

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



Denver Metro Real Estate Market Trends Report

October 2020

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 (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	5,301	-3.55%	-42.91%
Closed Homes	5,850	-10.76%	16.51%
Close Price - Average	\$538,992	0.10%	12.14%
Close Price - Median	\$461,000	0.22%	10.63%
Days in MLS - Average	23	-4.17%	-30.30%



Detached

Active Listings at Month End	3,041	-7.99%	-53.38%
Closed Homes	4,206	-10.57%	17.82%
Close Price - Average	\$599,418	-0.47%	12.93%
Close Price - Median	\$510,000	0.20%	13.33%
Days in MLS - Average	22	-4.35%	-33.33%



Attached

Active Listings at Month End	2,260	3.15%	-18.20%
Closed Homes	1,644	-11.23%	13.30%
Close Price - Average	\$384,397	2.14%	7.57%
Close Price - Median	\$334,752	3.00%	7.12%
Days in MLS - Average	25	4.17%	-21.88%

DENVER METRO
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MARKET INSIGHTS

✓ COVID-19 News:

- The pandemic is changing how people want to work, travel and live. Remote work and school have made it so people are not bound to their homes and are living differently or moving to places where they have always wanted to live.
- Austin, with a hiring rate up 7.4 percent month to month and Denver, with a rate up 4.7 percent month to month, are both leading cities in the recovery—and both are among cities that were gaining the most workers as more affordable, growing cities pre-COVID.

✓ Local News:

- Nearly 23,000 people entered the lottery conducted last week by the Denver Housing Authority for Federal Section 8 subsidies. Last year, after a similar number of entries, fewer than 1,000 people were given new subsidies.

✓ National News:

- At the end of July, there were 1.3 million single-family existing homes for sale, the lowest count for any July going back to 1982, according to the National Association of REALTORS®. In the last week of September 12 total for-sale inventory was down 29.4 percent from a year earlier—the lowest level since at least late 2017.
- A recent chart from The Wall Street Journal showed that only three percent of homes nationally are worth less than their mortgage. That's the lowest amount in at least 10 years - great news!
- The Federal Housing Administration (FHA) has placed a moratorium on foreclosures and offered any borrower that requests an extension to not make payments for a year. This effectively kicked the can down the road and pushed out any impending actions until March of 2021.
- Automatic Data Processing, Inc.'s (ADP) September Employment Report was better than expected showing a gain of 749,000 jobs in September. 9.3 million jobs have been recovered to date from the 19.7 million private-sector jobs lost in March and April.
- The cost to build a home will be impacted by the rising cost of construction materials. The latest Producer Price Index shows the largest four-month lumber and plywood price increase in 70 years, up more than 170 percent since mid-April.
- Nationally, builder confidence soared to an all-time high for newly-built-single-family homes in September. Will new construction be the answer to our inventory shortage?
- Housing market resiliency persisted throughout the summer as traditional first-time buyers sought refuge in larger square footage and outdoor space, and buyers who had not been financially impacted by the pandemic sought second homes in resort, beach and mountain areas.
- The vast majority of moves by Americans in 2019 were local and most people (62 percent) moved to a place within their same county, although one in six people chose to move across state lines.

✓ Mortgage News:

- Mortgage rates hit a record low for the ninth time this year in September, continuing to strengthen buyer affordability. They inched up at the end of the month to reach a national average of 2.9 percent for a 30-year fixed rate with an average 0.8 percent

discount.

- Low interest rates, demographics and increasing wages continue to ignite demand despite the lack of inventory. Mortgage purchase applications continued their 20-week streak of year-over-year increases, down two percent week over week but up 22 percent year over year.
- Anyone want to take advantage of these lower refinance rates? Some lenders have already applied the 0.5 percent Adverse Market Fee. Those who haven't will have to do so in their October rate locks to meet the December 1st deadline; it takes time for lenders to close, fund and package loans for Fannie Mae and Freddie Mac.

✓ Rankings:

- In a recent Citywide Banks economic presentation, it was noted that Denver ranked number six among large cities in terms of jobs retained. Phoenix did best at -4.0 percent, Denver at -5.6 percent and worst was New York City at -13.6 percent.
- Two Denver metro area counties ranked in the top 10 counties to work from home. According to a Gallup poll, 63 percent of people have worked from home since the start of the pandemic. Those in Douglas County and Broomfield County have it the best. Douglas County ranked number two based on internet connectivity, home affordability, urbanization and population growth, and Broomfield County came in at number nine.
- Breckinridge was ranked fifth among U.S. cities experiencing a surge in real estate during the pandemic. Sterling, CO showed up at number nine on the list. Fergus Falls, MN topped the list prepared by Insurify.
- 5280 published their annual list of the "25 Best Neighborhoods in Denver" and South Park Hill came in at number one, followed by Washington Park, Congress Park, West Highland and Cherry Creek. The preparers of the list looked at home prices, crime data, school rankings and an X-factor score that accounts for things that can't be easily quantified, such as access to open space, nearby public transportation and the prevalence of restaurants and shops.
- Douglas County, Broomfield County and Routt County were all on the list of the healthiest counties by U.S. News & World Report. That's an especially important ranking during this pandemic.

✓ Quick Stats:

