

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

March 2019

DMAR Statistics
COMPLIMENTS OF



ANTHONY RAE
RE/MAX ALLIANCE
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MARKET OVERVIEW

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

Here are the highlights:

		Prior Month	Year-Over-Year
 Residential (Single Family plus Condo)			
Active Inventory	6,017	2.31%	47.33%
Sold Homes	3,054	4.77%	-10.91%
Sold Price - Average	\$463,197	1.11%	0.66%
Sold Price - Median	\$400,000	1.27%	-1.23%
Days on Market - Average	39	-7.14%	21.88%
 Single Family (aka Detached Single Family)			
Active Inventory	4,102	1.86%	36.05%
Sold Homes	2,131	2.50%	-9.70%
Sold Price - Average	\$512,312	2.72%	0.36%
Sold Price - Median	\$430,100	1.20%	-2.18%
Days on Market - Average	41	-4.65%	20.59%
 Condo (aka Attached Single Family)			
Active Inventory	1,915	3.29%	79.14%
Sold Homes	923	10.41%	-13.58%
Sold Price - Average	\$349,801	-2.02%	0.24%
Sold Price - Median	\$297,500	0.93%	-2.70%
Days on Market - Average	34	-12.82%	



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MARKET INSIGHTS

- ✓ According to Forbes, Denver is *the* most competitive housing market in the nation. The Denver metro area is in a compression phase of the housing cycle, meaning there are far fewer homes for sale than buyers looking to buy. Expect this compression to continue and prices to rise through June if the cycle is anything like years passed, and starting in July, we will see buyer fatigue and inventory hit an annual high.
- ✓ Denver came in sixth on the national list of apartments completed, with 11,700 apartments built in the city last year.
- ✓ Boulder ranked fourth on 2018's list of hotbeds for luxury real estate.
- ✓ Vail ranked the most expensive city in the nation for condos, with a median price of \$1,629 per square foot.
- ✓ Cherry Hills Village was ranked the third richest suburb in the country.
- ✓ Denver is one of the top-20 U.S. markets for commercial construction starts, according to a new report. The Denver metro area, which ranked 17th overall, saw a 23 percent drop last year, from \$3.7 billion in 2017 to \$2.8 billion in 2018.
- ✓ Denver has become a magnet for millennial migration in the years since the Great Recession, according to a new Brookings Institution report. Data from the 2017 American Housing Survey shows over half of recent home buyers move for a better home. Homebuyers also move for a better neighborhood and to form a household.
- ✓ Year-to-date, 2019 has seen more homes go under contract than 2018. Supply is higher, but this indicates that so is the amount of buyers looking for homes.
- ✓ Back on market status changes are rising with buyers experiencing a sense of buyer's remorse.
- ✓ Even with the dipping temperatures and ever-present snow, market activity is increasing. It was a slow start to the season but the spring selling season has officially started.
- ✓ Showing activity has remained strong for listings in the metro area. As buyers have more to choose from than in recent past, they're afforded the opportunity to be a bit choosier and they know it. If agents haven't done it yet, the time is absolutely here to have very realistic discussions with sellers about their expectations ahead of going on the market. Skills, strategy, competency and an agreed upon plan are the hallmarks of what will lead to fulfilled expectations between agents and sellers in this shifting market.
- ✓ With more inventory in the \$1 million plus market locally, more buyers are increasing their budgets to get more.
- ✓ Custom home builders are paying around \$500,000 to \$600,000 for scrape-and-build lots to build \$1 Million plus home. In some Denver luxury neighborhoods, land prices have topped \$800,000 for a city lot.
- ✓ Since 2009, the median home value has risen nearly \$50,000 across the 50-largest U.S. metros. A financial crisis that ignited in 2008 and continued through 2009 caused many Americans to see their home value drop drastically. But, in most places, home values now exceed their former 2006 peaks, according to LendingTree researchers.
- ✓ Strong job market and gradual decline in mortgage rates will continue to usher housing demand in 2019. For the second straight month, information compiled by Freddie Mac shows that mortgage rates continued to fall in January 2019.
- ✓ Family and friends played a major role in the U.S. housing market, supporting the purchase of \$317 billion worth of property across America last year, and putting the "Bank of Mom and Dad" (BoMaD) in the top-seven of the largest housing lenders in the U.S., according to Legal & General Group's new report. BoMaD lenders supported the purchases of approximately 1.2 million homes, giving or lending an average sum of \$39,000. The study revealed that BoMaD lenders go to great lengths just to help out, including taking out a loan (15 percent), raiding their 401(k) savings (eight percent) and even downsizing their own homes (six percent), or coming out of retirement (three percent).
- ✓ Buyers are coming back out as mortgage purchase applications were up six percent the last week of February, which puts us up three percent year over year.
- ✓ The National Association of Home Builders' sentiment is back up to 62 in February after being down for three straight months.
- ✓ The core inflation is staying below the Federal Reserve goal number of two percent, at 1.9 percent, which is good news since inflation is the arch enemy of interest rates.
- ✓ The fourth quarter GDP numbers were released at the end of February showing a strong fourth quarter 2018 of 2.6 percent growth. This rounded out 2018 at 3.1 percent annual growth - the first time the GDP was over 3 percent for the year in 10 years.
- ✓ **Quick Stats:**
 - Average Active Listings for February is 14,008 (1985-2018).
 - Record-high February was 2006 with 25,484 listings and the record low was 2017 with 3,878 listings.
 - The historical average change in active listings from January to February is a decrease of 2.71 percent. 2019 represents a normal percent.



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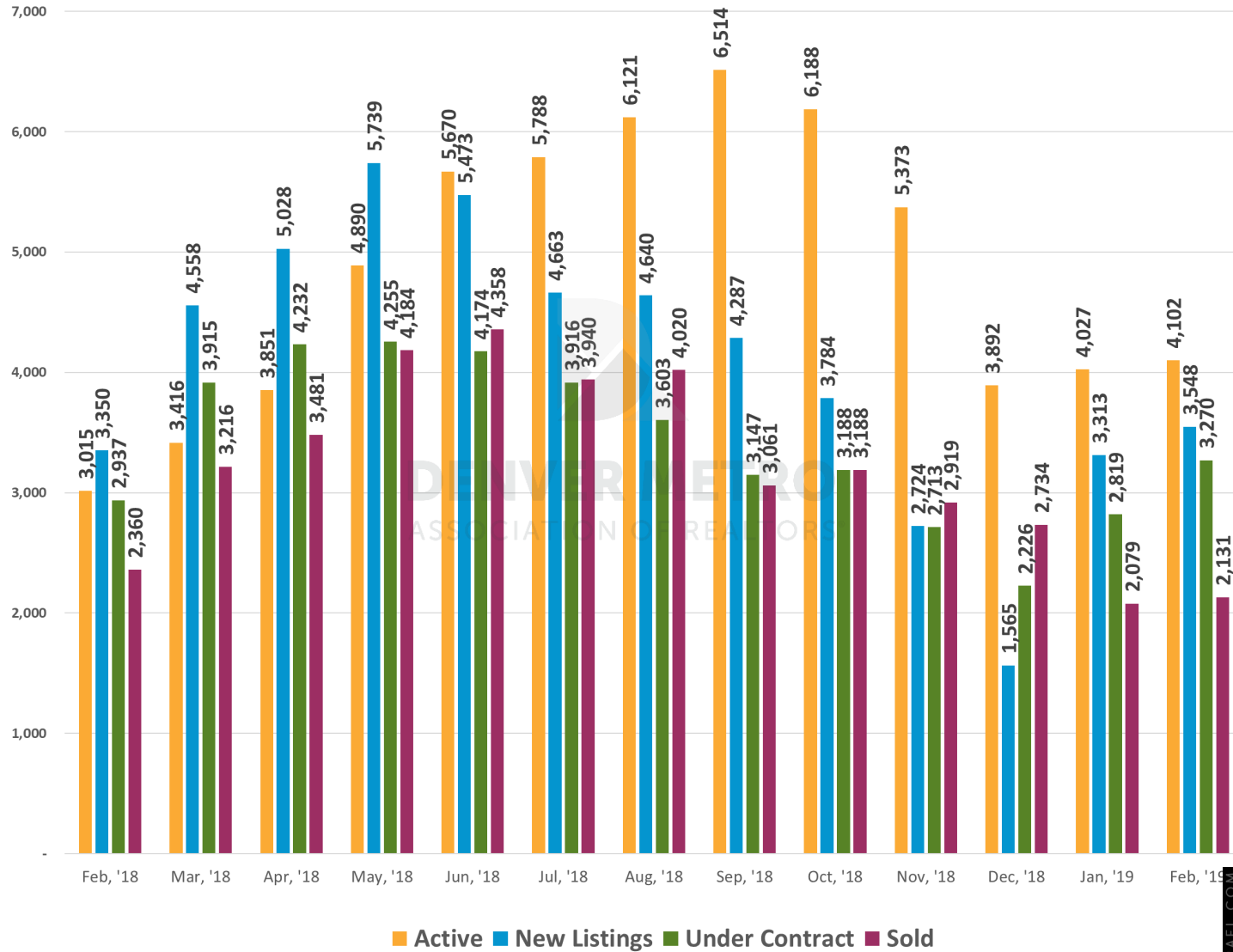
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Single Family (aka Detached Single Family)

