

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



# Denver Metro Real Estate Market Trends Report

February 2019

DMAR Statistics  
COMPLIMENTS OF



**ANTHONY RAE**  
RE/MAX ALLIANCE  
303.520.3179



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# MARKET OVERVIEW

The February report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the January market transactions encompassing the 11 counties of the Denver Metro Area (Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park).

Here are the highlights:

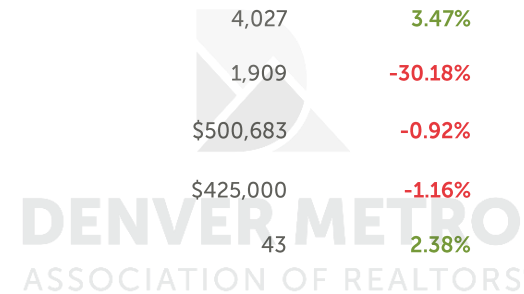
		Prior Month	Year-Over-Year
 <b>Residential</b> (Single Family plus Condo)			
Active Inventory	5,881	5.45%	52.00%
Sold Homes	2,644	-29.57%	-14.79%
Sold Price - Average	\$461,101	-0.26%	2.89%
Sold Price - Median	\$395,000	-1.25%	2.60%
Days on Market - Average	42	5.00%	20.00%

 <b>Single Family</b> (aka Detached Single Family)			
Active Inventory	4,027	3.47%	42.60%
Sold Homes	1,909	-30.18%	-11.09%
Sold Price - Average	\$500,683	-0.92%	1.57%
Sold Price - Median	\$425,000	-1.16%	1.67%
Days on Market - Average	43	2.38%	16.22%

 <b>Condo</b> (aka Attached Single Family)			
Active Inventory	1,854	10.03%	77.42%
Sold Homes	735	-27.94%	-23.12%
Sold Price - Average	\$358,294	3.25%	3.10%
Sold Price - Median	\$290,000	-1.89%	4.75%
Days on Market - Average	40	11.11%	

## DMAR MARKET TRENDS | FEBRUARY 2019

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# MARKET INSIGHTS

- ✓ The government shutdown and stock market dip may have affected our early January activity due to consumer fear. Now, with employees heading back to work, confidence appears to be up with an increase in real estate activity in the Denver market.
- ✓ Even though inventory today is higher than a year ago, key drivers of insufficient housing supply continue to be: expensive land/lack of land, rising material/labor costs, few incentives for innovation, state and local regulations and community opposition.
- ✓ Buyers are sighing with relief. With the market adjustments, it's easier for move-up buyers to place contingent offers on their next home.
- ✓ The best time for sellers to list will be March, April and May to take advantage of the lower inventory and high buyer activity. Starting in June, homes under contract have historically declined so any time before then will be a good bet for all the sellers out there.
- ✓ Feedback from will-be sellers is that they're seeing and understanding the relative "slow-down" in our market, and are eager to list and sell before any stronger market corrections. Many buyers are not waiting for prices to fall before making purchasing decisions, most are just happy to be able to see a home twice (or give it longer than 17 minutes of thought) before deciding to write a contract, and to have gained some leverage in contract price and inspection terms.
- ✓ The market is heating up and we can see it in the numbers. Inventory is low and, although we keep getting battered by snow, the days in between are bright, sunny and good for showings.
- ✓ According to Danielle Hale, Realtor.com's Chief Economist, "The U.S. housing market is off to a slower start this year in many markets compared to the rapid acceleration we saw last January." Although the market is slowing, it's important to remember that we're coming off of four straight years of inventory declines that pushed the market to a record low availability of homes for sale. The real metric to keep an eye on is entry-level homes, which are key to getting today's market back in balance. These homes are still in short supply.
- ✓ Forbes ranked Denver the number one most competitive housing market.
- ✓ According to S&P/Case-Shiller, Denver outperformed San Francisco in year-over-year home price gains – Denver had 6.2 percent with San Francisco trailing at 5.6 percent.
- ✓ Mortgage applications remain high in Colorado and nationally.
- ✓ Eighty-seven percent of millennial renters in Denver say they plan to purchase a home at some point in the future, five percent expect to do so within the next year and 28 percent say they won't buy for at least five years. Of millennial renters in

- Denver who do plan to purchase a home, 47 percent have zero down payment savings, while just 12 percent have saved \$10,000 or more. We estimate that 83 percent of prospective millennial homebuyers in Denver will need more than two decades to save a 20 percent down payment on the median-priced condo in their area, while just four percent can save a down payment within the next five years.
- ✓ New short-term rental requirements in Denver go into effect February, including rules stating that a license can also be revoked or denied if a rental property "adversely affects the public health, safety or welfare of the immediate neighborhood in which the property is located."
  - ✓ Down payment assistance could have the potential to put homeownership within reach for a large share of millennial renters. As rents remain steady and price growth normalizes, cap rates are becoming more attractive, especially in condos.
  - ✓ In a new state legislated tax credit, individuals can request a tax credit of up to \$5,000 a year on work on their homes if they have an illness, impairment or disability that necessitates the remodeling, and have an adjusted family income at or below \$150,000 for the 2019 income tax year.
  - ✓ With San Francisco Bay Area housing prices in the stratosphere, the private sector is now planning to raise \$500 million for affordable housing. Assuming affordable housing costs \$400,000/unit, this will create just 1,250 units! The real problem: since 2010, the region has gained 700,000 jobs and built just over 100,000 units. Worse, since 1990 the most homes built in any year have never exceeded 27,500; yet, 45,000 units per year is what's needed. Will Denver end up going that route?
  - ✓ The Employment Cost Index, which is a measure of inflation and measures compensation for workers, had the biggest 12-month increase in 11 years as of December 2018. This is good news as affordability will continue to be a hot topic for 2019.
  - ✓ Unemployment dropped to 3.7 percent in November 2018, an almost 50-year low; then rose to 3.9 percent in December. Colorado continues to have low unemployment, ending 2018 at 3.5 percent.

## ✓ Quick Stats:

- Average active listings for January is 13,469 (1985-2018).
- Record-high active listings in January was 2008 with 24,550, and the record low was 2018 with 3,869 listings.
- The historical average change in active listings from December to January is a decrease of 3.58 percent. 2019 represents a healthy increase of 5.45 percent.



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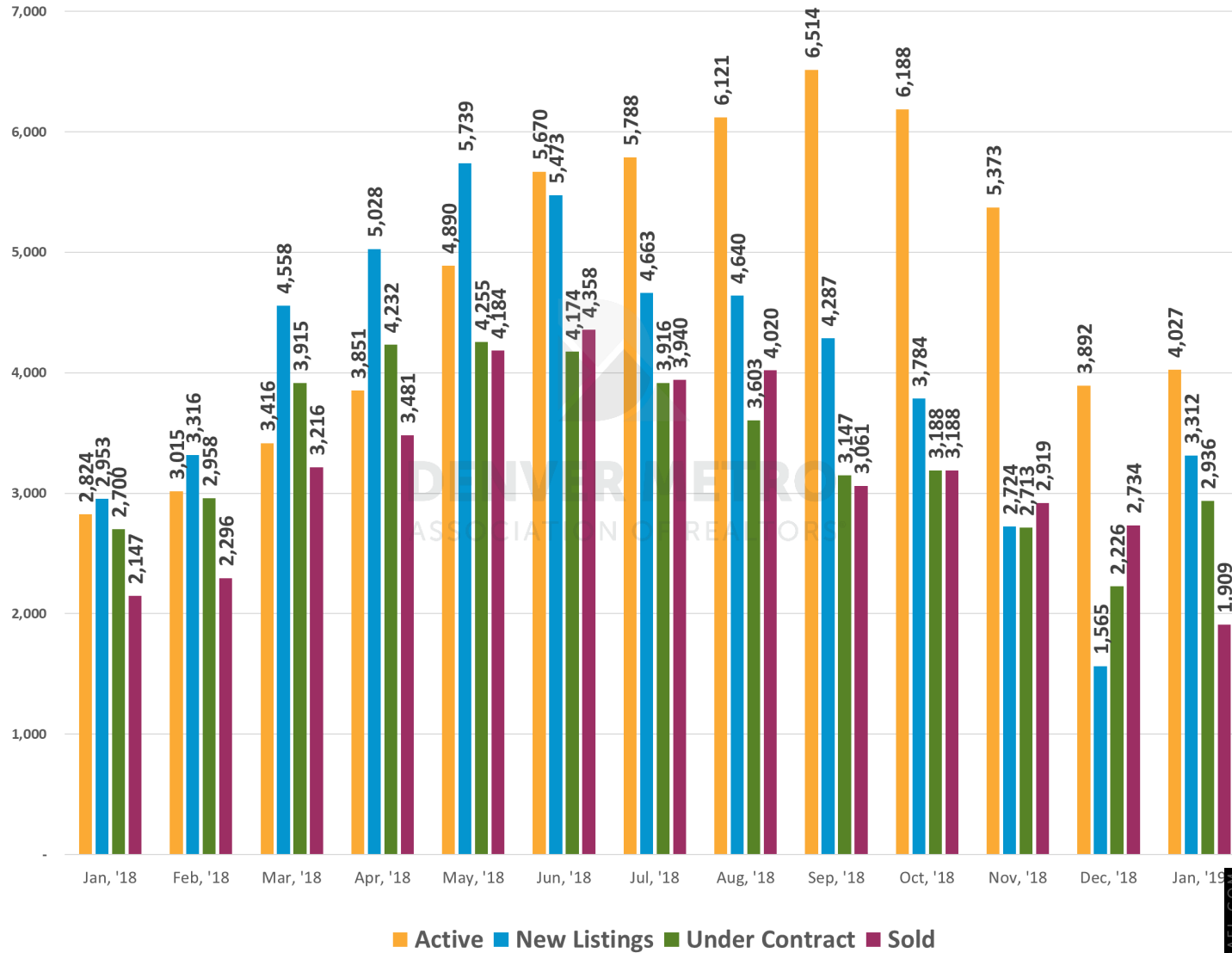
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# Single Family (aka Detached Single Family)

