

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

September 2021

MARKET OVERVIEW

The September report, according to recent data provided by the Denver Metro Association of Realtors® Market Trends Committee, showcases the August 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	3,582	-11.69%	-34.83%
Closed Homes	5,618	-9.58%	-15.07%
Close Price - Average	\$614,577	-1.09%	14.23%
Close Price - Median	\$535,000	-0.37%	16.30%
Days in MLS - Average	11	22.22%	-54.17%

Detached

Active Listings at Month End	2,469	-14.21%	-25.30%
Closed Homes	3,974	-9.46%	-16.20%
Close Price - Average	\$687,768	-1.29%	14.26%
Close Price - Median	\$581,000	-3.15%	14.43%
Days in MLS - Average	10	25.00%	-56.52%

Attached

Active Listings at Month End	1,113	-5.52%	-49.20%
Closed Homes	1,644	-9.87%	-12.23%
Close Price - Average	\$437,655	-0.50%	16.33%
Close Price - Median	\$375,000	-1.32%	15.38%
Days in MLS - Average	14	16.67%	-41.67%

MARKET INSIGHTS

✓ Realtor® Tidbits:

- While it remains to be seen if the market is transitioning due to a seasonal slowdown or a correction, it is important to price your listings appropriately. Comparing prices to April/ May at the height of the multiple offer frenzy may leave your listing a sitting duck on the market.

✓ Local News:

- Apartment construction has been increasing across the country, up this year, with more than 330,000 new rental units arriving on the market in 2021. However, six of the top 20 metros are experiencing a decrease compared to last year. Among the most surprising appearances on this list are Denver (down 46 percent) and Seattle (down 19 percent), which were previously two of the top metros for new apartments throughout the 2010s.
- Realtor.com® reports that the Colorado Springs zip code 80916 is the nation's hottest market for sales.
- According to the monthly S&P/Case-Shiller U.S. National Home Price Index, Phoenix, San Diego and Seattle retained their spots as the three cities with the highest growth at 29.3, 27.1 and 25 percent, respectively. Denver had a 19.6 percent increase from this time last year.
- Downtown Denver's largest condo project since 2009 is set to break ground. A 461-unit project at the intersection of 18th and Glenarm Place is soon to begin construction by Vancouver-Canada-based developer, Amacon.
- Denver had a 65.62 net migration rate per 10,000 LinkedIn members in August.
- As home and property values continue to skyrocket in Denver, we can anticipate the next 10 years of growth to expand into peripheral neighborhoods that are already seeing steady changes such as Regis, Chaffee Park, Sunnyside and West Colfax.

✓ National News:

- Starting later this year, U.S. homebuyers will have the option to pay for their mortgage in bitcoin. United Wholesale Mortgage, the second-largest mortgage lender in the country, announced plans to accept cryptocurrency for home loans, in what is being billed as a first for the national mortgage industry.
- The Supreme Court ended the Centers for Disease Control and Prevention (CDC) eviction moratorium, giving much-needed relief to America's small housing providers facing financial hardship for more than a year.
- Pending home sales dipped modestly in July, noting two consecutive months of declines, according to the National Association of Realtors®.
- Homeowners may have developed some bad home security habits during the pandemic. The most common being leaving windows and outside doors open or unlocked while home.
- Seventy-two percent of consumers trust online reviews as much as personal recommendations from real people. Ninety percent of consumers say that positive online reviews influence their buying decision.
- Zillow and realtor.com® recently released their latest financial results. Historically, Zillow has maintained a consistent 2.5x agent revenue lead over realtor.com®. But in the last quarter, that lead has slipped, as realtor.com® grew its agent revenues much more than Zillow.
- Lawmakers are urging the Federal Trade Commission (FTC) to investigate potential anti-trust violations over Zillow Group's pending \$500 million acquisition of ShowingTime, a

scheduling platform for home showings. Congressman Ken Buck (R-Colo.) and Senator Mike Lee (R-Utah), ranking members of the House and Senate antitrust subcommittees, reportedly sent the FTC a letter urging an investigation into the acquisition.

- In 2020, the National Association of Realtors® membership reached 1.5 million, an indicator of the growing and fierce competition that exists in this industry.
- Higher construction costs and supply shortages have led to significant price growth for new construction homes, which in turn is giving many prospective buyers sticker shock. A decline in the buyer traffic index is partly to blame for August's 13-month low in builder confidence according to the National Association of Home Builders.
- The average home size rose from 2009 to 2015 as entry-level new construction was constrained. Home size declined between 2016 and 2020 as more starter homes were developed. Going forward we expect home size to increase again, given a shift in consumer preferences for more space due to the increased use and roles of homes in the post-COVID-19 environment, per the National Association of Home Builders.
- The wealth gap between homeowners and renters continues to widen; the average homeowner's net worth is \$254,900 and the average renter's is just \$6,270. In other words, an average homeowner's net worth is more than 40 times greater than a renter's.

✓ Mortgage News:

- August's Federal Open Market Committee (FOMC) meeting and Powell's decision to push off tapering gave the markets reason to celebrate continued liquidity. The day Powell announced waiting to taper until the September or November FOMC meeting, the Dow jumped 200 points, the S&P 500 hit another record high and the 10 Year Treasury dropped from 1.34 to 1.28. With stocks up and rates low, opportunities continue to show themselves.
- Powell continues to maintain inflation is temporary, pointing to a narrow group of durable goods, which saw an almost zero price growth in the last 20 years, now spiking due to COVIDs elevated demand. Meanwhile, the Personal Consumption Expenditures Index (PCE) came out at 4.2 percent in August - the hottest reading in 21 years. Some of it will stick.
- HUD and FHFA signed a Memorandum of Understanding in August to strengthen their enforcement of the Fair Housing Act that protects individuals from housing discrimination. HUD Secretary Marcia Fudge said, "We are prioritizing the work required to remove barriers that have created separate and unequal neighborhoods and limited access to housing opportunity and wealth building."

✓ Quick Stats:

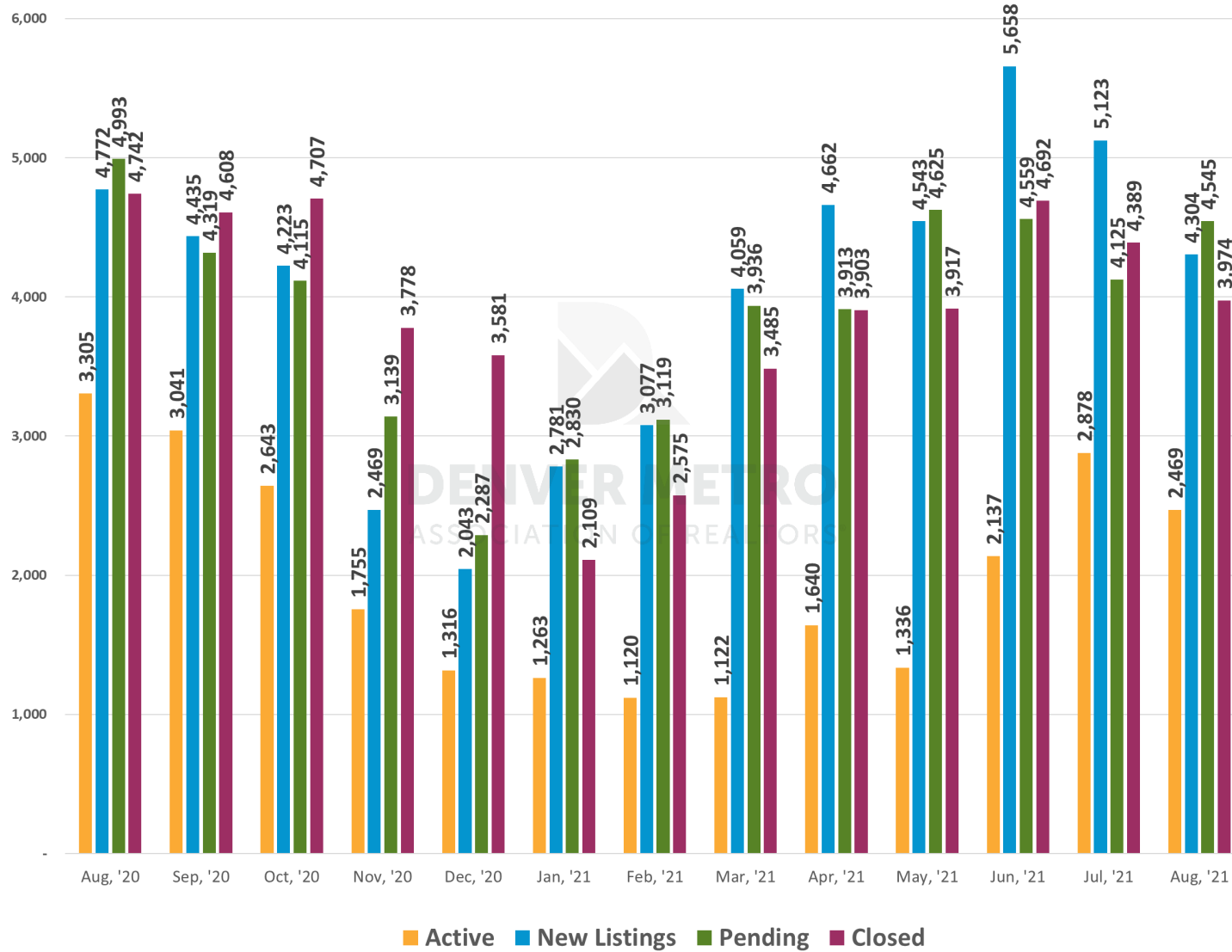
- In August of 2010, we closed 941 distressed homes, which represented 32.3 percent of all closings. This August, we only closed seven distressed homes representing 0.18 percent of all closings. Of the seven, three were bank-owned, three were HUD foreclosures and one was a short sale. As moratoriums on tenant evictions expire, some rentals may become distressed sales. It will be something to watch throughout the remainder of the year but don't expect a flood.
- Average active listings for August is 16,243 (1985-2020.)
- Record-high August was 2006 with 31,664 listings and the record-low was set this August with 3,582 listings.
- Historically, we see an average decrease in active listings from July to August of 0.46 percent. A decrease of 11.69 percent in 2021 represents a large month-over-month decrease and the second largest on record.

