

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



# Denver Metro Real Estate Market Trends Report

June 2019

DMAR Statistics  
COMPLIMENTS OF



**ANTHONY RAE**  
RE/MAX ALLIANCE  
303.520.3179



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# MARKET OVERVIEW

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

Here are the highlights:



## Residential (Single Family plus Condo)

|                          |           | Prior Month | Year-Over-Year |
|--------------------------|-----------|-------------|----------------|
| Active Inventory         | 8,891     | 26.80%      | 38.12%         |
| Sold Homes               | 5,551     | 7.85%       | -6.01%         |
| Sold Price - Average     | \$505,827 | 2.07%       | 3.36%          |
| Sold Price - Median      | \$431,000 | 2.62%       | 2.38%          |
| Days on Market - Average | 24        | -14.29%     | 26.32%         |



## Single Family (aka Detached Single Family)

|                          |           |         |        |
|--------------------------|-----------|---------|--------|
| Active Inventory         | 6,331     | 29.44%  | 29.47% |
| Sold Homes               | 3,977     | 10.66%  | -6.95% |
| Sold Price - Average     | \$555,482 | 0.71%   | 2.90%  |
| Sold Price - Median      | \$470,000 | 2.17%   | 3.35%  |
| Days on Market - Average | 23        | -20.69% | 15.00% |



## Condo (aka Attached Single Family)

|                          |           |        |        |
|--------------------------|-----------|--------|--------|
| Active Inventory         | 2,560     | 20.70% | 65.48% |
| Sold Homes               | 1,574     | 1.35%  | -3.55% |
| Sold Price - Average     | \$380,363 | 3.93%  | 6.45%  |
| Sold Price - Median      | \$315,000 | 5.00%  | 2.76%  |
| Days on Market - Average | 27        | 0.00%  |        |

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# MARKET INSIGHTS

- ✓ *U.S. News & World Report* recently ranked Denver the second best city in the country in which to live.
- ✓ Four neighborhoods in Aurora are in the top five best places to buy a home this year according to the website, Niche. Eastridge Ptarmigan Park tops the list followed by Tallyn's Reach, Holly Hills in Denver, Dam West and Pride's Crossing. Using different criteria, *5280* magazine also ranked the top five neighborhoods and included Country Club, Belcaro, Washington Park, Virginia Village and University Park on its list.
- ✓ Cherry Creek is on a hot streak. Over the last five years, the neighborhood has added 2,000 new residential units, 600,000 square feet of office space, 300,000 square feet of retail space and 500 hotel rooms.
- ✓ Denver saw a net influx of 11,053 people over the course of a year, according to recently released U.S. Census Bureau figures. That growth was the nation's ninth-highest between July 1, 2017 and July 2018.
- ✓ Coloradans are good at paying their mortgages on time. Only 1.78 percent of their mortgages were 30 days or more past due in April. Colorado has had the lowest rate of mortgage delinquencies of any state in the country for the past 26 consecutive months.
- ✓ A new report from credit reporting agency, Experian, puts the average credit score in Colorado at 694.
- ✓ Survey of Household Economics and Decisionmaking found that the most important neighborhood amenity is a grocery store followed by shops and restaurants. Meanwhile, another report says grab bars, higher toilets and curb-less showers are the most common aging-in-place remodeling projects.
- ✓ Sales associates working for builders are reporting slower foot traffic.
- ✓ Inspections are becoming more contentious as buyers demand more repairs.
- ✓ Pending sales were down in three of the four major national regions, and the April decline put year-over-year contract signings at two per-

cent behind those of April 2018. This was the 16th straight month that pending sales failed to improve compared to those a year earlier.

- ✓ Nationally, home prices in all 50 states and in the District of Columbia increased since the fourth quarter of last year. Home prices rose 5.1 percent in the first quarter from a year earlier, the slowest annualized pace in four years, according to the Federal Housing Finance Agency.
- ✓ Homes are getting a little larger. According to first quarter 2019 data, median single-family square-foot floor area ticked up to 2,355 square feet and the average square footage for new single-family homes increased to 2,584 square feet.
- ✓ While economic data points to continued strength, financial sentiment is weakening with the spread between the 10-year and 3-month Treasury bill narrowing as fears of the impact of the trade war with China grow. Lower rates should, however, give a boost to the housing market, which has been on the upswing with both existing and new home sales picking up recently.
- ✓ The average 30-year fixed market rate, according to Freddie Mac, was at 3.99 percent at the end of May, compared to 4.20 percent at the end of April. At the end of 2018, the average 30-year fixed market rate was 4.64 percent. Note: rates assume a 0.5% percent origination.
- ✓ The U.S. Federal Reserve is done raising interest rates until at least the end of next year, according to economists in a Reuters poll who gave a 40 percent chance of at least one rate cut by end of 2020.
- ✓ **Quick Stats:**
  - Average active listings for May is 16,007 (1985-2018)
  - Record-high May was 2006 with 30,457 listings and 2016 represented the record-low with 5,463 listings.
  - The historical average increase in active listing from April to May is 5.19 percent. 2019 represents a new record increase of 26.8 percent.

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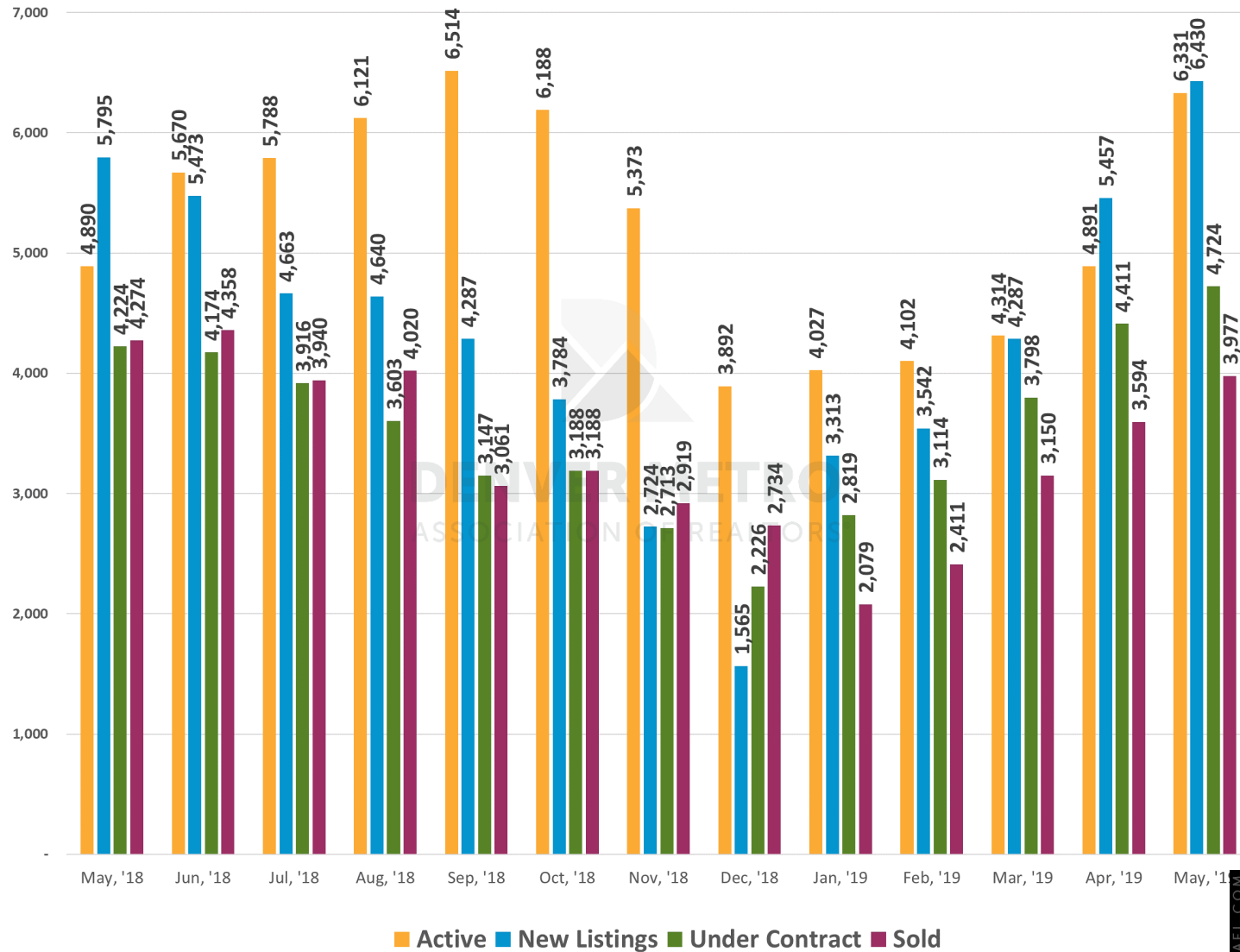
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# Single Family (aka Detached Single Family)

