

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






Denver Metro Real Estate Market Trends Report

July 2021

MARKET OVERVIEW

The July report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the June 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 (Detached plus Attached)			
Active Listings at Month End	3,122	50.46%	-51.09%
Closed Homes	6,189	9.29%	-0.88%
Close Price - Average	\$643,645	3.58%	26.76%
Close Price - Median	\$545,000	1.49%	22.47%
Days in MLS - Average	10	-9.09%	-60.00%
 Detached			
Active Listings at Month End	2,137	59.96%	-47.65%
Closed Homes	4,370	11.56%	-4.17%
Close Price - Average	\$728,385	4.14%	30.38%
Close Price - Median	\$600,000	1.32%	25.00%
Days in MLS - Average	8	0.00%	-65.22%
 Attached			
Active Listings at Month End	985	33.29%	-57.19%
Closed Homes	1,819	4.18%	8.02%
Close Price - Average	\$440,066	-1.42%	18.96%
Close Price - Median	\$380,000	0.00%	16.92%
Days in MLS - Average	14	-17.65%	-51.72%

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- June is an important month for our housing market regarding seasonality. It defines peaks and valleys in many of the trends DMAR follows. Four major metrics hit their seasonal peaks in June: number of closings, average close price, median close price and new listings. It is important to understand seasonal trends when interpreting the monthly numbers especially as we enter the second half of the year, which is when things naturally slow.
- Some segments of the market are cooling - but only slightly. Some homes are not getting multiple offers in the first weekend; however, the buyers making offers are still going in strong, but they may not have to waive inspection or offer appraisal gaps.
- The "cold front" that news outlets claim is hitting Denver real estate is nothing more than the cycle of inventory we have seen this time of year for the past decade. We consistently see our inventory low in February and then climb steadily until we hit August and September when inventory starts to decline again. It is still a seller's market.
- As COVID-19 regulations ease, verify the showing instructions prior to showing a home to determine what the seller has requested for showing protocols, which may still include things like masks and sanitization requirements.
- After more than a year of working in a frenzy, REALTORS® may want to take advantage of the slight slow down to squeeze in a vacation or just take a day for themselves. We have all earned it!

✓ Local News:

- While the Denver market may be cooling slightly, this is a normal seasonality shift brought on a few weeks early by rising temps, buyer burn out and travel regulations lifting.
- Colorado gained about 50,000 people between July 1, 2019, and July 1, 2020. That includes both migration and births. The state has added about 760,000 people since 2010, the eighth-highest in the country.
- Denver gained the most workers in the last 12 months from New York City, San Francisco Bay Area and Chicago. So for every 10,000 LinkedIn members in Denver, 9.56 workers moved to the city in the last year from New York City.

✓ National News:

- Vacation home sales jumped 57 percent year-over-year in 2020 compared to the 20 percent annual growth in total existing-home sales, according to the National Association of REALTORS® (NAR)' newly-released 2021 Vacation Home Counties Report. Median existing-home sale prices in vacation counties grew faster than the rest of the country, NAR notes. The median existing-home sales price for vacation homes increased by 14.2 percent in

2020 compared to 10.1 percent in non-vacation home counties.

- In a five to four ruling, the U.S. Supreme Court said the Centers for Disease Control and Prevention (CDC) lacked authority to implement a blanket, nationwide eviction moratorium. Although the court declined to lift the ban immediately, the ruling means the current moratorium will expire at the end of July. "This is a massive victory for property rights," said NAR President Charlie Oppler.
- According to NAR, pending home sales rebounded strongly in May, reaching the highest reading ever for the month of May since 2005. All four U.S. regions registered both month-over-month increases and year-over-year gains for pending home sales contract transactions for the month of May.
- The loss ratio for title insurance is only 1.2 percent. According to one state's Department of Insurance, title companies sold \$1.8 billion worth of title insurance policies but only spent \$24 million to settle title defect claims. The cost for title insurance adds an extra \$1,000 or more to a purchase.
- Hiring was 3.2 percent higher in May 2021 compared to last month April 2021 and was 71.6 percent higher in May 2021 compared to last year May 2020.
- Elevated inflation will compel the Federal Reserve to raise U.S. interest rates at least twice by the end of 2023, according to a new poll of leading academic economists for the Financial Times.

✓ Mortgage News:

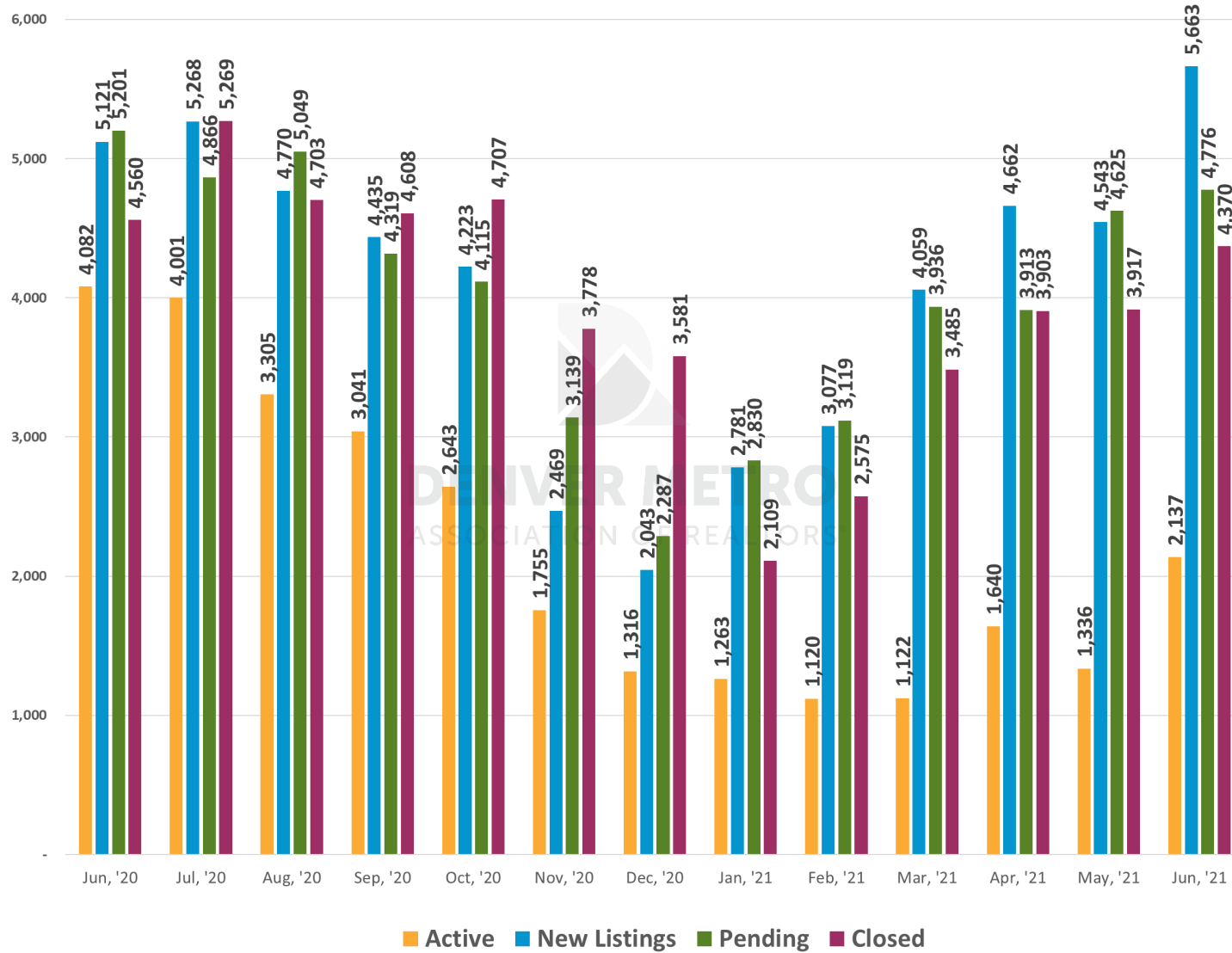
- While home prices are unlikely to drop anytime soon, today's low mortgage rates are a buyer's secret weapon to secure affordable housing.
- June was the month of 2.99 percent rates, moving only from 2.93 to 3.02 percent during the 30 days, helping buyers offset rising prices.
- Job numbers, GDP, spending, savings and shipping are all in a summer lull. June marked a welcome break from the COVID-19 extremes as we wait for people to go back to work, kids back to school and the Federal Open Market Committee (FOMC) to talk about what they are doing with interest rates.