Detached Single-Family

DMAR Market Trends | August 2021 Data

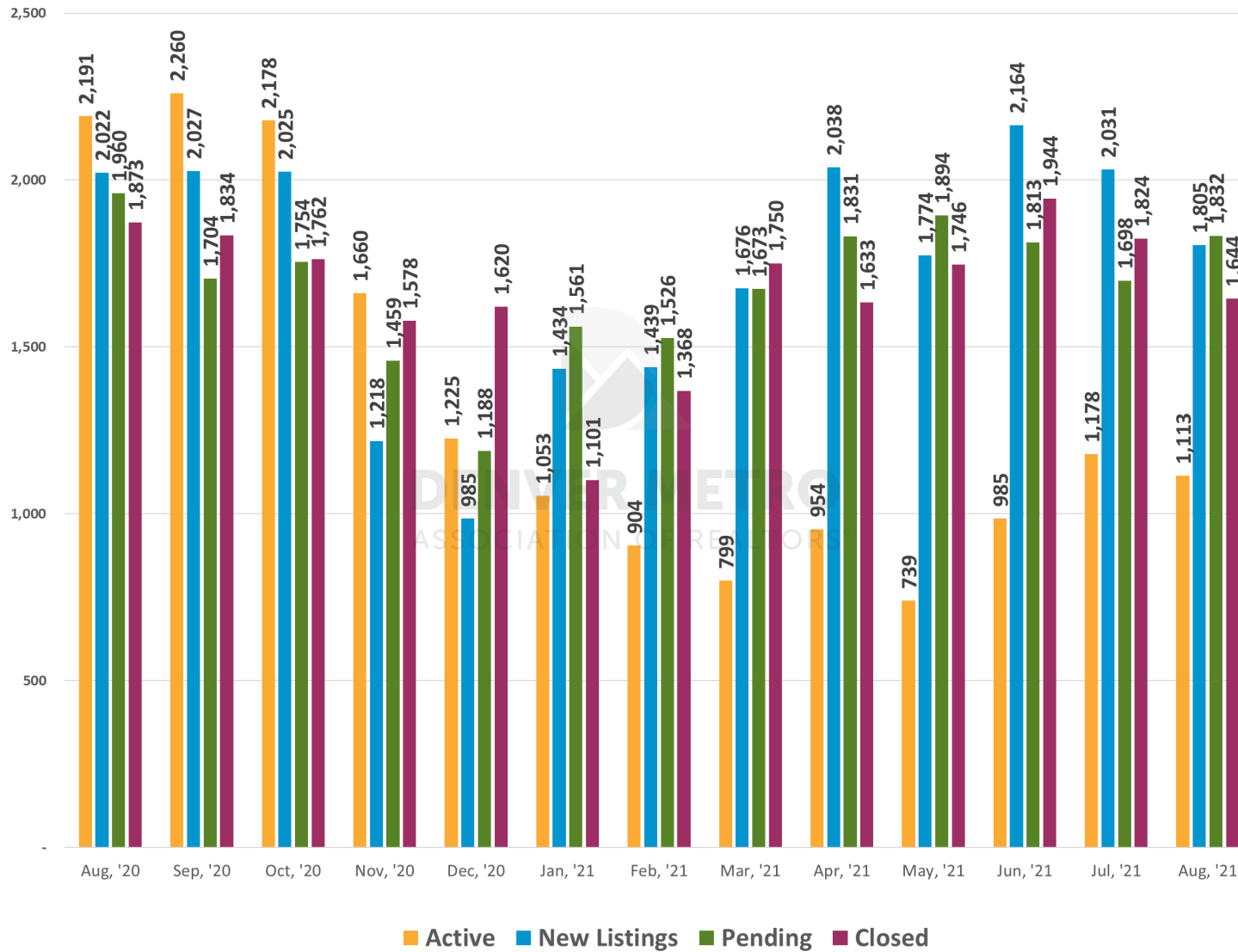
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Attached Single-Family

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

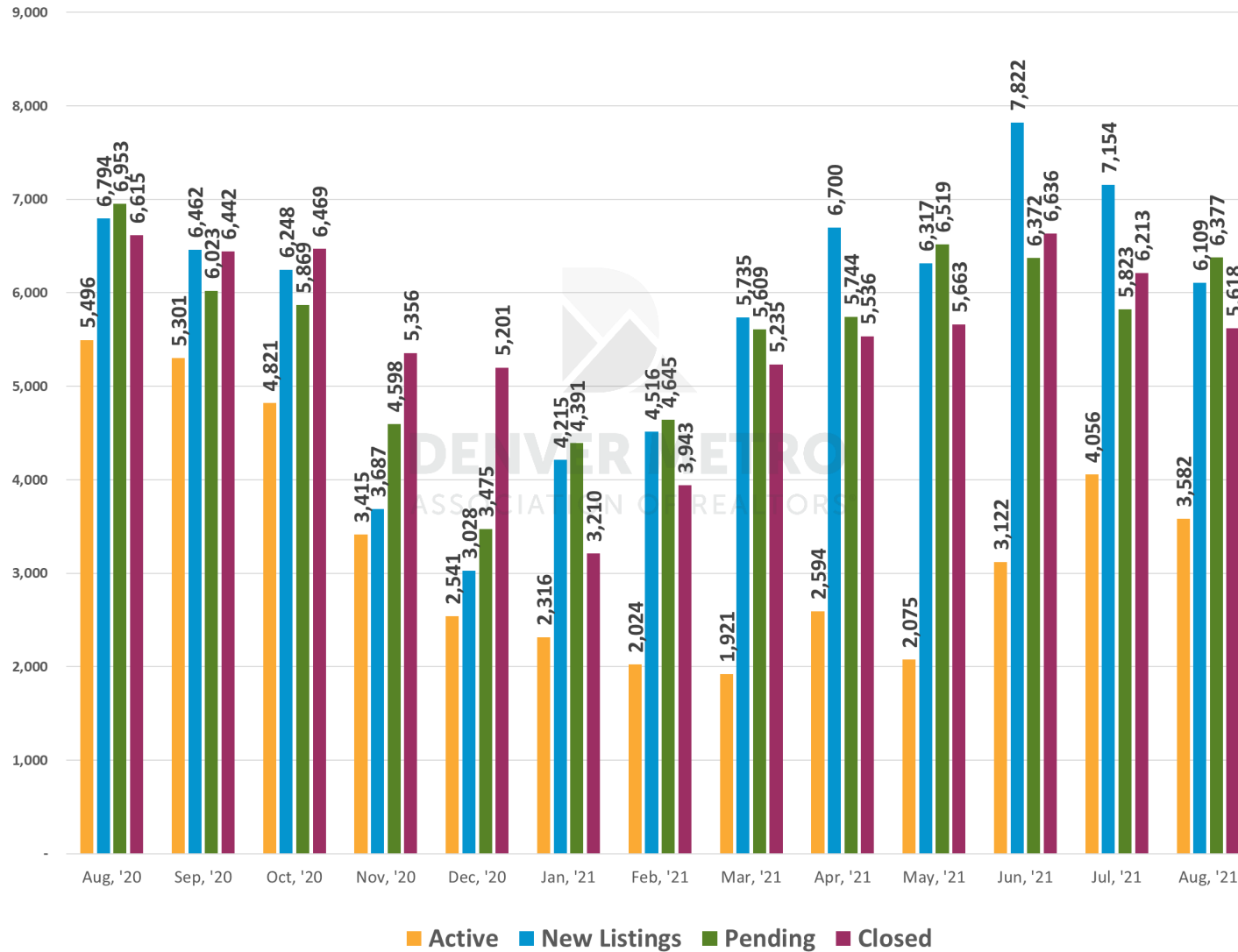


Residential (Detached + Attached)