**DMAR Market Trends | January 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com


**DMAR MARKET TRENDS | FEBRUARY 2019**

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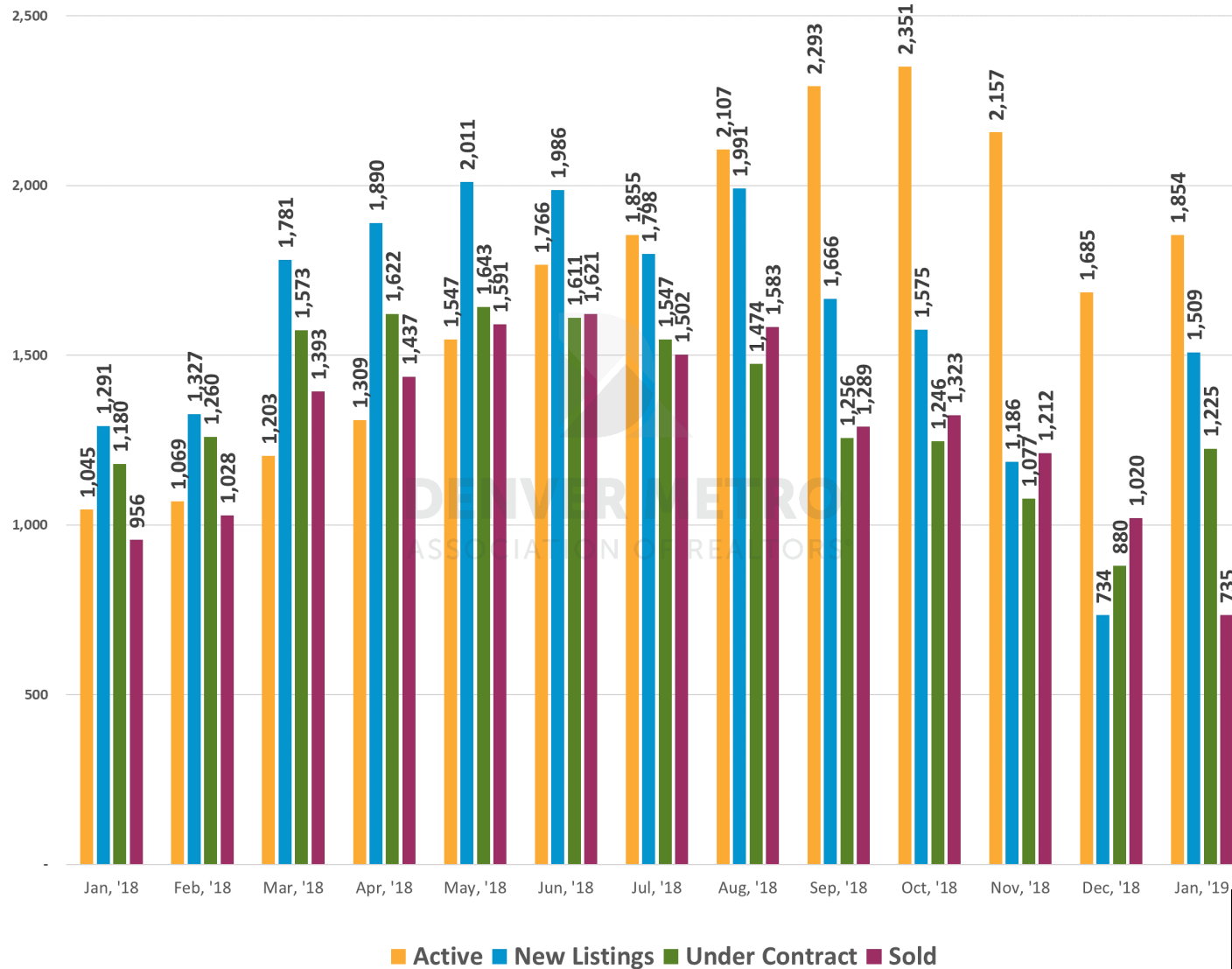


# Condo (aka Attached Single Family)

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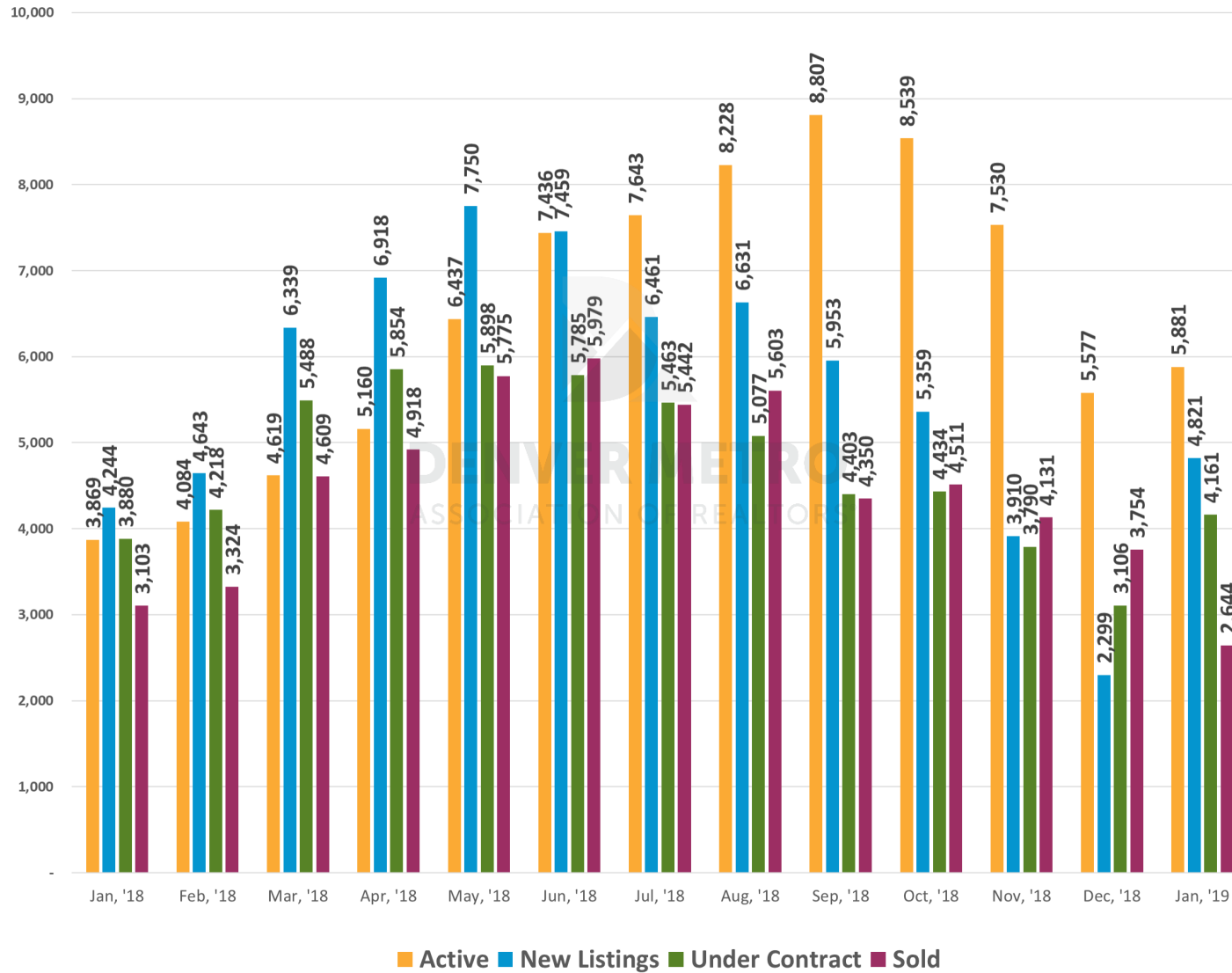
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# Residential (Single Family + Condo)