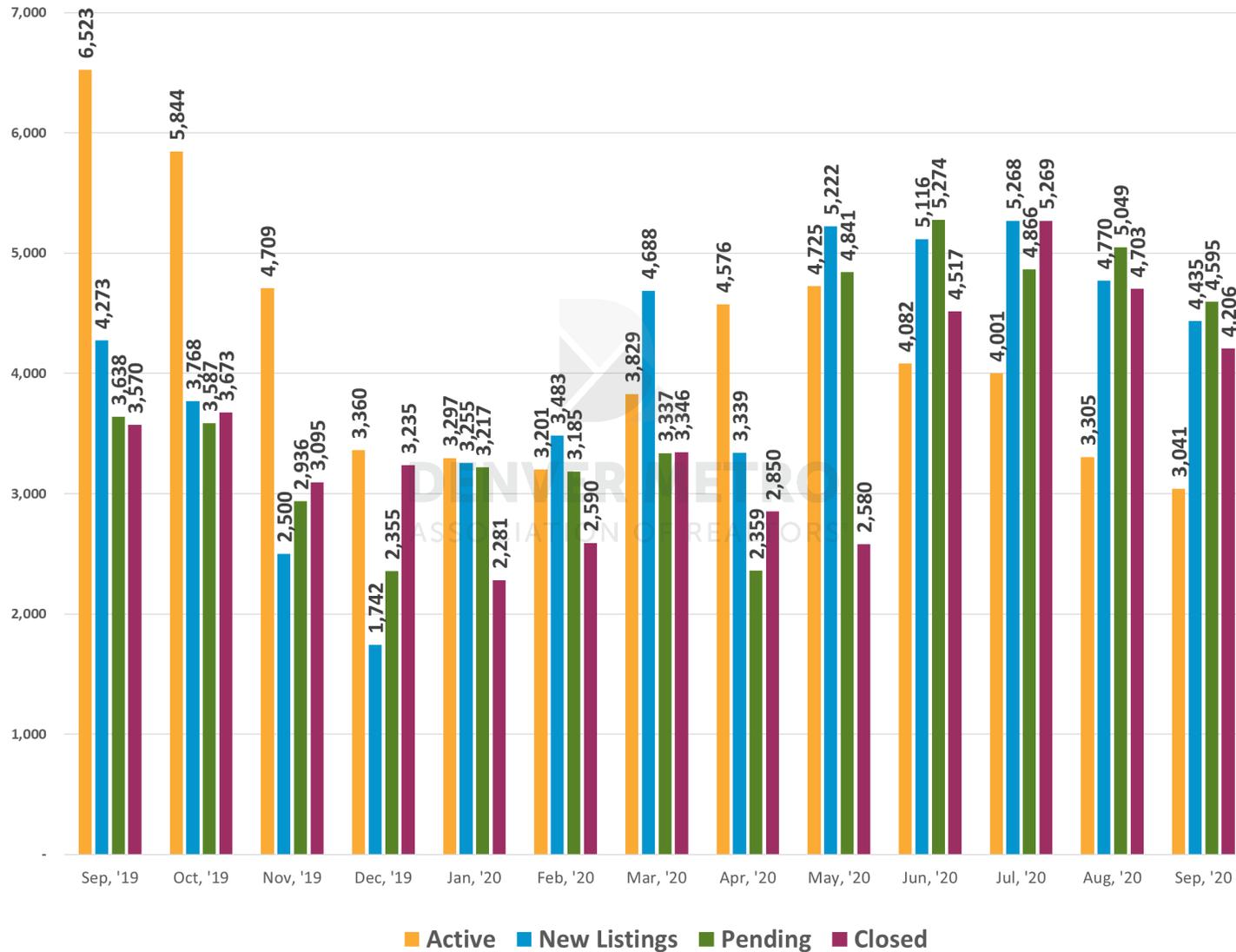
- In August, 25.3 percent of closed transactions reduced the asking price prior to receiving an offer. This compares to 36.9 percent in August of 2019. Those properties that reduced price spent an average of 58 days on market compared to 12 days for those with no price reductions.
- Average active listings for September was 16,294 (1985-2019).
- Record-high August was 2006 with 31,450 listings and the record-low was this September with 5,301 listings. Our previous September low was 2017 with 7,516 listings at month-end.
- The historical average change in active listing from August to September is a decrease of 0.57 percent. The decrease of 3.55 percent for September 2020 represents a modest drop in inventory from our normal seasonal trend.
- By 2026, Millennials and Gen Z will make up more than 60 percent of spending in the luxury market.