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



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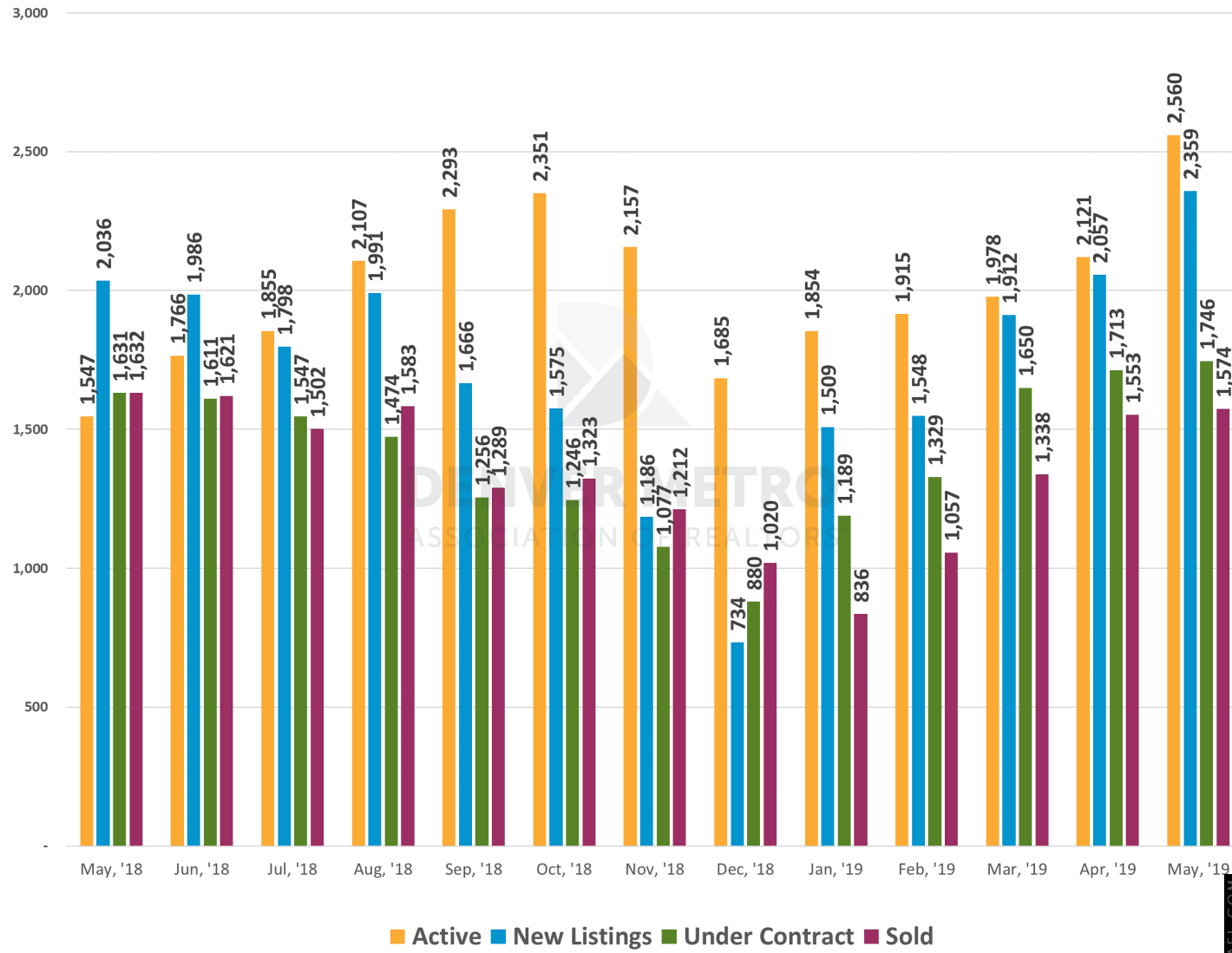
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# Condo (aka Attached Single Family)

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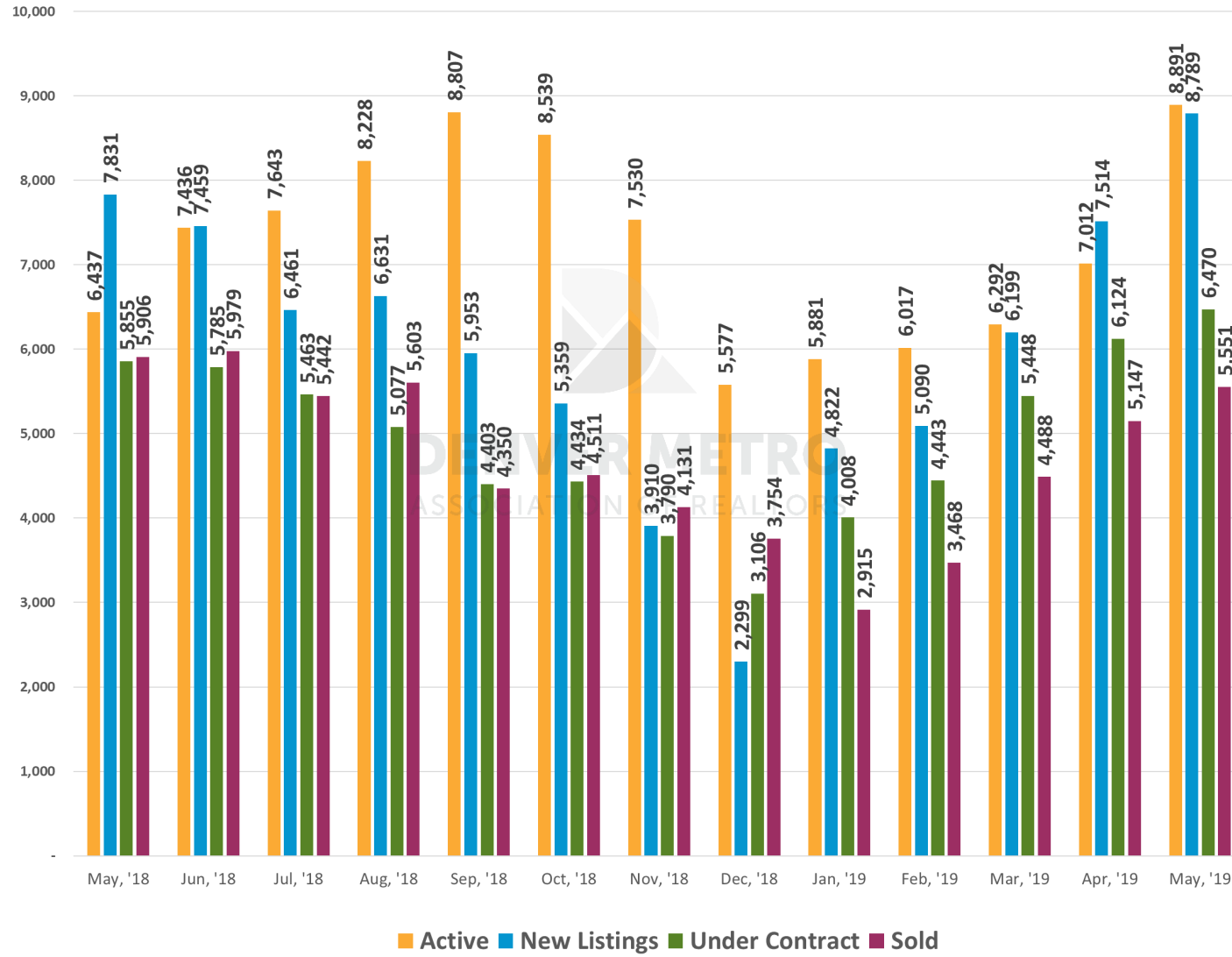


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# Residential (Single Family + Condo)

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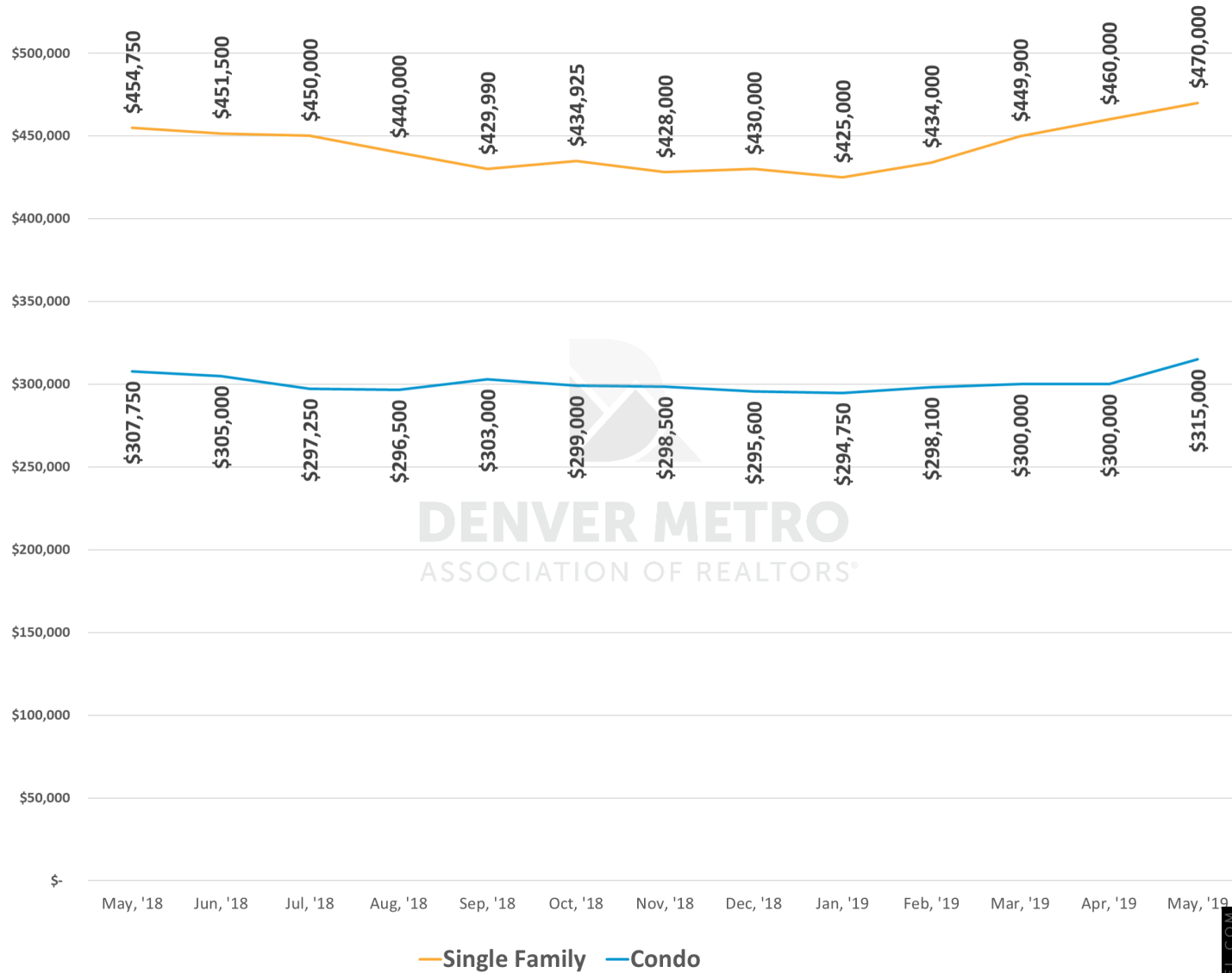
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## Median Sales Price

