

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

Denver Metro Real Estate Market Trends Report

SPECIAL COVID-19 EDITION

May 2020



Compliments of:




ANTHONY RAEI / 303.520.3179



MARKET OVERVIEW

The May report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the April 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 (Detached plus Attached)			
Active Listings at Month End	6,855	18.68%	-2.24%
Closed Homes	3,603	-24.34%	-30.78%
Close Price - Average	\$503,231	-1.79%	1.52%
Close Price - Median	\$440,000	-1.12%	4.76%
Days in MLS - Average	20	-33.33%	-31.03%
 Detached			
Active Listings at Month End	4,576	19.51%	-6.44%
Closed Homes	2,612	-21.94%	-28.06%
Close Price - Average	\$550,177	-2.87%	-0.31%
Close Price - Median	\$475,425	-2.23%	3.35%
Days in MLS - Average	19	-34.48%	-34.38%
 Attached			
Active Listings at Month End	2,279	17.95%	7.45%
Closed Homes	991	-30.01%	-37.04%
Close Price - Average	\$379,495	-1.35%	3.65%
Close Price - Median	\$322,000	-2.42%	6.89%
Days in MLS - Average	23	-25.81%	-17.86%

MARKET INSIGHTS

✓ COVID-19 News:

- The showing service, ShowingTime, reported showings in Colorado declined sharply with the COVID-19 "Stay-at-Home" orders and hit a low on Saturday April 18th, down 92.2 percent year over year. As agents began to adapt to the new showing protocols and utilizing virtual showings, the number increased. By the end of the month, showings were only down 21.1 percent from the same day in 2019.
- Danielle Hale, Chief Economist for realtor.com®, says the tourism and hospitality industries will be hit harder by a recession. According to Hale, "Second-home markets tend to be hit a bit harder in a recession... When people are cutting back, that's where they'll cut back."
- The CARES Act was extended to self-employed and independent contractors offering some help to real estate agents. The Small Business Administration began taking applications on Friday, April 10th.
- Homeowners are appreciating their outdoor spaces and yearning for more indoor space these days. Realtor.com® Chief Marketing Officer, Nate Johnson, said a recent survey showed 19 percent of homeowners wanted more space, 13 percent wanted an updated kitchen and 11 percent wanted a home gym.
- The procedures involved in listing and showing homes has changed dramatically in essentially two short months. Multiple visit pre-listing procedures have evolved into remote sessions as much as possible. Showing a property while multiple other parties are inside the home is a thing of the past, for now.
- Similar to most other industries, everyone involved in real estate transactions is being encouraged to perform as many of their duties as possible virtually. This has increased the amount of research buyers are doing prior to deciding whether to view a property.
- People are staying busy attempting to add value and appeal to their homes. According to Placer.ai data, hardware stores like The Home Depot and Lowe's reported an increase in customer visits of 7.4 percent and 9.6 percent, respectively, in March compared to a year ago. Thirty-two percent of homeowners say they already have taken on both big and small house projects during the pandemic, while 15 percent plan to soon, according to a survey from realtor.com®.
- Due to the in-person showing restrictions in April, we saw multiple offers being received on properties within days of going live in most price points just so that buyers could see the home. Not surprisingly, at the same time, homes falling out of contract seemed to be higher. Consumer confidence weakened further in April, dropping by 90 points, the largest drop in history. This was highlighted in a CBS poll which showed 71 percent of people would not go to a restaurant, 85 percent would not get on a plane and 87 percent would not attend an event.

✓ Industry News:

- Real estate agents have less than an 80 percent success rate during their first year in business. This pandemic could flush out agents who don't have the capital or resources to stay in the business, which could actually be a good thing for both consumers and other agents. The real estate industry becomes more complicated every day and allowing consumers to be guinea pigs for new agents could cost them thousands of dollars.

✓ Mortgage News:

- Luxury buyers are facing a tougher time getting financing. Jumbo loans are taking approximately 45 days to close and borrowers need 20 percent down, 700+ credit scores and less than 43 percent debt to ratio.

- Most lenders are requiring a "day of closing" employment verification compared to the previous verification that often took place a couple weeks before closing.
- According to Freddie Mac, the average commitment rate for a 30-year, conventional, fixed-rate mortgage hit a historical low of 3.23 percent on April 30th, down from 3.45 percent at the end of March and even lower than the previous historical low of 3.29 percent on March 5th.

✓ Economic News:

- Chair of the Federal Reserve, Jerome Powell, stated at April's meeting that the Fed will use its full range of tools to support the economy as well as maintain the 0 to 0.25 percent Fed Rate until the economy has weathered recent events and inflation returns to their 2 percent target.
- Inflation just dropped from 1.8 percent to 1.3 percent due to weaker demand and significantly lower oil prices.
- First Quarter GDP Advance Estimate is published at -4.8 percent. The 2nd Quarter is expected to drop to -20.0 percent.

✓ Local News:

- In April we closed only three bank-owned properties in the Denver metro area. This compares to 612 in 2010. So far this year, 26 short sales closed up from 21 in 2019, but far from 1,191 during the same time period in 2012. In April of 2010, 8.2 percent of all closings were a distressed sale compared to 0.1 percent this April.
- Buyers can get more house for their money right now with interest rates being so low. In a few areas, homes are selling for under list price.

✓ National News:

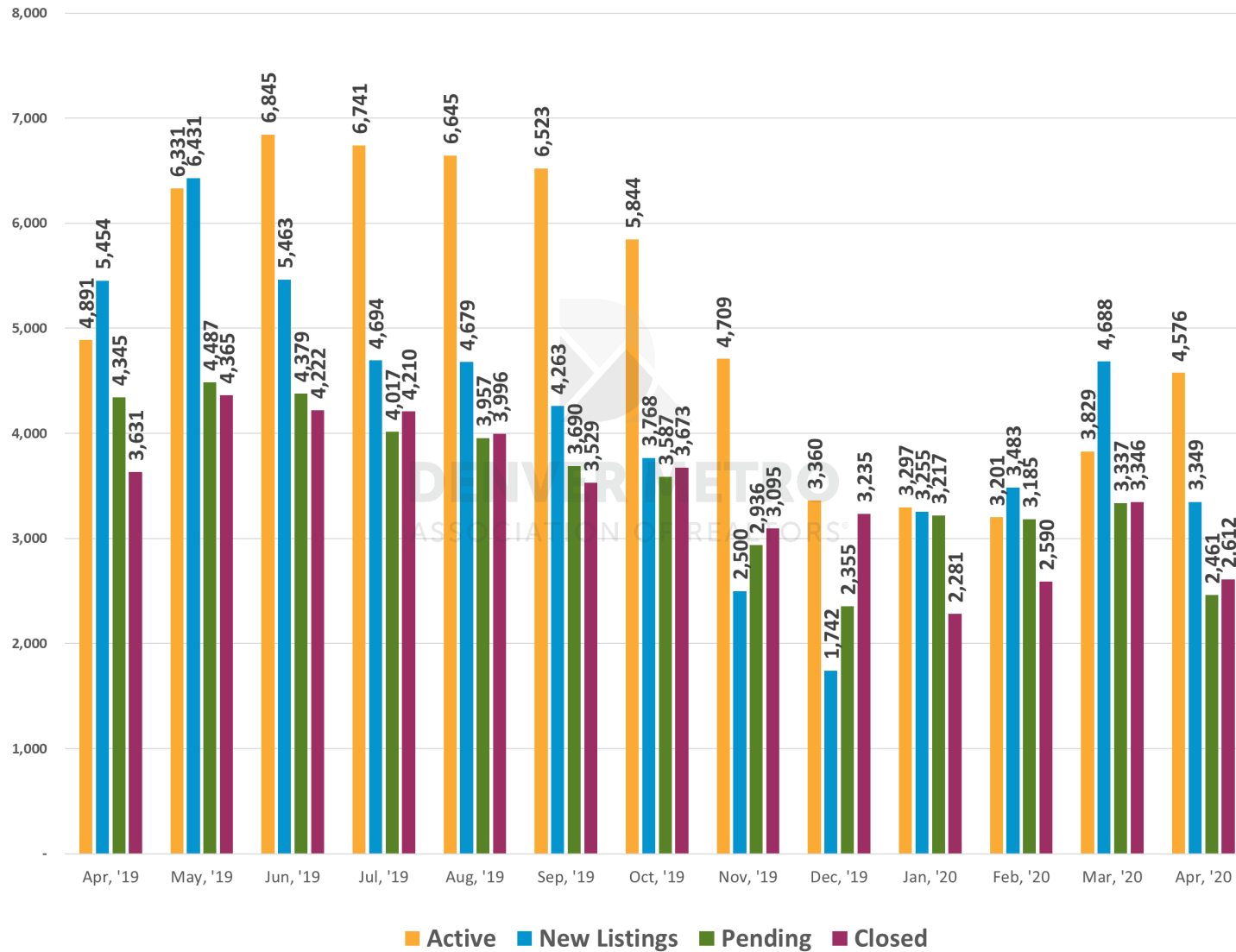
- The realtor.com® mobile app now has a feature that allows you to determine the noise level at a property that is for sale. The noise level is broken down to high, medium or low and there is a heat map. The app looks at airplane, traffic and local noise from things like schools, post offices, hospitals, gas stations and more.
- While existing home sales are expected to be down, NAR's Chief Economist, Lawrence Yun, projects the national median home price to increase 1.3 percent nationally for the year.
- For the full year of 2020, Yun projects a 13.5 percent drop in home sales, compared to the 3.0 percent increase that was expected prior to the pandemic.

