

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

June 2017

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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 (Single Family plus Condo)

| | | Prior Month | Year-Over-Year |
|------------------------|-----------|-------------|----------------|
| Active Inventory | 5,895 | 9.96% | 7.91% |
| Sold Homes | 5,320 | 11.48% | 1.90% |
| Average Sold Price | \$449,736 | 2.84% | 9.83% |
| Median Sold Price | \$382,475 | 0.59% | 6.24% |
| Average Days on Market | 29 | -12.12% | -6.45% |



Single Family (aka Detached Single Family)

| | | | |
|------------------------|-----------|---------|---------|
| Active Inventory | 4,560 | 10.47% | 5.58% |
| Sold Homes | 3,839 | 13.48% | 2.02% |
| Average Sold Price | \$490,700 | 0.96% | 8.43% |
| Median Sold Price | \$418,000 | 0.05% | 5.82% |
| Average Days on Market | 27 | -10.00% | -12.90% |



Condo (aka Attached Single Family)

| | | | |
|------------------------|-----------|---------|--------|
| Active Inventory | 1,335 | 8.27% | 16.70% |
| Sold Homes | 1,481 | 6.62% | 1.58% |
| Average Sold Price | \$317,082 | -0.51% | 6.31% |
| Median Sold Price | \$270,000 | 0.00% | 10.20% |
| Average Days on Market | 34 | -20.93% | |

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MARKET INSIGHTS

- ✓ With policy changes to the construction defects bill, many are waiting with bated breath to see if builders will start building condos.
- ✓ There is hope of more condo development hitting the market as a plan was recently announced to build 50 condos near the University of Denver.
- ✓ Coloradan is starting to take shape. This LEED Gold certified building has 334 units, city and mountain views, seven penthouses, 19,000 square feet of retail, community garden, 33 affordable housing units, eight elevators, EV charging stations and is only steps from Union Station.
- ✓ A number of new home communities unveiled their models this month. Make sure your buyers know they need to take you with them on their first visit or they won't have representation.
- ✓ Areas of Denver Metro were recognized by HousingWire as markets that sell within 50 days listing to close.
- ✓ A recent community survey from Taylor Morrison showed that over half (56 percent) of homeowners no longer believe in the "forever home." According to the survey, a third of millennial buyers intend to live in the next home they buy for less than 10 years. That's good news for us as brokers! Make sure to do a great job with your clients and you will have a repeat client every decade or so.
- ✓ MBA reports that mortgage applications continued to jump up and down throughout the month ending the last week of May at 3.4 percent less than the previous week.
- ✓ The market continues to appreciate at a slow and steady pace. With many moving during the summertime, the market has nowhere to go but up for the foreseeable future.
- ✓ For the past five years, we've seen an increase in the number of homes priced over \$1,000,000 selling in Denver; however, the median price of those luxury properties hasn't changed much at all. Compare that to China where luxury homes in Guangzhou jumped 36.2 percent from March 2016 to March 2017; Beijing, where luxury home prices rose 22.9 percent; and Toronto, prices went up 22.2 percent, according to the Prime Global Cities Index.
- ✓ Corporate investors continue to acquire residential resale properties.
- ✓ "Choice 2.0," the replacement of Dodd-Frank, should pass the House but will likely be a non-starter in the Senate.
- ✓ At the end of 2009, mortgage debt accounted for 73 percent of total consumer debt. Today, due to tougher lending standards, that number has decreased to 68 percent.
- ✓ **Quick Stats:**
 - Average active listings for May is 16,296 (1985-2016).
 - Record high May was 2006 with 30,457 listings and the record low was 2016 with 5,463 listings.
 - The historical average increase in active listing from April to May is 4.43 percent. 2017 represents a significant increase of 9.96 percent.



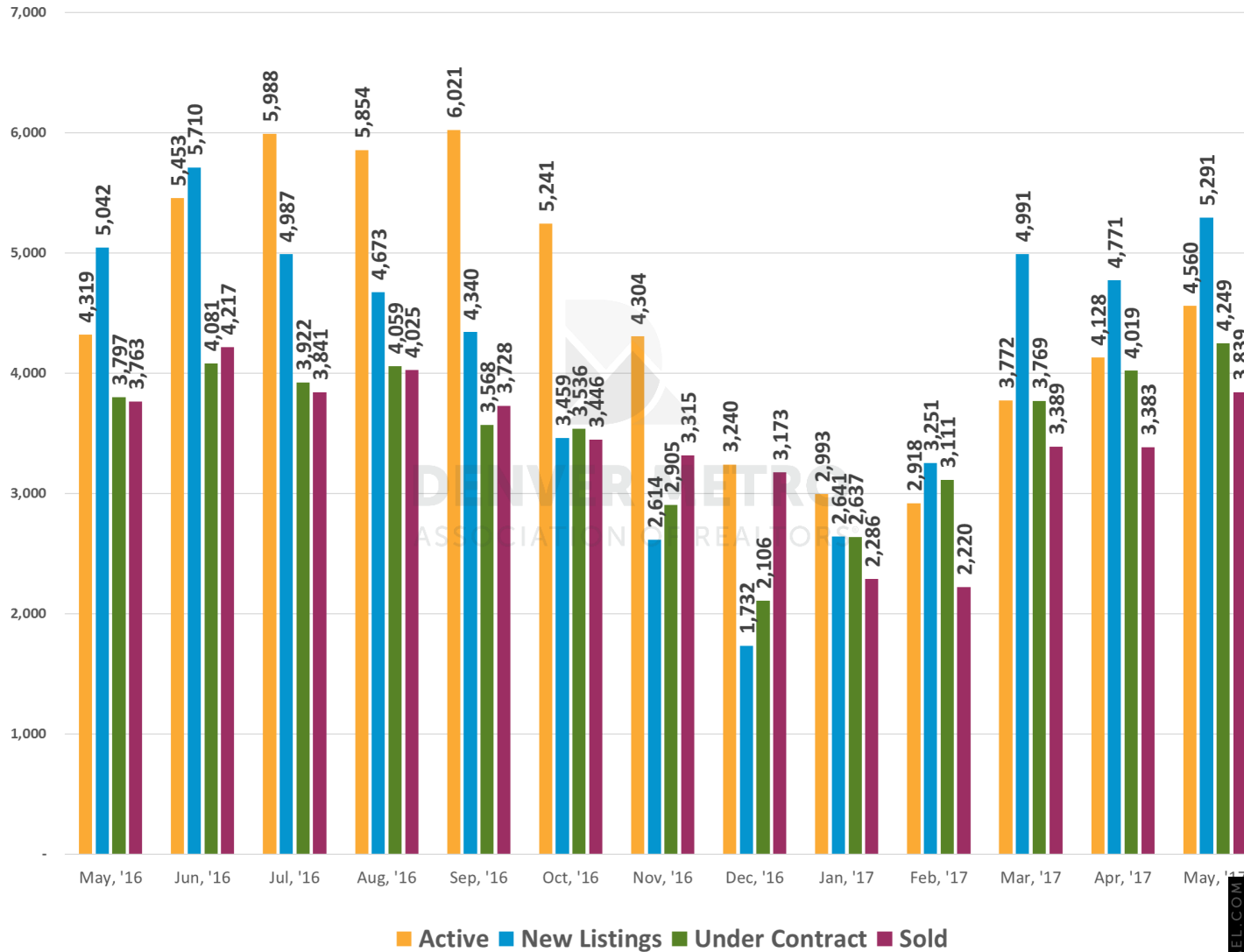
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Single Family (aka Detached Single Family)

