

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

Denver Metro Real Estate Market Trends Report

March 2020



MARKET OVERVIEW

The March report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the February 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	4,835	-2.15%	-19.64%
Closed Homes	3,429	3.16%	-2.34%
Close Price - Average	\$487,009	2.21%	5.04%
Close Price - Median	\$430,000	2.38%	7.50%
Days in MLS - Average	39	-15.22%	0.00%



Detached

Active Listings at Month End	3,201	-2.91%	-21.96%
Closed Homes	2,312	1.36%	-5.36%
Close Price - Average	\$544,054	2.51%	5.92%
Close Price - Median	\$469,900	2.33%	8.02%
Days in MLS - Average	37	-17.78%	-11.90%



Attached

Active Listings at Month End	1,634	-0.61%	-14.67%
Closed Homes	1,117	7.09%	4.59%
Close Price - Average	\$368,936	3.11%	5.64%
Close Price - Median	\$315,000	3.28%	5.35%
Days in MLS - Average	41	-10.87%	20.59%



MARKET INSIGHTS

✓ Quick Stats:

- Average active listings for February was 13,780 (1985-2019).
- Record-high February was 2006 with 25,484 listings and the record-low was 2016 with 3,963 listings. February 2020 ended with 4,835 active attached and detached listings.
- The 20-year historical average increase in active listing from January to February is 1.84 percent. 2020 represents a decrease of 2.15 percent.

✓ Local News:

- Investment properties continue to be a hot commodity. While investors are hoping the market stays hot, REALTORS® working with traditional buyers are worried that buyers are paying more than they should in the face of a possible economic downturn.
- The buyer side of the market continues to be tight with multiple offers on the rise. Ensure your buyers are prepared to go in swinging and know what to expect with current market conditions.
- Some brokerages are offering new ways to help home sellers get their homes ready to sell without having to pay upfront, such as installing new carpet, painting, updating kitchens and more.

✓ Statistics:

- Fifty-nine percent of Americans said they are financially better off now than they were a year ago, 20 percent said they were worse off and 21 percent said things have not changed. Fifty-nine percent is the highest positive response rate ever recorded by Gallup, breaking the previous peak of 58 percent in 1999.
- In January, 46.2 percent of the properties that closed paid a seller concession. This compares to 39.6 percent in 2019 and 32.9 percent in 2018. The average concession was \$3,805. Sixty-eight percent of FHA buyers received a seller

concession and surprisingly 15.6 percent of cash buyers also received a concession.

- New home builds continue to increase, up eight percent year over year. Add to this the two percent revision last month giving us a full 10 percent year-over-year increase nationally.
- Appreciation is jumping up! The Federal Housing Finance Agency presented a 0.6 percent jump in only one month. If buyers are sitting on the fence, remind them that the same home they are looking at now will cost them more this spring!

✓ Mortgage News:

- Mortgage rates continue to drop as they hit an eight-year low at the end of February. The average rate, as quoted by Freddie Mac, hit 3.45 percent with 0.7 percent discount.
- Mortgage purchase applications were up 10.2 percent year over year at the end of February. Demand is still strong as lower rates improve affordability.

✓ Rankings:

- Denver has the nation's number three job market in the U.S., as reported by The Wall Street Journal.

✓ Warnings:

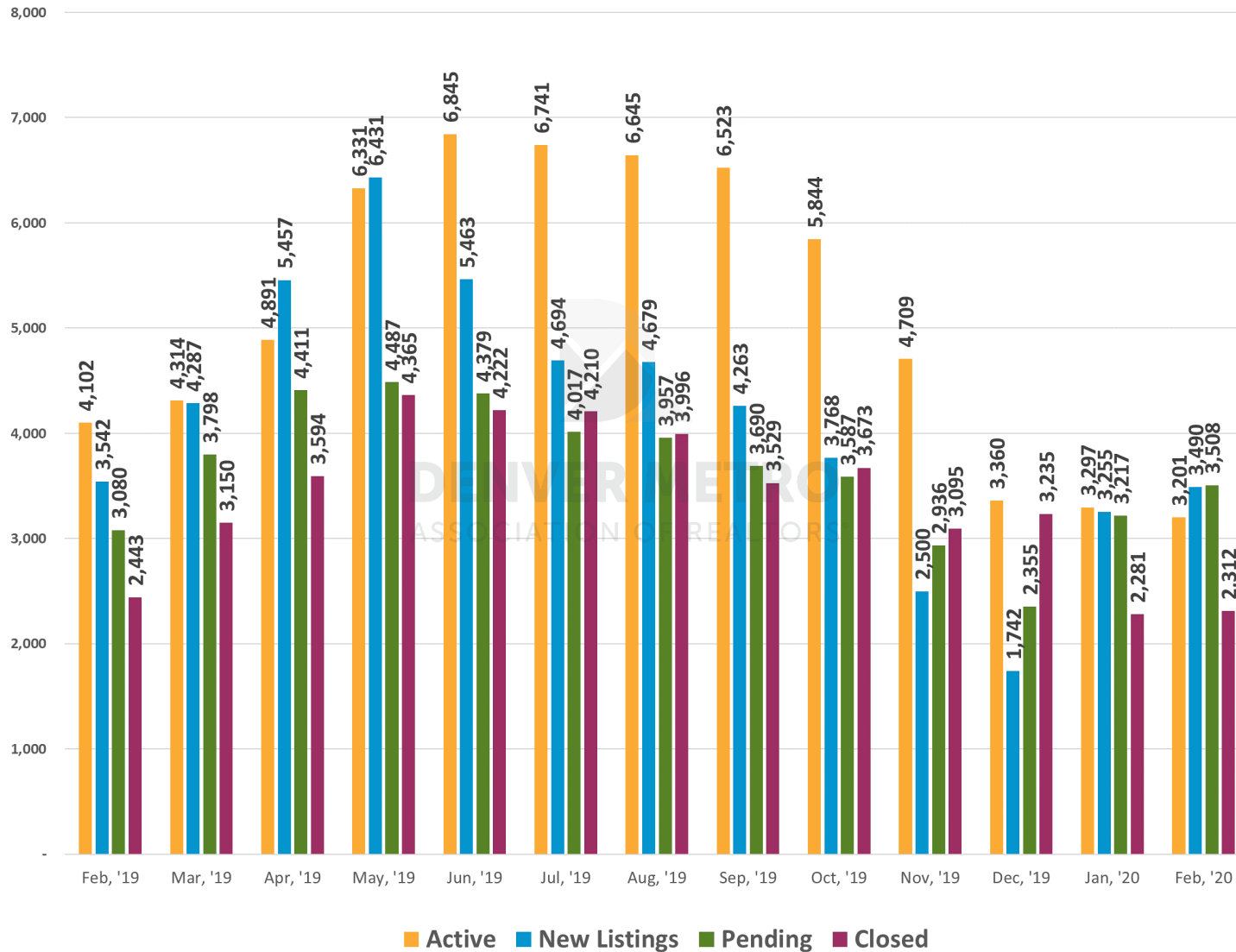
- With fears of coronavirus spreading, be mindful when meeting clients and hosting open houses. Remember to wash your hands, keep disinfectant wipes nearby, have hand sanitizer available and avoid shaking hands.
- Email phishing scams remain a threat, and no one is immune. Barbara Corcoran, real estate mogul and ABC's *Shark Tank* business expert, was recently a victim resulting in a loss of nearly \$400,000.