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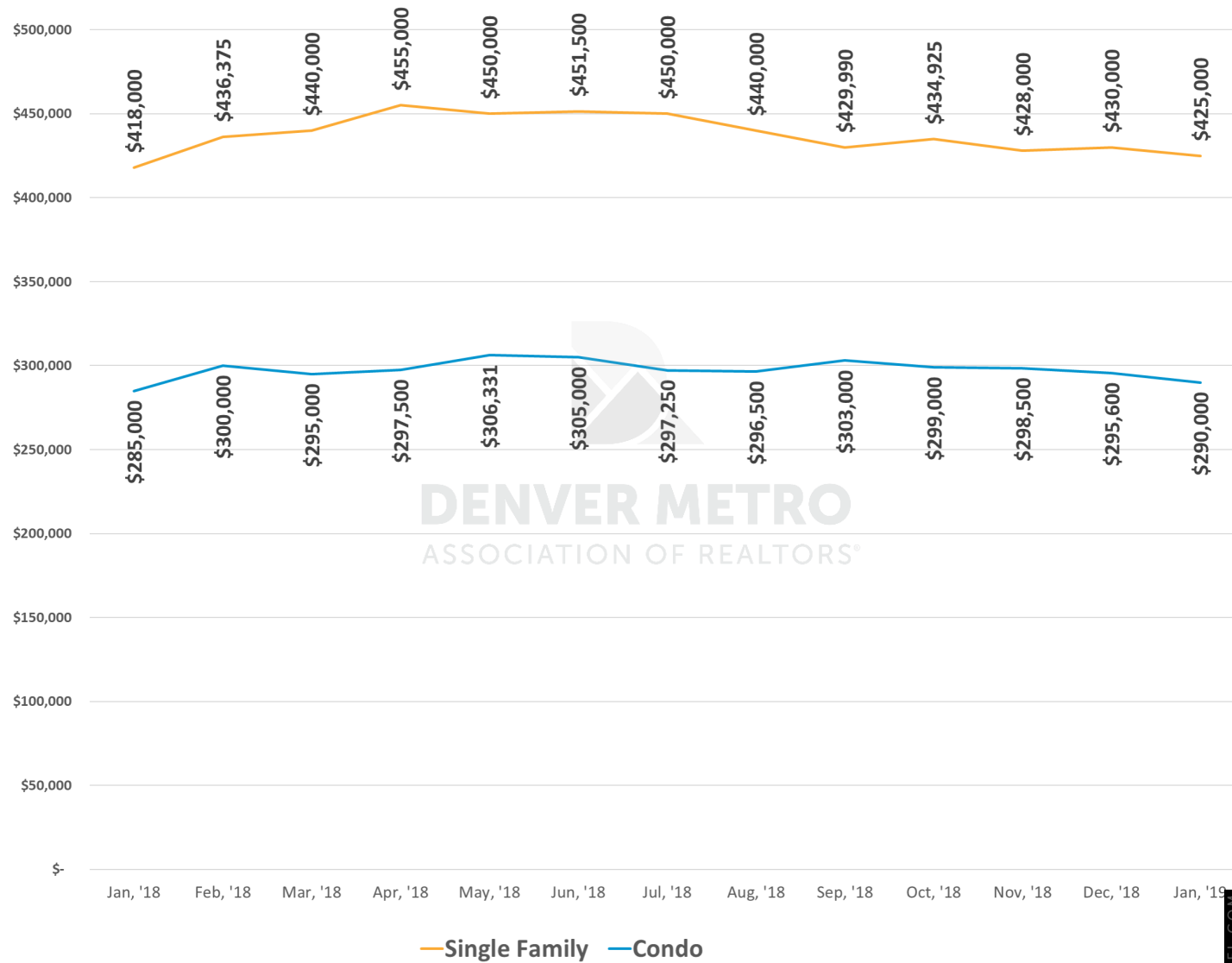
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## Median Sales Price

DMAR Market Trends | January 2019 Data

Denver Metro Association of REALTORS®

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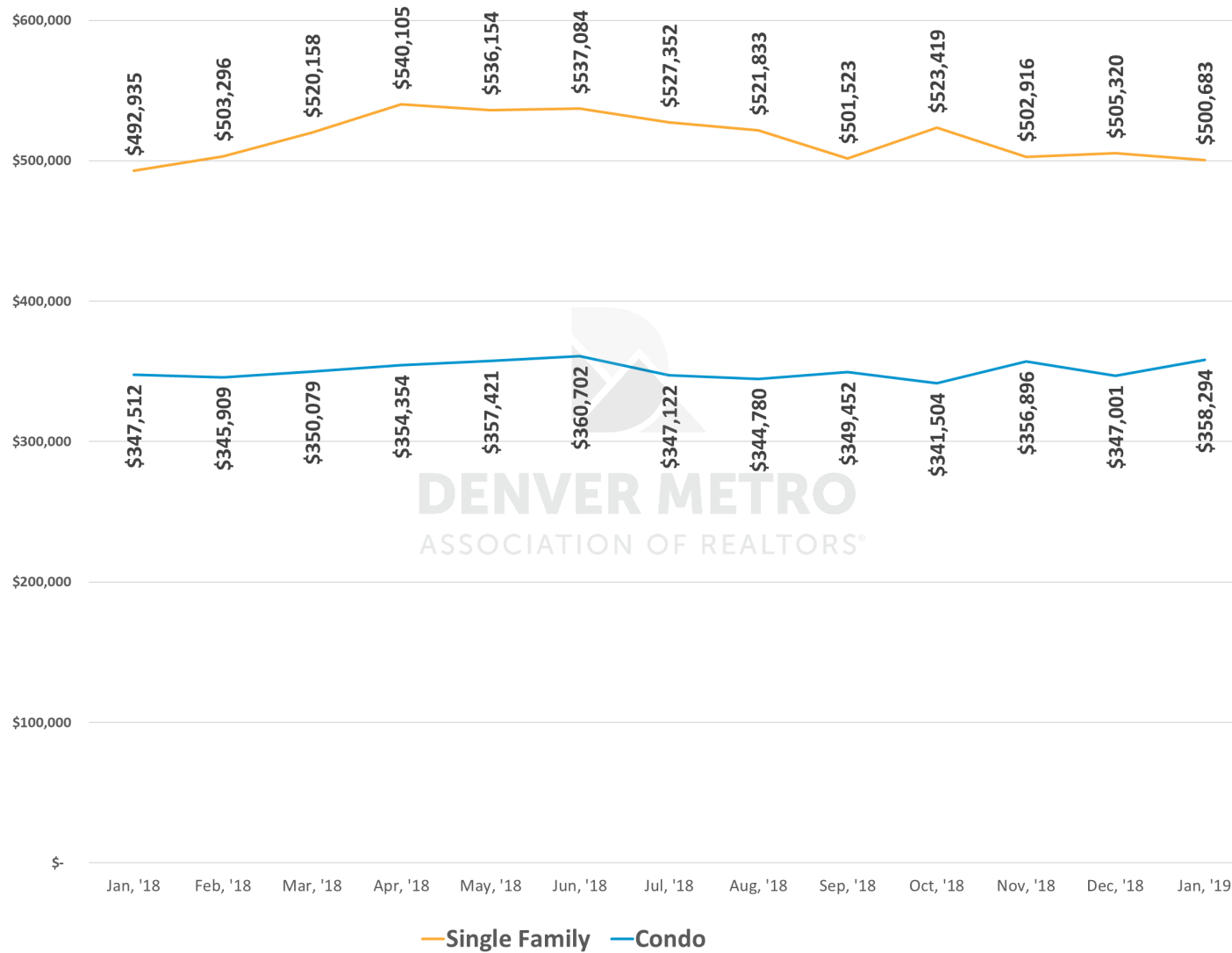
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## Average Sales Price

