

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area

Denver Metro Real Estate Market Trends Report

July 2020



Compliments of:

ANTHONY RAEI / 303.520.3179



MARKET OVERVIEW

The July report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the June 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 (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	6,383	-10.98%	-32.95%
Closed Homes	5,581	57.30%	-4.09%
Close Price - Average	\$509,736	3.14%	2.06%
Close Price - Median	\$447,500	1.73%	4.56%
Days in MLS - Average	24	0.00%	0.00%



Detached

Active Listings at Month End	4,082	-13.61%	-40.37%
Closed Homes	4,086	58.37%	-3.86%
Close Price - Average	\$560,435	3.38%	2.29%
Close Price - Median	\$480,000	2.13%	3.04%
Days in MLS - Average	22	-8.33%	0.00%



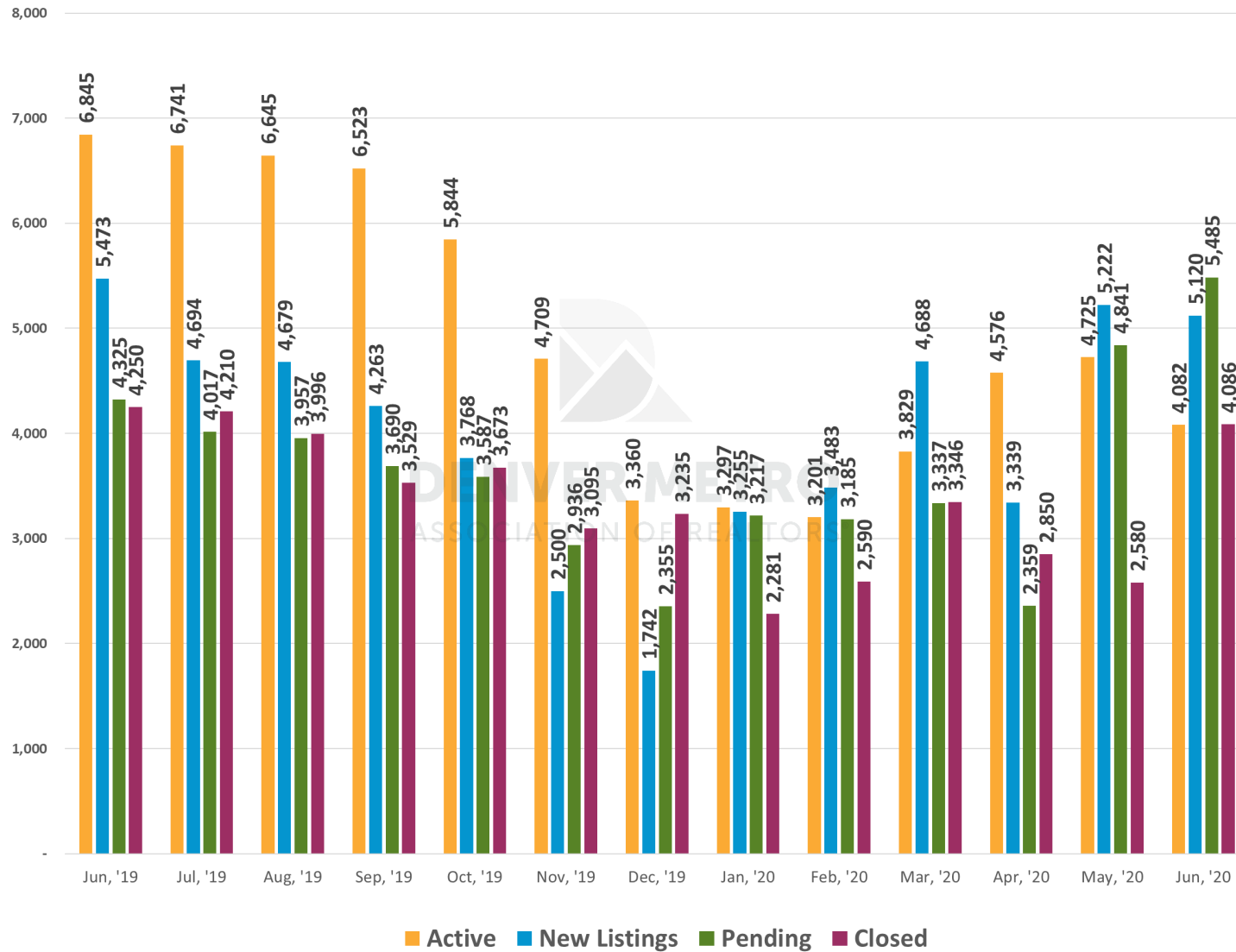
Attached

Active Listings at Month End	2,301	-5.89%	-13.98%
Closed Homes	1,495	54.44%	-4.72%
Close Price - Average	\$371,172	1.26%	0.80%
Close Price - Median	\$325,000	0.00%	4.84%
Days in MLS - Average	30	20.00%	11.11%



Detached Single-Family

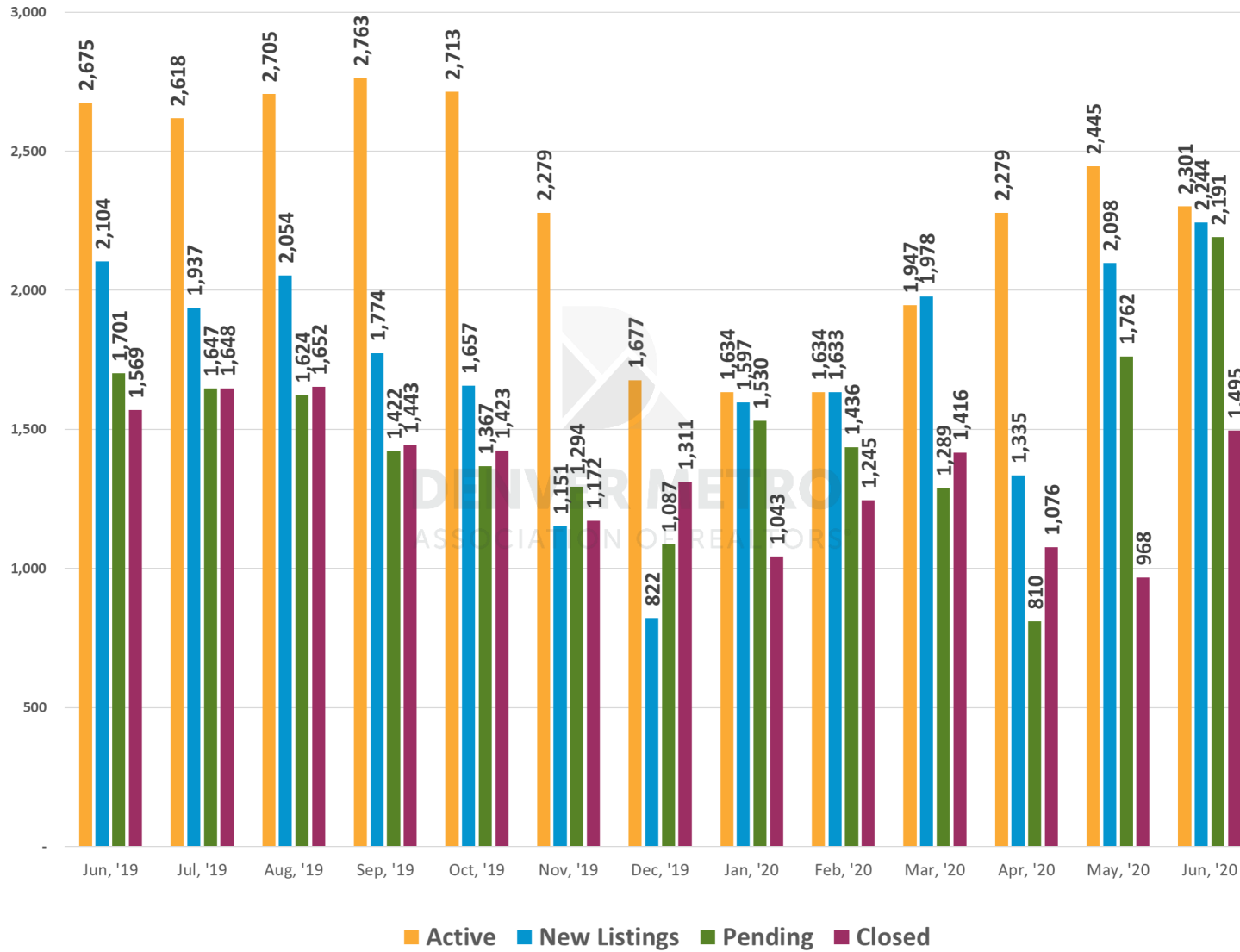
DMAR Market Trends | June 2020 Data
 Denver Metro Association of REALTORS®
 Source of MLS Data: REcolorado.com