DMAR Market Trends | February 2019 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



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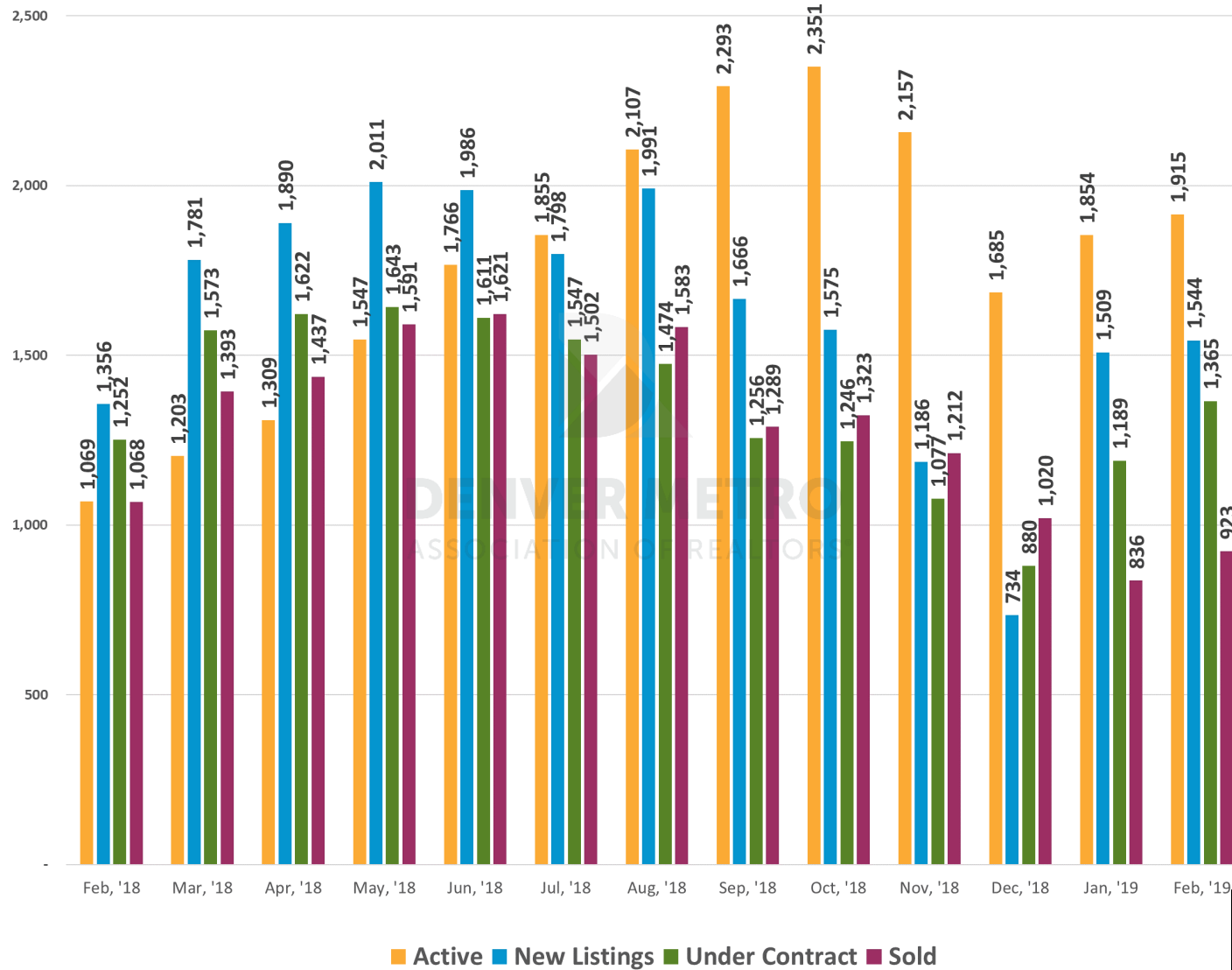
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Condo (aka Attached Single Family)

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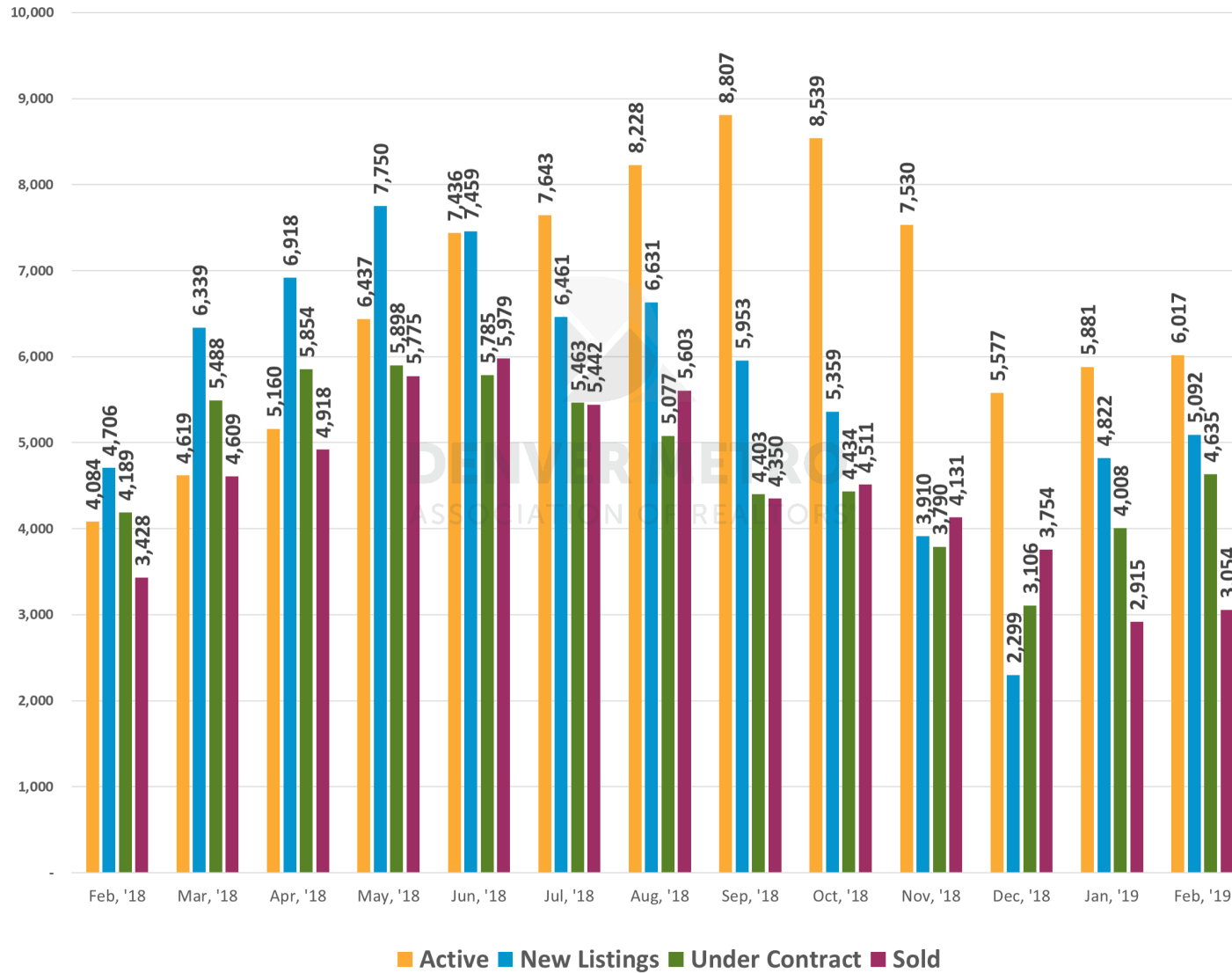
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Residential (Single Family + Condo)