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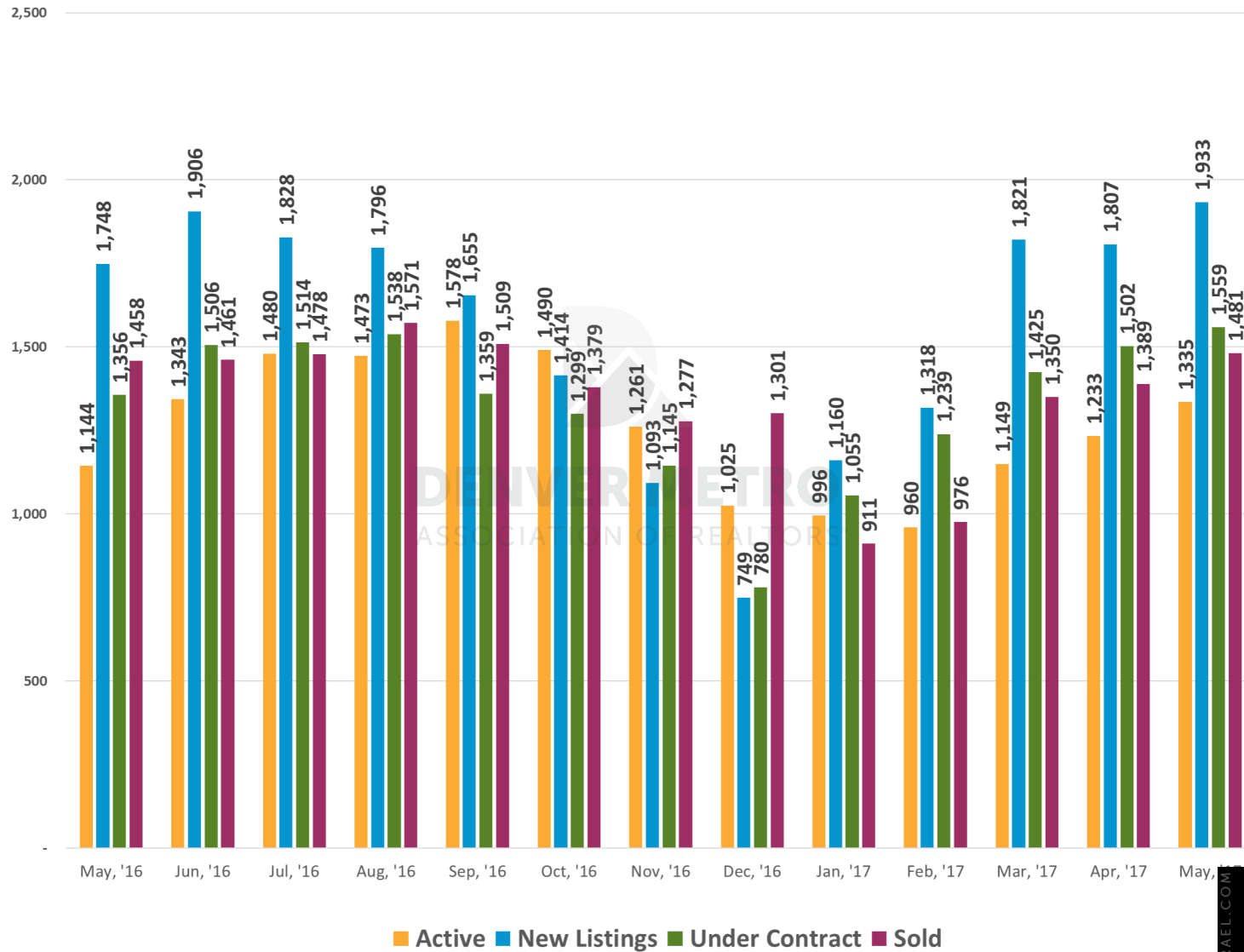


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Condo (aka Attached Single Family)

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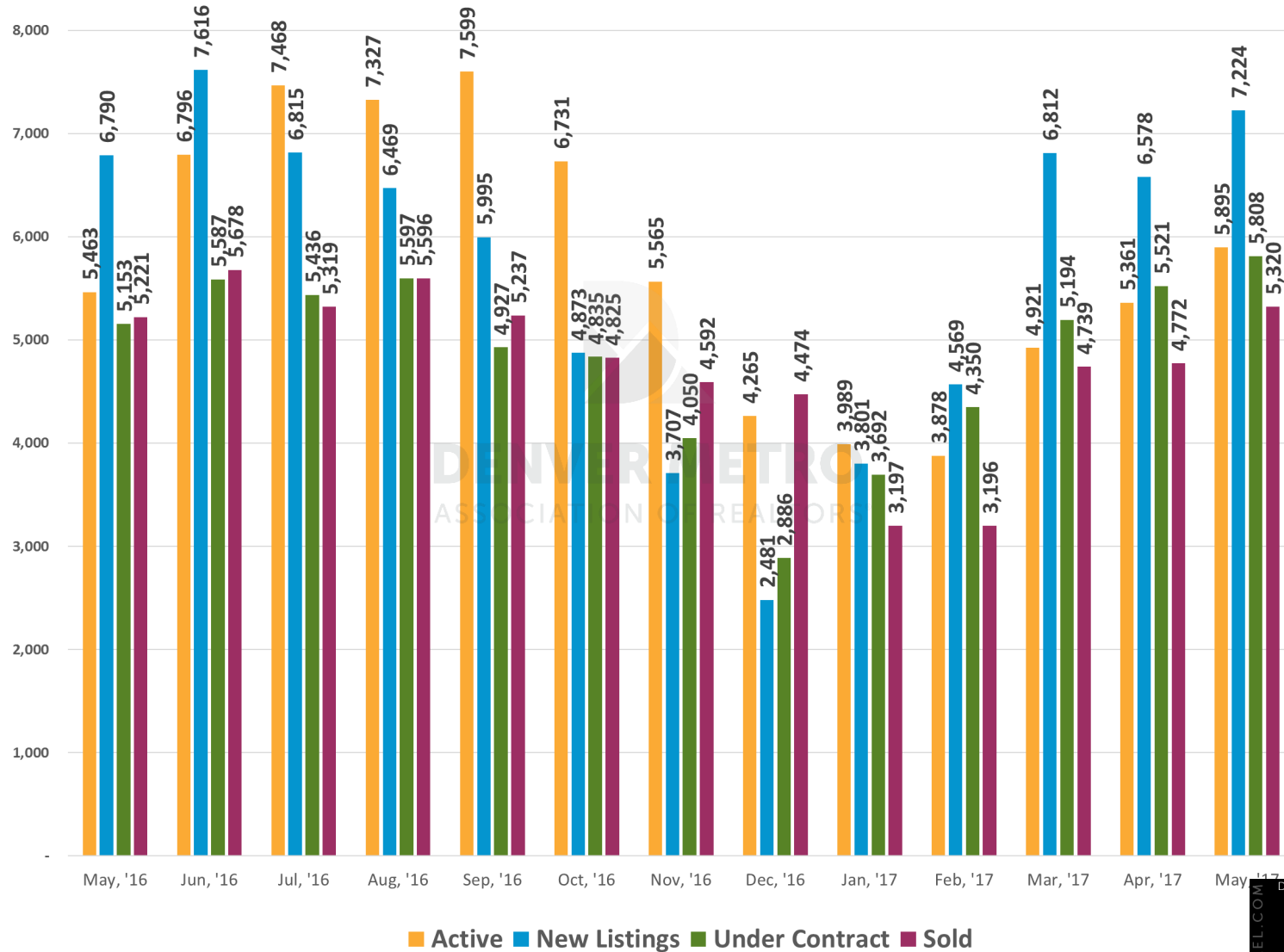


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Residential (Single Family + Condo)

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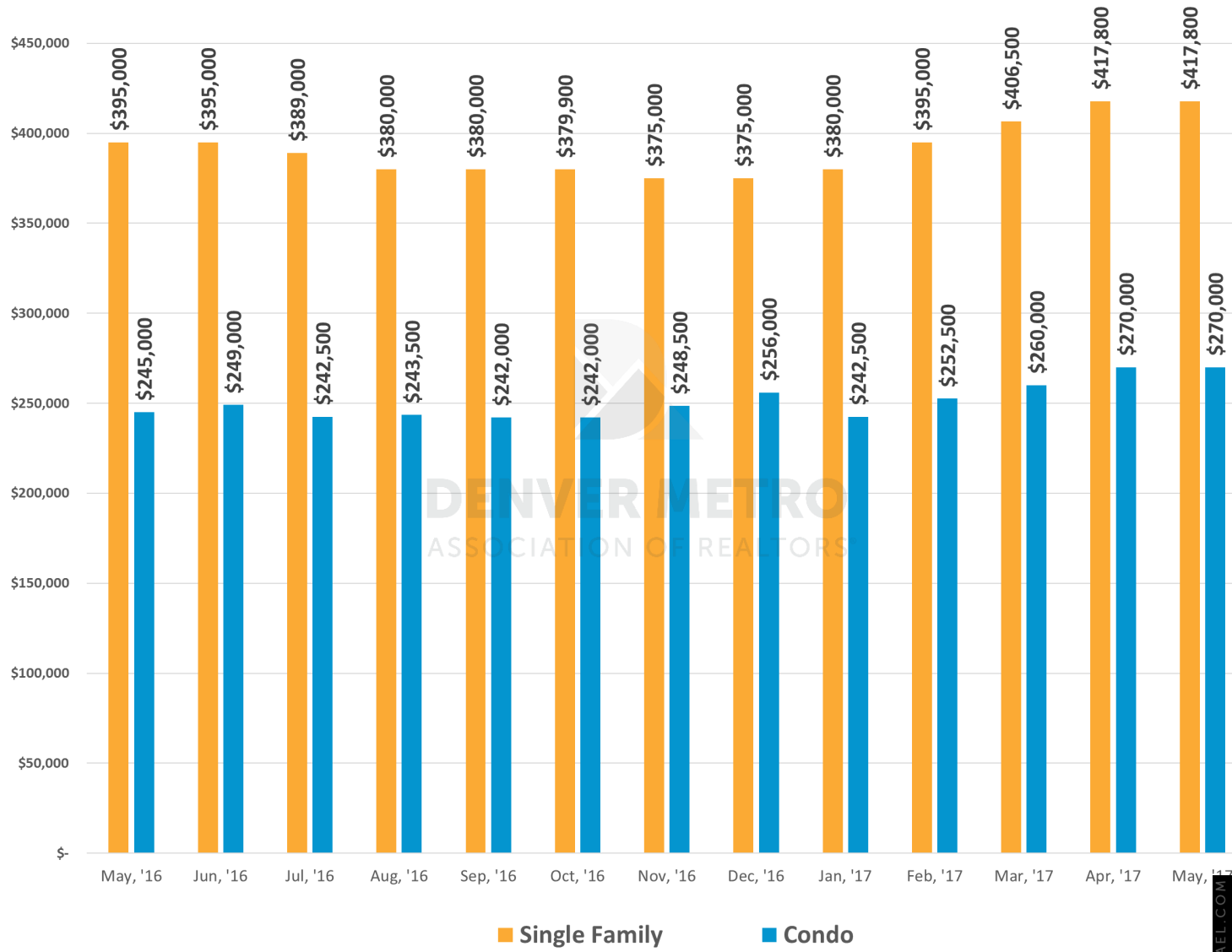