Active New Listings Pending Closed

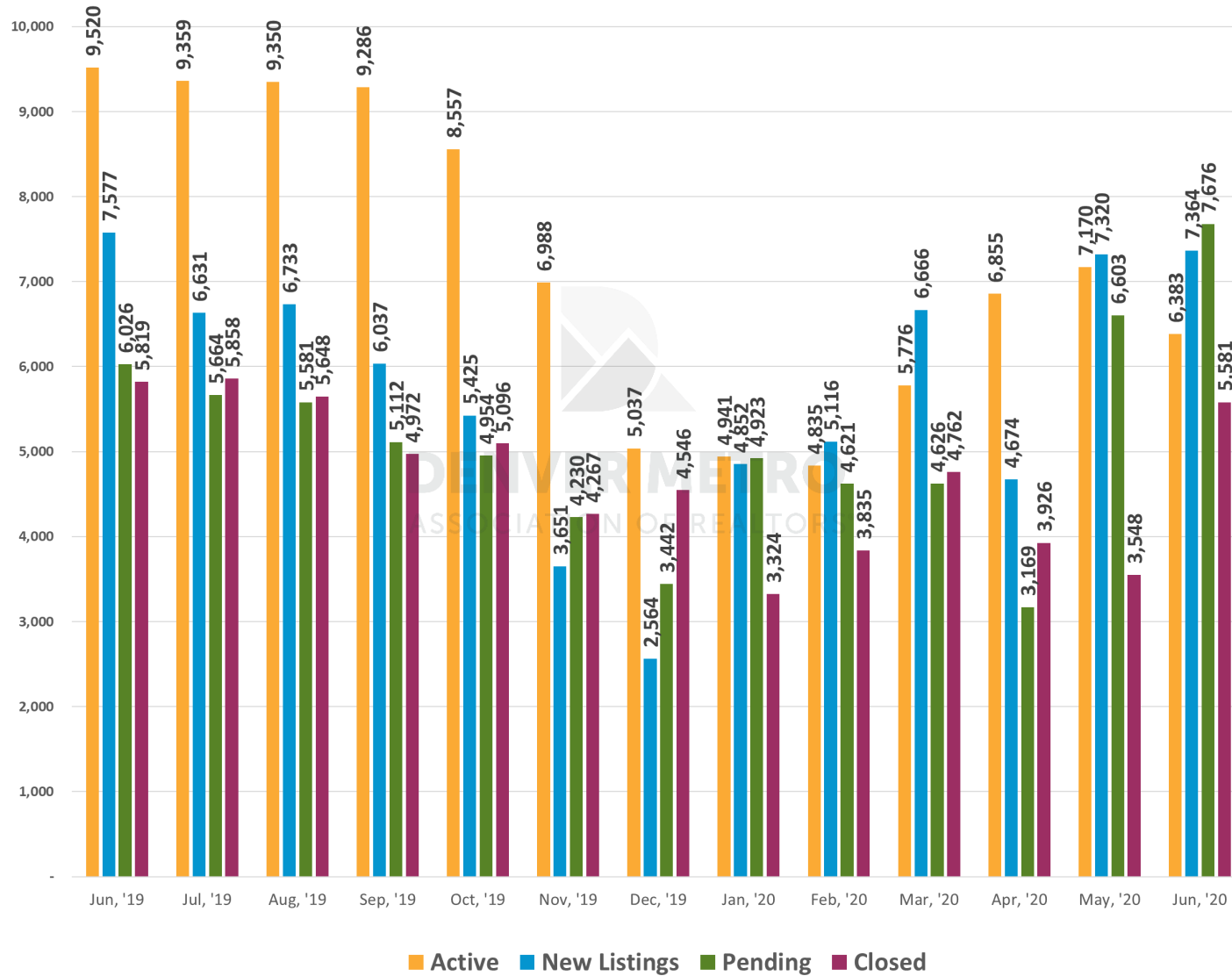
Attached Single-Family

DMAR Market Trends | June 2020 Data
 Denver Metro Association of REALTORS®
 Source of MLS Data: REcolorado.com



Residential (Detached + Attached)

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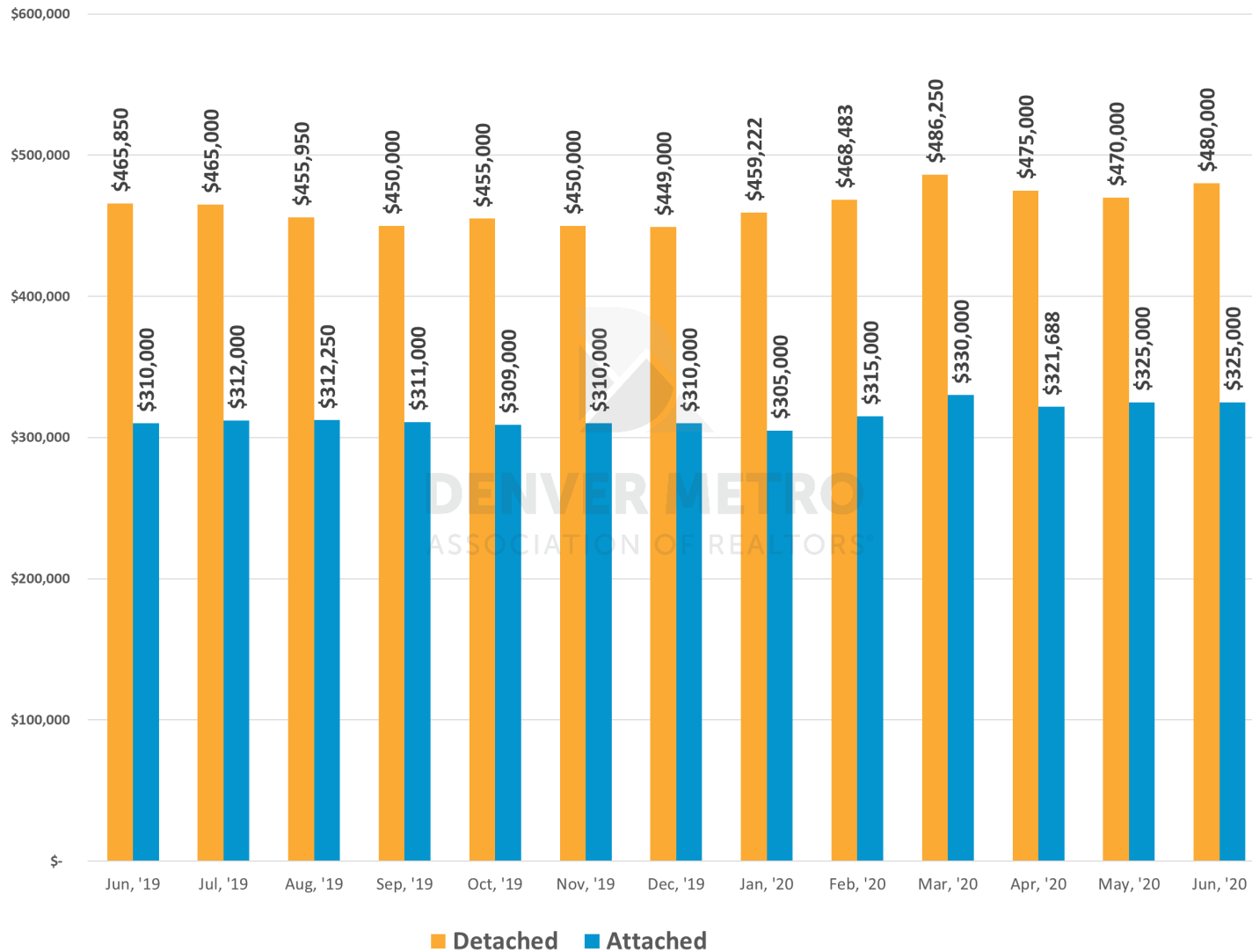


