

# DENVER METRO

ASSOCIATION OF REALTORS®

*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

June 2021

# MARKET OVERVIEW

The June report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the May 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 | 2,075     | -20.01%     | -71.06%        |
| Closed Homes                 | 5,322     | -3.87%      | 48.74%         |
| Close Price - Average        | \$623,279 | 0.40%       | 26.13%         |
| Close Price - Median         | \$540,000 | 2.86%       | 22.81%         |
| Days in MLS - Average        | 11        | -15.38%     | -54.17%        |



## Detached

|                              |           |         |         |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 1,336     | -18.54% | -71.72% |
| Closed Homes                 | 3,685     | -5.59%  | 41.79%  |
| Close Price - Average        | \$700,559 | 0.63%   | 29.25%  |
| Close Price - Median         | \$595,000 | 2.23%   | 26.60%  |
| Days in MLS - Average        | 8         | -20.00% | -66.67% |



## Attached

|                              |           |         |         |
|------------------------------|-----------|---------|---------|
| Active Listings at Month End | 739       | -22.54% | -69.78% |
| Closed Homes                 | 1,637     | 0.24%   | 67.21%  |
| Close Price - Average        | \$449,317 | 1.99%   | 22.37%  |
| Close Price - Median         | \$380,000 | 1.33%   | 16.74%  |
| Days in MLS - Average        | 17        | -15.00% | -32.00% |

# MARKET INSIGHTS

## ✓ REALTOR® Tidbits:

- The number of showings and offers may be lower than the days of early spring, but activity is staying strong with sale prices above asking price.
- Underwriters are cracking down and reviewing files with a fine-tooth comb resulting in closing delays across all price points.
- A gift certificate for handyman hours is a great closing gift these days since many buyers are waiving the right to ask sellers for inspection repairs.
- Homebuyers are limiting their search criteria \$50K to \$100K below what they want to spend to adjust for competition in the market. As a result, sellers who price at the top of the market hoping to cash in may be losing out on potential buyers.

## ✓ COVID-19 News:

- Pandemic-related moratoriums on foreclosures and evictions are set to expire June 30, and some lenders plan to start resuming foreclosures in July. About 2.1 million homeowners are still in mortgage forbearance, according to the Mortgage Bankers Association.
- Headline inflation rose by 4.2 percent from a year ago, while core prices excluding the volatile food and energy sectors, got their biggest one-month bump of 0.9 percent going back to 1981. At the root of the increases were issues related to the pandemic, both in terms of how aggressive the current recovery is and how bad things were a year ago.

## ✓ Builder News:

- According to home builders, the cost of lumber has increased more than 300 percent since last April, with other materials like steel and concrete rising fast as well. The National Association of Home Builders has reached out to lawmakers for solutions resulting in bipartisan support.
- Builders are increasing the prices weekly to keep up with rising construction and material costs.
- Builders in Arizona have started a lottery system for selling lots, which made us wonder just how long it would take before Denver builders did the same. It's here. The remaining custom lots in Columbine's Wild Plum will be auctioned off to the highest bidders.

## ✓ Local News:

- 5280 Magazine recently released its list of the top 25 neighborhoods in Denver. Hilltop topped the list with Country Club, South Park Hill, Washington Park West and Platt Park filling out the top five. The ranking looked at 78 neighborhoods considering home values, school quality, safety, cultural offerings, food access, bikeability and open spaces.
- According to Money.com's 2020 Best Places to Live, Parker, Colorado is number two in the country. Perks include mountain views, open space, a strong local economy and just 25 minutes to Downtown Denver.
- Denver's excessive number of showings made it one of the two busiest mar-

kets in April, along with Seattle. Denver saw an average of 25 showings per listing for the third consecutive month.

## ✓ National News:

- The price of a home rose over the past year in nearly every metro area. Ninety-nine percent of metro areas saw home prices increase in the first quarter of the year, according to the National Association of REALTORS®.
- Seventy-one percent of Americans expect home prices to grow even more this year, according to a recent survey by Gallup. That figure stood at only 40 percent a year ago and since then, housing prices have risen to record levels.
- Real estate investment firm, Cardone Capital, acquired Camino Real Apartments, a 235-unit apartment community located in downtown Boca Raton, with funds from a \$50 million crowdfunding campaign. Rental real estate will continue to attract large investors purchasing single- and multi-family units, driving up prices, capitalizing on increasing population and, unfortunately, decreasing homeownership rates.
- Are you looking to remodel? Choose wellness and creature features to maximize your return. A year of pandemic living has led to buyers prioritizing comforts such as hot tubs and saunas, outdoor living rooms, air quality and home gyms.

## ✓ Mortgage News:

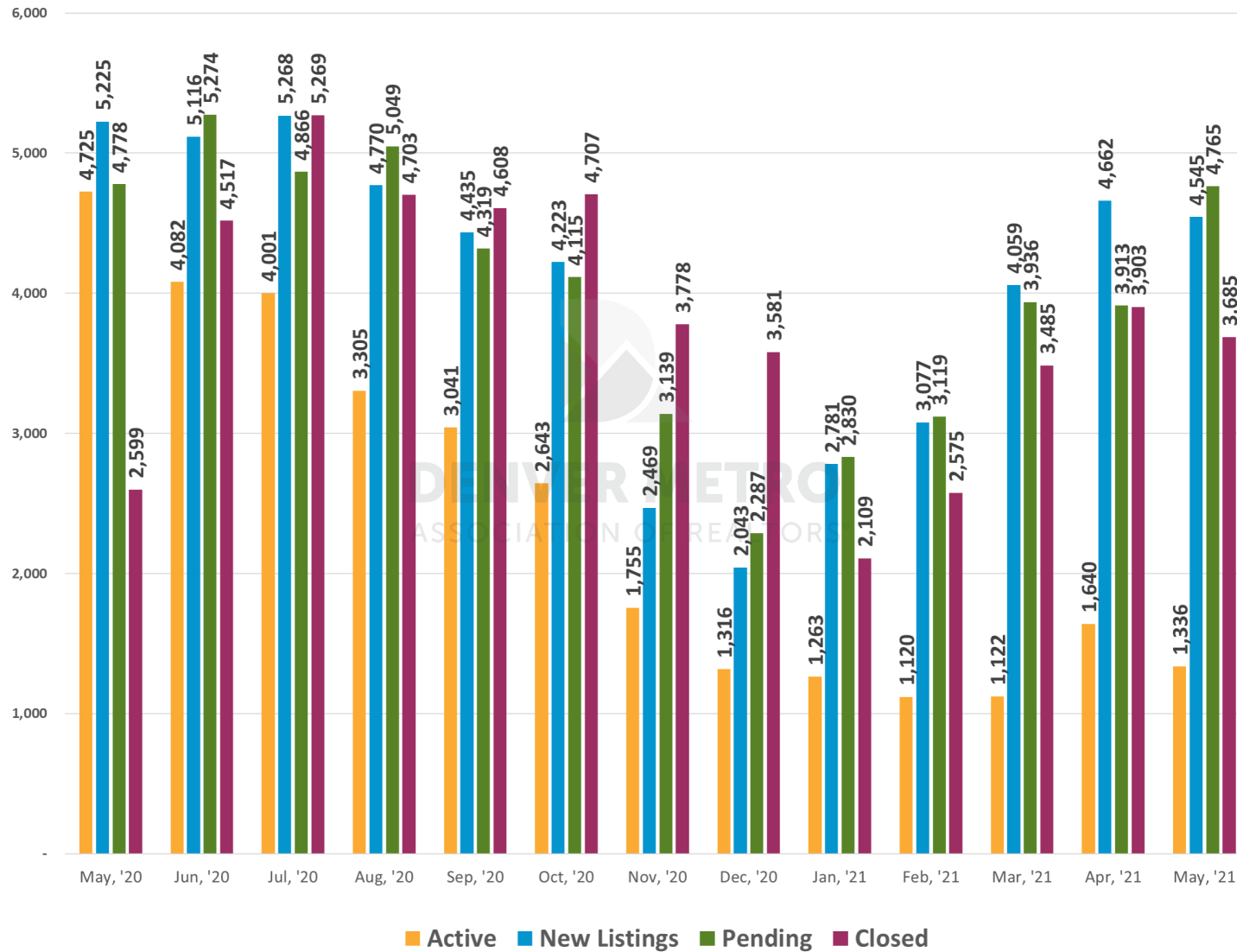
- As of April, about 1.8 million households who aren't in forbearance were 90 days delinquent on their loan, according to data company, Black Knight.
- Interest rates dropped below three percent again at the end of May. Don't be lulled into thinking low rates are here to stay. It is an excellent opportunity to have a conversation around the cost of waiting with your clients.

## ✓ Quick Stats:

- Average active listings for May is 15,563 (1985-2020.)
- Record-high May was 2006 with 30,457 listings and the record-low was set this May 2021 with 2,075 listings.
- Historically, the average increase in active listings from April to May is 8.11 percent. This month, we experienced a meaningful decrease of 20.01 percent, which represents the largest month-over-month decrease on record. The only other month-over-month decrease came in 2000 at 3.15 percent.
- New listings enter the market every day, but agents and buyers alike should be mindful that not all days are created equal. Thursdays have the highest amount of new listings at 39 percent, up from 34 percent just two years ago. The next most popular day is Wednesday at 23 percent followed by Friday at 18 percent. Saturday and Sunday combine for only five percent. These numbers demonstrate that seller's agents are marketing for the weekend by giving properties time to properly syndicate to the buying public.