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Median Sales Price

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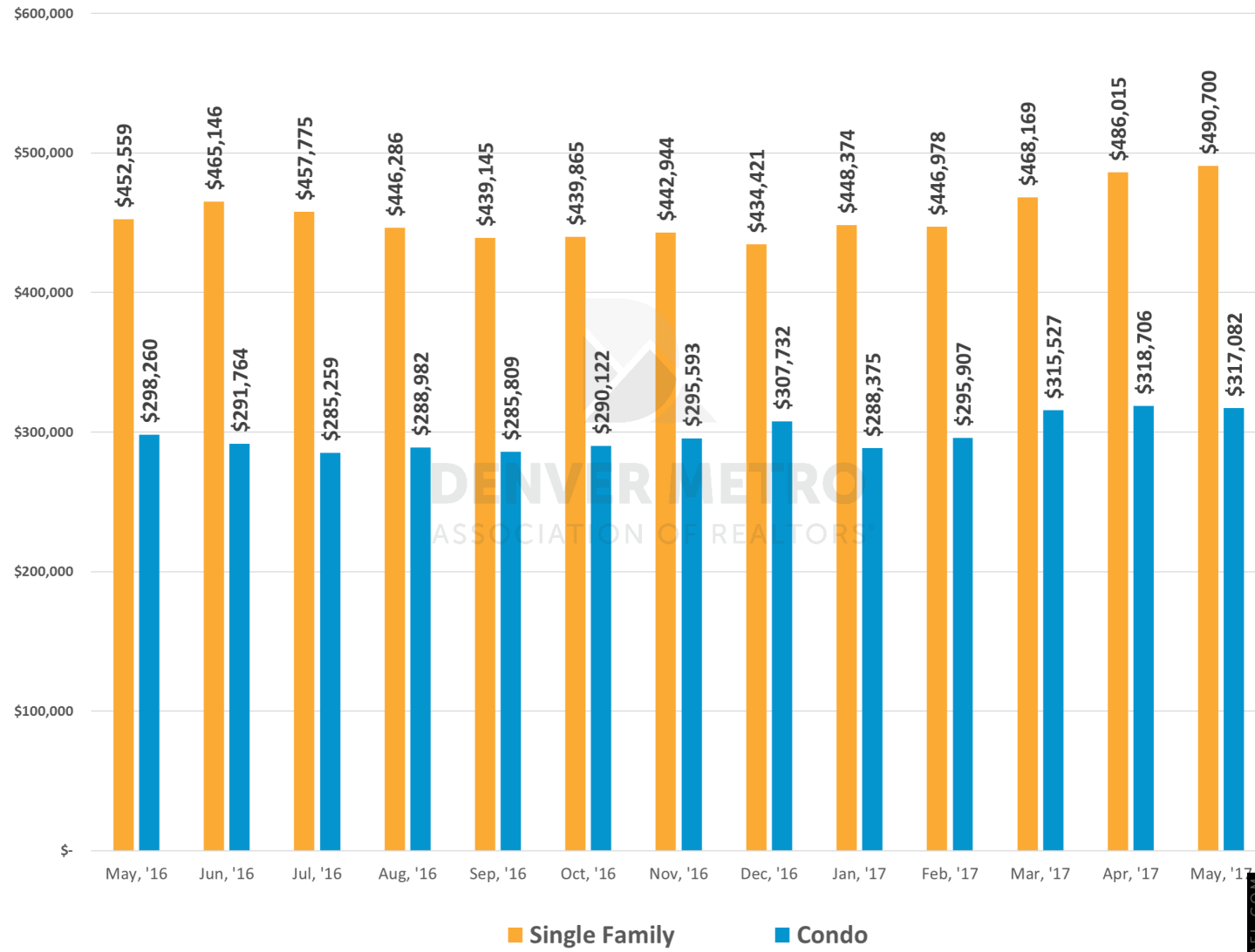
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Average Sales Price

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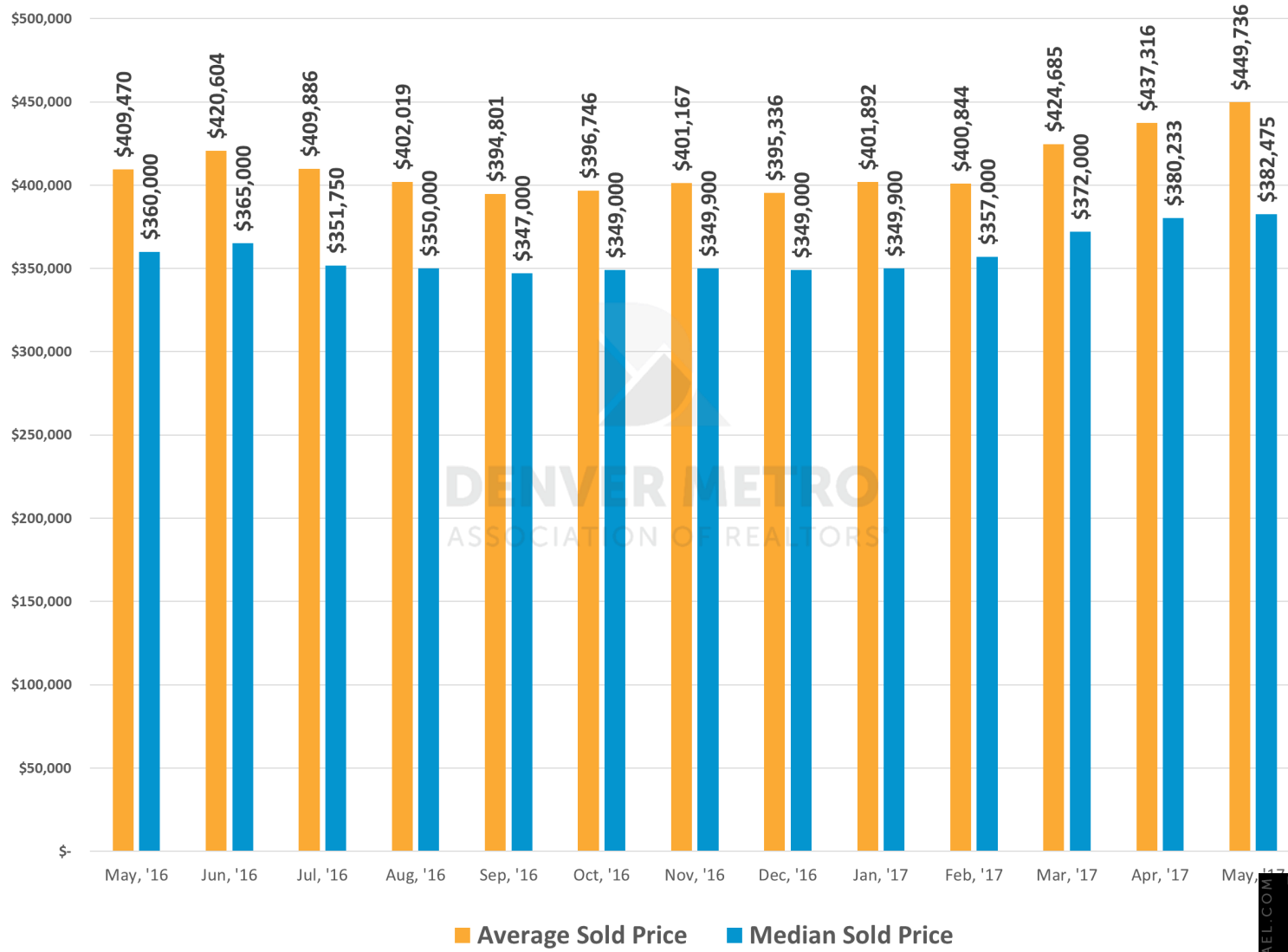