✓ Quick Stats:

- Withdrawn listings increased 53 percent in April from the same month in 2019, likely impacted by sellers not wanting buyers in their homes because of fears of the spreading COVID-19. The restrictions on showings may have been another reason that sellers felt it wasn't worth being on the market. Look for some of them to go active again when showings open up and sellers feel it is safe.
- Average active listings for April was 14,929 (1985-2020).
- Record-high April was 2006 with 29,045 listings and the record-low was 2015 with 5,025 listings. April 2020 had 6,855 active listings.
- The historical average increase in active listing from March to April is 5.47 percent. 18.68 percent in 2020 represents the second-highest increase on record.

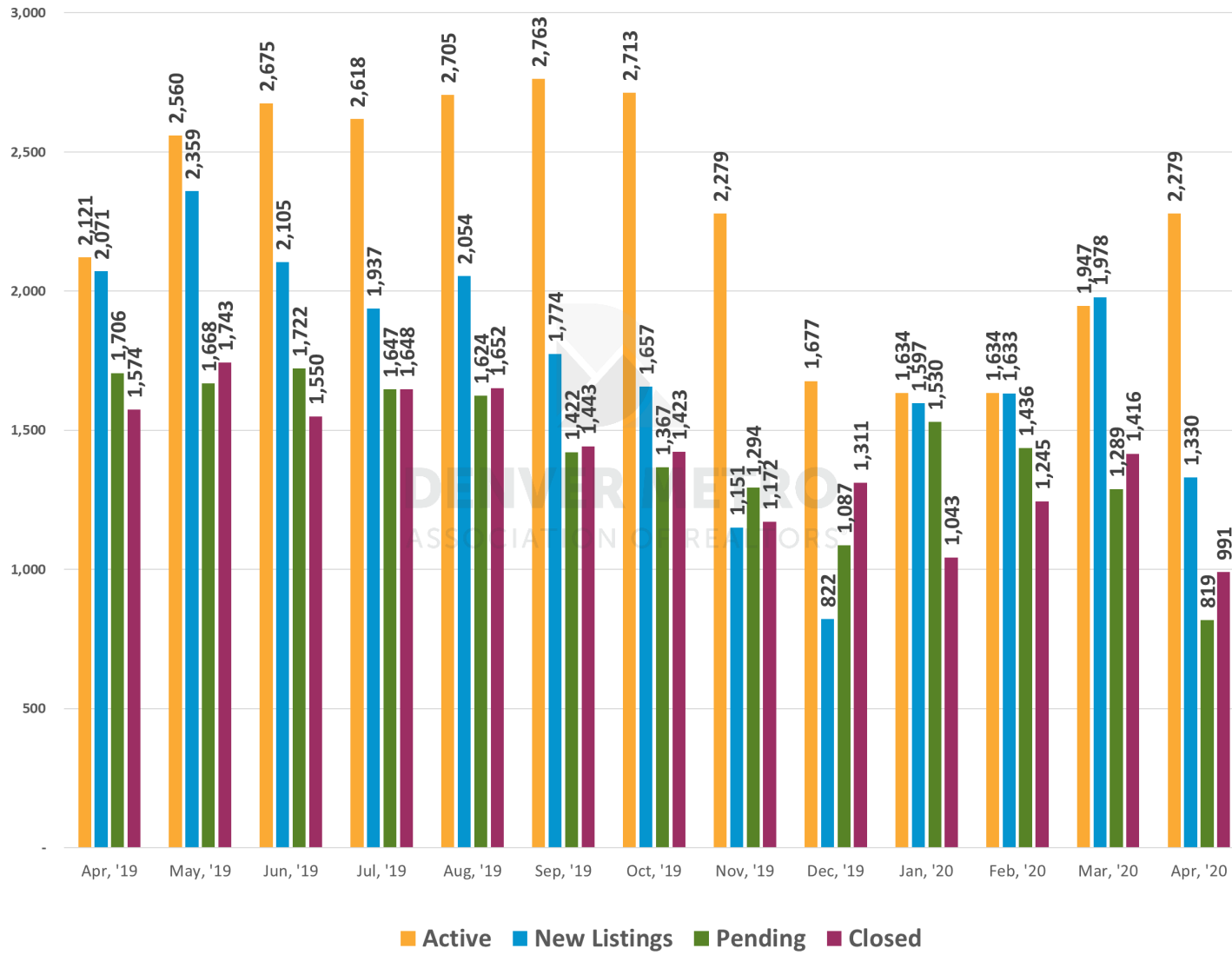
Detached Single-Family

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



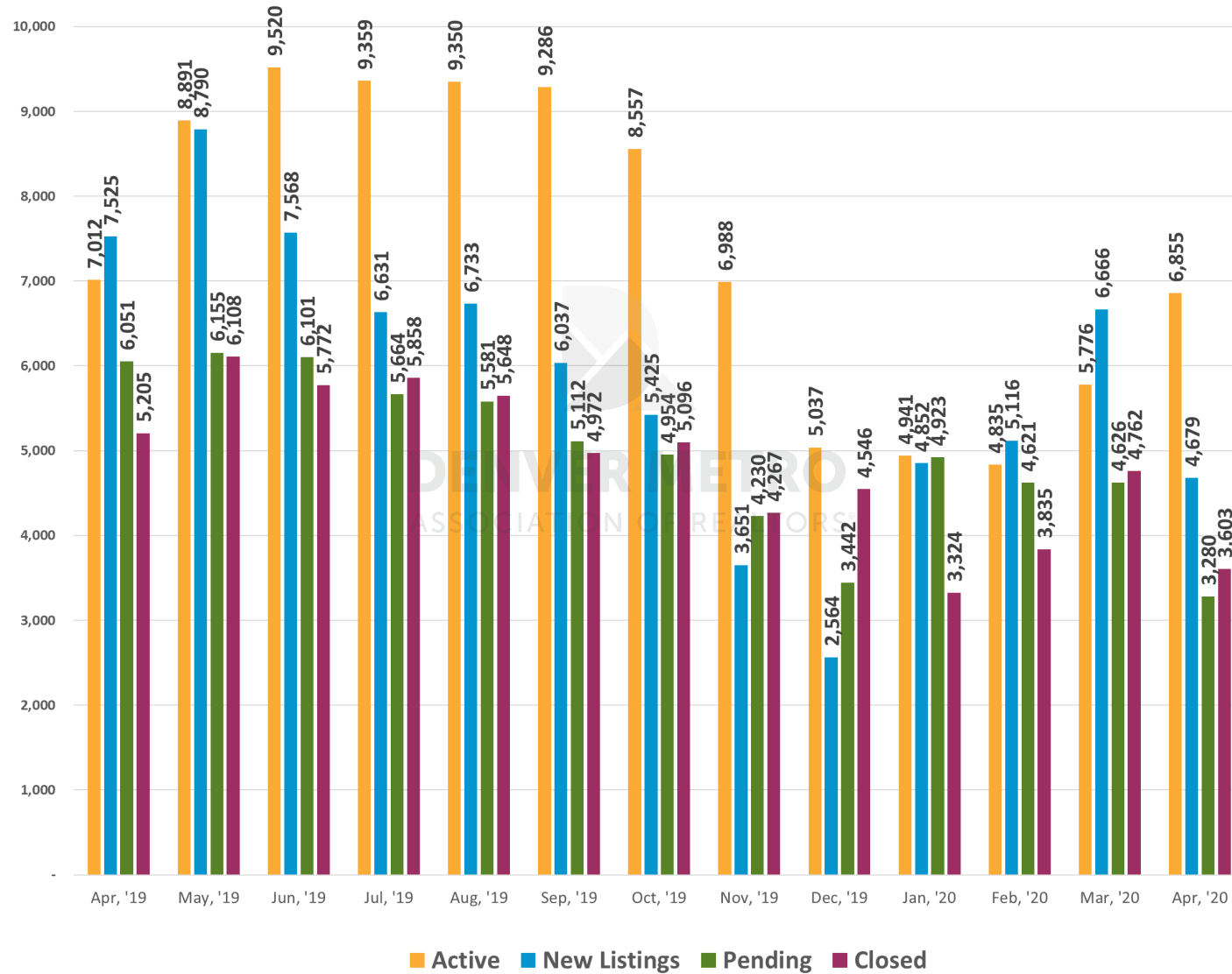
Attached Single-Family

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



Residential (Detached + Attached)

