

# DENVER METRO

ASSOCIATION OF REALTORS®

*The Voice of Real Estate® in the Denver Metro Area*



# Denver Metro Real Estate Market Trends Report

October 2019



**Market Report**  
COMPLIMENTS OF  
**ANTHONY RAE**  
RE/MAX ALLIANCE 303.520.3179



# MARKET OVERVIEW

The October report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the September 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         | 9,286     | -0.68%      | 5.44%          |
| Sold Homes               | 4,506     | -20.22%     | 2.22%          |
| Sold Price - Average     | \$483,734 | -0.56%      | 6.06%          |
| Sold Price - Median      | \$415,000 | -2.35%      | 3.75%          |
| Days on Market - Average | 33        | 6.45%       | 22.22%         |



## Single Family (aka Detached Single Family)

|                          |           |         |        |
|--------------------------|-----------|---------|--------|
| Active Inventory         | 6,523     | -1.84%  | 0.14%  |
| Sold Homes               | 3,204     | -19.82% | 3.49%  |
| Sold Price - Average     | \$535,032 | 0.23%   | 6.72%  |
| Sold Price - Median      | \$450,000 | -1.30%  | 4.65%  |
| Days on Market - Average | 33        | 10.00%  | 17.86% |



## Condo (aka Attached Single Family)

|                          |           |         |        |
|--------------------------|-----------|---------|--------|
| Active Inventory         | 2,763     | 2.14%   | 20.50% |
| Sold Homes               | 1,302     | -21.19% | -0.76% |
| Sold Price - Average     | \$357,500 | -3.87%  | 2.37%  |
| Sold Price - Median      | \$312,000 | -0.08%  | 3.24%  |
| Days on Market - Average | 33        | 0.00%   | 37.50% |

# MARKET INSIGHTS

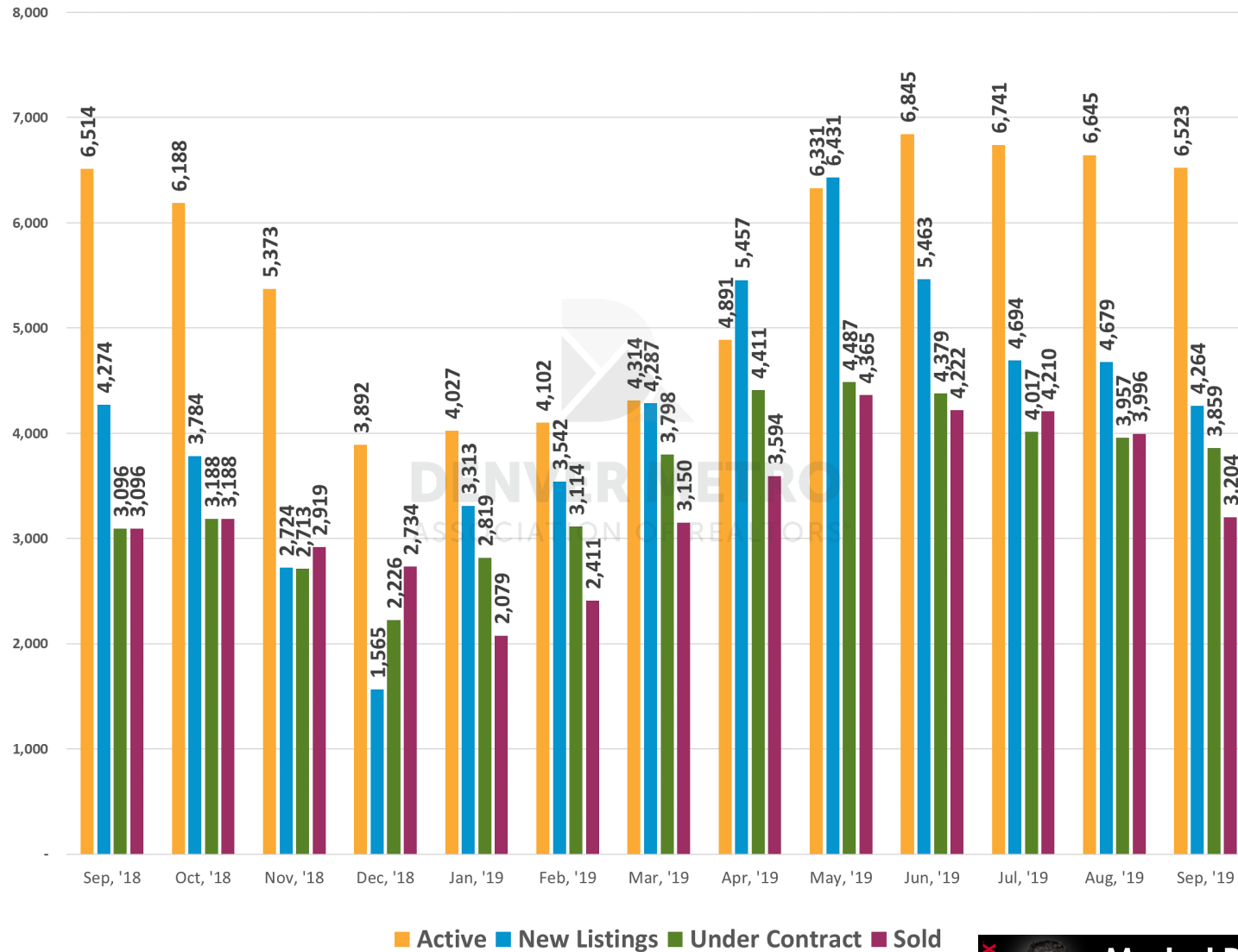
- ✓ The tides are shifting. After five long years of intense bidding wars, buyers are happily negotiating with sellers on price, general terms, rent-backs to assist with buyer's lease obligations and inspection items. Sellers are being forced to quickly come off their price if they want a fast sale.
  - ✓ Pricing is a challenge as comparable properties still reflect spring prices. The best strategy may be to price your listing under market for a quicker sale. You may even hit the holy grail and get multiple offers if the buyer pool sees the value.
  - ✓ As the number of days on market continues to grow, sellers are starting to chase the market and, in some cases, come off their original list price significantly. Sellers are not accustomed to sitting on the market for more than a month or two and are often willing to slash prices to move on to their next stage of life.
  - ✓ The average life cycle of a listing currently stands at 69 days with 32 days as active in the MLS and 37 days under contract. Detached single-family properties on average take four more days (72 days) than condos (68 days).
  - ✓ In August, 37 percent of sold properties had price reductions prior to receiving an offer. This compares to 31 percent the previous year. Properties with reduced prices spent an average of 58 days on market compared to 13 for those with no price reductions.
  - ✓ In some segments of the market, sellers are accepting contingent offers. When writing an offer for your buyers who have a home to sell, ask the seller if the buyer can do the inspection after they go under contract on their current home to avoid extra fees.
  - ✓ In August 2019, buyers for 41 percent of the properties sold received a seller concession. This compares to 34 percent in 2018 and 29 percent in 2017. The average concession was \$3,682.
  - ✓ The market is seeing a division with the median home price in the majority of all housing markets nationally. Below the median is still on fire, but the higher you get away from it, the slower homes are moving
  - ✓ 1177 Race Street, a 12-story apartment building overlooking Denver's Cheesman Park, sold in September for \$30 million. The last time this building sold was 42 years ago in 1977.
  - ✓ Median rent for all apartments in the City and County of Denver stood at \$1,406 at the end of the first quarter of 2018, representing an increase of 4.3 percent over the end of 2017. This represents the highest ever median rent in Denver and an increase of 74 percent over the last nearly 10 years.
  - ✓ RedfinNow, a division of real estate brokerage website Redfin, is one of the latest algorithm-driven home-flipping companies to bring its "iBuying" services to Denver, joining competitors Opendoor and Zillow Offers.
  - ✓ 3,943 households reported experiencing homelessness on any given night in Denver in January of 2019..
  - ✓ CoreLogic noted in their September Home Equity Report that borrower equity rose to an all-time high in the first half of 2019 and has more than doubled since the housing recovery started.
  - ✓ September saw a slight weakness in mortgage purchase applications as rates returned to August 1st levels. Rates are still low, hovering around 3.75 percent (with 0.5 to one percent in discount). Mortgage purchase applications are still up 8.8 percent year over year.
  - ✓ In August 2019, 68.1 percent of sold properties utilized conventional loans with 14.4 percent being paid for in cash. FHA loans were the third most popular finance type accounting for 11.1 percent, 5.4 percent were VA and one percent were all others.
  - ✓ The third and final lookback at second quarter GDP is in at two percent. Remember that first quarter was 3.1 percent. If we see further decline in the third and fourth quarters, GDP could drop pretty significantly for 2019 and even go negative in 2020.
  - ✓ We are now seeing more properties that once operated as short-term rentals hit the market for sale as the City of Denver cracks down on short term rental licenses.
  - ✓ Today's mortgage holders saw their home equity increase by 4.8 percent annually at the end of the second quarter. This is a collective gain of nearly \$428 billion, according to CoreLogic. The average homeowner with a mortgage gained \$4,900 in home equity in just one year. From the first to second quarter of this year, the number of mortgaged residential properties in a negative equity position fell seven percent to two million homes or 3.8 percent of all mortgaged properties.
- ✓ **Quick Stats:**
- Average active listings for September month end is 16,500 (1985-2018).
  - Record-high September was 2006 with 31,450 listings and 2015 represented the record- low with 7,516 listings. September 2019 ended with 9,286 active listings.
  - The 20-year average change in active listings from August to September is 0.42 percent decrease. 2019 represents a decrease of 0.68 percent.