Detached Single-Family

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

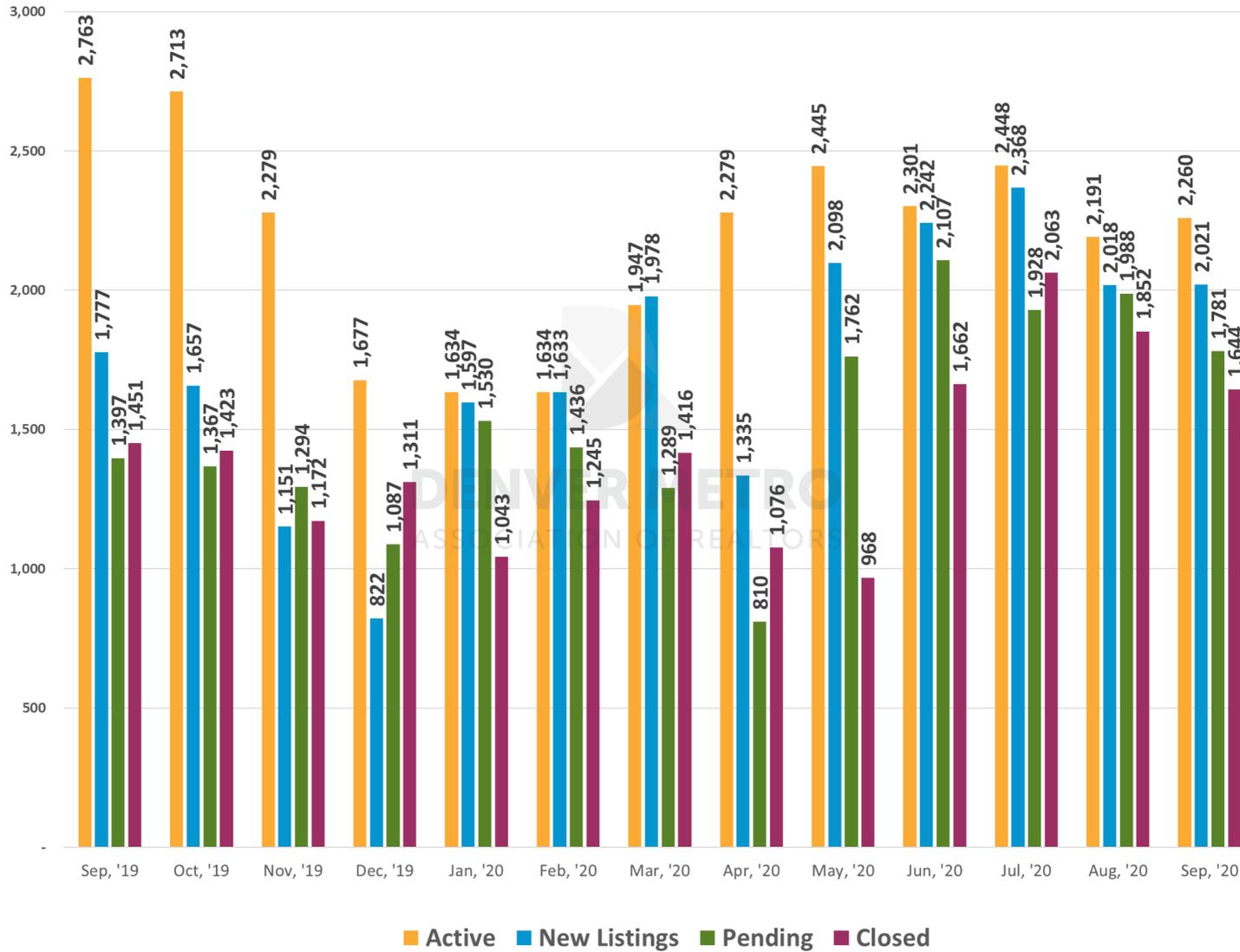


Attached Single-Family

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

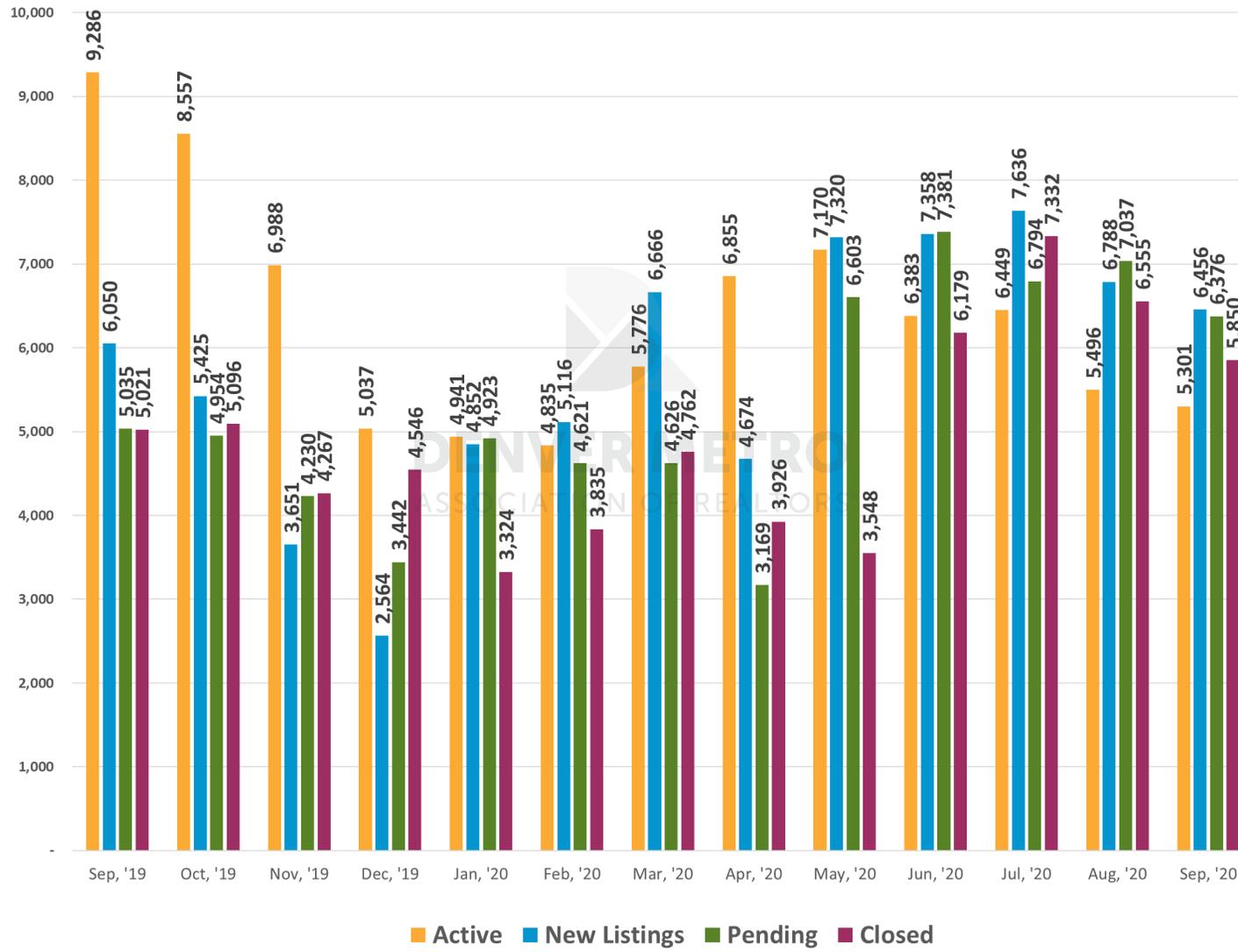


Residential (Detached + Attached)