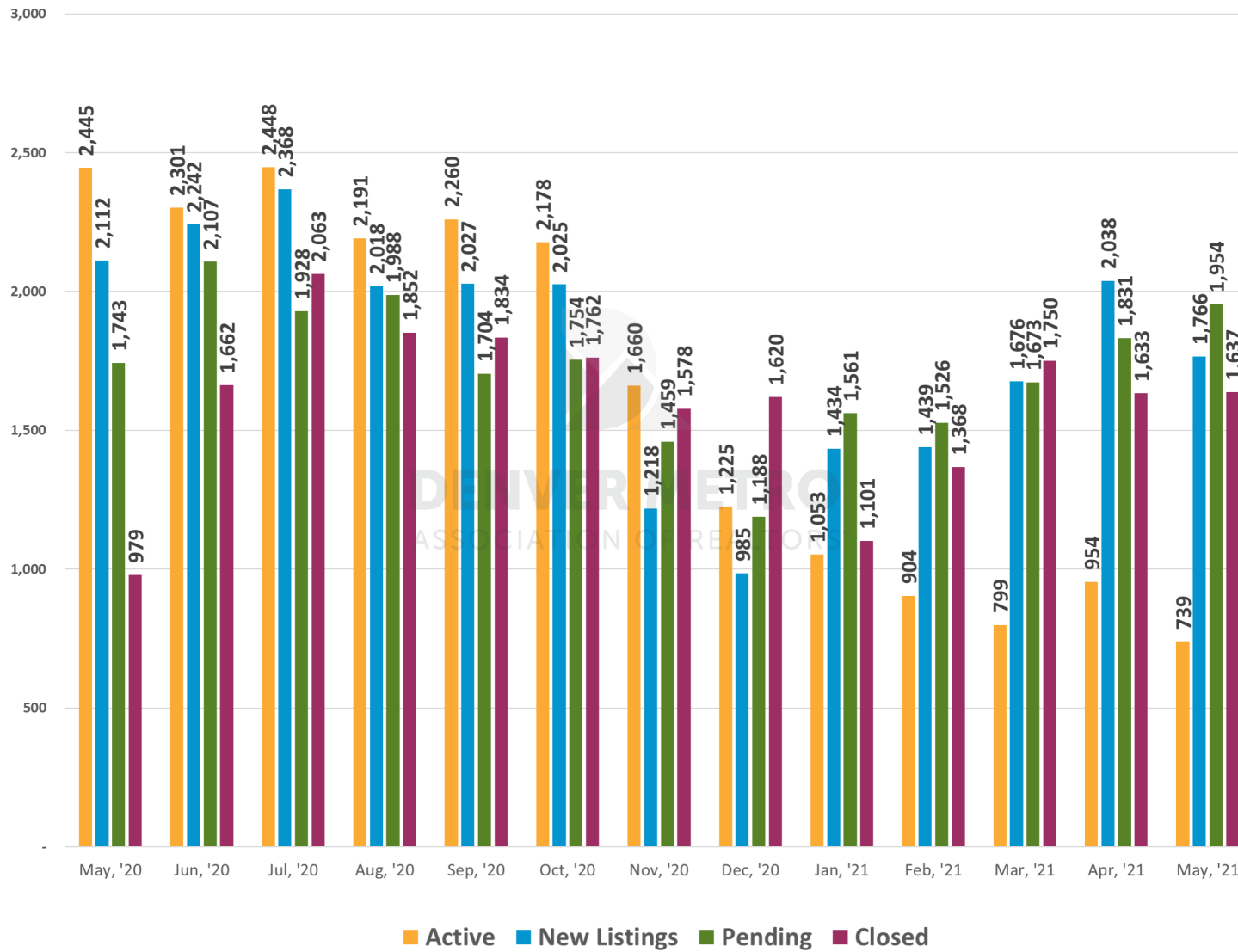
# Detached Single-Family

**DMAR Market Trends | May 2021 Data**  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



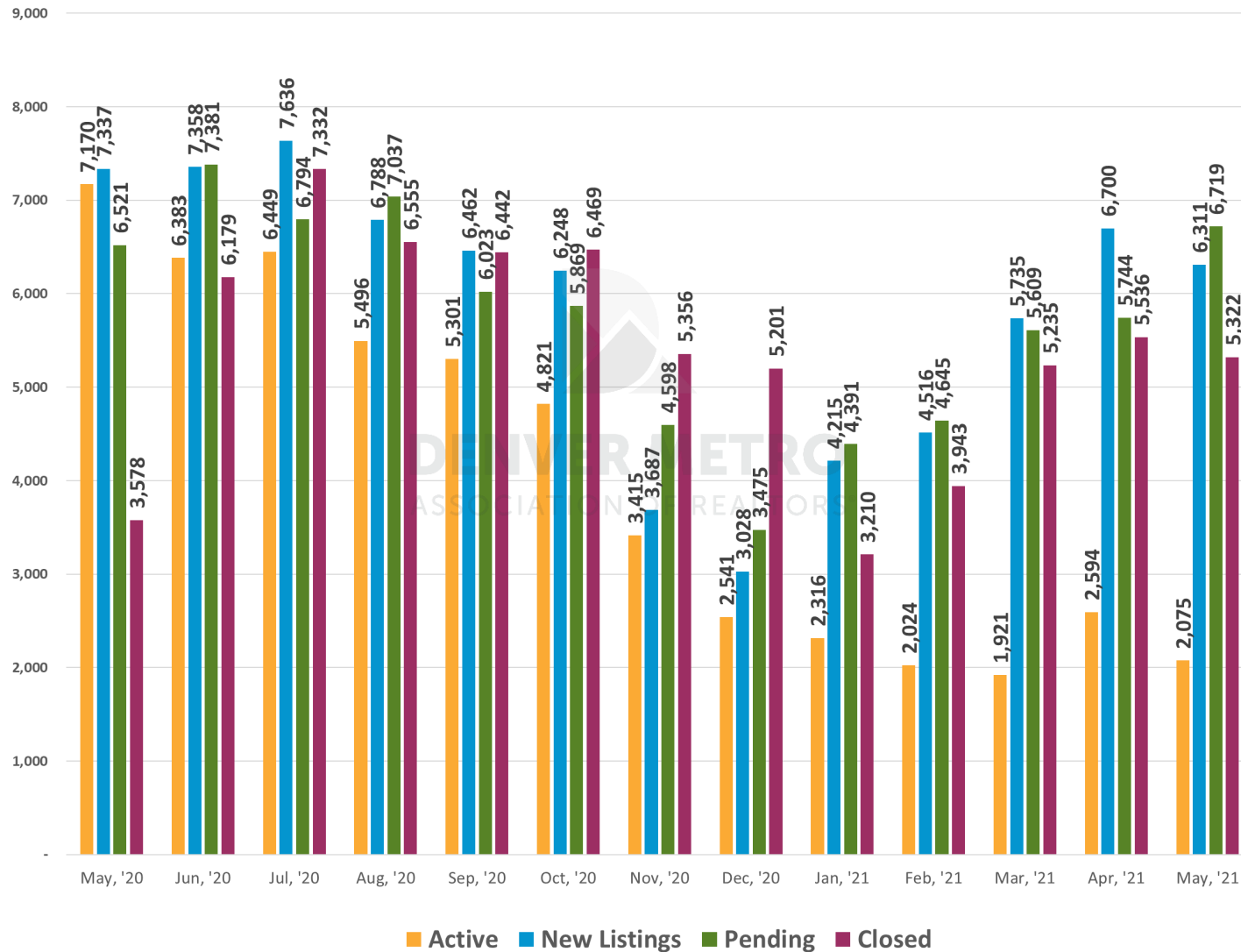
# Attached Single-Family

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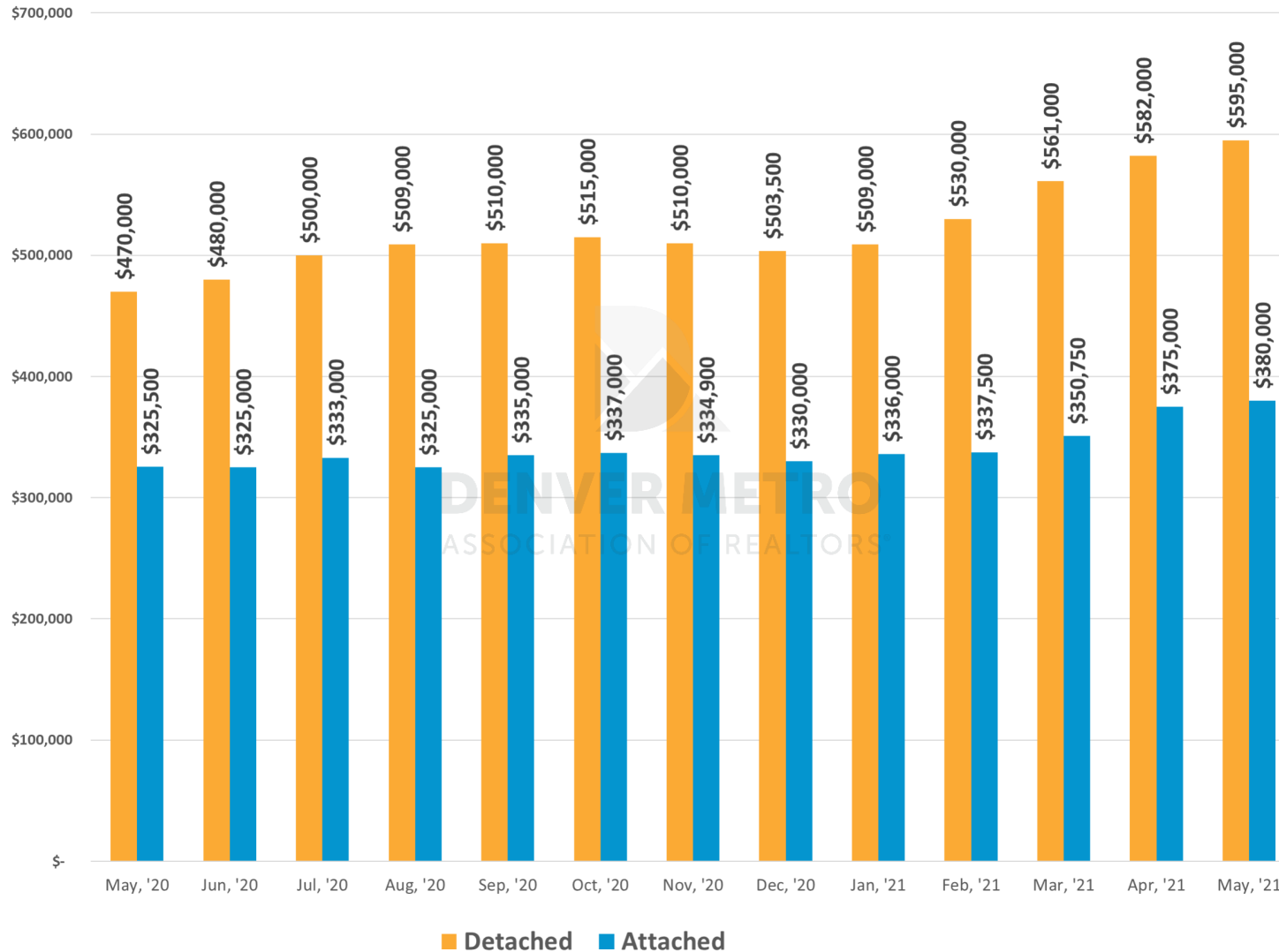
# Residential (Detached + Attached)