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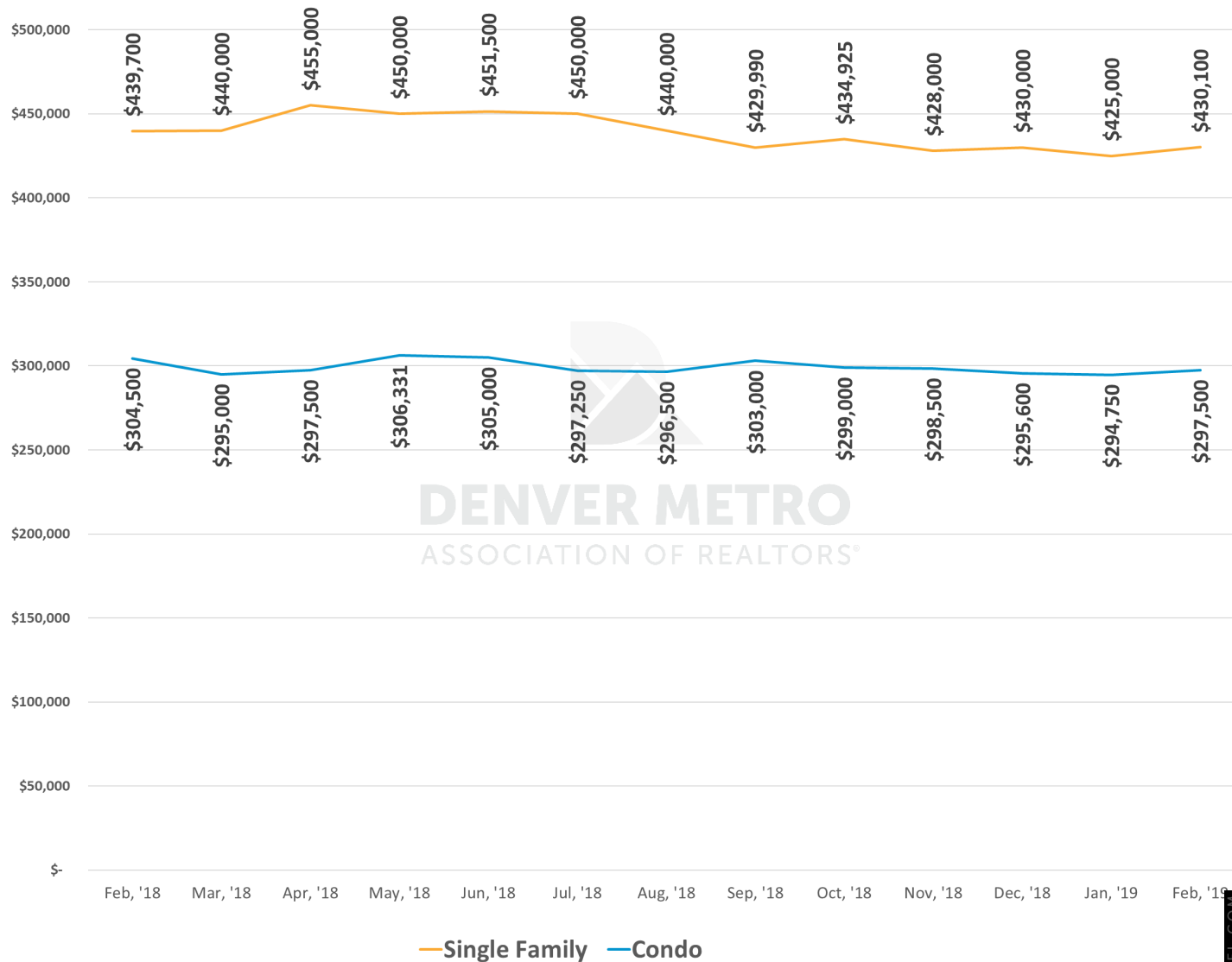


Median Sales Price

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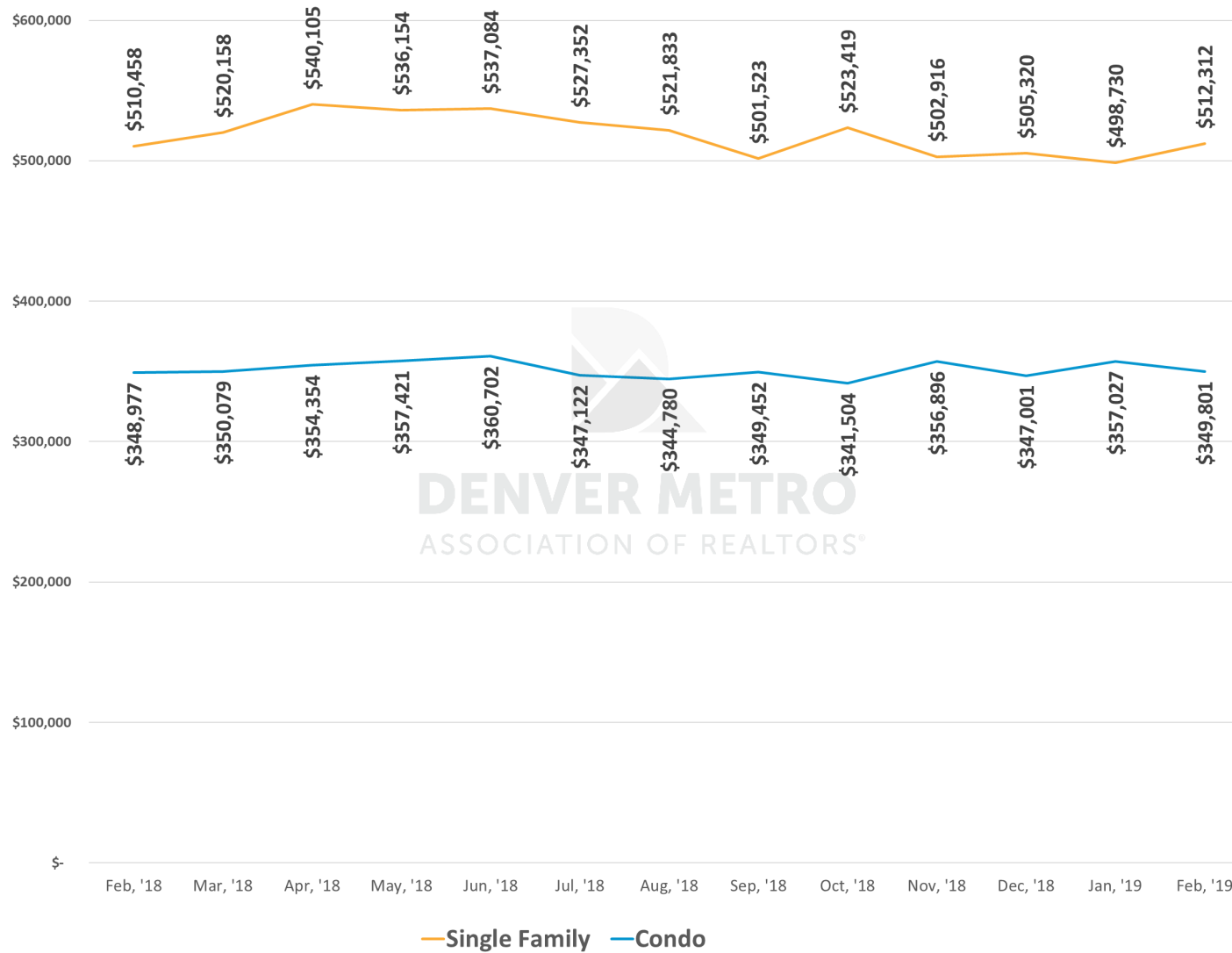