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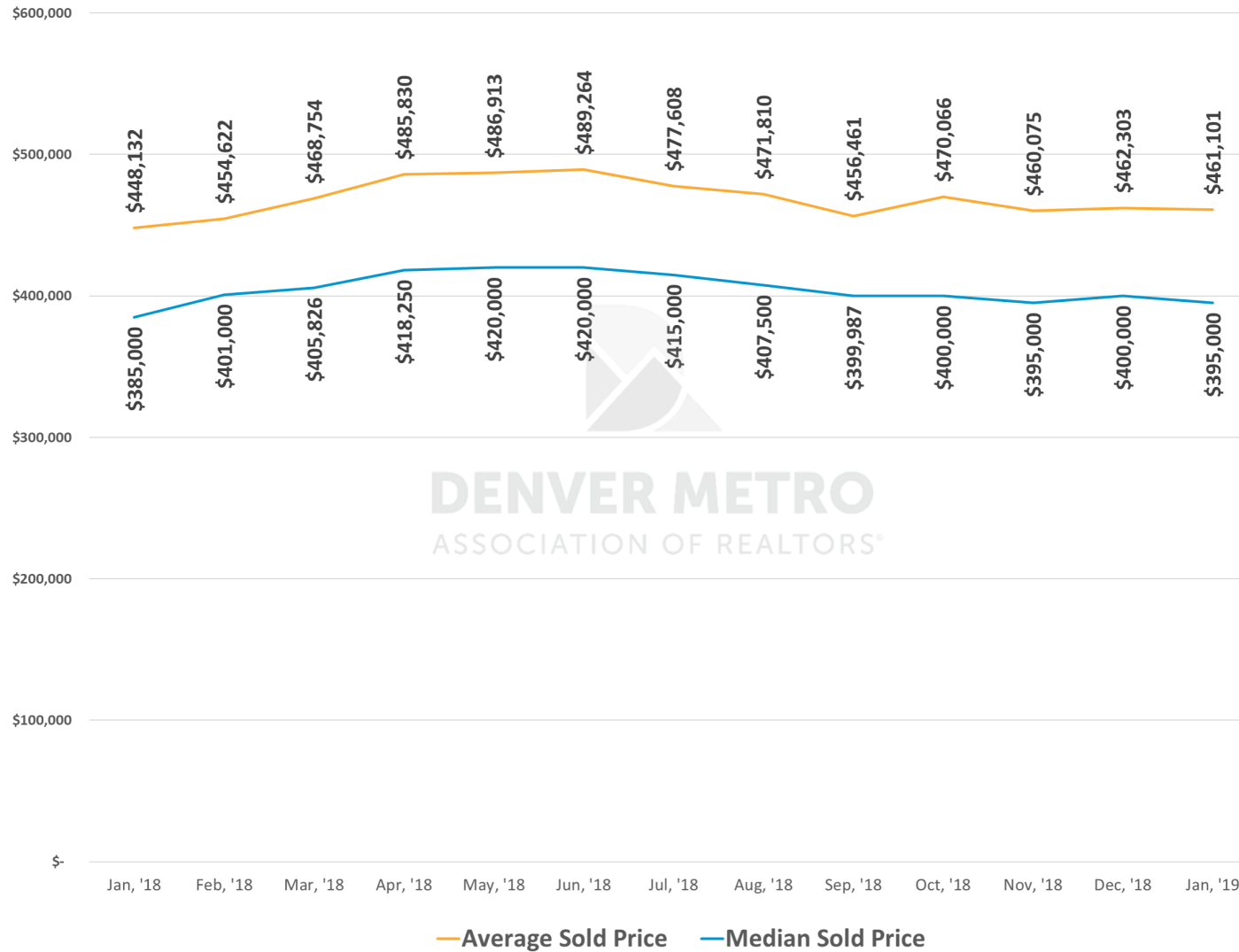


## Residential Sold Price

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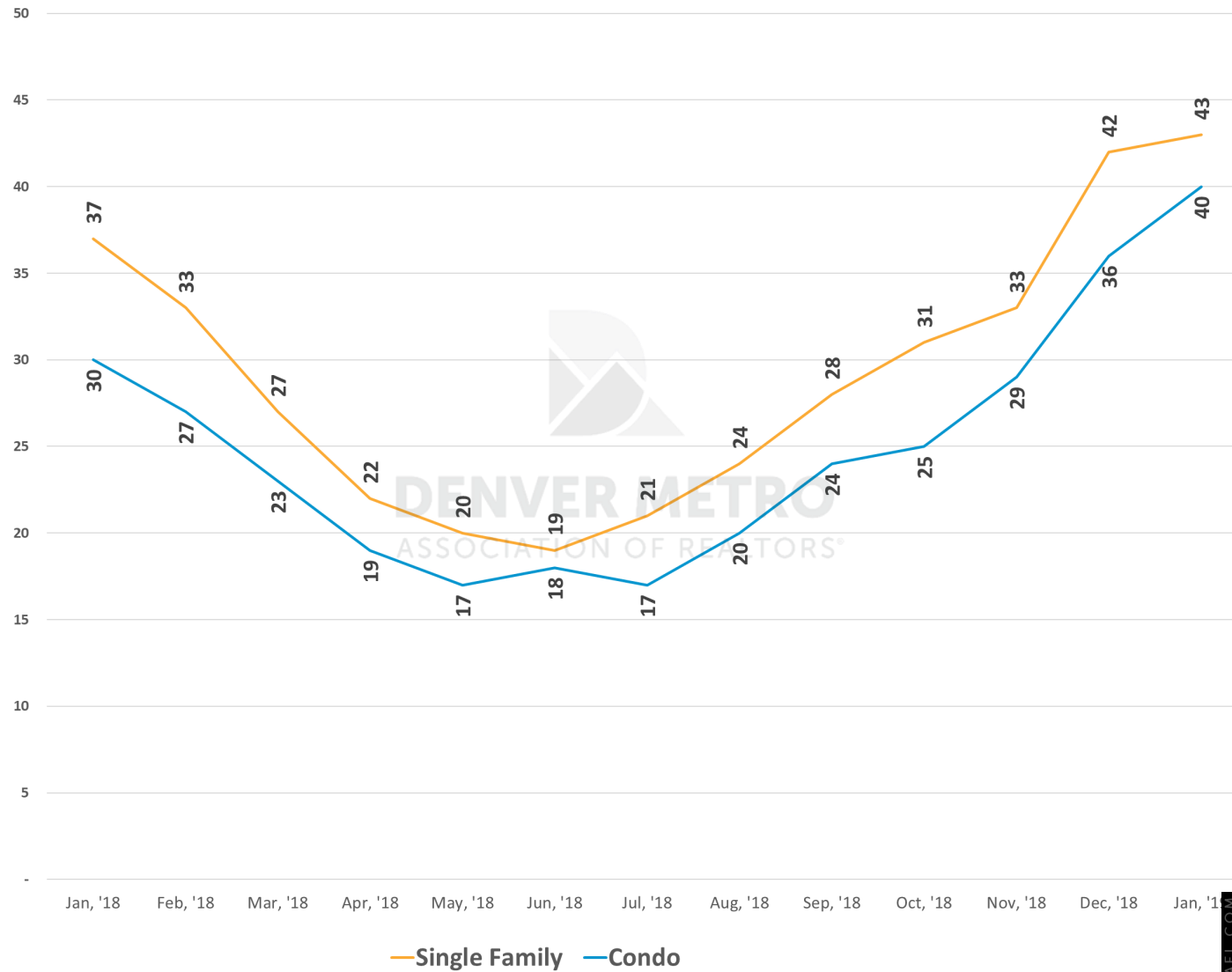


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# Average Days on Market

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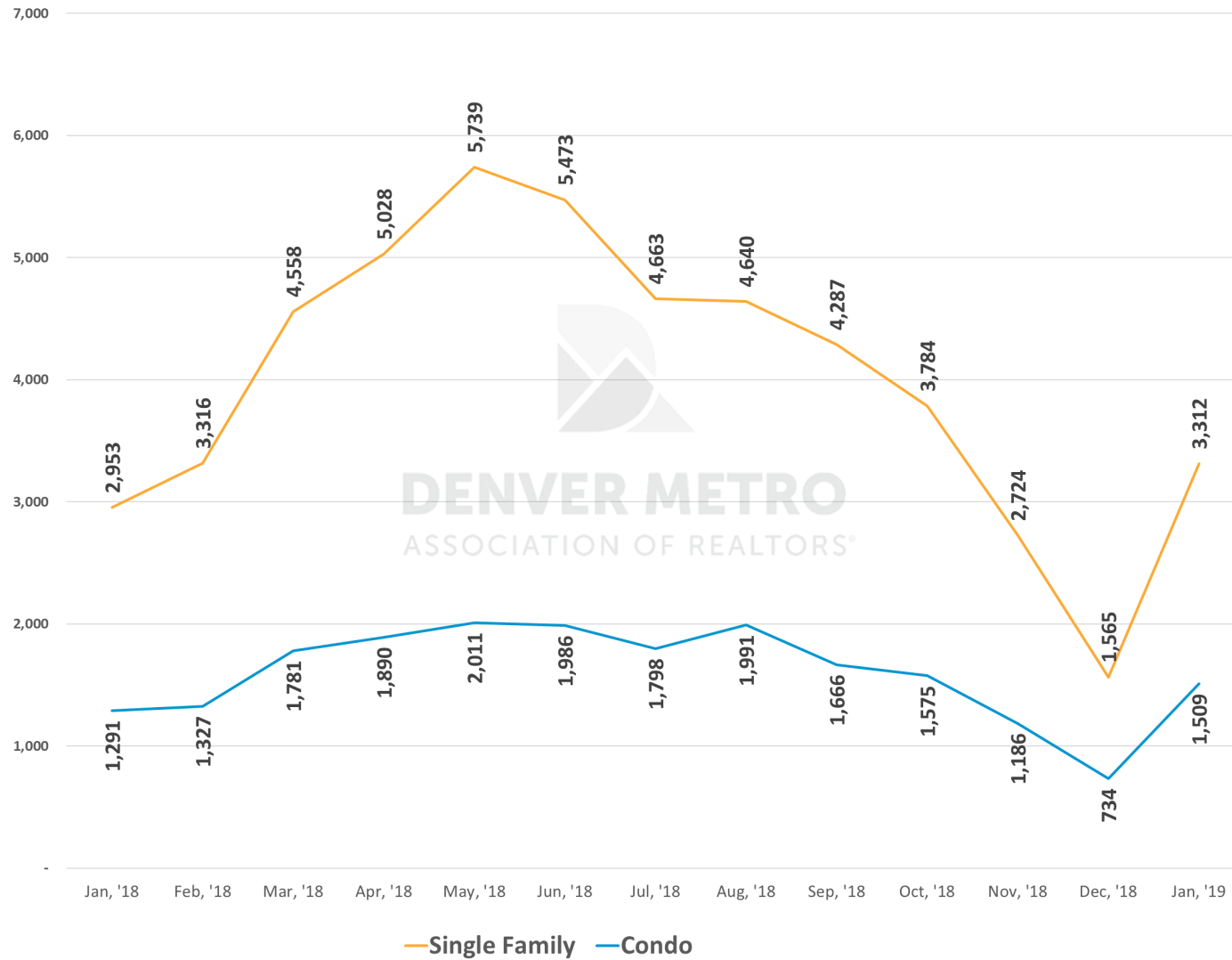
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# New Listings