DMAR Market Trends | May 2021 Data  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com



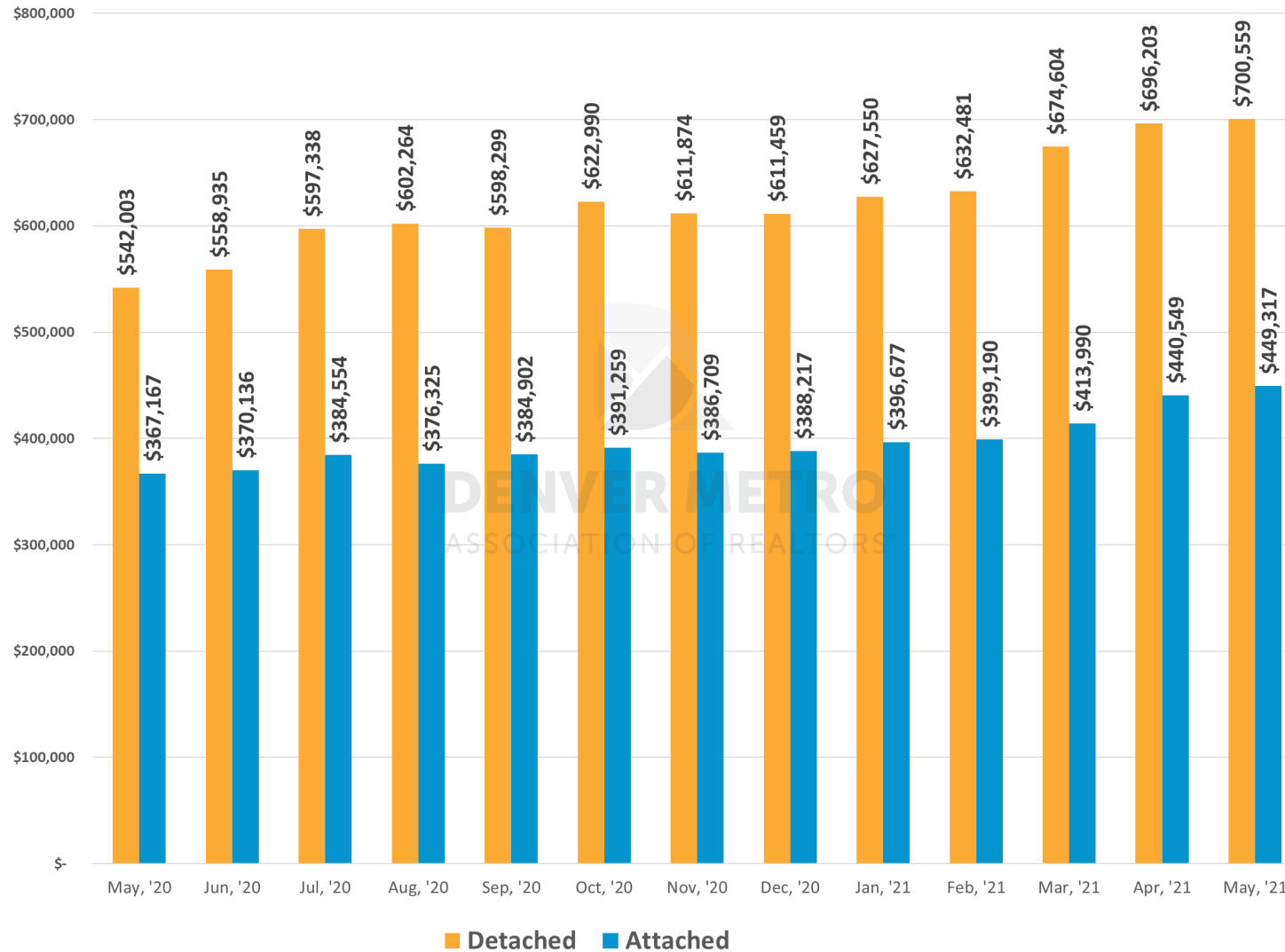
# Median Close Price

**DMAR Market Trends | May 2021 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



# Average Close Price

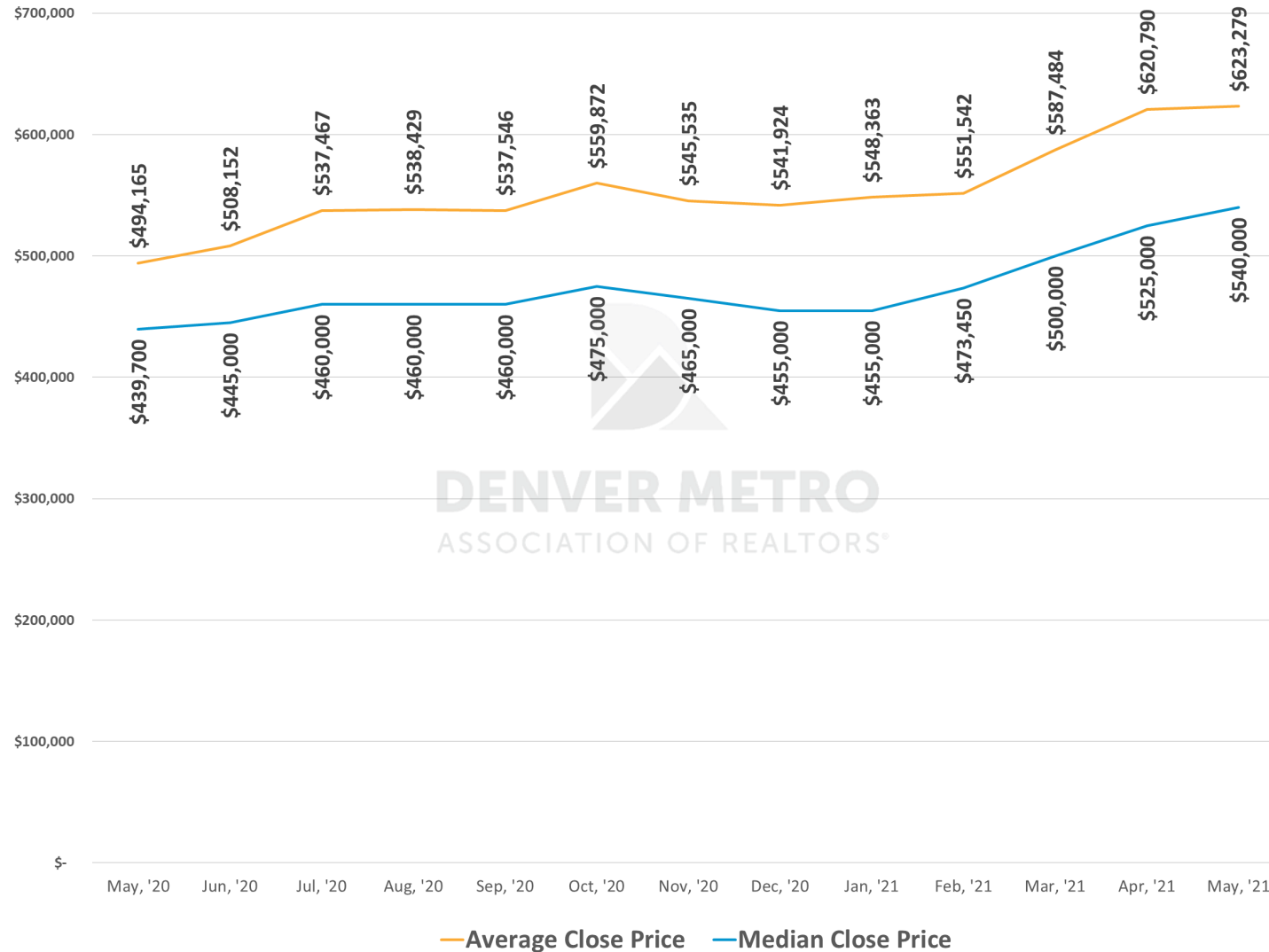
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Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com