Average Sales Price

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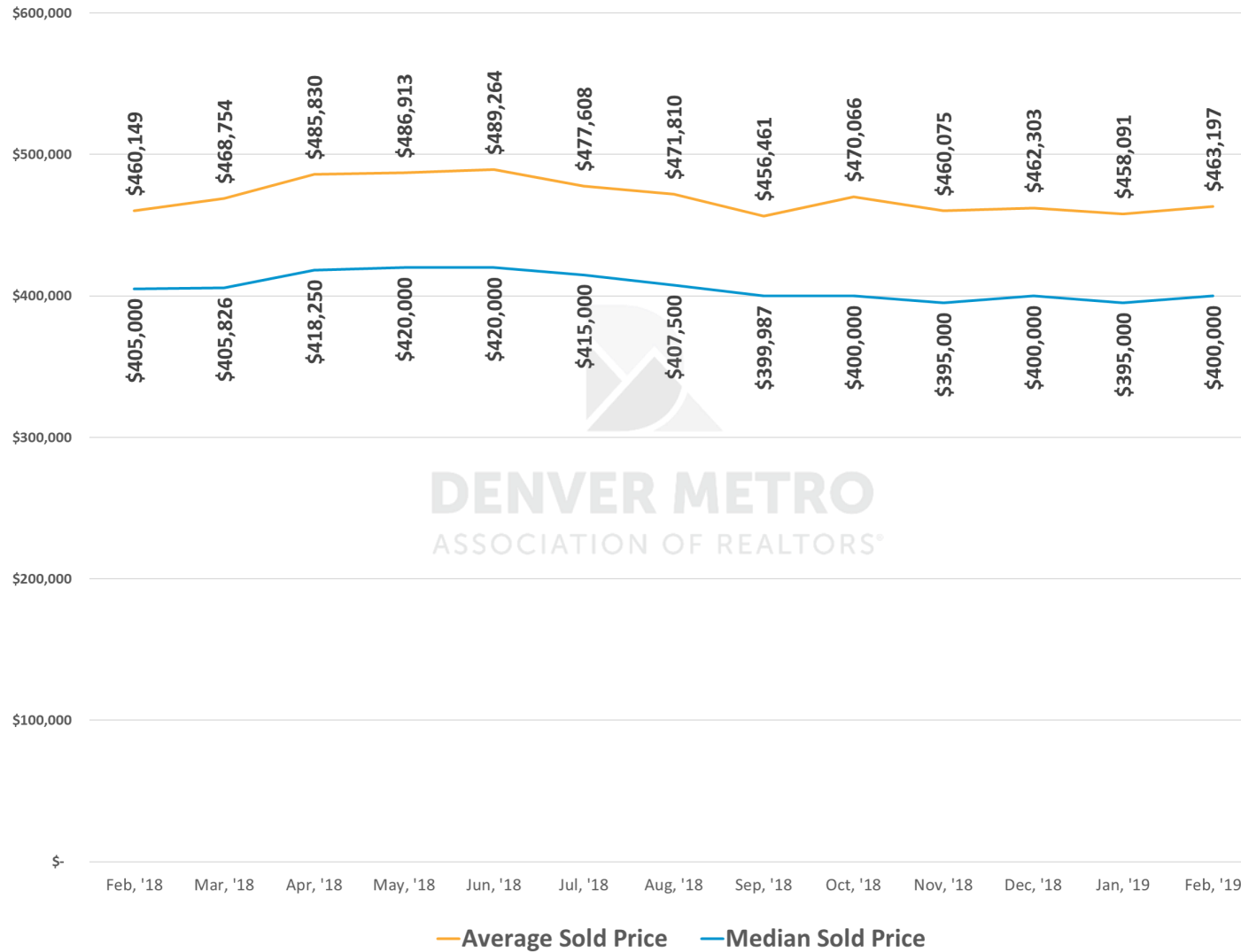


Residential Sold Price

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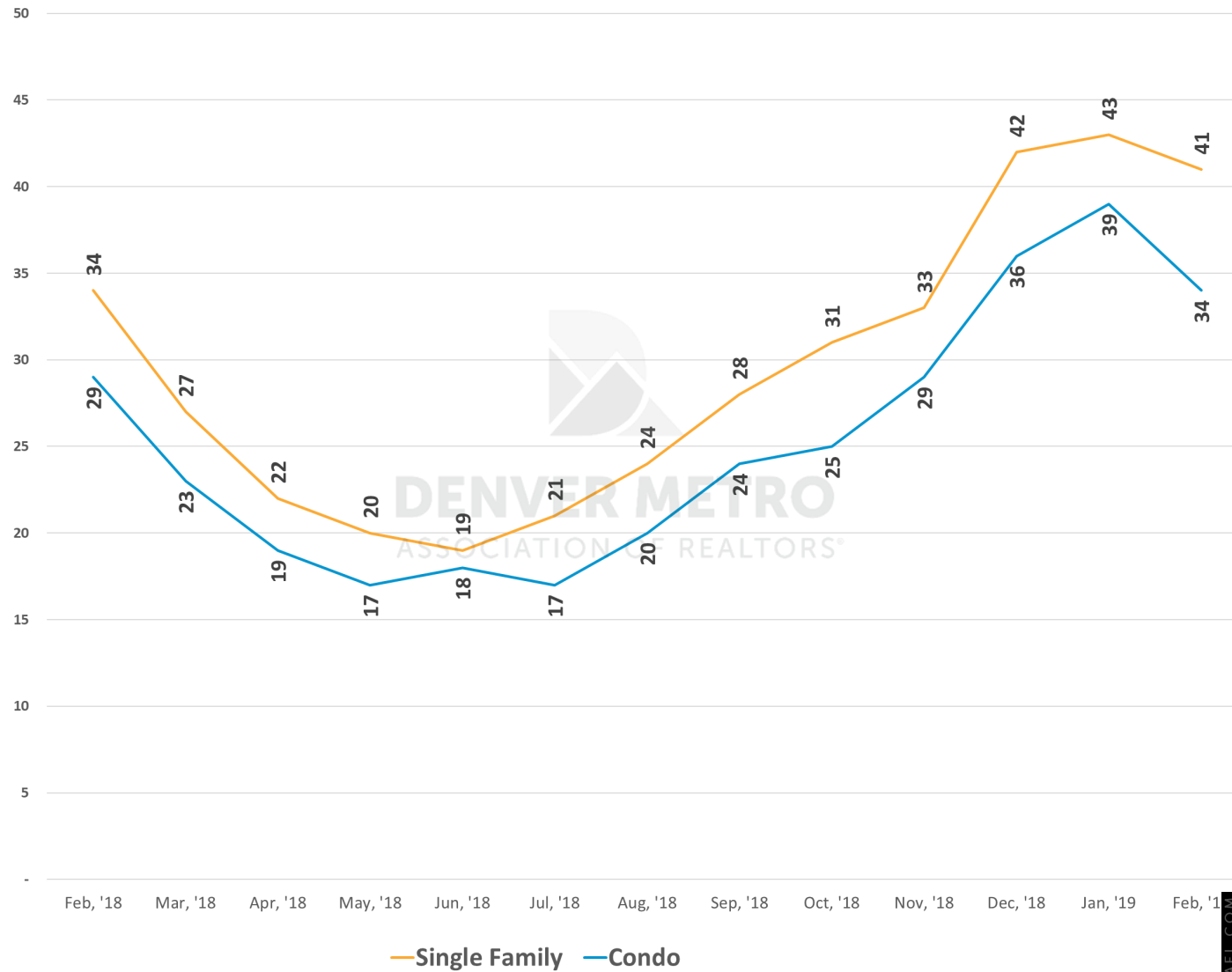


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Average Days on Market

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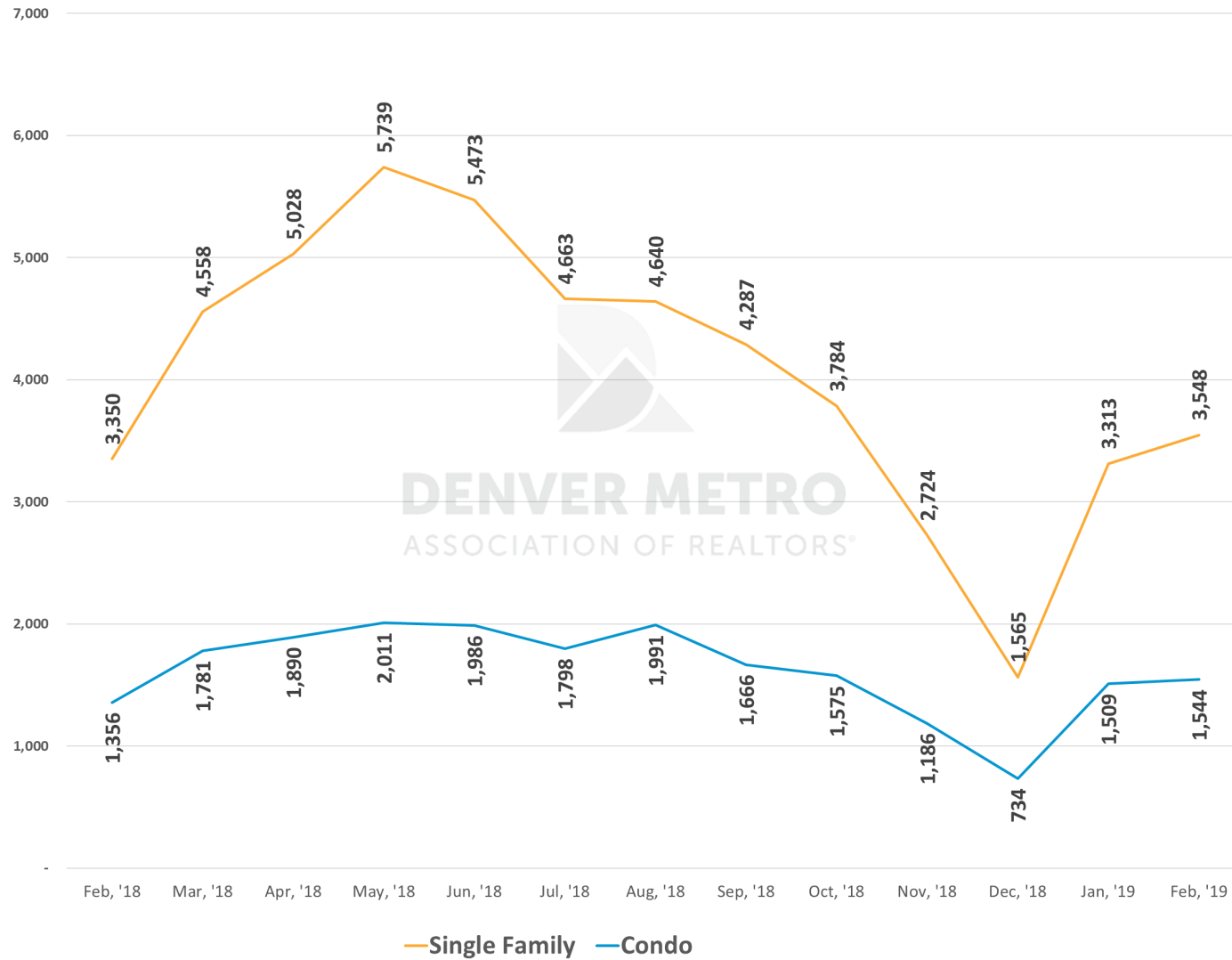
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New Listings