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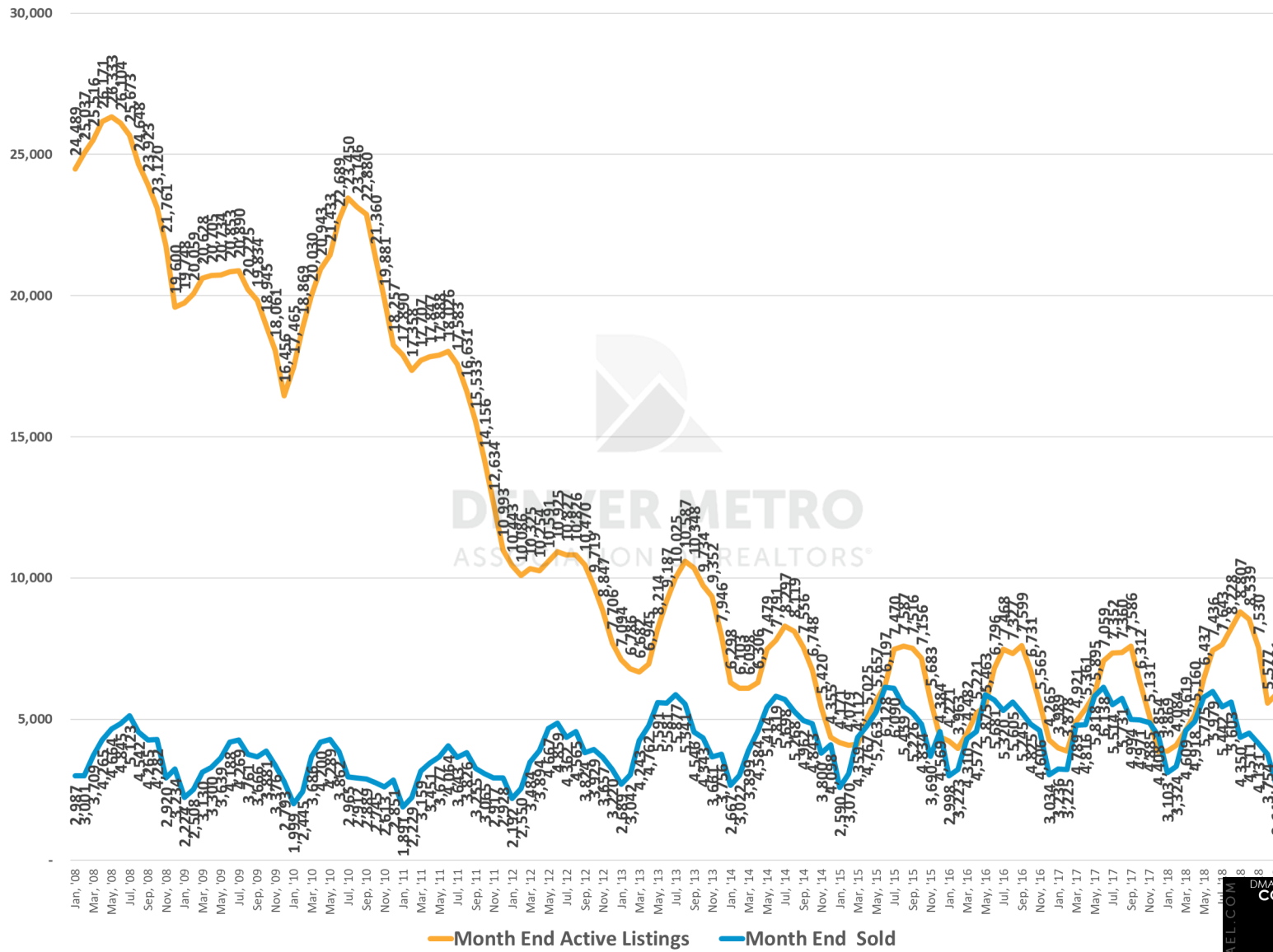
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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

	Jan, '19	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Single Family + Condo)					
Active	5,881	5,577	3,869	5.45%	52.00%
New Listings	4,821	2,299	4,244	109.70%	13.60%
Under Contract	4,161	3,106	3,880	33.97%	7.24%
Days on Market - Average	42	40	35	5.00%	20.00%
Days on Market - Median	27	24	12	12.50%	125.00%
Sold	2,644	3,754	3,103	-29.57%	-14.79%
Sold Price - Average	\$ 461,101	\$ 462,303	\$ 448,132	-0.26%	2.89%
Sold Price - Median	\$ 395,000	\$ 400,000	\$ 385,000	-1.25%	2.60%
Sales Volume	\$ 1,219,151,044	\$ 1,735,485,462	\$ 1,390,553,596	-29.75%	-12.33%
Close Price/List Price	98.55%	98.68%	99.41%	-0.13%	-0.87%
<b>Single Family</b> (aka Detached Single Family)					
Active	4,027	3,892	2,824	3.47%	42.60%
New Listings	3,312	1,565	2,953	111.63%	12.16%
Under Contract	2,936	2,226	2,700	31.90%	8.74%
Days on Market - Average	43	42	37	2.38%	16.22%
Days on Market - Median	28	26	13	7.69%	115.38%
Sold	1,909	2,734	2,147	-30.18%	-11.09%
Sold Price - Average	\$ 500,683	\$ 505,320	\$ 492,935	-0.92%	1.57%
Sold Price - Median	\$ 425,000	\$ 430,000	\$ 418,000	-1.16%	1.67%
Sales Volume	\$ 955,803,847	\$ 1,381,544,880	\$ 1,058,331,445	-30.82%	-9.69%
Close Price/List Price	98.53%	98.56%	99.30%	-0.03%	-0.78%
<b>Condo</b> (aka Attached Single Family)					
Active	1,854	1,685	1,045	10.03%	77.42%
New Listings	1,509	734	1,291	105.59%	16.89%
Under Contract	1,225	880	1,180	39.20%	3.81%
Days on Market - Average	40	36	30	11.11%	33.33%
Days on Market - Median	24	22	10	9.09%	140.00%
Sold	735	1,020	956	-27.94%	-23.12%
Sold Price - Average	\$ 358,294	\$ 347,001	\$ 347,512	3.25%	3.10%
Sold Price - Median	\$ 290,000	\$ 295,600	\$ 285,000	-1.89%	1.75%
Sales Volume	\$ 263,346,090	\$ 353,941,020	\$ 332,221,472	-25.60%	-20.73%
Close Price/List Price	98.59%	99.01%	99.66%	-0.42%	-1.07%

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# JANUARY DATA YTD 2019 to 2015