✓ Quick Stats:

- Average active listings for June is 16,098 (1985-2020).
- Record-high June was 2006 with 31,900 listings and the record-low was set this year with 3,122 listings.
- The historical average increase in active listings from May to June is 5.86 percent. This June posted a healthy increase of 50.46 percent. Big percentage changes can happen when the numbers are low to begin with.
- Single-family rents were up 5.3 percent year-over-year in April. The largest gain in nearly 15 years.

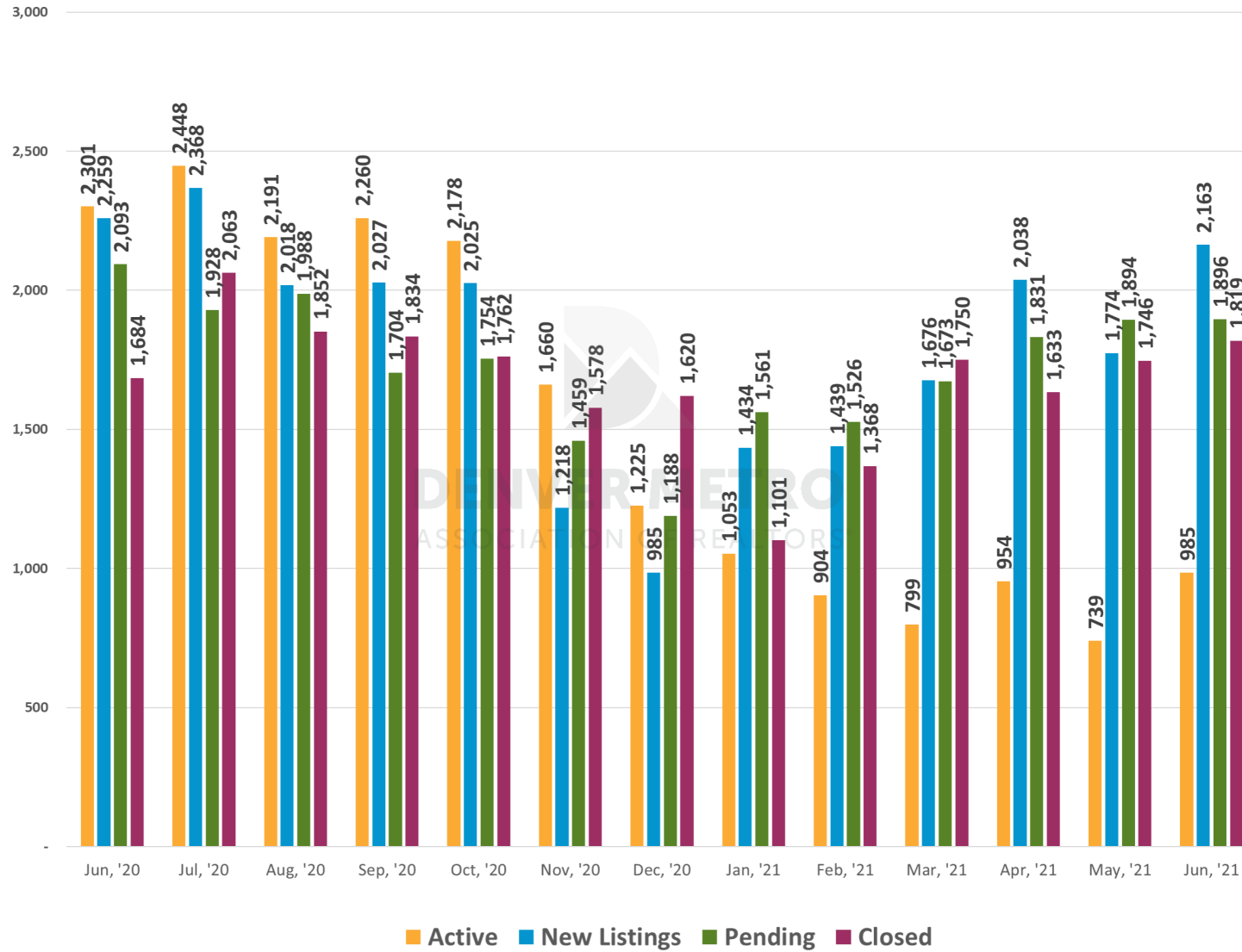
Detached Single-Family

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



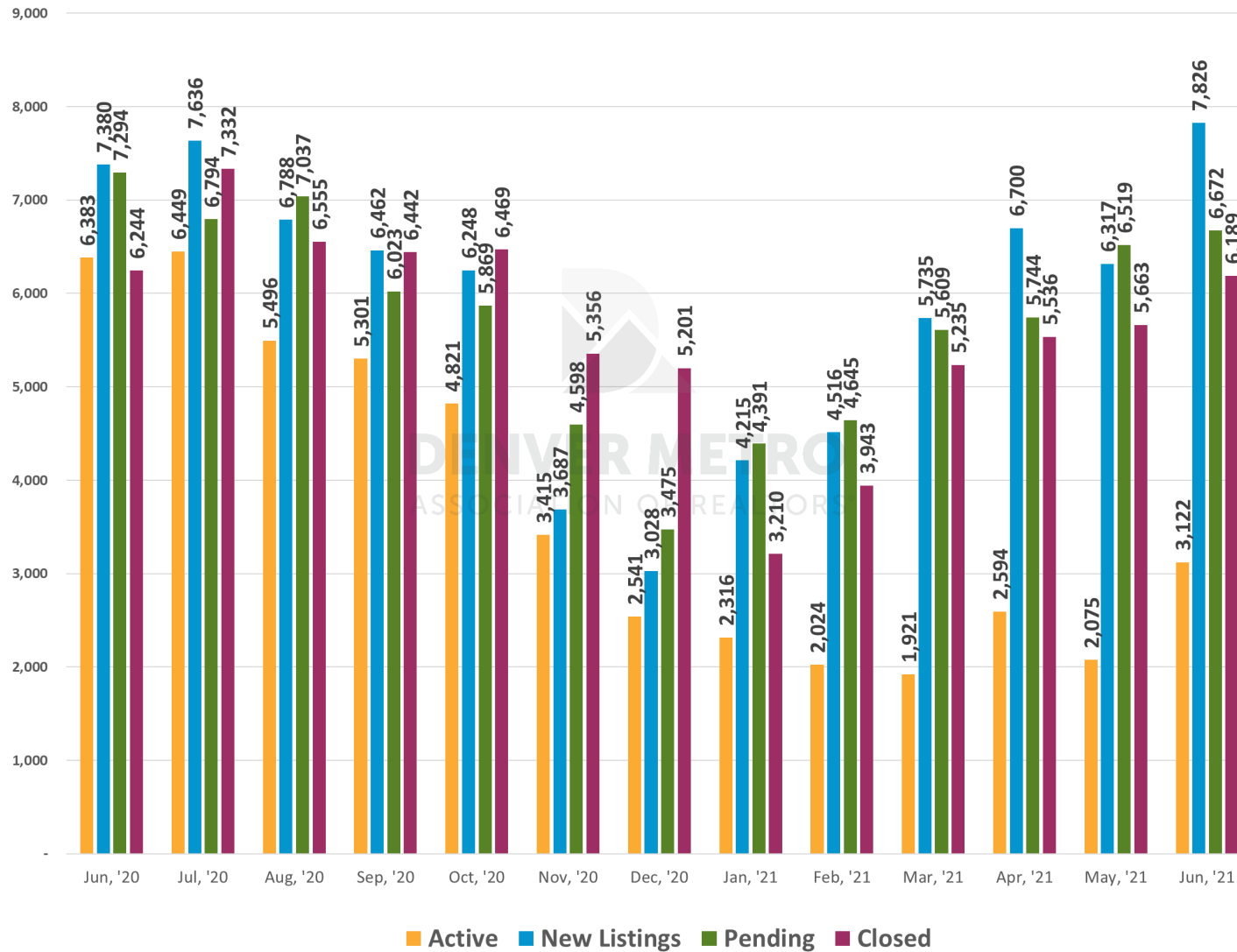
Attached Single-Family

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



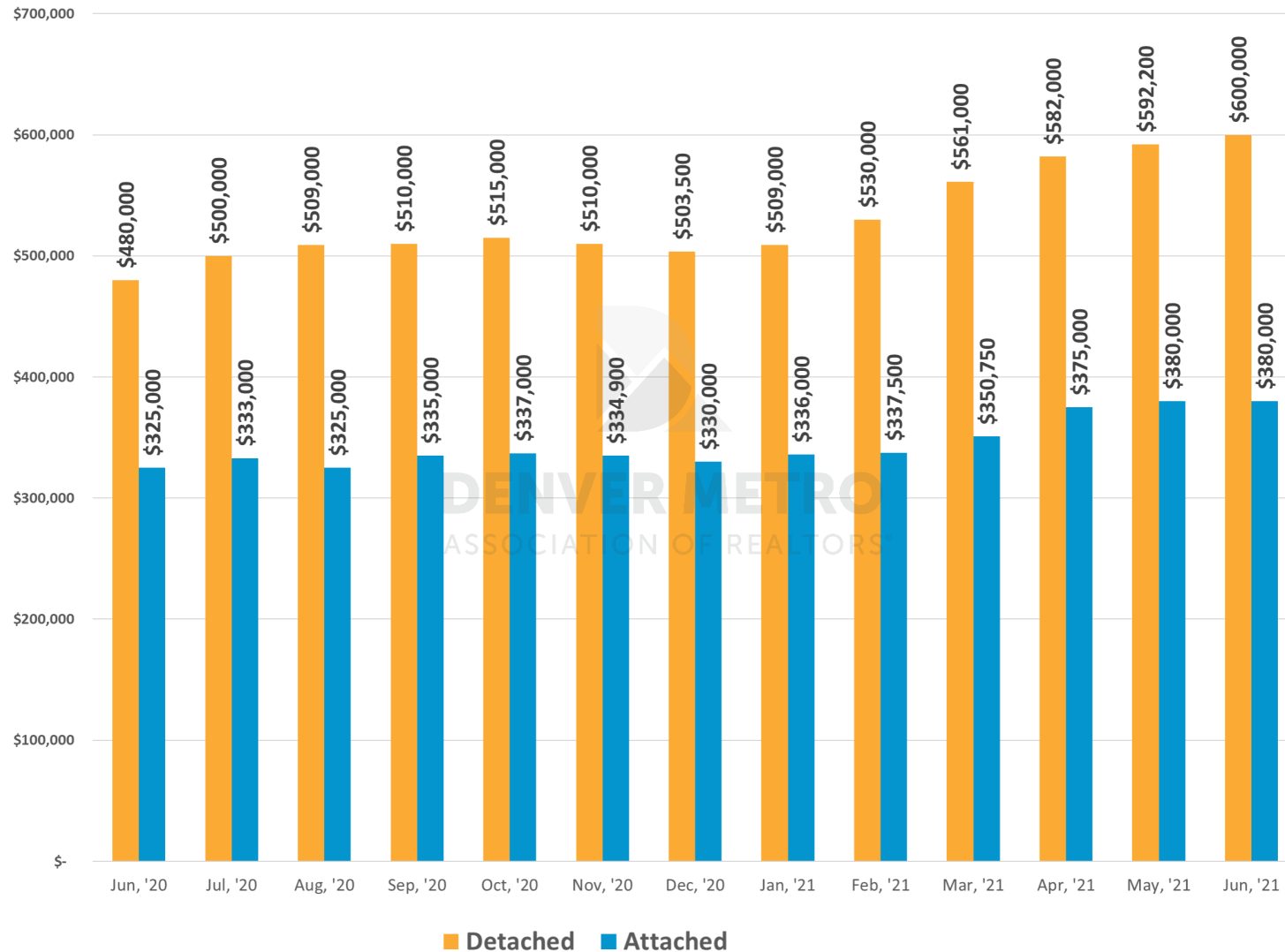
Residential (Detached + Attached)

DMAR Market Trends | June 2021 Data
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Source of MLS Data: REcolorado.com