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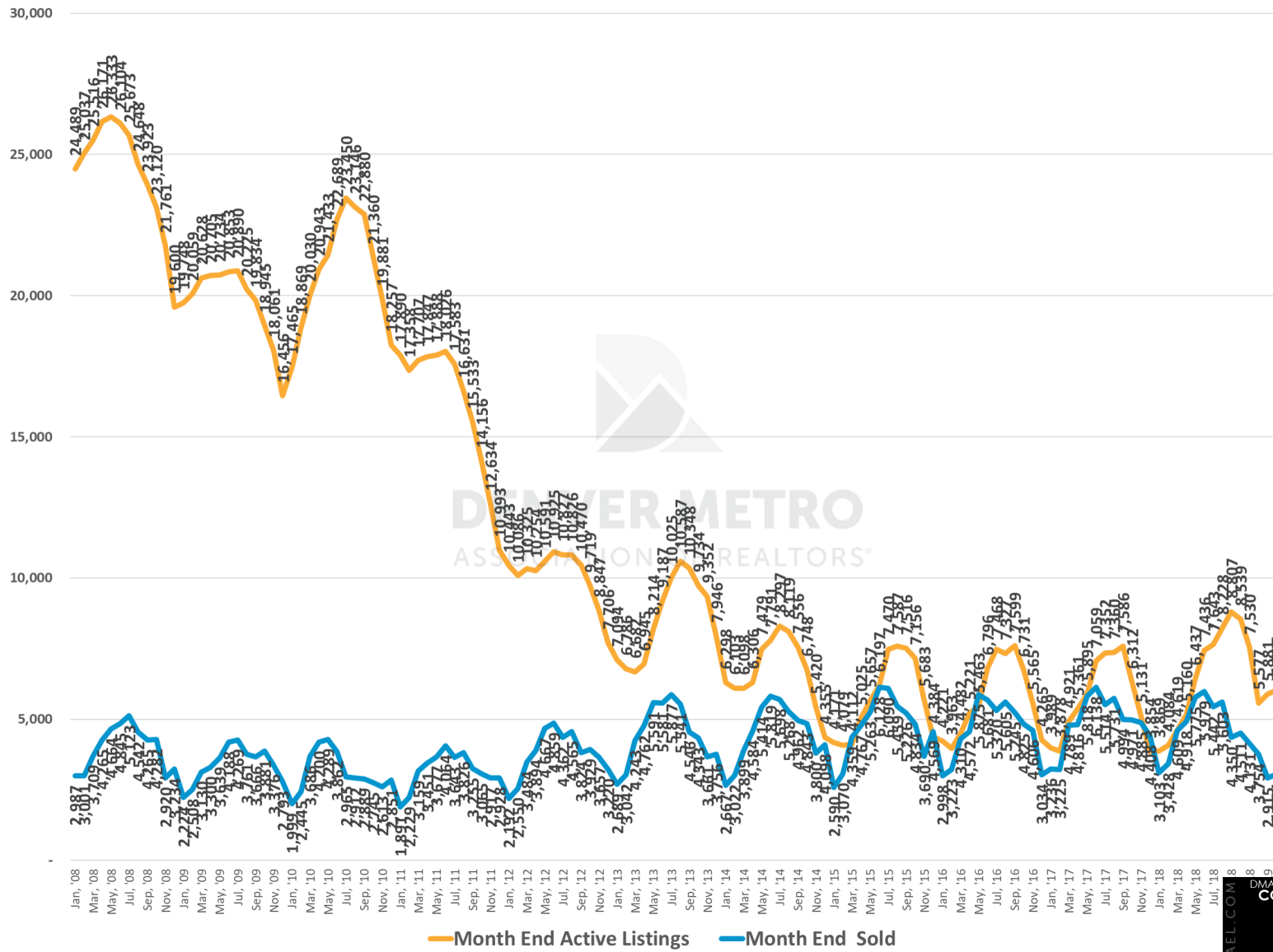
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Month End Active Listings and Month End Sold Homes

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DATA SNAPSHOT

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

	Feb, '19	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	6,017	5,881	4,084	2.31%	47.33%
New Listings	5,092	4,822	4,706	5.60%	8.20%
Under Contract	4,635	4,008	4,189	15.64%	10.65%
Days on Market - Average	39	42	32	-7.14%	21.88%
Days on Market - Median	14	27	7	-48.15%	100.00%
Sold	3,054	2,915	3,428	4.77%	-10.91%
Sold Price - Average	\$ 463,197	\$ 458,091	\$ 460,149	1.11%	0.66%
Sold Price - Median	\$ 400,000	\$ 395,000	\$ 405,000	1.27%	-1.23%
Sales Volume	\$ 1,414,603,638	\$ 1,335,335,265	\$ 1,577,390,772	5.94%	-10.32%
Close Price/List Price	99.04%	98.57%	100.01%	0.48%	-0.97%
Single Family (aka Detached Single Family)					
Active	4,102	4,027	3,015	1.86%	36.05%
New Listings	3,548	3,313	3,350	7.09%	5.91%
Under Contract	3,270	2,819	2,937	16.00%	11.34%
Days on Market - Average	41	43	34	-4.65%	20.59%
Days on Market - Median	15	28	7	-46.43%	114.29%
Sold	2,131	2,079	2,360	2.50%	-9.70%
Sold Price - Average	\$ 512,312	\$ 498,730	\$ 510,458	2.72%	0.36%
Sold Price - Median	\$ 430,100	\$ 425,000	\$ 439,700	1.20%	-2.18%
Sales Volume	\$ 1,091,736,872	\$ 1,036,859,670	\$ 1,204,680,880	5.29%	-9.38%
Close Price/List Price	99.03%	98.51%	99.91%	0.53%	-0.88%
Condo (aka Attached Single Family)					
Active	1,915	1,854	1,069	3.29%	79.14%
New Listings	1,544	1,509	1,356	2.32%	13.86%
Under Contract	1,365	1,189	1,252	14.80%	9.03%
Days on Market - Average	34	39	29	-12.82%	17.24%
Days on Market - Median	13	24	6	-45.83%	116.67%
Sold	923	836	1,068	10.41%	-13.58%
Sold Price - Average	\$ 349,801	\$ 357,027	\$ 348,977	-2.02%	0.24%
Sold Price - Median	\$ 297,500	\$ 294,750	\$ 304,500	0.93%	-2.30%
Sales Volume	\$ 322,866,323	\$ 298,474,572	\$ 372,707,436	8.17%	-13.37%
Close Price/List Price	99.07%	98.71%	100.24%	0.36%	-1.17%

