreds of dollars in the buying process.
- ✓ Local title companies are seeing a typical pace of fourth quarter business, if not slightly more active than this same time last year. Investors are becoming more active as they sense a transition in the market where sellers are finally more negotiable. Prior to this point in the market cycle, investors did not sense as much safety or opportunity of timing that the fourth quarter often brings.
- ✓ Mortgage rates will continue to be low. Add this to increasing wages, low inflation and lower appreciation, housing affordability is at an all-time high (since 1991).
- ✓ The Federal Reserve cut interest rates for the third time this year and began to downplay expectations of further cuts for now. The policy statement signaled a potentially higher bar for rate reductions after the latest move, which will drop the target for the federal-funds rate to a range between 1.5 percent and 1.75 percent.
- ✓ Blueprint Denver addresses safety with something called Complete Streets. They are streets that are designed and operated to enable safe access for all users, including pedestrians, bicyclists, motorists and transit riders of all ages and abilities.
- ✓ The Denver rental vacancy rate is 4.40 percent, according to a study from the National Association of REALTORS®.
- ✓ Local stats: While the number of transactions with concessions has dropped slightly in the most recent quarter, it has held at over 50 percent for the past six months.
- ✓ Nationally, 2019's third quarter foreclosure activity was down 19 percent from a year ago to the lowest level since the second quarter of 2005, according to ATTOM Data Solutions.
- ✓ Neighborhoods located within a half-mile of public transit services outperformed those in areas farther from public transit based on a number of factors, according to a report released by the American Public Transportation Association and the National Association of REALTORS®.
- ✓ iBuyers are doing a good job at getting their message out there. They are making the job of buying and selling homes simple but they neglect to mention that they are leaving 10-20 percent of the seller's proceeds on the table.

Despite that statistic, they are making inroads in the market. They are buying over 2,000 homes per month!

- ✓ Nationwide, home prices rose 3.20 percent year over year, a continuation of a longer-term trend, according to the latest S&P CoreLogic/Case-Shiller Indices.
- ✓ For the second straight month, pending sales ticked up, growing 1.5 percent in a surprise turnout, according to the National Association of REALTORS®.
- ✓ In September, 40 percent of sold properties reduced the asking price prior to receiving an offer. This compares to 35 percent the year prior. Those properties that reduced price spent an average of 59 days on market compared to 14 days for those with no price reductions.
- ✓ It's time to start thinking out of the box when it comes to marketing your listings. Networking with your fellow agents is key for your sellers to get their house noticed.
- ✓ With homes staying on the market longer, agents are using reverse prospecting to market their listings.
- ✓ Activity feels slower in the Denver market with days on market creeping up. You only have one shot at a first impression, so make it count. Do your homework before hitting the market with a solid marketing plan and make sure your listing is showing ready.
- ✓ Buyers have more choices and ability to negotiate, so be prepared for your buyers. If the house has fallen out of contract previously, call the agent and find out why. Take it one step further and have a property analysis ready so that your buyer can make an informed decision. Be the central point of information for your client and anticipate their questions and needs.
- ✓ **Quick Stats:**
 - The average active listings for October's month end is 15,784 (1985-2018).
 - The record high for October was in 2006 with 29,722 listings. 2017 represented the record low with 6,299 listings. For comparison, October 2019 had 8,557 active listings.
 - The 20-year average change in active listings from September to October is a 5.21 percent decrease. 2019 represents a higher decrease of 7.85 percent.

Single Family (aka Detached Single Family)

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



DMAR MARKET TRENDS | NOVEMBER 2019

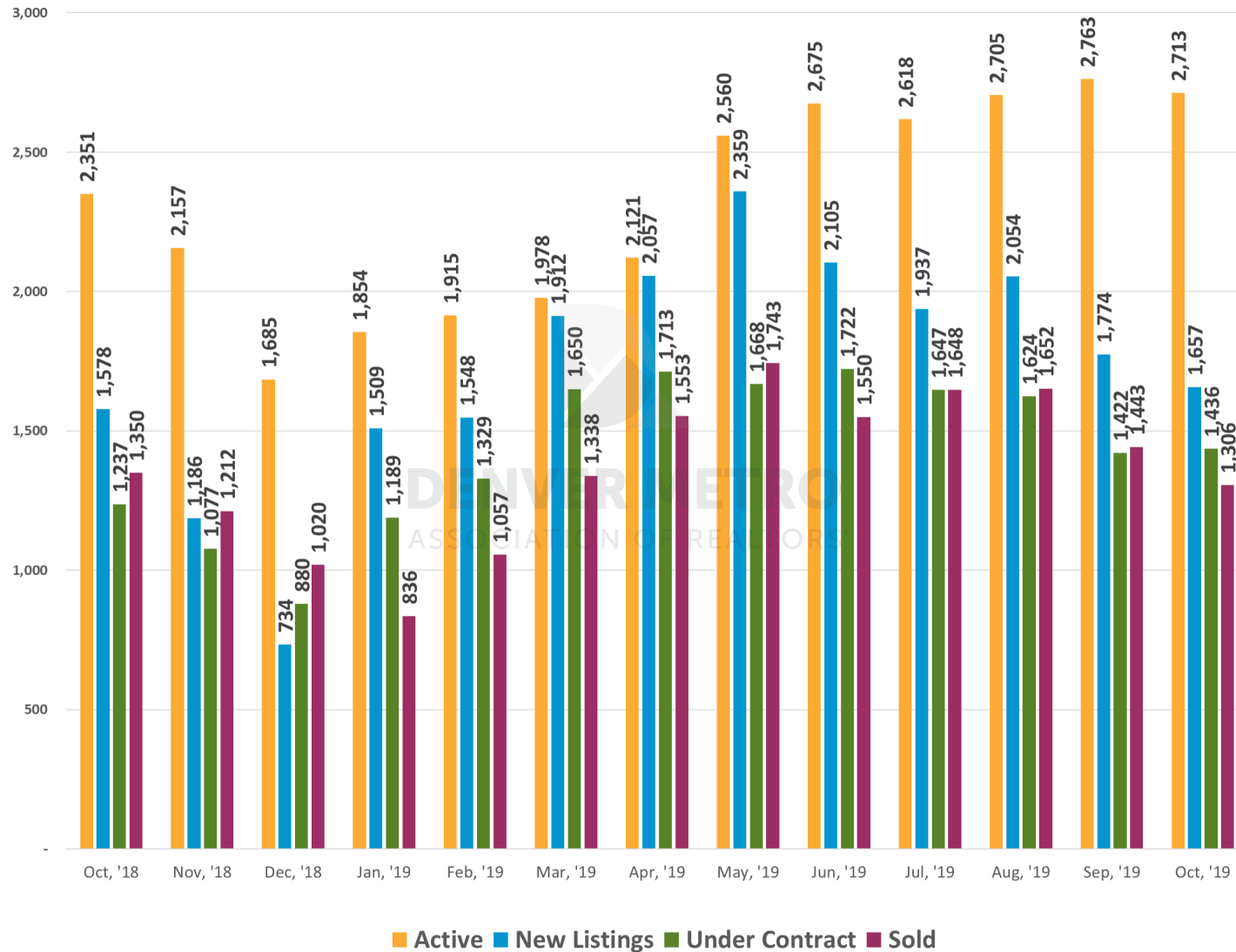
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Condo (aka Attached Single Family)