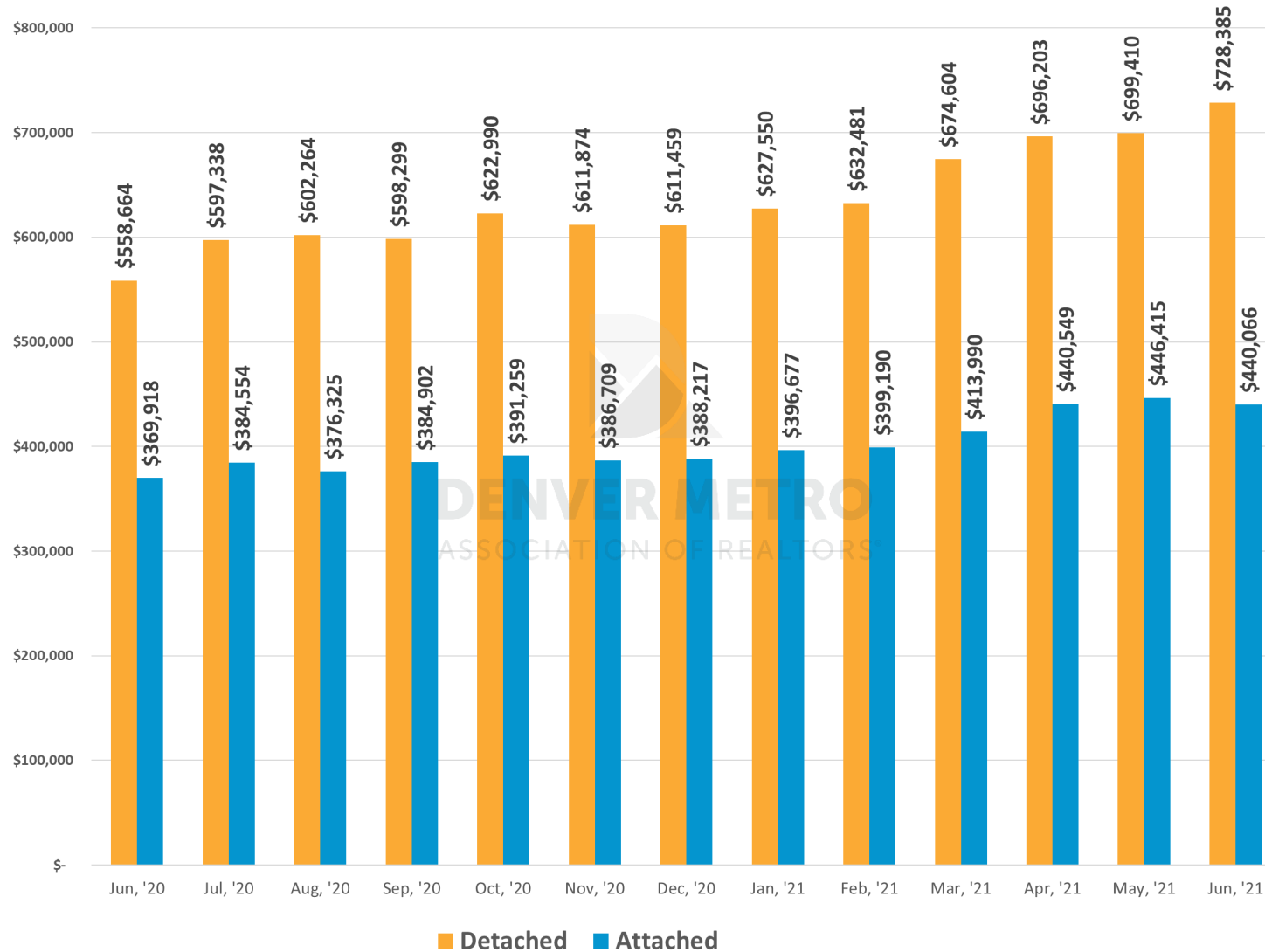
Median Close Price

DMAR Market Trends | June 2021 Data
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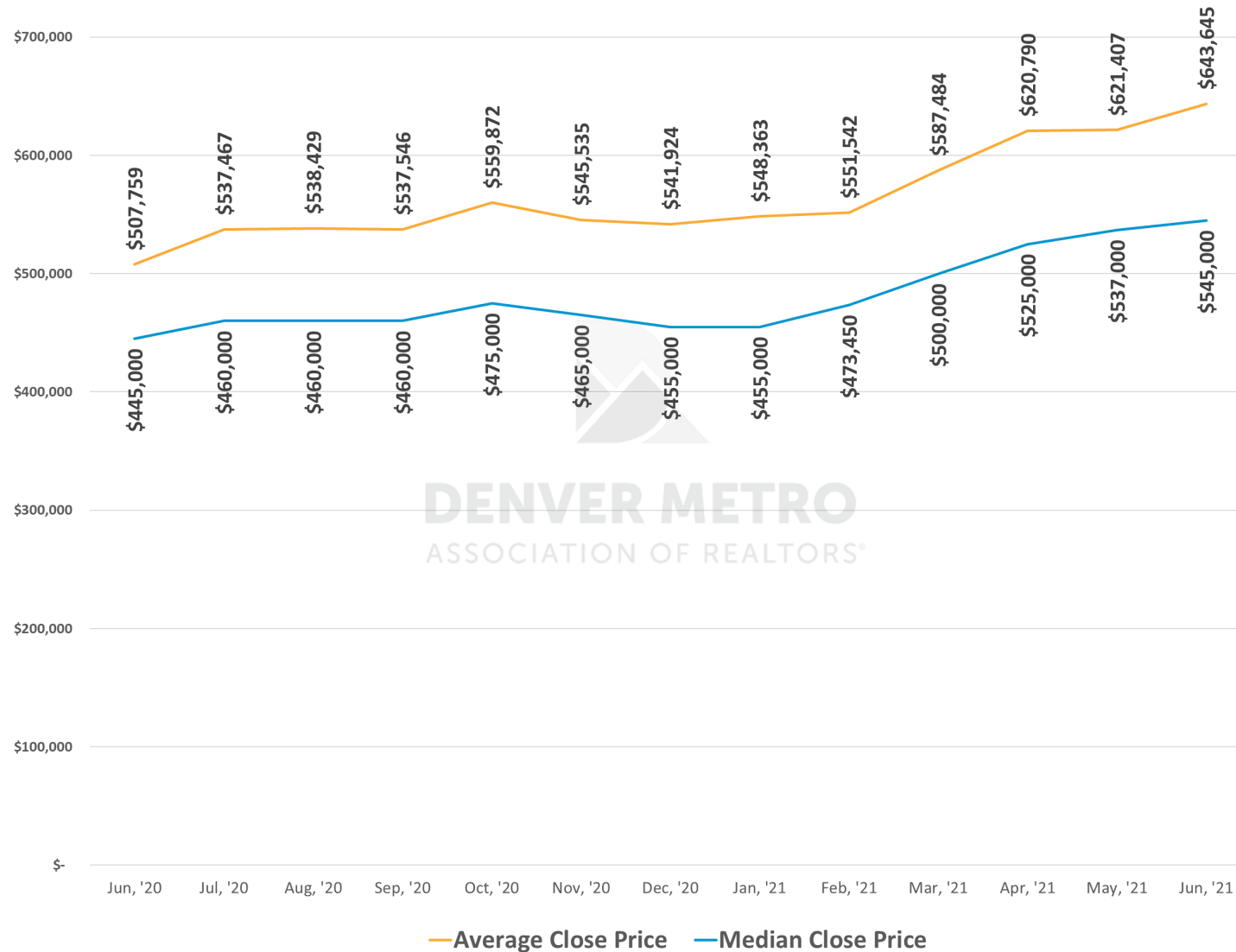
Average Close Price

DMAR Market Trends | June 2021 Data
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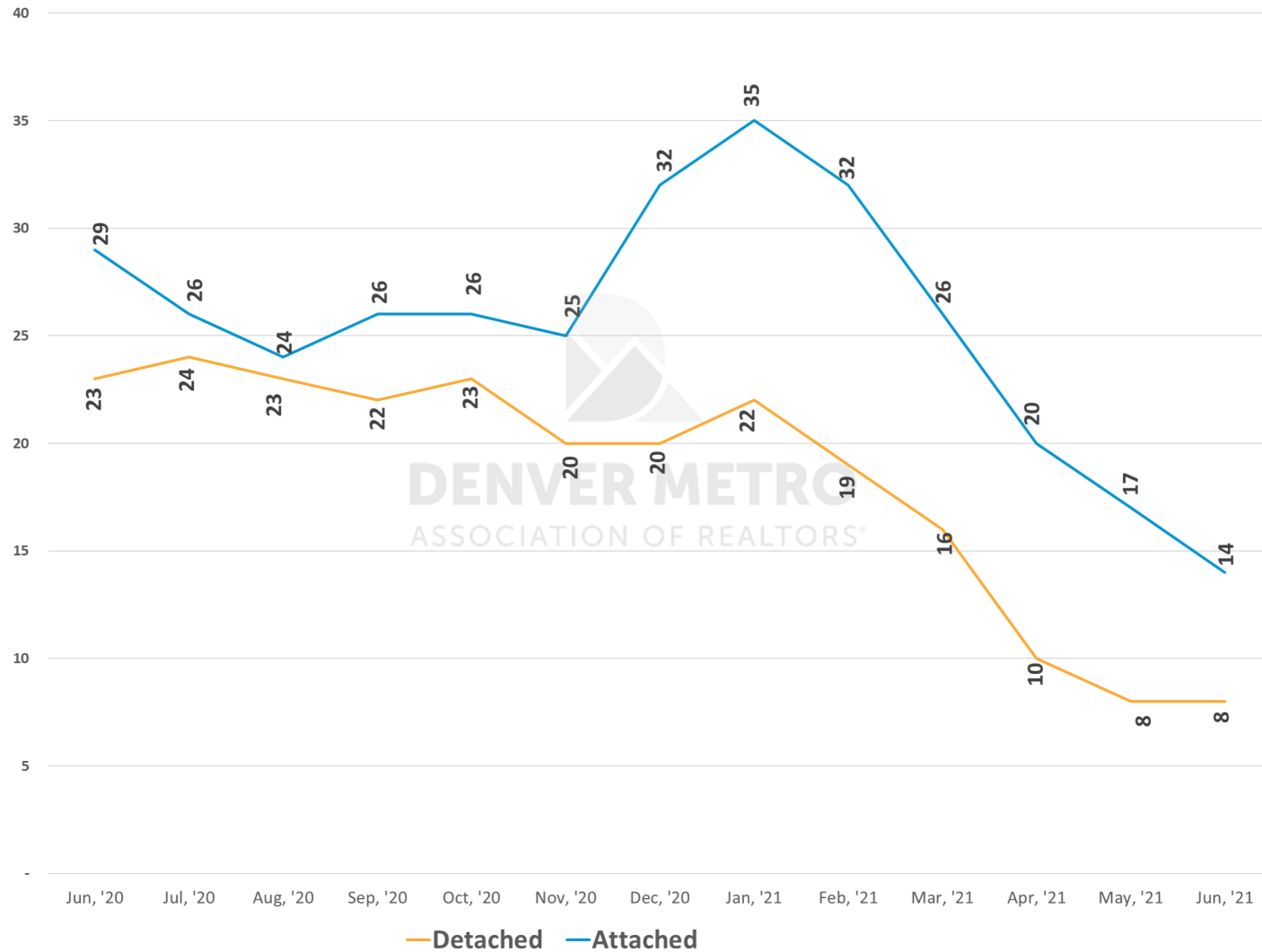
Residential Close Price