Detached Single-Family

DMAR Market Trends | February 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

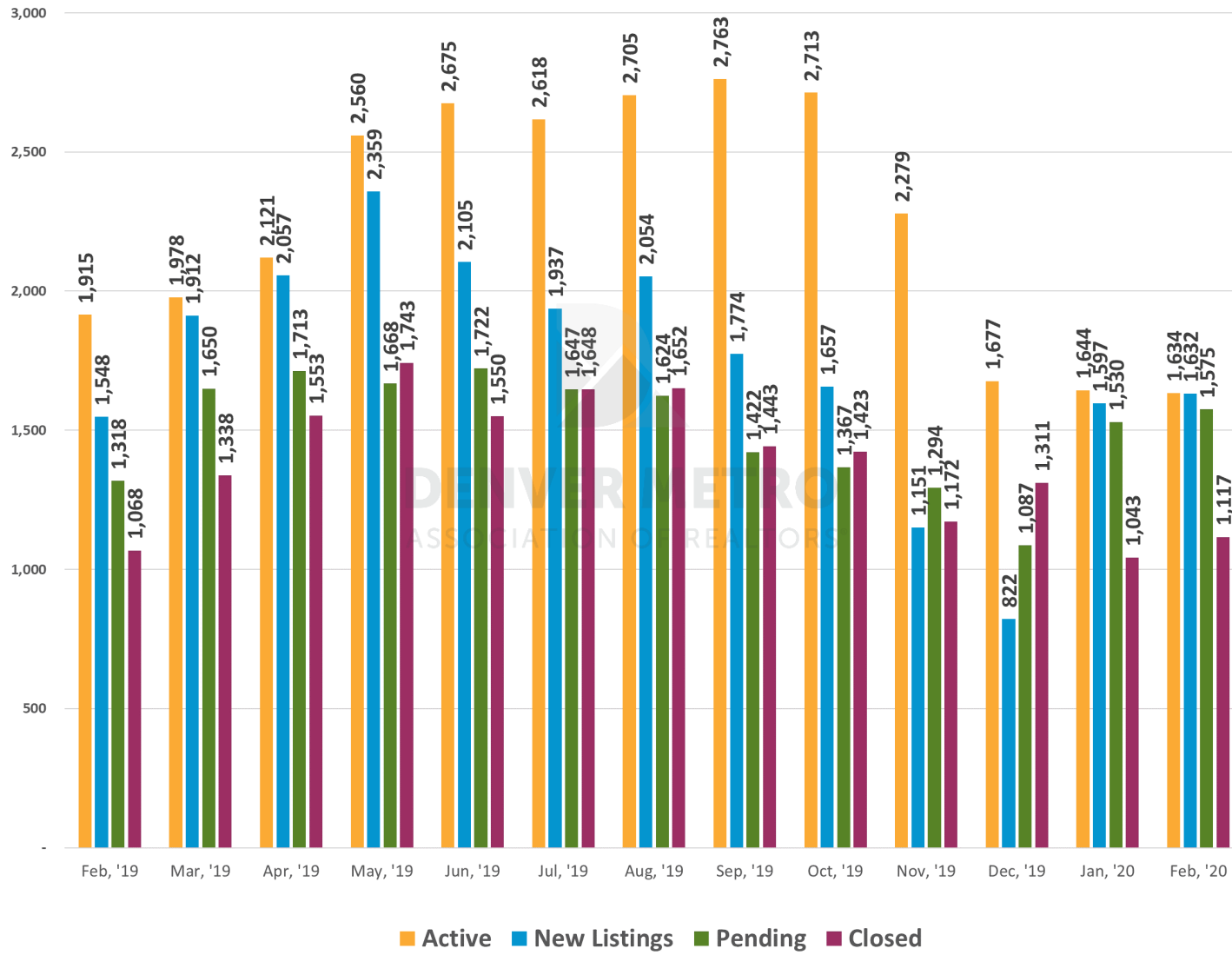


Attached Single-Family

DMAR Market Trends | February 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

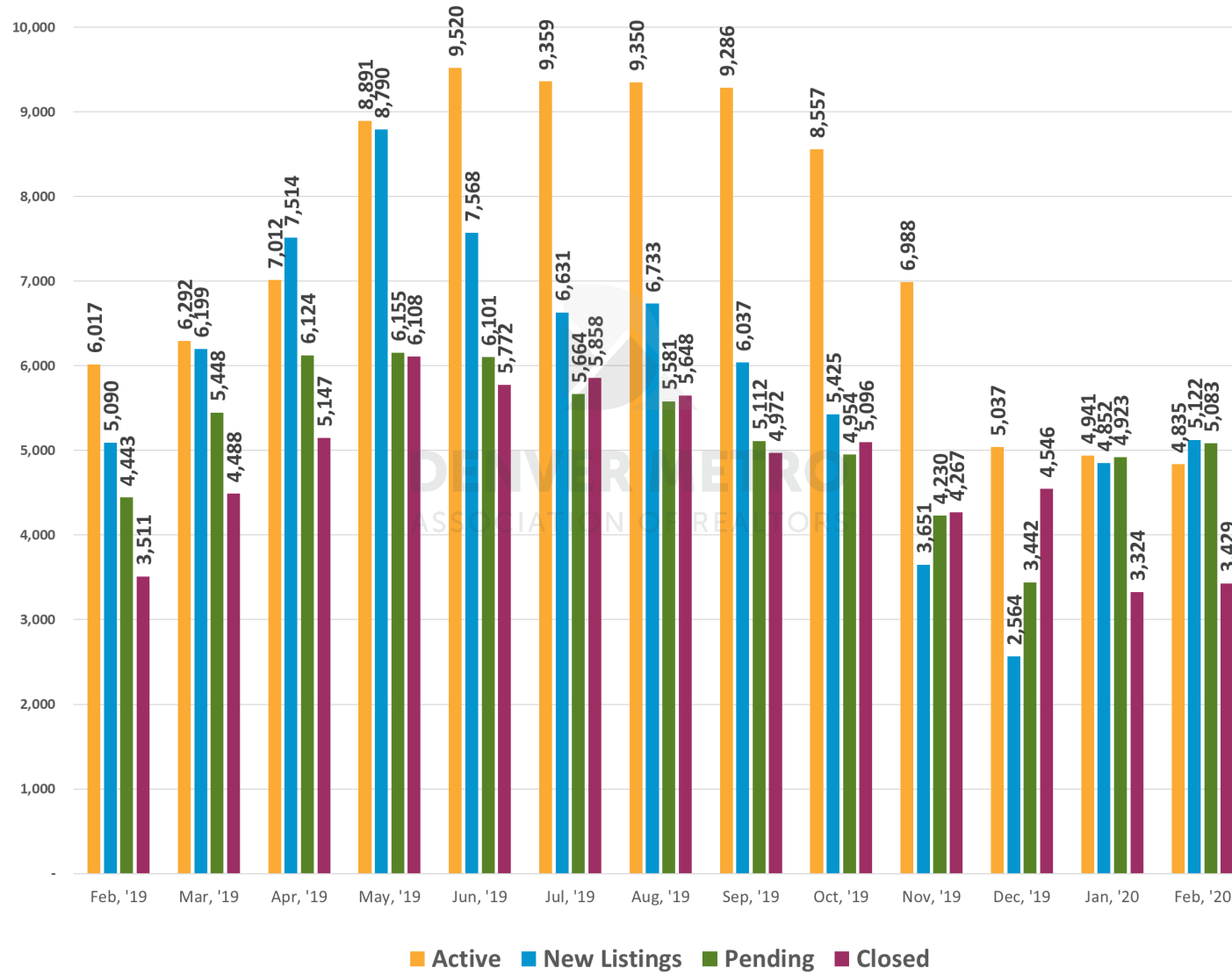


Residential (Detached + Attached)

DMAR Market Trends | February 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