DMAR Market Trends | August 2021 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

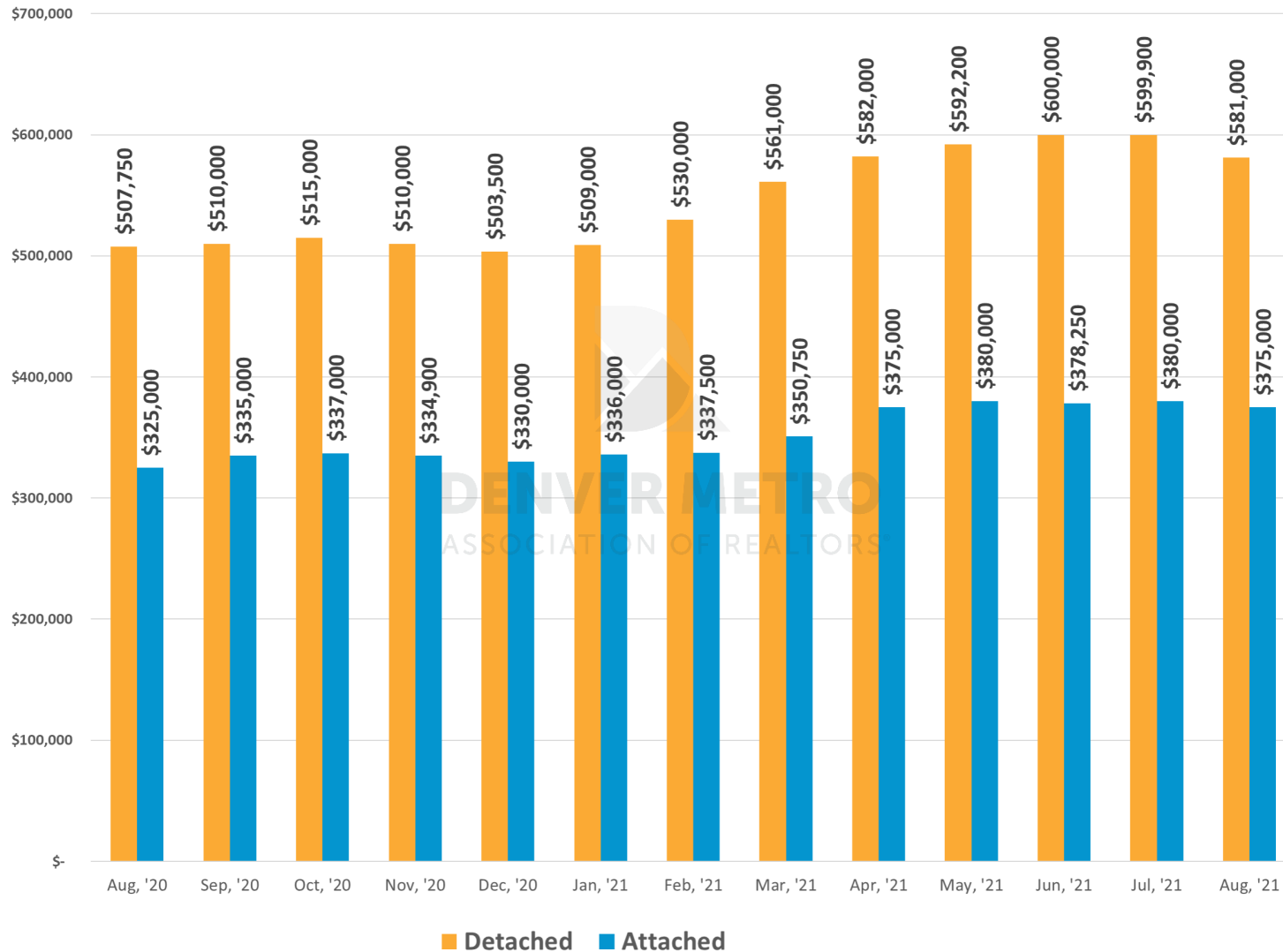


Median Close Price

DMAR Market Trends | August 2021 Data

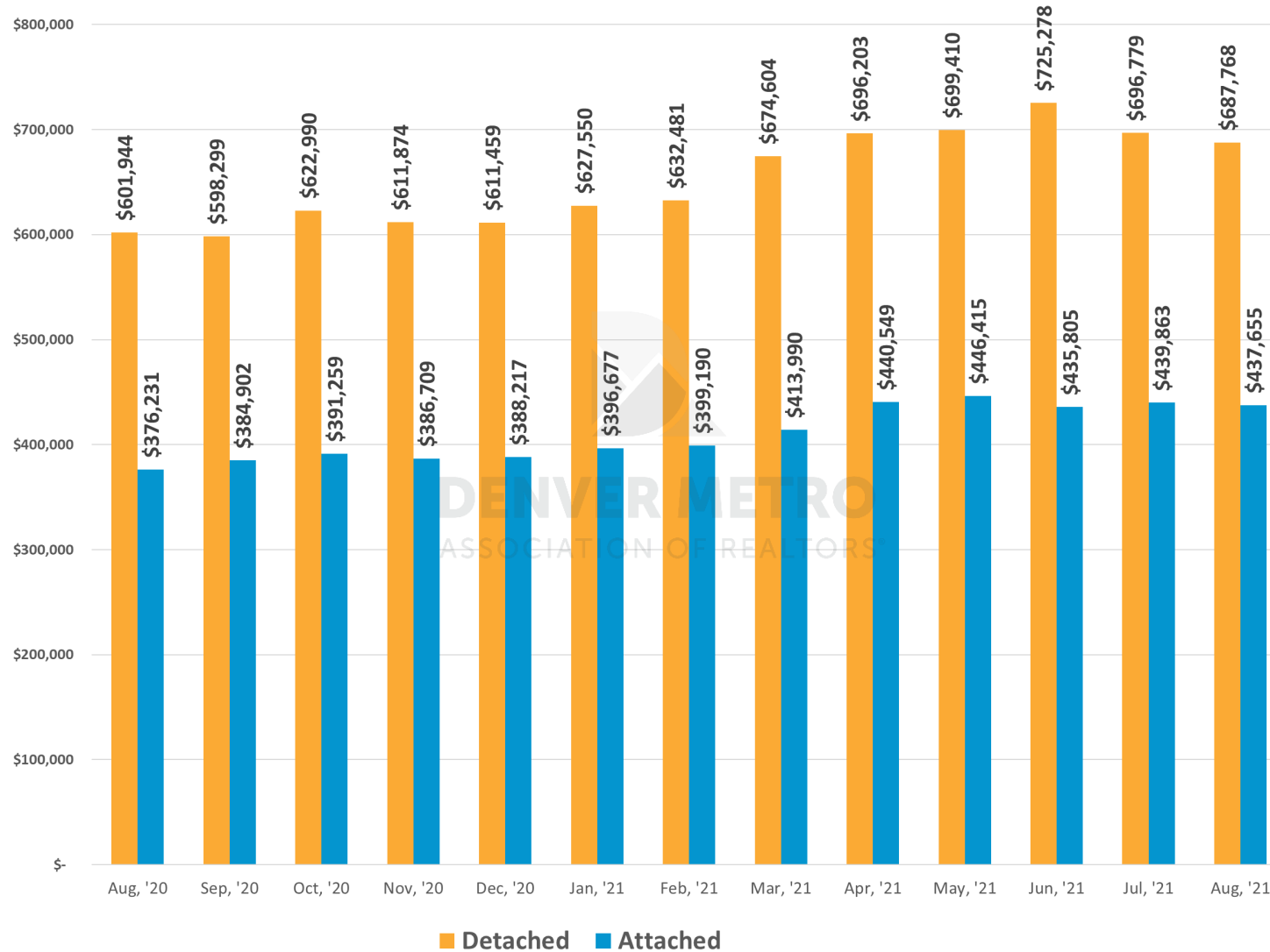
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Average Close Price