DMAR MARKET TRENDS | MARCH 2019

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FEBRUARY 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
Residential (Single Family + Condo)									
Active Listings at month end	6,017	4,084	3,878	3,963	4,079	47.33%	5.31%	-2.14%	-2.84%
New Listings	9,914	8,950	8,512	8,251	8,106	10.77%	5.15%	3.16%	1.79%
Days on Market - Average	40	34	34	35	37	17.65%	0.00%	-2.86%	-5.41%
Days on Market - Median	21	8	12	12	10	162.50%	-33.33%	0.00%	20.00%
Sold	5,969	6,531	6,542	6,287	5,705	-8.61%	-0.17%	4.06%	10.20%
Sold Price - Average	\$ 460,703	\$ 454,439	\$ 404,529	\$ 375,281	\$ 340,066	1.38%	12.34%	7.79%	10.36%
Sold Price - Median	\$ 399,000	\$ 395,000	\$ 355,000	\$ 325,000	\$ 290,000	1.01%	11.27%	9.23%	12.07%
Sales Volume	\$ 2,749,936,207	\$ 2,967,941,109	\$ 2,646,428,718	\$ 2,359,391,647	\$ 1,940,076,530	-7.35%	12.15%	12.17%	21.61%
Close Price/List Price	98.81%	99.73%	99.50%	99.42%	99.51%	-0.92%	0.23%	0.08%	-0.09%
Single Family (aka Detached Single Family)									
Active Listings at month end	4,102	3,015	2,918	3,158	3,338	36.05%	3.32%	-7.60%	-5.39%
New Listings	6,861	6,303	5,992	5,878	5,820	8.85%	5.19%	1.94%	1.00%
Days on Market - Average	42	35	38	39	40	20.00%	-7.89%	-2.56%	-2.50%
Days on Market - Median	23	9	15	17	12	155.56%	-40.00%	-11.76%	41.67%
Sold	4,210	4,507	4,619	4,473	4,055	-6.59%	-2.42%	3.26%	10.31%
Sold Price - Average	\$ 505,605	\$ 502,111	\$ 450,514	\$ 414,874	\$ 380,047	0.70%	11.45%	8.59%	9.16%
Sold Price - Median	\$ 427,500	\$ 428,000	\$ 387,500	\$ 355,000	\$ 325,000	-0.12%	10.45%	9.15%	9.23%
Sales Volume	\$ 2,128,597,050	\$ 2,263,014,277	\$ 2,080,924,166	\$ 1,855,731,402	\$ 1,541,090,585	-5.94%	8.75%	12.13%	20.42%
Close Price/List Price	98.77%	99.62%	99.33%	99.21%	99.45%	-0.85%	0.29%	0.12%	-0.24%
Condo (aka Attached Single Family)									
Active Listings at month end	1,915	1,069	960	805	741	79.14%	11.35%	19.25%	8.64%
New Listings	3,053	2,647	2,520	2,373	2,286	15.34%	5.04%	6.19%	3.81%
Days on Market - Average	36	29	27	25	30	24.14%	7.41%	8.00%	-16.67%
Days on Market - Median	18	7	7	7	7	157.14%	0.00%	0.00%	0.00%
Sold	1,759	2,024	1,923	1,814	1,650	-13.09%	5.25%	6.01%	9.94%
Sold Price - Average	\$ 353,235	\$ 348,285	\$ 294,074	\$ 277,652	\$ 241,810	1.42%	18.43%	5.91%	14.82%
Sold Price - Median	\$ 295,000	\$ 295,000	\$ 249,900	\$ 224,000	\$ 190,000	0.00%	18.05%	11.56%	17.89%
Sales Volume	\$ 621,340,365	\$ 704,928,840	\$ 565,504,302	\$ 503,660,728	\$ 398,986,500	-11.86%	24.65%	12.28%	26.24%
Close Price/List Price	98.90%	99.96%	99.89%	99.94%	99.66%	-1.06%	0.07%	-0.05%	0.28%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	3	5	1.67	2	12	6.00
\$100,000 to \$199,999	8	19	2.38	114	176	1.54
\$200,000 to \$299,999	125	100	0.80	355	444	1.25
\$300,000 to \$399,999	682	541	0.79	216	396	1.83
\$400,000 to \$499,999	571	842	1.47	106	292	2.75
\$500,000 to \$749,999	536	1,421	2.65	92	344	3.74
\$750,000 to \$999,999	100	477	4.77	25	156	6.24
\$1,000,000 and over	106	697	6.58	13	95	7.31
TOTALS	2,131	4,102	1.92	923	1,915	2.07

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	Feb, '19	Jan, '19		Feb, '19	Jan, '19	
\$0 to \$99,999	3	1	200.00%	2	4	-50.00%
\$100,000 to \$199,999	8	13	-38.46%	114	109	4.59%
\$200,000 to \$299,999	125	156	-19.87%	355	325	9.23%
\$300,000 to \$399,999	682	687	-0.73%	216	200	8.00%
\$400,000 to \$499,999	571	551	3.63%	106	90	17.78%
\$500,000 to \$749,999	536	476	12.61%	92	69	33.33%
\$750,000 to \$999,999	100	108	-7.41%	25	29	-13.79%
\$1,000,000 and over	106	87	21.84%	13	10	30.00%
TOTALS	2,131	2,079	2.50%	923	836	10.41%

Price Range	Single Family	Sold	% change	Condo	Sold	% change
	YTD Feb, '19	YTD Feb, '18		YTD Feb, '19	YTD Feb, '18	
\$0 to \$99,999	4	6	-33.33%	6	15	-60.00%
\$100,000 to \$199,999	21	27	-22.22%	223	311	-28.30%
\$200,000 to \$299,999	281	386	-27.20%	680	724	-6.08%
\$300,000 to \$399,999	1,369	1,421	-3.66%	416	435	-4.37%
\$400,000 to \$499,999	1,122	1,159	-3.19%	196	229	-14.41%
\$500,000 to \$749,999	1,012	1,066	-5.07%	161	220	-26.82%
\$750,000 to \$999,999	208	232	-10.34%	54	64	-15.63%
\$1,000,000 and over	193	210	-8.10%	23	26	-11.54%
TOTALS	4,210	4,507	-6.59%	1,759	2,024	-13.09%

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

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

	Feb, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	119	97	127	22.68%	-6.30%
Price - Average	\$ 1,502,240	\$ 1,616,734	\$ 1,480,791	-7.08%	1.45%
Sales Volume	\$ 178,766,560	\$ 156,823,198	\$ 188,060,457	13.99%	-4.94%
Days on Market - Average	88	81	87	8.64%	1.15%
Days on Market - Median	48	55	60	-12.73%	-20.00%
Close Price/List Price	97.56%	96.42%	97.08%	1.18%	0.49%
PSF Total	\$ 327	\$ 322	\$ 299	1.55%	9.36%
Single Family (aka Detached Single Family)					
Sold	106	87	113	21.84%	-6.19%
Price - Average	\$ 1,504,516	\$ 1,510,841	\$ 1,493,759	-0.42%	0.72%
Sales Volume	\$ 159,478,696	\$ 131,443,167	\$ 168,794,767	21.33%	-5.52%
Days on Market - Average	86	81	88	6.17%	-2.27%
Days on Market - Median	39	41	57	-4.88%	-31.58%
Close Price/List Price	97.77%	96.33%	97.18%	1.49%	0.61%
PSF Total	\$ 298	\$ 285	\$ 278	4.56%	7.19%
Condo (aka Attached Single Family)					
Sold	13	10	14	30.00%	-7.14%
Price - Average	\$ 1,483,675	\$ 2,538,000	\$ 1,376,126	-41.54%	7.82%
Sales Volume	\$ 19,287,775	\$ 25,380,000	\$ 19,265,764	-24.00%	0.11%
Days on Market - Average	107	87	81	22.99%	32.10%
Days on Market - Median	84	95	65	-11.58%	29.23%
Close Price/List Price	95.88%	97.18%	96.31%	-1.34%	-0.45%
PSF Total	\$ 565	\$ 638	\$ 455	-11.44%	24.18%

DMAR MARKET TRENDS | MARCH 2019

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RESIDENTIAL REAL ESTATE BROKER | DENVER, COLORADO | RELOCATION




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
Residential (Single Family + Condo)									
Sold	216	236	157	146	93	-8.47%	50.32%	7.53%	56.99%
Sold Price - Average	\$ 1,553,656	\$ 1,501,224	\$ 1,580,701	\$ 1,602,932	\$ 1,484,234	3.49%	-5.03%	-1.39%	8.00%
Sales Volume	\$ 335,589,696	\$ 354,288,864	\$ 248,170,057	\$ 234,028,072	\$ 138,033,762	-5.28%	42.76%	6.04%	69.54%
Sold Price - Median	\$ 1,298,450	\$ 1,300,000	\$ 1,290,000	\$ 1,356,506	\$ 1,300,000	-0.12%	0.78%	-4.90%	4.35%
Days on Market - Average	85	97	121	97	109	-12.37%	-19.83%	24.74%	-11.01%
Days on Market - Median	49	67	83	73	78	-26.87%	-19.28%	13.70%	-6.41%
Close Price/List Price	97.05%	96.55%	96.19%	95.87%	95.54%	0.52%	0.37%	0.33%	0.35%
PSF Total	\$ 325	\$ 301	\$ 303	\$ 310	\$ 280	7.97%	-0.66%	-2.26%	10.71%
Single Family (aka Detached Single Family)									
Sold	193	210	141	127	87	-8.10%	48.94%	11.02%	45.98%
Sold Price - Average	\$ 1,507,368	\$ 1,508,487	\$ 1,602,739	\$ 1,538,569	\$ 1,485,159	-0.07%	-5.88%	4.17%	3.60%
Sales Volume	\$ 290,922,024	\$ 316,782,270	\$ 225,986,199	\$ 195,398,263	\$ 129,208,833	-8.16%	40.18%	15.65%	51.23%
Sold Price - Median	\$ 1,297,000	\$ 1,300,000	\$ 1,275,000	\$ 1,350,000	\$ 1,319,000	-0.23%	1.96%	-5.56%	2.35%
Days on Market - Average	83	99	121	102	110	-16.16%	-18.18%	18.63%	-7.27%
Days on Market - Median	41	67	84	85	69	-38.81%	-20.24%	-1.18%	23.19%
Close Price/List Price	97.12%	96.47%	96.16%	95.52%	95.56%	0.67%	0.32%	0.67%	-0.04%
PSF Total	\$ 293	\$ 278	\$ 287	\$ 261	\$ 268	5.40%	-3.14%	9.96%	-2.61%
Condo (aka Attached Single Family)									
Sold	23	26	16	19	6	-11.54%	62.50%	-15.79%	216.67%
Sold Price - Average	\$ 1,942,077	\$ 1,442,555	\$ 1,386,493	\$ 2,033,144	\$ 1,470,833	34.63%	4.04%	-31.81%	38.23%
Sales Volume	\$ 44,667,771	\$ 37,506,430	\$ 22,183,888	\$ 38,629,736	\$ 8,824,998	19.09%	69.07%	-42.57%	337.73%
Sold Price - Median	\$ 1,300,000	\$ 1,212,500	\$ 1,353,070	\$ 1,400,000	\$ 1,205,000	7.22%	-10.39%	-3.35%	16.18%
Days on Market - Average	98	82	122	60	93	19.51%	-32.79%	103.33%	-35.48%
Days on Market - Median	92	38	62	53	95	142.11%	-38.71%	16.98%	-44.21%
Close Price/List Price	96.44%	97.20%	96.46%	98.22%	95.21%	-0.78%	0.77%	-1.79%	3.16%
PSF Total	\$ 596	\$ 482	\$ 444	\$ 621	\$ 489	23.65%	8.56%	-28.50%	26.99%