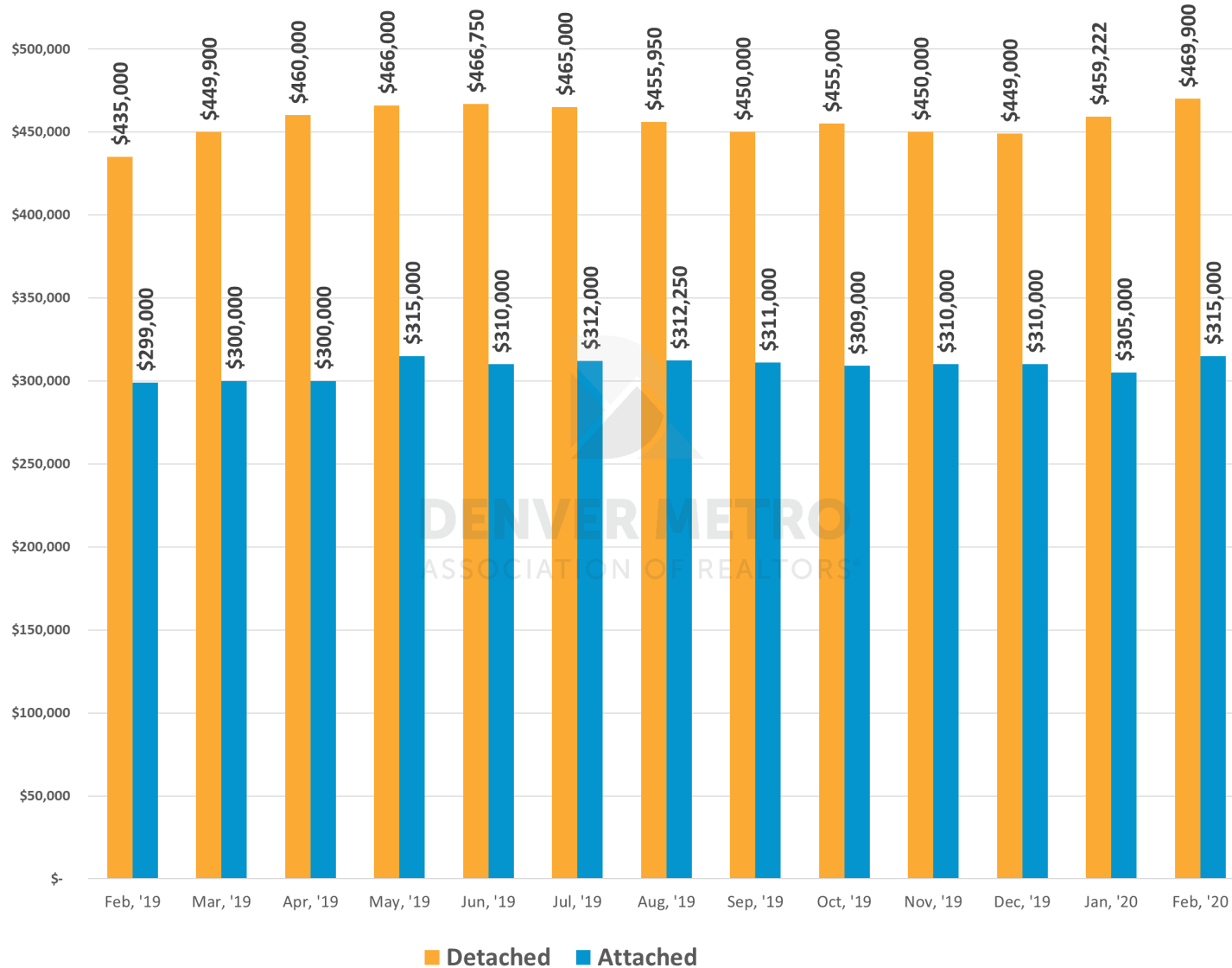
■ Active ■ New Listings ■ Pending ■ Closed

Median Close Price

DMAR Market Trends | February 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

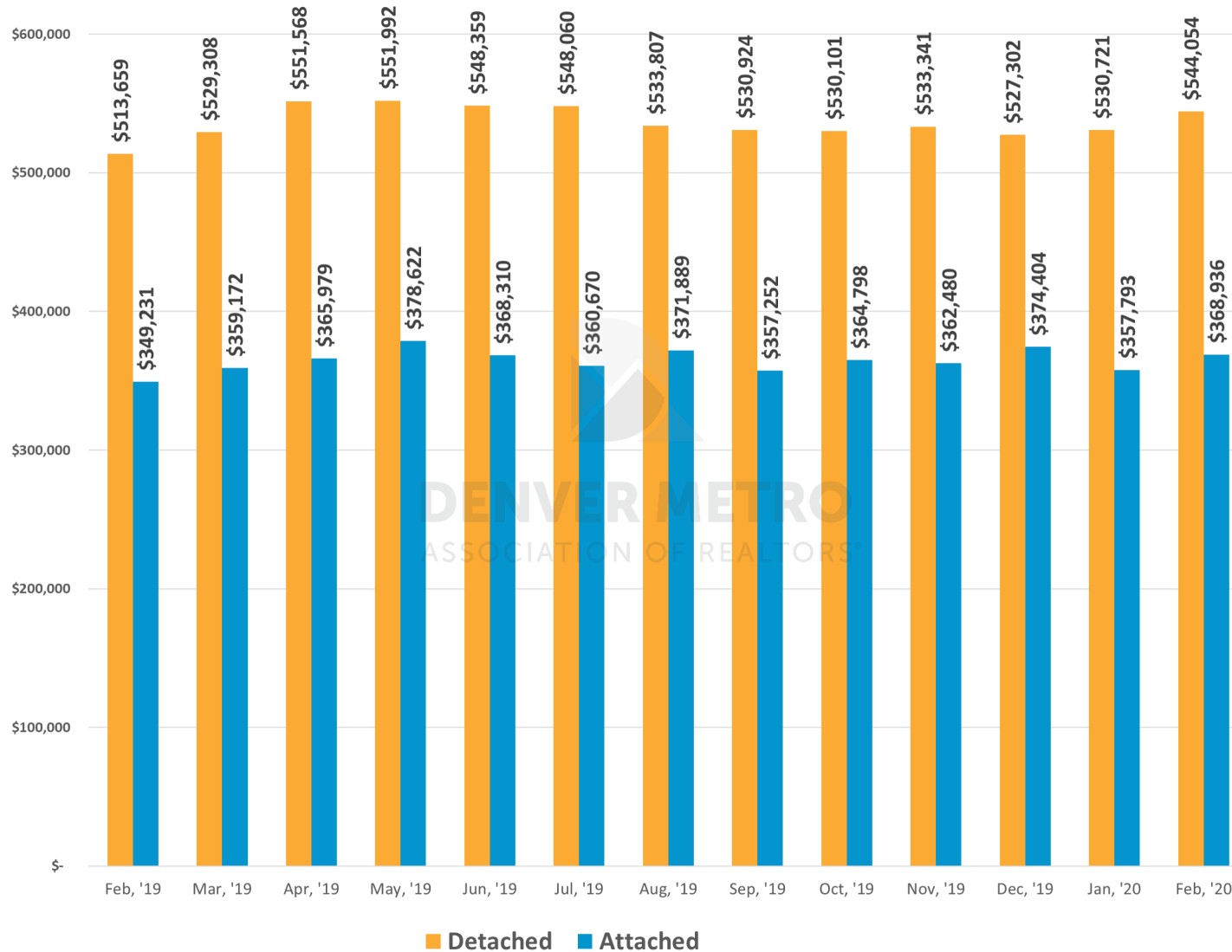


Average Close Price

DMAR Market Trends | February 2020 Data

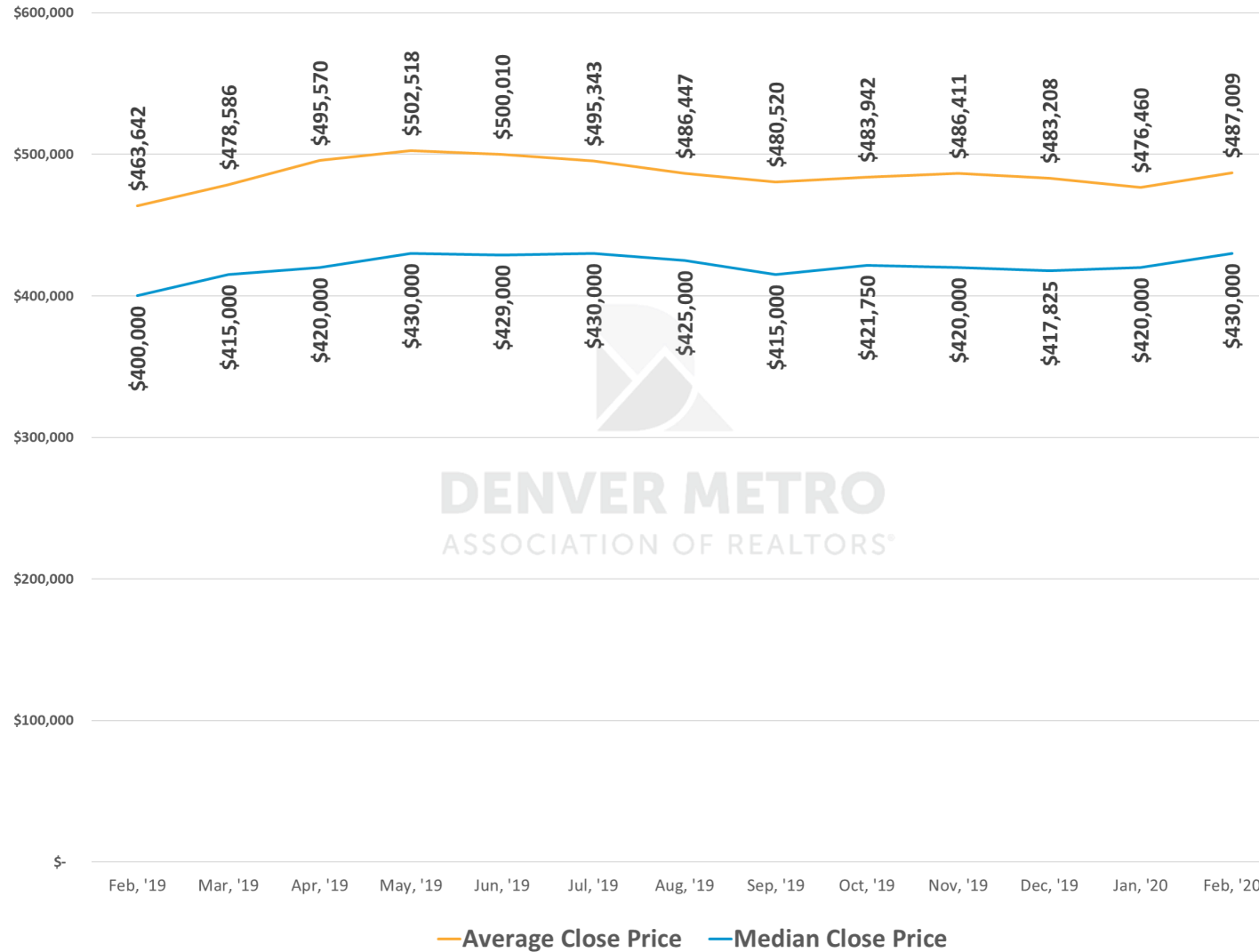
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Residential Close Price