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

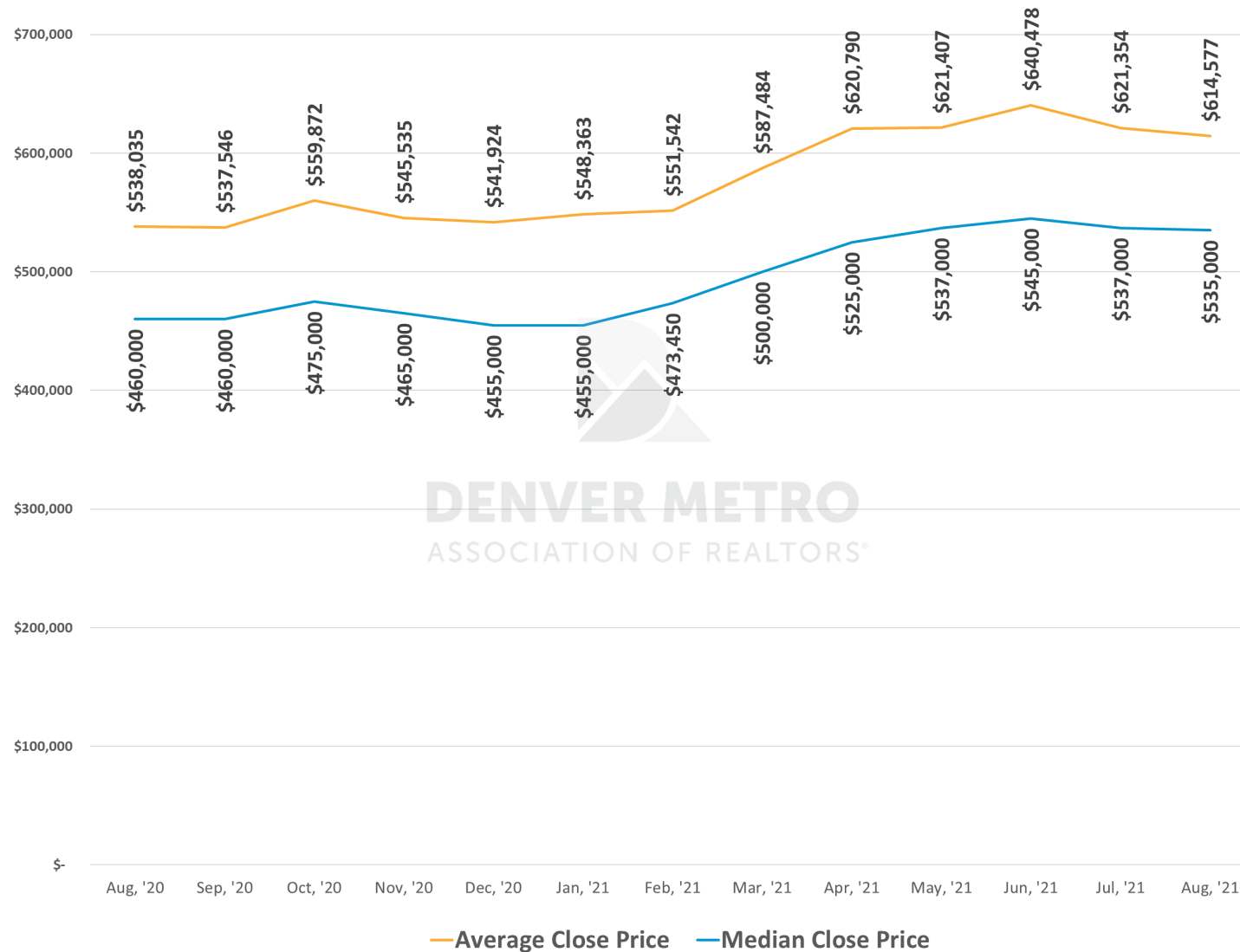


Residential Close Price

DMAR Market Trends | August 2021 Data

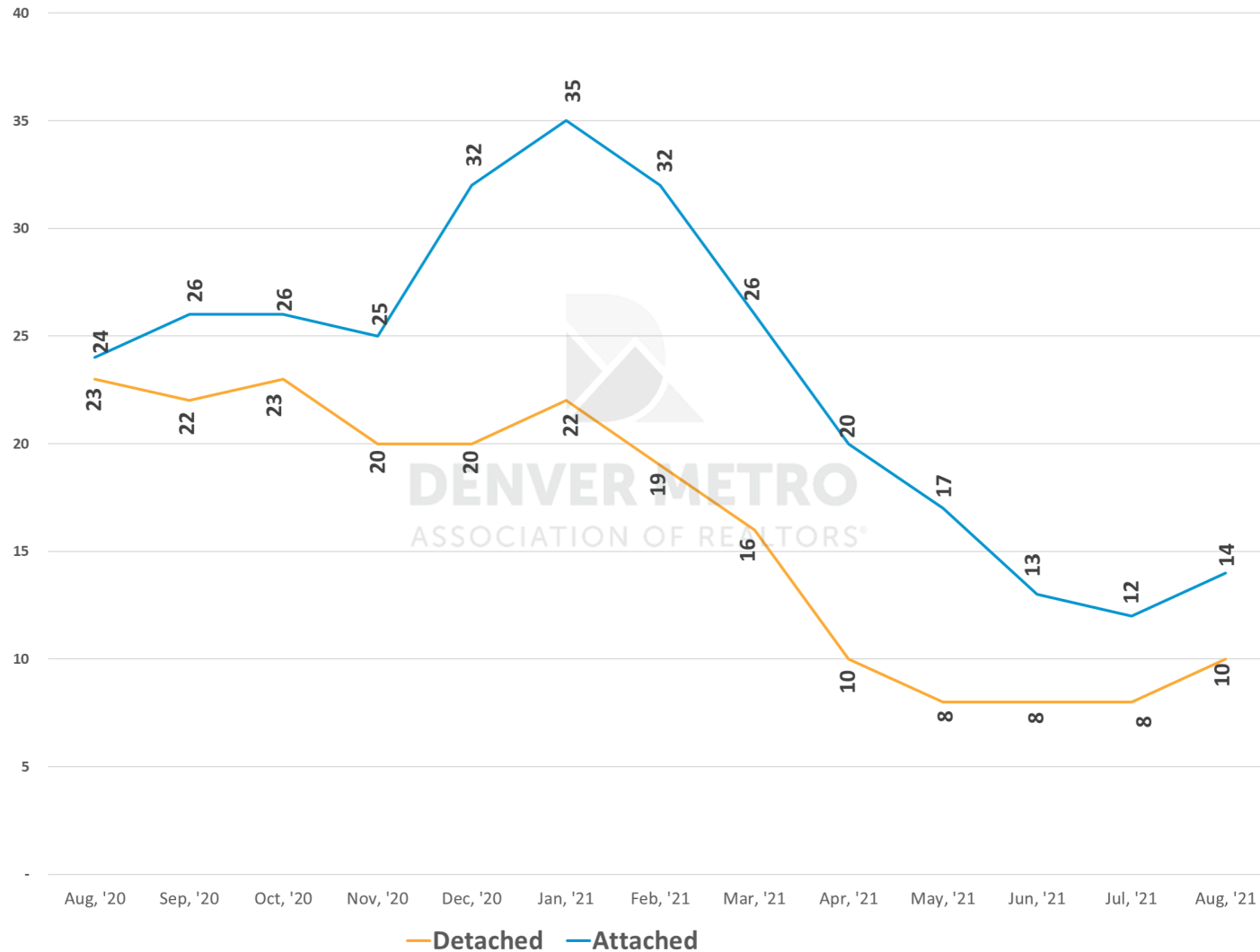
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