Median Close Price

DMAR Market Trends | June 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

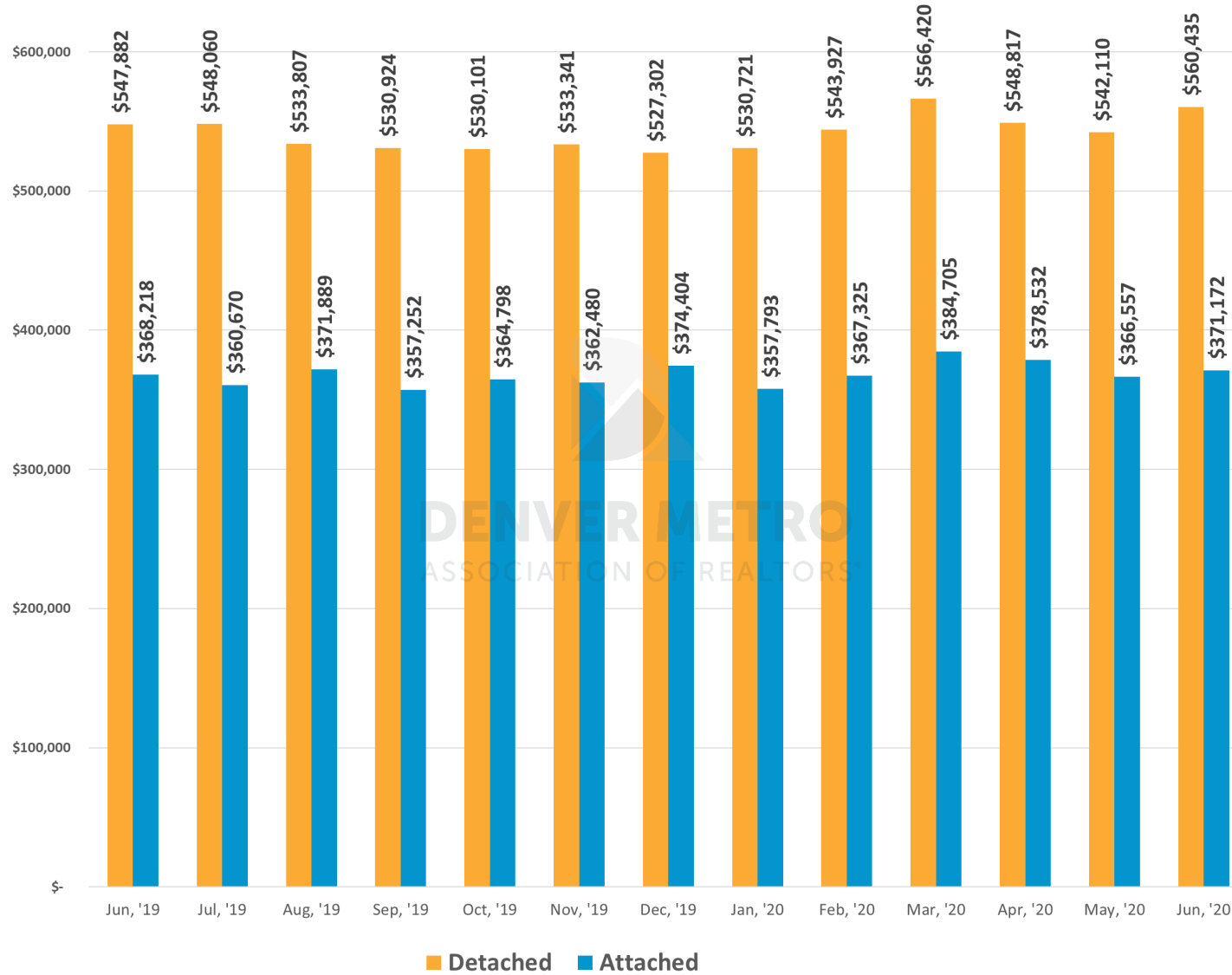


Average Close Price

DMAR Market Trends | June 2020 Data

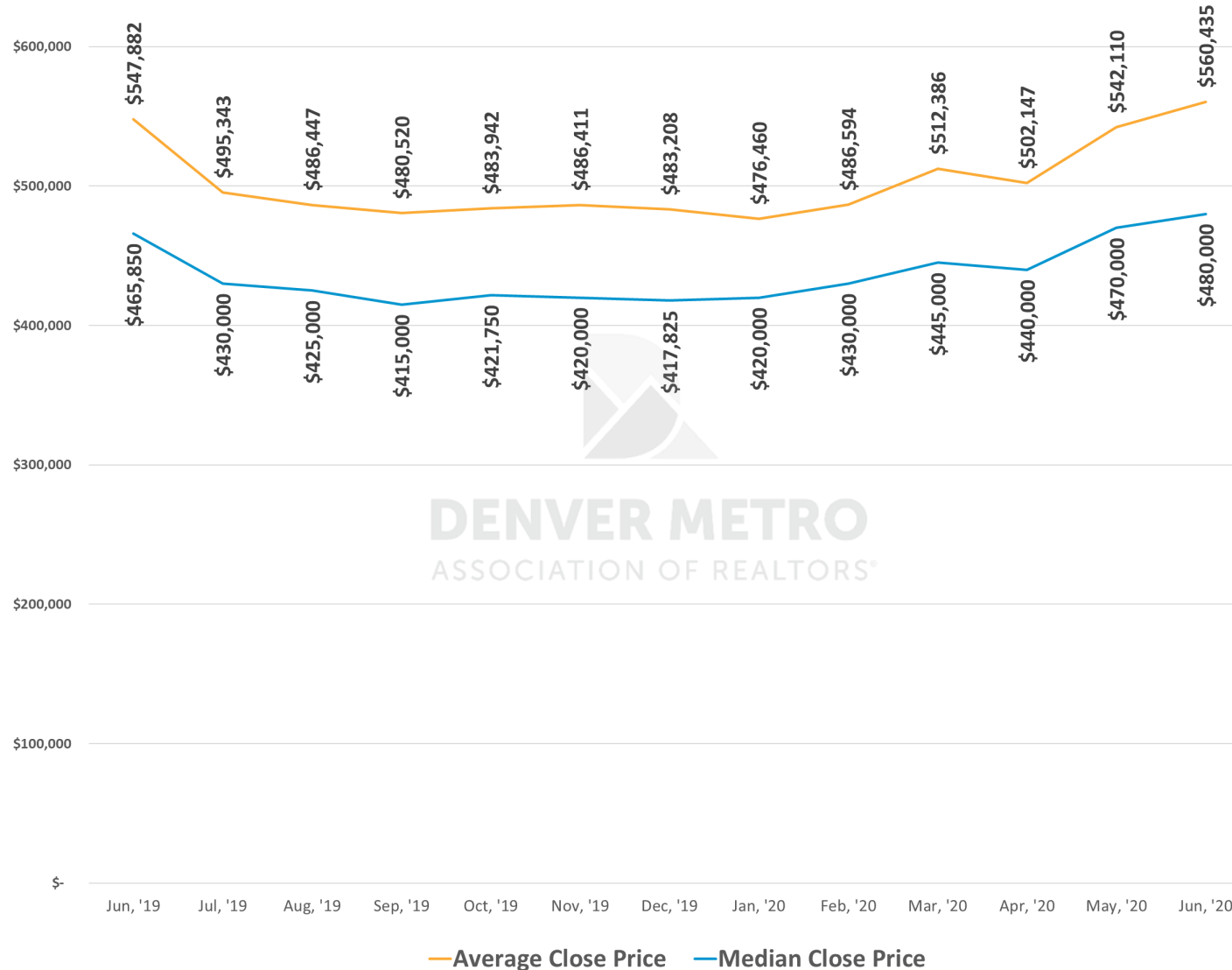
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Residential Close Price