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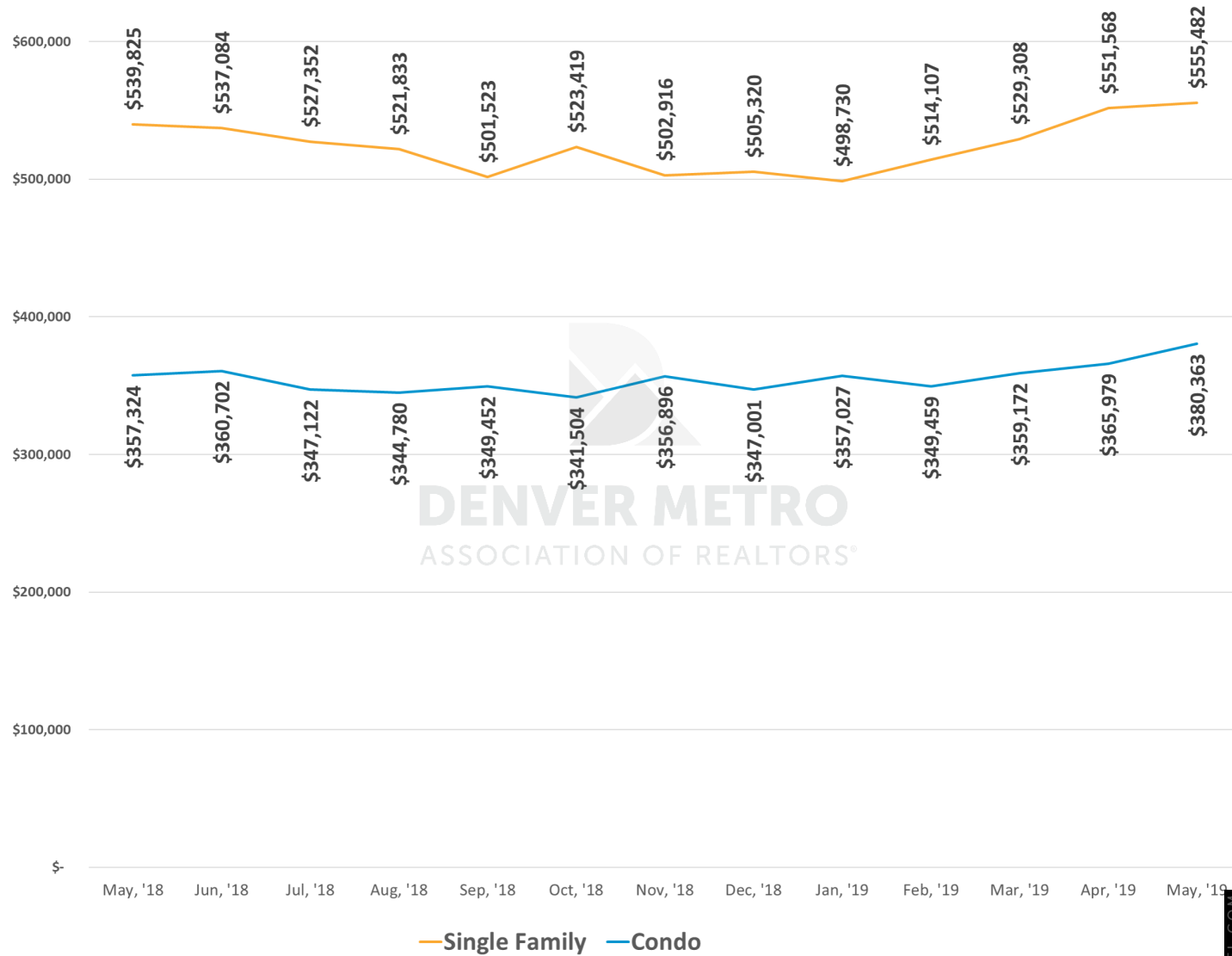


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## Average Sales Price

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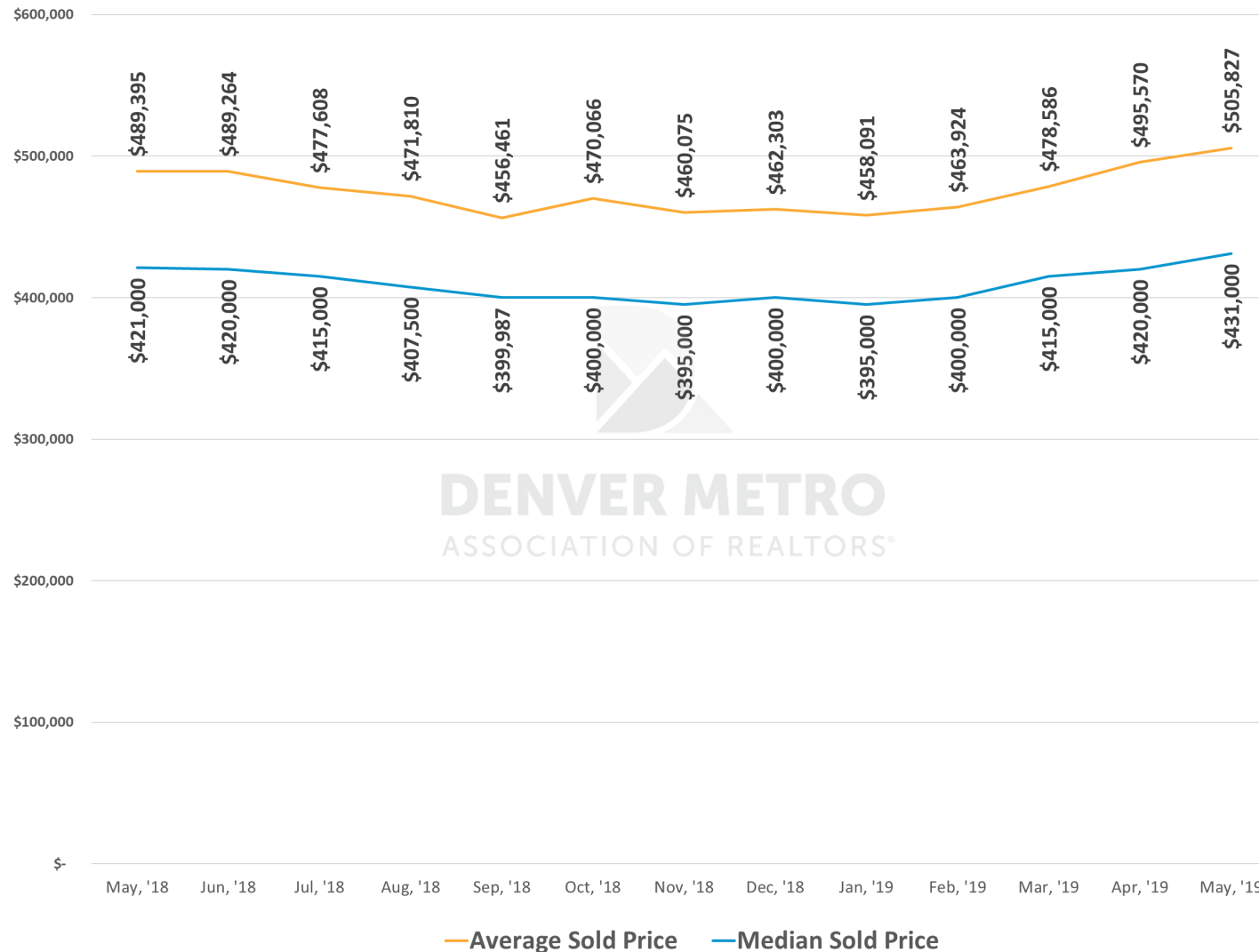
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# Residential Sold Price

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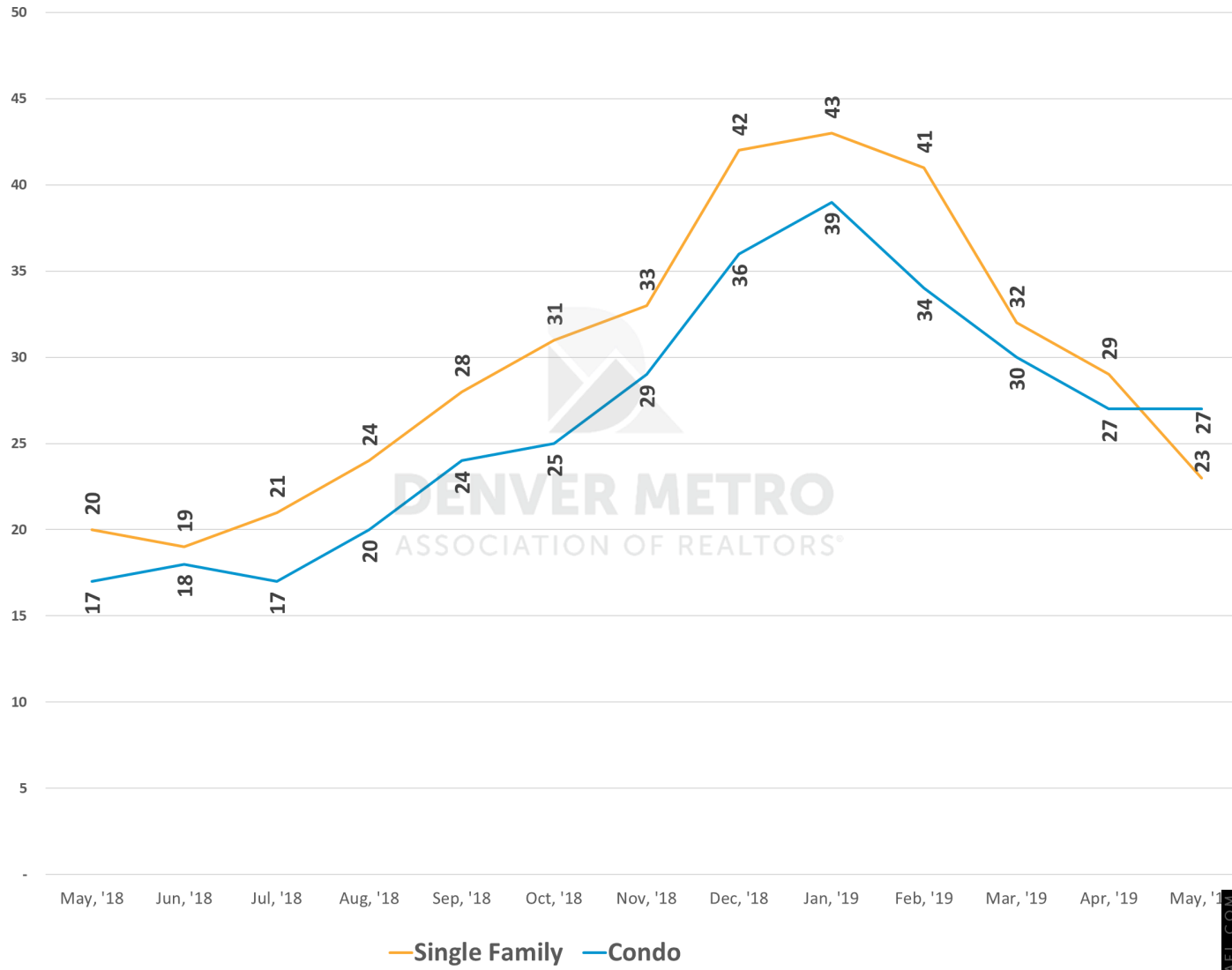