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



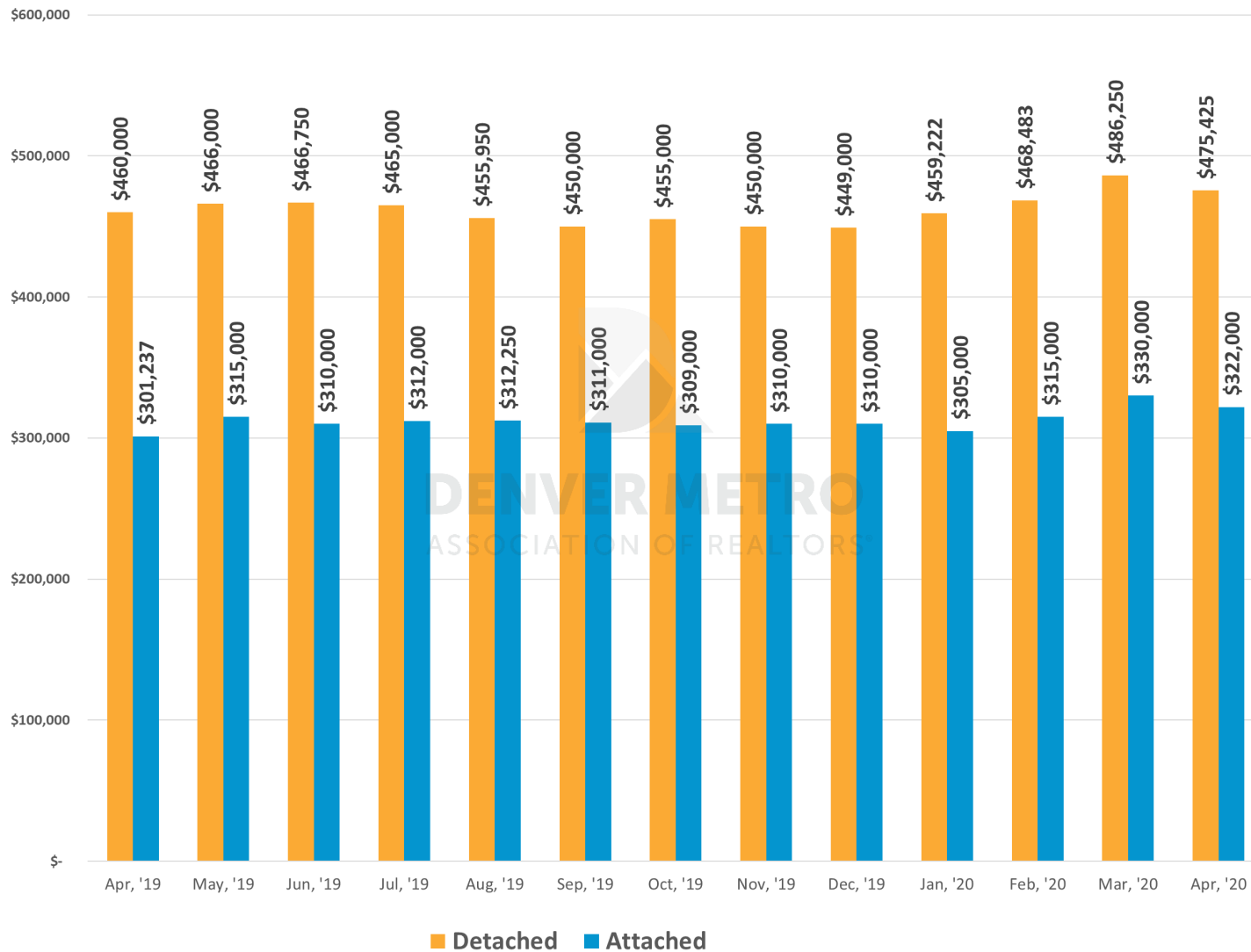
Active New Listings Pending Closed

Median Close Price

DMAR Market Trends | April 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

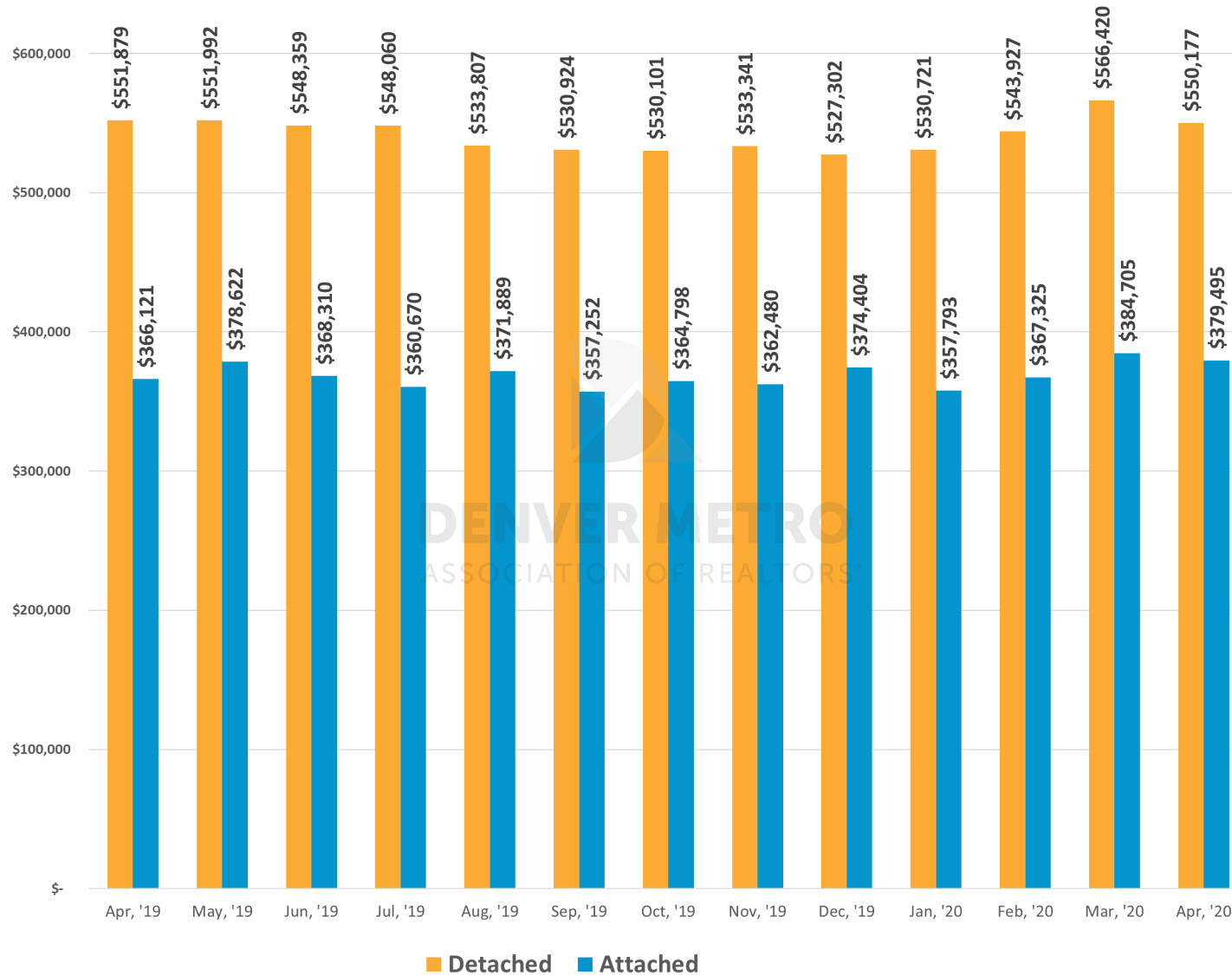


Average Close Price

DMAR Market Trends | April 2020 Data

Denver Metro Association of REALTORS®