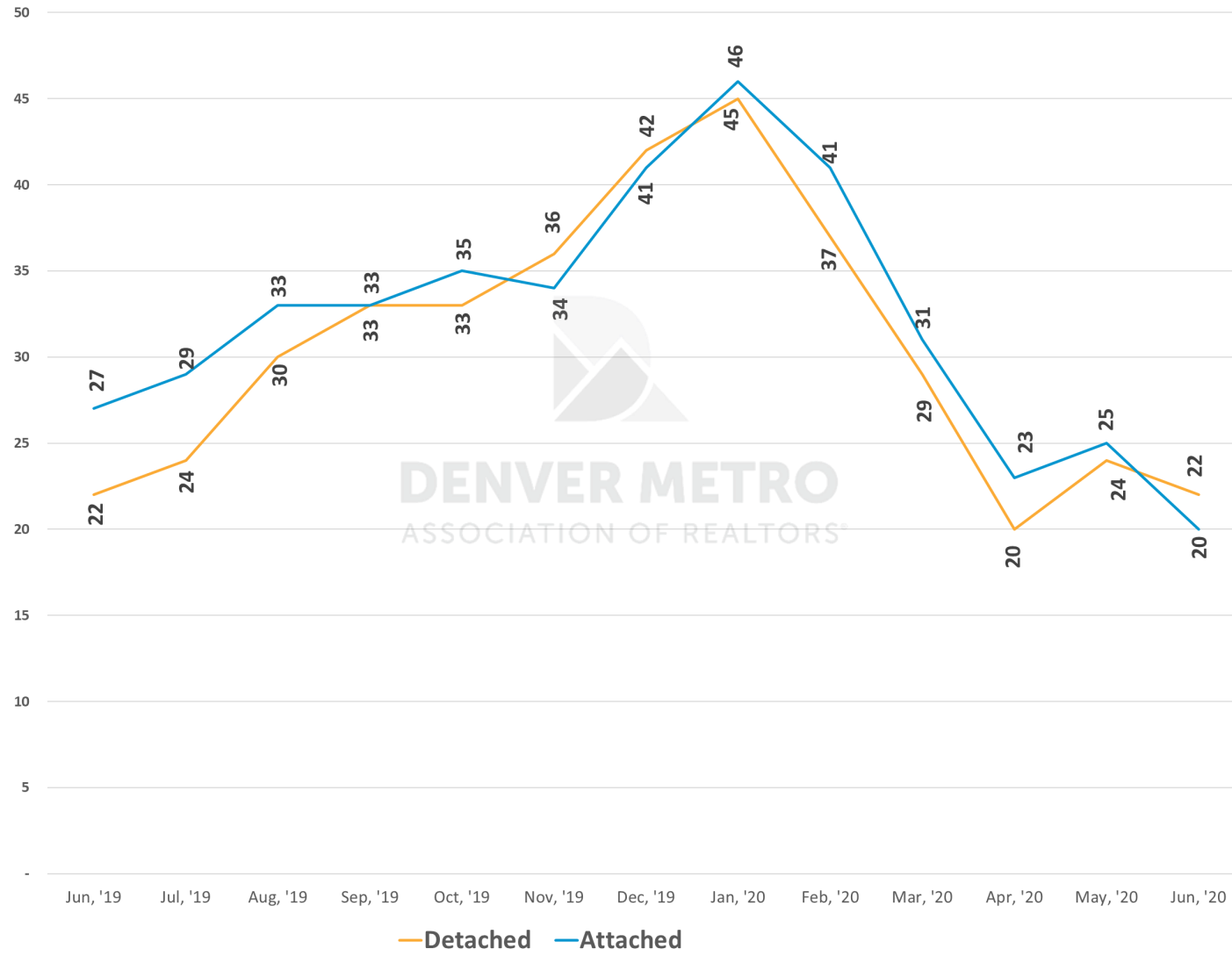
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 Source of MLS Data: REcolorado.com



— Average Close Price — Median Close Price

Average Days in MLS

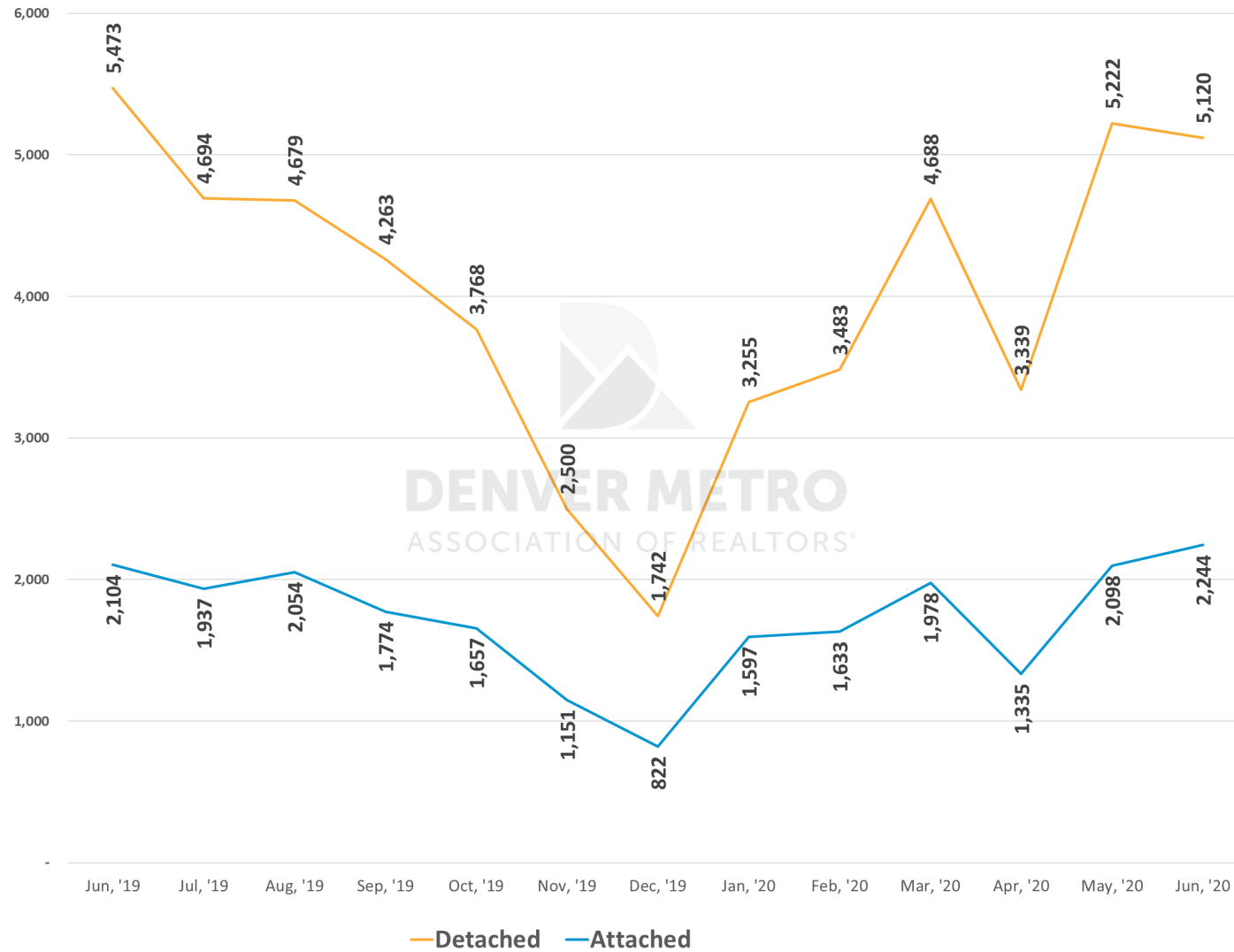
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— Detached — Attached

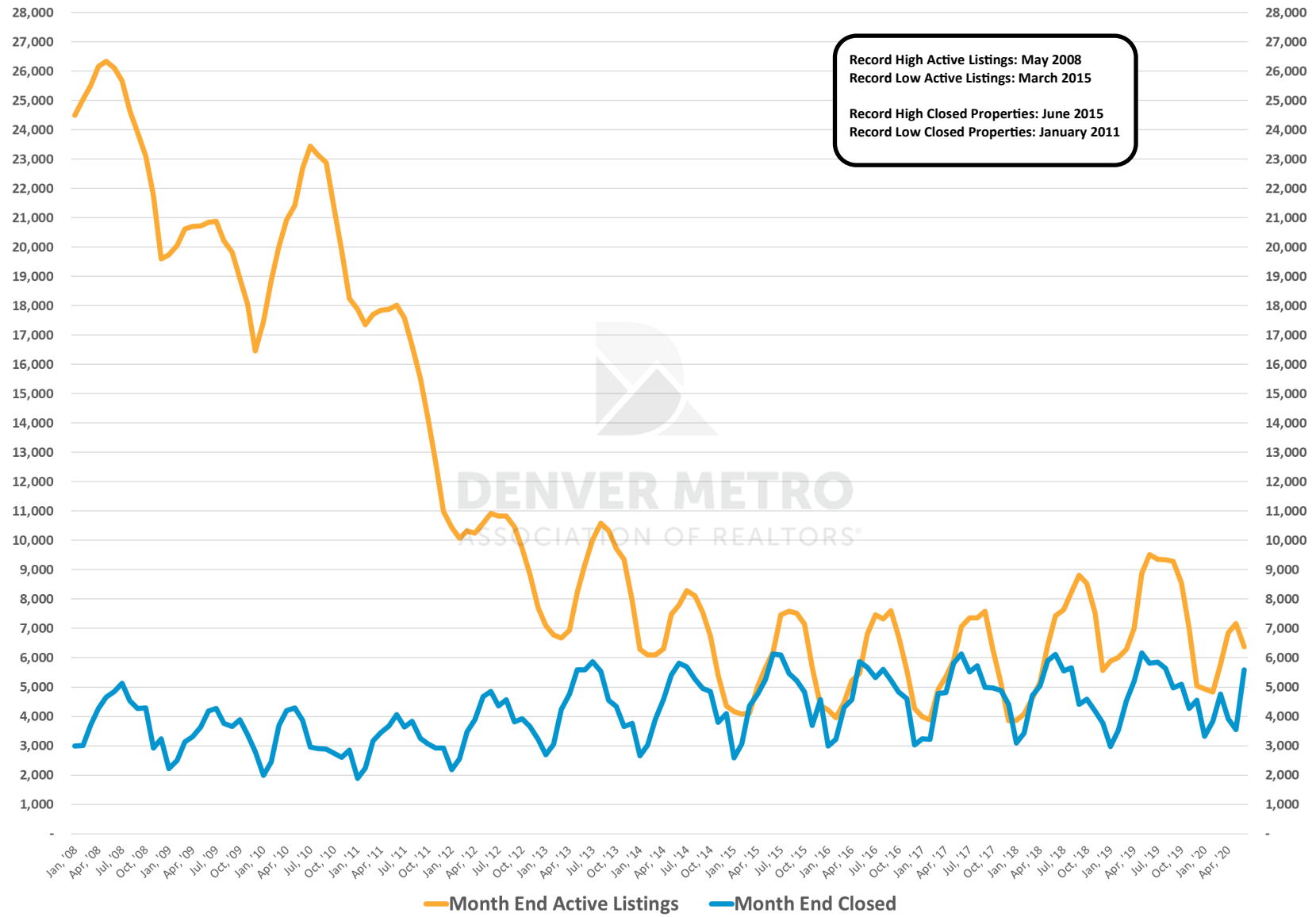
New Listings

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Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