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REColorado.com

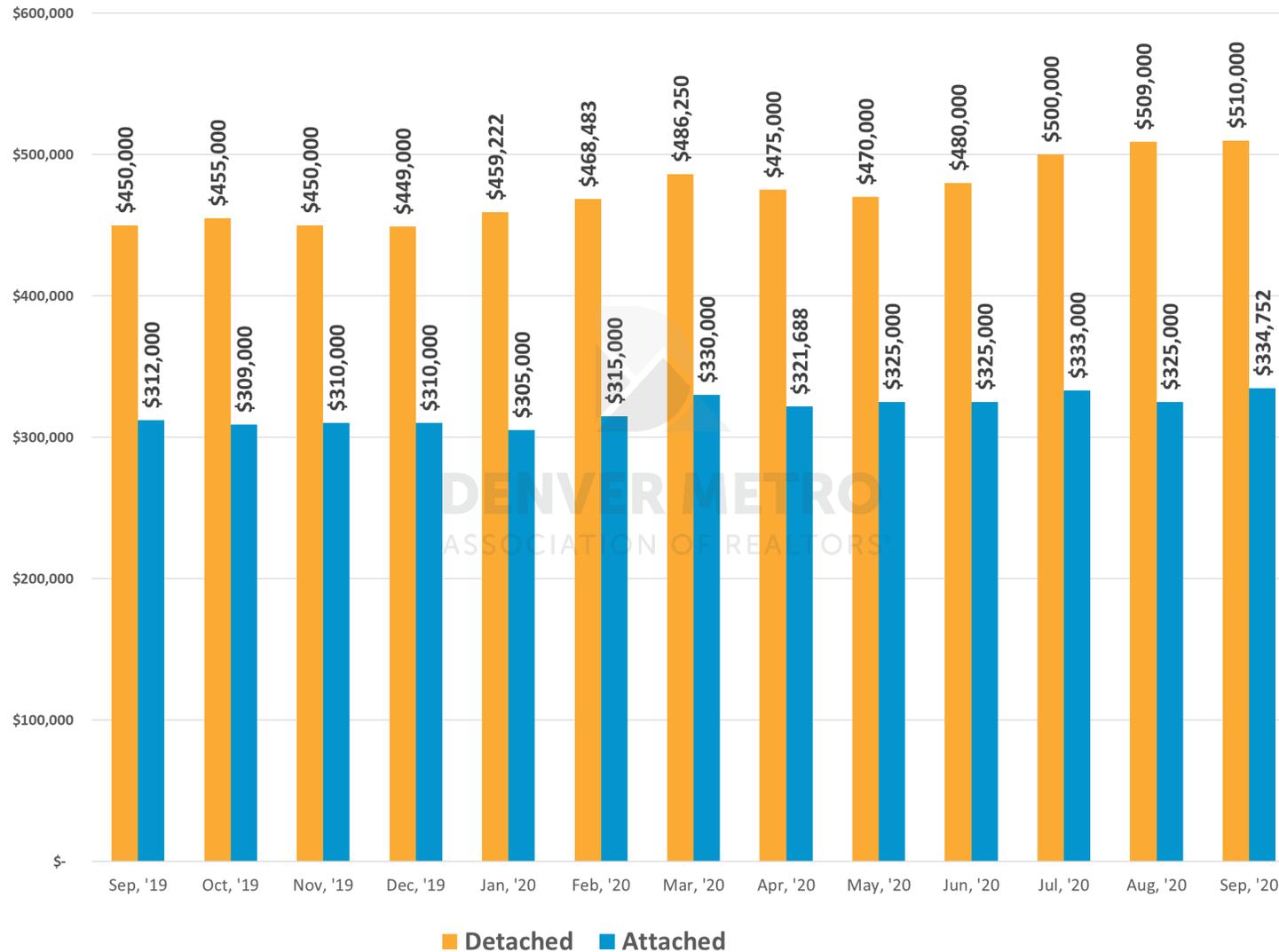


Median Close Price

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

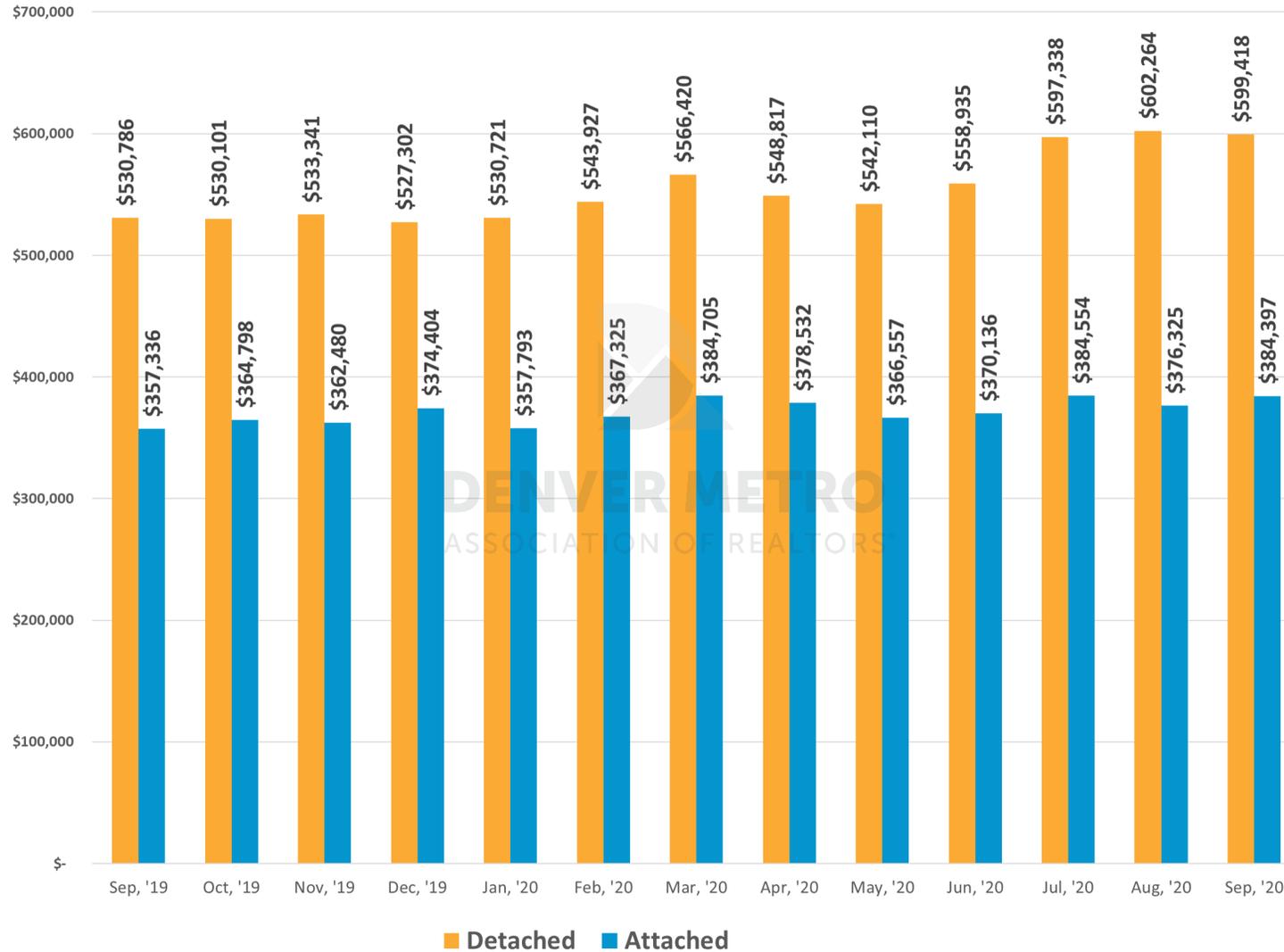


Average Close Price

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

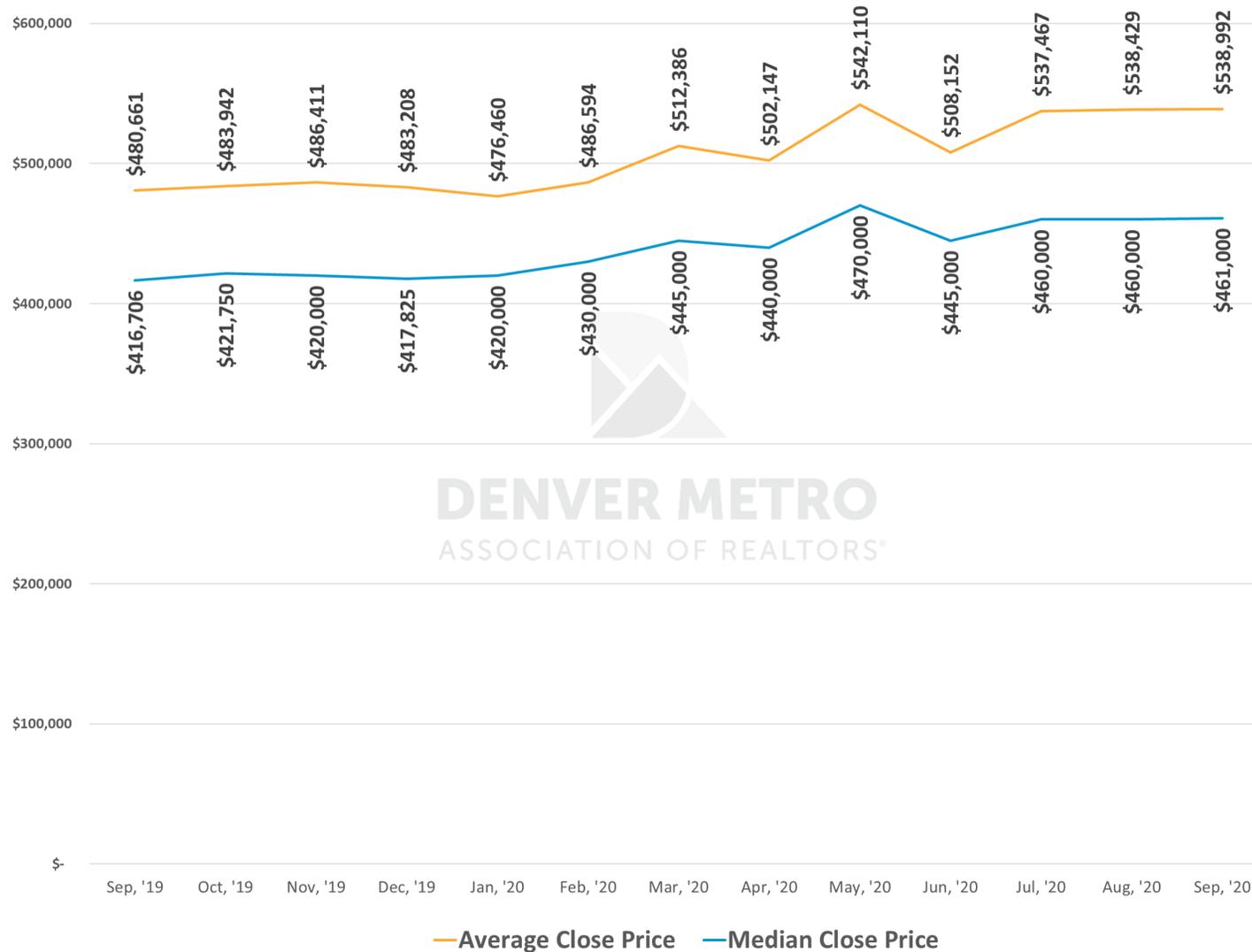