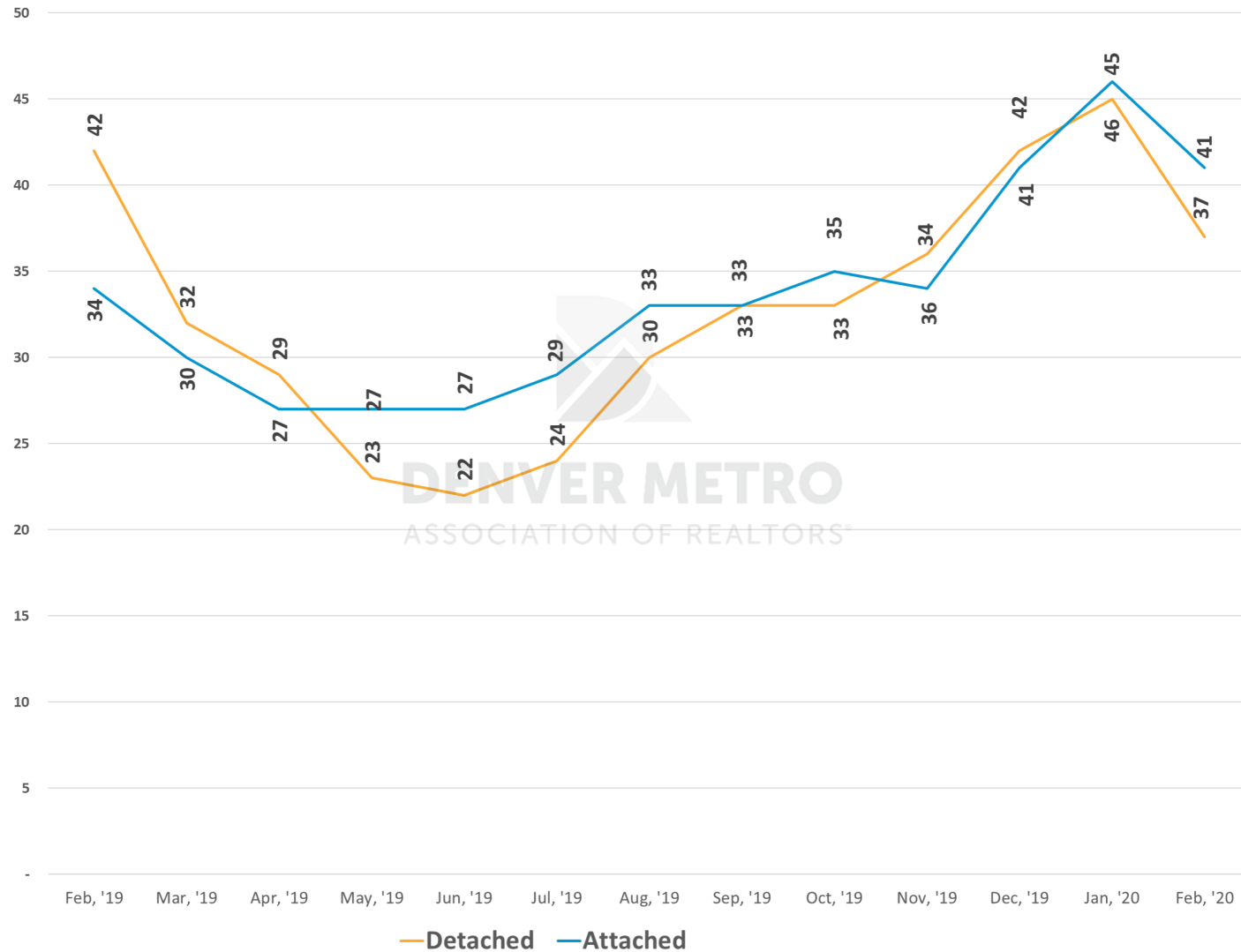
DMAR Market Trends | February 2020 Data
 Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



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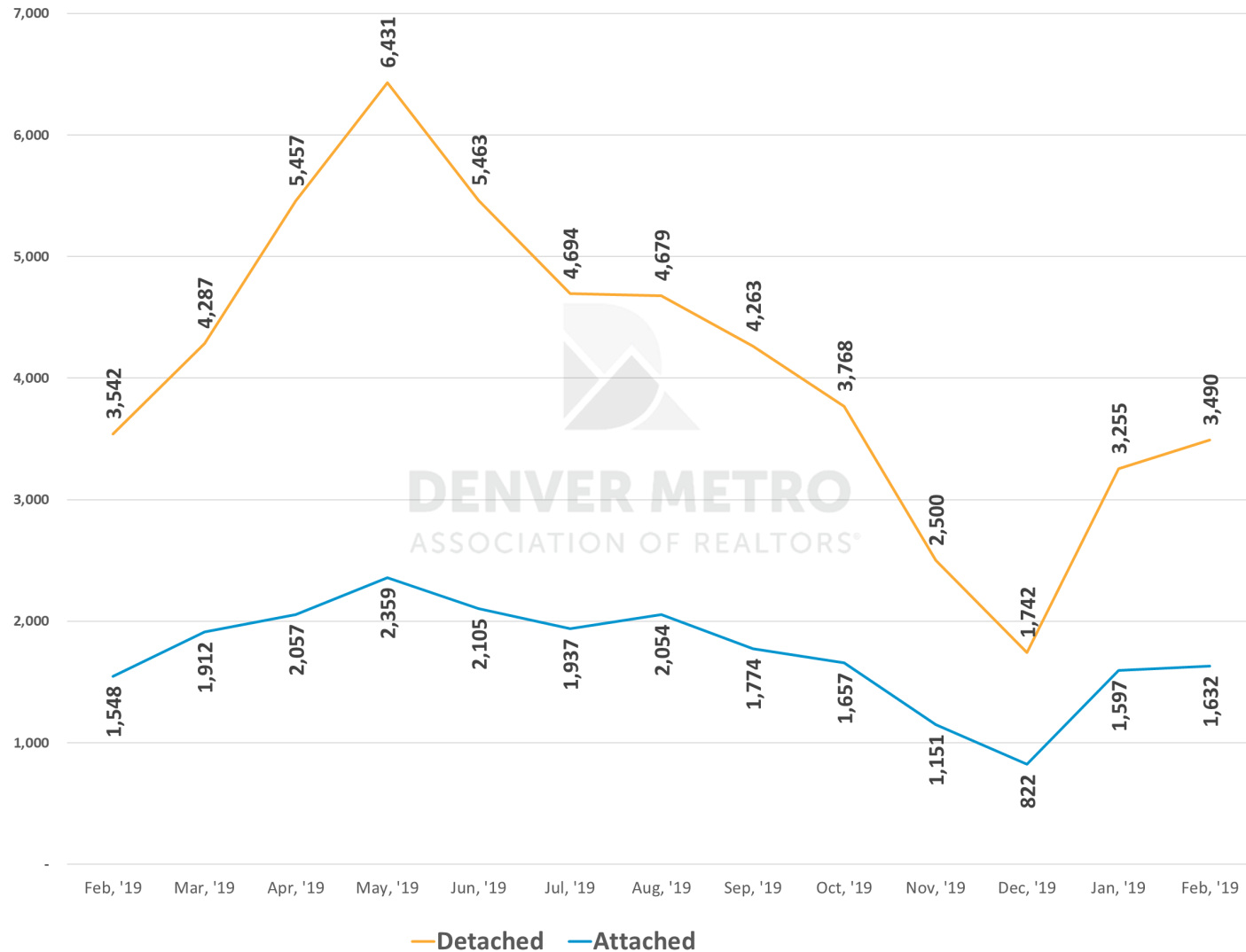
Average Days in MLS