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Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



DATA SNAPSHOT

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

	Jun, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	6,383	7,170	9,520	-10.98%	-32.95%
New Listings	7,364	7,320	7,577	0.60%	-2.81%
Pending	7,676	6,603	6,026	16.25%	27.38%
Closed	5,581	3,548	5,819	57.30%	-4.09%
Close Price - Average	\$ 509,736	\$ 494,214	\$ 499,439	3.14%	2.06%
Close Price - Median	\$ 447,500	\$ 439,900	\$ 428,000	1.73%	4.56%
Sales Volume	\$ 2,844,838,769	\$ 1,753,470,048	\$ 2,906,235,044	62.24%	-2.11%
Days in MLS - Average	24	24	24	0.00%	0.00%
Days in MLS - Median	9	9	9	0.00%	0.00%
Close Price/List Price	99.68%	99.42%	99.63%	0.26%	0.05%
Detached					
Active Listings at Month End	4,082	4,725	6,845	-13.61%	-40.37%
New Listings	5,120	5,222	5,473	-1.95%	-6.45%
Pending	5,485	4,841	4,325	13.30%	26.82%
Closed	4,086	2,580	4,250	58.37%	-3.86%
Close Price - Average	\$ 560,435	\$ 542,110	\$ 547,882	3.38%	2.29%
Close Price - Median	\$ 480,000	\$ 470,000	\$ 465,850	2.13%	3.04%
Sales Volume	\$ 2,289,936,691	\$ 1,398,643,130	\$ 2,328,500,293	63.73%	-1.66%
Days in MLS - Average	22	24	22	-8.33%	0.00%
Days in MLS - Median	7	8	8	-12.50%	-12.50%
Close Price/List Price	99.83%	99.45%	99.68%	0.38%	0.15%
Attached					
Active Listings at Month End	2,301	2,445	2,675	-5.89%	-13.98%
New Listings	2,244	2,098	2,104	6.96%	6.65%
Pending	2,191	1,762	1,701	24.35%	28.81%
Closed	1,495	968	1,569	54.44%	-4.72%
Close Price - Average	\$ 371,172	\$ 366,557	\$ 368,218	1.26%	0.80%
Close Price - Median	\$ 325,000	\$ 325,000	\$ 310,000	0.00%	4.84%
Sales Volume	\$ 554,902,078	\$ 354,826,918	\$ 577,734,751	56.39%	-3.95%
Days in MLS - Average	30	25	27	20.00%	11.11%
Days in MLS - Median	13	10	10	30.00%	30.00%
Close Price/List Price	99.25%	99.34%	99.48%	-0.09%	-0.23%

JUNE DATA YTD 2020 to 2016

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
Active Listings at Month End	6,383	9,520	7,436	7,059	6,796	-32.95%	28.03%	5.34%	3.87%
New Listings	36,001	40,022	37,729	37,306	35,193	-10.05%	6.08%	1.13%	6.00%
Closed	25,108	28,192	28,303	28,481	26,399	-10.94%	-0.39%	-0.62%	7.89%
Close Price - Average	\$ 498,925	\$ 487,234	\$ 479,189	\$ 434,437	\$ 401,070	2.40%	1.68%	10.30%	8.32%
Close Price - Median	\$ 437,980	\$ 419,000	\$ 415,000	\$ 377,500	\$ 349,900	4.53%	0.96%	9.93%	7.89%
Sales Volume	\$ 12,527,008,169	\$ 13,736,112,658	\$ 13,562,473,748	\$ 12,373,208,134	\$ 10,587,857,215	-8.80%	1.28%	9.61%	16.86%
Days in MLS - Average	30	30	24	25	26	0.00%	25.00%	-4.00%	-3.85%
Days in MLS - Median	9	10	6	6	6	-10.00%	66.67%	0.00%	0.00%
Close Price/List Price	99.64%	99.42%	100.44%	100.38%	100.59%	0.22%	-1.02%	0.06%	-0.21%
Detached									
Active Listings at Month End	4,082	6,845	5,670	5,414	5,453	-40.37%	20.72%	4.73%	-0.72%
New Listings	25,096	28,488	27,268	26,939	25,766	-11.91%	4.47%	1.22%	4.55%
Closed	17,816	20,033	20,078	20,396	19,042	-11.07%	-0.22%	-1.56%	7.11%
Close Price - Average	\$ 550,915	\$ 537,009	\$ 530,049	\$ 481,281	\$ 444,139	2.59%	1.31%	10.13%	8.36%
Close Price - Median	\$ 475,000	\$ 453,000	\$ 447,000	\$ 410,000	\$ 381,000	4.86%	1.34%	9.02%	7.61%
Sales Volume	\$ 9,815,098,806	\$ 10,757,904,889	\$ 10,642,329,903	\$ 9,816,200,132	\$ 8,457,287,070	-8.76%	1.09%	8.42%	16.07%
Days in MLS - Average	29	30	25	27	29	-3.33%	20.00%	-7.41%	-6.90%
Days in MLS - Median	8	10	6	7	7	-20.00%	66.67%	-14.29%	0.00%
Close Price/List Price	99.71%	99.44%	100.35%	100.23%	100.38%	0.27%	-0.91%	0.12%	-0.15%
Attached									
Active Listings at Month End	2,301	2,675	1,766	1,645	1,343	-13.98%	51.47%	7.36%	22.49%
New Listings	10,905	11,534	10,461	10,367	9,427	-5.45%	10.26%	0.91%	9.97%
Closed	7,292	8,159	8,225	8,085	7,357	-10.63%	-0.80%	1.73%	9.90%
Close Price - Average	\$ 371,902	\$ 365,021	\$ 355,033	\$ 316,266	\$ 289,598	1.89%	2.81%	12.26%	9.21%
Close Price - Median	\$ 321,000	\$ 305,000	\$ 300,000	\$ 265,000	\$ 239,000	5.25%	1.67%	13.21%	10.88%
Sales Volume	\$ 2,711,909,363	\$ 2,978,207,769	\$ 2,920,143,845	\$ 2,557,008,002	\$ 2,130,570,145	-8.94%	1.99%	14.20%	20.02%
Days in MLS - Average	33	30	22	21	19	10.00%	36.36%	4.76%	10.53%
Days in MLS - Median	11	11	6	5	5	0.00%	83.33%	20.00%	0.00%
Close Price/List Price	99.49%	99.36%	100.67%	100.75%	101.14%	0.13%	-1.30%	-0.08%	-0.39%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	2	7	3.50	2	-	0.00
\$100,000 to \$199,999	15	14	0.93	122	162	1.33
\$200,000 to \$299,999	105	67	0.64	469	452	0.96
\$300,000 to \$399,999	863	268	0.31	431	502	1.16
\$400,000 to \$499,999	1,236	659	0.53	224	407	1.82
\$500,000 to \$749,999	1,310	1,410	1.08	192	433	2.26
\$750,000 to \$999,999	325	649	2.00	40	188	4.70
\$1,000,000 and over	231	1,008	4.36	16	157	9.81
TOTALS	4,087	4,082	1.00	1,496	2,301	1.54

Price Range	Detached		% change	Attached		% change
	Closed Jun, '20	Closed May '20		Closed Jun, '20	Closed May '20	
Month-Over-Month						
\$0 to \$99,999	2	1	100.00%	2	1	100.00%
\$100,000 to \$199,999	15	8	87.50%	122	80	52.50%
\$200,000 to \$299,999	105	71	47.89%	469	295	58.98%
\$300,000 to \$399,999	863	558	54.66%	431	309	39.48%
\$400,000 to \$499,999	1,236	851	45.24%	224	138	62.32%
\$500,000 to \$749,999	1,310	796	64.57%	192	103	86.41%
\$750,000 to \$999,999	325	180	80.56%	40	34	17.65%
\$1,000,000 and over	230	115	100.00%	15	8	87.50%
TOTALS	4,086	2,580	58.37%	1,495	968	54.44%