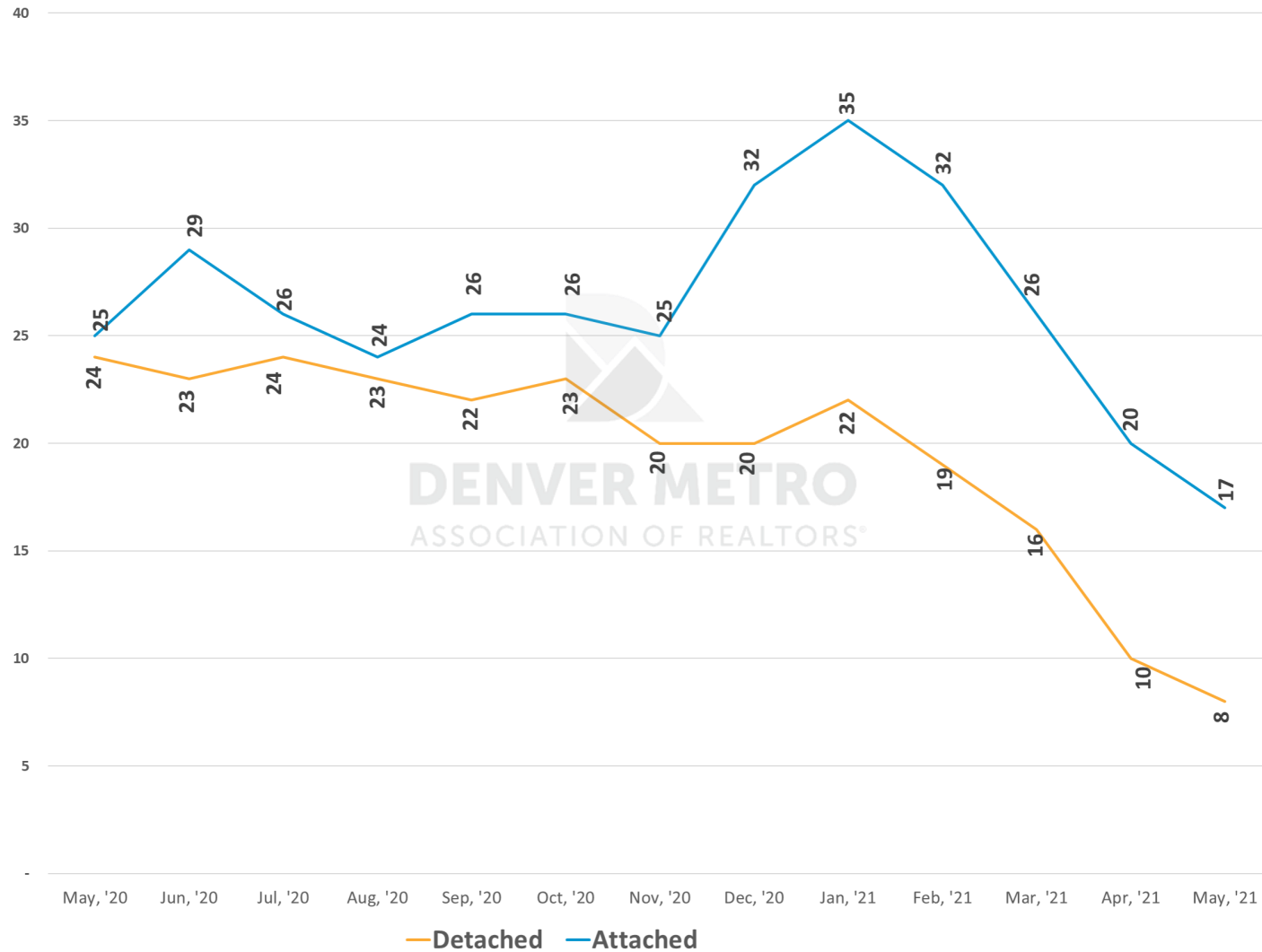
# Residential Close Price

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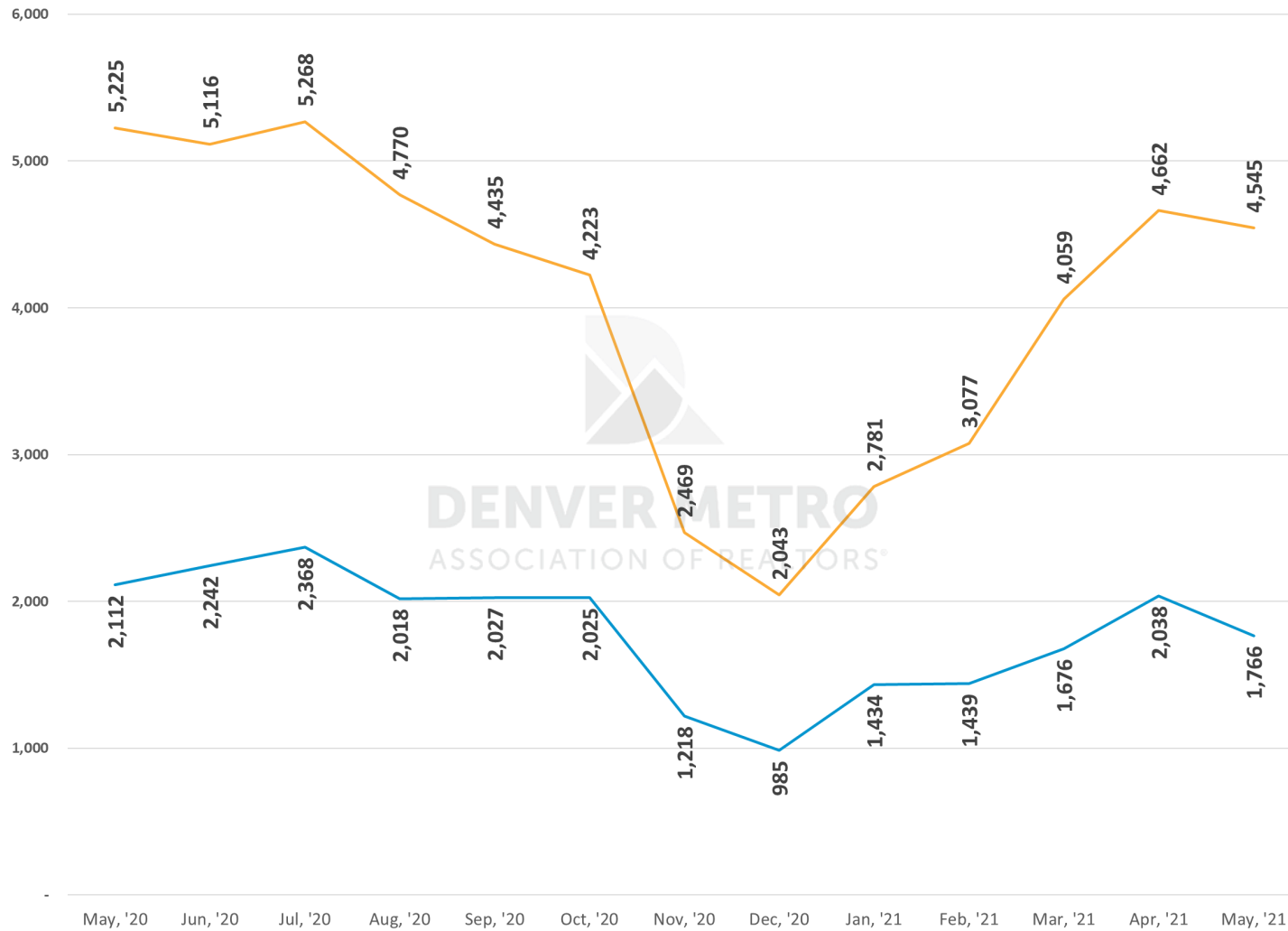
# Average Days in MLS

**DMAR Market Trends | May 2021 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



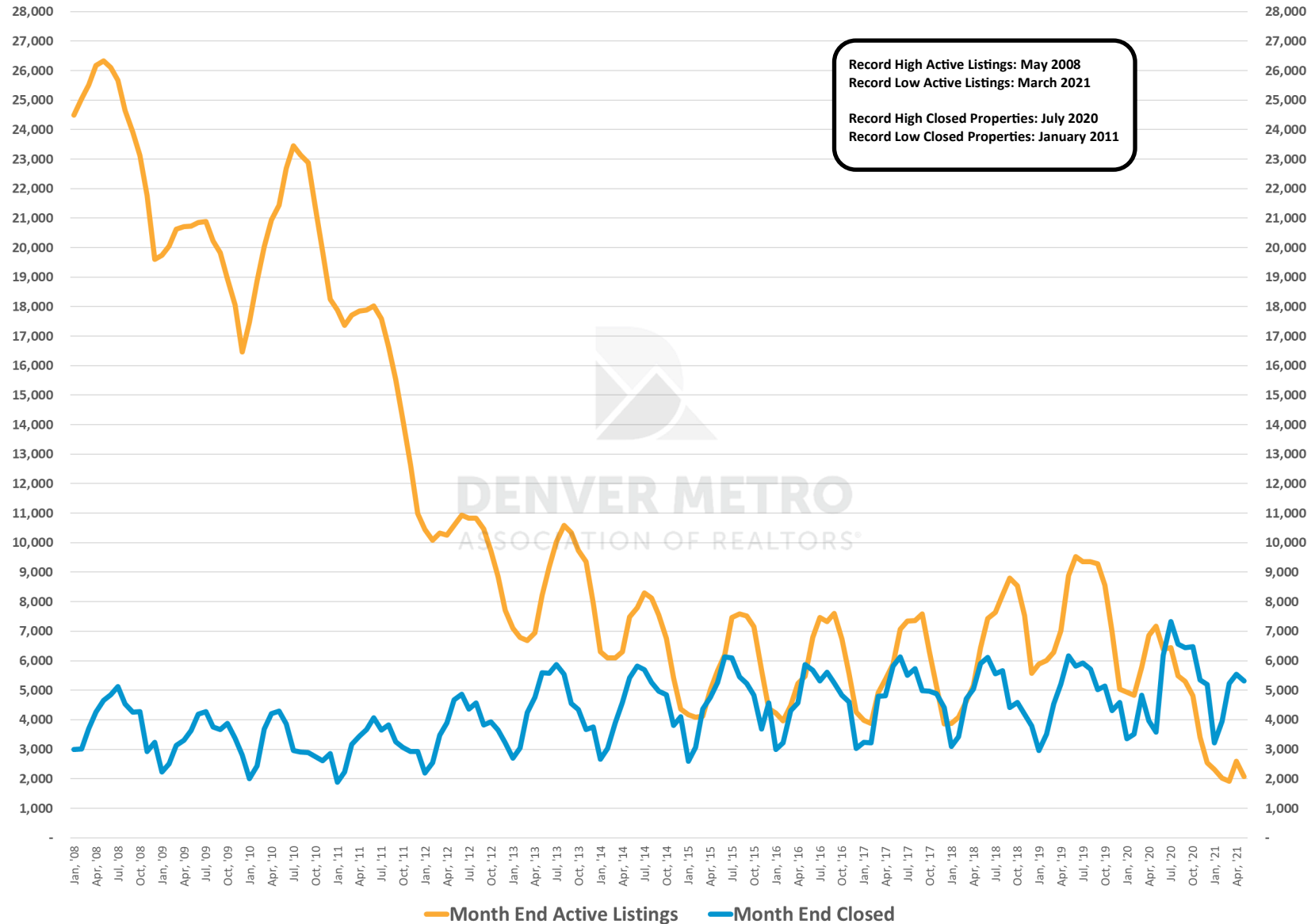
# New Listings

**DMAR Market Trends | May 2021 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



# Month End Active Listings and Month End Closed Homes

DMAR Market Trends | May 2021 Data  
Denver Metro Association of REALTORS®  
Source of MLS Data: REColorado.com