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



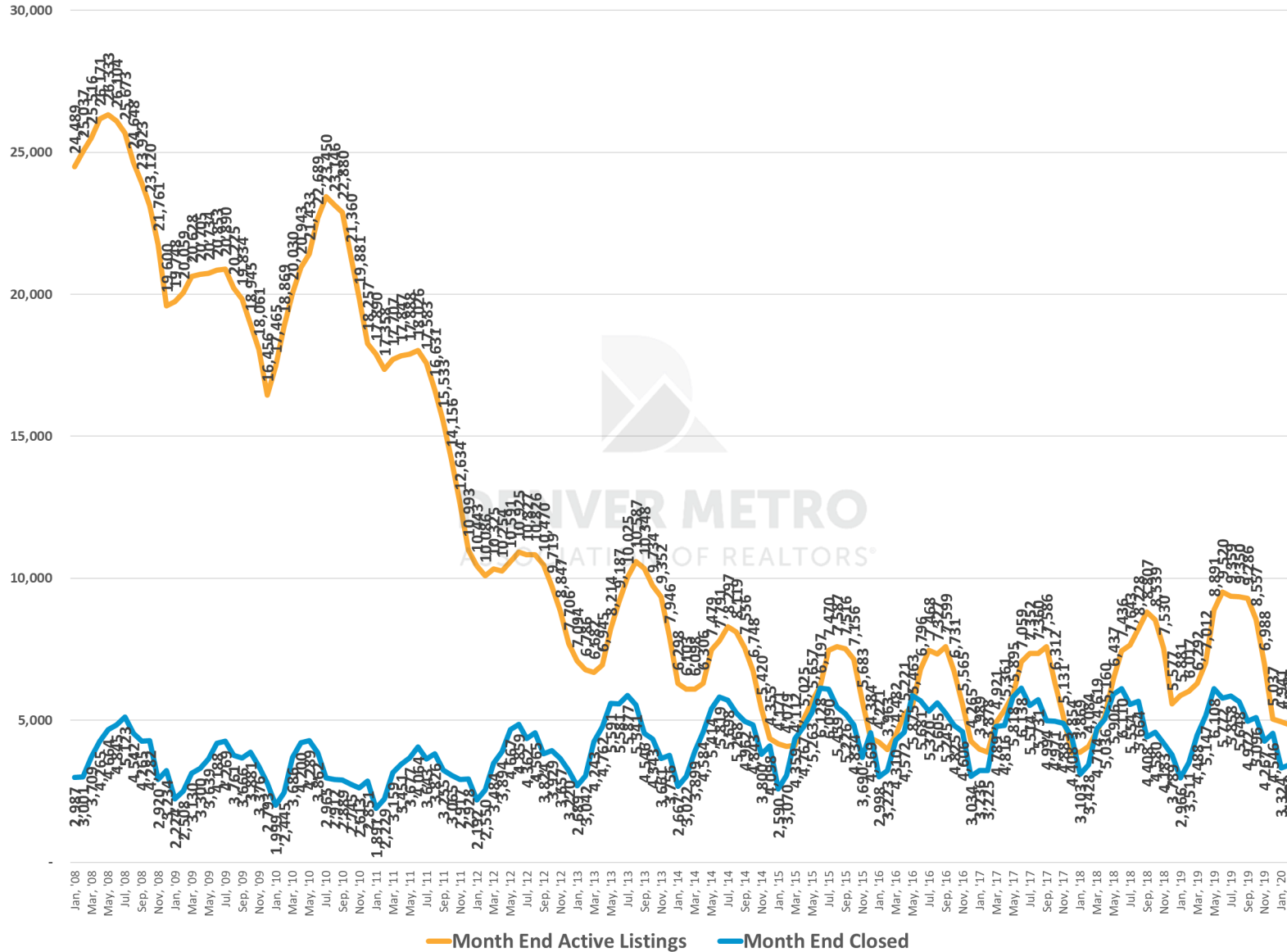
New Listings

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



Month End Active Listings and Month End Closed Homes

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



RE/MAX ALLIANCE Compliments of: **ANTHONY RAEI / 303.520.3179**

DATA SNAPSHOT

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

	Feb, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	4,835	4,941	6,017	-2.15%	-19.64%
New Listings	5,122	4,852	5,090	5.56%	0.63%
Pending	5,083	4,747	4,398	7.08%	15.58%
Closed	3,429	3,324	3,511	3.16%	-2.34%
Close Price - Average	\$ 487,009	\$ 476,460	\$ 463,642	2.21%	5.04%
Close Price - Median	\$ 430,000	\$ 420,000	\$ 400,000	2.38%	7.50%
Sales Volume	\$ 1,669,953,861	\$ 1,583,753,040	\$ 1,627,847,062	5.44%	2.59%
Days in MLS - Average	39	46	39	-15.22%	0.00%
Days in MLS - Median	12	27	15	-55.56%	-20.00%
Close Price/List Price	99.31%	98.85%	99.04%	0.47%	0.27%
Detached					
Active Listings at Month End	3,201	3,297	4,102	-2.91%	-21.96%
New Listings	3,490	3,255	3,542	7.22%	-1.47%
Pending	3,508	3,217	3,080	9.05%	13.90%
Closed	2,312	2,281	2,443	1.36%	-5.36%
Close Price - Average	\$ 544,054	\$ 530,721	\$ 513,659	2.51%	5.92%
Close Price - Median	\$ 469,900	\$ 459,222	\$ 435,000	2.33%	8.02%
Sales Volume	\$ 1,257,852,848	\$ 1,210,574,601	\$ 1,254,868,937	3.91%	0.24%
Days in MLS - Average	37	45	42	-17.78%	-11.90%
Days in MLS - Median	11	24	16	-54.17%	-31.25%
Close Price/List Price	99.26%	98.81%	99.01%	0.46%	0.25%
Attached					
Active Listings at Month End	1,634	1,644	1,915	-0.61%	-14.67%
New Listings	1,632	1,597	1,548	2.19%	5.43%
Pending	1,575	1,530	1,318	2.94%	19.50%
Closed	1,117	1,043	1,068	7.09%	4.59%
Close Price - Average	\$ 368,936	\$ 357,793	\$ 349,231	3.11%	5.64%
Close Price - Median	\$ 315,000	\$ 305,000	\$ 299,000	3.28%	5.35%
Sales Volume	\$ 412,101,512	\$ 373,178,099	\$ 372,978,708	10.43%	10.49%
Days in MLS - Average	41	46	34	-10.87%	20.59%
Days in MLS - Median	14	31	13	-54.84%	7.69%
Close Price/List Price	99.42%	98.94%	99.11%	0.49%	0.31%