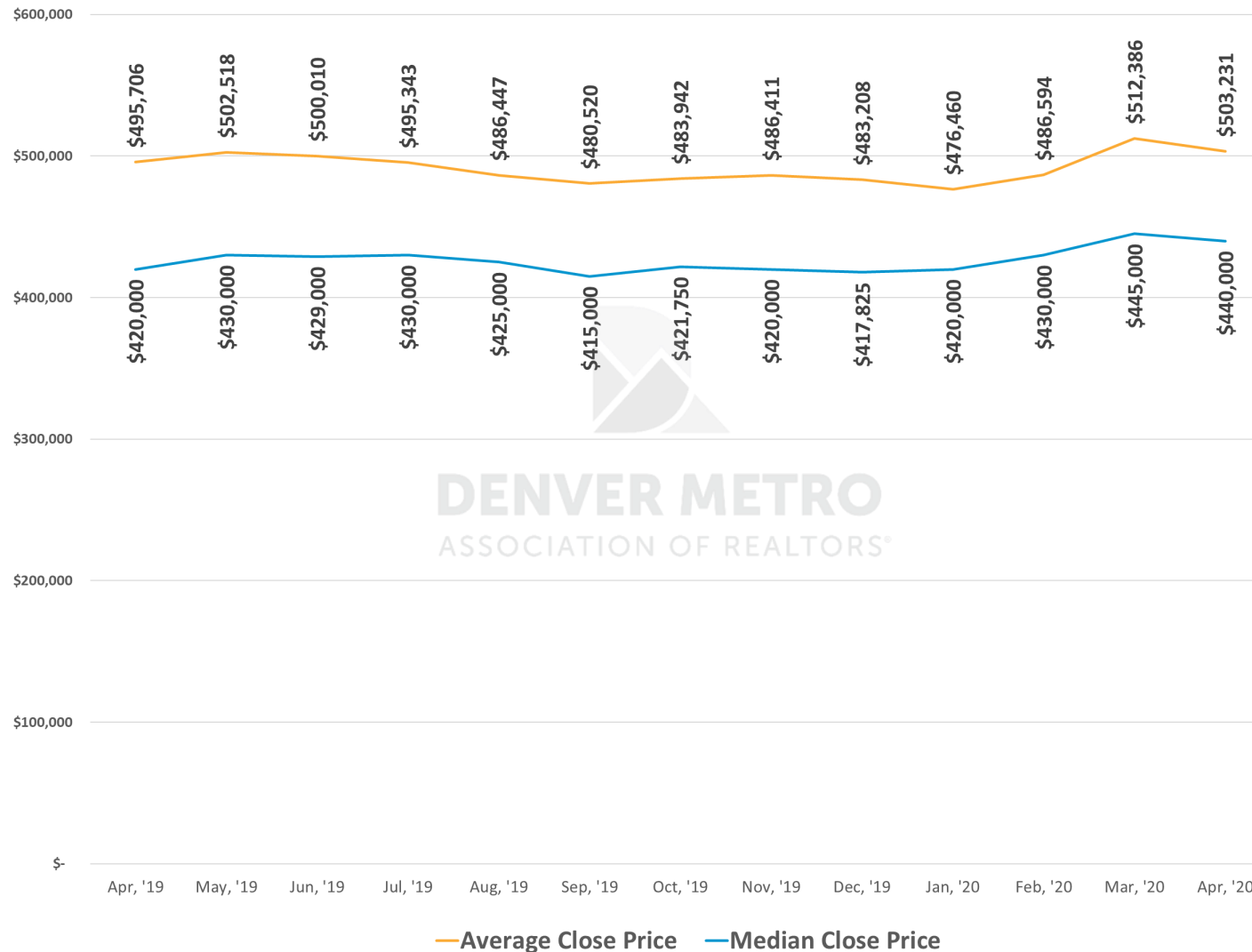
Source of MLS Data: REcolorado.com




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Residential Close Price

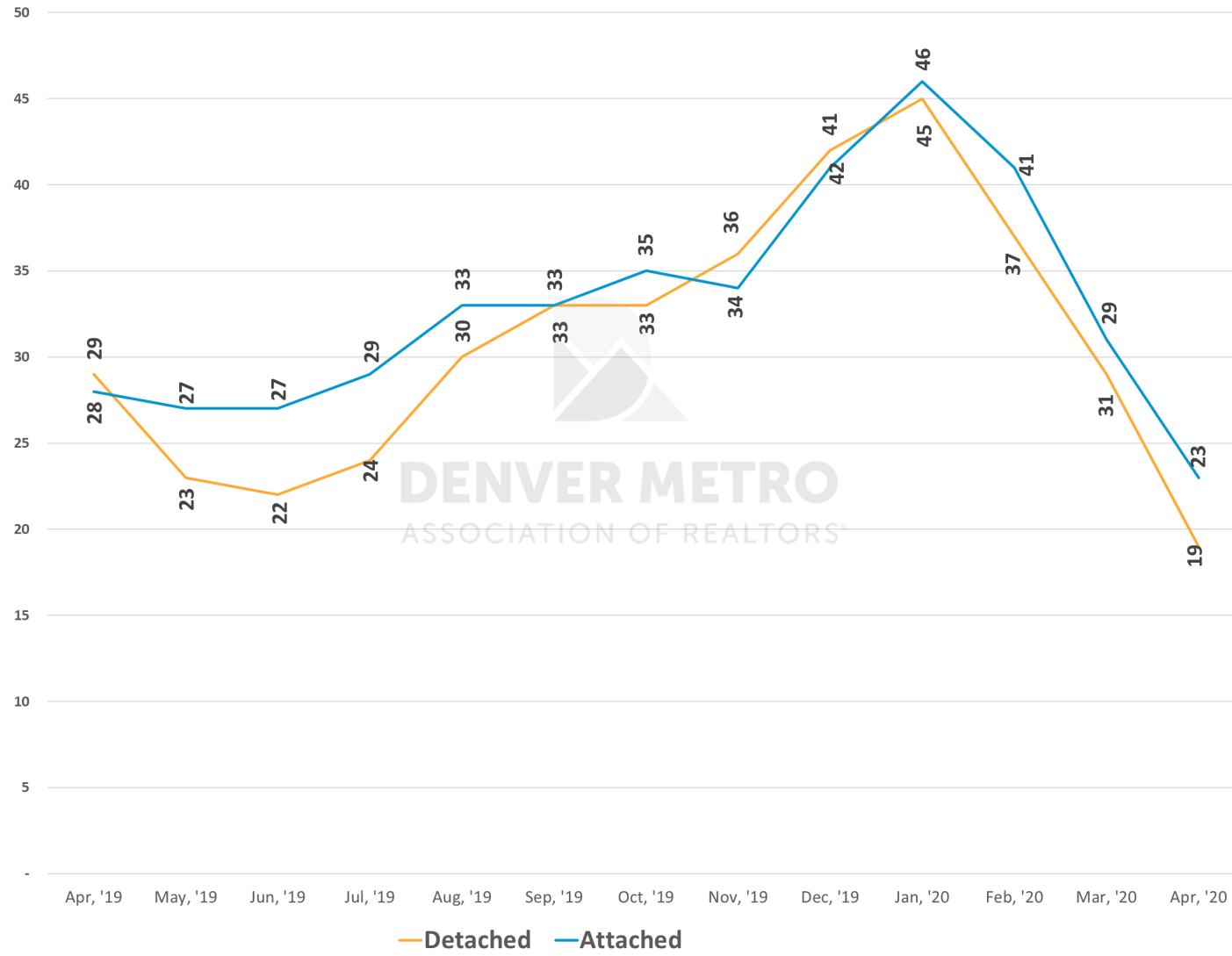
DMAR Market Trends | April 2020 Data
 Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



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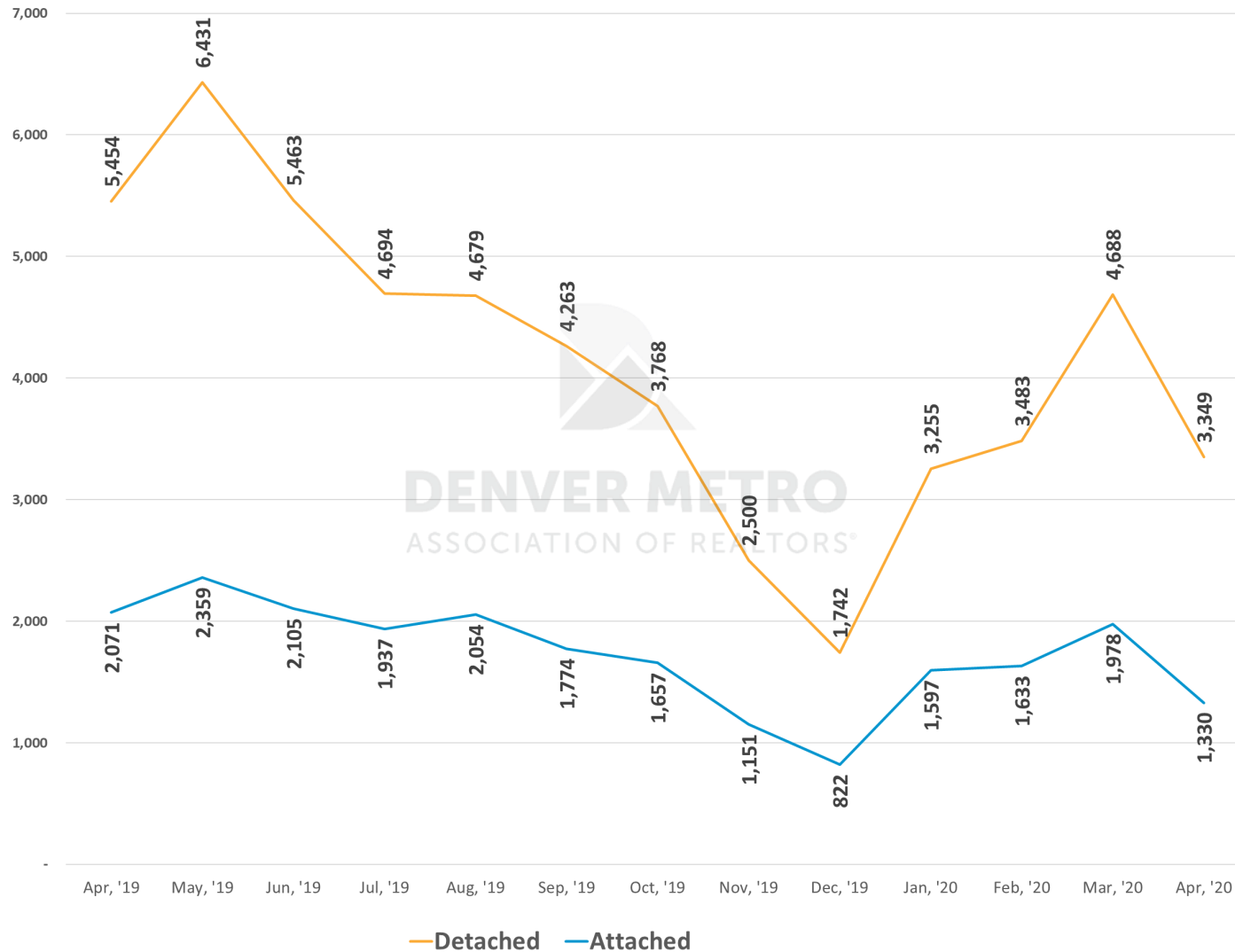
Average Days in MLS