# DATA SNAPSHOT

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

|  | May, '21         | Prior Month      | Year Ago         | Prior Month | Year Ago |
|--|------------------|------------------|------------------|-------------|----------|
| <b>Residential</b> (Detached + Attached) |                  |                  |                  |             |          |
| Active Listings at Month End             | 2,075            | 2,594            | 7,170            | -20.01%     | -71.06%  |
| New Listings                             | 6,311            | 6,700            | 7,337            | -5.81%      | -13.98%  |
| Pending                                  | 6,719            | 5,744            | 6,521            | 16.97%      | 3.04%    |
| Closed                                   | 5,322            | 5,536            | 3,578            | -3.87%      | 48.74%   |
| Close Price - Average                    | \$ 623,279       | \$ 620,790       | \$ 494,165       | 0.40%       | 26.13%   |
| Close Price - Median                     | \$ 540,000       | \$ 525,000       | \$ 439,700       | 2.86%       | 22.81%   |
| Sales Volume                             | \$ 3,317,092,742 | \$ 3,436,695,888 | \$ 1,768,122,305 | -3.48%      | 87.61%   |
| Days in MLS - Average                    | 11               | 13               | 24               | -15.38%     | -54.17%  |
| Days in MLS - Median                     | 4                | 4                | 9                | 0.00%       | -55.56%  |
| Close Price/List Price                   | 105.20%          | 104.58%          | 99.39%           | 0.59%       | 5.85%    |
| <b>Detached</b>                          |                  |                  |                  |             |          |
| Active Listings at Month End             | 1,336            | 1,640            | 4,725            | -18.54%     | -71.72%  |
| New Listings                             | 4,545            | 4,662            | 5,225            | -2.51%      | -13.01%  |
| Pending                                  | 4,765            | 3,913            | 4,778            | 21.77%      | -0.27%   |
| Closed                                   | 3,685            | 3,903            | 2,599            | -5.59%      | 41.79%   |
| Close Price - Average                    | \$ 700,559       | \$ 696,203       | \$ 542,003       | 0.63%       | 29.25%   |
| Close Price - Median                     | \$ 595,000       | \$ 582,000       | \$ 470,000       | 2.23%       | 26.60%   |
| Sales Volume                             | \$ 2,581,560,412 | \$ 2,717,278,701 | \$ 1,408,665,972 | -4.99%      | 83.26%   |
| Days in MLS - Average                    | 8                | 10               | 24               | -20.00%     | -66.67%  |
| Days in MLS - Median                     | 4                | 4                | 8                | 0.00%       | -50.00%  |
| Close Price/List Price                   | 105.92%          | 105.36%          | 99.42%           | 0.53%       | 6.54%    |
| <b>Attached</b>                          |                  |                  |                  |             |          |
| Active Listings at Month End             | 739              | 954              | 2,445            | -22.54%     | -69.78%  |
| New Listings                             | 1,766            | 2,038            | 2,112            | -13.35%     | -16.38%  |
| Pending                                  | 1,954            | 1,831            | 1,743            | 6.72%       | 12.11%   |
| Closed                                   | 1,637            | 1,633            | 979              | 0.24%       | 67.21%   |
| Close Price - Average                    | \$ 449,317       | \$ 440,549       | \$ 367,167       | 1.99%       | 22.37%   |
| Close Price - Median                     | \$ 380,000       | \$ 375,000       | \$ 325,500       | 1.33%       | 16.74%   |
| Sales Volume                             | \$ 735,532,330   | \$ 719,417,187   | \$ 359,456,333   | 2.24%       | 104.62%  |
| Days in MLS - Average                    | 17               | 20               | 25               | -15.00%     | -32.00%  |
| Days in MLS - Median                     | 4                | 4                | 10               | 0.00%       | -60.00%  |
| Close Price/List Price                   | 103.58%          | 102.70%          | 99.31%           | 0.86%       | 4.30%    |

# MAY DATA YTD 2021 to 2017

|  | YTD 2021          | YTD 2020         | YTD 2019          | YTD 2018          | YTD 2017         | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|-------------------|------------------|-------------------|-------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                   |                  |                   |                   |                  |            |            |            |            |
| Active Listings at Month End             | 2,075             | 7,170            | 8,891             | 6,437             | 5,895            | -71.06%    | -19.36%    | 38.12%     | 9.19%      |
| New Listings                             | 27,504            | 28,682           | 32,471            | 30,233            | 29,494           | -4.11%     | -11.67%    | 7.40%      | 2.51%      |
| Closed                                   | 23,284            | 19,603           | 22,375            | 22,194            | 22,264           | 18.78%     | -12.39%    | 0.82%      | -0.31%     |
| Close Price - Average                    | \$ 591,958        | \$ 495,456       | \$ 484,020        | \$ 475,611        | \$ 428,665       | 19.48%     | 2.36%      | 1.77%      | 10.95%     |
| Close Price - Median                     | \$ 504,000        | \$ 435,000       | \$ 415,000        | \$ 410,000        | \$ 374,000       | 15.86%     | 4.82%      | 1.22%      | 9.63%      |
| Sales Volume                             | \$ 13,783,140,176 | \$ 9,712,414,351 | \$ 10,829,945,034 | \$ 10,555,706,943 | \$ 9,543,806,080 | 41.91%     | -10.32%    | 2.60%      | 10.60%     |
| Days in MLS - Average                    | 18                | 31               | 32                | 26                | 27               | -41.94%    | -3.13%     | 23.08%     | -3.70%     |
| Days in MLS - Median                     | 4                 | 9                | 11                | 6                 | 6                | -55.56%    | -18.18%    | 83.33%     | 0.00%      |
| Close Price/List Price                   | 103.44%           | 99.54%           | 99.36%            | 100.45%           | 100.31%          | 3.92%      | 0.18%      | -1.09%     | 0.14%      |
| <b>Detached</b>                          |                   |                  |                   |                   |                  |            |            |            |            |
| Active Listings at Month End             | 1,336             | 4,725            | 6,331             | 4,890             | 4,560            | -71.72%    | -25.37%    | 29.47%     | 7.24%      |
| New Listings                             | 19,125            | 19,986           | 23,025            | 21,789            | 21,278           | -4.31%     | -13.20%    | 5.67%      | 2.40%      |
| Closed                                   | 15,779            | 13,782           | 15,784            | 15,628            | 15,852           | 14.49%     | -12.68%    | 1.00%      | -1.41%     |
| Close Price - Average                    | \$ 672,633        | \$ 547,629       | \$ 534,093        | \$ 526,965        | \$ 475,923       | 22.83%     | 2.53%      | 1.35%      | 10.72%     |
| Close Price - Median                     | \$ 561,000        | \$ 474,000       | \$ 450,000        | \$ 445,000        | \$ 407,000       | 18.35%     | 5.33%      | 1.12%      | 9.34%      |
| Sales Volume                             | \$ 10,613,477,911 | \$ 7,547,429,276 | \$ 8,430,123,113  | \$ 8,235,404,173  | \$ 7,544,326,317 | 40.62%     | -10.47%    | 2.36%      | 9.16%      |
| Days in MLS - Average                    | 14                | 31               | 32                | 27                | 29               | -54.84%    | -3.13%     | 18.52%     | -6.90%     |
| Days in MLS - Median                     | 4                 | 8                | 10                | 6                 | 7                | -50.00%    | -20.00%    | 66.67%     | -14.29%    |
| Close Price/List Price                   | 104.19%           | 99.60%           | 99.37%            | 100.35%           | 100.16%          | 4.61%      | 0.23%      | -0.98%     | 0.19%      |
| <b>Attached</b>                          |                   |                  |                   |                   |                  |            |            |            |            |
| Active Listings at Month End             | 739               | 2,445            | 2,560             | 1,547             | 1,335            | -69.78%    | -4.49%     | 65.48%     | 15.88%     |
| New Listings                             | 8,379             | 8,696            | 9,446             | 8,444             | 8,216            | -3.65%     | -7.94%     | 11.87%     | 2.78%      |
| Closed                                   | 7,505             | 5,821            | 6,591             | 6,566             | 6,412            | 28.93%     | -11.68%    | 0.38%      | 2.40%      |
| Close Price - Average                    | \$ 422,340        | \$ 371,927       | \$ 364,106        | \$ 353,381        | \$ 311,834       | 13.55%     | 2.15%      | 3.03%      | 13.32%     |
| Close Price - Median                     | \$ 355,500        | \$ 320,000       | \$ 303,000        | \$ 300,000        | \$ 261,771       | 11.09%     | 5.61%      | 1.00%      | 14.60%     |
| Sales Volume                             | \$ 3,169,662,265  | \$ 2,164,985,075 | \$ 2,399,821,921  | \$ 2,320,302,770  | \$ 1,999,479,763 | 46.41%     | -9.79%     | 3.43%      | 16.05%     |
| Days in MLS - Average                    | 25                | 33               | 31                | 23                | 22               | -24.24%    | 6.45%      | 34.78%     | 4.55%      |
| Days in MLS - Median                     | 5                 | 11               | 11                | 5                 | 5                | -54.55%    | 0.00%      | 120.00%    | 0.00%      |
| Close Price/List Price                   | 101.85%           | 99.39%           | 99.33%            | 100.68%           | 100.66%          | 2.48%      | 0.06%      | -1.34%     | 0.02%      |