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Active Listings at month end	5,881	3,869	3,989	4,221	4,171	52.00%	-3.01%	-5.50%	1.20%
New Listings	4,821	4,244	3,873	3,910	3,806	13.60%	9.58%	-0.95%	2.73%
Days on Market - Average	42	35	35	36	37	20.00%	0.00%	-2.78%	-2.70%
Days on Market - Median	27	12	14	16	13	125.00%	-14.29%	-12.50%	23.08%
Sold	2,644	3,103	3,276	3,030	2,599	-14.79%	-5.28%	8.12%	16.58%
Sold Price - Average	\$ 461,101	\$ 448,132	\$ 404,327	\$ 374,130	\$ 329,742	2.89%	10.83%	8.07%	13.46%
Sold Price - Median	\$ 395,000	\$ 385,000	\$ 350,000	\$ 320,000	\$ 284,000	2.60%	10.00%	9.38%	12.68%
Sales Volume	\$ 1,219,151,044	\$ 1,390,553,596	\$ 1,324,575,252	\$ 1,133,613,900	\$ 856,999,458	-12.33%	4.98%	16.85%	32.28%
Close Price/List Price	98.55%	99.41%	99.25%	99.05%	99.17%	-0.87%	0.16%	0.20%	-0.12%
<b>Single Family</b> (aka Detached Single Family)									
Active Listings at month end	4,027	2,824	2,993	3,361	3,384	42.60%	-5.65%	-10.95%	-0.68%
New Listings	3,312	2,953	2,695	2,780	2,697	12.16%	9.57%	-3.06%	3.08%
Days on Market - Average	43	37	39	40	40	16.22%	-5.13%	-2.50%	0.00%
Days on Market - Median	28	13	18	19	15	115.38%	-27.78%	-5.26%	26.67%
Sold	1,909	2,147	2,351	2,198	1,845	-11.09%	-8.68%	6.96%	19.13%
Sold Price - Average	\$ 500,683	\$ 492,935	\$ 448,784	\$ 413,118	\$ 370,167	1.57%	9.84%	8.63%	11.60%
Sold Price - Median	\$ 425,000	\$ 418,000	\$ 380,000	\$ 346,500	\$ 320,000	1.67%	10.00%	9.67%	8.28%
Sales Volume	\$ 955,803,847	\$ 1,058,331,445	\$ 1,055,091,184	\$ 908,033,364	\$ 682,958,115	-9.69%	0.31%	16.20%	32.96%
Close Price/List Price	98.53%	99.30%	99.10%	98.92%	99.13%	-0.78%	0.20%	0.18%	-0.21%
<b>Condo</b> (aka Attached Single Family)									
Active Listings at month end	1,854	1,045	996	860	787	77.42%	4.92%	15.81%	9.28%
New Listings	1,509	1,291	1,178	1,130	1,109	16.89%	9.59%	4.25%	1.89%
Days on Market - Average	40	30	26	26	29	33.33%	15.38%	0.00%	-10.34%
Days on Market - Median	24	10	9	10	9	140.00%	11.11%	-10.00%	11.11%
Sold	735	956	925	832	754	-23.12%	3.35%	11.18%	10.34%
Sold Price - Average	\$ 358,294	\$ 347,512	\$ 291,332	\$ 271,130	\$ 230,824	3.10%	19.28%	7.45%	17.46%
Sold Price - Median	\$ 290,000	\$ 285,000	\$ 244,000	\$ 215,000	\$ 186,000	1.75%	16.80%	13.49%	15.59%
Sales Volume	\$ 263,346,090	\$ 332,221,472	\$ 269,482,100	\$ 225,580,160	\$ 174,041,296	-20.73%	23.28%	19.46%	29.61%
Close Price/List Price	98.59%	99.66%	99.64%	99.40%	99.27%	-1.07%	0.02%	0.24%	0.13%

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# MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	-	5		4	9	2.25
\$100,000 to \$199,999	11	20	1.82	94	173	1.84
\$200,000 to \$299,999	144	126	0.88	296	435	1.47
\$300,000 to \$399,999	630	590	0.94	175	392	2.24
\$400,000 to \$499,999	503	882	1.75	69	311	4.51
\$500,000 to \$749,999	441	1,361	3.09	64	311	4.86
\$750,000 to \$999,999	97	408	4.21	23	141	6.13
\$1,000,000 and over	83	635	7.65	10	82	8.20
<b>TOTALS</b>	<b>1,909</b>	<b>4,027</b>	<b>2.11</b>	<b>735</b>	<b>1,854</b>	<b>2.52</b>

Price Range	Single Family		% change	Condo		% change
	Jan, '19	Dec, '18		Jan, '19	Dec, '18	
\$0 to \$99,999	-	1	-100.00%	4	2	100.00%
\$100,000 to \$199,999	11	14	-21.43%	94	132	-28.79%
\$200,000 to \$299,999	144	185	-22.16%	296	392	-24.49%
\$300,000 to \$399,999	630	906	-30.46%	175	240	-27.08%
\$400,000 to \$499,999	503	696	-27.73%	69	116	-40.52%
\$500,000 to \$749,999	441	670	-34.18%	64	94	-31.91%
\$750,000 to \$999,999	97	143	-32.17%	23	28	-17.86%
\$1,000,000 and over	83	119	-30.25%	10	16	-37.50%
<b>TOTALS</b>	<b>1,909</b>	<b>2,734</b>	<b>-30.18%</b>	<b>735</b>	<b>1,020</b>	<b>-27.94%</b>

Price Range	Single Family		% change	Condo		% change
	YTD Jan, '19	YTD Jan, '18		YTD Jan, '19	YTD Jan, '18	
\$0 to \$99,999	-	2	-100.00%	4	6	-33.33%
\$100,000 to \$199,999	11	17	-35.29%	94	158	-40.51%
\$200,000 to \$299,999	144	213	-32.39%	296	369	-19.78%
\$300,000 to \$399,999	630	717	-12.13%	175	180	-2.78%
\$400,000 to \$499,999	503	531	-5.27%	69	82	-15.85%
\$500,000 to \$749,999	441	461	-4.34%	64	116	-44.83%
\$750,000 to \$999,999	97	109	-11.01%	23	33	-30.30%
\$1,000,000 and over	83	97	-14.43%	10	12	-16.67%
<b>TOTALS</b>	<b>1,909</b>	<b>2,147</b>	<b>-11.09%</b>	<b>735</b>	<b>956</b>	<b>-23.12%</b>

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

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

	Jan, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	93	135	109	-31.11%	-14.68%
Price - Average	\$ 1,619,852	\$ 1,473,243	\$ 1,525,030	9.95%	6.22%
Sales Volume	\$ 150,646,236	\$ 198,887,805	\$ 166,228,270	-24.26%	-9.37%
Days on Market - Average	81	74	109	9.46%	-25.69%
Days on Market - Median	41	40	84	2.50%	-51.19%
Close Price/List Price	96.80%	96.91%	95.92%	-0.11%	0.92%
PSF Total	\$ 323	\$ 310	\$ 304	4.19%	6.25%
<b>Single Family</b> (aka Detached Single Family)					
Sold	83	119	97	-30.25%	-14.43%
Price - Average	\$ 1,509,231	\$ 1,494,855	\$ 1,525,645	0.96%	-1.08%
Sales Volume	\$ 125,266,173	\$ 177,887,745	\$ 147,987,565	-29.58%	-15.35%
Days on Market - Average	81	76	113	6.58%	-28.32%
Days on Market - Median	41	38	97	7.89%	-57.73%
Close Price/List Price	96.76%	96.97%	95.64%	-0.22%	1.17%
PSF Total	\$ 285	\$ 291	\$ 277	-2.06%	2.89%
<b>Condo</b> (aka Attached Single Family)					
Sold	10	16	12	-37.50%	-16.67%
Price - Average	\$ 2,538,000	\$ 1,312,500	\$ 1,520,055	93.37%	66.97%
Sales Volume	\$ 25,380,000	\$ 21,000,000	\$ 18,240,660	20.86%	39.14%
Days on Market - Average	87	54	83	61.11%	4.82%
Days on Market - Median	95	65	13	46.15%	630.77%
Close Price/List Price	97.18%	96.45%	98.24%	0.76%	-1.08%
PSF Total	\$ 638	\$ 452	\$ 513	41.15%	24.37%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential (Single Family + Condo)</b>									
Sold	93	109	89	72	37	-14.68%	22.47%	23.61%	94.59%
Sold Price - Average	\$ 1,619,852	\$ 1,525,030	\$ 1,599,205	\$ 1,624,799	\$ 1,371,244	6.22%	-4.64%	-1.58%	18.49%
Sales Volume	\$ 150,646,236	\$ 166,228,270	\$ 142,329,245	\$ 116,985,528	\$ 50,736,028	-9.37%	16.79%	21.66%	130.58%
Sold Price - Median	\$ 1,238,800	\$ 1,300,000	\$ 1,336,000	\$ 1,325,000	\$ 1,250,000	-4.71%	-2.69%	0.83%	6.00%
Days on Market - Average	81	109	123	95	97	-25.69%	-11.38%	29.47%	-2.06%
Days on Market - Median	41	84	78	71	42	-51.19%	7.69%	9.86%	69.05%
Close Price/List Price	96.80%	95.92%	95.98%	95.44%	96.06%	0.92%	-0.06%	0.57%	-0.65%
PSF Total	\$ 323	\$ 304	\$ 317	\$ 313	\$ 268	6.25%	-4.10%	1.28%	16.79%
<b>Single Family (aka Detached Single Family)</b>									
Sold	83	97	79	62	35	-14.43%	22.78%	27.42%	77.14%
Sold Price - Average	\$ 1,509,231	\$ 1,525,645	\$ 1,624,940	\$ 1,590,200	\$ 1,384,458	-1.08%	-6.11%	2.18%	14.86%
Sales Volume	\$ 125,266,173	\$ 147,987,565	\$ 128,370,260	\$ 98,592,400	\$ 48,456,030	-15.35%	15.28%	30.20%	103.47%
Sold Price - Median	\$ 1,238,800	\$ 1,300,000	\$ 1,325,000	\$ 1,300,000	\$ 1,290,000	-4.71%	-1.89%	1.92%	0.78%
Days on Market - Average	81	113	124	106	101	-28.32%	-8.87%	16.98%	4.95%
Days on Market - Median	41	97	82	92	42	-57.73%	18.29%	-10.87%	119.05%
Close Price/List Price	96.76%	95.64%	95.97%	95.20%	96.18%	1.17%	-0.34%	0.81%	-1.02%
PSF Total	\$ 285	\$ 277	\$ 295	\$ 266	\$ 255	2.89%	-6.10%	10.90%	4.31%
<b>Condo (aka Attached Single Family)</b>									
Sold	10	12	10	10	2	-16.67%	20.00%	0.00%	400.00%
Sold Price - Average	\$ 2,538,000	\$ 1,520,055	\$ 1,395,900	\$ 1,839,311	\$ 1,140,000	66.97%	8.89%	-24.11%	61.34%
Sales Volume	\$ 25,380,000	\$ 18,240,660	\$ 13,959,000	\$ 18,393,110	\$ 2,280,000	39.14%	30.67%	-24.11%	706.72%
Sold Price - Median	\$ 1,262,500	\$ 1,305,500	\$ 1,382,000	\$ 1,430,009	\$ 1,140,000	-3.29%	-5.54%	-3.36%	25.44%
Days on Market - Average	87	83	114	29	41	4.82%	-27.19%	293.10%	-29.27%
Days on Market - Median	95	13	26	11	41	630.77%	-50.00%	136.36%	-73.17%
Close Price/List Price	97.18%	98.24%	96.10%	96.93%	94.08%	-1.08%	2.23%	-0.86%	3.03%
PSF Total	\$ 638	\$ 513	\$ 501	\$ 591	\$ 491	24.37%	2.40%	-15.23%	20.37%