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Residential Sold Price

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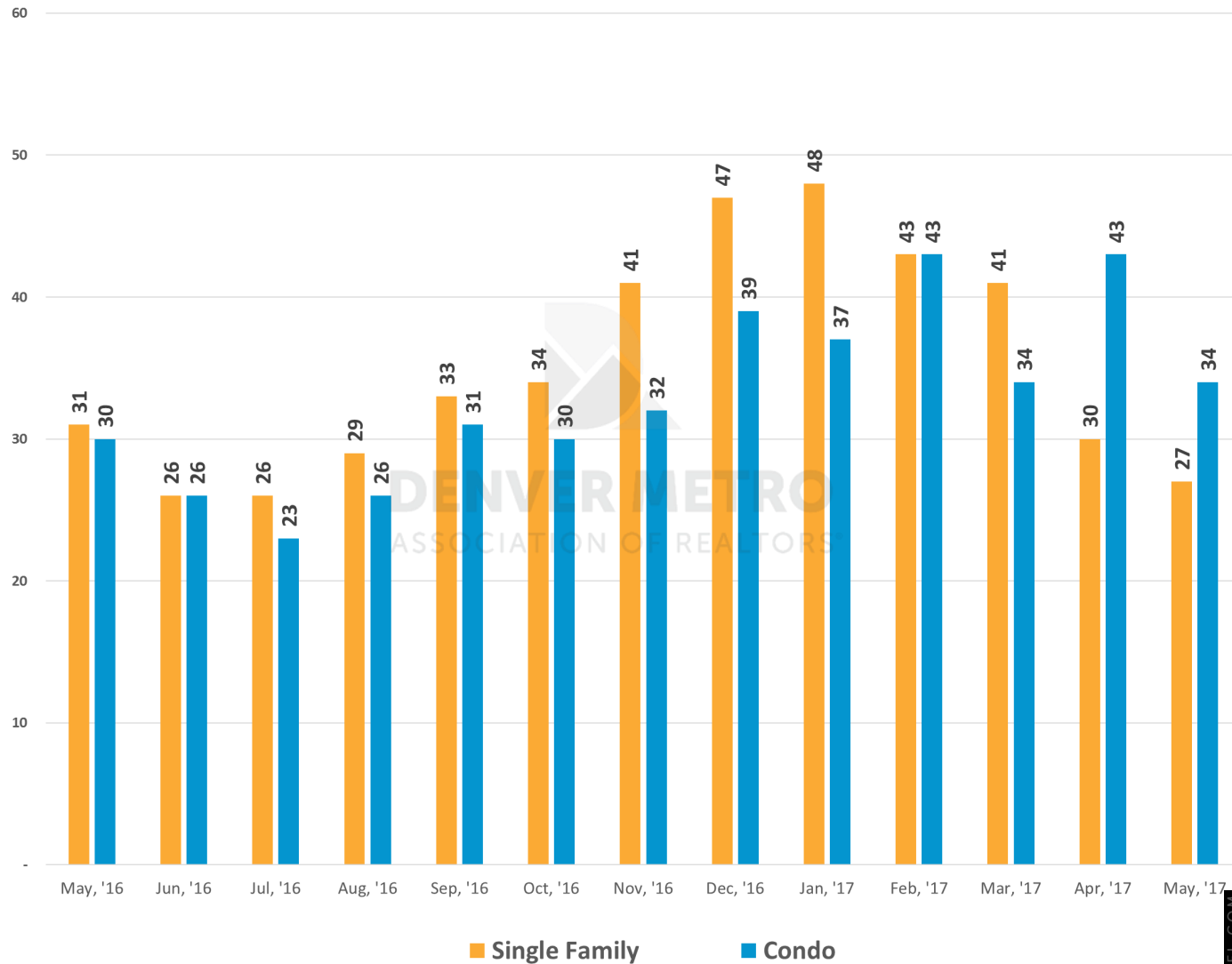
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Current Days on Market

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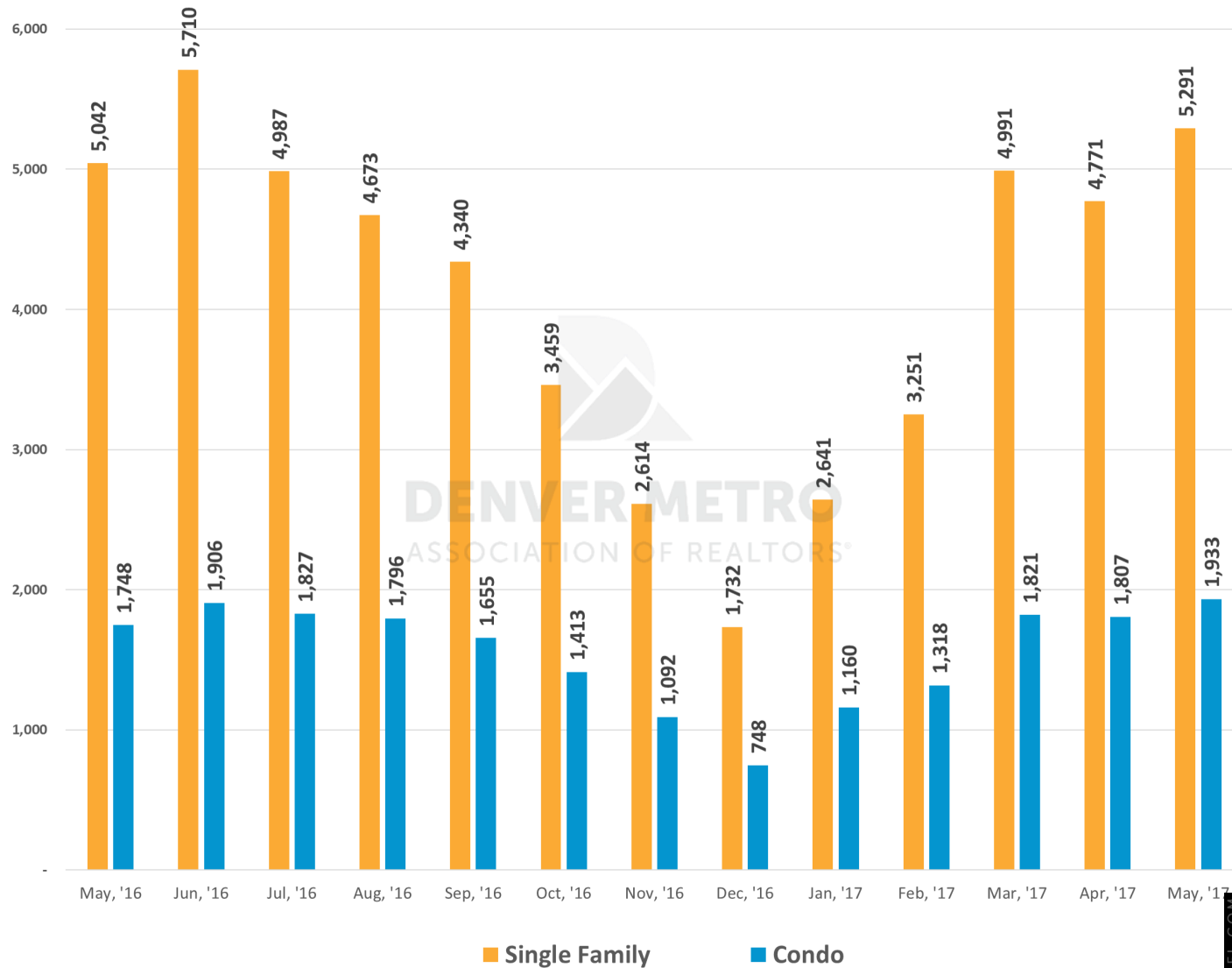
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New Listings