Price Range	Detached		% change	Attached		% change
	YTD Jun, '20	YTD Jun, '19		YTD Jun, '20	YTD Jun, '19	
Year-Over-Year						
\$0 to \$99,999	12	12	0.00%	6	14	-57.14%
\$100,000 to \$199,999	69	68	1.47%	711	896	-20.65%
\$200,000 to \$299,999	600	903	-33.55%	2,326	2,972	-21.74%
\$300,000 to \$399,999	3,872	5,543	-30.15%	2,036	2,062	-1.26%
\$400,000 to \$499,999	5,399	5,611	-3.78%	998	997	0.10%
\$500,000 to \$749,999	5,646	5,510	2.47%	884	836	5.74%
\$750,000 to \$999,999	1,286	1,322	-2.72%	233	247	-5.67%
\$1,000,000 and over	932	1,064	-12.41%	98	135	-27.41%
TOTALS	17,816	20,033	-11.07%	7,292	8,159	-10.63%

MARKET INSIGHTS

✓ Local News:

- REcolorado and IRES have signed a data-sharing agreement to combine information from both MLS systems allowing agents to search a wider area on one site. It's expected the combined data will be available in both MLS systems later this year.
- Many buyers who do fix and flips have expressed concern over the potential polarization of the market, but it doesn't seem to be stopping them from buying houses on thin margins expecting the hot summer to continue.
- In this tight housing market, it feels like our ability to only schedule one showing per time-slot (no overlapping showings) is adding to the pace of frenzied activity. On hot listings, even setting a showing is a competition.
- On Friday, June 26, Governor Jared Polis signed the Remote Notarization legislation into law. Following an Executive Order in March, the Secretary of State's office moved quickly to establish emergency rules allowing for remote notarization amidst the coronavirus pandemic. This legislation extends these emergency rules through December 31, 2020 through statute. During this time, the Secretary of State's office will develop, build and certify permanent remote notary systems in Colorado which will take effect on December 31, 2020.
- The Colorado Department of Regulatory Agencies (DORA) reports the top violations for REALTORS® are not wearing a mask and gloves when showing homes and holding in-person open houses.
- The average number of showings per active listing in June of 2020 exceeded June of 2019, demonstrating continued confidence among our area homebuyers.

✓ National News:

- Major multiple listing services (MLS) around the country are examining the use of the term "master bedroom." The Houston Association of REALTORS® has stated it will stop permitting the usage of the terms "master bedroom" and "master bathroom." The National Association of REALTORS® (NAR) told the Houston Chronicle that the U.S. Department of Housing and Urban Development has advised the association that the term "master bedroom" is not discriminatory and that its usage does not violate any fair housing laws.
- Nationwide, the home-flipping rates increased to a 14-year high in the first quarter of 2020 but returns dropped to a nine-year low. The median gross profit was \$62,300, which is a 36.7 percent median return on investment (ROI) compared to the original purchase price. The biggest declines in ROI were in Fort Collins (down 78 percent) and Greeley (down 73 percent).
- After two consecutive months of decline, the index of pending home sales soared 44.3 percent in May compared to April, according to NAR. The monthly increase was the largest ever since NAR started the index in January 2001.

✓ New Home News:

- In Denver, the number of building permits authorized for new residential units dropped by 12.2 percent in April of 2020 compared to April of 2019, according to Construction Coverage, a national industry think tank.
- Before COVID-19, metro Denver builders averaged 1.5 sales a week per subdivision. That number dropped to 0.5 sales a week by the end of April.
- Twenty-two percent of builders nationwide cut prices in April 2020. In May that number was down to 15 percent.

✓ Mortgage News:

- The Federal Housing Finance Agency extended the foreclosure moratorium for Fannie Mae and Freddie Mac mortgages until at least August 31, 2020.

✓ Rankings:

- It takes Denver-area residents 9.8 months to recoup a single month of expenses, according to realtor.com®. With unemployment at an all-time high, many people are dipping into their savings to pay the bills. Realtor.com® chief economist, Danielle Hale, said that could delay Millennials' home purchases by years. The Denver metro area ranked fifth on the list of markets that will take the longest to recoup savings.
- Colorado had three cities on the list of the most stable housing markets. Boulder came in third. Fort Collins ranked sixth and metro Denver took the 35th position on the SmartAsset's list of 357 cities nationwide.
- Sheridan, Colorado ranks as the fourth top town in the U.S. for LGBTQ homebuyers. Realtor.com® data analysts looked at the census data from 2014 to 2019 to find the places with the highest percentage of same-sex couples. The communities who made the list also had to have a Pride celebration festival in the pre-COVID-19 era. Sheridan is also home to the Transgender Center of the Rockies.
- Every home sale in Colorado adds \$122,780 to the economy, according to NAR. That puts our state as the sixth highest for income generated from a home sale. The national average is \$88,416.
- Three Colorado cities are on the list of the top 15 cities to retire in. Fort Collins came in at number two, Denver/Aurora/Lakewood showed up at number nine and Boulder was number 12, according to a data analysis company that looked at housing and taxes, healthcare and safety, travel and leisure and quality of life to determine the rankings.

✓ Zoning News:

- Within Denver's single-family neighborhoods, concern is growing around its City Council's Group Living Amendment to the zoning code, allowing as many as 10 or more unrelated residents to live at one address. Hearings will extend into August and September.

✓ Rental News:

- More than 95 percent of Colorado renters paid June rent by the 23rd of the month, according to RealPage, a data analytics firm for the real estate industry. Colorado's rent collection rate of 95.4 percent was the ninth-highest among the 47 states that reported sufficient data.

✓ Quick Stats:

- Average active listings for June was 16,376 (1985-2019).
- Record-high June was 2006 with 31,900 listings and the record-low was 2015 with 6,197 listings. June 2020 had 6,383 at month's end.
- The historical average increase in active listing from May to June is 7.49 percent. The decrease of 10.98 percent for June 2020 represents a major drop in inventory for this time of the year. This record decrease is due in part by a record month of listings being placed under contract.
- In May, 21.0 percent of closed transactions reduced the asking price before receiving an offer. This compares to 23.8 percent in May of 2019. Properties that reduced price spent an average of 60 days on market compared to 14 days for those with no price reductions.
- Great news for the Denver housing market: weekly closings are back above 2019 levels. This ends 11 weeks of a COVID-19 induced housing slump. It is estimated we missed out on 4,400 potential closings during that period.