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

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

	Jan, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	120	171	142	-29.82%	-15.49%
Price - Average	\$ 849,470	\$ 853,020	\$ 849,166	-0.42%	0.04%
Sales Volume	\$ 101,936,400	\$ 145,866,420	\$ 120,581,572	-30.12%	-15.46%
Days on Market - Average	59	65	72	-9.23%	-18.06%
Days on Market - Median	40	40	56	0.00%	-28.57%
Close Price/List Price	98.47%	98.74%	98.40%	-0.27%	0.07%
PSF Total	\$ 248	\$ 240	\$ 252	3.33%	-1.59%
<b>Single Family</b> (aka Detached Single Family)					
Sold	97	143	109	-32.17%	-11.01%
Price - Average	\$ 849,402	\$ 849,102	\$ 849,635	0.04%	-0.03%
Sales Volume	\$ 82,391,994	\$ 121,421,586	\$ 92,610,215	-32.14%	-11.03%
Days on Market - Average	52	68	70	-23.53%	-25.71%
Days on Market - Median	34	40	54	-15.00%	-37.04%
Close Price/List Price	98.54%	98.59%	98.18%	-0.05%	0.37%
PSF Total	\$ 226	\$ 226	\$ 223	0.00%	1.35%
<b>Condo</b> (aka Attached Single Family)					
Sold	23	28	33	-17.86%	-30.30%
Price - Average	\$ 849,754	\$ 873,029	\$ 847,617	-2.67%	0.25%
Sales Volume	\$ 19,544,342	\$ 24,444,812	\$ 27,971,361	-20.05%	-30.13%
Days on Market - Average	87	49	79	77.55%	10.13%
Days on Market - Median	50	41	60	21.95%	-16.67%
Close Price/List Price	98.17%	99.52%	99.12%	-1.36%	-0.96%
PSF Total	\$ 341	\$ 312	\$ 344	9.29%	-0.87%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	120	142	100	83	57	-15.49%	42.00%	20.48%	45.61%
Sold Price - Average	\$ 849,470	\$ 849,166	\$ 861,796	\$ 849,526	\$ 847,474	0.04%	-1.47%	1.44%	0.24%
Sales Volume	\$ 101,936,400	\$ 120,581,572	\$ 86,179,600	\$ 70,510,658	\$ 48,306,018	-15.46%	39.92%	22.22%	45.97%
Sold Price - Median	\$ 837,500	\$ 830,000	\$ 857,500	\$ 848,450	\$ 837,500	0.90%	-3.21%	1.07%	1.31%
Days on Market - Average	59	72	81	84	108	-18.06%	-11.11%	-3.57%	-22.22%
Days on Market - Median	40	56	55	75	85	-28.57%	1.82%	-26.67%	-11.76%
Close Price/List Price	98.47%	98.40%	97.15%	97.44%	97.03%	0.07%	1.29%	-0.30%	0.42%
PSF Total	\$ 248	\$ 252	\$ 224	\$ 205	\$ 206	-1.59%	12.50%	9.27%	-0.49%
<b>Single Family</b> (aka Detached Single Family)									
Sold	97	109	90	70	49	-11.01%	21.11%	28.57%	42.86%
Sold Price - Average	\$ 849,402	\$ 849,635	\$ 866,763	\$ 848,322	\$ 841,632	-0.03%	-1.98%	2.17%	0.79%
Sales Volume	\$ 82,391,994	\$ 92,610,215	\$ 78,008,670	\$ 59,382,540	\$ 41,239,968	-11.03%	18.72%	31.37%	43.99%
Sold Price - Median	\$ 835,000	\$ 827,500	\$ 860,000	\$ 842,823	\$ 830,000	0.91%	-3.78%	2.04%	1.54%
Days on Market - Average	52	70	86	90	118	-25.71%	-18.60%	-4.44%	-23.73%
Days on Market - Median	34	54	59	76	100	-37.04%	-8.47%	-22.37%	-24.00%
Close Price/List Price	98.54%	98.18%	96.99%	97.31%	96.62%	0.37%	1.23%	-0.33%	0.71%
PSF Total	\$ 226	\$ 223	\$ 212	\$ 182	\$ 185	1.35%	5.19%	16.48%	-1.62%
<b>Condo</b> (aka Attached Single Family)									
Sold	23	33	10	13	8	-30.30%	230.00%	-23.08%	62.50%
Sold Price - Average	\$ 849,754	\$ 847,617	\$ 817,089	\$ 856,006	\$ 883,259	0.25%	3.74%	-4.55%	-3.09%
Sales Volume	\$ 19,544,342	\$ 27,971,361	\$ 8,170,890	\$ 11,128,078	\$ 7,066,072	-30.13%	242.33%	-26.57%	57.49%
Sold Price - Median	\$ 860,000	\$ 830,000	\$ 790,995	\$ 860,000	\$ 886,500	3.61%	4.93%	-8.02%	-2.99%
Days on Market - Average	87	79	42	57	46	10.13%	88.10%	-26.32%	23.91%
Days on Market - Median	50	60	33	49	35	-16.67%	81.82%	-32.65%	40.00%
Close Price/List Price	98.17%	99.12%	98.59%	98.12%	99.52%	-0.96%	0.54%	0.48%	-1.41%
PSF Total	\$ 341	\$ 344	\$ 334	\$ 337	\$ 334	-0.87%	2.99%	-0.89%	0.90%

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

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

	Jan, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	505	764	577	-33.90%	-12.48%
Price - Average	\$ 593,833	\$ 596,929	\$ 590,657	-0.52%	0.54%
Sales Volume	\$ 299,885,665	\$ 456,053,756	\$ 340,809,089	-34.24%	-12.01%
Days on Market - Average	54	53	52	1.89%	3.85%
Days on Market - Median	42	33	26	27.27%	61.54%
Close Price/List Price	98.62%	98.60%	99.08%	0.02%	-0.46%
PSF Total	\$ 203	\$ 198	\$ 213	2.53%	-4.69%
<b>Single Family</b> (aka Detached Single Family)					
Sold	441	670	461	-34.18%	-4.34%
Price - Average	\$ 594,045	\$ 598,659	\$ 589,389	-0.77%	0.79%
Sales Volume	\$ 261,973,845	\$ 401,101,530	\$ 271,708,329	-34.69%	-3.58%
Days on Market - Average	54	52	51	3.85%	5.88%
Days on Market - Median	41	34	27	20.59%	51.85%
Close Price/List Price	98.70%	98.56%	98.98%	0.14%	-0.28%
PSF Total	\$ 188	\$ 182	\$ 184	3.30%	2.17%
<b>Condo</b> (aka Attached Single Family)					
Sold	64	94	116	-31.91%	-44.83%
Price - Average	\$ 592,374	\$ 584,597	\$ 595,697	1.33%	-0.56%
Sales Volume	\$ 37,911,936	\$ 54,952,118	\$ 69,100,852	-31.01%	-45.14%
Days on Market - Average	58	60	54	-3.33%	7.41%
Days on Market - Median	46	26	23	76.92%	100.00%
Close Price/List Price	98.11%	98.86%	99.49%	-0.76%	-1.39%
PSF Total	\$ 305	\$ 311	\$ 336	-1.93%	-9.23%