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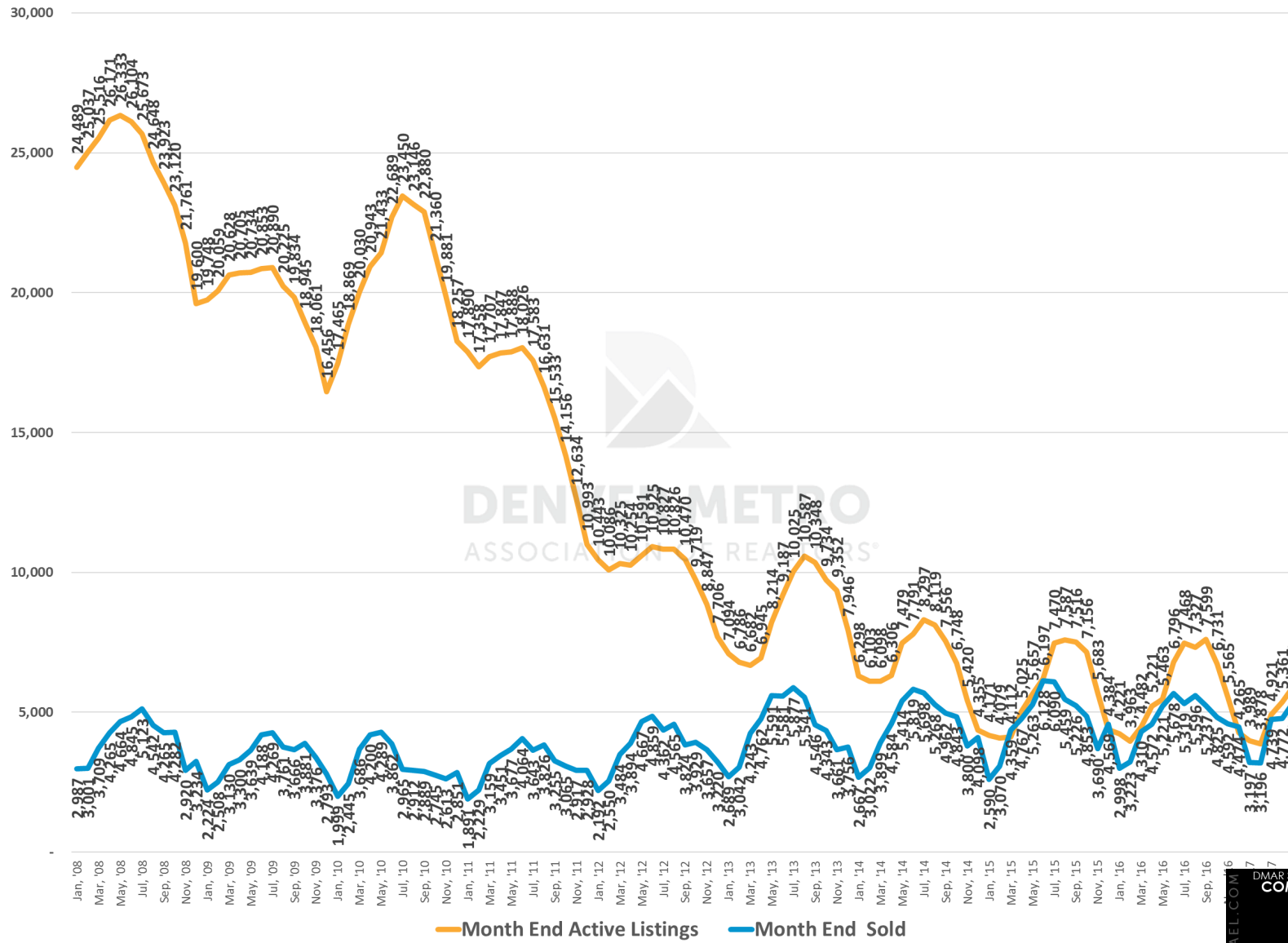
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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

| | May '17 | Prior Month | Year Ago | Prior Month | Year Ago |
|---|------------------|------------------|------------------|-------------|----------|
| Residential (Single Family + Condo) | | | | | |
| Active | 5,895 | 5,361 | 5,463 | 9.96% | 7.91% |
| New Listings | 7,224 | 6,578 | 6,790 | 9.82% | 6.39% |
| Under Contract | 5,808 | 5,521 | 5,153 | 5.20% | 12.71% |
| Current Days on Market | 29 | 33 | 31 | -12.12% | -6.45% |
| Sold | 5,320 | 4,772 | 5,221 | 11.48% | 1.90% |
| Average Sold Price | \$ 449,736 | \$ 437,316 | \$ 409,470 | 2.84% | 9.83% |
| Median Sold Price | \$ 382,475 | \$ 380,233 | \$ 360,000 | 0.59% | 6.24% |
| Sales Volume | \$ 2,392,595,520 | \$ 2,086,871,952 | \$ 2,137,842,870 | 14.65% | 11.92% |
| Close Price/List Price | 100.90% | 100.70% | 101.30% | 0.20% | -0.39% |
| Single Family (aka Detached Single Family) | | | | | |
| Active | 4,560 | 4,128 | 4,319 | 10.47% | 5.58% |
| New Listings | 5,291 | 4,771 | 5,042 | 10.90% | 4.94% |
| Under Contract | 4,249 | 4,019 | 3,797 | 5.72% | 11.90% |
| Current Days on Market | 27 | 30 | 31 | -10.00% | -12.90% |
| Sold | 3,839 | 3,383 | 3,763 | 13.48% | 2.02% |
| Average Sold Price | \$ 490,700 | \$ 486,015 | \$ 452,559 | 0.96% | 8.43% |
| Median Sold Price | \$ 418,000 | \$ 417,800 | \$ 395,000 | 0.05% | 5.82% |
| Sales Volume | \$ 1,883,797,300 | \$ 1,644,188,745 | \$ 1,702,979,517 | 14.57% | 10.62% |
| Close Price/List Price | 100.70% | 100.60% | 101.10% | 0.10% | -0.40% |
| Condo (aka Attached Single Family) | | | | | |
| Active | 1,335 | 1,233 | 1,144 | 8.27% | 16.70% |
| New Listings | 1,933 | 1,807 | 1,748 | 6.97% | 10.58% |
| Under Contract | 1,559 | 1,502 | 1,356 | 3.79% | 14.97% |
| Current Days on Market | 34 | 43 | 30 | -20.93% | 13.33% |
| Sold | 1,481 | 1,389 | 1,458 | 6.62% | 1.58% |
| Average Sold Price | \$ 317,082 | \$ 318,706 | \$ 298,260 | -0.51% | 6.31% |
| Median Sold Price | \$ 270,000 | \$ 270,000 | \$ 245,000 | 0.00% | 10.20% |
| Sales Volume | \$ 469,598,442 | \$ 442,682,634 | \$ 434,863,080 | 6.08% | 7.99% |
| Close Price/List Price | 101.20% | 101.10% | 101.80% | 0.10% | -0.59% |