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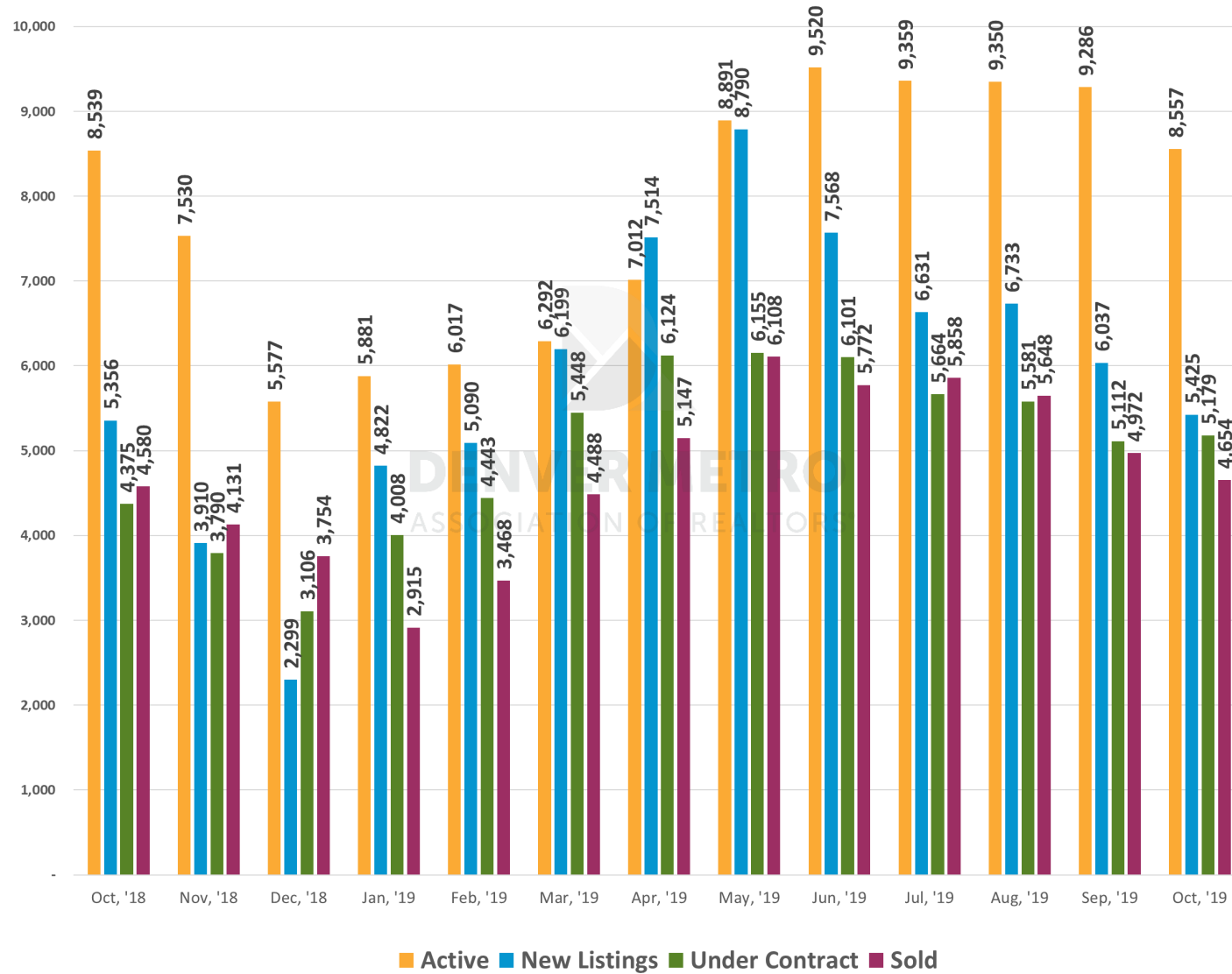
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Residential (Single Family + Condo)

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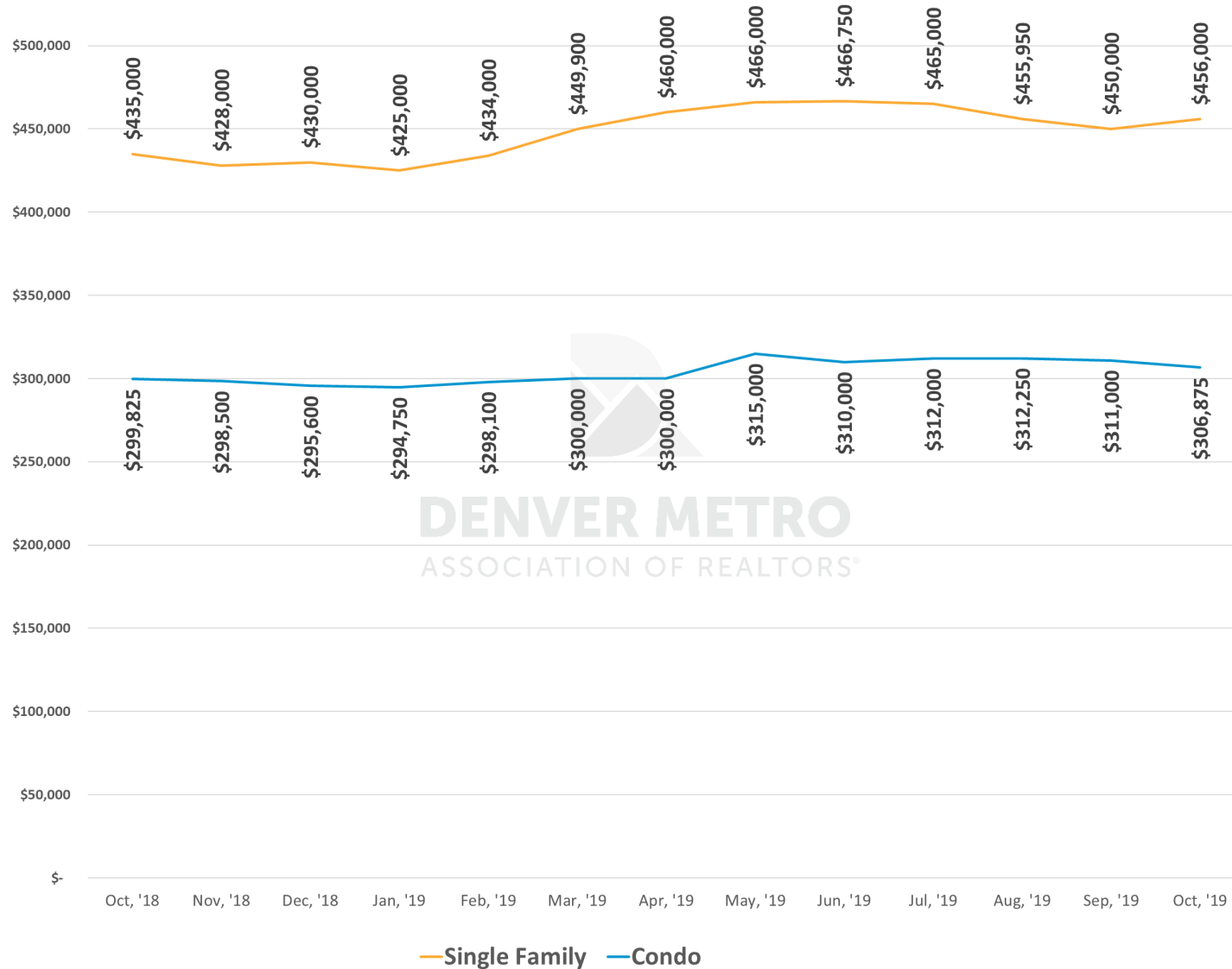
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Median Sales Price