# Single Family (aka Detached Single Family)

**DMAR Market Trends | September 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com


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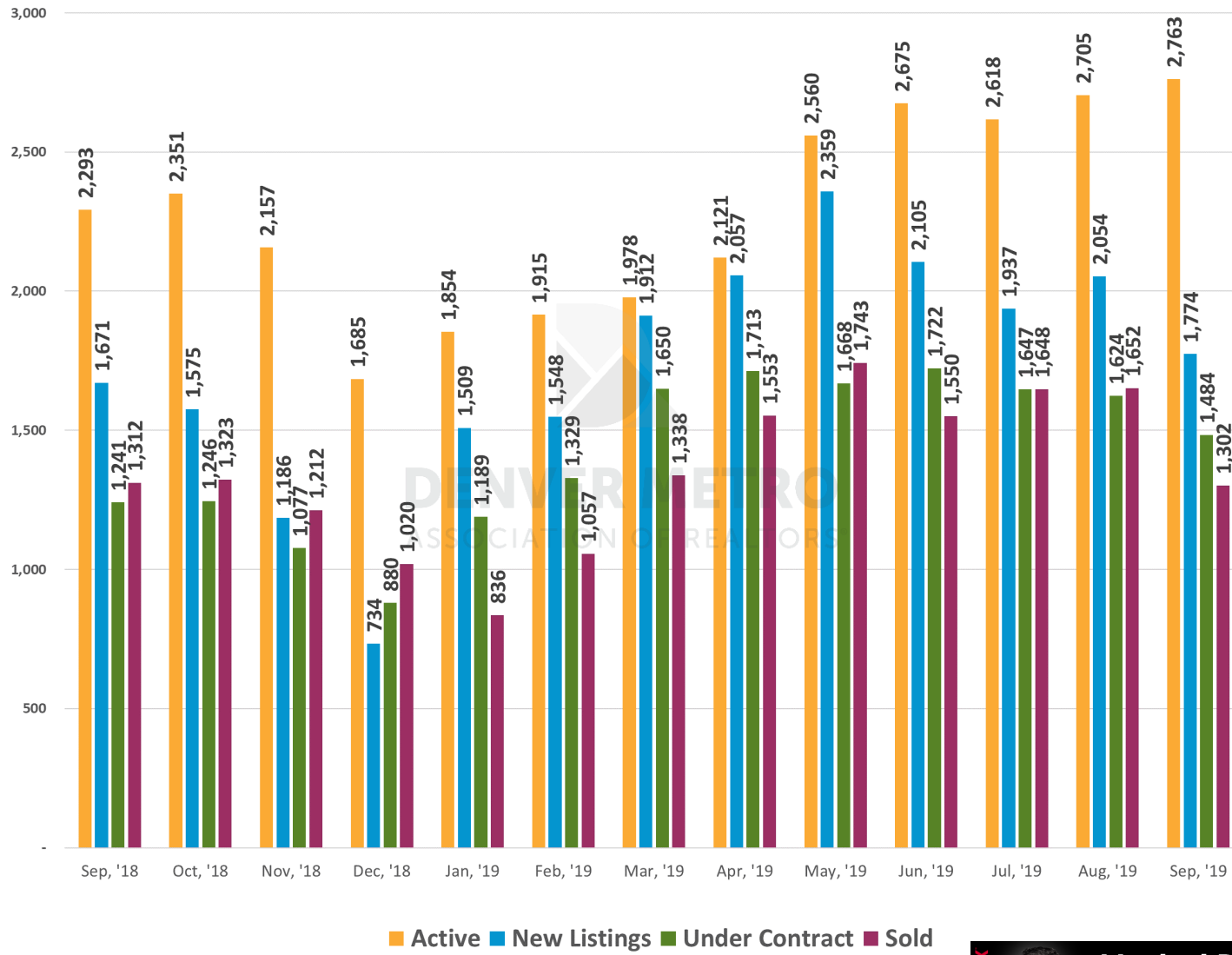
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# Condo (aka Attached Single Family)

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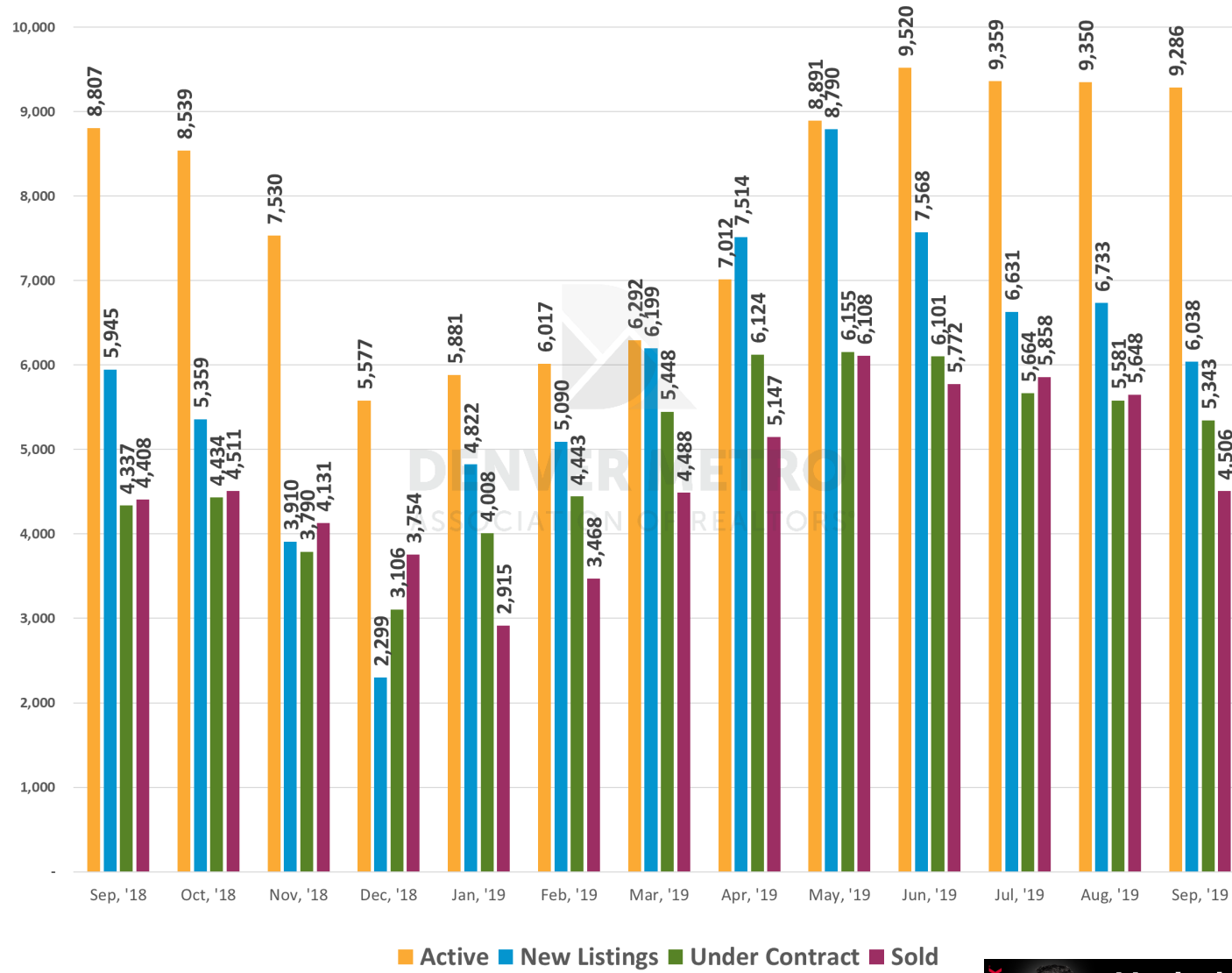
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# Residential (Single Family + Condo)

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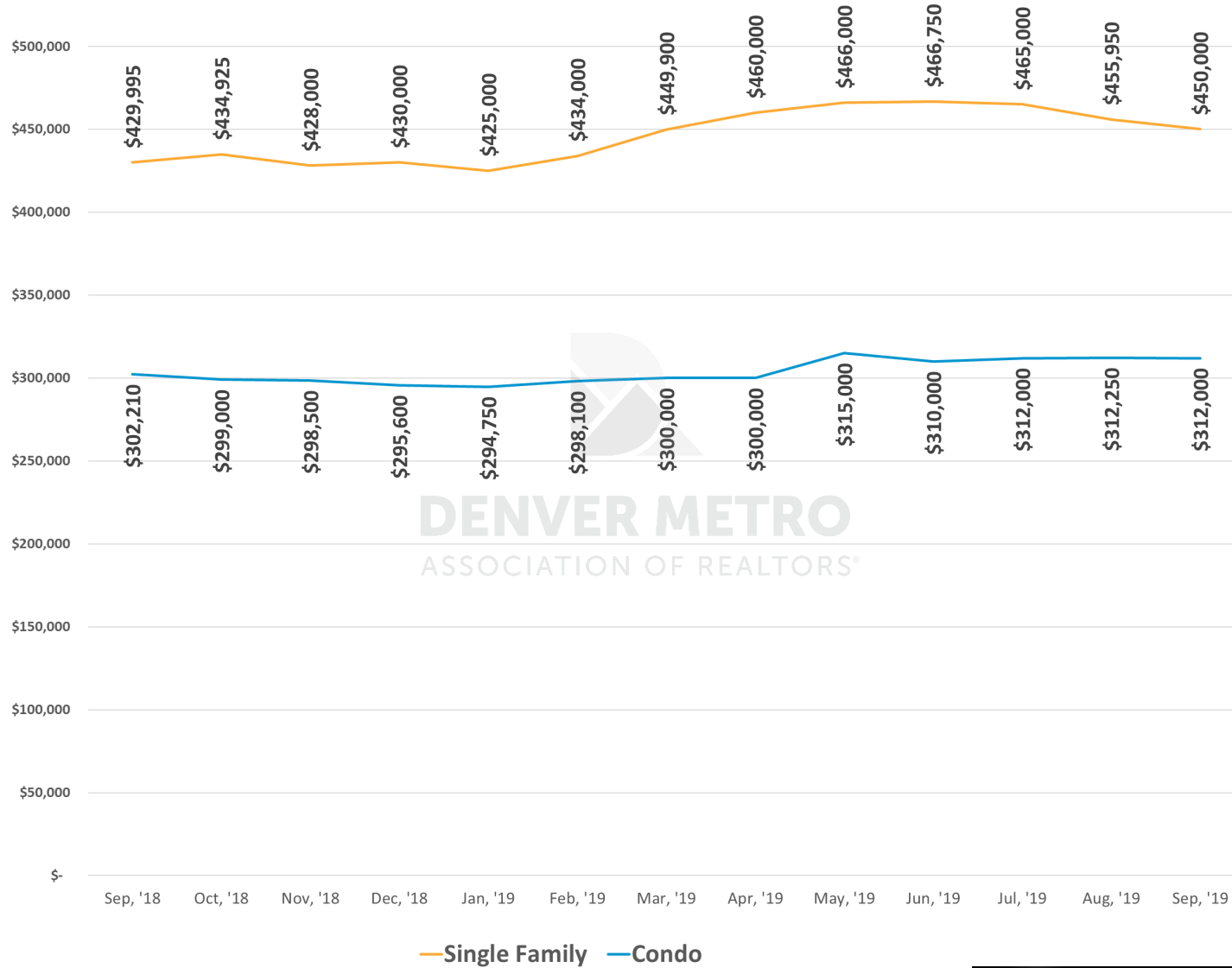
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# Median Sales Price