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MAY DATA YTD 2017 to 2013

| | YTD 2017 | YTD 2016 | YTD 2015 | YTD 2014 | YTD 2013 | '17 vs. '16 | '16 vs. '15 | '15 vs. '14 | '14 vs. '13 |
|---|------------------|------------------|------------------|------------------|------------------|-------------|-------------|-------------|-------------|
| Residential (Single Family + Condo) | | | | | | | | | |
| Active Listings at month end | 5,895 | 5,463 | 5,657 | 7,479 | 8,214 | 7.91% | -3.43% | -24.36% | -8.95% |
| New Listings | 29,003 | 27,006 | 27,934 | 27,800 | 38,588 | 7.39% | -3.32% | 0.48% | -27.96% |
| Current Days on Market | 37 | 37 | 35 | 45 | 61 | 0.00% | 5.71% | -22.22% | -26.23% |
| Sold | 21,293 | 20,326 | 20,049 | 19,587 | 20,342 | 4.76% | 1.38% | 2.36% | -3.71% |
| Average Sold Price | \$ 424,731 | \$ 391,799 | \$ 358,465 | \$ 318,124 | \$ 298,526 | 8.41% | 9.30% | 12.68% | 6.56% |
| Median Sold Price | \$ 370,000 | \$ 342,000 | \$ 310,000 | \$ 267,000 | \$ 250,000 | 8.19% | 10.32% | 16.10% | 6.80% |
| Sales Volume | \$ 9,043,797,183 | \$ 7,963,706,474 | \$ 7,186,864,785 | \$ 6,231,094,788 | \$ 6,072,615,892 | 13.56% | 10.81% | 15.34% | 2.61% |
| Close Price/List Price | 100.30% | 100.50% | 100.50% | 99.20% | 99.30% | -0.20% | 0.00% | 1.31% | -0.10% |
| Single Family (aka Detached Single Family) | | | | | | | | | |
| Active Listings at month end | 4,560 | 4,319 | 4,545 | 5,995 | 6,738 | 5.58% | -4.97% | -24.19% | -11.03% |
| New Listings | 20,955 | 19,688 | 20,181 | 20,498 | 30,855 | 6.44% | -2.44% | -1.55% | -33.57% |
| Current Days on Market | 36 | 38 | 37 | 47 | 62 | -5.26% | 2.70% | -21.28% | -24.19% |
| Sold | 15,170 | 14,547 | 14,318 | 14,369 | 16,193 | 4.28% | 1.60% | -0.35% | -11.26% |
| Average Sold Price | \$ 471,279 | \$ 433,757 | \$ 400,720 | \$ 353,569 | \$ 325,998 | 8.65% | 8.24% | 13.34% | 8.46% |
| Median Sold Price | \$ 405,000 | \$ 375,000 | \$ 345,000 | \$ 296,000 | \$ 273,000 | 8.00% | 8.70% | 16.55% | 8.42% |
| Sales Volume | \$ 7,149,302,430 | \$ 6,309,863,079 | \$ 5,737,508,960 | \$ 5,080,432,961 | \$ 5,278,885,614 | 13.30% | 9.98% | 12.93% | -3.76% |
| Close Price/List Price | 100.20% | 100.30% | 100.40% | 99.20% | 99.40% | -0.10% | -0.10% | 1.21% | -0.20% |
| Condo (aka Attached Single Family) | | | | | | | | | |
| Active Listings at month end | 1,335 | 1,144 | 1,112 | 1,484 | 1,476 | 16.70% | 2.88% | -25.07% | 0.54% |
| New Listings | 8,048 | 7,318 | 7,753 | 7,302 | 7,733 | 9.98% | -5.61% | 6.18% | -5.57% |
| Current Days on Market | 38 | 35 | 30 | 38 | 58 | 8.57% | 16.67% | -21.05% | -34.48% |
| Sold | 6,126 | 5,779 | 5,731 | 5,218 | 4,149 | 6.00% | 0.84% | 9.83% | 25.77% |
| Average Sold Price | \$ 309,395 | \$ 286,182 | \$ 252,898 | \$ 220,516 | \$ 191,281 | 8.11% | 13.16% | 14.68% | 15.28% |
| Median Sold Price | \$ 260,000 | \$ 235,000 | \$ 204,000 | \$ 174,900 | \$ 156,450 | 10.64% | 15.20% | 16.64% | 11.79% |
| Sales Volume | \$ 1,895,353,770 | \$ 1,653,845,778 | \$ 1,449,358,438 | \$ 1,150,652,488 | \$ 793,624,869 | 14.60% | 14.11% | 25.96% | 44.99% |
| Close Price/List Price | 100.70% | 101.00% | 100.80% | 99.10% | 99.00% | -0.30% | 0.20% | 1.72% | 0.10% |

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MARKET TRENDS

| Price Range | Single Family | | | Condo | | |
|------------------------|---------------|--------|------|-------|--------|------|
| | Sold | Active | MOI | Sold | Active | MOI |
| \$0 to \$99,999 | 5 | 9 | 1.80 | 18 | 8 | 0.44 |
| \$100,000 to \$199,999 | 30 | 29 | 0.97 | 289 | 109 | 0.38 |
| \$200,000 to \$299,999 | 380 | 142 | 0.37 | 612 | 268 | 0.44 |
| \$300,000 to \$399,999 | 1,302 | 562 | 0.43 | 261 | 231 | 0.89 |
| \$400,000 to \$499,999 | 913 | 827 | 0.91 | 143 | 226 | 1.58 |
| \$500,000 to \$749,999 | 842 | 1,419 | 1.69 | 114 | 299 | 2.62 |
| \$750,000 to \$999,999 | 217 | 628 | 2.89 | 36 | 118 | 3.28 |
| \$1,000,000 and over | 162 | 944 | 5.83 | 16 | 76 | 4.75 |
| TOTALS | 3,851 | 4,560 | 1.18 | 1,489 | 1,335 | 0.90 |

| Price Range | Single Family | | % change | Condo | | % change |
|------------------------|-----------------|------------------|----------|-----------------|------------------|----------|
| | Sold May '17 | Sold Apr. '17 | | Sold May '17 | Sold Apr. '17 | |
| \$0 to \$99,999 | 5 | 3 | 66.67% | 18 | 21 | -14.29% |
| \$100,000 to \$199,999 | 30 | 31 | -3.23% | 289 | 262 | 10.31% |
| \$200,000 to \$299,999 | 380 | 423 | -10.17% | 612 | 534 | 14.61% |
| \$300,000 to \$399,999 | 1,302 | 1,067 | 22.02% | 261 | 267 | -2.25% |
| \$400,000 to \$499,999 | 913 | 781 | 16.90% | 143 | 166 | -13.86% |
| \$500,000 to \$749,999 | 842 | 766 | 9.92% | 114 | 96 | 18.75% |
| \$750,000 to \$999,999 | 217 | 181 | 19.89% | 36 | 27 | 33.33% |
| \$1,000,000 and over | 162 | 131 | 23.66% | 16 | 16 | 0.00% |
| TOTALS | 3,851 | 3,383 | 13.83% | 1,489 | 1,389 | 7.20% |

| Price Range | Single Family | | % change | Condo | | % change |
|------------------------|---------------------|---------------------|----------|---------------------|---------------------|----------|
| | Sold YTD May '17 | Sold YTD May '16 | | Sold YTD May '17 | Sold YTD May '16 | |
| \$0 to \$99,999 | 18 | 26 | -30.77% | 85 | 204 | -58.33% |
| \$100,000 to \$199,999 | 161 | 385 | -58.18% | 1,356 | 1,799 | -24.62% |
| \$200,000 to \$299,999 | 2,138 | 3,189 | -32.96% | 2,411 | 1,922 | 25.44% |
| \$300,000 to \$399,999 | 5,006 | 4,578 | 9.35% | 1,065 | 885 | 20.34% |
| \$400,000 to \$499,999 | 3,476 | 3,049 | 14.00% | 561 | 448 | 25.22% |
| \$500,000 to \$749,999 | 3,103 | 2,386 | 30.05% | 467 | 367 | 27.25% |
| \$750,000 to \$999,999 | 736 | 525 | 40.19% | 117 | 112 | 4.46% |
| \$1,000,000 and over | 540 | 409 | 32.03% | 66 | 42 | 57.14% |
| TOTALS | 15,178 | 14,547 | 4.34% | 6,128 | 5,779 | 6.04% |

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

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

| | May '17 | Prior Month | Last Year | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| Residential (Single Family + Condo) | | | | | |
| Sold | 179 | 147 | 130 | 21.77% | 37.69% |
| Average Price | \$ 1,475,782 | \$ 1,509,732 | \$ 1,511,595 | -2.25% | -2.37% |
| Sales Volume | \$ 264,164,978 | \$ 221,930,604 | \$ 196,507,350 | 19.03% | 34.43% |
| Current Days on Market | 92 | 115 | 99 | -20.00% | -7.07% |
| Close Price/List Price | 97.70% | 97.10% | 97.70% | 0.62% | 0.00% |
| PSF Total | \$ 329 | \$ 309 | \$ 312 | 6.47% | 5.45% |
| Single Family (aka Detached Single Family) | | | | | |
| Sold | 162 | 131 | 119 | 23.66% | 36.13% |
| Average Price | \$ 1,495,332 | \$ 1,523,016 | \$ 1,512,984 | -1.82% | -1.17% |
| Sales Volume | \$ 242,243,784 | \$ 199,515,096 | \$ 180,045,096 | 21.42% | 34.55% |
| Current Days on Market | 87 | 109 | 101 | -20.18% | -13.86% |
| Close Price/List Price | 97.70% | 97.00% | 97.80% | 0.72% | -0.10% |
| PSF Total | \$ 318 | \$ 294 | \$ 295 | 8.16% | 7.80% |
| Condo (aka Attached Single Family) | | | | | |
| Sold | 16 | 16 | 11 | 0.00% | 45.45% |
| Average Price | \$ 1,276,616 | \$ 1,400,972 | \$ 1,496,570 | -8.88% | -14.70% |
| Sales Volume | \$ 20,425,856 | \$ 22,415,552 | \$ 16,462,270 | -8.88% | 24.08% |
| Current Days on Market | 147 | 168 | 79 | -12.50% | 86.08% |
| Close Price/List Price | 97.70% | 97.70% | 96.60% | 0.00% | 1.14% |
| PSF Total | \$ 449 | \$ 501 | \$ 529 | -10.38% | -15.12% |