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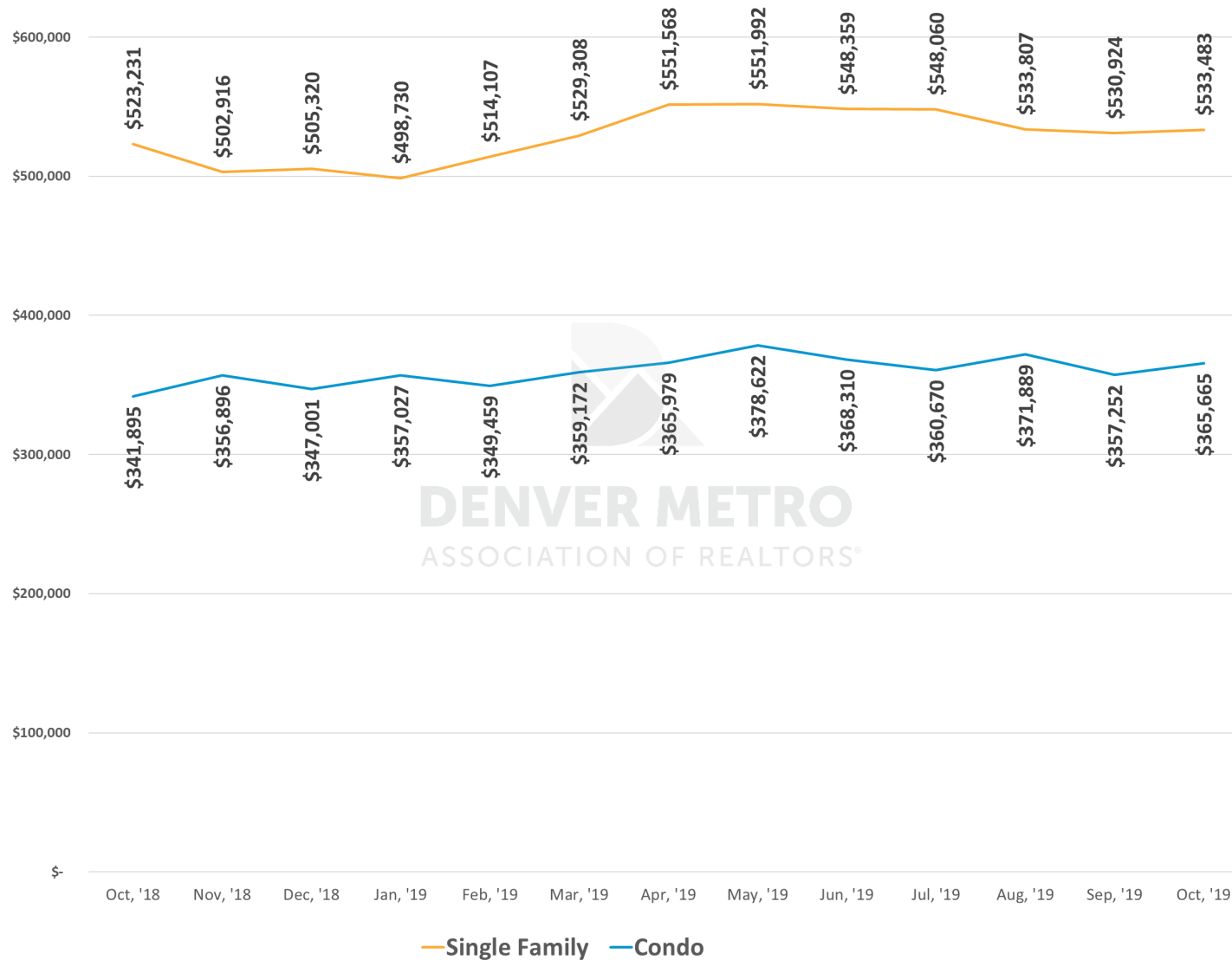
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Average Sales Price

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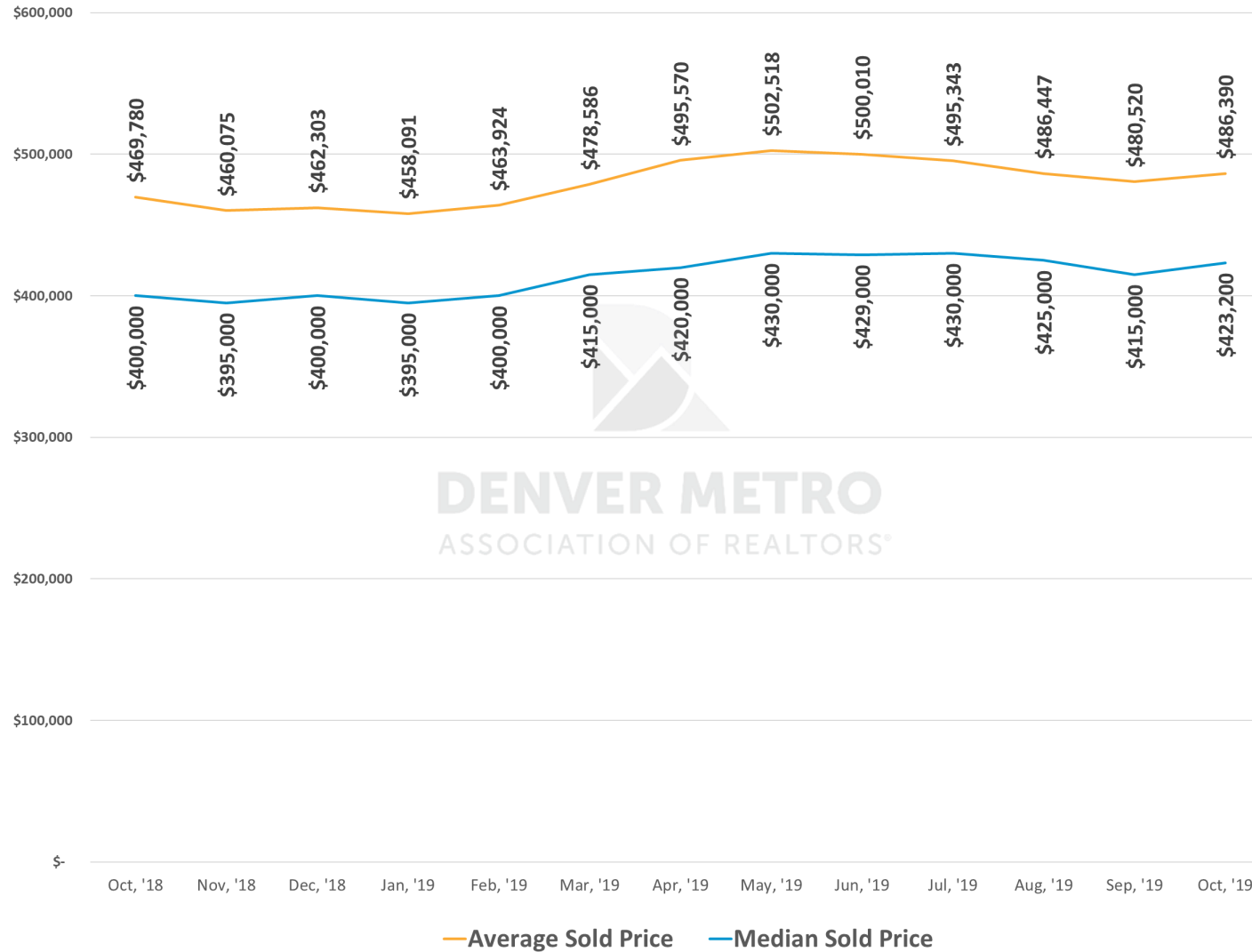
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Residential Sold Price

DMAR Market Trends | October 2019 Data

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Source of MLS Data: REcolorado.com