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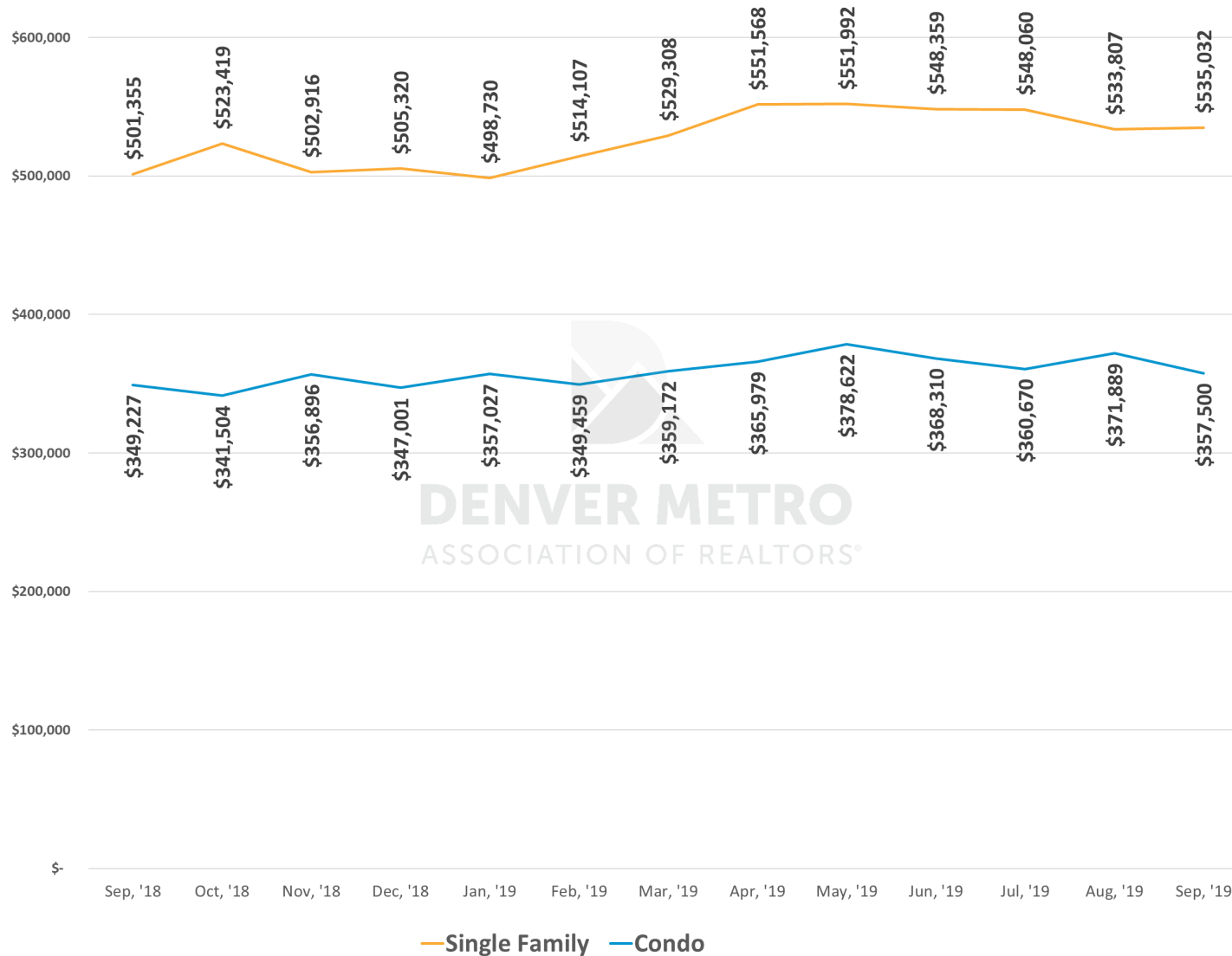
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# Average Sales Price

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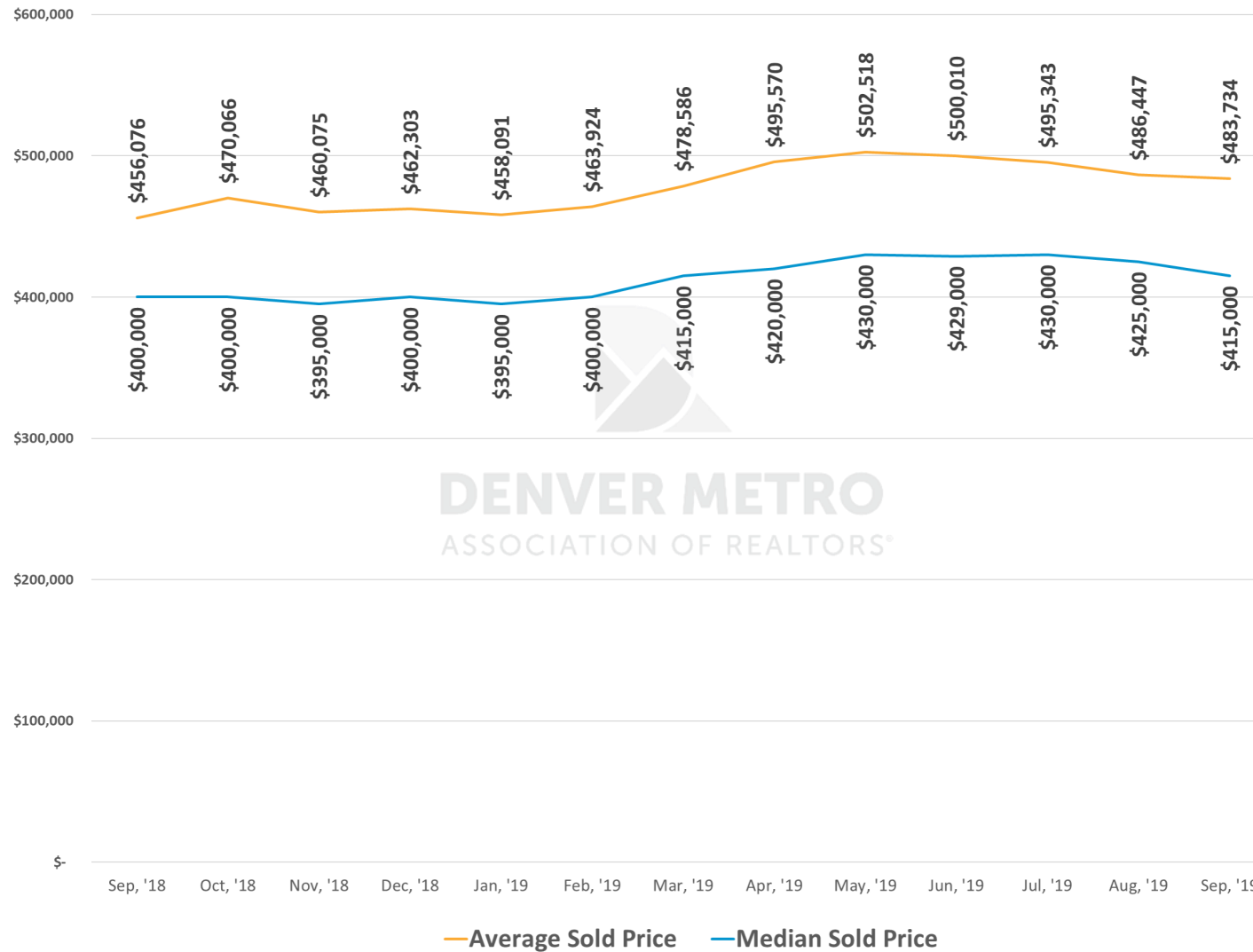


# Residential Sold Price

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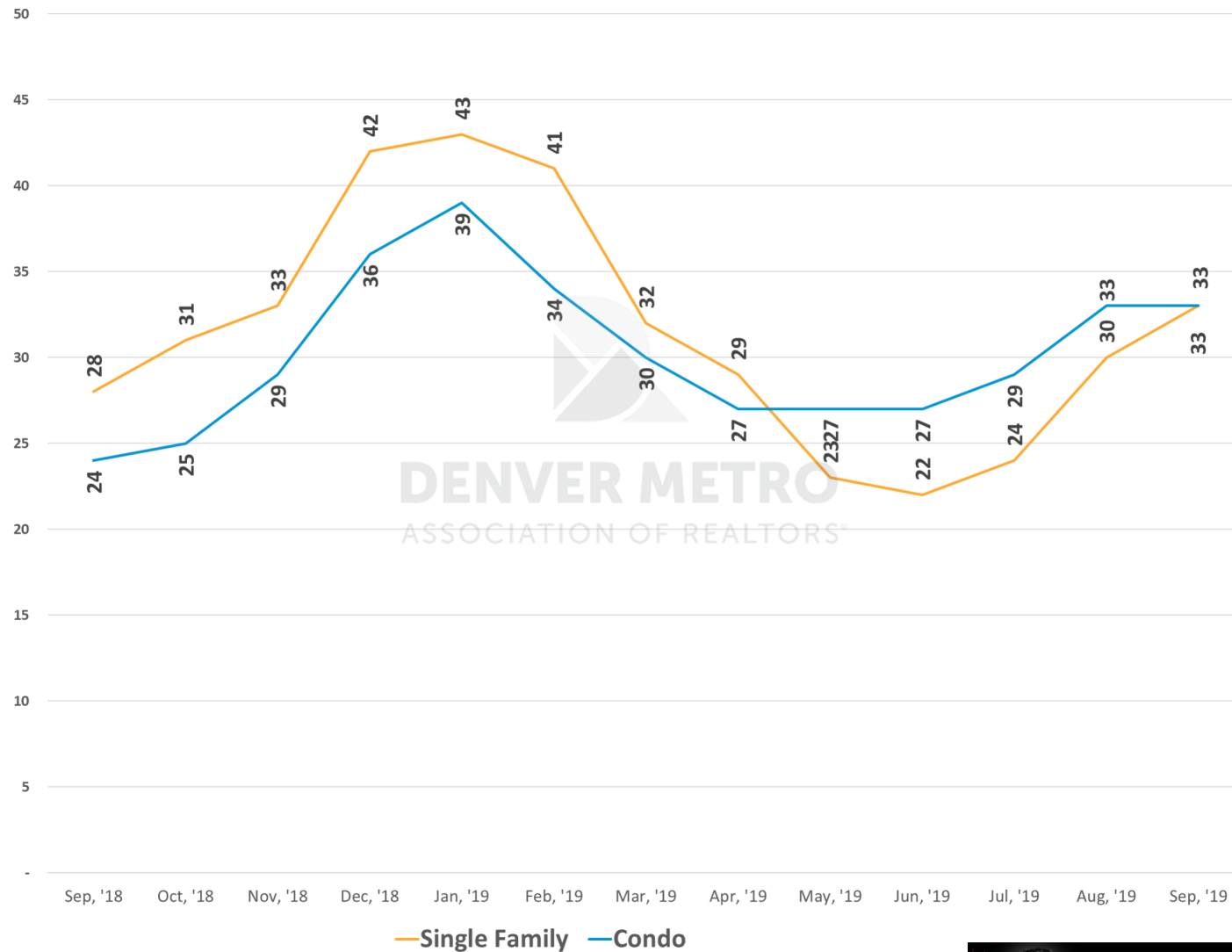
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# Average Days on Market