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

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

	Jun, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	492	554	420	-11.19%	17.14%
Pending	413	299	260	38.13%	58.85%
Closed	245	123	263	99.19%	-6.84%
Sales Volume	\$ 360,074,971	\$ 187,252,772	\$ 397,423,450	92.29%	-9.40%
Days in MLS - Average	45	62	47	-27.42%	-4.26%
Days in MLS - Median	16	24	14	-33.33%	14.29%
Close Price/List Price	98.00%	97.70%	97.66%	0.31%	0.35%
PSF Total	\$ 315	\$ 331	\$ 327	-4.83%	-3.67%
Detached					
New Listings	446	502	368	-11.16%	21.20%
Pending	388	283	231	37.10%	67.97%
Closed	230	115	238	100.00%	-3.36%
Sales Volume	\$ 339,747,191	\$ 175,777,698	\$ 353,074,412	93.28%	-3.77%
Days in MLS - Average	44	62	48	-29.03%	-8.33%
Days in MLS - Median	15	23	15	-34.78%	0.00%
Close Price/List Price	98.03%	97.79%	97.59%	0.25%	0.45%
PSF Total	\$ 302	\$ 316	\$ 297	-4.43%	1.68%
Attached					
New Listings	46	52	52	-11.54%	-11.54%
Pending	25	16	29	56.25%	-13.79%
Closed	15	8	25	87.50%	-40.00%
Sales Volume	\$ 20,327,780	\$ 11,475,074	\$ 44,349,038	77.15%	-54.16%
Days in MLS - Average	59	53	35	11.32%	68.57%
Days in MLS - Median	67	37	5	81.08%	1240.00%
Close Price/List Price	97.60%	96.31%	98.31%	1.34%	-0.72%
PSF Total	\$ 514	\$ 549	\$ 610	-6.38%	-15.74%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	2,364	2,323	2,024	1,806	1,515	1.76%	14.77%	12.07%	19.21%
Pending	1,384	1,427	1,277	977	752	-3.01%	11.75%	30.71%	29.92%
Closed	1,002	1,180	1,141	874	643	-15.08%	3.42%	30.55%	35.93%
Sales Volume	\$ 1,521,778,629	\$ 1,846,188,163	\$ 1,753,879,015	\$ 1,323,302,285	\$ 989,119,756	-17.57%	5.26%	32.54%	33.79%
Days in MLS - Average	61	58	69	87	90	5.17%	-15.94%	-20.69%	-3.33%
Days in MLS - Median	23	20	25	34	41	15.00%	-20.00%	-26.47%	-17.07%
Close Price/List Price	97.16%	97.49%	97.34%	97.14%	96.63%	-0.34%	0.15%	0.21%	0.53%
PSF Total	\$ 342	\$ 335	\$ 305	\$ 299	\$ 289	2.09%	9.84%	2.01%	3.46%
Detached									
New Listings	2,098	2,070	1,840	1,648	1,372	1.35%	12.50%	11.65%	20.12%
Pending	1,272	1,277	1,163	877	695	-0.39%	9.80%	32.61%	26.19%
Closed	906	1,046	1,044	781	588	-13.38%	0.19%	33.67%	32.82%
Sales Volume	\$ 1,381,077,371	\$ 1,623,190,397	\$ 1,599,588,152	\$ 1,193,664,865	\$ 898,930,247	-14.92%	1.48%	34.01%	32.79%
Days in MLS - Average	59	58	69	88	93	1.72%	-15.94%	-21.59%	-5.38%
Days in MLS - Median	20	20	25	34	42	0.00%	-20.00%	-26.47%	-19.05%
Close Price/List Price	97.19%	97.44%	97.34%	97.13%	96.49%	-0.26%	0.10%	0.22%	0.66%
PSF Total	\$ 315	\$ 298	\$ 285	\$ 280	\$ 265	5.70%	4.56%	1.79%	5.66%
Attached									
New Listings	266	253	184	158	143	5.14%	37.50%	16.46%	10.49%
Pending	112	150	114	100	57	-25.33%	31.58%	14.00%	75.44%
Closed	96	134	97	93	55	-28.36%	38.14%	4.30%	69.09%
Sales Volume	\$ 140,701,258	\$ 222,997,766	\$ 154,290,863	\$ 129,637,420	\$ 90,189,509	-36.90%	44.53%	19.02%	43.74%
Days in MLS - Average	77	53	65	76	60	45.28%	-18.46%	-14.47%	26.67%
Days in MLS - Median	48	23	24	36	32	108.70%	-4.17%	-33.33%	12.50%
Close Price/List Price	96.91%	97.92%	97.29%	97.21%	98.08%	-1.03%	0.65%	0.08%	-0.89%
PSF Total	\$ 595	\$ 628	\$ 516	\$ 457	\$ 545	-5.25%	21.71%	12.91%	-16.15%

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

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

	Jun, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	630	583	502	8.06%	25.50%
Pending	576	461	389	24.95%	48.07%
Closed	365	214	363	70.56%	0.55%
Sales Volume	\$ 309,139,165	\$ 180,836,665	\$ 308,779,980	70.95%	0.12%
Days in MLS - Average	40	35	34	14.29%	17.65%
Days in MLS - Median	14	13	11	7.69%	27.27%
Close Price/List Price	99.27%	98.47%	99.12%	0.81%	0.15%
PSF Total	\$ 250	\$ 259	\$ 245	-3.47%	2.04%
Detached					
New Listings	520	498	415	4.42%	25.30%
Pending	496	415	328	19.52%	51.22%
Closed	325	180	325	80.56%	0.00%
Sales Volume	\$ 275,015,159	\$ 152,265,013	\$ 276,556,322	80.62%	-0.56%
Days in MLS - Average	39	34	28	14.71%	39.29%
Days in MLS - Median	13	12	11	8.33%	18.18%
Close Price/List Price	99.38%	98.57%	99.13%	0.82%	0.25%
PSF Total	\$ 238	\$ 237	\$ 231	0.42%	3.03%
Attached					
New Listings	110	85	87	29.41%	26.44%
Pending	80	46	61	73.91%	31.15%
Closed	40	34	38	17.65%	5.26%
Sales Volume	\$ 34,124,006	\$ 28,571,652	\$ 32,223,658	19.43%	5.90%
Days in MLS - Average	52	41	82	26.83%	-36.59%
Days in MLS - Median	28	18	13	55.56%	115.38%
Close Price/List Price	98.33%	97.92%	99.01%	0.42%	-0.69%
PSF Total	\$ 348	\$ 375	\$ 370	-7.20%	-5.95%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	2,846	2,778	2,414	2,058	1,776	2.45%	15.08%	17.30%	15.88%
Pending	2,082	1,917	1,733	1,414	1,104	8.61%	10.62%	22.56%	28.08%
Closed	1,444	1,472	1,464	1,130	860	-1.90%	0.55%	29.56%	31.40%
Sales Volume	\$ 1,219,044,834	\$ 1,244,823,864	\$ 1,246,589,140	\$ 958,271,141	\$ 728,926,299	-2.07%	-0.14%	30.09%	31.46%
Days in MLS - Average	43	43	46	54	60	0.00%	-6.52%	-14.81%	-10.00%
Days in MLS - Median	14	15	13	21	25	-6.67%	15.38%	-38.10%	-16.00%
Close Price/List Price	99.04%	98.97%	99.27%	98.66%	98.70%	0.07%	-0.30%	0.62%	-0.04%
PSF Total	\$ 248	\$ 247	\$ 238	\$ 225	\$ 216	0.40%	3.78%	5.78%	4.17%
Detached									
New Listings	2,356	2,334	2,050	1,779	1,500	0.94%	13.85%	15.23%	18.60%
Pending	1,784	1,631	1,476	1,226	947	9.38%	10.50%	20.39%	29.46%
Closed	1,218	1,240	1,234	978	723	-1.77%	0.49%	26.18%	35.27%
Sales Volume	\$ 1,026,928,811	\$ 1,047,996,095	\$ 1,052,815,758	\$ 831,287,947	\$ 613,948,424	-2.01%	-0.46%	26.65%	35.40%
Days in MLS - Average	43	40	46	54	63	7.50%	-13.04%	-14.81%	-14.29%
Days in MLS - Median	13	14	13	21	28	-7.14%	7.69%	-38.10%	-25.00%
Close Price/List Price	99.08%	98.97%	99.27%	98.63%	98.67%	0.11%	-0.30%	0.65%	-0.04%
PSF Total	\$ 229	\$ 226	\$ 219	\$ 209	\$ 196	1.33%	3.20%	4.78%	6.63%
Attached									
New Listings	490	444	364	279	276	10.36%	21.98%	30.47%	1.09%
Pending	298	286	257	188	157	4.20%	11.28%	36.70%	19.75%
Closed	226	232	230	152	137	-2.59%	0.87%	51.32%	10.95%
Sales Volume	\$ 192,116,023	\$ 196,827,769	\$ 193,773,382	\$ 126,983,194	\$ 114,977,875	-2.39%	1.58%	52.60%	10.44%
Days in MLS - Average	44	57	46	53	45	-22.81%	23.91%	-13.21%	17.78%
Days in MLS - Median	19	25	13	19	18	-24.00%	92.31%	-31.58%	5.56%
Close Price/List Price	98.82%	98.92%	99.28%	98.86%	98.87%	-0.10%	-0.36%	0.42%	-0.01%
PSF Total	\$ 352	\$ 358	\$ 338	\$ 326	\$ 321	-1.68%	5.92%	3.68%	1.56%