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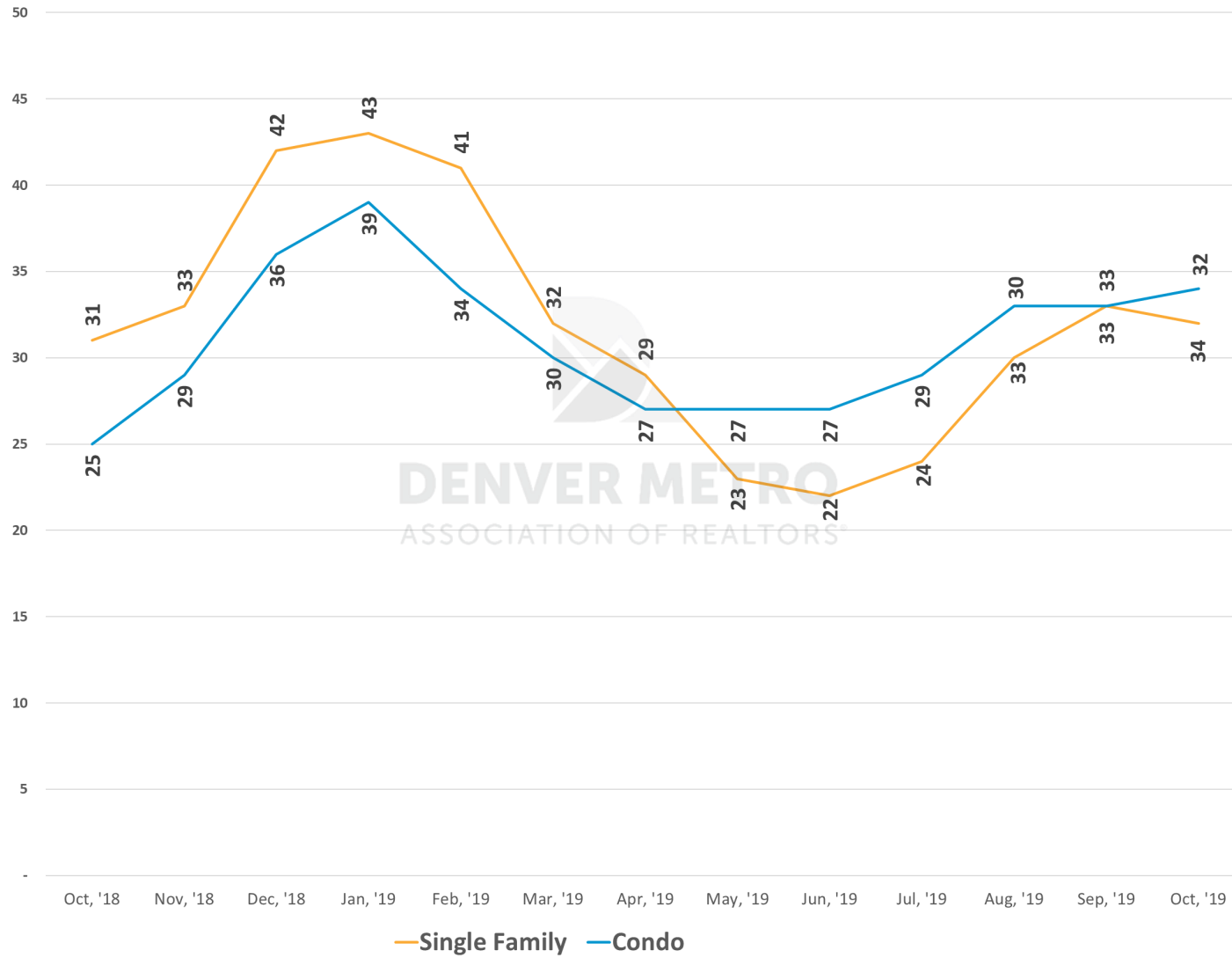
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Average Days on Market

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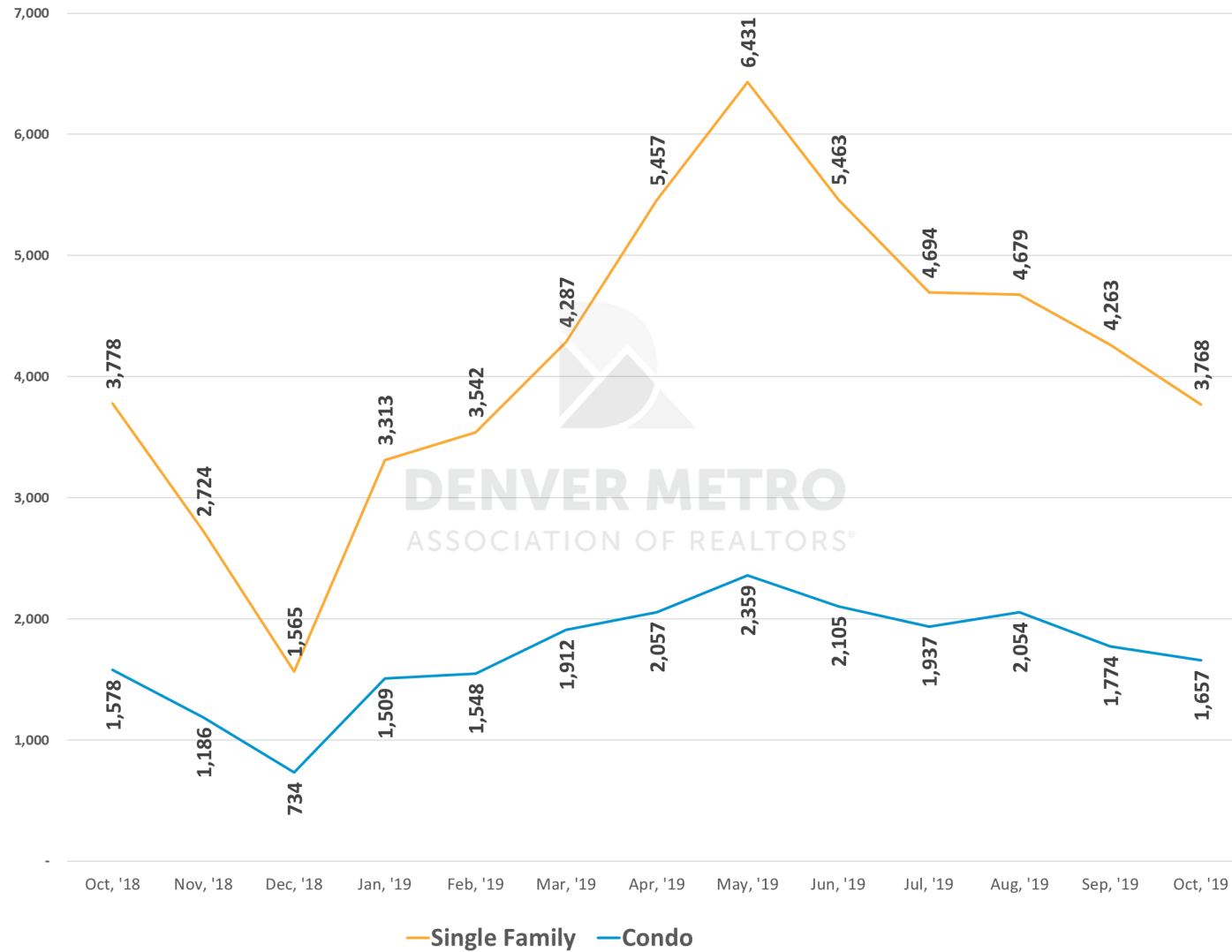
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New Listings

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Source of MLS Data: REcolorado.com