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



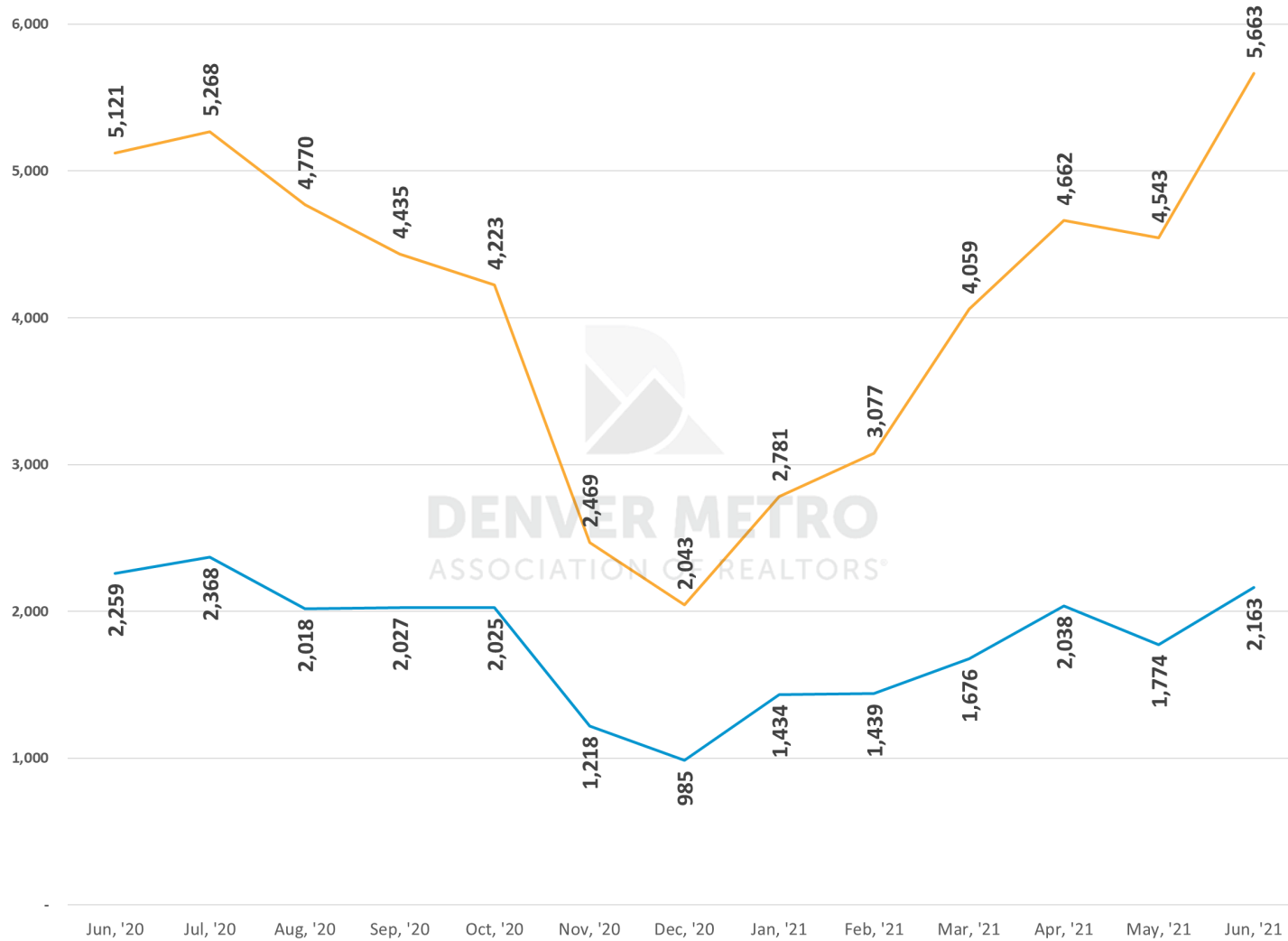
Average Days in MLS

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



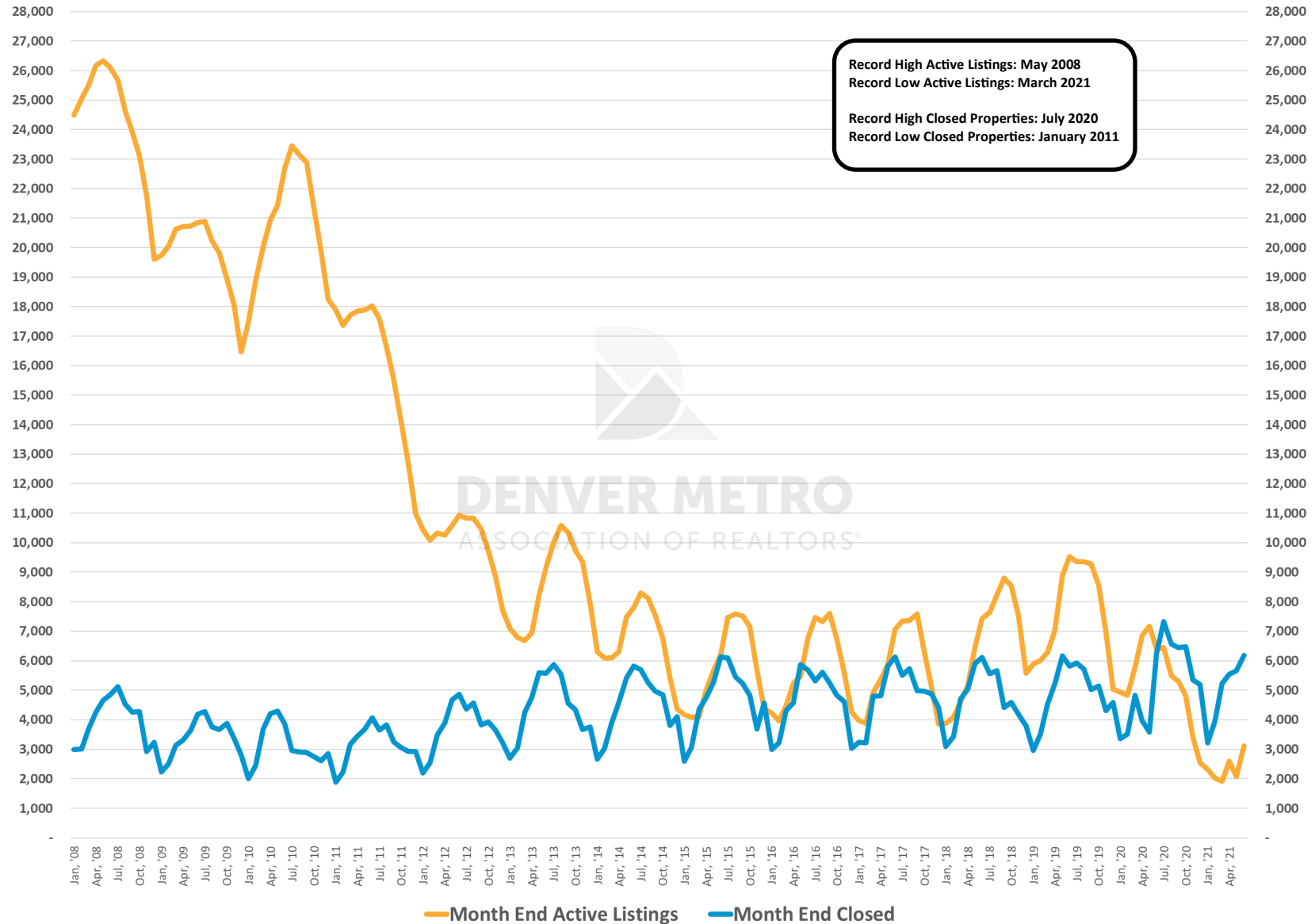
New Listings

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



Month End Active Listings and Month End Closed Homes

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



DATA SNAPSHOT

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

	Jun, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	3,122	2,075	6,383	50.46%	-51.09%
New Listings	7,826	6,317	7,380	23.89%	6.04%
Pending	6,672	6,519	7,294	2.35%	-8.53%
Closed	6,189	5,663	6,244	9.29%	-0.88%
Close Price - Average	\$ 643,645	\$ 621,407	\$ 507,759	3.58%	26.76%
Close Price - Median	\$ 545,000	\$ 537,000	\$ 445,000	1.49%	22.47%
Sales Volume	\$ 3,983,519,444	\$ 3,519,030,089	\$ 3,170,448,176	13.20%	25.65%
Days in MLS - Average	10	11	25	-9.09%	-60.00%
Days in MLS - Median	4	4	9	0.00%	-55.56%
Close Price/List Price	105.41%	105.23%	99.72%	0.17%	5.71%
Detached					
Active Listings at Month End	2,137	1,336	4,082	59.96%	-47.65%
New Listings	5,663	4,543	5,121	24.65%	10.58%
Pending	4,776	4,625	5,201	3.26%	-8.17%
Closed	4,370	3,917	4,560	11.56%	-4.17%
Close Price - Average	\$ 728,385	\$ 699,410	\$ 558,664	4.14%	30.38%
Close Price - Median	\$ 600,000	\$ 592,200	\$ 480,000	1.32%	25.00%
Sales Volume	\$ 3,183,040,287	\$ 2,739,588,675	\$ 2,547,506,339	16.19%	24.95%
Days in MLS - Average	8	8	23	0.00%	-65.22%
Days in MLS - Median	4	4	7	0.00%	-42.86%
Close Price/List Price	105.96%	105.96%	99.85%	0.00%	6.12%
Attached					
Active Listings at Month End	985	739	2,301	33.29%	-57.19%
New Listings	2,163	1,774	2,259	21.93%	-4.25%
Pending	1,896	1,894	2,093	0.11%	-9.41%
Closed	1,819	1,746	1,684	4.18%	8.02%
Close Price - Average	\$ 440,066	\$ 446,415	\$ 369,918	-1.42%	18.96%
Close Price - Median	\$ 380,000	\$ 380,000	\$ 325,000	0.00%	16.92%
Sales Volume	\$ 800,479,157	\$ 779,441,414	\$ 622,941,837	2.70%	28.50%
Days in MLS - Average	14	17	29	-17.65%	-51.72%
Days in MLS - Median	4	4	13	0.00%	-69.23%
Close Price/List Price	104.08%	103.59%	99.37%	0.47%	4.74%