FEBRUARY 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	4,835	6,017	4,084	3,878	3,963	-19.64%	47.33%	5.31%	-2.14%
New Listings	9,974	9,917	8,962	8,524	8,270	0.57%	10.66%	5.14%	3.07%
Closed	6,753	6,479	6,529	6,548	6,289	4.23%	-0.77%	-0.29%	4.12%
Close Price - Average	\$ 481,817	\$ 460,926	\$ 454,760	\$ 404,436	\$ 375,397	4.53%	1.36%	12.44%	7.74%
Close Price - Median	\$ 425,000	\$ 400,000	\$ 395,000	\$ 354,950	\$ 325,000	6.25%	1.27%	11.28%	9.22%
Sales Volume	\$ 3,253,710,201	\$ 2,986,339,554	\$ 2,969,128,040	\$ 2,648,246,928	\$ 2,360,871,733	8.95%	0.58%	12.12%	12.17%
Days in MLS - Average	42	41	34	35	35	2.44%	20.59%	-2.86%	0.00%
Days in MLS - Median	20	21	8	12	13	-4.76%	162.50%	-33.33%	-7.69%
Close Price/List Price	99.09%	98.83%	99.72%	99.51%	99.42%	0.26%	-0.89%	0.21%	0.09%
Detached									
Active Listings at Month End	3,201	4,102	3,015	2,918	3,158	-21.96%	36.05%	3.32%	-7.60%
New Listings	6,745	6,843	6,310	5,995	5,877	-1.43%	8.45%	5.25%	2.01%
Closed	4,593	4,560	4,507	4,623	4,477	0.72%	1.18%	-2.51%	3.26%
Close Price - Average	\$ 537,433	\$ 506,464	\$ 502,584	\$ 450,354	\$ 415,019	6.11%	0.77%	11.60%	8.51%
Close Price - Median	\$ 465,000	\$ 430,000	\$ 428,000	\$ 387,500	\$ 355,000	8.14%	0.47%	10.45%	9.15%
Sales Volume	\$ 2,468,429,769	\$ 2,309,475,840	\$ 2,265,146,088	\$ 2,081,986,542	\$ 1,858,040,063	6.88%	1.96%	8.80%	12.05%
Days in MLS - Average	41	43	35	38	39	-4.65%	22.86%	-7.89%	-2.56%
Days in MLS - Median	18	23	9	15	17	-21.74%	155.56%	-40.00%	-11.76%
Close Price/List Price	99.04%	98.78%	99.61%	99.34%	99.20%	0.26%	-0.83%	0.27%	0.14%
Attached									
Active Listings at Month End	1,634	1,915	1,069	960	805	-14.67%	79.14%	11.35%	19.25%
New Listings	3,229	3,074	2,652	2,529	2,393	5.04%	15.91%	4.86%	5.68%
Closed	2,160	1,919	2,022	1,925	1,812	12.56%	-5.09%	5.04%	6.24%
Close Price - Average	\$ 363,555	\$ 352,717	\$ 348,161	\$ 294,161	\$ 277,500	3.07%	1.31%	18.36%	6.00%
Close Price - Median	\$ 311,250	\$ 297,000	\$ 295,000	\$ 249,900	\$ 224,000	4.80%	0.68%	18.05%	11.56%
Sales Volume	\$ 785,278,800	\$ 676,863,923	\$ 703,981,542	\$ 566,259,925	\$ 502,830,000	16.02%	-3.85%	24.32%	12.61%
Days in MLS - Average	44	37	29	27	25	18.92%	27.59%	7.41%	8.00%
Days in MLS - Median	23	18	7	7	7	27.78%	157.14%	0.00%	0.00%
Close Price/List Price	99.19%	98.95%	99.96%	99.90%	99.95%	0.24%	-1.01%	0.06%	-0.05%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	6	5	0.83	-	3	
	\$100,000 to \$199,999	8	18	2.25	132	113	0.86
	\$200,000 to \$299,999	93	69	0.74	373	312	0.84
	\$300,000 to \$399,999	529	268	0.51	279	329	1.18
	\$400,000 to \$499,999	704	605	0.86	139	313	2.25
	\$500,000 to \$749,999	711	1,095	1.54	138	295	2.14
	\$750,000 to \$999,999	135	438	3.24	41	142	3.46
	\$1,000,000 and over	126	703	5.58	15	127	8.47
	TOTALS	2,312	3,201	1.38	1,117	1,634	1.46

	Price Range	Detached		% change	Attached		% change
		Closed Feb, '20	Closed Jan, '20		Closed Feb, '20	Closed Jan, '20	
Month-Over-Month	\$0 to \$99,999	6	2	200.00%	-	-	
	\$100,000 to \$199,999	8	12	-33.33%	132	124	6.45%
	\$200,000 to \$299,999	93	127	-26.77%	373	370	0.81%
	\$300,000 to \$399,999	529	570	-7.19%	279	261	6.90%
	\$400,000 to \$499,999	704	648	8.64%	139	136	2.21%
	\$500,000 to \$749,999	711	676	5.18%	138	112	23.21%
	\$750,000 to \$999,999	135	141	-4.26%	41	26	57.69%
	\$1,000,000 and over	126	105	20.00%	15	14	7.14%
	TOTALS	2,312	2,281	1.36%	1,117	1,043	7.09%

	Price Range	Detached		% change	Attached		% change
		YTD Feb, '20	YTD Feb, '19		YTD Feb, '20	YTD Feb, '19	
Year-Over-Year	\$0 to \$99,999	8	4	100.00%	-	5	-100.00%
	\$100,000 to \$199,999	20	22	-9.09%	256	242	5.79%
	\$200,000 to \$299,999	220	296	-25.68%	743	734	1.23%
	\$300,000 to \$399,999	1,099	1,470	-25.24%	540	459	17.65%
	\$400,000 to \$499,999	1,352	1,225	10.37%	275	224	22.77%
	\$500,000 to \$749,999	1,387	1,108	25.18%	250	175	42.86%
	\$750,000 to \$999,999	276	233	18.45%	67	57	17.54%
	\$1,000,000 and over	231	202	14.36%	29	23	26.09%
	TOTALS	4,593	4,560	0.72%	2,160	1,919	12.56%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	141	119	130	18.49%	8.46%
Close Price - Average	\$ 1,528,032	\$ 1,539,585	\$ 1,532,066	-0.75%	-0.26%
Sales Volume	\$ 215,452,512	\$ 183,210,615	\$ 199,168,580	17.60%	8.18%
Days in MLS - Average	76	89	85	-14.61%	-10.59%
Days in MLS - Median	47	55	47	-14.55%	0.00%
Close Price/List Price	96.63%	95.95%	97.50%	0.71%	-0.89%
PSF Total	\$ 361	\$ 366	\$ 324	-1.37%	11.42%
Detached					
Closed	126	105	117	20.00%	7.69%
Close Price - Average	\$ 1,540,025	\$ 1,540,003	\$ 1,540,003	0.00%	0.00%
Sales Volume	\$ 194,043,150	\$ 161,700,315	\$ 180,180,351	20.00%	7.69%
Days in MLS - Average	73	91	82	-19.78%	-10.98%
Days in MLS - Median	43	54	36	-20.37%	19.44%
Close Price/List Price	96.67%	95.83%	97.68%	0.88%	-1.03%
PSF Total	\$ 330	\$ 329	\$ 297	0.30%	11.11%
Attached					
Closed	15	14	13	7.14%	15.38%
Close Price - Average	\$ 1,427,292	\$ 1,536,451	\$ 1,483,675	-7.10%	-3.80%
Sales Volume	\$ 21,409,380	\$ 21,510,314	\$ 19,287,775	-0.47%	11.00%
Days in MLS - Average	103	79	107	30.38%	-3.74%
Days in MLS - Median	89	69	84	28.99%	5.95%
Close Price/List Price	96.35%	96.82%	95.88%	-0.49%	0.49%
PSF Total	\$ 620	\$ 648	\$ 565	-4.32%	9.73%