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

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

| | YTD 2017 | YTD 2016 | YTD 2015 | YTD 2014 | YTD 2013 | 17 vs '16 | '16 vs '15 | 15 vs '14 | 14 vs '13 |
|---|----------------|----------------|----------------|----------------|----------------|-----------|------------|-----------|-----------|
| Residential (Single Family + Condo) | | | | | | | | | |
| Sold | 607 | 451 | 363 | 300 | 271 | 34.59% | 24.24% | 21.00% | 10.70% |
| Average Sold Price | \$ 1,495,148 | \$ 1,545,692 | \$ 1,518,733 | \$ 1,581,418 | \$ 1,500,880 | -3.27% | 1.78% | -3.96% | 5.37% |
| Sales Volume | \$ 907,554,836 | \$ 697,107,092 | \$ 551,300,079 | \$ 474,425,400 | \$ 406,738,480 | 30.19% | 26.45% | 16.20% | 16.64% |
| Median Sold Price | \$ 1,260,075 | \$ 1,320,000 | \$ 1,325,000 | \$ 1,307,550 | \$ 1,275,000 | -4.54% | -0.38% | 1.33% | 2.55% |
| Current Days on Market - Average | 115 | 115 | 128 | 125 | 194 | 0.00% | -10.16% | 2.40% | -35.57% |
| Current Days on Market - Median | 39 | 52 | 55 | 54 | 87 | -25.00% | -5.45% | 1.85% | -37.93% |
| Close Price/List Price | 97.10% | 96.80% | 96.20% | 96.00% | 95.20% | 0.31% | 0.62% | 0.21% | 0.84% |
| PSF Total | \$ 324 | \$ 308 | \$ 276 | \$ 270 | \$ 252 | 5.19% | 11.59% | 2.22% | 7.14% |
| Single Family (aka Detached Single Family) | | | | | | | | | |
| Sold | 540 | 409 | 335 | 274 | 254 | 32.03% | 22.09% | 22.26% | 7.87% |
| Average Sold Price | \$ 1,517,045 | \$ 1,531,448 | \$ 1,515,892 | \$ 1,566,886 | \$ 1,504,882 | -0.94% | 1.03% | -3.25% | 4.12% |
| Sales Volume | \$ 819,204,300 | \$ 626,362,232 | \$ 507,823,820 | \$ 429,326,764 | \$ 382,240,028 | 30.79% | 23.34% | 18.28% | 12.32% |
| Median Sold Price | \$ 1,275,000 | \$ 1,320,500 | \$ 1,335,000 | \$ 1,300,000 | \$ 1,277,971 | -3.45% | -1.09% | 2.69% | 1.72% |
| Current Days on Market - Average | 111 | 118 | 127 | 126 | 199 | -5.93% | -7.09% | 0.79% | -36.68% |
| Current Days on Market - Median | 39 | 53 | 56 | 53 | 87 | -26.42% | -5.36% | 5.66% | -39.08% |
| Close Price/List Price | 97.00% | 96.80% | 95.90% | 96.20% | 95.40% | 0.21% | 0.94% | -0.31% | 0.84% |
| PSF Total | \$ 304 | \$ 287 | \$ 257 | \$ 250 | \$ 238 | 5.92% | 11.67% | 2.80% | 5.04% |
| Condo (aka Attached Single Family) | | | | | | | | | |
| Sold | 66 | 42 | 28 | 26 | 17 | 57.14% | 50.00% | 7.69% | 52.94% |
| Average Sold Price | \$ 1,315,660 | \$ 1,684,393 | \$ 1,552,719 | \$ 1,734,561 | \$ 1,441,085 | -21.89% | 8.48% | -10.48% | 20.36% |
| Sales Volume | \$ 86,833,560 | \$ 70,744,506 | \$ 43,476,132 | \$ 45,098,586 | \$ 24,498,445 | 22.74% | 62.72% | -3.60% | 84.09% |
| Median Sold Price | \$ 1,200,000 | \$ 1,263,986 | \$ 1,300,000 | \$ 1,540,000 | \$ 1,250,000 | -5.06% | -2.77% | -15.58% | 23.20% |
| Current Days on Market - Average | 141 | 89 | 145 | 112 | 119 | 58.43% | -38.62% | 29.46% | -5.88% |
| Current Days on Market - Median | 39 | 34 | 47 | 76 | 72 | 14.71% | -27.66% | -38.16% | 5.56% |
| Close Price/List Price | 97.40% | 97.40% | 98.70% | 94.10% | 93.40% | 0.00% | -1.32% | 4.89% | 0.75% |
| PSF Total | \$ 514 | \$ 512 | \$ 505 | \$ 476 | \$ 468 | 0.39% | 1.39% | 6.09% | 1.71% |

DMAR MARKET TRENDS | JUNE 2017

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION

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

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

| | May '17 | Prior Month | Last Year | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| Residential (Single Family + Condo) | | | | | |
| Sold | 254 | 208 | 175 | 22.12% | 45.14% |
| Average Price | \$ 844,614 | \$ 847,600 | \$ 855,040 | -0.35% | -1.22% |
| Sales Volume | \$ 214,531,956 | \$ 176,300,800 | \$ 149,632,000 | 21.69% | 43.37% |
| Current Days on Market | 61 | 60 | 82 | 1.67% | -25.61% |
| Close Price/List Price | 99.00% | 98.80% | 99.10% | 0.20% | -0.10% |
| PSF Total | \$ 236 | \$ 232 | \$ 211 | 1.72% | 11.85% |
| Single Family (aka Detached Single Family) | | | | | |
| Sold | 217 | 181 | 144 | 19.89% | 50.69% |
| Average Price | \$ 846,117 | \$ 851,322 | \$ 854,030 | -0.61% | -0.93% |
| Sales Volume | \$ 183,607,389 | \$ 154,089,282 | \$ 122,980,320 | 19.16% | 49.30% |
| Current Days on Market | 61 | 58 | 82 | 5.17% | -25.61% |
| Close Price/List Price | 99.00% | 98.70% | 98.90% | 0.30% | 0.10% |
| PSF Total | \$ 220 | \$ 215 | \$ 191 | 2.33% | 15.18% |
| Condo (aka Attached Single Family) | | | | | |
| Sold | 36 | 27 | 31 | 33.33% | 16.13% |
| Average Price | \$ 835,803 | \$ 822,644 | \$ 859,731 | 1.60% | -2.78% |
| Sales Volume | \$ 30,088,908 | \$ 22,211,388 | \$ 26,651,661 | 35.47% | 12.90% |
| Current Days on Market | 62 | 76 | 81 | -18.42% | -23.46% |
| Close Price/List Price | 99.30% | 99.20% | 100.30% | 0.10% | -1.00% |
| PSF Total | \$ 337 | \$ 337 | \$ 317 | 0.00% | 6.31% |

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

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

| | YTD 2017 | YTD 2016 | YTD 2015 | YTD 2014 | YTD 2013 | 17 vs '16 | '16 vs '15 | 15 vs '14 | 14 vs '13 |
|---|----------------|----------------|----------------|----------------|----------------|-----------|------------|-----------|-----------|
| Residential (Single Family + Condo) | | | | | | | | | |
| Sold | 854 | 637 | 539 | 374 | 374 | 34.07% | 18.18% | 44.12% | 0.00% |
| Average Sold Price | \$ 843,970 | \$ 846,136 | \$ 846,990 | \$ 845,683 | \$ 849,439 | -0.26% | -0.10% | 0.15% | -0.44% |
| Sales Volume | \$ 720,750,380 | \$ 538,988,632 | \$ 456,527,610 | \$ 316,285,442 | \$ 317,690,186 | 33.72% | 18.06% | 44.34% | -0.44% |
| Median Sold Price | \$ 830,770 | \$ 840,000 | \$ 839,050 | \$ 835,000 | \$ 846,300 | -1.10% | 0.11% | 0.49% | -1.34% |
| Current Days on Market - Average | 82 | 87 | 100 | 114 | 118 | -5.75% | -13.00% | -12.28% | -3.39% |
| Current Days on Market - Median | 29 | 33 | 38 | 44 | 47 | -12.12% | -13.16% | -13.64% | -6.38% |
| Close Price/List Price | 98.50% | 98.70% | 98.20% | 97.70% | 97.50% | -0.20% | 0.51% | 0.51% | 0.21% |
| PSF Total | \$ 230 | \$ 215 | \$ 205 | \$ 201 | \$ 195 | 6.98% | 4.88% | 1.99% | 3.08% |
| Single Family (aka Detached Single Family) | | | | | | | | | |
| Sold | 736 | 525 | 472 | 325 | 343 | 40.19% | 11.23% | 45.23% | -5.25% |
| Average Sold Price | \$ 846,357 | \$ 847,274 | \$ 845,430 | \$ 844,390 | \$ 849,961 | -0.11% | 0.22% | 0.12% | -0.66% |
| Sales Volume | \$ 622,918,752 | \$ 444,818,850 | \$ 399,042,960 | \$ 274,426,750 | \$ 291,536,623 | 40.04% | 11.47% | 45.41% | -5.87% |
| Median Sold Price | \$ 837,750 | \$ 840,000 | \$ 835,000 | \$ 830,000 | \$ 849,000 | -0.27% | 0.60% | 0.60% | -2.24% |
| Current Days on Market - Average | 83 | 86 | 100 | 107 | 117 | -3.49% | -14.00% | -6.54% | -8.55% |
| Current Days on Market - Median | 30 | 38 | 37 | 42 | 49 | -21.05% | 2.70% | -11.90% | -14.29% |
| Close Price/List Price | 98.50% | 98.50% | 98.00% | 97.80% | 97.70% | 0.00% | 0.51% | 0.20% | 0.10% |
| PSF Total | \$ 214 | \$ 193 | \$ 190 | \$ 182 | \$ 1,480 | 10.88% | 1.58% | 4.40% | -87.70% |
| Condo (aka Attached Single Family) | | | | | | | | | |
| Sold | 117 | 112 | 67 | 49 | 31 | 4.46% | 67.16% | 36.73% | 58.06% |
| Average Sold Price | \$ 829,082 | \$ 840,804 | \$ 857,984 | \$ 854,260 | \$ 843,653 | -1.39% | -2.00% | 0.44% | 1.26% |
| Sales Volume | \$ 97,002,594 | \$ 94,170,048 | \$ 57,484,928 | \$ 41,858,740 | \$ 26,153,243 | 3.01% | 63.82% | 37.33% | 60.05% |
| Median Sold Price | \$ 825,000 | \$ 825,000 | \$ 860,000 | \$ 850,000 | \$ 815,000 | 0.00% | -4.07% | 1.18% | 4.29% |
| Current Days on Market - Average | 72 | 89 | 98 | 161 | 135 | -19.10% | -9.18% | -39.13% | 19.26% |
| Current Days on Market - Median | 23 | 18 | 38 | 80 | 44 | 27.78% | -52.63% | -52.50% | 81.82% |
| Close Price/List Price | 99.20% | 99.50% | 99.40% | 96.90% | 95.80% | -0.30% | 0.10% | 2.58% | 1.15% |
| PSF Total | \$ 324 | \$ 326 | \$ 308 | \$ 330 | \$ 368 | -0.61% | 5.84% | -6.67% | -10.33% |