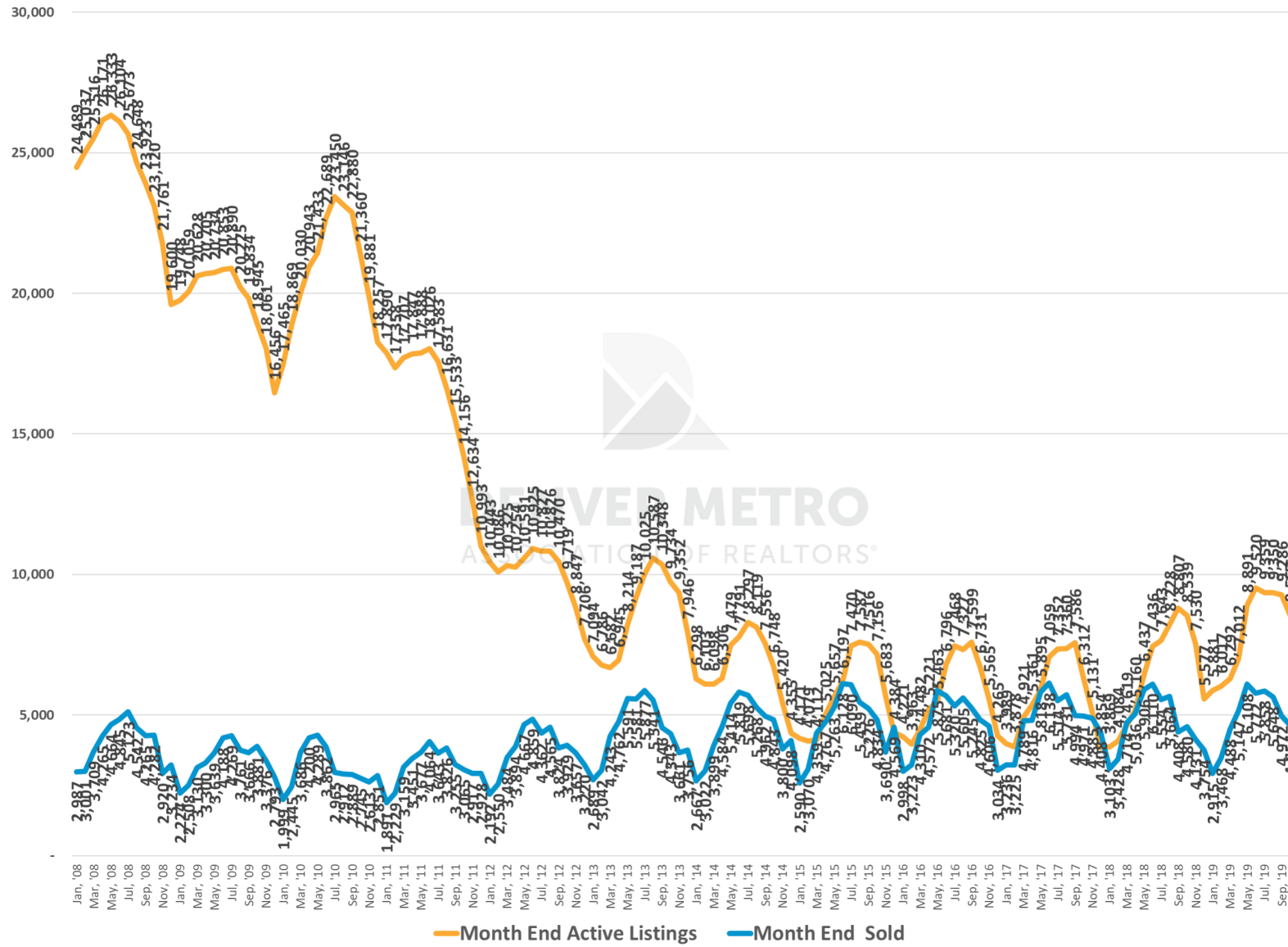

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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Oct, '19	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	8,557	9,286	8,539	-7.85%	0.21%
New Listings	5,425	6,037	5,356	-10.14%	1.29%
Under Contract	5,179	5,112	4,375	1.31%	18.38%
Days on Market - Average	33	33	30	0.00%	10.00%
Days on Market - Median	17	16	15	6.25%	13.33%
Sold	4,654	4,972	4,580	-6.40%	1.62%
Sold Price - Average	\$ 486,390	\$ 480,520	\$ 469,780	1.22%	3.54%
Sold Price - Median	\$ 423,200	\$ 415,000	\$ 400,000	1.98%	5.80%
Sales Volume	\$ 2,263,659,060	\$ 2,389,145,440	\$ 2,151,592,400	-5.25%	5.21%
Close Price/List Price	98.90%	98.91%	98.98%	-0.01%	-0.08%
Single Family (aka Detached Single Family)					
Active	5,844	6,523	6,188	-10.41%	-5.56%
New Listings	3,768	4,263	3,778	-11.61%	-0.26%
Under Contract	3,743	3,690	3,138	1.44%	19.28%
Days on Market - Average	32	33	31	-3.03%	3.23%
Days on Market - Median	16	16	15	0.00%	6.67%
Sold	3,348	3,529	3,230	-5.13%	3.65%
Sold Price - Average	\$ 533,483	\$ 530,924	\$ 523,231	0.48%	1.96%
Sold Price - Median	\$ 456,000	\$ 450,000	\$ 435,000	1.33%	4.83%
Sales Volume	\$ 1,786,101,084	\$ 1,873,630,796	\$ 1,690,036,130	-4.67%	5.68%
Close Price/List Price	98.91%	98.87%	98.81%	0.04%	0.10%
Condo (aka Attached Single Family)					
Active	2,713	2,763	2,351	-1.81%	15.40%
New Listings	1,657	1,774	1,578	-6.60%	5.01%
Under Contract	1,436	1,422	1,237	0.98%	16.09%
Days on Market - Average	34	33	25	3.03%	36.00%
Days on Market - Median	18	16	14	12.50%	28.57%
Sold	1,306	1,443	1,350	-9.49%	-3.26%
Sold Price - Average	\$ 365,665	\$ 357,252	\$ 341,895	2.35%	6.95%
Sold Price - Median	\$ 306,875	\$ 311,000	\$ 299,825	-1.33%	2.35%
Sales Volume	\$ 477,558,490	\$ 515,514,636	\$ 461,558,250	-7.36%	3.47%
Close Price/List Price	98.88%	99.01%	99.38%	-0.13%	-0.50%

OCTOBER 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	8,557	8,539	6,312	6,731	7,156	0.21%	35.28%	-6.22%	-5.94%
New Listings	64,802	62,089	61,109	59,579	61,054	4.37%	1.60%	2.57%	-2.42%
Days on Market - Average	30	24	25	25	24	25.00%	-4.00%	0.00%	4.17%
Days on Market - Median	12	7	7	7	6	71.43%	0.00%	0.00%	16.67%
Sold	49,394	48,497	49,929	47,662	48,537	1.85%	-2.87%	4.76%	-1.80%
Sold Price - Average	\$ 487,235	\$ 475,257	\$ 436,754	\$ 402,026	\$ 364,294	2.52%	8.82%	8.64%	10.36%
Sold Price - Median	\$ 420,000	\$ 410,000	\$ 380,000	\$ 350,000	\$ 315,000	2.44%	7.89%	8.57%	11.11%
Sales Volume	\$ 24,066,485,590	\$ 23,048,538,729	\$ 21,806,690,466	\$ 19,161,363,212	\$ 17,681,737,878	4.42%	5.69%	13.81%	8.37%
Close Price/List Price	99.27%	100.05%	100.15%	100.37%	100.47%	-0.78%	-0.10%	-0.22%	-0.10%
Single Family (aka Detached Single Family)									
Active Listings at month end	5,844	6,188	4,720	5,241	5,766	-5.56%	31.10%	-9.94%	-9.11%
New Listings	45,860	44,616	43,915	43,429	44,177	2.79%	1.60%	1.12%	-1.69%
Days on Market - Average	30	26	26	27	26	15.38%	0.00%	-3.70%	3.85%
Days on Market - Median	12	8	8	8	7	50.00%	0.00%	0.00%	14.29%
Sold	35,156	34,467	35,698	34,294	34,471	2.00%	-3.45%	4.09%	-0.51%
Sold Price - Average	\$ 536,962	\$ 525,699	\$ 484,135	\$ 445,996	\$ 407,928	2.14%	8.59%	8.55%	9.33%
Sold Price - Median	\$ 455,000	\$ 445,000	\$ 412,000	\$ 382,000	\$ 349,900	2.25%	8.01%	7.85%	9.17%
Sales Volume	\$ 18,877,436,072	\$ 18,119,267,433	\$ 17,282,651,230	\$ 15,294,986,824	\$ 14,061,686,088	4.18%	4.84%	13.00%	8.77%
Close Price/List Price	99.28%	99.95%	100.00%	100.14%	100.32%	-0.67%	-0.05%	-0.14%	-0.18%
Condo (aka Attached Single Family)									
Active Listings at month end	2,713	2,351	1,592	1,490	1,390	15.40%	47.68%	6.85%	7.19%
New Listings	18,942	17,473	17,194	16,150	16,877	8.41%	1.62%	6.46%	-4.31%
Days on Market - Average	31	22	20	18	19	40.91%	10.00%	11.11%	-5.26%
Days on Market - Median	13	7	6	6	6	85.71%	16.67%	0.00%	0.00%
Sold	14,238	14,030	14,231	13,368	14,066	1.48%	-1.41%	6.46%	-4.96%
Sold Price - Average	\$ 364,449	\$ 351,340	\$ 317,901	\$ 289,229	\$ 257,360	3.73%	10.52%	9.91%	12.38%
Sold Price - Median	\$ 307,500	\$ 300,000	\$ 269,900	\$ 240,000	\$ 212,000	2.50%	11.15%	12.46%	13.21%
Sales Volume	\$ 5,189,024,862	\$ 4,929,300,200	\$ 4,524,049,131	\$ 3,866,413,272	\$ 3,620,025,760	5.27%	8.96%	17.01%	6.81%
Close Price/List Price	99.23%	100.30%	100.51%	100.95%	100.85%	-1.07%	-0.21%	-0.44%	0.10%