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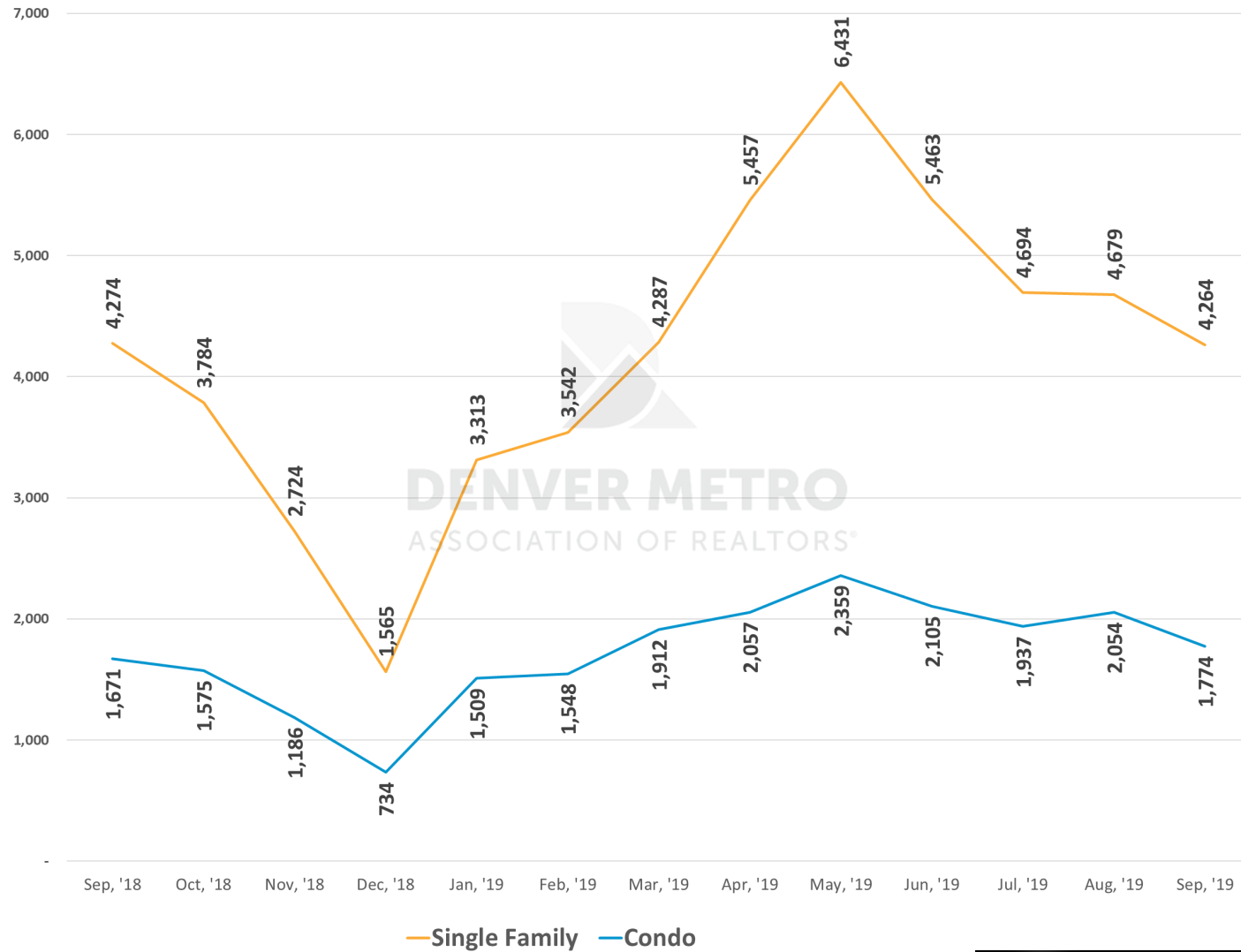
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# New Listings

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Source of MLS Data: REcolorado.com

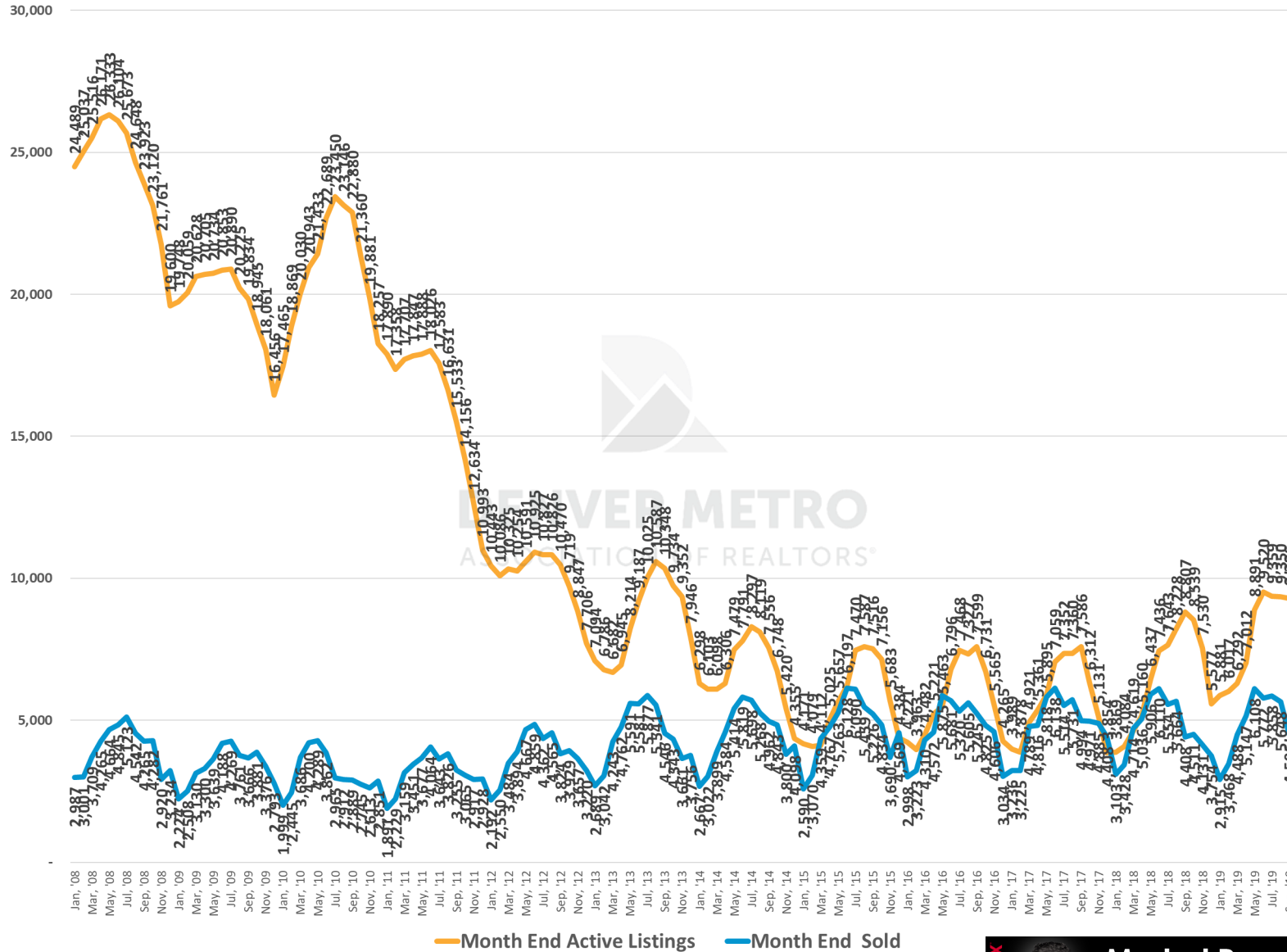

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# Month End Active Listings and Month End Sold Homes