Residential Close Price

DMAR Market Trends | September 2020 Data

Denver Metro Association of REALTORS®

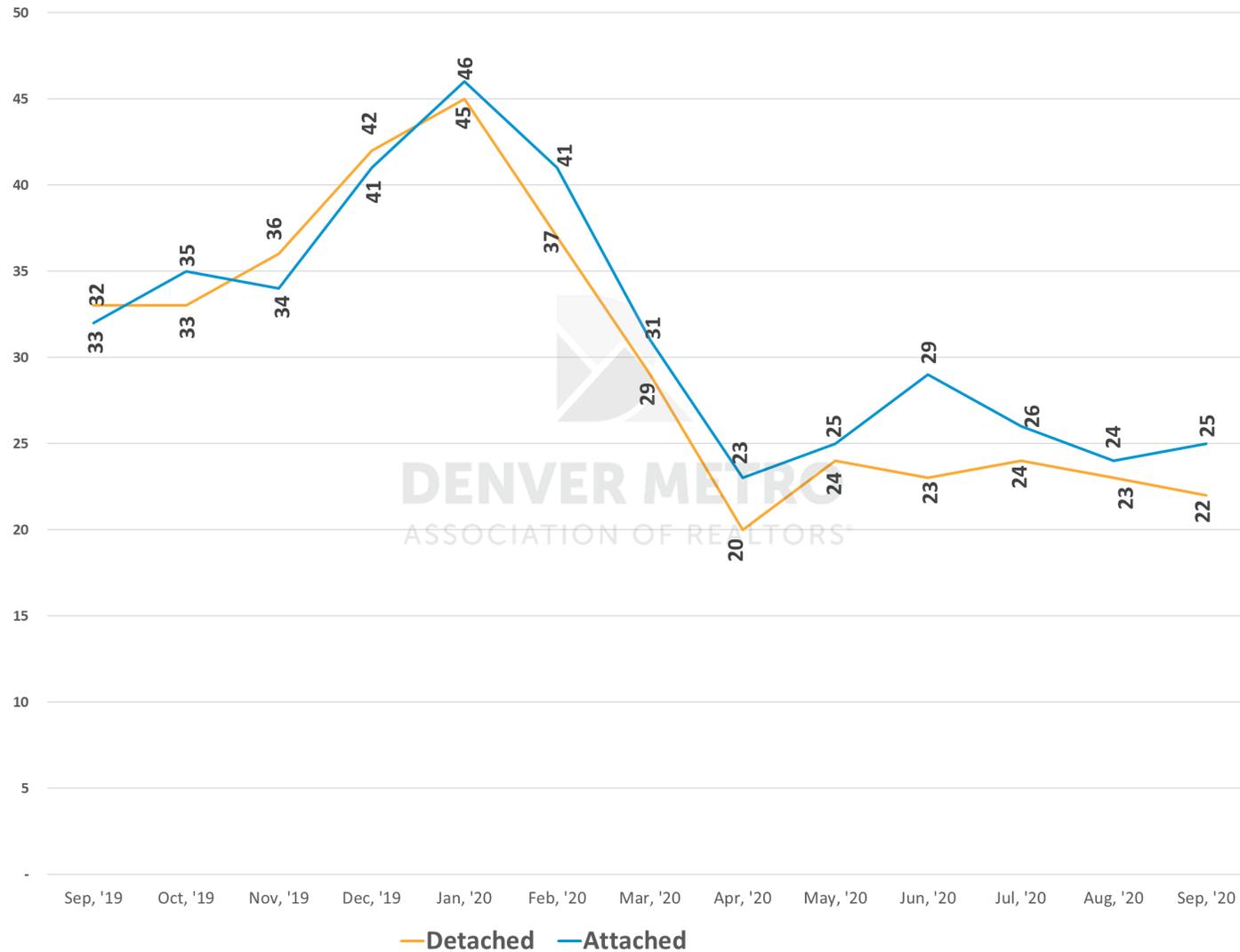
Source of MLS Data: REcolorado.com



— Average Close Price — Median Close Price

Average Days in MLS

DMAR Market Trends | September 2020 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com