DMAR MARKET TRENDS | NOVEMBER 2019

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	3	14	4.67	5	10	2.00
\$100,000 to \$199,999	9	17	1.89	149	255	1.71
\$200,000 to \$299,999	142	157	1.11	461	698	1.51
\$300,000 to \$399,999	945	843	0.89	321	595	1.85
\$400,000 to \$499,999	930	1,307	1.41	143	422	2.95
\$500,000 to \$749,999	912	1,889	2.07	170	473	2.78
\$750,000 to \$999,999	249	648	2.60	31	147	4.74
\$1,000,000 and over	158	969	6.13	26	113	4.35
TOTALS	3,348	5,844	1.75	1,306	2,713	2.08

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Oct, '19	Sep, '19		Oct, '19	Sep, '19	
\$0 to \$99,999	3	6	-50.00%	5	5	0.00%
\$100,000 to \$199,999	9	19	-52.63%	149	153	-2.61%
\$200,000 to \$299,999	142	149	-4.70%	461	516	-10.66%
\$300,000 to \$399,999	945	1,014	-6.80%	321	380	-15.53%
\$400,000 to \$499,999	930	990	-6.06%	143	177	-19.21%
\$500,000 to \$749,999	912	961	-5.10%	170	159	6.92%
\$750,000 to \$999,999	249	227	9.69%	31	31	0.00%
\$1,000,000 and over	158	163	-3.07%	26	22	18.18%
TOTALS	3,348	3,529	-5.13%	1,306	1,443	-9.49%

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Oct, '19	YTD Oct, '18		YTD Oct, '19	YTD Oct, '18	
\$0 to \$99,999	27	33	-18.18%	32	44	-27.27%
\$100,000 to \$199,999	117	156	-25.00%	1,545	1,707	-9.49%
\$200,000 to \$299,999	1,497	2,006	-25.37%	5,099	5,225	-2.41%
\$300,000 to \$399,999	9,670	10,192	-5.12%	3,661	3,324	10.14%
\$400,000 to \$499,999	9,901	9,085	8.98%	1,716	1,722	-0.35%
\$500,000 to \$749,999	9,754	9,008	8.28%	1,525	1,464	4.17%
\$750,000 to \$999,999	2,376	2,243	5.93%	423	392	7.91%
\$1,000,000 and over	1,814	1,744	4.01%	237	152	55.92%
TOTALS	35,156	34,467	2.00%	14,238	14,030	1.48%



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

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

	Oct, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	184	185	173	-0.54%	6.36%
Price - Average	\$ 1,511,351	\$ 1,599,373	\$ 1,639,438	-5.50%	-7.81%
Sales Volume	\$ 278,088,584	\$ 295,884,005	\$ 283,622,774	-6.01%	-1.95%
Days on Market - Average	59	71	73	-16.90%	-19.18%
Days on Market - Median	28	38	39	-26.32%	-28.21%
Close Price/List Price	96.83%	96.67%	96.78%	0.17%	0.05%
PSF Total	\$ 340	\$ 344	\$ 333	-1.16%	2.10%
Single Family (aka Detached Single Family)					
Sold	158	163	158	-3.07%	0.00%
Price - Average	\$ 1,533,842	\$ 1,640,348	\$ 1,660,413	-6.49%	-7.62%
Sales Volume	\$ 242,347,036	\$ 267,376,724	\$ 262,345,254	-9.36%	-7.62%
Days on Market - Average	62	75	73	-17.33%	-15.07%
Days on Market - Median	33	39	40	-15.38%	-17.50%
Close Price/List Price	97.02%	96.47%	96.87%	0.57%	0.15%
PSF Total	\$ 309	\$ 315	\$ 321	-1.90%	-3.74%
Condo (aka Attached Single Family)					
Sold	26	22	15	18.18%	73.33%
Price - Average	\$ 1,374,675	\$ 1,295,785	\$ 1,418,500	6.09%	-3.09%
Sales Volume	\$ 35,741,550	\$ 28,507,270	\$ 21,277,500	25.38%	67.98%
Days on Market - Average	41	37	73	10.81%	-43.84%
Days on Market - Median	18	26	39	-30.77%	-53.85%
Close Price/List Price	95.66%	98.11%	95.80%	-2.50%	-0.15%
PSF Total	\$ 532	\$ 558	\$ 454	-4.66%	17.18%

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	2,051	1,896	1,538	1,158	958	8.18%	23.28%	32.82%	20.88%
Sold Price - Average	\$ 1,545,366	\$ 1,521,356	\$ 1,528,984	\$ 1,521,702	\$ 1,502,182	1.58%	-0.50%	0.48%	1.30%
Sales Volume	\$ 3,169,545,666	\$ 2,884,490,976	\$ 2,351,577,392	\$ 1,762,130,916	\$ 1,439,090,356	9.88%	22.66%	33.45%	22.45%
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	59	67	80	86	85	-11.94%	-16.25%	-6.98%	1.18%
Days on Market - Median	24	25	35	41	40	-4.00%	-28.57%	-14.63%	2.50%
Close Price/List Price	97.42%	97.35%	97.13%	97.22%	96.94%	0.07%	0.23%	-0.09%	0.29%
PSF Total	\$ 336	\$ 306	\$ 302	\$ 290	\$ 278	9.80%	1.32%	4.14%	4.32%
Single Family (aka Detached Single Family)									
Sold	1,814	1,744	1,387	1,063	880	4.01%	25.74%	30.48%	20.80%
Sold Price - Average	\$ 1,544,450	\$ 1,523,883	\$ 1,540,045	\$ 1,520,545	\$ 1,497,832	1.35%	-1.05%	1.28%	1.52%
Sales Volume	\$ 2,801,632,300	\$ 2,657,651,952	\$ 2,136,042,415	\$ 1,616,339,335	\$ 1,318,092,160	5.42%	24.42%	32.15%	22.63%
Sold Price - Median	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,310,000	\$ 1,300,000	1.92%	0.00%	-0.76%	0.77%
Days on Market - Average	60	67	81	89	85	-10.45%	-17.28%	-8.99%	4.71%
Days on Market - Median	24	25	35	42	41	-4.00%	-28.57%	-16.67%	2.44%
Close Price/List Price	97.39%	97.40%	97.07%	96.70%	96.91%	-0.01%	0.34%	0.38%	-0.22%
PSF Total	\$ 303	\$ 290	\$ 283	\$ 268	\$ 259	4.48%	2.47%	5.60%	3.47%
Condo (aka Attached Single Family)									
Sold	237	152	151	95	78	55.92%	0.66%	58.95%	21.79%
Sold Price - Average	\$ 1,552,373	\$ 1,492,368	\$ 1,427,381	\$ 1,534,655	\$ 1,551,256	4.02%	4.55%	-6.99%	-1.07%
Sales Volume	\$ 367,912,401	\$ 226,839,936	\$ 215,534,531	\$ 145,792,225	\$ 120,997,968	62.19%	5.25%	47.84%	20.49%
Sold Price - Median	\$ 1,250,000	\$ 1,277,500	\$ 1,250,000	\$ 1,230,000	\$ 1,293,500	-2.15%	2.20%	1.63%	-4.91%
Days on Market - Average	52	67	70	54	80	-22.39%	-4.29%	29.63%	-32.50%
Days on Market - Median	25	30	36	33	32	-16.67%	-16.67%	9.09%	3.13%
Close Price/List Price	97.60%	96.71%	97.66%	103.02%	97.27%	0.92%	-0.97%	-5.20%	5.91%
PSF Total	\$ 585	\$ 487	\$ 469	\$ 530	\$ 496	20.12%	3.84%	-11.51%	6.85%

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Market Report
 COMPLIMENTS OF
ANTHONY RAE
 RE/MAX ALLIANCE 303.520.3179