JUNE DATA YTD 2021 to 2017

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
Active Listings at Month End	3,122	6,383	9,520	7,436	7,059	-51.09%	-32.95%	28.03%	5.34%
New Listings	35,347	36,063	40,061	37,740	37,319	-1.99%	-9.98%	6.15%	1.13%
Closed	29,835	25,847	28,196	28,306	28,482	15.43%	-8.33%	-0.39%	-0.62%
Close Price - Average	\$ 602,695	\$ 498,428	\$ 487,185	\$ 479,182	\$ 434,464	20.92%	2.31%	1.67%	10.29%
Close Price - Median	\$ 515,000	\$ 437,959	\$ 419,000	\$ 415,000	\$ 377,581	17.59%	4.52%	0.96%	9.91%
Sales Volume	\$ 17,981,395,565	\$ 12,882,862,526	\$ 13,736,672,678	\$ 13,563,724,953	\$ 12,374,408,134	39.58%	-6.22%	1.28%	9.61%
Days in MLS - Average	16	30	30	24	25	-46.67%	0.00%	25.00%	-4.00%
Days in MLS - Median	4	9	10	6	6	-55.56%	-10.00%	66.67%	0.00%
Close Price/List Price	103.87%	99.58%	99.41%	100.44%	100.38%	4.31%	0.17%	-1.03%	0.06%
Detached									
Active Listings at Month End	2,137	4,082	6,845	5,670	5,414	-47.65%	-40.37%	20.72%	4.73%
New Listings	24,787	25,107	28,502	27,278	26,952	-1.27%	-11.91%	4.49%	1.21%
Closed	20,393	18,342	20,033	20,081	20,397	11.18%	-8.44%	-0.24%	-1.55%
Close Price - Average	\$ 684,689	\$ 550,373	\$ 537,029	\$ 530,032	\$ 481,316	24.40%	2.48%	1.32%	10.12%
Close Price - Median	\$ 570,000	\$ 475,000	\$ 453,000	\$ 447,000	\$ 410,000	20.00%	4.86%	1.34%	9.02%
Sales Volume	\$ 13,962,859,306	\$ 10,094,935,614	\$ 10,758,298,406	\$ 10,643,581,108	\$ 9,817,400,132	38.32%	-6.17%	1.08%	8.42%
Days in MLS - Average	13	29	30	25	27	-55.17%	-3.33%	20.00%	-7.41%
Days in MLS - Median	4	8	10	6	7	-50.00%	-20.00%	66.67%	-14.29%
Close Price/List Price	104.60%	99.66%	99.44%	100.35%	100.23%	4.96%	0.22%	-0.91%	0.12%
Attached									
Active Listings at Month End	985	2,301	2,675	1,766	1,645	-57.19%	-13.98%	51.47%	7.36%
New Listings	10,560	10,956	11,559	10,462	10,367	-3.61%	-5.22%	10.49%	0.92%
Closed	9,442	7,505	8,163	8,225	8,085	25.81%	-8.06%	-0.75%	1.73%
Close Price - Average	\$ 425,602	\$ 371,476	\$ 364,863	\$ 355,033	\$ 316,266	14.57%	1.81%	2.77%	12.26%
Close Price - Median	\$ 363,000	\$ 322,000	\$ 305,000	\$ 300,000	\$ 265,000	12.73%	5.57%	1.67%	13.21%
Sales Volume	\$ 4,018,536,259	\$ 2,787,926,912	\$ 2,978,374,272	\$ 2,920,143,845	\$ 2,557,008,002	44.14%	-6.39%	1.99%	14.20%
Days in MLS - Average	23	32	30	22	21	-28.13%	6.67%	36.36%	4.76%
Days in MLS - Median	5	11	11	6	5	-54.55%	0.00%	83.33%	20.00%
Close Price/List Price	102.31%	99.38%	99.36%	100.67%	100.75%	2.95%	0.02%	-1.30%	-0.08%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	2	2.00	-	-	
\$100,000 to \$199,999	2	8	4.00	74	48	0.65
\$200,000 to \$299,999	30	27	0.90	370	158	0.43
\$300,000 to \$399,999	215	80	0.37	541	183	0.34
\$400,000 to \$499,999	820	246	0.30	382	136	0.36
\$500,000 to \$749,999	2,099	855	0.41	304	234	0.77
\$750,000 to \$999,999	659	396	0.60	83	102	1.23
\$1,000,000 and over	544	523	0.96	65	124	1.91
TOTALS	4,370	2,137	0.49	1,819	985	0.54

Price Range	Detached		% change	Attached		% change
	Closed Jun, '21	Closed May '21		Closed Jun, '21	Closed May '21	
Month-Over-Month						
\$0 to \$99,999	1	3	-66.67%	-	-	
\$100,000 to \$199,999	2	6	-66.67%	74	87	-14.94%
\$200,000 to \$299,999	30	28	7.14%	370	373	-0.80%
\$300,000 to \$399,999	215	204	5.39%	541	479	12.94%
\$400,000 to \$499,999	820	831	-1.32%	382	371	2.96%
\$500,000 to \$749,999	2,099	1,844	13.83%	304	281	8.19%
\$750,000 to \$999,999	659	563	17.05%	83	90	-7.78%
\$1,000,000 and over	544	438	24.20%	65	65	0.00%
TOTALS	4,370	3,917	11.56%	1,819	1,746	4.18%

Price Range	Detached		% change	Attached		% change
	YTD Jun, '21	YTD Jun, '20		YTD Jun, '21	YTD Jun, '20	
Year-Over-Year						
\$0 to \$99,999	8	10	-20.00%	-	4	-100.00%
\$100,000 to \$199,999	21	71	-70.42%	633	727	-12.93%
\$200,000 to \$299,999	233	616	-62.18%	2,177	2,389	-8.87%
\$300,000 to \$399,999	1,665	3,977	-58.13%	2,690	2,106	27.73%
\$400,000 to \$499,999	4,786	5,565	-14.00%	1,745	1,041	67.63%
\$500,000 to \$749,999	8,776	5,825	50.66%	1,492	901	65.59%
\$750,000 to \$999,999	2,695	1,327	103.09%	414	238	73.95%
\$1,000,000 and over	2,209	951	132.28%	291	99	193.94%
TOTALS	20,393	18,342	11.18%	9,442	7,505	25.81%