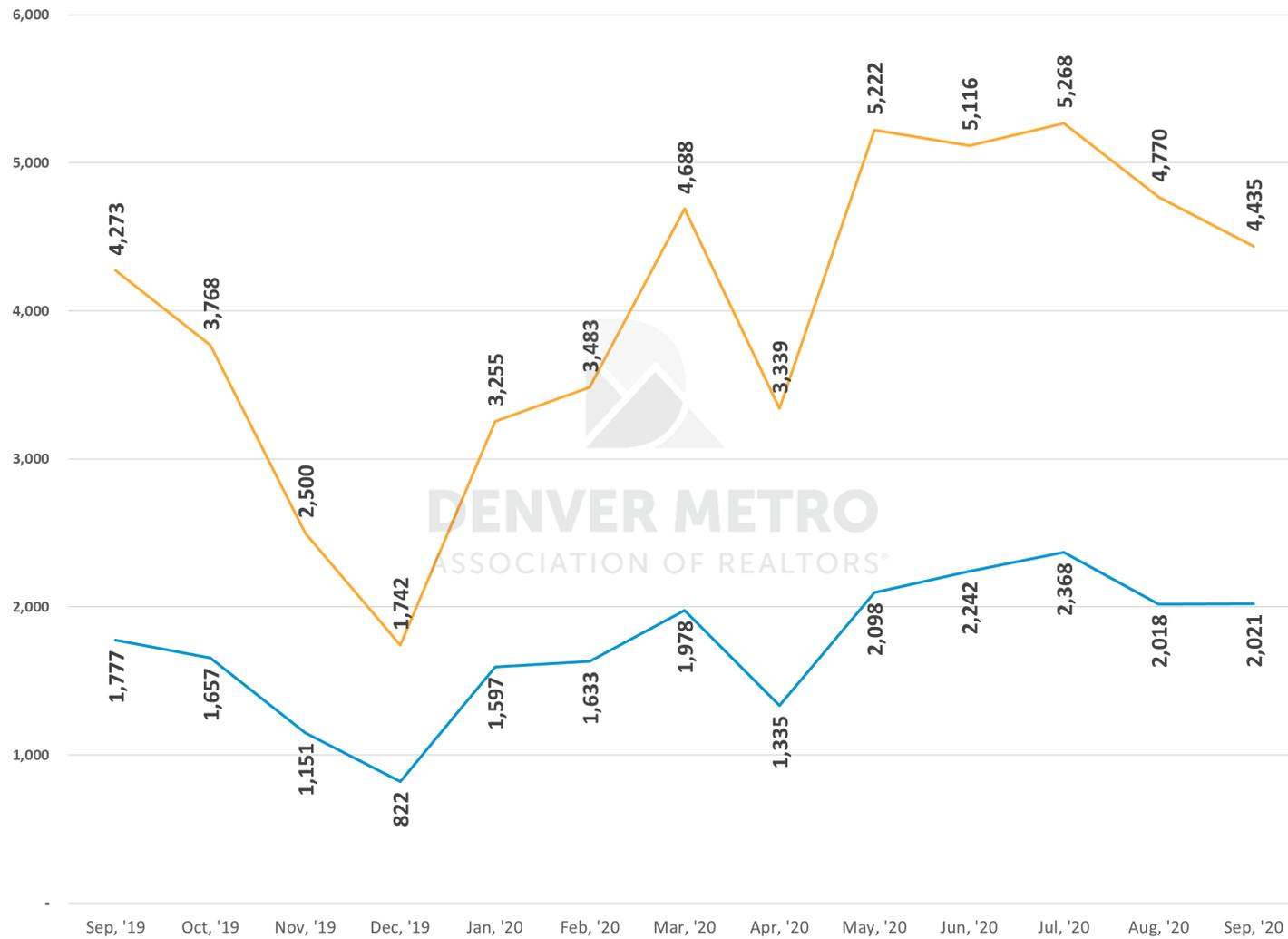


New Listings

DMAR Market Trends | September 2020 Data

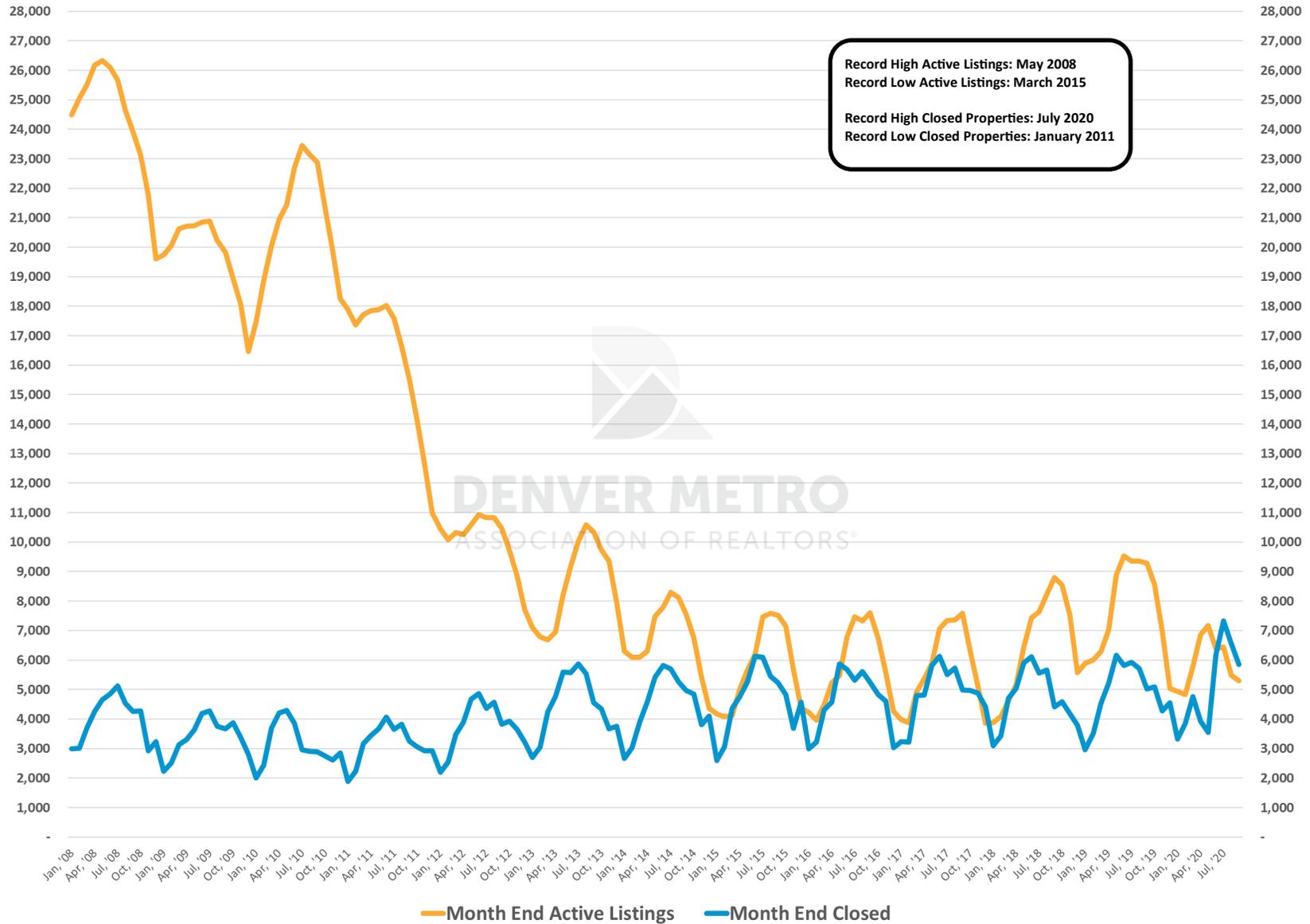
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

DMAR Market Trends | September 2020 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



DATA SNAPSHOT

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

	Sep, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	5,301	5,496	9,286	-3.55%	-42.91%
New Listings	6,456	6,788	6,050	-4.89%	6.71%
Pending	6,376	7,037	5,035	-9.39%	26.63%
Closed	5,850	6,555	5,021	-10.76%	16.51%
Close Price - Average	\$ 538,992	\$ 538,429	\$ 480,661	0.10%	12.14%
Close Price - Median	\$ 461,000	\$ 460,000	\$ 416,706	0.22%	10.63%
Sales Volume	\$ 3,153,102,843	\$ 3,529,400,267	\$ 2,413,400,974	-10.66%	30.65%
Days in MLS - Average	23	24	33	-4.17%	-30.30%
Days in MLS - Median	6	7	16	-14.29%	-62.50%
Close Price/List Price	100.24%	100.11%	98.91%	0.13%	1.34%
Detached					
Active Listings at Month End	3,041	3,305	6,523	-7.99%	-53.38%