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

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

	Oct, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	280	258	224	8.53%	25.00%
Price - Average	\$ 846,357	\$ 844,789	\$ 840,818	0.19%	0.66%
Sales Volume	\$ 236,979,960	\$ 217,955,562	\$ 188,343,232	8.73%	25.82%
Days on Market - Average	46	52	49	-11.54%	-6.12%
Days on Market - Median	27	31	20	-12.90%	35.00%
Close Price/List Price	98.54%	98.33%	98.36%	0.21%	0.18%
PSF Total	\$ 245	\$ 244	\$ 242	0.41%	1.24%
Single Family (aka Detached Single Family)					
Sold	249	227	201	9.69%	23.88%
Price - Average	\$ 845,322	\$ 843,515	\$ 840,320	0.21%	0.60%
Sales Volume	\$ 210,485,178	\$ 191,477,905	\$ 168,904,320	9.93%	24.62%
Days on Market - Average	43	45	49	-4.44%	-12.24%
Days on Market - Median	27	29	19	-6.90%	42.11%
Close Price/List Price	98.50%	98.38%	98.44%	0.12%	0.06%
PSF Total	\$ 232	\$ 229	\$ 226	1.31%	2.65%
Condo (aka Attached Single Family)					
Sold	31	31	23	0.00%	34.78%
Price - Average	\$ 854,670	\$ 854,116	\$ 845,174	0.06%	1.12%
Sales Volume	\$ 26,494,770	\$ 26,477,596	\$ 19,439,002	0.06%	36.30%
Days on Market - Average	70	101	45	-30.69%	55.56%
Days on Market - Median	21	60	24	-65.00%	-12.50%
Close Price/List Price	98.83%	97.93%	97.69%	0.92%	1.17%
PSF Total	\$ 352	\$ 355	\$ 384	-0.85%	-8.33%

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	2,799	2,635	2,147	1,703	1,396	6.22%	22.73%	26.07%	21.99%
Sold Price - Average	\$ 847,562	\$ 849,783	\$ 847,957	\$ 848,380	\$ 846,722	-0.26%	0.22%	-0.05%	0.20%
Sales Volume	\$ 2,372,326,038	\$ 2,239,178,205	\$ 1,820,563,679	\$ 1,444,791,140	\$ 1,182,023,912	5.95%	22.99%	26.01%	22.23%
Sold Price - Median	\$ 837,000	\$ 840,000	\$ 838,500	\$ 840,000	\$ 835,000	-0.36%	0.18%	-0.18%	0.60%
Days on Market - Average	43	43	53	56	62	0.00%	-18.87%	-5.36%	-9.68%
Days on Market - Median	17	13	24	25	28	30.77%	-45.83%	-4.00%	-10.71%
Close Price/List Price	98.89%	99.19%	98.57%	98.63%	98.33%	-0.30%	0.63%	-0.06%	0.31%
PSF Total	\$ 247	\$ 244	\$ 226	\$ 219	\$ 207	1.23%	7.96%	3.20%	5.80%
Single Family (aka Detached Single Family)									
Sold	2,376	2,243	1,872	1,438	1,235	5.93%	19.82%	30.18%	16.44%
Sold Price - Average	\$ 846,807	\$ 850,760	\$ 849,381	\$ 850,323	\$ 846,495	-0.46%	0.16%	-0.11%	0.45%
Sales Volume	\$ 2,012,013,432	\$ 1,908,254,680	\$ 1,590,041,232	\$ 1,222,764,474	\$ 1,045,421,325	5.44%	20.01%	30.04%	16.96%
Sold Price - Median	\$ 835,000	\$ 845,000	\$ 840,000	\$ 841,575	\$ 835,000	-1.18%	0.60%	-0.19%	0.79%
Days on Market - Average	40	43	53	58	63	-6.98%	-18.87%	-8.62%	-7.94%
Days on Market - Median	17	13	24	27	28	30.77%	-45.83%	-11.11%	-3.57%
Close Price/List Price	98.90%	99.18%	98.55%	98.56%	98.21%	-0.28%	0.64%	-0.01%	0.36%
PSF Total	\$ 228	\$ 226	\$ 211	\$ 200	\$ 191	0.88%	7.11%	5.50%	4.71%
Condo (aka Attached Single Family)									
Sold	423	392	275	265	161	7.91%	42.55%	3.77%	64.60%
Sold Price - Average	\$ 851,799	\$ 844,195	\$ 838,263	\$ 837,834	\$ 848,465	0.90%	0.71%	0.05%	-1.25%
Sales Volume	\$ 360,310,977	\$ 330,924,440	\$ 230,522,325	\$ 222,026,010	\$ 136,602,865	8.88%	43.55%	3.83%	62.53%
Sold Price - Median	\$ 849,000	\$ 830,000	\$ 825,000	\$ 820,000	\$ 839,000	2.29%	0.61%	0.61%	-2.26%
Days on Market - Average	60	44	55	43	55	36.36%	-20.00%	27.91%	-21.82%
Days on Market - Median	25	13	24	18	24	92.31%	-45.83%	33.33%	-25.00%
Close Price/List Price	98.84%	99.26%	98.74%	99.02%	99.32%	-0.42%	0.53%	-0.28%	-0.30%
PSF Total	\$ 358	\$ 345	\$ 327	\$ 326	\$ 330	3.77%	5.50%	0.31%	-1.21%

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Market Report
 COMPLIMENTS OF
ANTHONY RAE
 RE/MAX ALLIANCE 303.520.3179

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

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

	Oct, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	1,082	1,120	905	-3.39%	19.56%
Price - Average	\$ 594,753	\$ 593,985	\$ 595,161	0.13%	-0.07%
Sales Volume	\$ 643,522,746	\$ 665,263,200	\$ 538,620,705	-3.27%	19.48%
Days on Market - Average	38	39	37	-2.56%	2.70%
Days on Market - Median	20	21	20	-4.76%	0.00%
Close Price/List Price	99.02%	98.90%	99.06%	0.12%	-0.04%
PSF Total	\$ 219	\$ 218	\$ 215	0.46%	1.86%
Single Family (aka Detached Single Family)					
Sold	912	961	788	-5.10%	15.74%
Price - Average	\$ 594,683	\$ 593,708	\$ 594,185	0.16%	0.08%
Sales Volume	\$ 542,350,896	\$ 570,553,388	\$ 468,217,780	-4.94%	15.83%
Days on Market - Average	36	38	37	-5.26%	-2.70%
Days on Market - Median	19	21	20	-9.52%	-5.00%
Close Price/List Price	98.99%	98.80%	98.88%	0.19%	0.11%
PSF Total	\$ 199	\$ 200	\$ 196	-0.50%	1.53%
Condo (aka Attached Single Family)					
Sold	170	159	117	6.92%	45.30%
Price - Average	\$ 595,124	\$ 595,657	\$ 601,732	-0.09%	-1.10%
Sales Volume	\$ 101,171,080	\$ 94,709,463	\$ 70,402,644	6.82%	43.70%
Days on Market - Average	45	49	36	-8.16%	25.00%
Days on Market - Median	30	21	22	42.86%	36.36%
Close Price/List Price	99.16%	99.52%	100.27%	-0.36%	-1.11%
PSF Total	\$ 331	\$ 329	\$ 348	0.61%	-4.89%