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# DATA SNAPSHOT

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

|   | Sep, '19         | Prior Month      | Year Ago         | Prior Month | Year Ago |
|---|------------------|------------------|------------------|-------------|----------|
| <b>Residential</b> (Single Family + Condo)        |                  |                  |                  |             |          |
| Active  | 9,286            | 9,350            | 8,807            | -0.68%      | 5.44%    |
| New Listings                                      | 6,038            | 6,733            | 5,945            | -10.32%     | 1.56%    |
| Under Contract                                    | 5,343            | 5,581            | 4,337            | -4.26%      | 23.20%   |
| Days on Market - Average                          | 33               | 31               | 27               | 6.45%       | 22.22%   |
| Days on Market - Median                           | 16               | 15               | 13               | 6.67%       | 23.08%   |
| Sold  | 4,506            | 5,648            | 4,408            | -20.22%     | 2.22%    |
| Sold Price - Average                              | \$ 483,734       | \$ 486,447       | \$ 456,076       | -0.56%      | 6.06%    |
| Sold Price - Median                               | \$ 415,000       | \$ 425,000       | \$ 400,000       | -2.35%      | 3.75%    |
| Sales Volume                                      | \$ 2,179,705,404 | \$ 2,747,452,656 | \$ 2,010,383,008 | -20.66%     | 8.42%    |
| Close Price/List Price                            | 98.90%           | 99.11%           | 99.26%           | -0.21%      | -0.36%   |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |             |          |
| Active  | 6,523            | 6,645            | 6,514            | -1.84%      | 0.14%    |
| New Listings                                      | 4,264            | 4,679            | 4,274            | -8.87%      | -0.23%   |
| Under Contract                                    | 3,859            | 3,957            | 3,096            | -2.48%      | 24.64%   |
| Days on Market - Average                          | 33               | 30               | 28               | 10.00%      | 17.86%   |
| Days on Market - Median                           | 16               | 14               | 14               | 14.29%      | 14.29%   |
| Sold  | 3,204            | 3,996            | 3,096            | -19.82%     | 3.49%    |
| Sold Price - Average                              | \$ 535,032       | \$ 533,807       | \$ 501,355       | 0.23%       | 6.72%    |
| Sold Price - Median                               | \$ 450,000       | \$ 455,950       | \$ 429,995       | -1.30%      | 4.65%    |
| Sales Volume                                      | \$ 1,714,242,528 | \$ 2,133,092,772 | \$ 1,552,195,080 | -19.64%     | 10.44%   |
| Close Price/List Price                            | 98.87%           | 99.10%           | 99.15%           | -0.23%      | -0.28%   |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |             |          |
| Active  | 2,763            | 2,705            | 2,293            | 2.14%       | 20.50%   |
| New Listings                                      | 1,774            | 2,054            | 1,671            | -13.63%     | 6.16%    |
| Under Contract                                    | 1,484            | 1,624            | 1,241            | -8.62%      | 19.58%   |
| Days on Market - Average                          | 33               | 33               | 24               | 0.00%       | 37.50%   |
| Days on Market - Median                           | 17               | 16               | 11               | 6.25%       | 54.55%   |
| Sold  | 1,302            | 1,652            | 1,312            | -21.19%     | -0.76%   |
| Sold Price - Average                              | \$ 357,500       | \$ 371,889       | \$ 349,227       | -3.87%      | 2.37%    |
| Sold Price - Median                               | \$ 312,000       | \$ 312,250       | \$ 302,210       | -0.08%      | 3.24%    |
| Sales Volume                                      | \$ 465,465,000   | \$ 614,360,628   | \$ 458,185,824   | -24.24%     | 1.59%    |
| Close Price/List Price                            | 98.98%           | 99.14%           | 99.53%           |             |          |

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# SEPTEMBER 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                      | 9,286             | 8,807             | 7,586             | 7,599             | 7,516             | 5.44%      | 16.10%     | -0.17%     | 1.10%      |
| New Listings                                      | 59,379            | 56,733            | 56,317            | 54,643            | 55,579            | 4.66%      | 0.74%      | 3.06%      | -1.68%     |
| Days on Market - Average                          | 30                | 24                | 24                | 25                | 24                | 25.00%     | 0.00%      | -4.00%     | 4.17%      |
| Days on Market - Median                           | 11                | 7                 | 7                 | 7                 | 6                 | 57.14%     | 0.00%      | 0.00%      | 16.67%     |
| Sold  | 44,204            | 43,915            | 44,909            | 42,774            | 43,598            | 0.66%      | -2.21%     | 4.99%      | -1.89%     |
| Sold Price - Average                              | \$ 487,814        | \$ 475,839        | \$ 435,804        | \$ 402,415        | \$ 364,267        | 2.52%      | 9.19%      | 8.30%      | 10.47%     |
| Sold Price - Median                               | \$ 420,000        | \$ 411,000        | \$ 379,900        | \$ 350,000        | \$ 315,000        | 2.19%      | 8.19%      | 8.54%      | 11.11%     |
| Sales Volume                                      | \$ 21,563,330,056 | \$ 20,896,469,685 | \$ 19,571,521,836 | \$ 17,212,899,210 | \$ 15,881,312,666 | 3.19%      | 6.77%      | 13.70%     | 8.38%      |
| Close Price/List Price                            | 99.31%            | 100.17%           | 100.23%           | 100.46%           | 100.58%           | -0.86%     | -0.06%     | -0.23%     | -0.12%     |
| <b>Single Family</b> (aka Detached Single Family) |                   |                   |                   |                   |                   |            |            |            |            |
| Active Listings at month end                      | 6,523             | 6,514             | 5,693             | 6,021             | 6,080             | 0.14%      | 14.42%     | -5.45%     | -0.97%     |
| New Listings                                      | 42,094            | 40,838            | 40,526            | 39,925            | 40,269            | 3.08%      | 0.77%      | 1.51%      | -0.85%     |
| Days on Market - Average                          | 30                | 25                | 26                | 27                | 26                | 20.00%     | -3.85%     | -3.70%     | 3.85%      |
| Days on Market - Median                           | 11                | 7                 | 7                 | 8                 | 7                 | 57.14%     | 0.00%      | -12.50%    | 14.29%     |
| Sold  | 31,437            | 31,236            | 32,139            | 30,808            | 30,958            | 0.64%      | -2.81%     | 4.32%      | -0.48%     |
| Sold Price - Average                              | \$ 537,926        | \$ 525,963        | \$ 483,262        | \$ 446,476        | \$ 408,230        | 2.27%      | 8.84%      | 8.24%      | 9.37%      |
| Sold Price - Median                               | \$ 455,000        | \$ 445,000        | \$ 411,500        | \$ 382,500        | \$ 349,900        | 2.25%      | 8.14%      | 7.58%      | 9.32%      |
| Sales Volume                                      | \$ 16,910,779,662 | \$ 16,428,980,268 | \$ 15,531,557,418 | \$ 13,755,032,608 | \$ 12,637,984,340 | 2.93%      | 5.78%      | 12.92%     | 8.84%      |
| Close Price/List Price                            | 99.33%            | 100.07%           | 100.09%           | 100.22%           | 100.43%           | -0.74%     | -0.02%     | -0.13%     | -0.21%     |
| <b>Condo</b> (aka Attached Single Family)         |                   |                   |                   |                   |                   |            |            |            |            |
| Active Listings at month end                      | 2,763             | 2,293             | 1,893             | 1,578             | 1,436             | 20.50%     | 21.13%     | 19.96%     | 9.89%      |
| New Listings                                      | 17,285            | 15,895            | 15,791            | 14,718            | 15,310            | 8.74%      | 0.66%      | 7.29%      | -3.87%     |
| Days on Market - Average                          | 31                | 21                | 20                | 18                | 18                | 47.62%     | 5.00%      | 11.11%     | 0.00%      |
| Days on Market - Median                           | 12                | 6                 | 6                 | 5                 | 5                 | 100.00%    | 0.00%      | 20.00%     | 0.00%      |
| Sold  | 12,767            | 12,679            | 12,770            | 11,966            | 12,640            | 0.69%      | -0.71%     | 6.72%      | -5.33%     |
| Sold Price - Average                              | \$ 364,418        | \$ 352,356        | \$ 316,365        | \$ 288,973        | \$ 256,591        | 3.42%      | 11.38%     | 9.48%      | 12.62%     |
| Sold Price - Median                               | \$ 307,500        | \$ 300,000        | \$ 268,000        | \$ 240,000        | \$ 211,000        | 2.50%      | 11.94%     | 11.67%     | 13.74%     |
| Sales Volume                                      | \$ 4,652,524,606  | \$ 4,467,521,724  | \$ 4,039,981,050  | \$ 3,457,850,918  | \$ 3,243,310,240  | 4.14%      | 10.58%     | 16.84%     | 6.61%      |
| Close Price/List Price                            | 99.27%            | 100.40%           | 100.60%           | 101.07%           | 100.94%           | -1.13%     | -0.20%     | -0.47%     | 0.13%      |

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# MARKET TRENDS

| Price Range            | Single Family |        |      | Condo |        |      |
|------------------------|---------------|--------|------|-------|--------|------|
|                        | Sold          | Active | MOI  | Sold  | Active | MOI  |
| \$0 to \$99,999        | 6             | 7      | 1.17 | 5     | 11     | 2.20 |
| \$100,000 to \$199,999 | 18            | 18     | 1.00 | 140   | 290    | 2.07 |
| \$200,000 to \$299,999 | 127           | 178    | 1.40 | 462   | 731    | 1.58 |
| \$300,000 to \$399,999 | 916           | 963    | 1.05 | 352   | 548    | 1.56 |
| \$400,000 to \$499,999 | 898           | 1,458  | 1.62 | 146   | 435    | 2.98 |
| \$500,000 to \$749,999 | 879           | 2,100  | 2.39 | 150   | 466    | 3.11 |
| \$750,000 to \$999,999 | 205           | 771    | 3.76 | 25    | 169    | 6.76 |
| \$1,000,000 and over   | 155           | 1,028  | 6.63 | 22    | 113    | 5.14 |
| TOTALS                 | 3,204         | 6,523  | 2.04 | 1,302 | 2,763  | 2.12 |

| Price Range            | Single Family |               | % change | Condo         |               | % change |
|------------------------|---------------|---------------|----------|---------------|---------------|----------|
|                        | Sold Sep, '19 | Sold Aug, '19 |          | Sold Sep, '19 | Sold Aug, '19 |          |
| \$0 to \$99,999        | 6             | 2             | 200.00%  | 5             | 1             | 400.00%  |
| \$100,000 to \$199,999 | 18            | 9             | 100.00%  | 140           | 168           | -16.67%  |
| \$200,000 to \$299,999 | 127           | 167           | -23.95%  | 462           | 583           | -20.75%  |
| \$300,000 to \$399,999 | 916           | 1,080         | -15.19%  | 352           | 430           | -18.14%  |
| \$400,000 to \$499,999 | 898           | 1,151         | -21.98%  | 146           | 197           | -25.89%  |
| \$500,000 to \$749,999 | 879           | 1,126         | -21.94%  | 150           | 184           | -18.48%  |
| \$750,000 to \$999,999 | 205           | 258           | -20.54%  | 25            | 61            | -59.02%  |
| \$1,000,000 and over   | 155           | 203           | -23.65%  | 22            | 28            | -21.43%  |
| TOTALS                 | 3,204         | 3,996         | -19.82%  | 1,302         | 1,652         | -21.19%  |