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# Average Days on Market

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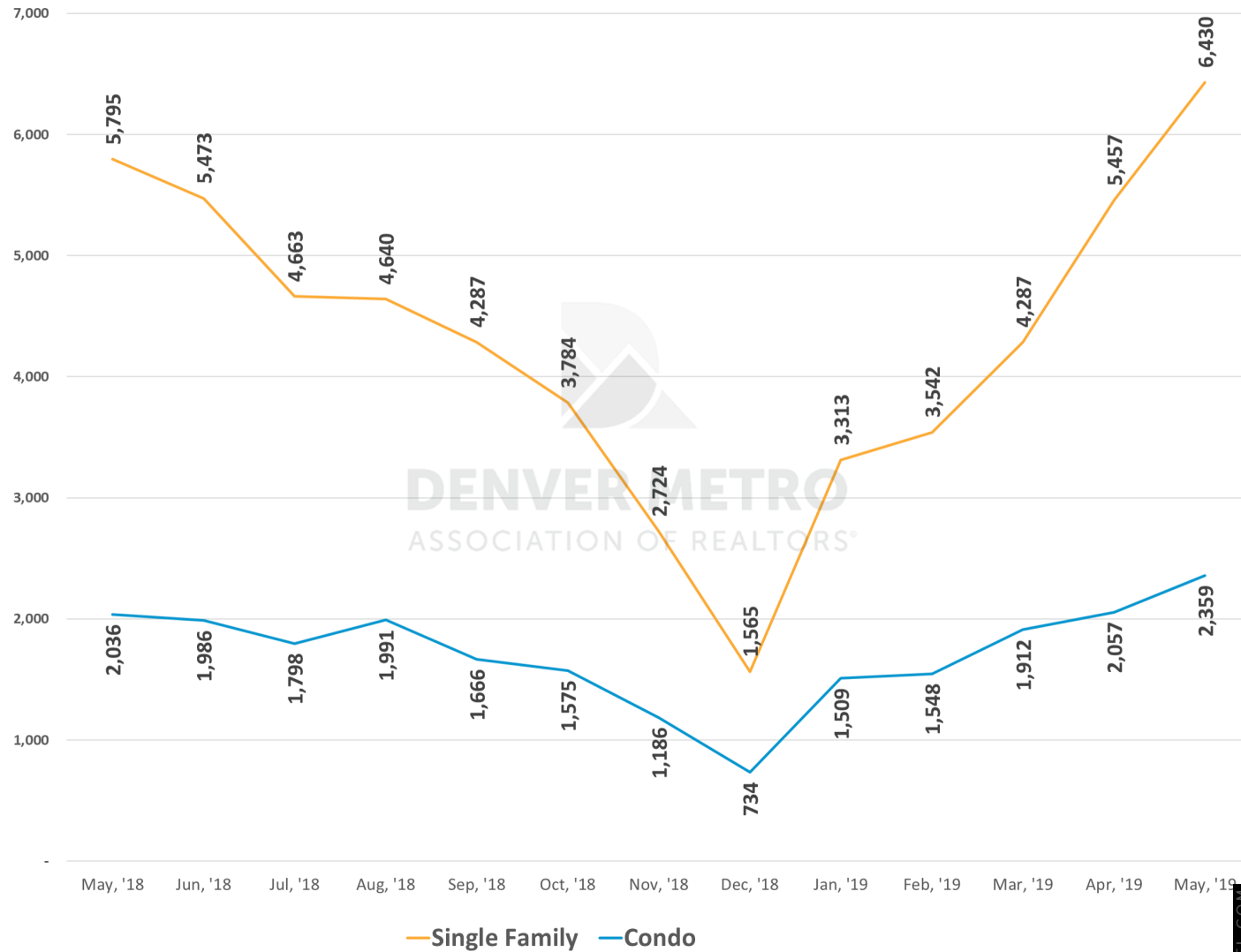


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# New Listings

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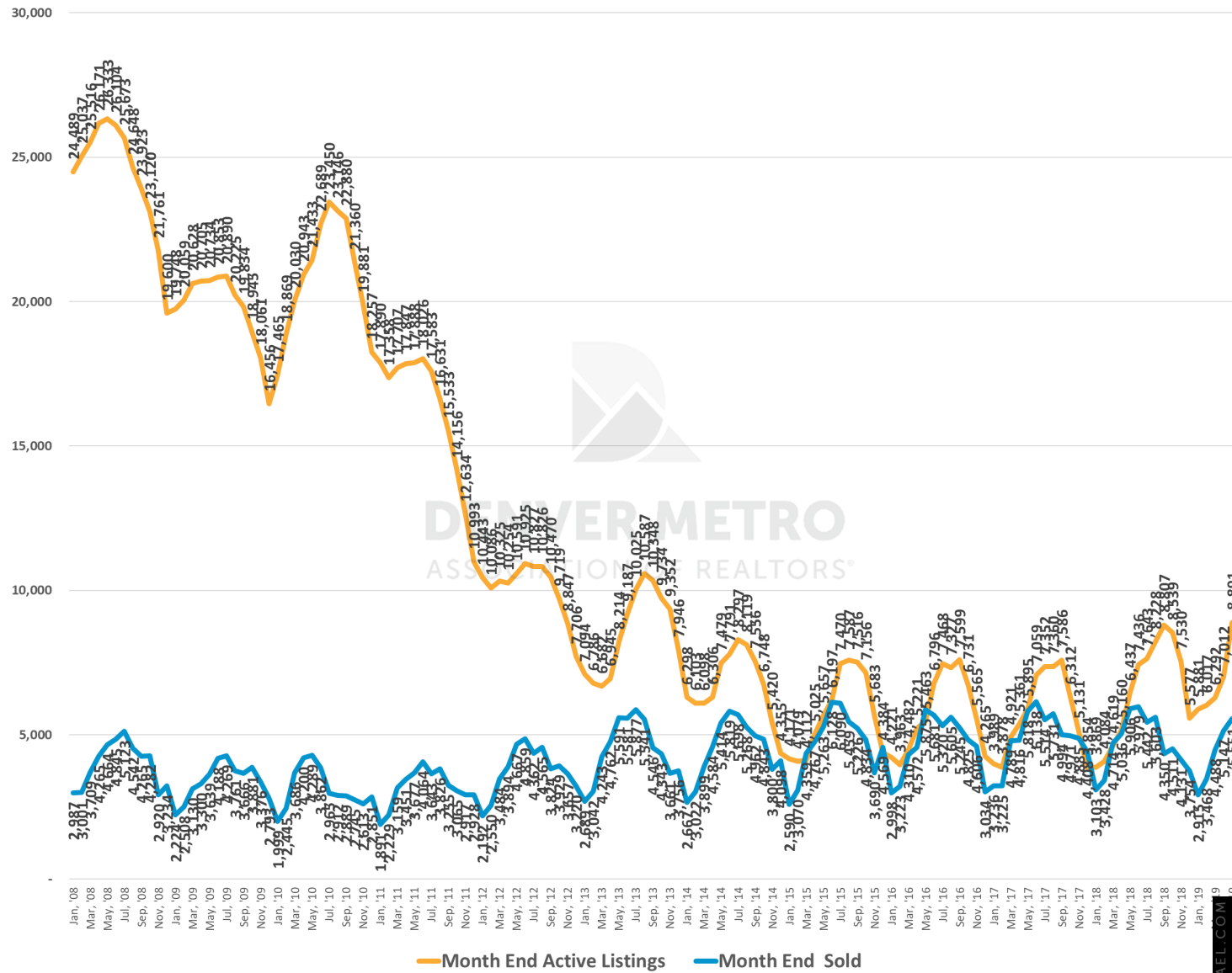
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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