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	11,279	10,472	8,755	6,756	5,499	7.71%	19.61%	29.59%	22.86%
Sold Price - Average	\$ 594,259	\$ 594,757	\$ 591,748	\$ 593,429	\$ 592,885	-0.08%	0.51%	-0.28%	0.09%
Sales Volume	\$ 6,702,647,261	\$ 6,228,295,304	\$ 5,180,753,740	\$ 4,009,206,324	\$ 3,260,274,615	7.62%	20.22%	29.22%	22.97%
Sold Price - Median	\$ 582,500	\$ 582,080	\$ 576,957	\$ 580,000	\$ 579,000	0.07%	0.89%	-0.52%	0.17%
Current Days on Market - Average	36	33	38	42	46	9.09%	-13.16%	-9.52%	-8.70%
Current Days on Market - Median	16	12	15	18	19	33.33%	-20.00%	-16.67%	-5.26%
Close Price/List Price	99.19%	99.69%	99.37%	99.20%	99.05%	-0.50%	0.32%	0.17%	0.15%
PSF Total	\$ 214	\$ 211	\$ 198	\$ 188	\$ 182	1.42%	6.57%	5.32%	3.30%
Single Family (aka Detached Single Family)									
Sold	9,754	9,008	7,668	5,919	4,751	8.28%	17.48%	29.55%	24.58%
Sold Price - Average	\$ 594,701	\$ 594,734	\$ 590,864	\$ 592,555	\$ 591,279	-0.01%	0.65%	-0.29%	0.22%
Sales Volume	\$ 5,800,713,554	\$ 5,357,363,872	\$ 4,530,745,152	\$ 3,507,333,045	\$ 2,809,166,529	8.28%	18.24%	29.18%	24.85%
Sold Price - Median	\$ 584,900	\$ 582,000	\$ 575,000	\$ 580,000	\$ 575,000	0.50%	1.22%	-0.86%	0.87%
Current Days on Market - Average	35	32	37	41	45	9.38%	-13.51%	-9.76%	-8.89%
Current Days on Market - Median	16	12	14	17	19	33.33%	-14.29%	-17.65%	-10.53%
Close Price/List Price	99.19%	99.70%	99.39%	99.22%	99.07%	-0.51%	0.31%	0.17%	0.15%
PSF Total	\$ 196	\$ 192	\$ 182	\$ 172	\$ 165	2.08%	5.49%	5.81%	4.24%
Condo (aka Attached Single Family)									
Sold	1,525	1,464	1,087	837	748	4.17%	34.68%	29.87%	11.90%
Sold Price - Average	\$ 591,431	\$ 594,903	\$ 597,985	\$ 599,607	\$ 603,084	-0.58%	-0.52%	-0.27%	-0.58%
Sales Volume	\$ 901,932,275	\$ 870,937,992	\$ 650,009,695	\$ 501,871,059	\$ 451,106,832	3.56%	33.99%	29.52%	11.25%
Sold Price - Median	\$ 575,000	\$ 584,000	\$ 582,000	\$ 590,000	\$ 590,000	-1.54%	0.34%	-1.36%	0.00%
Current Days on Market - Average	45	42	47	49	57	7.14%	-10.64%	-4.08%	-14.04%
Current Days on Market - Median	20	15	18	26	26	33.33%	-16.67%	-30.77%	0.00%
Close Price/List Price	99.17%	99.64%	99.27%	99.05%	98.94%	-0.47%	0.37%	0.22%	0.11%
PSF Total	\$ 331	\$ 330	\$ 308	\$ 298	\$ 290	0.30%	7.14%	3.36%	2.76%

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Market Report
 COMPLIMENTS OF
ANTHONY RAEI
 RE/MAX ALLIANCE 303.520.3179

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

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

	Oct, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	2,339	2,561	2,371	-8.67%	-1.35%
Price - Average	\$ 394,895	\$ 394,152	\$ 390,504	0.19%	1.12%
Sales Volume	\$ 923,659,405	\$ 1,009,423,272	\$ 925,884,984	-8.50%	-0.24%
Days on Market - Average	29	28	26	9.00%	7.00%
Days on Market - Median	15	14	14	7.14%	7.14%
Close Price/List Price	99.25%	99.29%	99.26%	-0.04%	-0.01%
PSF Total	\$ 211	\$ 209	\$ 201	0.96%	4.98%
Single Family (aka Detached Single Family)					
Sold	1,875	2,004	1,854	-6.44%	1.13%
Price - Average	\$ 400,522	\$ 399,351	\$ 394,168	0.29%	1.61%
Sales Volume	\$ 750,978,750	\$ 800,299,404	\$ 730,787,472	-6.16%	2.76%
Days on Market - Average	27	27	25	0.00%	8.00%
Days on Market - Median	14	14	14	0.00%	0.00%
Close Price/List Price	99.28%	99.29%	99.16%	-0.01%	0.12%
PSF Total	\$ 200	\$ 198	\$ 186	1.01%	7.53%
Condo (aka Attached Single Family)					
Sold	464	557	517	-16.70%	-10.25%
Price - Average	\$ 372,157	\$ 375,448	\$ 377,365	-0.88%	-1.38%
Sales Volume	\$ 172,680,848	\$ 209,124,536	\$ 195,097,705	-17.43%	-11.49%
Days on Market - Average	36	32	28	12.50%	28.57%
Days on Market - Median	17	14	16	21.43%	6.25%
Close Price/List Price	99.15%	99.28%	99.63%	-0.13%	-0.48%
PSF Total	\$ 254	\$ 252	\$ 253	0.79%	0.40%

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
Residential (Single Family + Condo)									
Sold	24,948	24,323	24,340	21,494	18,530	2.57%	-0.07%	13.24%	16.00%
Sold Price - Average	\$ 394,799	\$ 391,838	\$ 386,787	\$ 383,355	\$ 379,931	0.76%	1.31%	0.90%	0.90%
Sales Volume	\$ 9,849,445,452	\$ 9,530,675,674	\$ 9,414,395,580	\$ 8,239,832,370	\$ 7,040,121,430	3.34%	1.24%	14.25%	17.04%
Sold Price - Median	\$ 393,000	\$ 390,000	\$ 380,000	\$ 375,000	\$ 371,000	0.77%	2.63%	1.33%	1.08%
Current Days on Market - Average	25	19	19	22	23	31.58%	0.00%	-13.64%	-4.35%
Current Days on Market - Median	10	7	7	7	7	42.86%	0.00%	0.00%	0.00%
Close Price/List Price	99.62%	100.39%	100.40%	100.39%	100.21%	-0.77%	-0.01%	0.01%	0.18%
PSF Total	\$ 211	\$ 204	\$ 187	\$ 172	\$ 159	3.43%	9.09%	8.72%	8.18%
Single Family (aka Detached Single Family)									
Sold	19,571	19,277	20,190	18,334	15,945	1.53%	-4.52%	10.12%	14.98%
Sold Price - Average	\$ 400,582	\$ 395,836	\$ 388,735	\$ 384,795	\$ 380,671	1.20%	1.83%	1.02%	1.08%
Sales Volume	\$ 7,839,790,322	\$ 7,630,530,572	\$ 7,848,559,650	\$ 7,054,831,530	\$ 6,069,799,095	2.74%	-2.78%	11.25%	16.23%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 385,000	\$ 378,000	\$ 373,000	1.27%	2.60%	1.85%	1.34%
Current Days on Market - Average	24	18	19	21	23	33.33%	-5.26%	-9.52%	-8.70%
Current Days on Market - Median	9	7	7	7	7	28.57%	0.00%	0.00%	0.00%
Close Price/List Price	99.67%	100.42%	100.44%	100.40%	100.23%	-0.75%	-0.02%	0.04%	0.17%
PSF Total	\$ 198	\$ 191	\$ 175	\$ 160	\$ 148	3.66%	9.14%	9.38%	8.11%
Condo (aka Attached Single Family)									
Sold	5,377	5,046	4,150	3,160	2,585	6.56%	21.59%	31.33%	22.24%
Sold Price - Average	\$ 373,748	\$ 376,563	\$ 377,309	\$ 374,995	\$ 375,364	-0.75%	-0.20%	0.62%	-0.10%
Sales Volume	\$ 2,009,642,996	\$ 1,900,136,898	\$ 1,565,832,350	\$ 1,184,984,200	\$ 970,315,940	5.76%	21.35%	32.14%	22.12%
Sold Price - Median	\$ 363,500	\$ 369,000	\$ 369,975	\$ 365,000	\$ 365,000	-1.49%	-0.26%	1.36%	0.00%
Current Days on Market - Average	31	23	24	25	28	34.78%	-4.17%	-4.00%	-10.71%
Current Days on Market - Median	13	8	7	8	9	62.50%	14.29%	-12.50%	-11.11%
Close Price/List Price	99.43%	100.28%	100.18%	100.33%	100.09%	-0.85%	0.10%	-0.15%	0.24%
PSF Total	\$ 256	\$ 255	\$ 249	\$ 241	\$ 235	0.39%	2.41%	3.32%	2.55%

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