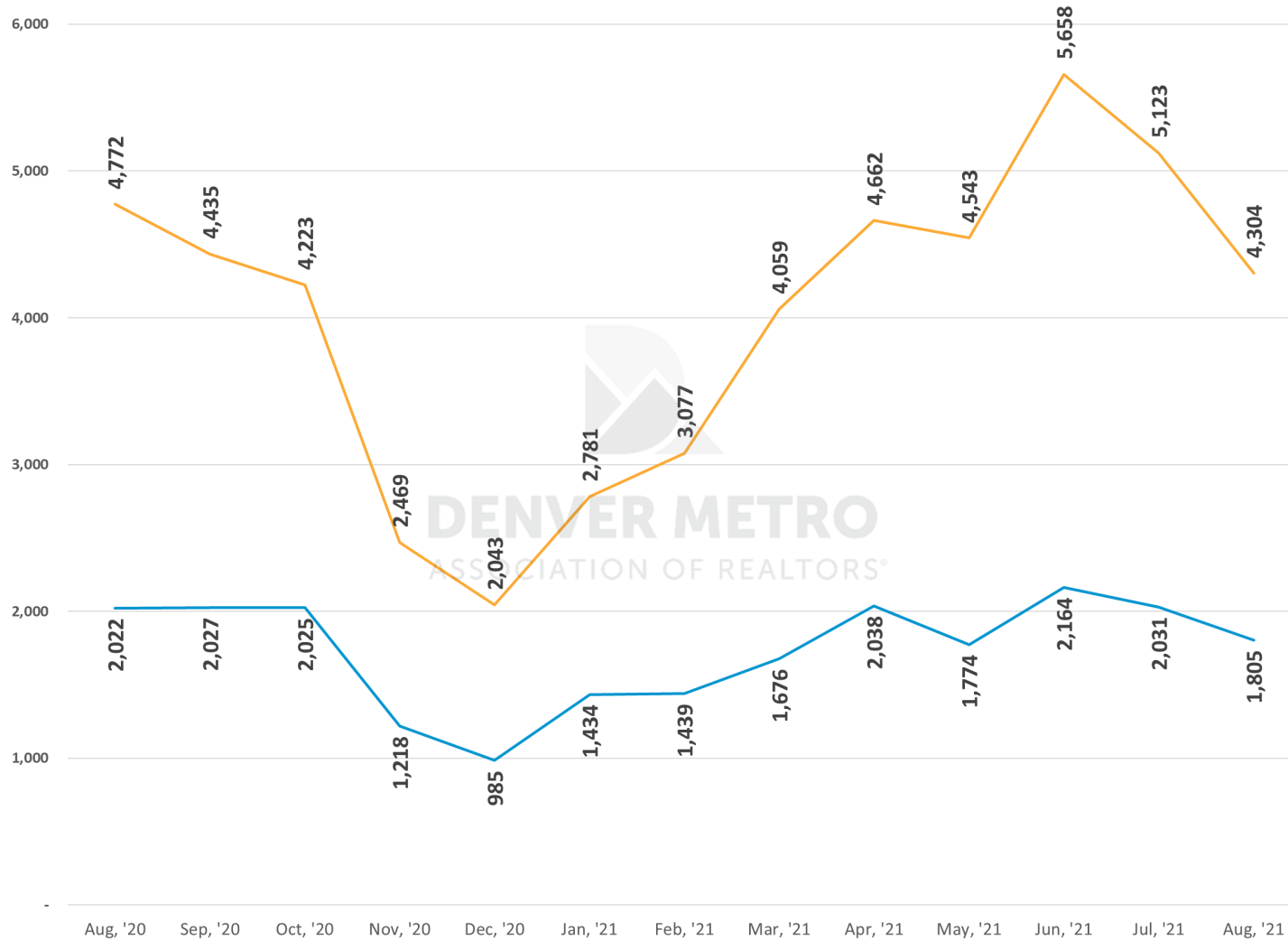
Average Days in MLS

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



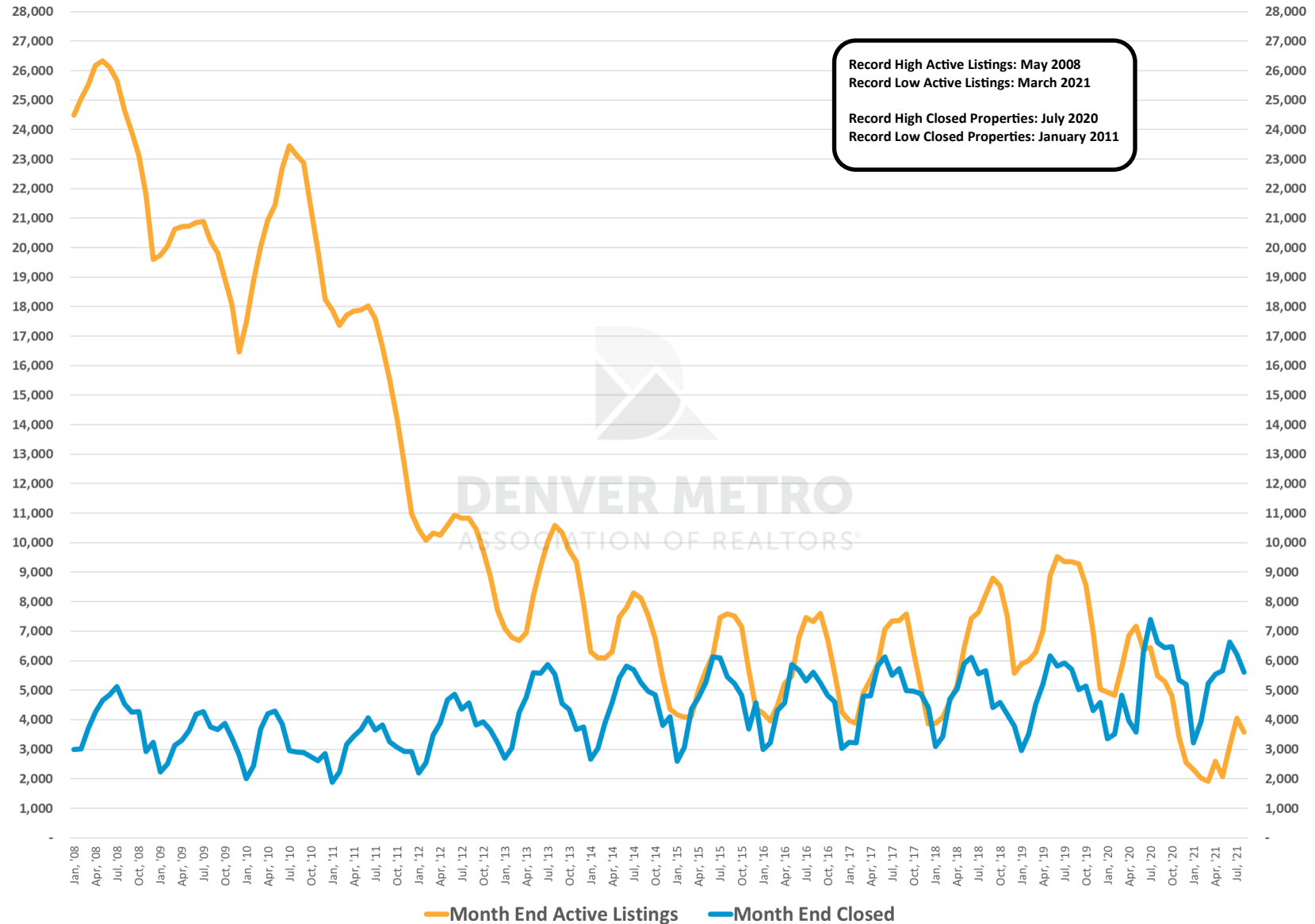
New Listings

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



DATA SNAPSHOT

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

	Aug, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	3,582	4,056	5,496	-11.69%	-34.83%
New Listings	6,109	7,154	6,794	-14.61%	-10.08%
Pending	6,377	5,823	6,953	9.51%	-8.28%
Closed	5,618	6,213	6,615	-9.58%	-15.07%
Close Price - Average	\$ 614,577	\$ 621,354	\$ 538,035	-1.09%	14.23%
Close Price - Median	\$ 535,000	\$ 537,000	\$ 460,000	-0.37%	16.30%
Sales Volume	\$ 3,452,692,980	\$ 3,860,473,301	\$ 3,559,099,896	-10.56%	-2.99%
Days in MLS - Average	11	9	24	22.22%	-54.17%
Days in MLS - Median	5	4	7	25.00%	-28.57%
Close Price/List Price	102.56%	103.99%	100.13%	-1.38%	2.43%
Detached					
Active Listings at Month End	2,469	2,878	3,305	-14.21%	-25.30%
New Listings	4,304	5,123	4,772	-15.99%	-9.81%
Pending	4,545	4,125	4,993	10.18%	-8.97%
Closed	3,974	4,389	4,742	-9.46%	-16.20%
Close Price - Average	\$ 687,768	\$ 696,779	\$ 601,944	-1.29%	14.26%
Close Price - Median	\$ 581,000	\$ 599,900	\$ 507,750	-3.15%	14.43%
Sales Volume	\$ 2,733,188,931	\$ 3,058,162,745	\$ 2,854,418,990	-10.63%	-4.25%
Days in MLS - Average	10	8	23	25.00%	-56.52%
Days in MLS - Median	5	4	6	25.00%	-16.67%
Close Price/List Price	102.78%	104.44%	100.30%	-1.59%	2.47%
Attached					
Active Listings at Month End	1,113	1,178	2,191	-5.52%	-49.20%
New Listings	1,805	2,031	2,022	-11.13%	-10.73%
Pending	1,832	1,698	1,960	7.89%	-6.53%
Closed	1,644	1,824	1,873	-9.87%	-12.23%
Close Price - Average	\$ 437,655	\$ 439,863	\$ 376,231	-0.50%	16.33%
Close Price - Median	\$ 375,000	\$ 380,000	\$ 325,000	-1.32%	15.38%
Sales Volume	\$ 719,504,049	\$ 802,310,556	\$ 704,680,906	-10.32%	2.10%
Days in MLS - Average	14	12	24	16.67%	-41.67%
Days in MLS - Median	5	4	10	25.00%	-50.00%
Close Price/List Price	102.02%	102.93%	99.69%	-0.88%	2.34%