New Listings	4,435	4,770	4,273	-7.02%	3.79%
Pending	4,595	5,049	3,638	-8.99%	26.31%
Closed	4,206	4,703	3,570	-10.57%	17.82%
Close Price - Average	\$ 599,418	\$ 602,264	\$ 530,786	-0.47%	12.93%
Close Price - Median	\$ 510,000	\$ 509,000	\$ 450,000	0.20%	13.33%
Sales Volume	\$ 2,521,153,359	\$ 2,832,446,867	\$ 1,894,905,772	-10.99%	33.05%
Days in MLS - Average	22	23	33	-4.35%	-33.33%
Days in MLS - Median	6	6	16	0.00%	-62.50%
Close Price/List Price	100.41%	100.28%	98.86%	0.13%	1.57%
Attached					
Active Listings at Month End	2,260	2,191	2,763	3.15%	-18.20%
New Listings	2,021	2,018	1,777	0.15%	13.73%
Pending	1,781	1,988	1,397	-10.41%	27.49%
Closed	1,644	1,852	1,451	-11.23%	13.30%
Close Price - Average	\$ 384,397	\$ 376,325	\$ 357,336	2.14%	7.57%
Close Price - Median	\$ 334,752	\$ 325,000	\$ 312,500	3.00%	7.12%
Sales Volume	\$ 631,949,484	\$ 696,953,400	\$ 518,495,202	-9.33%	21.88%
Days in MLS - Average	25	24	32	4.17%	-21.88%
Days in MLS - Median	8	9	16	-11.11%	-50.00%
Close Price/List Price	99.78%	99.67%	99.03%	0.11%	0.76%