|   | May '19          | Prior Month      | Year Ago         | Prior Month | Year Ago |
|---|------------------|------------------|------------------|-------------|----------|
| <b>Residential</b> (Single Family + Condo)        |                  |                  |                  |             |          |
| Active  | 8,891            | 7,012            | 6,437            | 26.80%      | 38.12%   |
| New Listings                                      | 8,789            | 7,514            | 7,831            | 16.97%      | 12.23%   |
| Under Contract                                    | 6,470            | 6,124            | 5,855            | 5.65%       | 10.50%   |
| Days on Market - Average                          | 24               | 28               | 19               | -14.29%     | 26.32%   |
| Days on Market - Median                           | 7                | 8                | 5                | -12.50%     | 40.00%   |
| Sold  | 5,551            | 5,147            | 5,906            | 7.85%       | -6.01%   |
| Sold Price - Average                              | \$ 505,827       | \$ 495,570       | \$ 489,395       | 2.07%       | 3.36%    |
| Sold Price - Median                               | \$ 431,000       | \$ 420,000       | \$ 421,000       | 2.62%       | 2.38%    |
| Sales Volume                                      | \$ 2,807,845,677 | \$ 2,550,698,790 | \$ 2,890,366,870 | 10.08%      | -2.86%   |
| Close Price/List Price                            | 99.66%           | 99.67%           | 100.76%          | -0.01%      | -1.09%   |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |             |          |
| Active  | 6,331            | 4,891            | 4,890            | 29.44%      | 29.47%   |
| New Listings                                      | 6,430            | 5,457            | 5,795            | 17.83%      | 10.96%   |
| Under Contract                                    | 4,724            | 4,411            | 4,224            | 7.10%       | 11.84%   |
| Days on Market - Average                          | 23               | 29               | 20               | -20.69%     | 15.00%   |
| Days on Market - Median                           | 7                | 8                | 6                | -12.50%     | 16.67%   |
| Sold  | 3,977            | 3,594            | 4,274            | 10.66%      | -6.95%   |
| Sold Price - Average                              | \$ 555,482       | \$ 551,568       | \$ 539,825       | 0.71%       | 2.90%    |
| Sold Price - Median                               | \$ 470,000       | \$ 460,000       | \$ 454,750       | 2.17%       | 3.35%    |
| Sales Volume                                      | \$ 2,209,151,914 | \$ 1,982,335,392 | \$ 2,307,212,050 | 11.44%      | -4.25%   |
| Close Price/List Price                            | 99.73%           | 99.71%           | 100.68%          | 0.02%       | -0.94%   |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |             |          |
| Active  | 2,560            | 2,121            | 1,547            | 20.70%      | 65.48%   |
| New Listings                                      | 2,359            | 2,057            | 2,036            | 14.68%      | 15.86%   |
| Under Contract                                    | 1,746            | 1,713            | 1,631            | 1.93%       | 7.05%    |
| Days on Market - Average                          | 27               | 27               | 17               | 0.00%       | 58.82%   |
| Days on Market - Median                           | 10               | 9                | 5                | 11.11%      | 100.00%  |
| Sold  | 1,574            | 1,553            | 1,632            | 1.35%       | -3.55%   |
| Sold Price - Average                              | \$ 380,363       | \$ 365,979       | \$ 357,324       | 3.93%       | 6.45%    |
| Sold Price - Median                               | \$ 315,000       | \$ 300,000       | \$ 307,750       | 5.00%       | 2.36%    |
| Sales Volume                                      | \$ 598,691,362   | \$ 568,365,387   | \$ 583,152,768   | 5.34%       | 2.66%    |
| Close Price/List Price                            | 99.49%           | 99.58%           | 100.96%          | -0.09%      | -1.46%   |

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# MAY 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                      | 8,891             | 6,437             | 5,895            | 5,463            | 5,657            | 38.12%     | 9.19%      | 7.91%      | -3.43%     |
| New Listings                                      | 32,413            | 30,187            | 29,457           | 27,393           | 28,354           | 7.37%      | 2.48%      | 7.53%      | -3.39%     |
| Days on Market - Average                          | 32                | 26                | 27               | 28               | 28               | 23.08%     | -3.70%     | -3.57%     | 0.00%      |
| Days on Market - Median                           | 11                | 6                 | 6                | 6                | 6                | 83.33%     | 0.00%      | 0.00%      | 0.00%      |
| Sold  | 21,669            | 22,178            | 22,247           | 20,611           | 20,327           | -2.30%     | -0.31%     | 7.94%      | 1.40%      |
| Sold Price - Average                              | \$ 484,393        | \$ 475,530        | \$ 428,636       | \$ 394,486       | \$ 360,793       | 1.86%      | 10.94%     | 8.66%      | 9.34%      |
| Sold Price - Median                               | \$ 415,000        | \$ 410,000        | \$ 374,000       | \$ 343,500       | \$ 312,000       | 1.22%      | 9.63%      | 8.88%      | 10.10%     |
| Sales Volume                                      | \$ 10,496,311,917 | \$ 10,546,304,340 | \$ 9,535,865,092 | \$ 8,130,750,946 | \$ 7,333,839,311 | -0.47%     | 10.60%     | 17.28%     | 10.87%     |
| Close Price/List Price                            | 99.35%            | 100.45%           | 100.30%          | 100.46%          | 100.52%          | -1.10%     | 0.15%      | -0.16%     | -0.06%     |
| <b>Single Family</b> (aka Detached Single Family) |                   |                   |                  |                  |                  |            |            |            |            |
| Active Listings at month end                      | 6,331             | 4,890             | 4,560            | 4,319            | 4,545            | 29.47%     | 7.24%      | 5.58%      | -4.97%     |
| New Listings                                      | 23,016            | 21,778            | 21,281           | 19,965           | 20,456           | 5.68%      | 2.34%      | 6.59%      | -2.40%     |
| Days on Market - Average                          | 32                | 27                | 29               | 31               | 31               | 18.52%     | -6.90%     | -6.45%     | 0.00%      |
| Days on Market - Median                           | 10                | 6                 | 7                | 7                | 6                | 66.67%     | -14.29%    | 0.00%      | 16.67%     |
| Sold  | 15,289            | 15,617            | 15,843           | 14,756           | 14,486           | -2.10%     | -1.43%     | 7.37%      | 1.86%      |
| Sold Price - Average                              | \$ 534,577        | \$ 526,943        | \$ 475,929       | \$ 436,803       | \$ 403,003       | 1.45%      | 10.72%     | 8.96%      | 8.39%      |
| Sold Price - Median                               | \$ 450,000        | \$ 445,000        | \$ 407,000       | \$ 377,000       | \$ 345,000       | 1.12%      | 9.34%      | 7.96%      | 9.28%      |
| Sales Volume                                      | \$ 8,173,147,753  | \$ 8,229,268,831  | \$ 7,540,143,147 | \$ 6,445,465,068 | \$ 5,837,901,458 | -0.68%     | 9.14%      | 16.98%     | 10.41%     |
| Close Price/List Price                            | 99.36%            | 100.35%           | 100.16%          | 100.24%          | 100.39%          | -0.99%     | 0.19%      | -0.08%     | -0.15%     |
| <b>Condo</b> (aka Attached Single Family)         |                   |                   |                  |                  |                  |            |            |            |            |
| Active Listings at month end                      | 2,560             | 1,547             | 1,335            | 1,144            | 1,112            | 65.48%     | 15.88%     | 16.70%     | 2.88%      |
| New Listings                                      | 9,397             | 8,409             | 8,176            | 7,428            | 7,898            | 11.75%     | 2.85%      | 10.07%     | -5.95%     |
| Days on Market - Average                          | 31                | 23                | 22               | 20               | 21               | 34.78%     | 4.55%      | 10.00%     | -4.76%     |
| Days on Market - Median                           | 11                | 5                 | 5                | 5                | 5                | 120.00%    | 0.00%      | 0.00%      | 0.00%      |
| Sold  | 6,380             | 6,561             | 6,404            | 5,855            | 5,841            | -2.76%     | 2.45%      | 9.38%      | 0.24%      |
| Sold Price - Average                              | \$ 364,134        | \$ 353,151        | \$ 311,636       | \$ 287,839       | \$ 256,111       | 3.11%      | 13.32%     | 8.27%      | 12.39%     |
| Sold Price - Median                               | \$ 301,500        | \$ 299,900        | \$ 261,151       | \$ 235,000       | \$ 205,000       | 0.53%      | 14.84%     | 11.13%     | 14.63%     |
| Sales Volume                                      | \$ 2,323,174,920  | \$ 2,317,023,711  | \$ 1,995,716,944 | \$ 1,685,297,345 | \$ 1,495,944,351 | 0.27%      | 16.10%     | 18.42%     | 12.66%     |
| Close Price/List Price                            | 99.32%            | 100.68%           | 100.65%          | 101.00%          | 100.85%          | -1.35%     | 0.03%      | -0.35%     | 0.15%      |

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# MARKET TRENDS

| Price Range            | Single Family |        |      | Condo |        |      |
|------------------------|---------------|--------|------|-------|--------|------|
|                        | Sold          | Active | MOI  | Sold  | Active | MOI  |
| \$0 to \$99,999        | 4             | 11     | 2.75 | 2     | 12     | 6.00 |
| \$100,000 to \$199,999 | 12            | 16     | 1.33 | 159   | 205    | 1.29 |
| \$200,000 to \$299,999 | 132           | 110    | 0.83 | 536   | 622    | 1.16 |
| \$300,000 to \$399,999 | 960           | 825    | 0.86 | 408   | 572    | 1.40 |
| \$400,000 to \$499,999 | 1,145         | 1,342  | 1.17 | 207   | 430    | 2.08 |
| \$500,000 to \$749,999 | 1,192         | 2,236  | 1.88 | 179   | 421    | 2.35 |
| \$750,000 to \$999,999 | 307           | 769    | 2.50 | 46    | 188    | 4.09 |
| \$1,000,000 and over   | 225           | 1,022  | 4.54 | 37    | 110    | 2.97 |
| TOTALS                 | 3,977         | 6,331  | 1.59 | 1,574 | 2,560  | 1.63 |

| Price Range            | Single Family | Sold     | % change | Condo   | Sold     | % change |
|------------------------|---------------|----------|----------|---------|----------|----------|
|                        | May '19       | Apr, '19 |          | May '19 | Apr, '19 |          |
| \$0 to \$99,999        | 4             | 2        | 100.00%  | 2       | 3        | -33.33%  |
| \$100,000 to \$199,999 | 12            | 8        | 50.00%   | 159     | 182      | -12.64%  |
| \$200,000 to \$299,999 | 132           | 151      | -12.58%  | 536     | 575      | -6.78%   |
| \$300,000 to \$399,999 | 960           | 966      | -0.62%   | 408     | 391      | 4.35%    |
| \$400,000 to \$499,999 | 1,145         | 1,011    | 13.25%   | 207     | 155      | 33.55%   |
| \$500,000 to \$749,999 | 1,192         | 1,006    | 18.49%   | 179     | 165      | 8.48%    |
| \$750,000 to \$999,999 | 307           | 233      | 31.76%   | 46      | 50       | -8.00%   |
| \$1,000,000 and over   | 225           | 217      | 3.69%    | 37      | 32       | 15.63%   |
| TOTALS                 | 3,977         | 3,594    | 10.66%   | 1,574   | 1,553    | 1.35%    |