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

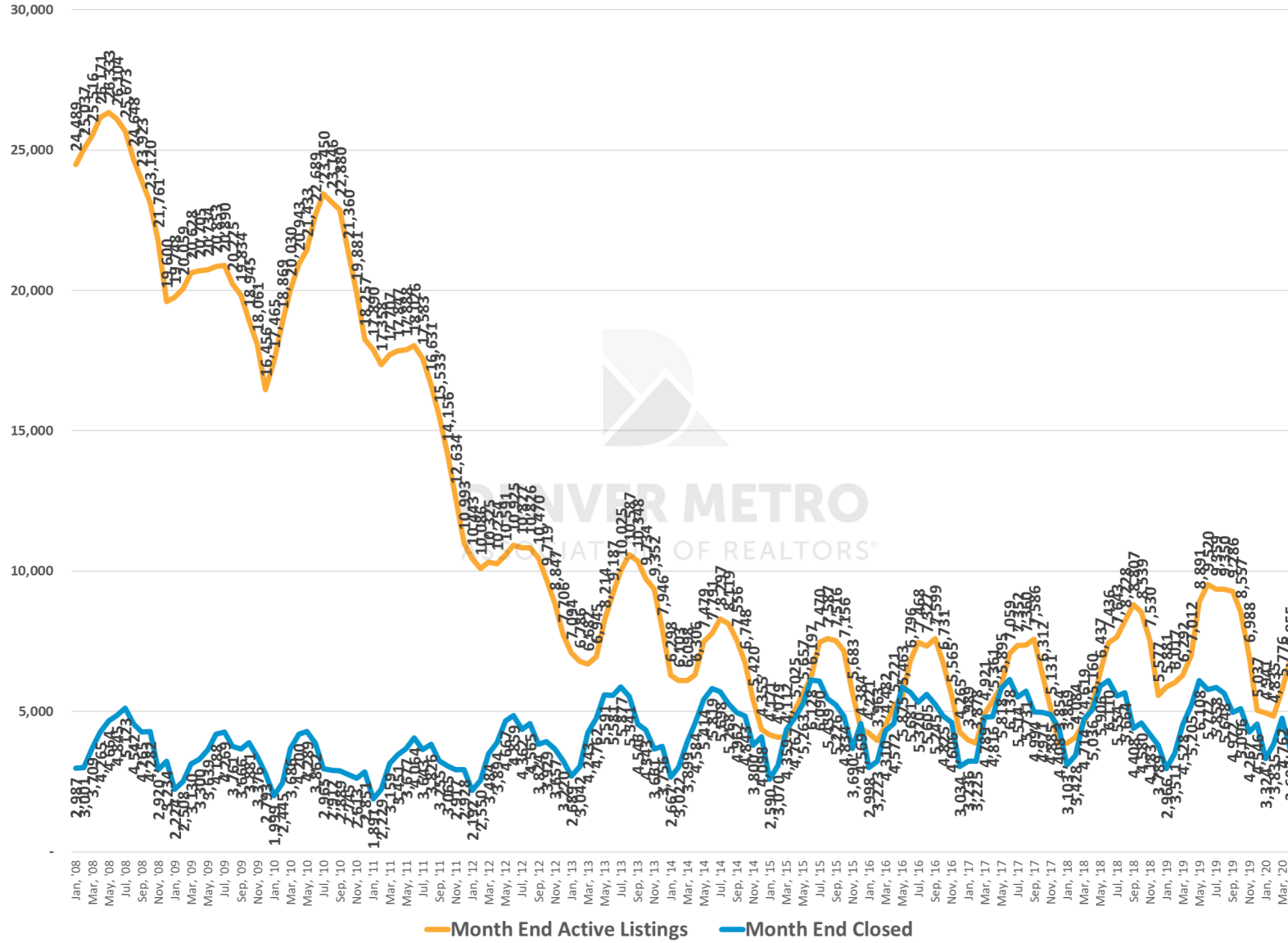


New Listings

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



Month End Active Listings and Month End Closed Homes

 DMAP Market Trends | April 2020 Data
 Denver Metro Association of REALTORS®
 Source of MLS Data: REColorado.com


DATA SNAPSHOT

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

	Apr, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	6,855	5,776	7,012	18.68%	-2.24%
New Listings	4,679	6,666	7,525	-29.81%	-37.82%
Pending	3,280	4,626	6,051	-29.10%	-45.79%
Closed	3,603	4,762	5,205	-24.34%	-30.78%
Close Price - Average	\$ 503,231	\$ 512,386	\$ 495,706	-1.79%	1.52%
Close Price - Median	\$ 440,000	\$ 445,000	\$ 420,000	-1.12%	4.76%
Sales Volume	\$ 1,813,141,293	\$ 2,439,982,132	\$ 2,580,149,730	-25.69%	-29.73%
Days in MLS - Average	20	30	29	-33.33%	-31.03%
Days in MLS - Median	5	7	8	-28.57%	-37.50%
Close Price/List Price	99.96%	99.89%	99.66%	0.07%	0.30%
Detached					
Active Listings at Month End	4,576	3,829	4,891	19.51%	-6.44%
New Listings	3,349	4,688	5,454	-28.56%	-38.60%
Pending	2,461	3,337	4,345	-26.25%	-43.36%
Closed	2,612	3,346	3,631	-21.94%	-28.06%
Close Price - Average	\$ 550,177	\$ 566,420	\$ 551,879	-2.87%	-0.31%
Close Price - Median	\$ 475,425	\$ 486,250	\$ 460,000	-2.23%	3.35%
Sales Volume	\$ 1,437,062,324	\$ 1,895,241,320	\$ 2,003,872,649	-24.18%	-28.29%
Days in MLS - Average	19	29	29	-34.48%	-34.48%
Days in MLS - Median	5	6	8	-16.67%	-37.50%
Close Price/List Price	100.06%	100.01%	99.71%	0.05%	0.35%
Attached					
Active Listings at Month End	2,279	1,947	2,121	17.05%	7.45%
New Listings	1,330	1,978	2,071	-32.76%	-35.78%
Pending	819	1,289	1,706	-36.46%	-51.99%
Closed	991	1,416	1,574	-30.01%	-37.04%
Close Price - Average	\$ 379,495	\$ 384,705	\$ 366,121	-1.35%	3.65%
Close Price - Median	\$ 322,000	\$ 330,000	\$ 301,237	-2.42%	6.89%
Sales Volume	\$ 376,079,545	\$ 544,742,280	\$ 576,274,454	-30.96%	-34.74%
Days in MLS - Average	23	31	28	-25.81%	-17.86%
Days in MLS - Median	6	7	9	-14.29%	-33.33%
Close Price/List Price	99.69%	99.61%	99.57%	0.08%	0.12%