AUGUST 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
Residential (Detached + Attached)									
Active Listings at Month End	3,582	5,496	9,350	8,228	7,360	-34.83%	-41.22%	13.64%	11.79%
New Listings	48,575	50,506	53,443	50,851	50,487	-3.82%	-5.50%	5.10%	0.72%
Closed	42,154	39,860	39,840	39,527	39,894	5.76%	0.05%	0.79%	-0.92%
Close Price - Average	\$ 607,052	\$ 512,136	\$ 488,121	\$ 478,119	\$ 436,621	18.53%	4.92%	2.09%	9.50%
Close Price - Median	\$ 520,000	\$ 445,050	\$ 420,000	\$ 414,000	\$ 380,000	16.84%	5.96%	1.45%	8.95%
Sales Volume	\$ 25,589,687,745	\$ 20,413,731,081	\$ 19,446,722,057	\$ 18,898,617,765	\$ 17,418,550,603	25.36%	4.97%	2.90%	8.50%
Days in MLS - Average	14	28	29	24	24	-50.00%	-3.45%	20.83%	0.00%
Days in MLS - Median	4	8	11	7	7	-50.00%	-27.27%	57.14%	0.00%
Close Price/List Price	103.72%	99.75%	99.36%	100.27%	100.31%	3.98%	0.39%	-0.91%	-0.04%
Detached									
Active Listings at Month End	2,469	3,305	6,645	6,121	5,634	-25.30%	-50.26%	8.56%	8.64%
New Listings	34,180	35,153	37,896	36,564	36,406	-2.77%	-7.24%	3.64%	0.43%
Closed	29,107	28,393	28,335	28,151	28,550	2.51%	0.20%	0.65%	-1.40%
Close Price - Average	\$ 686,908	\$ 567,681	\$ 538,004	\$ 528,702	\$ 484,078	21.00%	5.52%	1.76%	9.22%
Close Price - Median	\$ 575,000	\$ 485,000	\$ 455,000	\$ 447,000	\$ 412,500	18.56%	6.59%	1.79%	8.36%
Sales Volume	\$ 19,993,830,019	\$ 16,118,167,283	\$ 15,244,352,610	\$ 14,883,498,810	\$ 13,820,421,153	24.05%	5.73%	2.42%	7.69%
Days in MLS - Average	12	27	29	25	26	-55.56%	-6.90%	16.00%	-3.85%
Days in MLS - Median	4	7	11	7	7	-42.86%	-36.36%	57.14%	0.00%
Close Price/List Price	104.33%	99.85%	99.38%	100.17%	100.17%	4.49%	0.47%	-0.79%	0.00%
Attached									
Active Listings at Month End	1,113	2,191	2,705	2,107	1,726	-49.20%	-19.00%	28.38%	22.07%
New Listings	14,395	15,353	15,547	14,287	14,081	-6.24%	-1.25%	8.82%	1.46%
Closed	13,047	11,467	11,505	11,376	11,344	13.78%	-0.33%	1.13%	0.28%
Close Price - Average	\$ 428,900	\$ 374,602	\$ 365,265	\$ 352,946	\$ 317,183	14.49%	2.56%	3.49%	11.28%
Close Price - Median	\$ 366,300	\$ 325,000	\$ 307,000	\$ 300,000	\$ 269,000	12.71%	5.86%	2.33%	11.52%
Sales Volume	\$ 5,595,857,726	\$ 4,295,563,798	\$ 4,202,369,447	\$ 4,015,118,955	\$ 3,598,129,450	30.27%	2.22%	4.66%	11.59%
Days in MLS - Average	20	30	30	21	20	-33.33%	0.00%	42.86%	5.00%
Days in MLS - Median	5	11	12	6	6	-54.55%	-8.33%	100.00%	0.00%
Close Price/List Price	102.38%	99.48%	99.30%	100.50%	100.67%	2.92%	0.18%	-1.19%	-0.17%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	2	2	1.00	-	-	
	\$100,000 to \$199,999	6	8	1.33	103	56	0.54
	\$200,000 to \$299,999	26	27	1.04	306	218	0.71
	\$300,000 to \$399,999	199	102	0.51	513	214	0.42
	\$400,000 to \$499,999	858	329	0.38	313	162	0.52
	\$500,000 to \$749,999	1,929	1,003	0.52	292	230	0.79
	\$750,000 to \$999,999	544	443	0.81	65	92	1.42
	\$1,000,000 and over	410	555	1.35	52	141	2.71
	TOTALS	3,974	2,469	0.62	1,644	1,113	0.68

	Price Range	Detached		% change	Attached		% change
		Closed Aug, '21	Closed Jul, '21		Closed Aug, '21	Closed Jul, '21	
Month-Over-Month	\$0 to \$99,999	2	1	100.00%	-	-	
	\$100,000 to \$199,999	6	4	50.00%	103	106	-2.83%
	\$200,000 to \$299,999	26	22	18.18%	306	337	-9.20%
	\$300,000 to \$399,999	199	205	-2.93%	513	531	-3.39%
	\$400,000 to \$499,999	858	925	-7.24%	313	381	-17.85%
	\$500,000 to \$749,999	1,929	2,117	-8.88%	292	344	-15.12%
	\$750,000 to \$999,999	544	627	-13.24%	65	76	-14.47%
	\$1,000,000 and over	410	488	-15.98%	52	49	6.12%
	TOTALS	3,974	4,389	-9.46%	1,644	1,824	-9.87%

	Price Range	Detached		% change	Attached		% change
		YTD Aug, '21	YTD Aug, '20		YTD Aug, '21	YTD Aug, '20	
Year-Over-Year	\$0 to \$99,999	11	17	-35.29%	-	6	-100.00%
	\$100,000 to \$199,999	34	91	-62.64%	854	1,038	-17.73%
	\$200,000 to \$299,999	283	806	-64.89%	2,853	3,570	-20.08%
	\$300,000 to \$399,999	2,090	5,657	-63.05%	3,781	3,332	13.48%
	\$400,000 to \$499,999	6,645	8,519	-22.00%	2,463	1,611	52.89%
	\$500,000 to \$749,999	12,986	9,360	38.74%	2,140	1,390	53.96%
	\$750,000 to \$999,999	3,912	2,254	73.56%	561	365	53.70%
	\$1,000,000 and over	3,146	1,689	86.26%	395	155	154.84%
	TOTALS	29,107	28,393	2.51%	13,047	11,467	13.78%

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

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

	Aug, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	487	598	471	-18.56%	3.40%
Pending	457	442	412	3.39%	10.92%
Closed	462	537	379	-13.97%	21.90%
Sales Volume	\$ 724,538,229	\$ 829,431,759	\$ 593,291,098	-12.65%	22.12%
Days in MLS - Average	24	14	51	71.43%	-52.94%
Days in MLS - Median	5	5	18	0.00%	-72.22%
Close Price/List Price	101.51%	103.00%	97.52%	-1.45%	4.09%
PSF Total	\$ 373	\$ 361	\$ 340	3.32%	9.71%
Detached					
New Listings	413	512	427	-19.34%	-3.28%
Pending	407	376	378	8.24%	7.67%
Closed	410	488	350	-15.98%	17.14%
Sales Volume	\$ 645,381,681	\$ 750,776,779	\$ 548,294,598	-14.04%	17.71%
Days in MLS - Average	20	13	53	53.85%	-62.26%
Days in MLS - Median	5	5	18	0.00%	-72.22%
Close Price/List Price	101.75%	103.17%	97.52%	-1.38%	4.34%
PSF Total	\$ 344	\$ 340	\$ 322	1.18%	6.83%
Attached					
New Listings	74	86	44	-13.95%	68.18%
Pending	50	66	34	-24.24%	47.06%
Closed	52	49	29	6.12%	79.31%
Sales Volume	\$ 79,156,548	\$ 78,654,980	\$ 44,996,500	0.64%	75.92%
Days in MLS - Average	60	30	27	100.00%	122.22%
Days in MLS - Median	11	6	8	83.33%	37.50%
Close Price/List Price	99.61%	101.30%	97.49%	-1.67%	2.17%
PSF Total	\$ 600	\$ 577	\$ 560	3.99%	7.14%