# MARKET TRENDS

| Price Range            | Detached |        |      | Attached |        |      |
|------------------------|----------|--------|------|----------|--------|------|
|                        | Closed   | Active | MOI  | Closed   | Active | MOI  |
| Months of Inventory    |          |        |      |          |        |      |
| \$0 to \$99,999        | 3        | 1      | 0.33 | -        | -      |      |
| \$100,000 to \$199,999 | 6        | 6      | 1.00 | 83       | 37     | 0.45 |
| \$200,000 to \$299,999 | 25       | 21     | 0.84 | 348      | 133    | 0.38 |
| \$300,000 to \$399,999 | 189      | 59     | 0.31 | 448      | 128    | 0.29 |
| \$400,000 to \$499,999 | 768      | 163    | 0.21 | 345      | 89     | 0.26 |
| \$500,000 to \$749,999 | 1,738    | 436    | 0.25 | 262      | 154    | 0.59 |
| \$750,000 to \$999,999 | 540      | 218    | 0.40 | 88       | 86     | 0.98 |
| \$1,000,000 and over   | 416      | 432    | 1.04 | 63       | 112    | 1.78 |
| TOTALS                 | 3,685    | 1,336  | 0.36 | 1,637    | 739    | 0.45 |

| Price Range            | Detached       |                 | % change | Attached       |                 | % change |
|------------------------|----------------|-----------------|----------|----------------|-----------------|----------|
|                        | Closed May '21 | Closed Apr, '21 |          | Closed May '21 | Closed Apr, '21 |          |
| Month-Over-Month       |                |                 |          |                |                 |          |
| \$0 to \$99,999        | 3              | 1               | 200.00%  | -              | -               |          |
| \$100,000 to \$199,999 | 6              | 2               | 200.00%  | 83             | 115             | -27.83%  |
| \$200,000 to \$299,999 | 25             | 32              | -21.88%  | 348            | 341             | 2.05%    |
| \$300,000 to \$399,999 | 189            | 265             | -28.68%  | 448            | 440             | 1.82%    |
| \$400,000 to \$499,999 | 768            | 917             | -16.25%  | 345            | 305             | 13.11%   |
| \$500,000 to \$749,999 | 1,738          | 1,675           | 3.76%    | 262            | 306             | -14.38%  |
| \$750,000 to \$999,999 | 540            | 563             | -4.09%   | 88             | 65              | 35.38%   |
| \$1,000,000 and over   | 416            | 448             | -7.14%   | 63             | 61              | 3.28%    |
| TOTALS                 | 3,685          | 3,903           | -5.59%   | 1,637          | 1,633           | 0.24%    |

| Price Range            | Detached    |             | % change | Attached    |             | % change |
|------------------------|-------------|-------------|----------|-------------|-------------|----------|
|                        | YTD May '21 | YTD May '20 |          | YTD May '21 | YTD May '20 |          |
| Year-Over-Year         |             |             |          |             |             |          |
| \$0 to \$99,999        | 7           | 9           | -22.22%  | -           | 4           | -100.00% |
| \$100,000 to \$199,999 | 19          | 55          | -65.45%  | 555         | 589         | -5.77%   |
| \$200,000 to \$299,999 | 201         | 495         | -59.39%  | 1,780       | 1,866       | -4.61%   |
| \$300,000 to \$399,999 | 1,434       | 3,025       | -52.60%  | 2,115       | 1,613       | 31.12%   |
| \$400,000 to \$499,999 | 3,899       | 4,176       | -6.63%   | 1,335       | 780         | 71.15%   |
| \$500,000 to \$749,999 | 6,567       | 4,357       | 50.72%   | 1,169       | 691         | 69.18%   |
| \$750,000 to \$999,999 | 2,010       | 963         | 108.72%  | 328         | 195         | 68.21%   |
| \$1,000,000 and over   | 1,642       | 702         | 133.90%  | 223         | 83          | 168.67%  |
| TOTALS                 | 15,779      | 13,782      | 14.49%   | 7,505       | 5,821       | 28.93%   |

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

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

|  | May '21        | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Detached + Attached) |                |                |                |             |           |
| New Listings                             | 574            | 587            | 540            | -2.21%      | 6.30%     |
| Pending                                  | 546            | 453            | 296            | 20.53%      | 84.46%    |
| Closed                                   | 479            | 509            | 124            | -5.89%      | 286.29%   |
| Sales Volume                             | \$ 750,509,719 | \$ 800,571,726 | \$ 188,598,772 | -6.25%      | 297.94%   |
| Days in MLS - Average                    | 25             | 28             | 61             | -10.71%     | -59.02%   |
| Days in MLS - Median                     | 5              | 5              | 25             | 0.00%       | -80.00%   |
| Close Price/List Price                   | 103.66%        | 102.43%        | 97.23%         | 1.20%       | 6.61%     |
| PSF Total                                | \$ 378         | \$ 361         | \$ 328         | 4.71%       | 15.24%    |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 501            | 505            | 493            | -0.79%      | 1.62%     |
| Pending                                  | 476            | 393            | 279            | 21.12%      | 70.61%    |
| Closed                                   | 416            | 448            | 116            | -7.14%      | 258.62%   |
| Sales Volume                             | \$ 654,870,851 | \$ 712,253,554 | \$ 177,123,698 | -8.06%      | 269.73%   |
| Days in MLS - Average                    | 20             | 25             | 62             | -20.00%     | -67.74%   |
| Days in MLS - Median                     | 4              | 5              | 24             | -20.00%     | -83.33%   |
| Close Price/List Price                   | 104.20%        | 102.63%        | 97.29%         | 1.53%       | 7.10%     |
| PSF Total                                | \$ 340         | \$ 332         | \$ 313         | 2.41%       | 8.63%     |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 73             | 82             | 47             | -10.98%     | 55.32%    |
| Pending                                  | 70             | 60             | 17             | 16.67%      | 311.76%   |
| Closed                                   | 63             | 61             | 8              | 3.28%       | 687.50%   |
| Sales Volume                             | \$ 95,638,868  | \$ 88,318,172  | \$ 11,475,074  | 8.29%       | 733.45%   |
| Days in MLS - Average                    | 55             | 46             | 53             | 19.57%      | 3.77%     |
| Days in MLS - Median                     | 6              | 5              | 37             | 20.00%      | -83.78%   |
| Close Price/List Price                   | 100.12%        | 100.98%        | 96.31%         | -0.85%      | 3.96%     |
| PSF Total                                | \$ 628         | \$ 569         | \$ 549         | 10.37%      | 14.39%    |



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

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

|  | YTD 2021         | YTD 2020         | YTD 2019         | YTD 2018         | YTD 2017         | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 2,270            | 1,846            | 1,917            | 1,658            | 1,455            | 22.97%     | -3.70%     | 15.62%     | 13.95%     |
| Pending                                  | 2,059            | 965              | 1,163            | 1,032            | 808              | 113.37%    | -17.02%    | 12.69%     | 27.72%     |
| Closed                                   | 1,865            | 785              | 935              | 903              | 669              | 137.58%    | -16.04%    | 3.54%      | 34.98%     |
| Sales Volume                             | \$ 2,959,665,716 | \$ 1,190,186,881 | \$ 1,467,631,687 | \$ 1,371,953,177 | \$ 1,008,017,497 | 148.67%    | -18.90%    | 6.97%      | 36.10%     |
| Days in MLS - Average                    | 41               | 63               | 60               | 71               | 91               | -34.92%    | 5.00%      | -15.49%    | -21.98%    |
| Days in MLS - Median                     | 6                | 23               | 21               | 27               | 36               | -73.91%    | 9.52%      | -22.22%    | -25.00%    |
| Close Price/List Price                   | 101.48%          | 97.08%           | 97.65%           | 97.53%           | 97.26%           | 4.53%      | -0.58%     | 0.12%      | 0.28%      |
| PSF Total                                | \$ 362           | \$ 349           | \$ 337           | \$ 301           | \$ 298           | 3.72%      | 3.56%      | 11.96%     | 1.01%      |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 1,965            | 1,635            | 1,705            | 1,497            | 1,321            | 20.18%     | -4.11%     | 13.89%     | 13.32%     |
| Pending                                  | 1,815            | 879              | 1,043            | 939              | 720              | 106.48%    | -15.72%    | 11.08%     | 30.42%     |
| Closed                                   | 1,642            | 702              | 826              | 830              | 598              | 133.90%    | -15.01%    | -0.48%     | 38.80%     |
| Sales Volume                             | \$ 2,631,737,941 | \$ 1,067,648,403 | \$ 1,289,150,556 | \$ 1,257,466,218 | \$ 913,946,449   | 146.50%    | -17.18%    | 2.52%      | 37.59%     |
| Days in MLS - Average                    | 40               | 62               | 61               | 72               | 92               | -35.48%    | 1.64%      | -15.28%    | -21.74%    |
| Days in MLS - Median                     | 6                | 22               | 20               | 27               | 36               | -72.73%    | 10.00%     | -25.93%    | -25.00%    |
| Close Price/List Price                   | 101.71%          | 97.11%           | 97.11%           | 97.57%           | 97.24%           | 4.74%      | 0.00%      | -0.47%     | 0.34%      |
| PSF Total                                | \$ 334           | \$ 318           | \$ 299           | \$ 283           | \$ 283           | 5.03%      | 6.35%      | 5.65%      | 0.00%      |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 305              | 211              | 212              | 161              | 134              | 44.55%     | -0.47%     | 31.68%     | 20.15%     |
| Pending                                  | 244              | 86               | 120              | 93               | 88               | 183.72%    | -28.33%    | 29.03%     | 5.68%      |
| Closed                                   | 223              | 83               | 109              | 73               | 71               | 168.67%    | -23.85%    | 49.32%     | 2.82%      |
| Sales Volume                             | \$ 327,927,775   | \$ 122,538,478   | \$ 178,481,131   | \$ 114,486,959   | \$ 94,071,048    | 167.61%    | -31.34%    | 55.90%     | 21.70%     |
| Days in MLS - Average                    | 53               | 70               | 54               | 65               | 79               | -24.29%    | 29.63%     | -16.92%    | -17.72%    |
| Days in MLS - Median                     | 7                | 36               | 23               | 21               | 36               | -80.56%    | 56.52%     | 9.52%      | -41.67%    |
| Close Price/List Price                   | 99.85%           | 96.84%           | 97.87%           | 97.09%           | 97.41%           | 3.11%      | -1.05%     | 0.80%      | -0.33%     |
| PSF Total                                | \$ 568           | \$ 606           | \$ 630           | \$ 513           | \$ 430           | -6.27%     | -3.81%     | 22.81%     | 19.30%     |