APRIL 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	6,855	7,012	5,160	5,361	5,221	-2.24%	35.89%	-3.75%	2.68%
New Listings	21,321	23,649	22,384	22,157	20,541	-9.84%	5.65%	1.02%	7.87%
Closed	15,568	16,214	16,286	16,306	15,316	-3.98%	-0.44%	-0.12%	6.46%
Close Price - Average	\$ 496,070	\$ 477,035	\$ 470,594	\$ 422,642	\$ 388,456	3.99%	1.37%	11.35%	8.80%
Close Price - Median	\$ 435,000	\$ 410,000	\$ 405,000	\$ 369,900	\$ 338,000	6.10%	1.23%	9.49%	9.44%
Sales Volume	\$ 7,722,817,760	\$ 7,734,645,490	\$ 7,664,093,884	\$ 6,891,600,452	\$ 5,949,592,096	-0.15%	0.92%	11.21%	15.83%
Days in MLS - Average	33	34	28	29	30	-2.94%	21.43%	-3.45%	-3.33%
Days in MLS - Median	9	12	6	7	7	-25.00%	100.00%	-14.29%	0.00%
Close Price/List Price	99.57%	99.24%	100.33%	100.11%	100.16%	0.33%	-1.09%	0.22%	-0.05%
Detached									
Active Listings at Month End	4,576	4,891	3,851	4,128	4,100	-6.44%	27.01%	-6.71%	0.68%
New Listings	14,776	16,582	15,989	15,909	14,856	-10.89%	3.71%	0.50%	7.09%
Closed	10,859	11,375	11,353	11,563	10,934	-4.54%	0.19%	-1.82%	5.75%
Close Price - Average	\$ 549,505	\$ 527,257	\$ 522,120	\$ 469,065	\$ 430,397	4.22%	0.98%	11.31%	8.98%
Close Price - Median	\$ 475,000	\$ 445,000	\$ 440,000	\$ 401,000	\$ 370,000	6.74%	1.14%	9.73%	8.38%
Sales Volume	\$ 5,967,074,795	\$ 5,997,548,375	\$ 5,927,628,360	\$ 5,423,798,595	\$ 4,705,960,798	-0.51%	1.18%	9.29%	15.25%
Days in MLS - Average	32	35	29	32	34	-8.57%	20.69%	-9.38%	-5.88%
Days in MLS - Median	8	12	6	8	8	-33.33%	100.00%	-25.00%	0.00%
Close Price/List Price	99.64%	99.23%	100.22%	99.96%	99.94%	0.41%	-0.99%	0.26%	0.02%
Attached									
Active Listings at Month End	2,279	2,121	1,309	1,233	1,121	7.45%	62.03%	6.16%	9.99%
New Listings	6,545	7,067	6,395	6,248	5,685	-7.39%	10.51%	2.35%	9.90%
Closed	4,709	4,839	4,933	4,743	4,382	-2.69%	-1.91%	4.01%	8.24%
Close Price - Average	\$ 372,847	\$ 358,978	\$ 352,010	\$ 309,466	\$ 283,803	3.86%	1.98%	13.75%	9.04%
Close Price - Median	\$ 319,000	\$ 300,000	\$ 296,000	\$ 260,000	\$ 233,000	6.33%	1.35%	13.85%	11.59%
Sales Volume	\$ 1,755,736,523	\$ 1,737,094,542	\$ 1,736,465,330	\$ 1,467,797,238	\$ 1,243,624,746	1.07%	0.04%	18.30%	18.03%
Days in MLS - Average	35	32	25	24	22	9.38%	28.00%	4.17%	9.09%
Days in MLS - Median	11	12	6	6	5	-8.33%	100.00%	0.00%	20.00%
Close Price/List Price	99.40%	99.26%	100.59%	100.48%	100.73%	0.14%	-1.32%	0.11%	-0.25%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	4	7	1.75	3	1	0.33
\$100,000 to \$199,999	8	16	2.00	84	169	2.01
\$200,000 to \$299,999	80	88	1.10	313	503	1.61
\$300,000 to \$399,999	532	500	0.94	287	498	1.74
\$400,000 to \$499,999	806	922	1.14	126	399	3.17
\$500,000 to \$749,999	835	1,553	1.86	128	429	3.35
\$750,000 to \$999,999	215	643	2.99	33	160	4.85
\$1,000,000 and over	132	847	6.42	17	120	7.06
TOTALS	2,612	4,576	1.75	991	2,279	2.30

Price Range	Detached		% change	Attached		% change
	Closed Apr, '20	Closed Mar, '20		Closed Apr, '20	Closed Mar, '20	
Month-Over-Month						
\$0 to \$99,999	4	1	300.00%	3	-	
\$100,000 to \$199,999	8	16	-50.00%	84	141	-40.43%
\$200,000 to \$299,999	80	107	-25.23%	313	424	-26.18%
\$300,000 to \$399,999	532	666	-20.12%	287	399	-28.07%
\$400,000 to \$499,999	806	975	-17.33%	126	191	-34.03%
\$500,000 to \$749,999	835	1,133	-26.30%	128	183	-30.05%
\$750,000 to \$999,999	215	251	-14.34%	33	52	-36.54%
\$1,000,000 and over	132	197	-32.99%	17	26	-34.62%
TOTALS	2,612	3,346	-21.94%	991	1,416	-30.01%

Price Range	Detached		% change	Attached		% change
	YTD Apr, '20	YTD Apr, '19		YTD Apr, '20	YTD Apr, '19	
Year-Over-Year						
\$0 to \$99,999	10	6	66.67%	3	10	-70.00%
\$100,000 to \$199,999	45	36	25.00%	498	578	-13.84%
\$200,000 to \$299,999	416	600	-30.67%	1,528	1,821	-16.09%
\$300,000 to \$399,999	2,384	3,363	-29.11%	1,256	1,175	6.89%
\$400,000 to \$499,999	3,224	3,138	2.74%	618	564	9.57%
\$500,000 to \$749,999	3,444	2,985	15.38%	578	464	24.57%
\$750,000 to \$999,999	761	666	14.26%	156	154	1.30%
\$1,000,000 and over	575	581	-1.03%	72	73	-1.37%
TOTALS	10,859	11,375	-4.54%	4,709	4,839	-2.69%



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

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

	Apr, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	149	223	251	-33.18%	-40.64%
Close Price - Average	\$ 1,436,930	\$ 1,553,843	\$ 1,607,851	-7.52%	-10.63%
Sales Volume	\$ 214,102,570	\$ 346,506,989	\$ 403,570,601	-38.21%	-46.95%
Days in MLS - Average	46	61	58	-24.59%	-20.69%
Days in MLS - Median	11	17	16	-35.29%	-31.25%
Close Price/List Price	97.82%	97.40%	98.03%	0.43%	-0.21%
PSF Total	\$ 320	\$ 363	\$ 346	-11.85%	-7.51%
Detached					
Closed	132	197	219	-32.99%	-39.73%
Close Price - Average	\$ 1,423,250	\$ 1,564,502	\$ 1,618,764	-9.03%	-12.08%
Sales Volume	\$ 187,869,000	\$ 308,206,894	\$ 354,509,316	-39.04%	-47.01%
Days in MLS - Average	41	58	61	-29.31%	-32.79%
Days in MLS - Median	11	16	18	-31.25%	-38.89%
Close Price/List Price	97.76%	97.42%	97.98%	0.35%	-0.22%
PSF Total	\$ 292	\$ 326	\$ 300	-10.43%	-2.67%
Attached					
Closed	17	26	32	-34.62%	-46.88%
Close Price - Average	\$ 1,543,153	\$ 1,473,082	\$ 1,533,163	4.76%	0.65%
Sales Volume	\$ 26,233,601	\$ 38,300,132	\$ 49,061,216	-31.51%	-46.53%
Days in MLS - Average	81	80	34	1.25%	138.24%
Days in MLS - Median	36	30	12	20.00%	200.00%
Close Price/List Price	98.30%	97.27%	98.38%	1.06%	-0.08%
PSF Total	\$ 536	\$ 644	\$ 659	-16.77%	-18.66%