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
Residential (Detached + Attached)									
New Listings	4,004	3,259	2,951	2,576	2,371	22.86%	10.44%	14.56%	8.65%
Pending	3,414	2,194	1,854	1,655	1,282	55.61%	18.34%	12.02%	29.10%
Closed	3,541	1,844	1,681	1,598	1,231	92.03%	9.70%	5.19%	29.81%
Sales Volume	\$ 5,612,067,413	\$ 2,820,361,140	\$ 2,593,585,140	\$ 2,414,310,754	\$ 1,872,525,231	98.98%	8.74%	7.43%	28.93%
Days in MLS - Average	32	55	57	66	82	-41.82%	-3.51%	-13.64%	-19.51%
Days in MLS - Median	5	20	22	24	34	-75.00%	-9.09%	-8.33%	-29.41%
Close Price/List Price	102.21%	97.47%	97.55%	97.47%	97.37%	4.86%	-0.08%	0.08%	0.10%
PSF Total	\$ 364	\$ 337	\$ 334	\$ 303	\$ 303	8.01%	0.90%	10.23%	0.00%
Detached									
New Listings	3,457	2,895	2,618	2,330	2,135	19.41%	10.58%	12.36%	9.13%
Pending	3,008	2,012	1,660	1,506	1,141	49.50%	21.20%	10.23%	31.99%
Closed	3,146	1,689	1,494	1,471	1,106	86.26%	13.05%	1.56%	33.00%
Sales Volume	\$ 5,027,463,437	\$ 2,589,531,562	\$ 2,292,585,184	\$ 2,220,875,670	\$ 1,696,137,678	94.15%	12.95%	3.23%	30.94%
Days in MLS - Average	29	54	58	66	83	-46.30%	-6.90%	-12.12%	-20.48%
Days in MLS - Median	5	19	22	24	34	-73.68%	-13.64%	-8.33%	-29.41%
Close Price/List Price	102.49%	97.53%	97.52%	97.49%	97.31%	5.09%	0.01%	0.03%	0.18%
PSF Total	\$ 339	\$ 315	\$ 302	\$ 286	\$ 285	7.62%	4.30%	5.59%	0.35%
Attached									
New Listings	547	364	333	246	236	50.27%	9.31%	35.37%	4.24%
Pending	406	182	194	149	141	123.08%	-6.19%	30.20%	5.67%
Closed	395	155	187	127	125	154.84%	-17.11%	47.24%	1.60%
Sales Volume	\$ 584,603,976	\$ 230,829,578	\$ 300,999,956	\$ 193,435,084	\$ 176,387,553	153.26%	-23.31%	55.61%	9.66%
Days in MLS - Average	56	58	53	65	74	-3.45%	9.43%	-18.46%	-12.16%
Days in MLS - Median	8	30	22	24	36	-73.33%	36.36%	-8.33%	-33.33%
Close Price/List Price	100.01%	96.79%	97.78%	97.18%	97.94%	3.33%	-1.01%	0.62%	-0.78%
PSF Total	\$ 568	\$ 571	\$ 593	\$ 501	\$ 459	-0.53%	-3.71%	18.36%	9.15%

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

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

	Aug, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	703	801	512	-12.23%	37.30%
Pending	718	625	553	14.88%	29.84%
Closed	609	703	504	-13.37%	20.83%
Sales Volume	\$ 515,737,141	\$ 596,533,629	\$ 428,065,911	-13.54%	20.48%
Days in MLS - Average	13	10	36	30.00%	-63.89%
Days in MLS - Median	5	4	14	25.00%	-64.29%
Close Price/List Price	102.07%	104.07%	99.37%	-1.92%	2.72%
PSF Total	\$ 280	\$ 282	\$ 245	-0.71%	14.29%
Detached					
New Listings	613	718	418	-14.62%	46.65%
Pending	624	561	465	11.23%	34.19%
Closed	544	627	450	-13.24%	20.89%
Sales Volume	\$ 460,357,296	\$ 532,250,692	\$ 380,983,680	-13.51%	20.83%
Days in MLS - Average	12	8	36	50.00%	-66.67%
Days in MLS - Median	5	4	15	25.00%	-66.67%
Close Price/List Price	102.22%	104.43%	99.45%	-2.12%	2.79%
PSF Total	\$ 267	\$ 269	\$ 231	-0.74%	15.58%
Attached					
New Listings	90	83	94	8.43%	-4.26%
Pending	94	64	88	46.88%	6.82%
Closed	65	76	54	-14.47%	20.37%
Sales Volume	\$ 55,379,845	\$ 64,282,937	\$ 47,082,231	-13.85%	17.62%
Days in MLS - Average	24	28	36	-14.29%	-33.33%
Days in MLS - Median	5	7	13	-28.57%	-61.54%
Close Price/List Price	100.84%	101.13%	98.64%	-0.29%	2.23%
PSF Total	\$ 391	\$ 390	\$ 365	0.26%	7.12%

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
Residential (Detached + Attached)									
New Listings	5,203	3,960	3,572	3,203	2,706	31.39%	10.86%	11.52%	18.37%
Pending	4,634	3,120	2,532	2,277	1,887	48.53%	23.22%	11.20%	20.67%
Closed	3,951	2,295	1,958	1,907	1,583	72.16%	17.21%	2.67%	20.47%
Sales Volume	\$ 3,794,092,424	\$ 2,216,355,329	\$ 1,920,428,489	\$ 1,866,735,891	\$ 1,478,382,207	71.19%	15.41%	2.88%	26.27%
Days in MLS - Average	16	41	41	43	53	-60.98%	0.00%	-4.65%	-18.87%
Days in MLS - Median	4	14	15	12	22	-71.43%	-6.67%	25.00%	-45.45%
Close Price/List Price	103.69%	99.09%	98.99%	99.33%	98.63%	4.64%	0.10%	-0.34%	0.71%
PSF Total	\$ 277	\$ 249	\$ 248	\$ 242	\$ 226	11.24%	0.40%	2.48%	7.08%
Detached									
New Listings	4,514	3,253	3,023	2,681	2,327	38.76%	7.61%	12.76%	15.21%
Pending	4,027	2,679	2,156	1,942	1,640	50.32%	24.26%	11.02%	18.41%
Closed	3,912	2,254	1,903	1,861	1,527	73.56%	18.44%	2.26%	21.87%
Sales Volume	\$ 3,313,851,396	\$ 1,905,673,706	\$ 1,612,245,090	\$ 1,584,130,836	\$ 1,296,506,650	73.89%	18.20%	1.77%	22.18%
Days in MLS - Average	13	41	39	42	52	-68.29%	5.13%	-7.14%	-19.23%
Days in MLS - Median	4	13	15	12	22	-69.23%	-13.33%	25.00%	-45.45%
Close Price/List Price	104.10%	99.15%	99.00%	99.34%	98.60%	4.99%	0.15%	-0.34%	0.75%
PSF Total	\$ 260	\$ 232	\$ 227	\$ 224	\$ 212	12.07%	2.20%	1.34%	5.66%
Attached									
New Listings	689	707	549	522	379	-2.55%	28.78%	5.17%	37.73%
Pending	607	441	376	335	247	37.64%	17.29%	12.24%	35.63%
Closed	39	41	55	46	56	-4.88%	-25.45%	19.57%	-17.86%
Sales Volume	\$ 480,241,028	\$ 310,681,623	\$ 308,183,399	\$ 282,605,055	\$ 181,875,557	54.58%	0.81%	9.05%	55.38%
Days in MLS - Average	39	41	55	46	56	-4.88%	-25.45%	19.57%	-17.86%
Days in MLS - Median	7	15	22	13	21	-53.33%	-31.82%	69.23%	-38.10%
Close Price/List Price	100.87%	98.69%	98.91%	99.24%	98.86%	2.21%	-0.22%	-0.33%	0.38%
PSF Total	\$ 394	\$ 355	\$ 358	\$ 341	\$ 322	10.99%	-0.84%	4.99%	5.90%

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

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

	Aug, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,205	2,579	1,811	-14.50%	21.76%
Pending	2,296	2,071	1,909	10.86%	20.27%
Closed	2,221	2,461	1,897	-9.75%	17.08%
Sales Volume	\$ 1,332,231,853	\$ 1,480,050,466	\$ 1,126,977,190	-9.99%	18.21%
Days in MLS - Average	9	9	26	0.00%	-65.38%
Days in MLS - Median	5	4	8	25.00%	-37.50%
Close Price/List Price	102.85%	104.42%	100.21%	-1.50%	2.63%
PSF Total	\$ 264	\$ 265	\$ 220	-0.38%	20.00%
Detached					
New Listings	1,901	2,229	1,541	-14.72%	23.36%
Pending	1,986	1,807	1,679	9.91%	18.28%
Closed	1,929	2,117	1,687	-8.88%	14.34%
Sales Volume	\$ 1,157,916,561	\$ 1,276,714,835	\$ 1,004,731,837	-9.30%	15.25%
Days in MLS - Average	9	7	25	28.57%	-64.00%
Days in MLS - Median	5	4	7	25.00%	-28.57%
Close Price/List Price	103.03%	104.70%	100.33%	-1.60%	2.69%
PSF Total	\$ 250	\$ 250	\$ 206	0.00%	21.36%
Attached					
New Listings	304	350	270	-13.14%	12.59%
Pending	310	264	230	17.42%	34.78%
Closed	292	344	210	-15.12%	39.05%
Sales Volume	\$ 174,315,292	\$ 203,335,631	\$ 122,245,353	-14.27%	42.59%
Days in MLS - Average	13	17	31	-23.53%	-58.06%
Days in MLS - Median	4	5	12	-20.00%	-66.67%
Close Price/List Price	101.65%	102.67%	99.16%	-0.99%	2.51%
PSF Total	\$ 356	\$ 360	\$ 330	-1.11%	7.88%