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

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

	Jun, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	684	568	465	20.42%	47.10%
Pending	523	531	398	-1.51%	31.41%
Closed	609	503	265	21.07%	129.81%
Sales Volume	\$ 992,799,166	\$ 791,612,279	\$ 388,080,471	25.41%	155.82%
Days in MLS - Average	27	25	46	8.00%	-41.30%
Days in MLS - Median	4	5	17	-20.00%	-76.47%
Close Price/List Price	104.23%	103.67%	98.02%	0.54%	6.34%
PSF Total	\$ 369	\$ 381	\$ 312	-3.15%	18.27%
Detached					
New Listings	599	497	423	20.52%	41.61%
Pending	465	464	375	0.22%	24.00%
Closed	544	438	249	24.20%	118.47%
Sales Volume	\$ 904,021,793	\$ 693,648,411	\$ 366,392,691	30.33%	146.74%
Days in MLS - Average	20	21	45	-4.76%	-55.56%
Days in MLS - Median	4	4	17	0.00%	-76.47%
Close Price/List Price	104.74%	104.19%	98.04%	0.53%	6.83%
PSF Total	\$ 349	\$ 345	\$ 300	1.16%	16.33%
Attached					
New Listings	85	71	42	19.72%	102.38%
Pending	58	67	23	-13.43%	152.17%
Closed	65	65	16	0.00%	306.25%
Sales Volume	\$ 88,777,373	\$ 97,963,868	\$ 21,687,780	-9.38%	309.34%
Days in MLS - Average	85	56	58	51.79%	46.55%
Days in MLS - Median	10	6	59	66.67%	-83.05%
Close Price/List Price	99.85%	100.19%	97.71%	-0.34%	2.19%
PSF Total	\$ 544	\$ 620	\$ 501	-12.26%	8.58%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	2,948	2,311	2,342	2,031	1,810	27.56%	-1.32%	15.31%	12.21%
Pending	2,563	1,363	1,421	1,277	978	88.04%	-4.08%	11.28%	30.57%
Closed	2,500	1,050	1,198	1,167	890	138.10%	-12.35%	2.66%	31.12%
Sales Volume	\$ 3,996,142,442	\$ 1,578,267,352	\$ 1,865,055,137	\$ 1,781,150,201	\$ 1,339,833,270	153.20%	-15.38%	4.71%	32.94%
Days in MLS - Average	38	59	57	67	86	-35.59%	3.51%	-14.93%	-22.09%
Days in MLS - Median	5	21	19	24	33	-76.19%	10.53%	-20.83%	-27.27%
Close Price/List Price	102.17%	97.31%	97.65%	97.56%	97.30%	4.99%	-0.35%	0.09%	0.27%
PSF Total	\$ 364	\$ 339	\$ 335	\$ 304	\$ 299	7.37%	1.19%	10.20%	1.67%
Detached									
New Listings	2,557	2,058	2,074	1,846	1,652	24.25%	-0.77%	12.35%	11.74%
Pending	2,266	1,254	1,274	1,163	878	80.70%	-1.57%	9.54%	32.46%
Closed	2,209	951	1,064	1,069	796	132.28%	-10.62%	-0.47%	34.30%
Sales Volume	\$ 3,575,687,294	\$ 1,434,041,094	\$ 1,642,224,968	\$ 1,625,812,117	\$ 1,209,173,972	149.34%	-12.68%	1.01%	34.46%
Days in MLS - Average	35	58	58	67	87	-39.66%	0.00%	-13.43%	-22.99%
Days in MLS - Median	5	20	19	25	33	-75.00%	5.26%	-24.00%	-24.24%
Close Price/List Price	102.47%	97.35%	97.61%	97.58%	97.30%	5.26%	-0.27%	0.03%	0.29%
PSF Total	\$ 339	\$ 313	\$ 298	\$ 285	\$ 281	8.31%	5.03%	4.56%	1.42%
Attached									
New Listings	391	253	268	185	158	54.55%	-5.60%	44.86%	17.09%
Pending	297	109	147	114	100	172.48%	-25.85%	28.95%	14.00%
Closed	291	99	134	98	94	193.94%	-26.12%	36.73%	4.26%
Sales Volume	\$ 420,455,148	\$ 144,226,258	\$ 222,830,169	\$ 155,338,084	\$ 130,659,298	191.52%	-35.28%	43.45%	18.89%
Days in MLS - Average	61	68	50	66	77	-10.29%	36.00%	-24.24%	-14.29%
Days in MLS - Median	7	37	17	24	39	-81.08%	117.65%	-29.17%	-38.46%
Close Price/List Price	99.87%	96.98%	97.95%	97.37%	97.29%	2.98%	-0.99%	0.60%	0.08%
PSF Total	\$ 560	\$ 589	\$ 626	\$ 515	\$ 455	-4.92%	-5.91%	21.55%	13.19%

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

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

	Jun, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	955	725	628	31.72%	52.07%
Pending	714	703	558	1.56%	27.96%
Closed	742	653	407	13.63%	82.31%
Sales Volume	\$ 627,207,763	\$ 553,162,970	\$ 344,536,318	13.39%	82.04%
Days in MLS - Average	11	13	39	-15.38%	-71.79%
Days in MLS - Median	4	4	13	0.00%	-69.23%
Close Price/List Price	105.43%	105.12%	99.27%	0.29%	6.21%
PSF Total	\$ 277	\$ 278	\$ 253	-0.36%	9.49%
Detached					
New Listings	853	645	520	32.25%	64.04%
Pending	643	630	476	2.06%	35.08%
Closed	659	563	364	17.05%	81.04%
Sales Volume	\$ 556,399,167	\$ 475,837,989	\$ 308,048,312	16.93%	80.62%
Days in MLS - Average	9	8	38	12.50%	-76.32%
Days in MLS - Median	4	4	12	0.00%	-66.67%
Close Price/List Price	105.91%	105.64%	99.38%	0.26%	6.57%
PSF Total	\$ 265	\$ 257	\$ 242	3.11%	9.50%
Attached					
New Listings	102	80	108	27.50%	-5.56%
Pending	71	73	82	-2.74%	-13.41%
Closed	83	90	43	-7.78%	93.02%
Sales Volume	\$ 70,808,596	\$ 77,324,981	\$ 36,488,006	-8.43%	94.06%
Days in MLS - Average	20	48	45	-58.33%	-55.56%
Days in MLS - Median	5	5	26	0.00%	-80.77%
Close Price/List Price	101.61%	101.85%	98.32%	-0.24%	3.35%
PSF Total	\$ 269	\$ 404	\$ 346	-33.42%	-22.25%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	3,727	2,850	2,786	2,316	2,060	30.77%	2.30%	20.29%	12.43%
Pending	3,341	2,051	1,917	1,733	1,415	62.90%	6.99%	10.62%	22.47%
Closed	3,109	1,565	1,570	1,573	1,217	98.66%	-0.32%	-0.19%	29.25%
Sales Volume	\$ 2,637,275,297	\$ 1,321,893,900	\$ 1,328,820,092	\$ 1,337,275,682	\$ 1,032,028,198	99.51%	-0.52%	-0.63%	29.58%
Days in MLS - Average	18	42	43	46	54	-57.14%	-2.33%	-6.52%	-14.81%
Days in MLS - Median	4	13	15	12	21	-69.23%	-13.33%	25.00%	-42.86%
Close Price/List Price	103.93%	99.03%	99.04%	99.44%	98.69%	4.95%	-0.01%	-0.40%	0.76%
PSF Total	\$ 275	\$ 250	\$ 245	\$ 239	\$ 225	10.00%	2.04%	2.51%	6.22%
Detached									
New Listings	3,214	2,350	2,339	2,052	1,781	36.77%	0.47%	13.99%	15.22%
Pending	2,887	1,753	1,632	1,476	1,227	64.69%	7.41%	10.57%	20.29%
Closed	2,695	1,327	1,323	1,333	1,058	103.09%	0.30%	-0.75%	25.99%
Sales Volume	\$ 2,281,677,170	\$ 1,119,362,877	\$ 1,118,486,869	\$ 1,135,401,300	\$ 899,351,320	103.84%	0.08%	-1.49%	26.25%
Days in MLS - Average	14	42	40	46	55	-66.67%	5.00%	-13.04%	-16.36%
Days in MLS - Median	4	12	14	12	21	-66.67%	-14.29%	16.67%	-42.86%
Close Price/List Price	104.41%	99.09%	99.05%	99.44%	98.65%	5.37%	0.04%	-0.39%	0.80%
PSF Total	\$ 257	\$ 231	\$ 227	\$ 221	\$ 210	11.26%	1.76%	2.71%	5.24%
Attached									
New Listings	513	500	447	264	279	2.60%	11.86%	69.32%	-5.38%
Pending	454	298	285	257	188	52.35%	4.56%	10.89%	36.70%
Closed	414	238	247	240	159	73.95%	-3.64%	2.92%	50.94%
Sales Volume	\$ 355,598,127	\$ 202,531,023	\$ 210,333,223	\$ 201,874,382	\$ 132,676,878	75.58%	-3.71%	4.19%	52.15%
Days in MLS - Average	44	42	57	44	52	4.76%	-26.32%	29.55%	-15.38%
Days in MLS - Median	7	18	23	13	19	-61.11%	-21.74%	76.92%	-31.58%
Close Price/List Price	100.77%	98.72%	98.95%	99.39%	98.97%	2.08%	-0.23%	-0.44%	0.42%
PSF Total	\$ 393	\$ 355	\$ 356	\$ 338	\$ 326	10.70%	-0.28%	5.33%	3.68%