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)									
Closed	647	654	649	461	340	-1.07%	0.77%	40.78%	35.59%
Close Price - Average	\$ 1,519,114	\$ 1,580,484	\$ 1,528,639	\$ 1,517,331	\$ 1,554,224	-3.88%	3.39%	0.75%	-2.37%
Close Price - Median	\$ 1,290,000	\$ 1,318,626	\$ 1,307,000	\$ 1,265,000	\$ 1,340,000	-2.17%	0.89%	3.32%	-5.60%
Sales Volume	\$ 982,866,758	\$ 1,033,636,536	\$ 992,086,711	\$ 699,489,591	\$ 528,436,160	-4.91%	4.19%	41.83%	32.37%
Days in MLS - Average	66	67	78	100	96	-1.49%	-14.10%	-22.00%	4.17%
Days in MLS - Median	25	23	32	48	52	8.70%	-28.13%	-33.33%	-7.69%
Close Price/List Price	97.08%	97.62%	97.43%	97.03%	96.49%	-0.55%	0.20%	0.41%	0.56%
PSF Total	\$ 353	\$ 335	\$ 298	\$ 299	\$ 295	5.37%	12.42%	-0.33%	1.36%
Detached									
Closed	575	581	592	408	309	-1.03%	-1.86%	45.10%	32.04%
Close Price - Average	\$ 1,522,458	\$ 1,565,627	\$ 1,520,994	\$ 1,540,183	\$ 1,534,478	-2.76%	2.93%	-1.25%	0.37%
Close Price - Median	\$ 1,287,000	\$ 1,320,000	\$ 1,300,000	\$ 1,275,000	\$ 1,340,000	-2.50%	1.54%	1.96%	-4.85%
Sales Volume	\$ 875,413,350	\$ 909,629,287	\$ 900,428,448	\$ 628,394,664	\$ 474,153,702	-3.76%	1.02%	43.29%	32.53%
Days in MLS - Average	64	67	78	102	101	-4.48%	-14.10%	-23.53%	0.99%
Days in MLS - Median	21	22	31	50	54	-4.55%	-29.03%	-38.00%	-7.41%
Close Price/List Price	97.06%	97.60%	97.49%	97.01%	96.38%	-0.55%	0.11%	0.49%	0.65%
PSF Total	\$ 320	\$ 298	\$ 279	\$ 281	\$ 265	7.38%	6.81%	-0.71%	6.04%
Attached									
Closed	72	73	57	53	31	-1.37%	28.07%	7.55%	70.97%
Close Price - Average	\$ 1,492,408	\$ 1,698,726	\$ 1,608,034	\$ 1,341,419	\$ 1,751,040	-12.15%	5.64%	19.88%	-23.39%
Close Price - Median	\$ 1,300,000	\$ 1,286,900	\$ 1,350,000	\$ 1,185,000	\$ 1,350,000	1.02%	-4.67%	13.92%	-12.22%
Sales Volume	\$ 107,453,376	\$ 124,006,998	\$ 91,657,938	\$ 71,095,207	\$ 54,282,240	-13.35%	35.29%	28.92%	30.97%
Days in MLS - Average	85	64	73	86	52	32.81%	-12.33%	-15.12%	65.38%
Days in MLS - Median	53	27	34	43	21	96.30%	-20.59%	-20.93%	104.76%
Close Price/List Price	97.23%	97.75%	96.87%	97.23%	97.68%	-0.53%	0.91%	-0.37%	-0.46%
PSF Total	\$ 614	\$ 626	\$ 503	\$ 434	\$ 580	-1.92%	24.45%	15.90%	-25.17%

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

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

	Apr, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	248	303	285	-18.15%	-12.98%
Close Price - Average	\$ 845,598	\$ 844,043	\$ 846,368	0.18%	-0.09%
Sales Volume	\$ 209,708,304	\$ 255,745,029	\$ 241,214,880	-18.00%	-13.06%
Days in MLS - Average	22	44	39	-50.00%	-43.59%
Days in MLS - Median	5	11	14	-54.55%	-64.29%
Close Price/List Price	99.88%	99.04%	99.43%	0.85%	0.45%
PSF Total	\$ 252	\$ 246	\$ 252	2.44%	0.00%
Detached					
Closed	215	251	234	-14.34%	-8.12%
Close Price - Average	\$ 845,260	\$ 836,508	\$ 844,634	1.05%	0.07%
Sales Volume	\$ 181,730,900	\$ 209,963,508	\$ 197,644,356	-13.45%	-8.05%
Days in MLS - Average	21	47	35	-55.32%	-40.00%
Days in MLS - Median	5	12	12	-58.33%	-58.33%
Close Price/List Price	100.00%	99.02%	99.47%	0.99%	0.53%
PSF Total	\$ 232	\$ 224	\$ 227	3.57%	2.20%
Attached					
Closed	33	52	51	-36.54%	-35.29%
Close Price - Average	\$ 847,801	\$ 880,414	\$ 854,328	-3.70%	-0.76%
Sales Volume	\$ 27,977,433	\$ 45,781,528	\$ 43,570,728	-38.89%	-35.79%
Days in MLS - Average	32	27	55	18.52%	-41.82%
Days in MLS - Median	13	11	27	18.18%	-51.85%
Close Price/List Price	99.09%	99.16%	99.26%	-0.07%	-0.17%
PSF Total	\$ 387	\$ 353	\$ 365	9.63%	6.03%

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)									
Closed	917	820	832	635	491	11.83%	-1.44%	31.02%	29.33%
Close Price - Average	\$ 843,889	\$ 844,869	\$ 851,810	\$ 844,891	\$ 844,341	-0.12%	-0.81%	0.82%	0.07%
Close Price - Median	\$ 835,000	\$ 835,000	\$ 847,500	\$ 835,000	\$ 837,500	0.00%	-1.47%	1.50%	-0.30%
Sales Volume	\$ 773,846,213	\$ 692,792,580	\$ 708,705,920	\$ 536,505,785	\$ 414,571,431	11.70%	-2.25%	32.10%	29.41%
Days in MLS - Average	45	50	55	65	69	-10.00%	-9.09%	-15.38%	-5.80%
Days in MLS - Median	13	19	16	29	35	-31.58%	18.75%	-44.83%	-17.14%
Close Price/List Price	99.08%	98.88%	99.09%	98.47%	98.58%	0.20%	-0.21%	0.63%	-0.11%
PSF Total	\$ 248	\$ 246	\$ 238	\$ 223	\$ 216	0.81%	3.36%	6.73%	3.24%
Detached									
Closed	761	666	689	550	406	14.26%	-3.34%	25.27%	35.47%
Close Price - Average	\$ 841,727	\$ 843,723	\$ 852,962	\$ 847,662	\$ 846,646	-0.24%	-1.08%	0.63%	0.12%
Close Price - Median	\$ 830,000	\$ 832,500	\$ 850,000	\$ 840,000	\$ 839,500	-0.30%	-2.06%	1.19%	0.06%
Sales Volume	\$ 640,554,247	\$ 561,919,518	\$ 587,690,818	\$ 466,214,100	\$ 343,738,276	13.99%	-4.39%	26.06%	35.63%
Days in MLS - Average	45	50	56	66	74	-10.00%	-10.71%	-15.15%	-10.81%
Days in MLS - Median	12	18	17	31	39	-33.33%	5.88%	-45.16%	-20.51%
Close Price/List Price	99.09%	98.88%	99.05%	98.37%	98.46%	0.21%	-0.17%	0.69%	-0.09%
PSF Total	\$ 226	\$ 225	\$ 218	\$ 209	\$ 193	0.44%	3.21%	4.31%	8.29%
Attached									
Closed	156	154	143	85	85	1.30%	7.69%	68.24%	0.00%
Close Price - Average	\$ 854,432	\$ 849,828	\$ 846,258	\$ 826,964	\$ 833,334	0.54%	0.42%	2.33%	-0.76%
Close Price - Median	\$ 858,418	\$ 849,250	\$ 835,000	\$ 810,000	\$ 809,000	1.08%	1.71%	3.09%	0.12%
Sales Volume	\$ 133,291,392	\$ 130,873,512	\$ 121,014,894	\$ 70,291,940	\$ 70,833,390	1.85%	8.15%	72.16%	-0.76%
Days in MLS - Average	42	53	55	57	47	-20.75%	-3.64%	-3.51%	21.28%
Days in MLS - Median	18	25	14	19	18	-28.00%	78.57%	-26.32%	5.56%
Close Price/List Price	99.02%	98.86%	99.29%	99.15%	99.12%	0.16%	-0.43%	0.14%	0.03%
PSF Total	\$ 356	\$ 337	\$ 336	\$ 311	\$ 323	5.64%	0.30%	8.04%	-3.72%

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

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

	Apr, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	963	1,316	1,185	-26.82%	-18.73%
Close Price - Average	\$ 593,822	\$ 593,221	\$ 596,234	0.10%	-0.40%
Sales Volume	\$ 571,850,586	\$ 780,678,836	\$ 706,537,290	-26.75%	-19.06%
Days in MLS - Average	25	35	35	-28.57%	-28.57%
Days in MLS - Median	6	9	12	-33.33%	-50.00%
Close Price/List Price	99.80%	99.90%	99.36%	-0.10%	0.44%
PSF Total	\$ 219	\$ 223	\$ 213	-1.79%	2.82%
Detached					
Closed	835	1,133	1,019	-26.30%	-18.06%
Close Price - Average	\$ 594,503	\$ 593,335	\$ 595,924	0.20%	-0.24%
Sales Volume	\$ 496,410,005	\$ 672,248,555	\$ 607,246,556	-26.16%	-18.25%
Days in MLS - Average	25	33	33	-24.24%	-24.24%
Days in MLS - Median	6	8	12	-25.00%	-50.00%
Close Price/List Price	99.86%	99.96%	99.36%	-0.10%	0.50%
PSF Total	\$ 200	\$ 202	\$ 193	-0.99%	3.63%
Attached					
Closed	128	183	166	-30.05%	-22.89%
Close Price - Average	\$ 589,380	\$ 592,517	\$ 598,142	-0.53%	-1.46%
Sales Volume	\$ 75,440,640	\$ 108,430,611	\$ 99,291,572	-30.42%	-24.02%
Days in MLS - Average	29	47	47	-38.30%	-38.30%
Days in MLS - Median	8	14	17	-42.86%	-52.94%
Close Price/List Price	99.39%	99.56%	99.33%	-0.17%	0.06%
PSF Total	\$ 348	\$ 357	\$ 334	-2.52%	4.19%