| Price Range            | Single Family     |                   | % change | Condo             |                   | % change |
|------------------------|-------------------|-------------------|----------|-------------------|-------------------|----------|
|                        | Sold YTD Sep, '19 | Sold YTD Sep, '18 |          | Sold YTD Sep, '19 | Sold YTD Sep, '18 |          |
| \$0 to \$99,999        | 24                | 31                | -22.58%  | 27                | 39                | -30.77%  |
| \$100,000 to \$199,999 | 106               | 142               | -25.35%  | 1,382             | 1,535             | -9.97%   |
| \$200,000 to \$299,999 | 1,332             | 1,792             | -25.67%  | 4,576             | 4,723             | -3.11%   |
| \$300,000 to \$399,999 | 8,606             | 9,164             | -6.09%   | 3,304             | 2,990             | 10.50%   |
| \$400,000 to \$499,999 | 8,871             | 8,259             | 7.41%    | 1,540             | 1,539             | 0.06%    |
| \$500,000 to \$749,999 | 8,747             | 8,220             | 6.41%    | 1,342             | 1,347             | -0.37%   |
| \$750,000 to \$999,999 | 2,104             | 2,042             | 3.04%    | 385               | 369               | 4.34%    |
| \$1,000,000 and over   | 1,647             | 1,586             | 3.85%    | 211               | 137               | 54.01%   |
| TOTALS                 | 31,437            | 31,236            | 0.64%    | 12,767            |                   |          |



**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179

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

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

|   | Sep, '19       | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 177            | 231            | 127            | -23.38%     | 39.37%    |
| Price - Average                                   | \$ 1,611,925   | \$ 1,527,551   | \$ 1,489,122   | 5.52%       | 8.25%     |
| Sales Volume                                      | \$ 285,310,725 | \$ 352,864,281 | \$ 189,118,494 | -19.14%     | 50.86%    |
| Days on Market - Average                          | 71             | 59             | 71             | 20.34%      | 0.00%     |
| Days on Market - Median                           | 37             | 33             | 40             | 12.12%      | -7.50%    |
| Close Price/List Price                            | 96.69%         | 97.31%         | 96.52%         | -0.64%      | 0.18%     |
| PSF Total   | \$ 349         | \$ 333         | \$ 308         | 4.80%       | 13.31%    |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 155            | 203            | 117            | -23.65%     | 32.48%    |
| Price - Average                                   | \$ 1,656,796   | \$ 1,514,544   | \$ 1,512,746   | 9.39%       | 9.52%     |
| Sales Volume                                      | \$ 256,803,380 | \$ 307,452,432 | \$ 176,991,282 | -16.47%     | 45.09%    |
| Days on Market - Average                          | 76             | 60             | 69             | 26.67%      | 10.14%    |
| Days on Market - Median                           | 39             | 33             | 40             | 18.18%      | -2.50%    |
| Close Price/List Price                            | 96.49%         | 97.35%         | 96.90%         | -0.88%      | -0.42%    |
| PSF Total   | \$ 319         | \$ 306         | \$ 303         | 4.25%       | 5.28%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 22             | 28             | 10             | -21.43%     | 120.00%   |
| Price - Average                                   | \$ 1,295,785   | \$ 1,621,851   | \$ 1,212,731   | -20.10%     | 6.85%     |
| Sales Volume                                      | \$ 28,507,270  | \$ 45,411,828  | \$ 12,127,310  | -37.23%     | 135.07%   |
| Days on Market - Average                          | 37             | 52             | 88             | -28.85%     | -57.95%   |
| Days on Market - Median                           | 26             | 43             | 51             | -39.53%     | -49.02%   |
| Close Price/List Price                            | 98.11%         | 97.02%         | 92.07%         | 1.12%       | 6.56%     |
| PSF Total   | \$ 558         | \$ 528         | \$ 367         | 5.68%       | 52.04%    |

## DMAR MARKET TRENDS | OCTOBER 2019

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**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179



# 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  | 1,858            | 1,723            | 1,358            | 1,047            | 862              | 7.84%      | 26.88%     | 29.70%     | 21.46%     |
| Sold Price - Average                              | \$ 1,550,048     | \$ 1,509,500     | \$ 1,525,388     | \$ 1,524,418     | \$ 1,496,588     | 2.69%      | -1.04%     | 0.06%      | 1.86%      |
| Sales Volume                                      | \$ 2,879,989,184 | \$ 2,600,868,500 | \$ 2,071,476,904 | \$ 1,596,065,646 | \$ 1,290,058,856 | 10.73%     | 25.56%     | 29.79%     | 23.72%     |
| Sold Price - Median                               | \$ 1,305,000     | \$ 1,300,000     | \$ 1,300,000     | \$ 1,300,000     | \$ 1,300,000     | 0.38%      | 0.00%      | 0.00%      | 0.00%      |
| Days on Market - Average                          | 59               | 66               | 81               | 87               | 85               | -10.61%    | -18.52%    | -6.90%     | 2.35%      |
| Days on Market - Median                           | 24               | 25               | 35               | 40               | 40               | -4.00%     | -28.57%    | -12.50%    | 0.00%      |
| Close Price/List Price                            | 97.50%           | 97.40%           | 97.25%           | 97.27%           | 96.95%           | 0.10%      | 0.15%      | -0.02%     | 0.33%      |
| PSF Total   | \$ 336           | \$ 303           | \$ 303           | \$ 290           | \$ 275           | 10.89%     | 0.00%      | 4.48%      | 5.45%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 1,647            | 1,586            | 1,219            | 960              | 797              | 3.85%      | 30.11%     | 26.98%     | 20.45%     |
| Sold Price - Average                              | \$ 1,546,945     | \$ 1,510,281     | \$ 1,538,656     | \$ 1,521,742     | \$ 1,495,997     | 2.43%      | -1.84%     | 1.11%      | 1.72%      |
| Sales Volume                                      | \$ 2,547,818,415 | \$ 2,395,305,666 | \$ 1,875,621,664 | \$ 1,460,872,320 | \$ 1,192,309,609 | 6.37%      | 27.71%     | 28.39%     | 22.52%     |
| Sold Price - Median                               | \$ 1,325,000     | \$ 1,300,000     | \$ 1,300,000     | \$ 1,303,064     | \$ 1,300,000     | 1.92%      | 0.00%      | -0.24%     | 0.24%      |
| Days on Market - Average                          | 60               | 66               | 82               | 90               | 85               | -9.09%     | -19.51%    | -8.89%     | 5.88%      |
| Days on Market - Median                           | 24               | 25               | 35               | 41               | 40               | -4.00%     | -28.57%    | -14.63%    | 2.50%      |
| Close Price/List Price                            | 97.45%           | 97.45%           | 97.20%           | 96.68%           | 96.93%           | 0.00%      | 0.26%      | 0.54%      | -0.26%     |
| PSF Total   | \$ 303           | \$ 287           | \$ 284           | \$ 267           | \$ 258           | 5.57%      | 1.06%      | 6.37%      | 3.49%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 211              | 137              | 139              | 87               | 65               | 54.01%     | -1.44%     | 59.77%     | 33.85%     |
| Sold Price - Average                              | \$ 1,574,269     | \$ 1,500,455     | \$ 1,409,027     | \$ 1,553,948     | \$ 1,503,838     | 4.92%      | 6.49%      | -9.33%     | 3.33%      |
| Sales Volume                                      | \$ 332,170,759   | \$ 205,562,335   | \$ 195,854,753   | \$ 135,193,476   | \$ 97,749,470    | 61.59%     | 4.96%      | 44.87%     | 38.31%     |
| Sold Price - Median                               | \$ 1,265,000     | \$ 1,290,000     | \$ 1,230,000     | \$ 1,230,000     | \$ 1,300,000     | -1.94%     | 4.88%      | 0.00%      | -5.38%     |
| Days on Market - Average                          | 53               | 67               | 72               | 55               | 90               | -20.90%    | -6.94%     | 30.91%     | -38.89%    |
| Days on Market - Median                           | 25               | 27               | 36               | 33               | 32               | -7.41%     | -25.00%    | 9.09%      | 3.13%      |
| Close Price/List Price                            | 97.83%           | 96.81%           | 97.73%           | 103.70%          | 97.16%           | 1.05%      | -0.94%     | -5.76%     | 6.73%      |
| PSF Total   | \$ 591           | \$ 490           | \$ 462           | \$ 545           | \$ 495           | 20.61%     | 6.06%      | -15.23%    | 10.10%     |

### DMAR MARKET TRENDS | OCTOBER 2019

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**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179

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

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

|   | Sep, '19       | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 230            | 319            | 215            | -27.90%     | 6.98%     |
| Price - Average                                   | \$ 844,188     | \$ 848,111     | \$ 856,028     | -0.46%      | -1.38%    |
| Sales Volume                                      | \$ 194,163,240 | \$ 270,547,409 | \$ 184,046,020 | -28.23%     | 5.50%     |
| Days on Market - Average                          | 51             | 44             | 36             | 15.91%      | 41.67%    |
| Days on Market - Median                           | 31             | 19             | 19             | 63.16%      | 63.16%    |
| Close Price/List Price                            | 98.33%         | 98.67%         | 98.64%         | -0.34%      | -0.31%    |
| PSF Total   | \$ 242         | \$ 254         | \$ 263         | -4.72%      | -7.98%    |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 205            | 258            | 180            | -20.54%     | 13.89%    |
| Price - Average                                   | \$ 844,632     | \$ 848,190     | \$ 857,683     | -0.42%      | -1.52%    |
| Sales Volume                                      | \$ 173,149,560 | \$ 218,833,020 | \$ 154,382,940 | -20.88%     | 12.16%    |
| Days on Market - Average                          | 45             | 40             | 39             | 12.50%      | 15.38%    |
| Days on Market - Median                           | 29             | 18             | 21             | 61.11%      | 38.10%    |
| Close Price/List Price                            | 98.40%         | 98.65%         | 98.29%         | -0.25%      | 0.11%     |
| PSF Total   | \$ 228         | \$ 230         | \$ 245         | -0.87%      | -6.94%    |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 25             | 61             | 35             | -59.02%     | -28.57%   |
| Price - Average                                   | \$ 840,547     | \$ 847,776     | \$ 847,516     | -0.85%      | -0.82%    |
| Sales Volume                                      | \$ 21,013,675  | \$ 51,714,336  | \$ 29,663,060  | -59.37%     | -29.16%   |
| Days on Market - Average                          | 103            | 63             | 21             | 63.49%      | 390.48%   |
| Days on Market - Median                           | 60             | 29             | 11             | 106.90%     | 445.45%   |
| Close Price/List Price                            | 97.77%         | 98.74%         | 100.41%        | -0.98%      | -2.63%    |
| PSF Total   | \$ 357         | \$ 355         | \$ 357         | 0.56%       | 0.00%     |