| Price Range            | Single Family | Sold        | % change | Condo       | Sold        | % change |
|------------------------|---------------|-------------|----------|-------------|-------------|----------|
|                        | YTD May '19   | YTD May '18 |          | YTD May '19 | YTD May '18 |          |
| \$0 to \$99,999        | 10            | 14          | -28.57%  | 16          | 26          | -38.46%  |
| \$100,000 to \$199,999 | 48            | 65          | -26.15%  | 737         | 846         | -12.88%  |
| \$200,000 to \$299,999 | 730           | 1,000       | -27.00%  | 2,345       | 2,411       | -2.74%   |
| \$300,000 to \$399,999 | 4,308         | 4,530       | -4.90%   | 1,566       | 1,483       | 5.60%    |
| \$400,000 to \$499,999 | 4,266         | 4,057       | 5.15%    | 765         | 798         | -4.14%   |
| \$500,000 to \$749,999 | 4,150         | 4,114       | 0.88%    | 643         | 736         | -12.64%  |
| \$750,000 to \$999,999 | 972           | 1,009       | -3.67%   | 198         | 188         | 5.32%    |
| \$1,000,000 and over   | 805           | 828         | -2.78%   | 110         | 73          | 50.68%   |
| TOTALS                 | 15,289        | 15,617      | -2.10%   | 6,380       | 6,561       | -2.76%   |

## DMAR MARKET TRENDS | JUNE 2019

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

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

|   | May '19        | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 262            | 249            | 254            | 5.22%       | 3.15%     |
| Price - Average                                   | \$ 1,551,688   | \$ 1,604,822   | \$ 1,495,536   | -3.31%      | 3.75%     |
| Sales Volume                                      | \$ 406,542,256 | \$ 399,600,678 | \$ 379,866,144 | 1.74%       | 7.02%     |
| Days on Market - Average                          | 47             | 58             | 55             | -18.97%     | -14.55%   |
| Days on Market - Median                           | 20             | 16             | 18             | 25.00%      | 11.11%    |
| Close Price/List Price                            | 97.72%         | 98.00%         | 97.79%         | -0.29%      | -0.07%    |
| PSF Total   | \$ 347         | \$ 348         | \$ 310         | -0.29%      | 11.94%    |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 225            | 217            | 238            | 3.69%       | -5.46%    |
| Price - Average                                   | \$ 1,558,794   | \$ 1,615,389   | \$ 1,500,156   | -3.50%      | 3.91%     |
| Sales Volume                                      | \$ 350,728,650 | \$ 350,539,413 | \$ 357,037,128 | 0.05%       | -1.77%    |
| Days on Market - Average                          | 47             | 62             | 56             | -24.19%     | -16.07%   |
| Days on Market - Median                           | 19             | 18             | 19             | 5.56%       | 0.00%     |
| Close Price/List Price                            | 97.63%         | 97.95%         | 97.78%         | -0.33%      | -0.15%    |
| PSF Total   | \$ 297         | \$ 300         | \$ 293         | -1.00%      | 1.37%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 37             | 32             | 16             | 15.63%      | 131.25%   |
| Price - Average                                   | \$ 1,508,479   | \$ 1,533,163   | \$ 1,426,813   | -1.61%      | 5.72%     |
| Sales Volume                                      | \$ 55,813,723  | \$ 49,061,216  | \$ 22,829,008  | 13.76%      | 144.49%   |
| Days on Market - Average                          | 43             | 34             | 39             | 26.47%      | 10.26%    |
| Days on Market - Median                           | 42             | 12             | 6              | 250.00%     | 600.00%   |
| Close Price/List Price                            | 98.24%         | 98.38%         | 97.88%         | -0.14%      | 0.37%     |
| PSF Total   | \$ 656         | \$ 673         | \$ 546         | -2.53%      | 20.15%    |

## DMAR MARKET TRENDS | JUNE 2019

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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</b> (Single Family + Condo)        |                  |                  |                  |                |                |            |            |            |            |
| Sold  | 915              | 901              | 669              | 476            | 388            | 1.55%      | 34.68%     | 40.55%     | 22.68%     |
| Sold Price - Average                              | \$ 1,571,317     | \$ 1,519,870     | \$ 1,506,753     | \$ 1,540,301   | \$ 1,511,776   | 3.38%      | 0.87%      | -2.18%     | 1.89%      |
| Sales Volume                                      | \$ 1,437,755,055 | \$ 1,369,402,870 | \$ 1,008,017,757 | \$ 733,183,276 | \$ 586,569,088 | 4.99%      | 35.85%     | 37.49%     | 25.00%     |
| Sold Price - Median                               | \$ 1,325,000     | \$ 1,315,000     | \$ 1,275,000     | \$ 1,310,000   | \$ 1,325,000   | 0.76%      | 3.14%      | -2.67%     | -1.13%     |
| Days on Market - Average                          | 61               | 71               | 91               | 94             | 103            | -14.08%    | -21.98%    | -3.19%     | -8.74%     |
| Days on Market - Median                           | 22               | 27               | 36               | 48             | 46             | -18.52%    | -25.00%    | -25.00%    | 4.35%      |
| Close Price/List Price                            | 97.64%           | 97.53%           | 97.26%           | 96.88%         | 96.35%         | 0.11%      | 0.28%      | 0.39%      | 0.55%      |
| PSF Total   | \$ 339           | \$ 301           | \$ 298           | \$ 293         | \$ 276         | 12.62%     | 1.01%      | 1.71%      | 6.16%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                |                |            |            |            |            |
| Sold  | 805              | 828              | 598              | 434            | 355            | -2.78%     | 38.46%     | 37.79%     | 22.25%     |
| Sold Price - Average                              | \$ 1,562,651     | \$ 1,515,599     | \$ 1,528,339     | \$ 1,526,357   | \$ 1,508,071   | 3.10%      | -0.83%     | 0.13%      | 1.21%      |
| Sales Volume                                      | \$ 1,257,934,055 | \$ 1,254,915,972 | \$ 913,946,722   | \$ 662,438,938 | \$ 535,365,205 | 0.24%      | 37.31%     | 37.97%     | 23.74%     |
| Sold Price - Median                               | \$ 1,325,770     | \$ 1,309,500     | \$ 1,276,250     | \$ 1,312,500   | \$ 1,335,000   | 1.24%      | 2.61%      | -2.76%     | -1.69%     |
| Days on Market - Average                          | 61               | 72               | 92               | 97             | 102            | -15.28%    | -21.74%    | -5.15%     | -4.90%     |
| Days on Market - Median                           | 21               | 27               | 36               | 51             | 46             | -22.22%    | -25.00%    | -29.41%    | 10.87%     |
| Close Price/List Price                            | 97.60%           | 97.57%           | 97.24%           | 96.84%         | 96.15%         | 0.03%      | 0.34%      | 0.41%      | 0.72%      |
| PSF Total   | \$ 298           | \$ 283           | \$ 283           | \$ 267         | \$ 257         | 5.30%      | 0.00%      | 5.99%      | 3.89%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                |                |            |            |            |            |
| Sold  | 110              | 73               | 71               | 42             | 33             | 50.68%     | 2.82%      | 69.05%     | 27.27%     |
| Sold Price - Average                              | \$ 1,634,734     | \$ 1,568,315     | \$ 1,324,944     | \$ 1,684,393   | \$ 1,551,633   | 4.24%      | 18.37%     | -21.34%    | 8.56%      |
| Sales Volume                                      | \$ 179,820,740   | \$ 114,486,995   | \$ 94,071,024    | \$ 70,744,506  | \$ 51,203,889  | 57.07%     | 21.70%     | 32.97%     | 38.16%     |
| Sold Price - Median                               | \$ 1,292,950     | \$ 1,355,000     | \$ 1,207,000     | \$ 1,263,986   | \$ 1,300,000   | -4.58%     | 12.26%     | -4.51%     | -2.77%     |
| Days on Market - Average                          | 57               | 65               | 79               | 57             | 116            | -12.31%    | -17.72%    | 38.60%     | -50.86%    |
| Days on Market - Median                           | 27               | 21               | 36               | 29             | 45             | 28.57%     | -41.67%    | 24.14%     | -35.56%    |
| Close Price/List Price                            | 97.91%           | 97.09%           | 97.41%           | 97.39%         | 98.41%         | 0.84%      | -0.33%     | 0.02%      | -1.04%     |
| PSF Total   | \$ 640           | \$ 513           | \$ 430           | \$ 556         | \$ 505         | 24.76%     | 19.30%     | -22.66%    | 10.10%     |