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)									
Closed	4,022	3,449	3,487	2,705	1,992	16.61%	-1.09%	28.91%	35.79%
Close Price - Average	\$ 593,181	\$ 594,124	\$ 592,192	\$ 590,136	\$ 593,141	-0.16%	0.33%	0.35%	-0.51%
Close Price - Median	\$ 580,000	\$ 582,500	\$ 579,648	\$ 575,000	\$ 580,000	-0.43%	0.49%	0.81%	-0.86%
Sales Volume	\$ 2,385,773,982	\$ 2,049,133,676	\$ 2,064,973,504	\$ 1,596,317,880	\$ 1,181,536,872	16.43%	-0.77%	29.36%	35.11%
Days in MLS - Average	40	42	40	47	54	-4.76%	5.00%	-14.89%	-12.96%
Days in MLS - Median	13	18	12	19	23	-27.78%	50.00%	-36.84%	-17.39%
Close Price/List Price	99.52%	99.11%	99.78%	99.30%	99.04%	0.41%	-0.67%	0.48%	0.26%
PSF Total	\$ 220	\$ 211	\$ 211	\$ 195	\$ 186	4.27%	0.00%	8.21%	4.84%
Detached									
Closed	3,444	2,985	2,937	2,339	1,715	15.38%	1.63%	25.57%	36.38%
Close Price - Average	\$ 593,282	\$ 593,983	\$ 592,183	\$ 589,219	\$ 592,090	-0.12%	0.30%	0.50%	-0.48%
Close Price - Median	\$ 580,000	\$ 582,500	\$ 580,000	\$ 575,000	\$ 580,000	-0.43%	0.43%	0.87%	-0.86%
Sales Volume	\$ 2,043,263,208	\$ 1,773,039,255	\$ 1,739,241,471	\$ 1,378,183,241	\$ 1,015,434,350	15.24%	1.94%	26.20%	35.72%
Days in MLS - Average	38	41	38	46	54	-7.32%	7.89%	-17.39%	-14.81%
Days in MLS - Median	12	17	11	18	22	-29.41%	54.55%	-38.89%	-18.18%
Close Price/List Price	99.55%	99.12%	99.81%	99.32%	99.03%	0.43%	-0.69%	0.49%	0.29%
PSF Total	\$ 198	\$ 193	\$ 190	\$ 177	\$ 168	2.59%	1.58%	7.34%	5.36%
Attached									
Closed	578	464	550	366	277	24.57%	-15.64%	50.27%	32.13%
Close Price - Average	\$ 592,582	\$ 595,027	\$ 592,237	\$ 595,993	\$ 599,648	-0.41%	0.47%	-0.63%	-0.61%
Close Price - Median	\$ 575,000	\$ 583,500	\$ 575,000	\$ 587,277	\$ 590,000	-1.46%	1.48%	-2.09%	-0.46%
Sales Volume	\$ 342,512,396	\$ 276,092,528	\$ 325,730,350	\$ 218,133,438	\$ 166,102,496	24.06%	-15.24%	49.33%	31.32%
Days in MLS - Average	51	48	55	55	56	6.25%	-12.73%	0.00%	-1.79%
Days in MLS - Median	18	23	18	25	27	-21.74%	27.78%	-28.00%	-7.41%
Close Price/List Price	99.36%	99.03%	99.66%	99.17%	99.06%	0.33%	-0.63%	0.49%	0.11%
PSF Total	\$ 353	\$ 327	\$ 331	\$ 309	\$ 297	7.95%	-1.21%	7.12%	4.04%

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

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

	Apr, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	1,751	2,231	2,556	-21.52%	-31.49%
Close Price - Average	\$ 400,232	\$ 400,907	\$ 394,530	-0.17%	1.45%
Sales Volume	\$ 700,806,232	\$ 894,423,517	\$ 1,008,418,680	-21.65%	-30.50%
Days in MLS - Average	14	23	24	-39.13%	-41.67%
Days in MLS - Median	4	5	7	-20.00%	-42.86%
Close Price/List Price	100.50%	100.43%	100.01%	0.07%	0.49%
PSF Total	\$ 221	\$ 224	\$ 213	-1.34%	3.76%
Detached					
Closed	1,338	1,641	1,996	-18.46%	-32.97%
Close Price - Average	\$ 409,561	\$ 410,461	\$ 401,632	-0.22%	1.97%
Sales Volume	\$ 547,992,618	\$ 673,566,501	\$ 801,657,472	-18.64%	-31.64%
Days in MLS - Average	12	21	23	-42.86%	-47.83%
Days in MLS - Median	4	5	6	-20.00%	-33.33%
Close Price/List Price	100.65%	100.65%	100.08%	0.00%	0.57%
PSF Total	\$ 212	\$ 210	\$ 200	0.95%	6.00%
Attached					
Closed	413	590	560	-30.00%	-26.25%
Close Price - Average	\$ 370,011	\$ 374,333	\$ 369,216	-1.15%	0.22%
Sales Volume	\$ 152,814,543	\$ 220,856,470	\$ 206,760,960	-30.81%	-26.09%
Days in MLS - Average	20	31	27	-35.48%	-25.93%
Days in MLS - Median	6	7	9	-14.29%	-33.33%
Close Price/List Price	99.98%	99.83%	99.76%	0.15%	0.22%
PSF Total	\$ 249	\$ 262	\$ 256	-4.96%	-2.73%

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)									
Closed	7,482	8,240	7,932	7,603	6,648	-9.20%	3.88%	4.33%	14.37%
Close Price - Average	\$ 399,774	\$ 392,444	\$ 391,456	\$ 386,652	\$ 382,729	1.87%	0.25%	1.24%	1.03%
Close Price - Median	\$ 400,000	\$ 390,000	\$ 389,900	\$ 380,000	\$ 375,000	2.56%	0.03%	2.61%	1.33%
Sales Volume	\$ 2,991,109,068	\$ 3,233,738,560	\$ 3,105,028,992	\$ 2,939,715,156	\$ 2,544,382,392	-7.50%	4.15%	5.62%	15.54%
Days in MLS - Average	26	30	20	24	28	-13.33%	50.00%	-16.67%	-14.29%
Days in MLS - Median	7	11	6	6	7	-36.36%	83.33%	0.00%	-14.29%
Close Price/List Price	100.05%	99.57%	100.75%	100.35%	100.18%	0.48%	-1.17%	0.40%	0.17%
PSF Total	\$ 220	\$ 208	\$ 203	\$ 183	\$ 168	5.77%	2.46%	10.93%	8.93%
Detached									
Closed	5,608	6,501	6,267	6,333	5,666	-13.74%	3.73%	-1.04%	11.77%
Close Price - Average	\$ 408,158	\$ 397,652	\$ 395,217	\$ 388,167	\$ 383,889	2.64%	0.62%	1.82%	1.11%
Close Price - Median	\$ 410,000	\$ 396,000	\$ 392,500	\$ 383,000	\$ 376,520	3.54%	0.89%	2.48%	1.72%
Sales Volume	\$ 2,288,950,064	\$ 2,585,135,652	\$ 2,476,824,939	\$ 2,458,261,611	\$ 2,175,115,074	-11.46%	4.37%	0.76%	13.02%
Days in MLS - Average	24	29	19	23	28	-17.24%	52.63%	-17.39%	-17.86%
Days in MLS - Median	6	10	5	6	7	-40.00%	100.00%	-16.67%	-14.29%
Close Price/List Price	100.19%	99.57%	100.78%	100.39%	100.18%	0.62%	-1.20%	0.39%	0.21%
PSF Total	\$ 207	\$ 195	\$ 188	\$ 171	\$ 156	6.15%	3.72%	9.94%	9.62%
Attached									
Closed	1,874	1,739	1,665	1,270	982	7.76%	4.44%	31.10%	29.33%
Close Price - Average	\$ 374,684	\$ 372,972	\$ 377,299	\$ 379,097	\$ 376,035	0.46%	-1.15%	-0.47%	0.81%
Close Price - Median	\$ 365,000	\$ 362,500	\$ 370,000	\$ 372,000	\$ 368,096	0.69%	-2.03%	-0.54%	1.06%
Sales Volume	\$ 702,157,816	\$ 648,598,308	\$ 628,202,835	\$ 481,453,190	\$ 369,266,370	8.26%	3.25%	30.48%	30.38%
Days in MLS - Average	33	32	26	30	31	3.13%	23.08%	-13.33%	-3.23%
Days in MLS - Median	10	12	6	7	8	-16.67%	100.00%	-14.29%	-12.50%
Close Price/List Price	99.64%	99.53%	100.63%	100.15%	100.18%	0.11%	-1.09%	0.48%	-0.03%
PSF Total	\$ 259	\$ 255	\$ 260	\$ 249	\$ 242	1.57%	-1.92%	4.42%	2.89%