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	260	225	238	157	146	15.56%	-5.46%	51.59%	7.53%
Close Price - Average	\$ 1,533,320	\$ 1,570,821	\$ 1,499,323	\$ 1,580,701	\$ 1,602,932	-2.39%	4.77%	-5.15%	-1.39%
Close Price - Median	\$ 1,275,000	\$ 1,290,000	\$ 1,300,000	\$ 1,290,000	\$ 1,356,506	-1.16%	-0.77%	0.78%	-4.90%
Sales Volume	\$ 398,663,200	\$ 353,434,725	\$ 356,838,874	\$ 248,170,057	\$ 234,028,072	12.80%	-0.95%	43.79%	6.04%
Days in MLS - Average	82	84	97	121	97	-2.38%	-13.40%	-19.83%	24.74%
Days in MLS - Median	53	49	67	83	73	8.16%	-26.87%	-19.28%	13.70%
Close Price/List Price	96.32%	97.05%	96.57%	96.19%	95.87%	-0.75%	0.50%	0.40%	0.33%
PSF Total	\$ 363	\$ 324	\$ 301	\$ 303	\$ 310	12.04%	7.64%	-0.66%	-2.26%
Detached									
Closed	231	202	212	141	127	14.36%	-4.72%	50.35%	11.02%
Close Price - Average	\$ 1,540,015	\$ 1,528,550	\$ 1,506,285	\$ 1,602,739	\$ 1,538,569	0.75%	1.48%	-6.02%	4.17%
Close Price - Median	\$ 1,275,000	\$ 1,285,000	\$ 1,300,000	\$ 1,275,000	\$ 1,350,000	-0.78%	-1.15%	1.96%	-5.56%
Sales Volume	\$ 355,743,465	\$ 308,767,100	\$ 319,332,420	\$ 225,986,199	\$ 195,398,263	15.21%	-3.31%	41.31%	15.65%
Days in MLS - Average	81	82	99	121	102	-1.22%	-17.17%	-18.18%	18.63%
Days in MLS - Median	47	41	67	84	85	14.63%	-38.81%	-20.24%	-1.18%
Close Price/List Price	96.29%	97.12%	96.50%	96.16%	95.52%	-0.85%	0.64%	0.35%	0.67%
PSF Total	\$ 330	\$ 293	\$ 278	\$ 287	\$ 261	12.63%	5.40%	-3.14%	9.96%
Attached									
Closed	29	23	26	16	19	26.09%	-11.54%	62.50%	-15.79%
Close Price - Average	\$ 1,479,989	\$ 1,942,077	\$ 1,442,555	\$ 1,386,493	\$ 2,033,144	-23.79%	34.63%	4.04%	-31.81%
Close Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,212,500	\$ 1,353,070	\$ 1,400,000	0.00%	7.22%	-10.39%	-3.35%
Sales Volume	\$ 42,919,681	\$ 44,667,771	\$ 37,506,430	\$ 22,183,888	\$ 38,629,736	-3.91%	19.09%	69.07%	-42.57%
Days in MLS - Average	91	98	82	122	60	-7.14%	19.51%	-32.79%	103.33%
Days in MLS - Median	74	92	38	62	53	-19.57%	142.11%	-38.71%	16.98%
Close Price/List Price	96.58%	96.44%	97.20%	96.46%	98.22%	0.15%	-0.78%	0.77%	-1.79%
PSF Total	\$ 634	\$ 596	\$ 482	\$ 444	\$ 621	6.38%	23.65%	8.56%	-28.50%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	176	167	150	5.39%	17.33%
Close Price - Average	\$ 846,010	\$ 839,963	\$ 838,651	0.72%	0.88%
Sales Volume	\$ 148,897,760	\$ 140,273,821	\$ 125,797,650	6.15%	18.36%
Days in MLS - Average	54	68	57	-20.59%	-5.26%
Days in MLS - Median	29	48	30	-39.58%	-3.33%
Close Price/List Price	99.09%	98.17%	98.26%	0.94%	0.84%
PSF Total	\$ 255	\$ 241	\$ 238	5.81%	7.14%
Detached					
Closed	135	141	122	-4.26%	10.66%
Close Price - Average	\$ 847,047	\$ 841,544	\$ 838,559	0.65%	1.01%
Sales Volume	\$ 114,351,345	\$ 118,657,704	\$ 102,304,198	-3.63%	11.78%
Days in MLS - Average	51	71	58	-28.17%	-12.07%
Days in MLS - Median	18	53	33	-66.04%	-45.45%
Close Price/List Price	99.09%	98.06%	98.27%	1.05%	0.83%
PSF Total	\$ 227	\$ 223	\$ 222	1.79%	2.25%
Attached					
Closed	41	26	28	57.69%	46.43%
Close Price - Average	\$ 842,595	\$ 831,386	\$ 839,051	1.35%	0.42%
Sales Volume	\$ 34,546,395	\$ 21,616,036	\$ 23,493,428	59.82%	47.05%
Days in MLS - Average	62	54	53	14.81%	16.98%
Days in MLS - Median	37	27	14	37.04%	164.29%
Close Price/List Price	99.08%	98.77%	98.18%	0.31%	0.92%
PSF Total	\$ 346	\$ 339	\$ 310	2.06%	11.61%

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	343	290	296	200	172	18.28%	-2.03%	48.00%	16.28%
Close Price - Average	\$ 843,065	\$ 842,609	\$ 849,575	\$ 849,903	\$ 844,298	0.05%	-0.82%	-0.04%	0.66%
Close Price - Median	\$ 835,000	\$ 831,250	\$ 839,950	\$ 839,000	\$ 830,000	0.45%	-1.04%	0.11%	1.08%
Sales Volume	\$ 289,171,295	\$ 244,356,610	\$ 251,474,200	\$ 169,980,600	\$ 145,219,256	18.34%	-2.83%	47.94%	17.05%
Days in MLS - Average	61	62	68	77	80	-1.61%	-8.82%	-11.69%	-3.75%
Days in MLS - Median	41	37	44	51	58	10.81%	-15.91%	-13.73%	-12.07%
Close Price/List Price	98.64%	98.37%	98.81%	98.05%	97.97%	0.27%	-0.45%	0.78%	0.08%
PSF Total	\$ 248	\$ 241	\$ 252	\$ 223	\$ 214	2.90%	-4.37%	13.00%	4.21%
Detached									
Closed	276	233	232	176	144	18.45%	0.43%	31.82%	22.22%
Close Price - Average	\$ 844,236	\$ 842,866	\$ 851,777	\$ 852,869	\$ 845,426	0.16%	-1.05%	-0.13%	0.88%
Close Price - Median	\$ 836,500	\$ 832,500	\$ 845,250	\$ 842,363	\$ 830,000	0.48%	-1.51%	0.34%	1.49%
Sales Volume	\$ 233,009,136	\$ 196,387,778	\$ 197,612,264	\$ 150,104,944	\$ 121,741,344	18.65%	-0.62%	31.65%	23.30%
Days in MLS - Average	61	60	68	80	87	1.67%	-11.76%	-15.00%	-8.05%
Days in MLS - Median	45	34	50	53	63	32.35%	-32.00%	-5.66%	-15.87%
Close Price/List Price	98.56%	98.40%	98.69%	97.84%	97.85%	0.16%	-0.29%	0.87%	-0.01%
PSF Total	\$ 225	\$ 221	\$ 226	\$ 212	\$ 194	1.81%	-2.21%	6.60%	9.28%
Attached									
Closed	67	57	64	24	28	17.54%	-10.94%	166.67%	-14.29%
Close Price - Average	\$ 838,245	\$ 841,559	\$ 841,592	\$ 828,155	\$ 838,498	-0.39%	0.00%	1.62%	-1.23%
Close Price - Median	\$ 830,000	\$ 825,350	\$ 829,448	\$ 814,950	\$ 821,541	0.56%	-0.49%	1.78%	-0.80%
Sales Volume	\$ 56,162,415	\$ 47,968,863	\$ 53,861,888	\$ 19,875,720	\$ 23,477,944	17.08%	-10.94%	170.99%	-15.34%
Days in MLS - Average	59	68	70	56	47	-13.24%	-2.86%	25.00%	19.15%
Days in MLS - Median	32	44	28	22	26	-27.27%	57.14%	27.27%	-15.38%
Close Price/List Price	98.96%	98.25%	99.24%	99.56%	98.54%	0.72%	-1.00%	-0.32%	1.04%
PSF Total	\$ 343	\$ 323	\$ 347	\$ 305	\$ 316	6.19%	-6.92%	13.77%	-3.48%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	849	788	721	7.74%	17.75%
Close Price - Average	\$ 591,420	\$ 595,089	\$ 595,441	-0.62%	-0.68%
Sales Volume	\$ 502,115,580	\$ 468,930,132	\$ 429,312,961	7.08%	16.96%
Days in MLS - Average	47	56	49	-16.07%	-4.08%
Days in MLS - Median	19	38	25	-50.00%	-24.00%
Close Price/List Price	99.46%	98.65%	99.04%	0.82%	0.42%
PSF Total	\$ 221	\$ 217	\$ 215	1.84%	2.79%
Detached					
Closed	711	676	615	5.18%	15.61%
Close Price - Average	\$ 590,562	\$ 595,345	\$ 595,080	-0.80%	-0.76%
Sales Volume	\$ 419,889,582	\$ 402,453,220	\$ 365,974,200	4.33%	14.73%
Days in MLS - Average	44	55	48	-20.00%	-8.33%
Days in MLS - Median	17	38	26	-55.26%	-34.62%
Close Price/List Price	99.46%	98.62%	99.06%	0.85%	0.40%
PSF Total	\$ 196	\$ 194	\$ 197	1.03%	-0.51%
Attached					
Closed	138	112	106	23.21%	30.19%
Close Price - Average	\$ 595,838	\$ 593,544	\$ 597,539	0.39%	-0.28%
Sales Volume	\$ 82,225,644	\$ 66,476,928	\$ 63,339,134	23.69%	29.82%
Days in MLS - Average	62	64	53	-3.13%	16.98%
Days in MLS - Median	29	47	21	-38.30%	38.10%
Close Price/List Price	99.51%	98.82%	98.92%	0.70%	0.60%
PSF Total	\$ 349	\$ 354	\$ 317	-1.41%	10.09%