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

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

	Jun, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,857	2,115	2,019	35.08%	41.51%
Pending	2,329	2,174	2,025	7.13%	15.01%
Closed	2,403	2,125	1,678	13.08%	43.21%
Sales Volume	\$ 1,441,382,144	\$ 1,277,891,866	\$ 1,001,017,097	12.79%	43.99%
Days in MLS - Average	7	8	28	-12.50%	-75.00%
Days in MLS - Median	4	4	12	0.00%	-66.67%
Close Price/List Price	105.98%	106.27%	99.64%	-0.27%	6.36%
PSF Total	\$ 264	\$ 262	\$ 224	0.76%	17.86%
Detached					
New Listings	2,497	1,855	1,710	34.61%	46.02%
Pending	2,045	1,903	1,753	7.46%	16.66%
Closed	2,099	1,844	1,468	13.83%	42.98%
Sales Volume	\$ 1,263,975,599	\$ 1,112,999,896	\$ 876,933,093	13.56%	44.14%
Days in MLS - Average	6	6	26	0.00%	-76.92%
Days in MLS - Median	4	4	11	0.00%	-63.64%
Close Price/List Price	106.35%	106.77%	99.72%	-0.39%	6.65%
PSF Total	\$ 251	\$ 243	\$ 207	3.29%	21.26%
Attached					
New Listings	360	260	309	38.46%	16.50%
Pending	284	271	272	4.80%	4.41%
Closed	304	281	210	8.19%	44.76%
Sales Volume	\$ 177,406,545	\$ 164,891,970	\$ 124,084,004	7.59%	42.97%
Days in MLS - Average	14	17	47	-17.65%	-70.21%
Days in MLS - Median	4	4	21	0.00%	-80.95%
Close Price/List Price	103.41%	103.02%	99.09%	0.38%	4.36%
PSF Total	\$ 354	\$ 383	\$ 341	-7.57%	3.81%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	11,462	9,646	9,834	8,551	7,234	18.83%	-1.91%	15.00%	18.21%
Pending	10,577	7,980	7,342	6,795	5,504	32.54%	8.69%	8.05%	23.46%
Closed	10,268	6,726	6,346	6,244	4,991	52.66%	5.99%	1.63%	25.11%
Sales Volume	\$ 6,167,043,577	\$ 3,993,257,746	\$ 3,778,751,589	\$ 3,706,373,668	\$ 2,949,198,372	54.44%	5.68%	1.95%	25.67%
Days in MLS - Average	13	36	36	34	40	-63.89%	0.00%	5.88%	-15.00%
Days in MLS - Median	4	12	14	10	13	-66.67%	-14.29%	40.00%	-23.08%
Close Price/List Price	104.94%	99.50%	99.27%	99.92%	99.49%	5.47%	0.23%	-0.65%	0.43%
PSF Total	\$ 258	\$ 220	\$ 213	\$ 211	\$ 197	17.27%	3.29%	0.95%	7.11%
Detached									
New Listings	9,821	8,150	8,435	7,328	6,263	20.50%	-3.38%	15.11%	17.00%
Pending	9,011	6,891	6,381	5,844	4,785	30.76%	7.99%	9.19%	22.13%
Closed	8,776	5,825	5,510	5,344	4,355	50.66%	5.72%	3.11%	22.71%
Sales Volume	\$ 5,281,752,826	\$ 3,460,156,068	\$ 3,281,392,989	\$ 3,171,752,328	\$ 2,569,245,758	52.64%	5.45%	3.46%	23.45%
Days in MLS - Average	9	34	35	32	38	-73.53%	-2.86%	9.38%	-15.79%
Days in MLS - Median	4	11	13	9	12	-63.64%	-15.38%	44.44%	-25.00%
Close Price/List Price	105.42%	99.55%	99.29%	99.96%	99.52%	5.90%	0.26%	-0.67%	0.44%
PSF Total	\$ 240	\$ 200	\$ 195	\$ 192	\$ 180	20.00%	2.56%	1.56%	6.67%
Attached									
New Listings	1,641	1,496	1,399	1,223	971	9.69%	6.93%	14.39%	25.95%
Pending	1,566	1,089	961	951	719	43.80%	13.32%	1.05%	32.27%
Closed	1,492	901	836	900	636	65.59%	7.78%	-7.11%	41.51%
Sales Volume	\$ 885,290,751	\$ 533,101,678	\$ 497,358,600	\$ 534,621,340	\$ 379,952,614	66.06%	7.19%	-6.97%	40.71%
Days in MLS - Average	30	49	44	46	49	-38.78%	11.36%	-4.35%	-6.12%
Days in MLS - Median	5	18	18	14	20	-72.22%	0.00%	28.57%	-30.00%
Close Price/List Price	102.08%	99.22%	99.08%	99.68%	99.28%	2.88%	0.14%	-0.60%	0.40%
PSF Total	\$ 367	\$ 349	\$ 330	\$ 328	\$ 311	5.16%	5.76%	0.61%	5.47%

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

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

	Jun, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,693	2,328	3,301	15.68%	-18.42%
Pending	2,500	2,481	3,381	0.77%	-26.06%
Closed	1,958	1,885	3,095	3.87%	-36.74%
Sales Volume	\$ 806,647,372	\$ 777,609,113	\$ 1,245,479,081	3.73%	-35.23%
Days in MLS - Average	7	8	19	-12.50%	-63.16%
Days in MLS - Median	4	4	7	0.00%	-42.86%
Close Price/List Price	105.70%	105.29%	100.11%	0.39%	5.58%
PSF Total	\$ 288	\$ 283	\$ 227	1.77%	26.87%
Detached					
New Listings	1,653	1,493	2,323	10.72%	-28.84%
Pending	1,574	1,589	2,465	-0.94%	-36.15%
Closed	1,035	1,035	2,341	0.00%	-55.79%
Sales Volume	\$ 450,294,355	\$ 448,467,411	\$ 961,124,908	0.41%	-53.15%
Days in MLS - Average	5	6	17	-16.67%	-70.59%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	106.00%	105.81%	100.27%	0.18%	5.71%
PSF Total	\$ 281	\$ 270	\$ 215	4.07%	30.70%
Attached					
New Listings	1,040	835	978	24.55%	6.34%
Pending	926	892	916	3.81%	1.09%
Closed	923	850	754	8.59%	22.41%
Sales Volume	\$ 356,353,017	\$ 329,141,702	\$ 284,354,173	8.27%	25.32%
Days in MLS - Average	8	10	28	-20.00%	-71.43%
Days in MLS - Median	4	4	13	0.00%	-69.23%
Close Price/List Price	105.36%	104.67%	99.62%	0.66%	5.76%
PSF Total	\$ 297	\$ 299	\$ 265	-0.67%	12.08%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	13,609	16,327	18,836	17,955	16,818	-16.65%	-13.32%	4.91%	6.76%
Pending	13,289	14,750	15,853	14,977	14,654	-9.91%	-6.96%	5.85%	2.20%
Closed	10,886	12,689	14,215	13,965	13,615	-14.21%	-10.74%	1.79%	2.57%
Sales Volume	\$ 4,455,888,603	\$ 5,083,886,077	\$ 5,606,848,005	\$ 5,478,015,082	\$ 5,268,901,428	-12.35%	-9.33%	2.35%	3.97%
Days in MLS - Average	12	24	25	18	20	-50.00%	-4.00%	38.89%	-10.00%
Days in MLS - Median	4	7	8	6	6	-42.86%	-12.50%	33.33%	0.00%
Close Price/List Price	104.02%	100.03%	99.77%	100.85%	100.64%	3.99%	0.26%	-1.07%	0.21%
PSF Total	\$ 274	\$ 222	\$ 211	\$ 205	\$ 186	23.42%	5.21%	2.93%	10.22%
Detached									
New Listings	8,881	11,735	14,424	14,213	13,775	-24.32%	-18.64%	1.48%	3.18%
Pending	8,617	11,051	12,359	11,937	12,173	-22.03%	-10.58%	3.54%	-1.94%
Closed	6,451	9,542	11,154	11,045	11,347	-32.39%	-14.45%	0.99%	-2.66%
Sales Volume	\$ 2,757,885,235	\$ 3,904,597,942	\$ 4,461,420,037	\$ 4,377,747,001	\$ 4,411,913,606	-29.37%	-12.48%	1.91%	-0.77%
Days in MLS - Average	8	21	24	16	19	-61.90%	-12.50%	50.00%	-15.79%
Days in MLS - Median	4	6	8	5	6	-33.33%	-25.00%	60.00%	-16.67%
Close Price/List Price	104.52%	100.15%	99.83%	100.92%	100.70%	4.36%	0.32%	-1.08%	0.22%
PSF Total	\$ 260	\$ 209	\$ 198	\$ 191	\$ 173	24.40%	5.56%	3.66%	10.40%
Attached									
New Listings	4,728	4,592	4,412	3,742	3,043	2.96%	4.08%	17.90%	22.97%
Pending	4,672	3,699	3,494	3,040	2,481	26.30%	5.87%	14.93%	22.53%
Closed	4,435	3,147	3,061	2,920	2,268	40.93%	2.81%	4.83%	28.75%
Sales Volume	\$ 1,698,003,368	\$ 1,179,288,135	\$ 1,145,427,968	\$ 1,100,268,081	\$ 856,987,822	43.99%	2.96%	4.10%	28.39%
Days in MLS - Average	17	30	30	23	25	-43.33%	0.00%	30.43%	-8.00%
Days in MLS - Median	4	11	11	6	6	-63.64%	0.00%	83.33%	0.00%
Close Price/List Price	103.30%	99.67%	99.56%	100.61%	100.36%	3.64%	0.11%	-1.04%	0.25%
PSF Total	\$ 293	\$ 260	\$ 256	\$ 259	\$ 249	12.69%	1.56%	-1.16%	4.02%