**DMAR MARKET TRENDS | OCTOBER 2019**

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**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179

# 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  | 2,489            | 2,411            | 1,951            | 1,540            | 1,233            | 3.24%      | 23.58%     | 26.69%     | 24.90%     |
| Sold Price - Average                              | \$ 847,659       | \$ 850,616       | \$ 848,578       | \$ 848,835       | \$ 847,669       | -0.35%     | 0.24%      | -0.03%     | 0.14%      |
| Sales Volume                                      | \$ 2,109,823,251 | \$ 2,050,835,176 | \$ 1,655,575,678 | \$ 1,307,205,900 | \$ 1,045,175,877 | 2.88%      | 23.87%     | 26.65%     | 25.07%     |
| Sold Price - Median                               | \$ 837,000       | \$ 844,000       | \$ 839,000       | \$ 840,000       | \$ 835,000       | -0.83%     | 0.60%      | -0.12%     | 0.60%      |
| Days on Market - Average                          | 42               | 42               | 53               | 56               | 62               | 0.00%      | -20.75%    | -5.36%     | -9.68%     |
| Days on Market - Median                           | 17               | 13               | 23               | 24               | 27               | 30.77%     | -43.48%    | -4.17%     | -11.11%    |
| Close Price/List Price                            | 98.91%           | 99.27%           | 98.60%           | 98.70%           | 98.35%           | -0.36%     | 0.68%      | -0.10%     | 0.36%      |
| PSF Total   | \$ 248           | \$ 244           | \$ 225           | \$ 219           | \$ 204           | 1.64%      | 8.44%      | 2.74%      | 7.35%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 2,104            | 2,042            | 1,707            | 1,305            | 1,098            | 3.04%      | 19.63%     | 30.80%     | 18.85%     |
| Sold Price - Average                              | \$ 847,107       | \$ 851,788       | \$ 850,350       | \$ 850,521       | \$ 846,952       | -0.55%     | 0.17%      | -0.02%     | 0.42%      |
| Sales Volume                                      | \$ 1,782,313,128 | \$ 1,739,351,096 | \$ 1,451,547,450 | \$ 1,109,929,905 | \$ 929,953,296   | 2.47%      | 19.83%     | 30.78%     | 19.35%     |
| Sold Price - Median                               | \$ 835,000       | \$ 847,725       | \$ 840,000       | \$ 842,000       | \$ 835,000       | -1.50%     | 0.92%      | -0.24%     | 0.84%      |
| Days on Market - Average                          | 39               | 42               | 53               | 57               | 63               | -7.14%     | -20.75%    | -7.02%     | -9.52%     |
| Days on Market - Median                           | 15               | 13               | 23               | 25               | 27               | 15.38%     | -43.48%    | -8.00%     | -7.41%     |
| Close Price/List Price                            | 98.94%           | 99.25%           | 98.57%           | 98.63%           | 98.24%           | -0.31%     | 0.69%      | -0.06%     | 0.40%      |
| PSF Total   | \$ 227           | \$ 226           | \$ 211           | \$ 200           | \$ 191           | 0.44%      | 7.11%      | 5.50%      | 4.71%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 385              | 369              | 244              | 235              | 135              | 4.34%      | 51.23%     | 3.83%      | 74.07%     |
| Sold Price - Average                              | \$ 850,673       | \$ 844,134       | \$ 836,181       | \$ 839,470       | \$ 853,496       | 0.77%      | 0.95%      | -0.39%     | -1.64%     |
| Sales Volume                                      | \$ 327,509,105   | \$ 311,485,446   | \$ 204,028,164   | \$ 197,275,450   | \$ 115,221,960   | 5.14%      | 52.67%     | 3.42%      | 71.21%     |
| Sold Price - Median                               | \$ 845,000       | \$ 830,000       | \$ 825,000       | \$ 825,000       | \$ 850,000       | 1.81%      | 0.61%      | 0.00%      | -2.94%     |
| Days on Market - Average                          | 59               | 44               | 57               | 45               | 55               | 34.09%     | -22.81%    | 26.67%     | -18.18%    |
| Days on Market - Median                           | 25               | 12               | 22               | 18               | 21               | 108.33%    | -45.45%    | 22.22%     | -14.29%    |
| Close Price/List Price                            | 98.75%           | 99.36%           | 98.83%           | 99.06%           | 99.22%           | -0.61%     | 0.54%      | -0.23%     | -0.16%     |
| PSF Total   | \$ 358           | \$ 342           | \$ 324           | \$ 324           | \$ 321           | 4.68%      | 5.56%      | 0.00%      | 0.93%      |

### DMAR MARKET TRENDS | OCTOBER 2019

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**Market Report**  
 COMPLIMENTS OF  
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 RE/MAX ALLIANCE 303.520.3179

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

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

|   | Sep, '19       | Prior Month    | Last Year      | Prior Month | Last Year |
|---|----------------|----------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                |                |             |           |
| Sold  | 1,029          | 1,310          | 868            | -21.45%     | 18.55%    |
| Price - Average                                   | \$ 594,195     | \$ 588,636     | \$ 597,429     | 0.94%       | -0.54%    |
| Sales Volume                                      | \$ 611,426,655 | \$ 771,113,160 | \$ 518,568,372 | -20.71%     | 17.91%    |
| Days on Market - Average                          | 39             | 39             | 38             | 0.00%       | 2.63%     |
| Days on Market - Median                           | 21             | 22             | 19             | -4.55%      | 10.53%    |
| Close Price/List Price                            | 98.96%         | 99.08%         | 99.01%         | -0.12%      | -0.05%    |
| PSF Total   | \$ 219         | \$ 215         | \$ 213         | 1.86%       | 2.82%     |
| <b>Single Family</b> (aka Detached Single Family) |                |                |                |             |           |
| Sold  | 879            | 1,126          | 731            | -21.94%     | 20.25%    |
| Price - Average                                   | \$ 593,794     | \$ 589,543     | \$ 597,368     | 0.72%       | -0.60%    |
| Sales Volume                                      | \$ 521,944,926 | \$ 663,825,418 | \$ 436,676,008 | -21.37%     | 19.53%    |
| Days on Market - Average                          | 37             | 38             | 37             | -2.63%      | 0.00%     |
| Days on Market - Median                           | 21             | 22             | 19             | -4.55%      | 10.53%    |
| Close Price/List Price                            | 98.86%         | 99.08%         | 98.97%         | -0.22%      | -0.11%    |
| PSF Total   | \$ 201         | \$ 196         | \$ 191         | 2.55%       | 5.24%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                |                |             |           |
| Sold  | 150            | 184            | 137            | -18.48%     | 9.49%     |
| Price - Average                                   | \$ 596,548     | \$ 583,086     | \$ 597,756     | 2.31%       | -0.20%    |
| Sales Volume                                      | \$ 89,482,200  | \$ 107,287,824 | \$ 81,892,572  | -16.60%     | 9.27%     |
| Days on Market - Average                          | 50             | 46             | 47             | 8.70%       | 6.38%     |
| Days on Market - Median                           | 22             | 25             | 25             | -12.00%     | -12.00%   |
| Close Price/List Price                            | 99.50%         | 99.02%         | 99.21%         | 0.48%       | 0.29%     |
| PSF Total   | \$ 327         | \$ 337         | \$ 330         | -2.97%      | -0.91%    |

## DMAR MARKET TRENDS | OCTOBER 2019

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**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179