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

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	505	577	443	324	257	-12.48%	30.25%	36.73%	26.07%
Sold Price - Average	\$ 593,833	\$ 590,657	\$ 588,966	\$ 592,292	\$ 599,447	0.54%	0.29%	-0.56%	-1.19%
Sales Volume	\$ 299,885,665	\$ 340,809,089	\$ 260,911,938	\$ 191,902,608	\$ 154,057,879	-12.01%	30.62%	35.96%	24.57%
Sold Price - Median	\$ 580,000	\$ 577,200	\$ 572,250	\$ 583,500	\$ 587,500	0.49%	0.87%	-1.93%	-0.68%
Current Days on Market - Average	54	52	60	64	78	3.85%	-13.33%	-6.25%	-17.95%
Current Days on Market - Median	42	26	37	49	56	61.54%	-29.73%	-24.49%	-12.50%
Close Price/List Price	98.62%	99.08%	98.51%	98.23%	98.10%	-0.46%	0.58%	0.29%	0.13%
PSF Total	\$ 203	\$ 213	\$ 194	\$ 181	\$ 182	-4.69%	9.79%	7.18%	-0.55%
<b>Single Family</b> (aka Detached Single Family)									
Sold	441	461	374	282	217	-4.34%	23.26%	32.62%	29.95%
Sold Price - Average	\$ 594,045	\$ 589,389	\$ 588,003	\$ 590,469	\$ 600,422	0.79%	0.24%	-0.42%	-1.66%
Sales Volume	\$ 261,973,845	\$ 271,708,329	\$ 219,913,122	\$ 166,512,258	\$ 130,291,574	-3.58%	23.55%	32.07%	27.80%
Sold Price - Median	\$ 580,000	\$ 575,000	\$ 571,125	\$ 575,000	\$ 589,000	0.87%	0.68%	-0.67%	-2.38%
Current Days on Market - Average	54	51	62	61	76	5.88%	-17.74%	1.64%	-19.74%
Current Days on Market - Median	41	27	38	45	53	51.85%	-28.95%	-15.56%	-15.09%
Close Price/List Price	98.70%	98.98%	98.41%	98.25%	98.11%	-0.28%	0.58%	0.16%	0.14%
PSF Total	\$ 188	\$ 184	\$ 172	\$ 161	\$ 163	2.17%	6.98%	6.83%	-1.23%
<b>Condo</b> (aka Attached Single Family)									
Sold	64	116	69	42	40	-44.83%	68.12%	64.29%	5.00%
Sold Price - Average	\$ 592,374	\$ 595,697	\$ 594,183	\$ 604,535	\$ 594,159	-0.56%	0.25%	-1.71%	1.75%
Sales Volume	\$ 37,911,936	\$ 69,100,852	\$ 40,998,627	\$ 25,390,470	\$ 23,766,360	-45.14%	68.54%	61.47%	6.83%
Sold Price - Median	\$ 572,082	\$ 583,500	\$ 572,500	\$ 610,500	\$ 585,000	-1.96%	1.92%	-6.22%	4.36%
Current Days on Market - Average	58	54	48	85	87	7.41%	12.50%	-43.53%	-2.30%
Current Days on Market - Median	46	23	35	61	72	100.00%	-34.29%	-42.62%	-15.28%
Close Price/List Price	98.11%	99.49%	99.06%	98.13%	98.04%	-1.39%	0.43%	0.95%	0.09%
PSF Total	\$ 305	\$ 336	\$ 317	\$ 310	\$ 285	-9.23%	5.99%	2.26%	8.77%

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# CLASSIC MARKET | Properties Sold Between \$400,000 and \$499,999

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

	Jan, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	572	812	613	-29.56%	-6.69%
Price - Average	\$ 441,704	\$ 444,034	\$ 442,975	-0.52%	-0.29%
Sales Volume	\$ 252,654,688	\$ 360,555,608	\$ 271,543,675	-29.93%	-6.96%
Days on Market - Average	45	41	35	9.76%	28.57%
Days on Market - Median	33	26	17	26.92%	94.12%
Close Price/List Price	98.84%	99.09%	99.47%	-0.25%	-0.63%
PSF Total	\$ 185	\$ 197	\$ 191	-6.09%	-3.14%
<b>Single Family</b> (aka Detached Single Family)					
Sold	503	696	531	-27.73%	-5.27%
Price - Average	\$ 441,924	\$ 444,612	\$ 442,548	-0.60%	-0.14%
Sales Volume	\$ 222,287,772	\$ 309,449,952	\$ 234,992,988	-28.17%	-5.41%
Days on Market - Average	46	41	33	12.20%	39.39%
Days on Market - Median	35	27	15	29.63%	133.33%
Close Price/List Price	98.81%	99.01%	99.50%	-0.20%	-0.69%
PSF Total	\$ 174	\$ 178	\$ 174	-2.25%	0.00%
<b>Condo</b> (aka Attached Single Family)					
Sold	69	116	82	-40.52%	-15.85%
Price - Average	\$ 440,102	\$ 440,568	\$ 445,741	-0.11%	-1.27%
Sales Volume	\$ 30,367,038	\$ 51,105,888	\$ 36,550,762	-40.58%	-16.92%
Days on Market - Average	42	38	48	10.53%	-12.50%
Days on Market - Median	19	21	48	-9.52%	-60.42%
Close Price/List Price	99.08%	99.54%	99.30%	-0.46%	-0.22%
PSF Total	\$ 263	\$ 311	\$ 302	-15.43%	-12.91%

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# CLASSIC MARKET | Properties Sold Between \$400,000 and \$499,999

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

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	572	613	560	446	298	-6.69%	9.46%	25.56%	49.66%
Sold Price - Average	\$ 441,704	\$ 442,975	\$ 444,442	\$ 444,156	\$ 441,860	-0.29%	-0.33%	0.06%	0.52%
Sales Volume	\$ 252,654,688	\$ 271,543,675	\$ 248,887,520	\$ 198,093,576	\$ 131,674,280	-6.96%	9.10%	25.64%	50.44%
Sold Price - Median	\$ 438,500	\$ 440,000	\$ 443,738	\$ 440,000	\$ 439,500	-0.34%	-0.84%	0.85%	0.11%
Current Days on Market - Average	45	35	44	49	56	28.57%	-20.45%	-10.20%	-12.50%
Current Days on Market - Median	33	17	23	33	32	94.12%	-26.09%	-30.30%	3.13%
Close Price/List Price	98.84%	99.47%	99.01%	98.67%	98.40%	-0.63%	0.46%	0.34%	0.27%
PSF Total	\$ 185	\$ 191	\$ 174	\$ 163	\$ 154	-3.14%	9.77%	6.75%	5.84%
<b>Single Family</b> (aka Detached Single Family)									
Sold	503	531	495	402	265	-5.27%	7.27%	23.13%	51.70%
Sold Price - Average	\$ 441,924	\$ 441,924	\$ 444,214	\$ 444,227	\$ 442,520	0.00%	-0.52%	0.00%	0.39%
Sales Volume	\$ 222,287,772	\$ 234,661,644	\$ 219,885,930	\$ 178,579,254	\$ 117,267,800	-5.27%	6.72%	23.13%	52.28%
Sold Price - Median	\$ 438,500	\$ 439,500	\$ 442,500	\$ 440,000	\$ 440,044	-0.23%	-0.68%	0.57%	-0.01%
Current Days on Market - Average	46	33	43	48	55	39.39%	-23.26%	-10.42%	-12.73%
Current Days on Market - Median	35	15	24	31	33	133.33%	-37.50%	-22.58%	-6.06%
Close Price/List Price	98.81%	99.50%	99.01%	98.61%	98.21%	-0.69%	0.49%	0.41%	0.41%
PSF Total	\$ 174	\$ 174	\$ 161	\$ 151	\$ 140	0.00%	8.07%	6.62%	7.86%
<b>Condo</b> (aka Attached Single Family)									
Sold	69	82	65	44	33	-15.85%	26.15%	47.73%	33.33%
Sold Price - Average	\$ 440,102	\$ 445,741	\$ 446,184	\$ 443,505	\$ 436,557	-1.27%	-0.10%	0.60%	1.59%
Sales Volume	\$ 30,367,038	\$ 36,550,762	\$ 29,001,960	\$ 19,514,220	\$ 14,406,381	-16.92%	26.03%	48.62%	35.46%
Sold Price - Median	\$ 438,500	\$ 444,250	\$ 445,000	\$ 438,750	\$ 434,000	-1.29%	-0.17%	1.42%	1.09%
Current Days on Market - Average	42	48	53	60	63	-12.50%	-9.43%	-11.67%	-4.76%
Current Days on Market - Median	19	31	20	46	21	-38.71%	55.00%	-56.52%	119.05%
Close Price/List Price	99.08%	99.30%	99.06%	99.21%	99.85%	-0.22%	0.24%	-0.15%	-0.64%
PSF Total	\$ 263	\$ 302	\$ 270	\$ 277	\$ 266	-12.91%	11.85%	-2.53%	4.14%

### DMAR MARKET TRENDS | FEBRUARY 2019

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