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
Residential (Detached + Attached)									
New Listings	16,238	13,502	12,935	11,249	9,659	20.26%	4.38%	14.99%	16.46%
Pending	14,802	11,730	9,853	8,892	7,350	26.19%	19.05%	10.81%	20.98%
Closed	15,126	10,750	9,098	8,705	7,042	40.71%	18.16%	4.51%	23.62%
Sales Volume	\$ 9,087,639,353	\$ 6,384,265,847	\$ 5,406,784,340	\$ 5,174,633,059	\$ 4,163,557,206	42.34%	18.08%	4.49%	24.28%
Days in MLS - Average	11	32	36	32	37	-65.63%	-11.11%	12.50%	-13.51%
Days in MLS - Median	4	11	15	11	13	-63.64%	-26.67%	36.36%	-15.38%
Close Price/List Price	104.55%	99.71%	99.24%	99.82%	99.47%	4.85%	0.47%	-0.58%	0.35%
PSF Total	\$ 260	\$ 220	\$ 213	\$ 210	\$ 197	18.18%	3.29%	1.43%	6.60%
Detached									
New Listings	13,950	11,425	11,061	9,653	8,369	22.10%	3.29%	14.59%	15.34%
Pending	12,669	10,187	8,579	7,655	6,440	24.36%	18.74%	12.07%	18.87%
Closed	12,986	9,360	7,898	7,493	6,173	38.74%	18.51%	5.41%	21.38%
Sales Volume	\$ 7,817,743,437	\$ 5,564,180,132	\$ 4,698,196,827	\$ 4,454,905,553	\$ 3,645,451,466	40.50%	18.43%	5.46%	22.20%
Days in MLS - Average	9	30	35	31	36	-70.00%	-14.29%	12.90%	-13.89%
Days in MLS - Median	4	10	14	10	13	-60.00%	-28.57%	40.00%	-23.08%
Close Price/List Price	104.95%	99.77%	99.26%	99.85%	99.49%	5.19%	0.51%	-0.59%	0.36%
PSF Total	\$ 243	\$ 202	\$ 195	\$ 191	\$ 181	20.30%	3.59%	2.09%	5.52%
Attached									
New Listings	2,288	2,077	1,874	1,596	1,290	10.16%	10.83%	17.42%	23.72%
Pending	2,133	1,543	1,274	1,237	910	38.24%	21.11%	2.99%	35.93%
Closed	2,140	1,390	1,200	1,212	869	53.96%	15.83%	-0.99%	39.47%
Sales Volume	\$ 1,269,895,916	\$ 820,085,715	\$ 708,587,513	\$ 719,727,506	\$ 518,105,740	54.85%	15.74%	-1.55%	38.92%
Days in MLS - Average	25	44	43	42	48	-43.18%	2.33%	2.38%	-12.50%
Days in MLS - Median	5	17	18	14	18	-70.59%	-5.56%	28.57%	-22.22%
Close Price/List Price	102.12%	99.29%	99.14%	99.63%	99.36%	2.85%	0.15%	-0.49%	0.27%
PSF Total	\$ 364	\$ 343	\$ 331	\$ 329	\$ 309	6.12%	3.63%	0.61%	6.47%

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

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

	Aug, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,151	2,580	3,121	-16.63%	-31.08%
Pending	2,336	2,179	3,231	7.21%	-27.70%
Closed	1,883	2,042	2,999	-7.79%	-37.21%
Sales Volume	\$ 777,489,466	\$ 844,981,759	\$ 1,211,392,821	-7.99%	-35.82%
Days in MLS - Average	9	7	17	28.57%	-47.06%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	102.99%	104.22%	100.74%	-1.18%	2.23%
PSF Total	\$ 286	\$ 290	\$ 230	-1.38%	24.35%
Detached					
New Listings	1,331	1,615	2,257	-17.59%	-41.03%
Pending	1,476	1,342	2,358	9.99%	-37.40%
Closed	1,057	1,130	2,156	-6.46%	-50.97%
Sales Volume	\$ 461,841,846	\$ 492,037,207	\$ 895,611,330	-6.14%	-48.43%
Days in MLS - Average	7	6	15	16.67%	-53.33%
Days in MLS - Median	5	4	5	25.00%	0.00%
Close Price/List Price	103.16%	104.69%	101.02%	-1.46%	2.12%
PSF Total	\$ 278	\$ 287	\$ 219	-3.14%	26.94%
Attached					
New Listings	820	965	864	-15.03%	-5.09%
Pending	860	837	873	2.75%	-1.49%
Closed	826	912	843	-9.43%	-2.02%
Sales Volume	\$ 315,647,620	\$ 352,944,552	\$ 315,781,491	-10.57%	-0.04%
Days in MLS - Average	11	9	23	22.22%	-52.17%
Days in MLS - Median	4	4	9	0.00%	-55.56%
Close Price/List Price	102.78%	103.64%	100.02%	-0.83%	2.76%
PSF Total	\$ 296	\$ 294	\$ 259	0.68%	14.29%

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
Residential (Detached + Attached)									
New Listings	18,366	22,943	25,433	24,543	23,107	-19.95%	-9.79%	3.63%	6.21%
Pending	17,626	21,053	21,548	20,363	20,000	-16.28%	-2.30%	5.82%	1.82%
Closed	14,979	19,119	20,087	19,624	19,294	-21.65%	-4.82%	2.36%	1.71%
Sales Volume	\$ 6,147,317,102	\$ 7,677,841,332	\$ 7,931,880,927	\$ 7,695,698,708	\$ 7,464,085,432	-19.93%	-3.20%	3.07%	3.10%
Days in MLS - Average	11	22	25	18	19	-50.00%	-12.00%	38.89%	-5.26%
Days in MLS - Median	4	6	9	6	6	-33.33%	-33.33%	50.00%	0.00%
Close Price/List Price	103.93%	100.24%	99.70%	100.64%	100.57%	3.68%	0.54%	-0.93%	0.07%
PSF Total	\$ 277	\$ 224	\$ 211	\$ 205	\$ 187	23.66%	6.16%	2.93%	9.63%
Detached									
New Listings	11,848	16,497	19,501	19,454	18,955	-28.18%	-15.40%	0.24%	2.63%
Pending	11,320	15,630	16,796	16,233	16,582	-27.58%	-6.94%	3.47%	-2.10%
Closed	8,735	14,176	15,721	15,576	15,998	-38.38%	-9.83%	0.93%	-2.64%
Sales Volume	\$ 3,753,813,389	\$ 5,827,437,376	\$ 6,300,403,395	\$ 6,172,914,348	\$ 6,220,000,753	-35.58%	-7.51%	2.07%	-0.76%
Days in MLS - Average	8	19	23	17	18	-57.89%	-17.39%	35.29%	-5.56%
Days in MLS - Median	4	5	8	6	6	-20.00%	-37.50%	33.33%	0.00%
Close Price/List Price	104.38%	100.40%	99.76%	100.69%	100.62%	3.96%	0.64%	-0.92%	0.07%
PSF Total	\$ 266	\$ 212	\$ 198	\$ 192	\$ 174	25.47%	7.07%	3.13%	10.34%
Attached									
New Listings	6,518	6,446	5,932	5,089	4,152	1.12%	8.66%	16.57%	22.57%
Pending	6,306	5,423	4,752	4,130	3,418	16.28%	14.12%	15.06%	20.83%
Closed	6,244	4,943	4,366	4,048	3,296	26.32%	13.22%	7.86%	22.82%
Sales Volume	\$ 2,393,503,713	\$ 1,850,403,956	\$ 1,631,477,532	\$ 1,522,784,360	\$ 1,244,084,679	29.35%	13.42%	7.14%	22.40%
Days in MLS - Average	15	28	30	22	24	-46.43%	-6.67%	36.36%	-8.33%
Days in MLS - Median	4	10	12	7	7	-60.00%	-16.67%	71.43%	0.00%
Close Price/List Price	103.30%	99.77%	99.49%	100.44%	100.32%	3.54%	0.28%	-0.95%	0.12%
PSF Total	\$ 293	\$ 261	\$ 256	\$ 256	\$ 249	12.26%	1.95%	0.00%	2.81%