# 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  | 10,089           | 9,567            | 7,873            | 6,073            | 4,989            | 5.46%      | 21.52%     | 29.64%     | 21.73%     |
| Sold Price - Average                              | \$ 594,231       | \$ 594,719       | \$ 591,511       | \$ 593,724       | \$ 593,191       | -0.08%     | 0.54%      | -0.37%     | 0.09%      |
| Sales Volume                                      | \$ 5,995,196,559 | \$ 5,689,676,673 | \$ 4,656,966,103 | \$ 3,605,685,852 | \$ 2,959,429,899 | 5.37%      | 22.18%     | 29.16%     | 21.84%     |
| Sold Price - Median                               | \$ 583,000       | \$ 582,500       | \$ 576,000       | \$ 580,000       | \$ 579,585       | 0.09%      | 1.13%      | -0.69%     | 0.07%      |
| Current Days on Market - Average                  | 36               | 33               | 37               | 42               | 46               | 9.09%      | -10.81%    | -11.90%    | -8.70%     |
| Current Days on Market - Median                   | 15               | 11               | 14               | 17               | 19               | 36.36%     | -21.43%    | -17.65%    | -10.53%    |
| Close Price/List Price                            | 99.21%           | 99.75%           | 99.43%           | 99.22%           | 99.09%           | -0.54%     | 0.32%      | 0.21%      | 0.13%      |
| PSF Total   | \$ 214           | \$ 210           | \$ 197           | \$ 187           | \$ 182           | 1.90%      | 6.60%      | 5.35%      | 2.75%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 8,747            | 8,220            | 6,923            | 5,337            | 4,299            | 6.41%      | 18.73%     | 29.72%     | 24.15%     |
| Sold Price - Average                              | \$ 594,709       | \$ 594,786       | \$ 590,719       | \$ 592,698       | \$ 591,706       | -0.01%     | 0.69%      | -0.33%     | 0.17%      |
| Sales Volume                                      | \$ 5,201,919,623 | \$ 4,889,140,920 | \$ 4,089,547,637 | \$ 3,163,229,226 | \$ 2,543,744,094 | 6.40%      | 19.55%     | 29.28%     | 24.35%     |
| Sold Price - Median                               | \$ 585,000       | \$ 582,080       | \$ 575,000       | \$ 580,000       | \$ 575,000       | 0.50%      | 1.23%      | -0.86%     | 0.87%      |
| Current Days on Market - Average                  | 35               | 31               | 36               | 41               | 44               | 12.90%     | -13.89%    | -12.20%    | -6.82%     |
| Current Days on Market - Median                   | 15               | 11               | 14               | 16               | 18               | 36.36%     | -21.43%    | -12.50%    | -11.11%    |
| Close Price/List Price                            | 99.22%           | 99.78%           | 99.44%           | 99.25%           | 99.12%           | -0.56%     | 0.34%      | 0.19%      | 0.13%      |
| PSF Total   | \$ 196           | \$ 191           | \$ 182           | \$ 172           | \$ 165           | 2.62%      | 4.95%      | 5.81%      | 4.24%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 1,342            | 1,347            | 950              | 736              | 690              | -0.37%     | 41.79%     | 29.08%     | 6.67%      |
| Sold Price - Average                              | \$ 591,120       | \$ 594,310       | \$ 597,281       | \$ 601,162       | \$ 602,444       | -0.54%     | -0.50%     | -0.65%     | -0.21%     |
| Sales Volume                                      | \$ 793,283,040   | \$ 800,535,570   | \$ 567,416,950   | \$ 442,455,232   | \$ 415,686,360   | -0.91%     | 41.08%     | 28.24%     | 6.44%      |
| Sold Price - Median                               | \$ 575,000       | \$ 584,000       | \$ 580,278       | \$ 591,825       | \$ 590,000       | -1.54%     | 0.64%      | -1.95%     | 0.31%      |
| Current Days on Market - Average                  | 45               | 43               | 47               | 50               | 57               | 4.65%      | -8.51%     | -6.00%     | -12.28%    |
| Current Days on Market - Median                   | 18               | 15               | 18               | 27               | 28               | 20.00%     | -16.67%    | -33.33%    | -3.57%     |
| Close Price/List Price                            | 99.16%           | 99.59%           | 99.34%           | 99.06%           | 98.91%           | -0.43%     | 0.25%      | 0.28%      | 0.15%      |
| PSF Total   | \$ 331           | \$ 329           | \$ 309           | \$ 297           | \$ 289           | 0.61%      | 6.47%      | 4.04%      | 2.77%      |

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**Market Report**  
 COMPLIMENTS OF  
**ANTHONY RAE**  
 RE/MAX ALLIANCE 303.520.3179

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

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

|   | Sep, '19       | Prior Month      | Last Year      | Prior Month | Last Year |
|---|----------------|------------------|----------------|-------------|-----------|
| <b>Residential</b> (Single Family + Condo)        |                |                  |                |             |           |
| Sold  | 2,312          | 2,858            | 2,342          | -19.10%     | -1.28%    |
| Price - Average                                   | \$ 393,687     | \$ 395,922       | \$ 390,467     | -0.56%      | 0.82%     |
| Sales Volume                                      | \$ 910,204,344 | \$ 1,131,545,076 | \$ 914,473,714 | -19.56%     | -0.47%    |
| Days on Market - Average                          | 27             | 25               | 23             | 9.00%       | 7.00%     |
| Days on Market - Median                           | 14             | 12               | 12             | 16.67%      | 16.67%    |
| Close Price/List Price                            | 99.25%         | 99.43%           | 99.50%         | -0.18%      | -0.25%    |
| PSF Total   | \$ 210         | \$ 210           | \$ 205         | 0.00%       | 2.44%     |
| <b>Single Family</b> (aka Detached Single Family) |                |                  |                |             |           |
| Sold  | 1,814          | 2,231            | 1,851          | -18.69%     | -2.00%    |
| Price - Average                                   | \$ 399,394     | \$ 402,191       | \$ 393,574     | -0.70%      | 1.48%     |
| Sales Volume                                      | \$ 724,500,716 | \$ 897,288,121   | \$ 728,505,474 | -19.26%     | -0.55%    |
| Days on Market - Average                          | 27             | 23               | 22             | 17.39%      | 22.73%    |
| Days on Market - Median                           | 14             | 12               | 12             | 16.67%      | 16.67%    |
| Close Price/List Price                            | 99.26%         | 99.46%           | 99.48%         | -0.20%      | -0.22%    |
| PSF Total   | \$ 198         | \$ 198           | \$ 193         | 0.00%       | 2.59%     |
| <b>Condo</b> (aka Attached Single Family)         |                |                  |                |             |           |
| Sold  | 498            | 627              | 491            | -20.57%     | 1.43%     |
| Price - Average                                   | \$ 372,900     | \$ 373,612       | \$ 378,752     | -0.19%      | -1.55%    |
| Sales Volume                                      | \$ 185,704,200 | \$ 234,254,724   | \$ 185,967,232 | -20.73%     | -0.14%    |
| Days on Market - Average                          | 30             | 32               | 26             | -6.25%      | 15.38%    |
| Days on Market - Median                           | 14             | 17               | 13             | -17.65%     | 7.69%     |
| Close Price/List Price                            | 99.21%         | 99.33%           | 99.60%         | -0.12%      | -0.39%    |
| PSF Total   | \$ 252         | \$ 253           | \$ 248         | -0.40%      | 1.61%     |

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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  | 22,321           | 21,952           | 21,851           | 19,260           | 16,640           | 1.68%      | 0.46%      | 13.45%     | 15.75%     |
| Sold Price - Average                              | \$ 394,777       | \$ 391,982       | \$ 386,658       | \$ 383,389       | \$ 380,051       | 0.71%      | 1.38%      | 0.85%      | 0.88%      |
| Sales Volume                                      | \$ 8,811,817,417 | \$ 8,604,788,864 | \$ 8,448,863,958 | \$ 7,384,072,140 | \$ 6,324,048,640 | 2.41%      | 1.85%      | 14.42%     | 16.76%     |
| Sold Price - Median                               | \$ 393,000       | \$ 390,000       | \$ 380,000       | \$ 375,000       | \$ 371,000       | 0.77%      | 2.63%      | 1.33%      | 1.08%      |
| Current Days on Market - Average                  | 25               | 18               | 19               | 21               | 23               | 38.89%     | -5.26%     | -9.52%     | -8.70%     |
| Current Days on Market - Median                   | 10               | 6                | 6                | 7                | 7                | 66.67%     | 0.00%      | -14.29%    | 0.00%      |
| Close Price/List Price                            | 99.66%           | 100.52%          | 100.49%          | 100.49%          | 100.31%          | -0.86%     | 0.03%      | 0.00%      | 0.18%      |
| PSF Total   | \$ 211           | \$ 205           | \$ 187           | \$ 172           | \$ 159           | 2.93%      | 9.63%      | 8.72%      | 8.18%      |
| <b>Single Family</b> (aka Detached Single Family) |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 17,477           | 17,423           | 18,133           | 16,414           | 14,290           | 0.31%      | -3.92%     | 10.47%     | 14.86%     |
| Sold Price - Average                              | \$ 400,634       | \$ 396,014       | \$ 388,625       | \$ 384,927       | \$ 380,851       | 1.17%      | 1.90%      | 0.96%      | 1.07%      |
| Sales Volume                                      | \$ 7,001,880,418 | \$ 6,899,751,922 | \$ 7,046,937,125 | \$ 6,318,191,778 | \$ 5,442,360,790 | 1.48%      | -2.09%     | 11.53%     | 16.09%     |
| Sold Price - Median                               | \$ 400,000       | \$ 395,000       | \$ 384,900       | \$ 378,500       | \$ 373,756       | 1.27%      | 2.62%      | 1.69%      | 1.27%      |
| Current Days on Market - Average                  | 23               | 17               | 18               | 21               | 22               | 35.29%     | -5.56%     | -14.29%    | -4.55%     |
| Current Days on Market - Median                   | 9                | 6                | 6                | 7                | 7                | 50.00%     | 0.00%      | -14.29%    | 0.00%      |
| Close Price/List Price                            | 99.72%           | 100.56%          | 100.54%          | 100.50%          | 100.34%          | -0.84%     | 0.02%      | 0.04%      | 0.16%      |
| PSF Total   | \$ 198           | \$ 192           | \$ 174           | \$ 160           | \$ 147           | 3.13%      | 10.34%     | 8.75%      | 8.84%      |
| <b>Condo</b> (aka Attached Single Family)         |                  |                  |                  |                  |                  |            |            |            |            |
| Sold  | 4,844            | 4,529            | 3,718            | 2,846            | 2,350            | 6.96%      | 21.81%     | 30.64%     | 21.11%     |
| Sold Price - Average                              | \$ 373,644       | \$ 376,472       | \$ 377,066       | \$ 374,514       | \$ 375,187       | -0.75%     | -0.16%     | 0.68%      | -0.18%     |
| Sales Volume                                      | \$ 1,809,931,536 | \$ 1,705,041,688 | \$ 1,401,931,388 | \$ 1,065,866,844 | \$ 881,689,450   | 6.15%      | 21.62%     | 31.53%     | 20.89%     |
| Sold Price - Median                               | \$ 363,650       | \$ 367,500       | \$ 369,000       | \$ 365,000       | \$ 365,000       | -1.05%     | -0.41%     | 1.10%      | 0.00%      |
| Current Days on Market - Average                  | 30               | 23               | 24               | 25               | 27               | 30.43%     | -4.17%     | -4.00%     | -7.41%     |
| Current Days on Market - Median                   | 12               | 7                | 7                | 8                | 9                | 71.43%     | 0.00%      | -12.50%    | -11.11%    |
| Close Price/List Price                            | 99.46%           | 100.36%          | 100.25%          | 100.44%          | 100.14%          | -0.90%     | 0.11%      | -0.19%     | 0.30%      |
| PSF Total   | \$ 256           | \$ 256           | \$ 249           | \$ 241           | \$ 235           | 0.00%      | 2.81%      | 3.32%      | 2.55%      |

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