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

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

	Feb, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	125	137	154	-8.76%	-18.83%
Price - Average	\$ 841,971	\$ 847,256	\$ 849,952	-0.62%	-0.94%
Sales Volume	\$ 105,246,375	\$ 116,074,072	\$ 130,892,608	-9.33%	-19.59%
Days on Market - Average	54	64	65	-15.63%	-16.92%
Days on Market - Median	25	41	24	-39.02%	4.17%
Close Price/List Price	98.40%	98.51%	99.19%	-0.11%	-0.80%
PSF Total	\$ 242	\$ 246	\$ 253	-1.63%	-4.35%
Single Family (aka Detached Single Family)					
Sold	100	108	123	-7.41%	-18.70%
Price - Average	\$ 841,699	\$ 848,136	\$ 853,675	-0.76%	-1.40%
Sales Volume	\$ 84,169,900	\$ 91,598,688	\$ 105,002,025	-8.11%	-19.84%
Days on Market - Average	55	59	66	-6.78%	-16.67%
Days on Market - Median	28	34	28	-17.65%	0.00%
Close Price/List Price	98.48%	98.56%	99.15%	-0.08%	-0.68%
PSF Total	\$ 222	\$ 222	\$ 229	0.00%	-3.06%
Condo (aka Attached Single Family)					
Sold	25	29	31	-13.79%	-19.35%
Price - Average	\$ 843,057	\$ 843,981	\$ 835,179	-0.11%	0.94%
Sales Volume	\$ 21,076,425	\$ 24,475,449	\$ 25,890,549	-13.89%	-18.59%
Days on Market - Average	51	83	61	-38.55%	-16.39%
Days on Market - Median	16	50	6	-68.00%	166.67%
Close Price/List Price	98.04%	98.31%	99.36%	-0.27%	-1.33%
PSF Total	\$ 322	\$ 336	\$ 349	-4.17%	-7.74%

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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
Residential (Single Family + Condo)									
Sold	262	296	200	171	130	-11.49%	48.00%	16.96%	31.54%
Sold Price - Average	\$ 844,735	\$ 849,575	\$ 849,903	\$ 844,089	\$ 857,073	-0.57%	-0.04%	0.69%	-1.51%
Sales Volume	\$ 221,320,570	\$ 251,474,200	\$ 169,980,600	\$ 144,339,219	\$ 111,419,490	-11.99%	47.94%	17.76%	29.55%
Sold Price - Median	\$ 834,750	\$ 839,950	\$ 839,000	\$ 839,000	\$ 852,750	-0.62%	0.11%	0.00%	-1.61%
Days on Market - Average	60	68	77	80	84	-11.76%	-11.69%	-3.75%	-4.76%
Days on Market - Median	34	44	51	57	61	-22.73%	-13.73%	-10.53%	-6.56%
Close Price/List Price	98.45%	98.81%	98.05%	98.11%	97.56%	-0.36%	0.78%	-0.06%	0.56%
PSF Total	\$ 244	\$ 252	\$ 223	\$ 215	\$ 203	-3.17%	13.00%	3.72%	5.91%
Single Family (aka Detached Single Family)									
Sold	208	232	176	143	113	-10.34%	31.82%	23.08%	26.55%
Sold Price - Average	\$ 845,041	\$ 851,777	\$ 852,869	\$ 845,184	\$ 852,441	-0.79%	-0.13%	0.91%	-0.85%
Sales Volume	\$ 175,768,528	\$ 197,612,264	\$ 150,104,944	\$ 120,861,312	\$ 96,325,833	-11.05%	31.65%	24.20%	25.47%
Sold Price - Median	\$ 834,750	\$ 845,250	\$ 842,363	\$ 830,000	\$ 850,000	-1.24%	0.34%	1.49%	-2.35%
Days on Market - Average	57	68	80	87	89	-16.18%	-15.00%	-8.05%	-2.25%
Days on Market - Median	32	50	53	62	72	-36.00%	-5.66%	-14.52%	-13.89%
Close Price/List Price	98.52%	98.69%	97.84%	98.02%	97.40%	-0.17%	0.87%	-0.18%	0.64%
PSF Total	\$ 222	\$ 226	\$ 212	\$ 195	\$ 187	-1.77%	6.60%	8.72%	4.28%
Condo (aka Attached Single Family)									
Sold	54	64	24	28	17	-15.63%	166.67%	-14.29%	64.71%
Sold Price - Average	\$ 843,553	\$ 841,592	\$ 828,155	\$ 838,498	\$ 887,861	0.23%	1.62%	-1.23%	-5.56%
Sales Volume	\$ 45,551,862	\$ 53,861,888	\$ 19,875,720	\$ 23,477,944	\$ 15,093,637	-15.43%	170.99%	-15.34%	55.55%
Sold Price - Median	\$ 830,175	\$ 829,448	\$ 814,950	\$ 821,541	\$ 895,000	0.09%	1.78%	-0.80%	-8.21%
Days on Market - Average	68	70	56	47	47	-2.86%	25.00%	19.15%	0.00%
Days on Market - Median	45	28	22	26	38	60.71%	27.27%	-15.38%	-31.58%
Close Price/List Price	98.19%	99.24%	99.56%	98.54%	98.63%	-1.06%	-0.32%	1.04%	-0.09%
PSF Total	\$ 330	\$ 347	\$ 305	\$ 316	\$ 307	-4.90%	13.77%	-3.48%	2.93%

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

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

	Feb, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	628	545	709	15.23%	-11.42%
Price - Average	\$ 595,346	\$ 593,709	\$ 587,360	0.28%	1.36%
Sales Volume	\$ 373,877,288	\$ 323,571,405	\$ 416,438,240	15.55%	-10.22%
Days on Market - Average	48	54	47	-11.11%	2.13%
Days on Market - Median	25	40	17	-37.50%	47.06%
Close Price/List Price	99.04%	98.53%	99.46%	0.52%	-0.42%
PSF Total	\$ 217	\$ 202	\$ 209	7.43%	3.83%
Single Family (aka Detached Single Family)					
Sold	536	476	605	12.61%	-11.40%
Price - Average	\$ 595,684	\$ 593,853	\$ 588,552	0.31%	1.21%
Sales Volume	\$ 319,286,624	\$ 282,674,028	\$ 356,073,960	12.95%	-10.33%
Days on Market - Average	47	54	46	-12.96%	2.17%
Days on Market - Median	26	40	17	-35.00%	52.94%
Close Price/List Price	99.06%	98.58%	99.43%	0.49%	-0.37%
PSF Total	\$ 200	\$ 187	\$ 190	6.95%	5.26%
Condo (aka Attached Single Family)					
Sold	92	69	104	33.33%	-11.54%
Price - Average	\$ 593,373	\$ 592,718	\$ 580,427	0.11%	2.23%
Sales Volume	\$ 54,590,316	\$ 40,897,542	\$ 60,364,408	33.48%	-9.57%
Days on Market - Average	54	55	58	-1.82%	-6.90%
Days on Market - Median	21	42	15	-50.00%	40.00%
Close Price/List Price	98.89%	98.23%	99.64%	0.67%	-0.75%
PSF Total	\$ 317	\$ 306	\$ 326	3.59%	-2.76%