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

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

|   | May '19        | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 353            | 283            | 365            | 24.73%      | -3.29%    |
| Price - Average                                   | \$ 847,630     | \$ 846,491     | \$ 847,657     | 0.13%       | 0.00%     |
| Sales Volume                                      | \$ 299,213,390 | \$ 239,556,953 | \$ 309,394,805 | 24.90%      | -3.29%    |
| Days on Market - Average                          | 34             | 38             | 39             | -10.53%     | -12.82%   |
| Days on Market - Median                           | 13             | 14             | 10             | -7.14%      | 30.00%    |
| Close Price/List Price                            | 99.19%         | 99.44%         | 99.91%         | -0.25%      | -0.72%    |
| PSF Total   | \$ 252         | \$ 252         | \$ 241         | 0.00%       | 4.56%     |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 307            | 233            | 320            | 31.76%      | -4.06%    |
| Price - Average                                   | \$ 845,169     | \$ 844,482     | \$ 849,622     | 0.08%       | -0.52%    |
| Sales Volume                                      | \$ 259,466,883 | \$ 196,764,306 | \$ 271,879,040 | 31.87%      | -4.57%    |
| Days on Market - Average                          | 31             | 34             | 40             | -8.82%      | -22.50%   |
| Days on Market - Median                           | 11             | 12             | 10             | -8.33%      | 10.00%    |
| Close Price/List Price                            | 99.31%         | 99.49%         | 99.95%         | -0.18%      | -0.64%    |
| PSF Total   | \$ 230         | \$ 227         | \$ 227         | 1.32%       | 1.32%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 46             | 50             | 45             | -8.00%      | 2.22%     |
| Price - Average                                   | \$ 864,056     | \$ 855,855     | \$ 833,684     | 0.96%       | 3.64%     |
| Sales Volume                                      | \$ 39,746,576  | \$ 42,792,750  | \$ 37,515,780  | -7.12%      | 5.95%     |
| Days on Market - Average                          | 58             | 56             | 33             | 3.57%       | 75.76%    |
| Days on Market - Median                           | 27             | 27             | 11             | 0.00%       | 145.45%   |
| Close Price/List Price                            | 98.41%         | 99.18%         | 99.64%         | -0.78%      | -1.23%    |
| PSF Total   | \$ 400         | \$ 366         | \$ 338         | 9.29%       | 18.34%    |

## DMAR MARKET TRENDS | JUNE 2019

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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  | 1,170          | 1,197            | 915            | 682            | 573            | -2.26%     | 30.82%     | 34.16%     | 19.02%     |
| Sold Price - Average                              | \$ 845,943     | \$ 850,543       | \$ 845,586     | \$ 848,071     | \$ 847,615     | -0.54%     | 0.59%      | -0.29%     | 0.05%      |
| Sales Volume                                      | \$ 989,753,310 | \$ 1,018,099,971 | \$ 773,711,190 | \$ 578,384,422 | \$ 485,683,395 | -2.78%     | 31.59%     | 33.77%     | 19.09%     |
| Sold Price - Median                               | \$ 835,000     | \$ 840,600       | \$ 835,000     | \$ 840,000     | \$ 840,000     | -0.67%     | 0.67%      | -0.60%     | 0.00%      |
| Days on Market - Average                          | 45             | 51               | 60             | 67             | 73             | -11.76%    | -15.00%    | -10.45%    | -8.22%     |
| Days on Market - Median                           | 17             | 13               | 24             | 32             | 27             | 30.77%     | -45.83%    | -25.00%    | 18.52%     |
| Close Price/List Price                            | 98.99%         | 99.34%           | 98.65%         | 98.81%         | 98.33%         | -0.35%     | 0.70%      | -0.16%     | 0.49%      |
| PSF Total   | \$ 248         | \$ 239           | \$ 224         | \$ 215         | \$ 205         | 3.77%      | 6.70%      | 4.19%      | 4.88%      |
| <b>Single Family</b> (aka Detached Single Family) |                |                  |                |                |                |            |            |            |            |
| Sold  | 972            | 1,009            | 788            | 562            | 495            | -3.67%     | 28.05%     | 40.21%     | 13.54%     |
| Sold Price - Average                              | \$ 844,301     | \$ 851,903       | \$ 847,852     | \$ 849,403     | \$ 846,025     | -0.89%     | 0.48%      | -0.18%     | 0.40%      |
| Sales Volume                                      | \$ 820,660,572 | \$ 859,570,127   | \$ 668,107,376 | \$ 477,364,486 | \$ 418,782,375 | -4.53%     | 28.66%     | 39.96%     | 13.99%     |
| Sold Price - Median                               | \$ 832,750     | \$ 847,950       | \$ 839,000     | \$ 845,000     | \$ 836,300     | -1.79%     | 1.07%      | -0.71%     | 1.04%      |
| Days on Market - Average                          | 44             | 51               | 61             | 71             | 75             | -13.73%    | -16.39%    | -14.08%    | -5.33%     |
| Days on Market - Median                           | 15             | 13               | 25             | 37             | 29             | 15.38%     | -48.00%    | -32.43%    | 27.59%     |
| Close Price/List Price                            | 99.04%         | 99.33%           | 98.56%         | 98.69%         | 98.14%         | -0.29%     | 0.78%      | -0.13%     | 0.56%      |
| PSF Total   | \$ 227         | \$ 221           | \$ 209         | \$ 193         | \$ 190         | 2.71%      | 5.74%      | 8.29%      | 1.58%      |
| <b>Condo</b> (aka Attached Single Family)         |                |                  |                |                |                |            |            |            |            |
| Sold  | 198            | 188              | 127            | 120            | 78             | 5.32%      | 48.03%     | 5.83%      | 53.85%     |
| Sold Price - Average                              | \$ 854,001     | \$ 843,248       | \$ 831,525     | \$ 841,834     | \$ 857,705     | 1.28%      | 1.41%      | -1.22%     | -1.85%     |
| Sales Volume                                      | \$ 169,092,198 | \$ 158,530,624   | \$ 105,603,675 | \$ 101,020,080 | \$ 66,900,990  | 6.66%      | 50.12%     | 4.54%      | 51.00%     |
| Sold Price - Median                               | \$ 852,194     | \$ 829,448       | \$ 825,000     | \$ 825,000     | \$ 860,000     | 2.74%      | 0.54%      | 0.00%      | -4.07%     |
| Days on Market - Average                          | 55             | 49               | 55             | 48             | 64             | 12.24%     | -10.91%    | 14.58%     | -25.00%    |
| Days on Market - Median                           | 26             | 14               | 19             | 18             | 19             | 85.71%     | -26.32%    | 5.56%      | -5.26%     |
| Close Price/List Price                            | 98.73%         | 99.37%           | 99.22%         | 99.39%         | 99.52%         | -0.64%     | 0.15%      | -0.17%     | -0.13%     |
| PSF Total   | \$ 353         | \$ 336           | \$ 319         | \$ 318         | \$ 308         | 5.06%      | 5.33%      | 0.31%      | 3.25%      |

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

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

|   | May '19        | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 1,371          | 1,171          | 1,366          | 17.08%      | 0.37%     |
| Price - Average                                   | \$ 597,127     | \$ 596,169     | \$ 594,821     | 0.16%       | 0.39%     |
| Sales Volume                                      | \$ 818,661,117 | \$ 698,113,899 | \$ 812,525,486 | 17.27%      | 0.76%     |
| Days on Market - Average                          | 30             | 35             | 26             | -14.29%     | 15.38%    |
| Days on Market - Median                           | 10             | 12             | 7              | -16.67%     | 42.86%    |
| Close Price/List Price                            | 99.44%         | 99.37%         | 100.23%        | 0.07%       | -0.79%    |
| PSF Total   | \$ 214         | \$ 213         | \$ 209         | 0.47%       | 2.39%     |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 1,192          | 1,006          | 1,178          | 18.49%      | 1.19%     |
| Price - Average                                   | \$ 595,933     | \$ 595,791     | \$ 593,763     | 0.02%       | 0.37%     |
| Sales Volume                                      | \$ 710,352,136 | \$ 599,365,746 | \$ 699,452,814 | 18.52%      | 1.56%     |
| Days on Market - Average                          | 28             | 33             | 25             | -15.15%     | 12.00%    |
| Days on Market - Median                           | 10             | 12             | 7              | -16.67%     | 42.86%    |
| Close Price/List Price                            | 99.48%         | 99.38%         | 100.32%        | 0.10%       | -0.84%    |
| PSF Total   | \$ 196         | \$ 193         | \$ 192         | 1.55%       | 2.08%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 179            | 165            | 188            | 8.48%       | -4.79%    |
| Price - Average                                   | \$ 605,078     | \$ 598,473     | \$ 601,454     | 1.10%       | 0.60%     |
| Sales Volume                                      | \$ 108,308,962 | \$ 98,748,045  | \$ 113,073,352 | 9.68%       | -4.21%    |
| Days on Market - Average                          | 37             | 47             | 33             | -21.28%     | 12.12%    |
| Days on Market - Median                           | 14             | 16             | 8              | -12.50%     | 75.00%    |
| Close Price/List Price                            | 99.13%         | 99.35%         | 99.69%         | -0.22%      | -0.56%    |
| PSF Total   | \$ 332         | \$ 334         | \$ 316         | -0.60%      | 5.06%     |