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

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

	Jun, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,013	2,012	1,875	0.05%	7.36%
Pending	2,110	1,786	1,436	18.14%	46.94%
Closed	1502	899	1,390	67.07%	8.06%
Sales Volume	\$ 896,365,978	\$ 530,725,415	\$ 830,017,942	68.89%	7.99%
Days in MLS - Average	28	30	28	-6.67%	0.00%
Days in MLS - Median	11	10	11	10.00%	0.00%
Close Price/List Price	99.65%	99.25%	99.47%	0.40%	0.18%
PSF Total	\$ 225	\$ 217	\$ 215	3.69%	4.65%
Detached					
New Listings	1,708	1,724	1,649	-0.93%	3.58%
Pending	1,839	1,564	1,266	17.58%	45.26%
Closed	1,310	796	1,221	64.57%	7.29%
Sales Volume	\$ 783,037,874	\$ 470,440,912	\$ 731,051,962	66.45%	7.11%
Days in MLS - Average	25	27	26	-7.41%	-3.85%
Days in MLS - Median	10	10	11	0.00%	-9.09%
Close Price/List Price	99.73%	99.31%	99.52%	0.42%	0.21%
PSF Total	\$ 208	\$ 200	\$ 198	4.00%	5.05%
Attached					
New Listings	305	288	226	5.90%	34.96%
Pending	271	222	170	22.07%	59.41%
Closed	192	103	169	86.41%	13.61%
Sales Volume	\$ 113,328,104	\$ 60,284,503	\$ 98,965,980	87.99%	14.51%
Days in MLS - Average	49	48	41	2.08%	19.51%
Days in MLS - Median	25	13	15	92.31%	66.67%
Close Price/List Price	99.14%	98.82%	99.11%	0.32%	0.03%
PSF Total	\$ 339	\$ 351	\$ 340	-3.42%	-0.29%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	9,632	9,827	8,549	7,228	5,755	-1.98%	14.95%	18.28%	25.60%
Pending	8,094	7,343	6,795	5,505	4,255	10.23%	8.06%	23.43%	29.38%
Closed	6,530	6,346	6,244	4,990	3,715	2.90%	1.63%	25.13%	34.32%
Sales Volume	\$ 3,875,866,243	\$ 3,778,824,322	\$ 3,706,375,668	\$ 2,948,698,372	\$ 2,202,324,890	2.57%	1.95%	25.70%	33.89%
Days in MLS - Average	36	36	34	49	46	0.00%	5.88%	-30.61%	6.52%
Days in MLS - Median	12	14	10	13	17	-14.29%	40.00%	-23.08%	-23.53%
Close Price/List Price	99.50%	99.27%	99.92%	99.50%	99.32%	0.23%	-0.65%	0.42%	0.18%
PSF Total	\$ 221	\$ 213	\$ 211	\$ 197	\$ 186	3.76%	0.95%	7.11%	5.91%
Detached									
New Listings	8,138	8,431	7,326	6,257	4,970	-3.48%	15.08%	17.08%	25.90%
Pending	7,000	6,382	5,844	4,786	3,731	9.68%	9.21%	22.11%	28.28%
Closed	5,646	5,510	5,344	4,354	3,245	2.47%	3.11%	22.74%	34.18%
Sales Volume	\$ 3,353,321,715	\$ 3,281,465,722	\$ 3,171,754,328	\$ 2,568,745,758	\$ 1,920,660,414	2.19%	3.46%	23.47%	33.74%
Days in MLS - Average	33	35	32	38	45	-5.71%	9.38%	-15.79%	-15.56%
Days in MLS - Median	11	13	9	12	16	-15.38%	44.44%	-25.00%	-25.00%
Close Price/List Price	99.54%	99.29%	99.96%	99.53%	99.36%	0.25%	-0.67%	0.43%	0.17%
PSF Total	\$ 200	\$ 195	\$ 192	\$ 180	\$ 170	2.56%	1.56%	6.67%	5.88%
Attached									
New Listings	1,494	1,396	1,223	971	785	7.02%	14.15%	25.95%	23.69%
Pending	1,094	961	951	719	524	13.84%	1.05%	32.27%	37.21%
Closed	884	836	900	636	470	5.74%	-7.11%	41.51%	35.32%
Sales Volume	\$ 522,544,528	\$ 497,358,600	\$ 534,621,340	\$ 379,952,614	\$ 281,664,476	5.06%	-6.97%	40.71%	34.90%
Days in MLS - Average	50	44	46	49	52	13.64%	-4.35%	-6.12%	-5.77%
Days in MLS - Median	20	18	14	20	25	11.11%	28.57%	-30.00%	-20.00%
Close Price/List Price	99.24%	99.08%	99.68%	99.28%	99.06%	0.16%	-0.60%	0.40%	0.22%
PSF Total	\$ 349	\$ 330	\$ 328	\$ 311	\$ 295	5.76%	0.61%	5.47%	5.42%

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

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

	Jun, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	3,299	3,280	3,610	0.58%	-8.61%
Pending	3,573	3,223	2,995	10.86%	19.30%
Closed	2,677	1,794	2,848	49.22%	-6.00%
Sales Volume	\$ 1,078,601,023	\$ 721,294,654	\$ 1,130,619,326	49.54%	-4.60%
Days in MLS - Average	19	18	19	5.56%	0.00%
Days in MLS - Median	7	7	7	0.00%	0.00%
Close Price/List Price	100.11%	99.84%	100.01%	0.27%	0.10%
PSF Total	\$ 228	\$ 221	\$ 213	3.17%	7.04%
Detached					
New Listings	2,307	2,364	2,801	-2.41%	-17.64%
Pending	2,618	2,438	2,325	7.38%	12.60%
Closed	2,049	1,369	2,247	49.67%	-8.81%
Sales Volume	\$ 841,327,831	\$ 563,268,097	\$ 903,844,737	49.37%	-6.92%
Days in MLS - Average	16	17	17	-5.88%	-5.88%
Days in MLS - Median	6	6	7	0.00%	-14.29%
Close Price/List Price	100.30%	99.93%	100.13%	0.37%	0.17%
PSF Total	\$ 216	\$ 209	\$ 201	3.35%	7.46%
Attached					
New Listings	992	916	809	8.30%	22.62%
Pending	955	785	670	21.66%	42.54%
Closed	628	425	601	47.76%	4.49%
Sales Volume	\$ 237,273,192	\$ 158,026,557	\$ 226,774,589	50.15%	4.63%
Days in MLS - Average	29	23	27	26.09%	7.41%
Days in MLS - Median	13	10	9	30.00%	44.44%
Close Price/List Price	99.52%	99.57%	99.56%	-0.05%	-0.04%
PSF Total	\$ 267	\$ 261	\$ 260	2.30%	2.69%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	16,294	18,831	17,954	16,817	14,635	-13.47%	4.88%	6.76%	14.91%
Pending	15,013	15,854	14,976	14,654	12,742	-5.30%	5.86%	2.20%	15.01%
Closed	11,936	13,824	13,271	12,846	10,980	-13.66%	4.17%	3.31%	16.99%
Sales Volume	\$ 4,787,357,821	\$ 5,455,756,932	\$ 5,379,740,910	\$ 5,005,490,308	\$ 4,253,876,660	-12.25%	1.41%	7.48%	17.67%
Days in MLS - Average	23	25	18	20	24	-8.00%	38.89%	-10.00%	-16.67%
Days in MLS - Median	7	8	6	6	7	-12.50%	33.33%	0.00%	-14.29%
Close Price/List Price	100.01%	99.75%	100.73%	100.47%	100.39%	0.26%	-0.97%	0.26%	0.08%
PSF Total	\$ 222	\$ 210	\$ 205	\$ 185	\$ 171	5.71%	2.44%	10.81%	8.19%
Detached									
New Listings	11,698	14,424	14,212	13,774	12,415	-18.90%	1.49%	3.18%	10.95%
Pending	11,254	12,362	11,936	12,172	10,864	-8.96%	3.57%	-1.94%	12.04%
Closed	9,036	10,872	10,562	10,707	9,353	-16.89%	2.94%	-1.35%	14.48%
Sales Volume	\$ 3,696,077,734	\$ 4,347,311,729	\$ 4,347,311,729	\$ 4,190,234,762	\$ 3,636,756,672	-14.98%	0.00%	3.75%	15.22%
Days in MLS - Average	21	24	16	19	23	-12.50%	50.00%	-15.79%	-17.39%
Days in MLS - Median	6	8	5	6	6	-25.00%	60.00%	-16.67%	0.00%
Close Price/List Price	100.16%	99.83%	100.83%	100.53%	100.43%	0.33%	-0.99%	0.30%	0.10%
PSF Total	\$ 209	\$ 198	\$ 190	\$ 173	\$ 158	5.56%	4.21%	9.83%	9.49%
Attached									
New Listings	4,596	4,407	3,742	3,043	2,220	4.29%	17.77%	22.97%	37.07%
Pending	3,759	3,492	3,040	2,482	1,878	7.65%	14.87%	22.48%	32.16%
Closed	2,900	2,952	2,709	2,139	1,627	-1.76%	8.97%	26.65%	31.47%
Sales Volume	\$ 1,091,280,087	\$ 1,108,445,203	\$ 1,032,429,181	\$ 815,255,546	\$ 617,119,988	-1.55%	7.36%	26.64%	32.11%
Days in MLS - Average	31	30	24	26	28	3.33%	25.00%	-7.69%	-7.14%
Days in MLS - Median	11	11	7	7	8	0.00%	57.14%	0.00%	-12.50%
Close Price/List Price	99.54%	99.48%	100.32%	100.17%	100.15%	0.06%	-0.84%	0.15%	0.02%
PSF Total	\$ 261	\$ 257	\$ 262	\$ 250	\$ 243	1.56%	-1.91%	4.80%	2.88%