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

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

|  | May '21        | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Detached + Attached) |                |                |                |             |           |
| New Listings                             | 725            | 696            | 587            | 4.17%       | 23.51%    |
| Pending                                  | 716            | 563            | 456            | 27.18%      | 57.02%    |
| Closed                                   | 628            | 628            | 215            | 0.00%       | 192.09%   |
| Sales Volume                             | \$ 531,146,559 | \$ 532,222,749 | \$ 181,838,665 | -0.20%      | 192.10%   |
| Days in MLS - Average                    | 13             | 14             | 36             | -7.14%      | -63.89%   |
| Days in MLS - Median                     | 4              | 4              | 13             | 0.00%       | -69.23%   |
| Close Price/List Price                   | 105.09%        | 104.60%        | 98.35%         | 0.47%       | 6.85%     |
| PSF Total                                | \$ 279         | \$ 276         | \$ 258         | 1.09%       | 8.14%     |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 644            | 589            | 499            | 9.34%       | 29.06%    |
| Pending                                  | 645            | 475            | 410            | 35.79%      | 57.32%    |
| Closed                                   | 540            | 563            | 180            | -4.09%      | 200.00%   |
| Sales Volume                             | \$ 455,441,578 | \$ 476,029,251 | \$ 152,397,013 | -4.32%      | 198.85%   |
| Days in MLS - Average                    | 8              | 12             | 35             | -33.33%     | -77.14%   |
| Days in MLS - Median                     | 4              | 4              | 13             | 0.00%       | -69.23%   |
| Close Price/List Price                   | 105.60%        | 105.01%        | 98.43%         | 0.56%       | 7.28%     |
| PSF Total                                | \$ 258         | \$ 260         | \$ 236         | -0.77%      | 9.32%     |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 81             | 107            | 88             | -24.30%     | -7.95%    |
| Pending                                  | 71             | 88             | 46             | -19.32%     | 54.35%    |
| Closed                                   | 88             | 65             | 35             | 35.38%      | 151.43%   |
| Sales Volume                             | \$ 75,704,981  | \$ 56,193,498  | \$ 29,441,652  | 34.72%      | 157.14%   |
| Days in MLS - Average                    | 49             | 33             | 40             | 48.48%      | 22.50%    |
| Days in MLS - Median                     | 5              | 6              | 16             | -16.67%     | -68.75%   |
| Close Price/List Price                   | 101.96%        | 100.99%        | 97.91%         | 0.96%       | 4.14%     |
| PSF Total                                | \$ 408         | \$ 416         | \$ 373         | -1.92%      | 9.38%     |

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

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

|  | YTD 2021         | YTD 2020       | YTD 2019         | YTD 2018         | YTD 2017       | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|----------------|------------------|------------------|----------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                |                  |                  |                |            |            |            |            |
| New Listings                             | 2,771            | 2,219          | 2,279            | 1,963            | 1,657          | 24.88%     | -2.63%     | 16.10%     | 18.47%     |
| Pending                                  | 2,642            | 1,493          | 1,528            | 1,423            | 1,148          | 76.96%     | -2.29%     | 7.38%      | 23.95%     |
| Closed                                   | 2,338            | 1,158          | 1,207            | 1,197            | 916            | 101.90%    | -4.06%     | 0.84%      | 30.68%     |
| Sales Volume                             | \$ 1,984,774,628 | \$ 977,357,582 | \$ 1,020,040,112 | \$ 1,018,046,307 | \$ 774,461,370 | 103.08%    | -4.18%     | 0.20%      | 31.45%     |
| Days in MLS - Average                    | 21               | 43             | 45               | 51               | 60             | -51.16%    | -4.44%     | -11.76%    | -15.00%    |
| Days in MLS - Median                     | 4                | 13             | 16               | 13               | 25             | -69.23%    | -18.75%    | 23.08%     | -48.00%    |
| Close Price/List Price                   | 103.43%          | 98.95%         | 99.01%           | 99.33%           | 98.65%         | 4.53%      | -0.06%     | -0.32%     | 0.69%      |
| PSF Total                                | \$ 275           | \$ 249         | \$ 248           | \$ 239           | \$ 224         | 10.44%     | 0.40%      | 3.77%      | 6.70%      |
| <b>Detached</b>                          |                  |                |                  |                  |                |            |            |            |            |
| New Listings                             | 2,359            | 1,830          | 1,920            | 1,666            | 1,432          | 28.91%     | -4.69%     | 15.25%     | 16.34%     |
| Pending                                  | 2,261            | 1,277          | 1,304            | 1,208            | 991            | 77.06%     | -2.07%     | 7.95%      | 21.90%     |
| Closed                                   | 2,010            | 963            | 998              | 1,009            | 789            | 108.72%    | -3.51%     | -1.09%     | 27.88%     |
| Sales Volume                             | \$ 1,702,360,097 | \$ 811,314,565 | \$ 841,930,547   | \$ 859,515,670   | \$ 668,857,725 | 109.83%    | -3.64%     | -2.05%     | 28.51%     |
| Days in MLS - Average                    | 16               | 43             | 44               | 51               | 61             | -62.79%    | -2.27%     | -13.73%    | -16.39%    |
| Days in MLS - Median                     | 4                | 12             | 15               | 13               | 25             | -66.67%    | -20.00%    | 15.38%     | -48.00%    |
| Close Price/List Price                   | 103.89%          | 98.98%         | 99.02%           | 99.33%           | 98.55%         | 4.96%      | -0.04%     | -0.31%     | 0.79%      |
| PSF Total                                | \$ 255           | \$ 227         | \$ 226           | \$ 221           | \$ 209         | 12.33%     | 0.44%      | 2.26%      | 5.74%      |
| <b>Attached</b>                          |                  |                |                  |                  |                |            |            |            |            |
| New Listings                             | 412              | 389            | 359              | 297              | 225            | 5.91%      | 8.36%      | 20.88%     | 32.00%     |
| Pending                                  | 381              | 216            | 224              | 215              | 157            | 76.39%     | -3.57%     | 4.19%      | 36.94%     |
| Closed                                   | 328              | 195            | 209              | 188              | 127            | 68.21%     | -6.70%     | 11.17%     | 48.03%     |
| Sales Volume                             | \$ 282,414,531   | \$ 166,043,017 | \$ 178,109,565   | \$ 158,530,637   | \$ 105,603,645 | 70.09%     | -6.77%     | 12.35%     | 50.12%     |
| Days in MLS - Average                    | 50               | 41             | 53               | 49               | 55             | 21.95%     | -22.64%    | 8.16%      | -10.91%    |
| Days in MLS - Median                     | 9                | 16             | 24               | 14               | 19             | -43.75%    | -33.33%    | 71.43%     | -26.32%    |
| Close Price/List Price                   | 100.59%          | 98.81%         | 98.94%           | 99.37%           | 99.22%         | 1.80%      | -0.13%     | -0.43%     | 0.15%      |
| PSF Total                                | \$ 400           | \$ 357         | \$ 354           | \$ 336           | \$ 319         | 12.04%     | 0.85%      | 5.36%      | 5.33%      |

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

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

|  | May '21          | Prior Month      | Last Year      | Prior Month | Last Year |
|--|------------------|------------------|----------------|-------------|-----------|
| <b>Residential</b> (Detached + Attached) |                  |                  |                |             |           |
| New Listings                             | 2,118            | 2,245            | 2,016          | -5.66%      | 5.06%     |
| Pending                                  | 2,243            | 1,897            | 1,766          | 18.24%      | 27.01%    |
| Closed                                   | 2,000            | 1,981            | 909            | 0.96%       | 120.02%   |
| Sales Volume                             | \$ 1,203,128,808 | \$ 1,193,555,025 | \$ 536,595,880 | 0.80%       | 124.22%   |
| Days in MLS - Average                    | 8                | 10               | 30             | -20.00%     | -73.33%   |
| Days in MLS - Median                     | 4                | 4                | 10             | 0.00%       | -60.00%   |
| Close Price/List Price                   | 106.27%          | 105.57%          | 99.26%         | 0.66%       | 7.06%     |
| PSF Total                                | \$ 262           | \$ 264           | \$ 217         | -0.76%      | 20.74%    |
| <b>Detached</b>                          |                  |                  |                |             |           |
| New Listings                             | 1,863            | 1,896            | 1,726          | -1.74%      | 7.94%     |
| Pending                                  | 1,963            | 1,584            | 1,546          | 23.93%      | 26.97%    |
| Closed                                   | 1,738            | 1,675            | 804            | 3.76%       | 116.17%   |
| Sales Volume                             | \$ 1,048,740,158 | \$ 1,010,989,248 | \$ 475,211,477 | 3.73%       | 120.69%   |
| Days in MLS - Average                    | 6                | 7                | 28             | -14.29%     | -78.57%   |
| Days in MLS - Median                     | 4                | 4                | 10             | 0.00%       | -60.00%   |
| Close Price/List Price                   | 106.77%          | 106.21%          | 99.31%         | 0.53%       | 7.51%     |
| PSF Total                                | \$ 244           | \$ 244           | \$ 200         | 0.00%       | 22.00%    |
| <b>Attached</b>                          |                  |                  |                |             |           |
| New Listings                             | 255              | 349              | 290            | -26.93%     | -12.07%   |
| Pending                                  | 280              | 313              | 220            | -10.54%     | 27.27%    |
| Closed                                   | 262              | 306              | 105            | -14.38%     | 149.52%   |
| Sales Volume                             | \$ 154,388,650   | \$ 182,565,777   | \$ 61,384,403  | -15.43%     | 151.51%   |
| Days in MLS - Average                    | 17               | 26               | 47             | -34.62%     | -63.83%   |
| Days in MLS - Median                     | 4                | 5                | 12             | -20.00%     | -66.67%   |
| Close Price/List Price                   | 102.94%          | 102.00%          | 98.84%         | 0.92%       | 4.15%     |
| PSF Total                                | \$ 381           | \$ 376           | \$ 349         | 1.33%       | 9.17%     |