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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
Residential (Single Family + Condo)									
Sold	1,173	1,286	975	670	595	-8.79%	31.90%	45.52%	12.61%
Sold Price - Average	\$ 594,585	\$ 588,839	\$ 588,913	\$ 591,539	\$ 594,549	0.98%	-0.01%	-0.44%	-0.51%
Sales Volume	\$ 697,448,205	\$ 757,246,954	\$ 574,190,175	\$ 396,331,130	\$ 353,756,655	-7.90%	31.88%	44.88%	12.03%
Sold Price - Median	\$ 583,000	\$ 575,000	\$ 574,950	\$ 579,469	\$ 580,000	1.39%	0.01%	-0.78%	-0.09%
Current Days on Market - Average	51	49	56	64	76	4.08%	-12.50%	-12.50%	-15.79%
Current Days on Market - Median	32	21	33	41	52	52.38%	-36.36%	-19.51%	-21.15%
Close Price/List Price	98.80%	99.29%	98.90%	98.46%	98.21%	-0.49%	0.39%	0.45%	0.25%
PSF Total	\$ 210	\$ 210	\$ 198	\$ 183	\$ 188	0.00%	6.06%	8.20%	-2.66%
Single Family (aka Detached Single Family)									
Sold	1,012	1,066	823	579	492	-5.07%	29.53%	42.14%	17.68%
Sold Price - Average	\$ 594,823	\$ 588,914	\$ 588,429	\$ 589,140	\$ 594,809	1.00%	0.08%	-0.12%	-0.95%
Sales Volume	\$ 601,960,876	\$ 627,782,324	\$ 484,277,067	\$ 341,112,060	\$ 292,646,028	-4.11%	29.63%	41.97%	16.56%
Sold Price - Median	\$ 584,975	\$ 575,000	\$ 573,500	\$ 575,000	\$ 580,000	1.73%	0.26%	-0.26%	-0.86%
Current Days on Market - Average	50	48	56	64	73	4.17%	-14.29%	-12.50%	-12.33%
Current Days on Market - Median	33	21	33	41	51	57.14%	-36.36%	-19.51%	-19.61%
Close Price/List Price	98.83%	99.23%	98.84%	98.46%	98.15%	-0.40%	0.39%	0.39%	0.32%
PSF Total	\$ 194	\$ 187	\$ 175	\$ 163	\$ 167	3.74%	6.86%	7.36%	-2.40%
Condo (aka Attached Single Family)									
Sold	161	220	152	91	103	-26.82%	44.74%	67.03%	-11.65%
Sold Price - Average	\$ 593,092	\$ 588,478	\$ 591,537	\$ 606,798	\$ 593,308	0.78%	-0.52%	-2.52%	2.27%
Sales Volume	\$ 95,487,812	\$ 129,465,160	\$ 89,913,624	\$ 55,218,618	\$ 61,110,724	-26.24%	43.99%	62.83%	-9.64%
Sold Price - Median	\$ 575,000	\$ 575,000	\$ 581,000	\$ 600,000	\$ 585,000	0.00%	-1.03%	-3.17%	2.56%
Current Days on Market - Average	55	56	54	64	87	-1.79%	3.70%	-15.63%	-26.44%
Current Days on Market - Median	27	19	33	42	62	42.11%	-42.42%	-21.43%	-32.26%
Close Price/List Price	98.60%	99.56%	99.23%	98.41%	98.48%	-0.96%	0.33%	0.83%	-0.07%
PSF Total	\$ 312	\$ 331	\$ 318	\$ 309	\$ 286	-5.74%	4.09%	2.91%	8.04%

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

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

	Feb, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	677	641	775	5.62%	-12.65%
Price - Average	\$ 440,123	\$ 441,490	\$ 443,971	-0.31%	-0.87%
Sales Volume	\$ 297,963,271	\$ 282,995,090	\$ 344,077,525	5.29%	-13.40%
Days on Market - Average	41	46	33	-10.87%	24.24%
Days on Market - Median	15	33	8	-54.55%	87.50%
Close Price/List Price	99.10%	98.93%	100.16%	0.17%	-1.06%
PSF Total	\$ 199	\$ 188	\$ 197	5.85%	1.02%
Single Family (aka Detached Single Family)					
Sold	571	551	628	3.63%	-9.08%
Price - Average	\$ 440,759	\$ 442,040	\$ 444,263	-0.29%	-0.79%
Sales Volume	\$ 251,673,389	\$ 243,564,040	\$ 278,997,164	3.33%	-9.79%
Days on Market - Average	44	46	30	-4.35%	46.67%
Days on Market - Median	18	34	7	-47.06%	157.14%
Close Price/List Price	99.02%	98.83%	100.10%	0.19%	-1.08%
PSF Total	\$ 183	\$ 176	\$ 175	3.98%	4.57%
Condo (aka Attached Single Family)					
Sold	106	90	147	17.78%	-27.89%
Price - Average	\$ 436,695	\$ 438,123	\$ 442,725	-0.33%	-1.36%
Sales Volume	\$ 46,289,670	\$ 39,431,070	\$ 65,080,575	17.39%	-28.87%
Days on Market - Average	28	46	47	-39.13%	-40.43%
Days on Market - Median	7	23	12	-69.57%	-41.67%
Close Price/List Price	99.55%	99.56%	100.43%	-0.01%	-0.88%
PSF Total	\$ 288	\$ 261	\$ 294	10.34%	-2.04%

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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
Residential (Single Family + Condo)									
Sold	1,318	1,388	1,146	959	693	-5.04%	21.12%	19.50%	38.38%
Sold Price - Average	\$ 440,788	\$ 443,531	\$ 443,748	\$ 443,671	\$ 441,846	-0.62%	-0.05%	0.02%	0.41%
Sales Volume	\$ 580,958,584	\$ 615,621,028	\$ 508,535,208	\$ 425,480,489	\$ 306,199,278	-5.63%	21.06%	19.52%	38.96%
Sold Price - Median	\$ 436,000	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,000	-0.91%	0.00%	0.00%	0.23%
Current Days on Market - Average	44	34	43	48	56	29.41%	-20.93%	-10.42%	-14.29%
Current Days on Market - Median	27	10	21	28	33	170.00%	-52.38%	-25.00%	-15.15%
Close Price/List Price	99.02%	99.86%	99.26%	98.98%	98.68%	-0.84%	0.60%	0.28%	0.30%
PSF Total	\$ 194	\$ 194	\$ 175	\$ 164	\$ 162	0.00%	10.86%	6.71%	1.23%
Single Family (aka Detached Single Family)									
Sold	1,122	1,159	1,011	840	591	-3.19%	14.64%	20.36%	42.13%
Sold Price - Average	\$ 441,388	\$ 443,477	\$ 443,814	\$ 444,246	\$ 442,287	-0.47%	-0.08%	-0.10%	0.44%
Sales Volume	\$ 495,237,336	\$ 513,989,843	\$ 448,695,954	\$ 373,166,640	\$ 261,391,617	-3.65%	14.55%	20.24%	42.76%
Sold Price - Median	\$ 437,450	\$ 440,000	\$ 440,000	\$ 440,000	\$ 439,900	-0.58%	0.00%	0.00%	0.02%
Current Days on Market - Average	45	31	40	47	53	45.16%	-22.50%	-14.89%	-11.32%
Current Days on Market - Median	29	10	20	28	31	190.00%	-50.00%	-28.57%	-9.68%
Close Price/List Price	98.93%	99.83%	99.23%	98.87%	98.58%	-0.90%	0.60%	0.36%	0.29%
PSF Total	\$ 180	\$ 174	\$ 162	\$ 150	\$ 141	3.45%	7.41%	8.00%	6.38%
Condo (aka Attached Single Family)									
Sold	196	229	135	119	102	-14.41%	69.63%	13.45%	16.67%
Sold Price - Average	\$ 437,351	\$ 443,805	\$ 443,254	\$ 439,614	\$ 439,293	-1.45%	0.12%	0.83%	0.07%
Sales Volume	\$ 85,720,796	\$ 101,631,345	\$ 59,839,290	\$ 52,314,066	\$ 44,807,886	-15.66%	69.84%	14.38%	16.75%
Sold Price - Median	\$ 431,750	\$ 437,175	\$ 439,741	\$ 435,000	\$ 435,000	-1.24%	-0.58%	1.09%	0.00%
Current Days on Market - Average	37	47	63	55	73	-21.28%	-25.40%	14.55%	-24.66%
Current Days on Market - Median	15	16	21	29	42	-6.25%	-23.81%	-27.59%	-30.95%
Close Price/List Price	99.55%	100.02%	99.52%	99.82%	99.24%	-0.47%	0.50%	-0.30%	0.58%
PSF Total	\$ 276	\$ 297	\$ 272	\$ 271	\$ 282	-7.07%	9.19%	0.37%	-3.90%

DMAR MARKET TRENDS | MARCH 2019

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