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

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

| | May '17 | Prior Month | Last Year | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| Residential (Single Family + Condo) | | | | | |
| Sold | 965 | 862 | 815 | 11.95% | 18.40% |
| Average Price | \$ 589,991 | \$ 591,285 | \$ 590,851 | -0.22% | -0.15% |
| Sales Volume | \$ 569,341,315 | \$ 509,687,670 | \$ 481,543,565 | 11.70% | 18.23% |
| Current Days on Market | 54 | 58 | 62 | -6.90% | -12.90% |
| Close Price/List Price | 99.80% | 99.60% | 99.60% | 0.20% | 0.20% |
| PSF Total | \$ 202 | \$ 201 | \$ 185 | 0.50% | 9.19% |
| Single Family (aka Detached Single Family) | | | | | |
| Sold | 842 | 766 | 718 | 9.92% | 17.27% |
| Average Price | \$ 589,074 | \$ 592,132 | \$ 589,444 | -0.52% | -0.06% |
| Sales Volume | \$ 496,000,308 | \$ 453,573,112 | \$ 423,220,792 | 9.35% | 17.20% |
| Current Days on Market | 38 | 46 | 58 | -17.39% | -34.48% |
| Close Price/List Price | 99.90% | 99.60% | 99.70% | 0.30% | 0.20% |
| PSF Total | \$ 184 | \$ 183 | \$ 172 | 0.55% | 6.98% |
| Condo (aka Attached Single Family) | | | | | |
| Sold | 114 | 96 | 97 | 18.75% | 17.53% |
| Average Price | \$ 596,771 | \$ 584,529 | \$ 601,265 | 2.09% | -0.75% |
| Sales Volume | \$ 68,031,894 | \$ 56,114,784 | \$ 58,322,705 | 21.24% | 16.65% |
| Current Days on Market | 169 | 147 | 85 | 14.97% | 98.82% |
| Close Price/List Price | 99.40% | 99.30% | 99.20% | 0.10% | 0.20% |
| PSF Total | \$ 331 | \$ 318 | \$ 304 | 4.09% | 8.88% |

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

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

| | YTD 2017 | YTD 2016 | YTD 2015 | YTD 2014 | YTD 2013 | 17 vs '16 | '16 vs '15 | 15 vs '14 | 14 vs '13 |
|---|------------------|------------------|------------------|----------------|----------------|-----------|------------|-----------|-----------|
| Residential (Single Family + Condo) | | | | | | | | | |
| Sold | 3,577 | 2,753 | 2,279 | 1,602 | 1,438 | 29.93% | 20.80% | 42.26% | 11.40% |
| Average Sold Price | \$ 589,642 | \$ 591,960 | \$ 592,792 | \$ 591,999 | \$ 592,353 | -0.39% | -0.14% | 0.13% | -0.06% |
| Sales Volume | \$ 2,109,149,434 | \$ 1,629,665,880 | \$ 1,350,972,968 | \$ 948,382,398 | \$ 851,803,614 | 29.42% | 20.63% | 42.45% | 11.34% |
| Median Sold Price | \$ 575,000 | \$ 580,000 | \$ 578,700 | \$ 577,000 | \$ 579,250 | -0.86% | 0.22% | 0.29% | -0.39% |
| Current Days on Market - Average | 64 | 75 | 75 | 74 | 93 | -14.67% | 0.00% | 1.35% | -20.43% |
| Current Days on Market - Median | 16 | 22 | 25 | 31 | 33 | -27.27% | -12.00% | -19.35% | -6.06% |
| Close Price/List Price | 99.40% | 99.20% | 98.90% | 98.60% | 98.00% | 0.20% | 0.30% | 0.30% | 0.61% |
| PSF Total | \$ 201 | \$ 188 | \$ 180 | \$ 171 | \$ 164 | 6.91% | 4.44% | 5.26% | 4.27% |
| Single Family (aka Detached Single Family) | | | | | | | | | |
| Sold | 3,103 | 2,386 | 1,955 | 1,400 | 1,350 | 30.05% | 22.05% | 39.64% | 3.70% |
| Average Sold Price | \$ 588,762 | \$ 590,643 | \$ 591,945 | \$ 590,240 | \$ 591,168 | -0.32% | -0.22% | 0.29% | -0.16% |
| Sales Volume | \$ 1,826,928,486 | \$ 1,409,274,198 | \$ 1,157,252,475 | \$ 826,336,000 | \$ 798,076,800 | 29.64% | 21.78% | 40.05% | 3.54% |
| Median Sold Price | \$ 574,737 | \$ 579,000 | \$ 575,500 | \$ 575,000 | \$ 578,000 | -0.74% | 0.61% | 0.09% | -0.52% |
| Current Days on Market - Average | 54 | 67 | 66 | 71 | 91 | -19.40% | 1.52% | -7.04% | -21.98% |
| Current Days on Market - Median | 14 | 20 | 22 | 30 | 33 | -30.00% | -9.09% | -26.67% | -9.09% |
| Close Price/List Price | 99.50% | 99.20% | 98.90% | 98.50% | 98.00% | 0.30% | 0.30% | 0.41% | 0.51% |
| PSF Total | \$ 182 | \$ 171 | \$ 163 | \$ 156 | \$ 156 | 6.43% | 4.91% | 4.49% | 0.00% |
| Condo (aka Attached Single Family) | | | | | | | | | |
| Sold | 467 | 367 | 324 | 202 | 88 | 27.25% | 13.27% | 60.40% | 129.55% |
| Average Sold Price | \$ 595,491 | \$ 600,521 | \$ 597,902 | \$ 604,188 | \$ 610,532 | -0.84% | 0.44% | -1.04% | -1.04% |
| Sales Volume | \$ 278,094,297 | \$ 220,391,207 | \$ 193,720,248 | \$ 122,045,976 | \$ 53,726,816 | 26.18% | 13.77% | 58.73% | 127.16% |
| Median Sold Price | \$ 585,000 | \$ 591,650 | \$ 585,000 | \$ 600,000 | \$ 600,400 | -1.12% | 1.14% | -2.50% | -0.07% |
| Current Days on Market - Average | 131 | 128 | 126 | 95 | 124 | 2.34% | 1.59% | 32.63% | -23.39% |
| Current Days on Market - Median | 34 | 46 | 49 | 35 | 40 | -26.09% | -6.12% | 40.00% | -12.50% |
| Close Price/List Price | 99.20% | 99.10% | 98.80% | 99.10% | 98.00% | 0.10% | 0.30% | -0.30% | 1.12% |
| PSF Total | \$ 322 | \$ 302 | \$ 280 | \$ 277 | \$ 295 | 6.62% | 7.86% | 1.08% | -6.10% |

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