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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  | 4,793            | 4,850            | 3,788            | 2,821            | 2,350            | -1.18%     | 28.04%     | 34.28%     | 20.04%     |
| Sold Price - Average                              | \$ 594,875       | \$ 592,920       | \$ 590,054       | \$ 592,507       | \$ 592,827       | 0.33%      | 0.49%      | -0.41%     | -0.05%     |
| Sales Volume                                      | \$ 2,851,235,875 | \$ 2,875,662,000 | \$ 2,235,124,552 | \$ 1,671,462,247 | \$ 1,393,143,450 | -0.85%     | 28.66%     | 33.72%     | 19.98%     |
| Sold Price - Median                               | \$ 585,000       | \$ 580,000       | \$ 575,000       | \$ 580,000       | \$ 579,000       | 0.86%      | 0.87%      | -0.86%     | 0.17%      |
| Current Days on Market - Average                  | 39               | 36               | 44               | 50               | 56               | 8.33%      | -18.18%    | -12.00%    | -10.71%    |
| Current Days on Market - Median                   | 15               | 10               | 15               | 19               | 22               | 50.00%     | -33.33%    | -21.05%    | -13.64%    |
| Close Price/List Price                            | 99.21%           | 99.91%           | 99.44%           | 99.21%           | 98.91%           | -0.70%     | 0.47%      | 0.23%      | 0.30%      |
| PSF Total   | \$ 212           | \$ 211           | \$ 196           | \$ 186           | \$ 180           | 0.47%      | 7.65%      | 5.38%      | 3.33%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 4,150            | 4,114            | 3,292            | 2,445            | 2,011            | 0.88%      | 24.97%     | 34.64%     | 21.58%     |
| Sold Price - Average                              | \$ 594,419       | \$ 592,597       | \$ 589,250       | \$ 591,342       | \$ 592,090       | 0.31%      | 0.57%      | -0.35%     | -0.13%     |
| Sales Volume                                      | \$ 2,466,838,850 | \$ 2,437,944,058 | \$ 1,939,811,000 | \$ 1,445,831,190 | \$ 1,190,692,990 | 1.19%      | 25.68%     | 34.17%     | 21.43%     |
| Sold Price - Median                               | \$ 584,075       | \$ 580,000       | \$ 574,975       | \$ 580,000       | \$ 576,900       | 0.70%      | 0.87%      | -0.87%     | 0.54%      |
| Current Days on Market - Average                  | 38               | 34               | 42               | 50               | 54               | 11.76%     | -19.05%    | -16.00%    | -7.41%     |
| Current Days on Market - Median                   | 14               | 10               | 14               | 19               | 20               | 40.00%     | -28.57%    | -26.32%    | -5.00%     |
| Close Price/List Price                            | 99.23%           | 99.95%           | 99.46%           | 99.23%           | 98.93%           | -0.72%     | 0.49%      | 0.23%      | 0.30%      |
| PSF Total   | \$ 194           | \$ 190           | \$ 179           | \$ 170           | \$ 163           | 2.11%      | 6.15%      | 5.29%      | 4.29%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 643              | 736              | 496              | 376              | 339              | -12.64%    | 48.39%     | 31.91%     | 10.91%     |
| Sold Price - Average                              | \$ 597,824       | \$ 594,727       | \$ 595,393       | \$ 600,082       | \$ 597,204       | 0.52%      | -0.11%     | -0.78%     | 0.48%      |
| Sales Volume                                      | \$ 384,400,832   | \$ 437,719,072   | \$ 295,314,928   | \$ 225,630,832   | \$ 202,452,156   | -12.18%    | 48.22%     | 30.88%     | 11.45%     |
| Sold Price - Median                               | \$ 585,000       | \$ 582,750       | \$ 585,000       | \$ 590,120       | \$ 581,000       | 0.39%      | -0.38%     | -0.87%     | 1.57%      |
| Current Days on Market - Average                  | 45               | 50               | 53               | 53               | 70               | -10.00%    | -5.66%     | 0.00%      | -24.29%    |
| Current Days on Market - Median                   | 19               | 16               | 23               | 24               | 38               | 18.75%     | -30.43%    | -4.17%     | -36.84%    |
| Close Price/List Price                            | 99.07%           | 99.67%           | 99.26%           | 99.13%           | 98.81%           | -0.60%     | 0.41%      | 0.13%      | 0.32%      |
| PSF Total   | \$ 328           | \$ 327           | \$ 308           | \$ 296           | \$ 279           | 0.31%      | 6.17%      | 4.05%      | 6.09%      |

### DMAR MARKET TRENDS | JUNE 2019

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

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

|   | May '19          | Prior Month    | Last Year        | Prior Month | Last Year |
|---|------------------|----------------|------------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                  |                |                  |             |           |
| Sold  | 2,720            | 2,523          | 2,944            | 7.81%       | -7.61%    |
| Price - Average                                   | \$ 397,974       | \$ 394,405     | \$ 392,884       | 0.90%       | 1.30%     |
| Sales Volume                                      | \$ 1,082,489,280 | \$ 995,083,815 | \$ 1,156,650,496 | 8.78%       | -6.41%    |
| Days on Market - Average                          | 18               | 23             | 13               | -21.74%     | 38.46%    |
| Days on Market - Median                           | 6                | 7              | 5                | -14.29%     | 20.00%    |
| Close Price/List Price                            | 100.12%          | 100.01%        | 101.19%          | 0.11%       | -1.06%    |
| PSF Total   | \$ 216           | \$ 213         | \$ 209           | 1.41%       | 3.35%     |
| <b>Single Family</b> (aka Detached Single Family) |                  |                |                  |             |           |
| Sold  | 2,105            | 1,977          | 2,324            | 6.47%       | -9.42%    |
| Price - Average                                   | \$ 404,172       | \$ 401,330     | \$ 397,078       | 0.71%       | 1.79%     |
| Sales Volume                                      | \$ 850,782,060   | \$ 793,429,410 | \$ 922,809,272   | 7.23%       | -7.81%    |
| Days on Market - Average                          | 16               | 23             | 12               | -30.43%     | 33.33%    |
| Days on Market - Median                           | 6                | 6              | 5                | 0.00%       | 20.00%    |
| Close Price/List Price                            | 100.29%          | 100.08%        | 101.28%          | 0.21%       | -0.98%    |
| PSF Total   | \$ 205           | \$ 201         | \$ 196           | 1.99%       | 4.59%     |
| <b>Condo</b> (aka Attached Single Family)         |                  |                |                  |             |           |
| Sold  | 615              | 546            | 620              | 12.64%      | -0.81%    |
| Price - Average                                   | \$ 376,761       | \$ 369,328     | \$ 377,162       | 2.01%       | -0.11%    |
| Sales Volume                                      | \$ 231,708,015   | \$ 201,653,088 | \$ 233,840,440   | 14.90%      | -0.91%    |
| Days on Market - Average                          | 28               | 26             | 19               | 7.69%       | 47.37%    |
| Days on Market - Median                           | 10               | 9              | 5                | 11.11%      | 100.00%   |
| Close Price/List Price                            | 99.55%           | 99.73%         | 100.84%          | -0.18%      | -1.28%    |
| PSF Total   | \$ 257           | \$ 258         | \$ 259           | -0.39%      | -0.77%    |

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# CLASSIC MARKET | Properties Sold Between \$300,000 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  | 10,905           | 10,868           | 10,494           | 9,064            | 7,587            | 0.34%      | 3.56%      | 15.78%     | 19.47%     |
| Sold Price - Average                              | \$ 393,822       | \$ 391,862       | \$ 386,745       | \$ 383,922       | \$ 380,802       | 0.50%      | 1.32%      | 0.74%      | 0.82%      |
| Sales Volume                                      | \$ 4,294,628,910 | \$ 4,258,756,216 | \$ 4,058,502,030 | \$ 3,479,869,008 | \$ 2,889,144,774 | 0.84%      | 4.93%      | 16.63%     | 20.45%     |
| Sold Price - Median                               | \$ 391,600       | \$ 390,000       | \$ 380,000       | \$ 377,413       | \$ 371,325       | 0.41%      | 2.63%      | 0.69%      | 1.64%      |
| Current Days on Market - Average                  | 27               | 19               | 21               | 26               | 28               | 42.11%     | -9.52%     | -19.23%    | -7.14%     |
| Current Days on Market - Median                   | 9                | 5                | 6                | 7                | 7                | 80.00%     | -16.67%    | -14.29%    | 0.00%      |
| Close Price/List Price                            | 99.71%           | 100.87%          | 100.55%          | 100.48%          | 100.23%          | -1.15%     | 0.32%      | 0.07%      | 0.25%      |
| PSF Total   | \$ 210           | \$ 205           | \$ 185           | \$ 170           | \$ 157           | 2.44%      | 10.81%     | 8.82%      | 8.28%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 8,574            | 8,587            | 8,775            | 7,694            | 6,496            | -0.15%     | -2.14%     | 14.05%     | 18.44%     |
| Sold Price - Average                              | \$ 399,179       | \$ 395,747       | \$ 388,310       | \$ 385,269       | \$ 381,533       | 0.87%      | 1.92%      | 0.79%      | 0.98%      |
| Sales Volume                                      | \$ 3,422,560,746 | \$ 3,398,279,489 | \$ 3,407,420,250 | \$ 2,964,259,686 | \$ 2,478,438,368 | 0.71%      | -0.27%     | 14.95%     | 19.60%     |
| Sold Price - Median                               | \$ 399,900       | \$ 395,000       | \$ 383,000       | \$ 380,000       | \$ 373,432       | 1.24%      | 3.13%      | 0.79%      | 1.76%      |
| Current Days on Market - Average                  | 26               | 17               | 20               | 25               | 27               | 52.94%     | -15.00%    | -20.00%    | -7.41%     |
| Current Days on Market - Median                   | 8                | 5                | 6                | 7                | 6                | 60.00%     | -16.67%    | -14.29%    | 16.67%     |
| Close Price/List Price                            | 99.75%           | 100.92%          | 100.61%          | 100.49%          | 100.26%          | -1.16%     | 0.31%      | 0.12%      | 0.23%      |
| PSF Total   | \$ 197           | \$ 190           | \$ 172           | \$ 157           | \$ 144           | 3.68%      | 10.47%     | 9.55%      | 9.03%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 2,331            | 2,281            | 1,719            | 1,370            | 1,091            | 2.19%      | 32.69%     | 25.47%     | 25.57%     |
| Sold Price - Average                              | \$ 374,118       | \$ 377,239       | \$ 378,752       | \$ 376,355       | \$ 376,450       | -0.83%     | -0.40%     | 0.64%      | -0.03%     |
| Sales Volume                                      | \$ 872,069,058   | \$ 860,482,159   | \$ 651,074,688   | \$ 515,606,350   | \$ 410,706,950   | 1.35%      | 32.16%     | 26.27%     | 25.54%     |
| Sold Price - Median                               | \$ 365,000       | \$ 369,900       | \$ 370,100       | \$ 369,000       | \$ 365,000       | -1.32%     | -0.05%     | 0.30%      | 1.10%      |
| Current Days on Market - Average                  | 31               | 24               | 27               | 28               | 33               | 29.17%     | -11.11%    | -3.57%     | -15.15%    |
| Current Days on Market - Median                   | 11               | 6                | 6                | 7                | 8                | 83.33%     | 0.00%      | -14.29%    | -12.50%    |
| Close Price/List Price                            | 99.53%           | 100.69%          | 100.20%          | 100.40%          | 100.07%          | -1.15%     | 0.49%      | -0.20%     | 0.33%      |
| PSF Total   | \$ 256           | \$ 259           | \$ 250           | \$ 242           | \$ 238           | -1.16%     | 3.60%      | 3.31%      | 1.68%      |

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