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

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

|  | YTD 2021         | YTD 2020         | YTD 2019         | YTD 2018         | YTD 2017         | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential</b> (Detached + Attached) |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 8,608            | 7,626            | 7,959            | 6,887            | 5,698            | 12.88%     | -4.18%     | 15.57%     | 20.87%     |
| Pending                                  | 8,332            | 5,955            | 5,906            | 5,522            | 4,457            | 39.92%     | 0.83%      | 6.95%      | 23.89%     |
| Closed                                   | 7,736            | 5,048            | 4,956            | 4,853            | 3,793            | 53.25%     | 1.86%      | 2.12%      | 27.95%     |
| Sales Volume                             | \$ 4,648,341,977 | \$ 2,992,240,649 | \$ 2,948,733,647 | \$ 2,877,320,953 | \$ 2,237,913,545 | 55.35%     | 1.48%      | 2.48%      | 28.57%     |
| Days in MLS - Average                    | 14               | 38               | 39               | 36               | 44               | -63.16%    | -2.56%     | 8.33%      | -18.18%    |
| Days in MLS - Median                     | 4                | 12               | 15               | 10               | 15               | -66.67%    | -20.00%    | 50.00%     | -33.33%    |
| Close Price/List Price                   | 104.59%          | 99.46%           | 99.21%           | 99.91%           | 99.43%           | 5.16%      | 0.25%      | -0.70%     | 0.48%      |
| PSF Total                                | \$ 257           | \$ 219           | \$ 212           | \$ 211           | \$ 196           | 17.35%     | 3.30%      | 0.47%      | 7.65%      |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 7,330            | 6,440            | 6,787            | 5,873            | 4,919            | 13.82%     | -5.11%     | 15.56%     | 19.39%     |
| Pending                                  | 7,036            | 5,139            | 5,116            | 4,736            | 3,861            | 36.91%     | 0.45%      | 8.02%      | 22.66%     |
| Closed                                   | 6,567            | 4,357            | 4,289            | 4,115            | 3,297            | 50.72%     | 1.59%      | 4.23%      | 24.81%     |
| Sales Volume                             | \$ 3,950,967,526 | \$ 2,583,222,975 | \$ 2,550,341,027 | \$ 2,438,517,005 | \$ 1,942,598,460 | 52.95%     | 1.29%      | 4.59%      | 25.53%     |
| Days in MLS - Average                    | 11               | 36               | 38               | 34               | 42               | -69.44%    | -5.26%     | 11.76%     | -19.05%    |
| Days in MLS - Median                     | 4                | 11               | 14               | 10               | 14               | -63.64%    | -21.43%    | 40.00%     | -28.57%    |
| Close Price/List Price                   | 105.11%          | 99.49%           | 99.23%           | 99.95%           | 99.46%           | 5.65%      | 0.26%      | -0.72%     | 0.49%      |
| PSF Total                                | \$ 237           | \$ 198           | \$ 194           | \$ 190           | \$ 179           | 19.70%     | 2.06%      | 2.11%      | 6.15%      |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 1,278            | 1,186            | 1,172            | 1,014            | 779              | 7.76%      | 1.19%      | 15.58%     | 30.17%     |
| Pending                                  | 1,296            | 816              | 790              | 786              | 596              | 58.82%     | 3.29%      | 0.51%      | 31.88%     |
| Closed                                   | 1,169            | 691              | 667              | 738              | 496              | 69.18%     | 3.60%      | -9.62%     | 48.79%     |
| Sales Volume                             | \$ 697,374,451   | \$ 409,017,674   | \$ 398,392,620   | \$ 438,803,948   | \$ 295,315,085   | 70.50%     | 2.67%      | -9.21%     | 48.59%     |
| Days in MLS - Average                    | 34               | 50               | 45               | 49               | 53               | -32.00%    | 11.11%     | -8.16%     | -7.55%     |
| Days in MLS - Median                     | 5                | 18               | 19               | 16               | 23               | -72.22%    | -5.26%     | 18.75%     | -30.43%    |
| Close Price/List Price                   | 101.68%          | 99.26%           | 99.07%           | 99.67%           | 99.26%           | 2.44%      | 0.19%      | -0.60%     | 0.41%      |
| PSF Total                                | \$ 370           | \$ 351           | \$ 327           | \$ 327           | \$ 308           | 5.41%      | 7.34%      | 0.00%      | 6.17%      |

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

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

|  | May '21        | Prior Month    | Last Year      | Prior Month | Last Year |
|--|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Detached + Attached) |                |                |                |             |           |
| New Listings                             | 2,319          | 2,487          | 3,285          | -6.76%      | -29.41%   |
| Pending                                  | 2,552          | 2,197          | 3,187          | 16.16%      | -19.92%   |
| Closed                                   | 1,750          | 1,927          | 1,870          | -9.19%      | -6.42%    |
| Sales Volume                             | \$ 721,258,113 | \$ 795,933,163 | \$ 750,535,987 | -9.38%      | -3.90%    |
| Days in MLS - Average                    | 8              | 10             | 19             | -20.00%     | -57.89%   |
| Days in MLS - Median                     | 4              | 4              | 7              | 0.00%       | -42.86%   |
| Close Price/List Price                   | 105.25%        | 104.83%        | 99.86%         | 0.40%       | 5.40%     |
| PSF Total                                | \$ 283         | \$ 282         | \$ 222         | 0.35%       | 27.48%    |
| <b>Detached</b>                          |                |                |                |             |           |
| New Listings                             | 1,486          | 1,625          | 2,370          | -8.55%      | -37.30%   |
| Pending                                  | 1,640          | 1,411          | 2,409          | 16.23%      | -31.92%   |
| Closed                                   | 957            | 1,182          | 1,418          | -19.04%     | -32.51%   |
| Sales Volume                             | \$ 414,640,607 | \$ 509,006,764 | \$ 583,230,119 | -18.54%     | -28.91%   |
| Days in MLS - Average                    | 6              | 6              | 18             | 0.00%       | -66.67%   |
| Days in MLS - Median                     | 4              | 4              | 6              | 0.00%       | -33.33%   |
| Close Price/List Price                   | 105.70%        | 105.53%        | 99.89%         | 0.16%       | 5.82%     |
| PSF Total                                | \$ 269         | \$ 270         | \$ 210         | -0.37%      | 28.10%    |
| <b>Attached</b>                          |                |                |                |             |           |
| New Listings                             | 833            | 862            | 915            | -3.36%      | -8.96%    |
| Pending                                  | 912            | 786            | 778            | 16.03%      | 17.22%    |
| Closed                                   | 793            | 745            | 452            | 6.44%       | 75.44%    |
| Sales Volume                             | \$ 306,617,506 | \$ 286,926,399 | \$ 167,305,868 | 6.86%       | 83.27%    |
| Days in MLS - Average                    | 10             | 15             | 23             | -33.33%     | -56.52%   |
| Days in MLS - Median                     | 4              | 4              | 10             | 0.00%       | -60.00%   |
| Close Price/List Price                   | 104.71%        | 103.72%        | 99.75%         | 0.95%       | 4.97%     |
| PSF Total                                | \$ 300         | \$ 302         | \$ 259         | -0.66%      | 15.83%    |

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

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

|  | YTD 2021         | YTD 2020         | YTD 2019         | YTD 2018         | YTD 2017         | '21 vs '20 | '20 vs '19 | '19 vs '18 | '18 vs '17 |
|--|------------------|------------------|------------------|------------------|------------------|------------|------------|------------|------------|
| <b>Residential (Detached + Attached)</b> |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 10,900           | 13,026           | 15,223           | 14,265           | 13,180           | -16.32%    | -14.43%    | 6.72%      | 8.23%      |
| Pending                                  | 10,885           | 11,370           | 12,858           | 12,169           | 11,766           | -4.27%     | -11.57%    | 5.66%      | 3.43%      |
| Closed                                   | 8,783            | 9,594            | 11,296           | 10,879           | 10,502           | -8.45%     | -15.07%    | 3.83%      | 3.59%      |
| Sales Volume                             | \$ 3,588,704,526 | \$ 3,838,406,996 | \$ 4,447,802,106 | \$ 4,262,992,149 | \$ 4,061,588,581 | -6.51%     | -13.70%    | 4.34%      | 4.96%      |
| Days in MLS - Average                    | 13               | 25               | 27               | 19               | 21               | -48.00%    | -7.41%     | 42.11%     | -9.52%     |
| Days in MLS - Median                     | 4                | 7                | 9                | 5                | 6                | -42.86%    | -22.22%    | 80.00%     | -16.67%    |
| Close Price/List Price                   | 103.62%          | 100.00%          | 99.71%           | 100.87%          | 100.54%          | 3.62%      | 0.29%      | -1.15%     | 0.33%      |
| PSF Total                                | \$ 270           | \$ 220           | \$ 210           | \$ 205           | \$ 185           | 22.73%     | 4.76%      | 2.44%      | 10.81%     |
| <b>Detached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 7,222            | 9,412            | 11,623           | 11,270           | 10,808           | -23.27%    | -19.02%    | 3.13%      | 4.27%      |
| Pending                                  | 7,119            | 8,586            | 10,035           | 9,679            | 9,771            | -17.09%    | -14.44%    | 3.68%      | -0.94%     |
| Closed                                   | 5,333            | 7,201            | 8,864            | 8,592            | 8,774            | -25.94%    | -18.76%    | 3.17%      | -2.07%     |
| Sales Volume                             | \$ 2,271,432,689 | \$ 2,943,473,034 | \$ 3,538,689,695 | \$ 3,400,276,974 | \$ 3,407,277,552 | -22.83%    | -16.82%    | 4.07%      | -0.21%     |
| Days in MLS - Average                    | 9                | 23               | 26               | 17               | 20               | -60.87%    | -11.54%    | 52.94%     | -15.00%    |
| Days in MLS - Median                     | 4                | 6                | 8                | 5                | 6                | -33.33%    | -25.00%    | 60.00%     | -16.67%    |
| Close Price/List Price                   | 104.20%          | 100.11%          | 99.76%           | 100.91%          | 100.61%          | 4.09%      | 0.35%      | -1.14%     | 0.30%      |
| PSF Total                                | \$ 256           | \$ 207           | \$ 197           | \$ 190           | \$ 172           | 23.67%     | 5.08%      | 3.68%      | 10.47%     |
| <b>Attached</b>                          |                  |                  |                  |                  |                  |            |            |            |            |
| New Listings                             | 3,678            | 3,614            | 3,600            | 2,995            | 2,372            | 1.77%      | 0.39%      | 20.20%     | 26.26%     |
| Pending                                  | 3,766            | 2,784            | 2,823            | 2,490            | 1,995            | 35.27%     | -1.38%     | 13.37%     | 24.81%     |
| Closed                                   | 3,450            | 2,393            | 2,432            | 2,287            | 1,728            | 44.17%     | -1.60%     | 6.34%      | 32.35%     |
| Sales Volume                             | \$ 1,317,271,837 | \$ 894,933,962   | \$ 909,112,411   | \$ 862,715,175   | \$ 654,311,029   | 47.19%     | -1.56%     | 5.38%      | 31.85%     |
| Days in MLS - Average                    | 19               | 31               | 31               | 24               | 27               | -38.71%    | 0.00%      | 29.17%     | -11.11%    |
| Days in MLS - Median                     | 4                | 10               | 12               | 6                | 6                | -60.00%    | -16.67%    | 100.00%    | 0.00%      |
| Close Price/List Price                   | 102.73%          | 99.68%           | 99.54%           | 100.69%          | 100.20%          | 3.06%      | 0.14%      | -1.14%     | 0.49%      |
| PSF Total                                | \$ 292           | \$ 259           | \$ 255           | \$ 259           | \$ 249           | 12.74%     | 1.57%      | -1.54%     | 4.02%      |