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	1,637	1,283	1,286	976	671	27.59%	-0.23%	31.76%	45.45%
Close Price - Average	\$ 593,186	\$ 594,227	\$ 588,583	\$ 588,822	\$ 591,417	-0.18%	0.96%	-0.04%	-0.44%
Close Price - Median	\$ 580,000	\$ 581,000	\$ 575,000	\$ 574,925	\$ 579,000	-0.17%	1.04%	0.01%	-0.70%
Sales Volume	\$ 971,045,482	\$ 762,393,241	\$ 756,917,738	\$ 574,690,272	\$ 396,840,807	27.37%	0.72%	31.71%	44.82%
Days in MLS - Average	51	52	49	56	63	-1.92%	6.12%	-12.50%	-11.11%
Days in MLS - Median	30	33	21	33	41	-9.09%	57.14%	-36.36%	-19.51%
Close Price/List Price	99.07%	98.79%	99.29%	98.90%	98.46%	0.28%	-0.50%	0.39%	0.45%
PSF Total	\$ 219	\$ 209	\$ 210	\$ 198	\$ 183	4.78%	-0.48%	6.06%	8.20%
Detached									
Closed	1,387	1,108	1,067	824	580	25.18%	3.84%	29.49%	42.07%
Close Price - Average	\$ 592,893	\$ 593,916	\$ 588,891	\$ 588,321	\$ 589,004	-0.17%	0.85%	0.10%	-0.12%
Close Price - Median	\$ 580,000	\$ 582,000	\$ 575,000	\$ 573,250	\$ 575,000	-0.34%	1.22%	0.31%	-0.30%
Sales Volume	\$ 822,342,591	\$ 658,058,928	\$ 628,346,697	\$ 484,776,504	\$ 341,622,320	24.96%	4.73%	29.62%	41.90%
Days in MLS - Average	49	51	48	56	63	-3.92%	6.25%	-14.29%	-11.11%
Days in MLS - Median	29	34	21	33	41	-14.71%	61.90%	-36.36%	-19.51%
Close Price/List Price	99.05%	98.81%	99.23%	98.84%	98.46%	0.24%	-0.42%	0.39%	0.39%
PSF Total	\$ 195	\$ 192	\$ 187	\$ 175	\$ 163	1.56%	2.67%	6.86%	7.36%
Attached									
Closed	250	175	219	152	91	42.86%	-20.09%	44.08%	67.03%
Close Price - Average	\$ 594,810	\$ 596,198	\$ 587,078	\$ 591,537	\$ 606,798	-0.23%	1.55%	-0.75%	-2.52%
Close Price - Median	\$ 579,000	\$ 578,040	\$ 569,500	\$ 581,000	\$ 600,000	0.17%	1.50%	-1.98%	-3.17%
Sales Volume	\$ 148,702,500	\$ 104,334,650	\$ 128,570,082	\$ 89,913,624	\$ 55,218,618	42.52%	-18.85%	42.99%	62.83%
Days in MLS - Average	63	55	56	54	64	14.55%	-1.79%	3.70%	-15.63%
Days in MLS - Median	39	29	19	33	42	34.48%	52.63%	-42.42%	-21.43%
Close Price/List Price	99.20%	98.63%	99.56%	99.23%	98.41%	0.58%	-0.93%	0.33%	0.83%
PSF Total	\$ 351	\$ 314	\$ 329	\$ 318	\$ 309	11.78%	-4.56%	3.46%	2.91%

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

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

	Feb, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
Closed	1,651	1,615	1,820	2.23%	-9.29%
Close Price - Average	\$ 400,414	\$ 397,002	\$ 390,658	0.86%	2.50%
Sales Volume	\$ 661,083,514	\$ 641,158,230	\$ 710,997,560	3.11%	-7.02%
Days in MLS - Average	32	37	34	-13.51%	-5.88%
Days in MLS - Median	10	20	13	-50.00%	-23.08%
Close Price/List Price	99.88%	99.36%	99.36%	0.52%	0.52%
PSF Total	\$ 218	\$ 214	\$ 207	1.87%	5.31%
Detached					
Closed	1,233	1,218	1,436	1.23%	-14.14%
Close Price - Average	\$ 408,507	\$ 403,794	\$ 395,073	1.17%	3.40%
Sales Volume	\$ 503,689,131	\$ 491,821,092	\$ 567,324,828	2.41%	-11.22%
Days in MLS - Average	30	35	35	-14.29%	-14.29%
Days in MLS - Median	8	18	12	-55.56%	-33.33%
Close Price/List Price	99.96%	99.35%	99.32%	0.61%	0.64%
PSF Total	\$ 202	\$ 200	\$ 193	1.00%	4.66%
Attached					
Closed	418	397	384	5.29%	8.85%
Close Price - Average	\$ 376,539	\$ 376,164	\$ 374,149	0.10%	0.64%
Sales Volume	\$ 157,393,302	\$ 149,337,108	\$ 143,673,216	5.39%	9.55%
Days in MLS - Average	38	45	31	-15.56%	22.58%
Days in MLS - Median	13	31	13	-58.06%	0.00%
Close Price/List Price	99.63%	99.40%	99.52%	0.23%	0.11%
PSF Total	\$ 263	\$ 260	\$ 259	1.15%	1.54%

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	3,266	3,378	3,242	3,002	2,664	-3.32%	4.19%	7.99%	12.69%
Close Price - Average	\$ 398,727	\$ 390,132	\$ 389,494	\$ 384,313	\$ 380,260	2.20%	0.16%	1.35%	1.07%
Close Price - Median	\$ 399,900	\$ 385,000	\$ 385,000	\$ 379,900	\$ 371,000	3.87%	0.00%	1.34%	2.40%
Sales Volume	\$ 1,302,242,382	\$ 1,317,865,896	\$ 1,262,739,548	\$ 1,153,707,626	\$ 1,013,012,640	-1.19%	4.37%	9.45%	13.89%
Days in MLS - Average	35	36	26	32	36	-2.78%	38.46%	-18.75%	-11.11%
Days in MLS - Median	14	19	7	12	18	-26.32%	171.43%	-41.67%	-33.33%
Close Price/List Price	99.62%	99.17%	100.09%	99.65%	99.40%	0.45%	-0.92%	0.44%	0.25%
PSF Total	\$ 216	\$ 204	\$ 200	\$ 176	\$ 163	5.88%	2.00%	13.64%	7.98%
Detached									
Closed	2,451	2,695	2,578	2,557	2,291	-9.05%	4.54%	0.82%	11.61%
Close Price - Average	\$ 406,165	\$ 394,402	\$ 392,624	\$ 385,942	\$ 381,576	2.98%	0.45%	1.73%	1.14%
Close Price - Median	\$ 408,000	\$ 390,000	\$ 390,000	\$ 380,000	\$ 374,900	4.62%	0.00%	2.63%	1.36%
Sales Volume	\$ 995,510,415	\$ 1,062,913,390	\$ 1,012,184,672	\$ 986,853,694	\$ 874,190,616	-6.34%	5.01%	2.57%	12.89%
Days in MLS - Average	32	36	24	30	36	-11.11%	50.00%	-20.00%	-16.67%
Days in MLS - Median	13	19	7	12	17	-31.58%	171.43%	-41.67%	-29.41%
Close Price/List Price	99.66%	99.12%	100.08%	99.66%	99.35%	0.54%	-0.96%	0.42%	0.31%
PSF Total	\$ 201	\$ 191	\$ 185	\$ 165	\$ 150	5.24%	3.24%	12.12%	10.00%
Attached									
Closed	815	683	664	445	373	19.33%	2.86%	49.21%	19.30%
Close Price - Average	\$ 376,356	\$ 373,283	\$ 377,344	\$ 374,954	\$ 372,176	0.82%	-1.08%	0.64%	0.75%
Close Price - Median	\$ 369,000	\$ 364,665	\$ 370,000	\$ 365,000	\$ 363,501	1.19%	-1.44%	1.37%	0.41%
Sales Volume	\$ 306,730,140	\$ 254,952,289	\$ 250,556,416	\$ 166,854,530	\$ 138,821,648	20.31%	1.75%	50.16%	20.19%
Days in MLS - Average	41	35	31	39	38	17.14%	12.90%	-20.51%	2.63%
Days in MLS - Median	21	17	9	12	18	23.53%	88.89%	-25.00%	-33.33%
Close Price/List Price	99.51%	99.39%	100.12%	99.63%	99.69%	0.12%	-0.73%	0.49%	-0.06%
PSF Total	\$ 262	\$ 257	\$ 260	\$ 242	\$ 242	1.95%	-1.15%	7.44%	0.00%