SEPTEMBER DATA YTD 2020 to 2016

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
Active Listings at Month End	5,301	9,286	8,807	7,586	7,599	-42.91%	5.44%	16.10%	-0.17%
New Listings	56,893	59,471	56,798	56,410	54,740	-4.33%	4.71%	0.69%	3.05%
Closed	45,581	44,857	43,932	44,940	42,807	1.61%	2.11%	-2.24%	4.98%
Close Price - Average	\$ 515,678	\$ 487,297	\$ 475,894	\$ 435,821	\$ 402,532	5.82%	2.40%	9.19%	8.27%
Close Price - Median	\$ 449,000	\$ 420,000	\$ 411,000	\$ 379,900	\$ 350,000	6.90%	2.19%	8.19%	8.54%
Sales Volume	\$ 23,505,135,441	\$ 21,858,703,914	\$ 20,906,967,796	\$ 19,585,803,113	\$ 17,231,181,395	7.53%	4.55%	6.75%	13.66%
Days in MLS - Average	27	30	24	24	25	-10.00%	25.00%	0.00%	-4.00%
Days in MLS - Median	8	11	7	7	7	-27.27%	57.14%	0.00%	0.00%
Close Price/List Price	99.80%	99.31%	100.16%	100.23%	100.46%	0.49%	-0.85%	-0.07%	-0.23%
Detached									
Active Listings at Month End	3,041	6,523	6,514	5,693	6,021	-53.38%	0.14%	14.42%	-5.45%
New Listings	39,562	42,149	40,828	40,514	39,920	-6.14%	3.24%	0.78%	1.49%
Closed	32,531	31,905	31,241	32,142	30,812	1.96%	2.13%	-2.80%	4.32%
Close Price - Average	\$ 571,773	\$ 537,196	\$ 525,992	\$ 483,276	\$ 446,632	6.44%	2.13%	8.84%	8.20%
Close Price - Median	\$ 489,500	\$ 455,000	\$ 445,000	\$ 412,000	\$ 382,500	7.58%	2.25%	8.01%	7.71%
Sales Volume	\$ 18,600,340,031	\$ 17,139,251,365	\$ 16,432,519,101	\$ 15,533,446,998	\$ 13,761,614,860	8.52%	4.30%	5.79%	12.88%
Days in MLS - Average	26	30	25	26	27	-13.33%	20.00%	-3.85%	-3.70%
Days in MLS - Median	7	11	7	7	8	-36.36%	57.14%	0.00%	-12.50%
Close Price/List Price	99.92%	99.32%	100.07%	100.08%	100.22%	0.60%	-0.75%	-0.01%	-0.14%
Attached									
Active Listings at Month End	2,260	2,763	2,293	1,893	1,578	-18.20%	20.50%	21.13%	19.96%
New Listings	17,331	17,322	15,970	15,896	14,820	0.05%	8.47%	0.47%	7.26%
Closed	13,050	12,952	12,691	12,798	11,995	0.76%	2.06%	-0.84%	6.69%
Close Price - Average	\$ 375,846	\$ 364,380	\$ 352,569	\$ 316,640	\$ 289,251	3.15%	3.35%	11.35%	9.47%
Close Price - Median	\$ 325,000	\$ 308,000	\$ 300,000	\$ 268,950	\$ 240,000	5.52%	2.67%	11.54%	12.06%
Sales Volume	\$ 4,904,795,410	\$ 4,719,452,549	\$ 4,474,448,695	\$ 4,052,356,115	\$ 3,469,566,535	3.93%	5.48%	10.42%	16.80%
Days in MLS - Average	29	30	21	20	18	-3.33%	42.86%	5.00%	11.11%
Days in MLS - Median	10	12	6	6	5	-16.67%	100.00%	0.00%	20.00%
Close Price/List Price	99.51%	99.27%	100.40%	100.60%	101.07%	0.24%	-1.13%	-0.20%	-0.47%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	10	4	0.40	1	1	1.00
	\$100,000 to \$199,999	3	10	3.33	132	197	1.49
	\$200,000 to \$299,999	78	55	0.71	474	477	1.01
	\$300,000 to \$399,999	712	367	0.52	496	471	0.95
	\$400,000 to \$499,999	1,197	497	0.42	270	355	1.31
	\$500,000 to \$749,999	1,496	871	0.58	183	422	2.31
	\$750,000 to \$999,999	403	407	1.01	59	187	3.17
	\$1,000,000 and over	307	830	2.70	29	150	5.17
	TOTALS	4,206	3,041	0.72	1,644	2,260	1.37

	Price Range	Detached		% change	Attached		% change
		Closed Sep, '20	Closed Aug, '20		Closed Sep, '20	Closed Aug, '20	
Month-Over-Month	\$0 to \$99,999	10	5	100.00%	1	2	-50.00%
	\$100,000 to \$199,999	3	8	-62.50%	132	153	-13.73%
	\$200,000 to \$299,999	78	86	-9.30%	474	577	-17.85%
	\$300,000 to \$399,999	712	769	-7.41%	496	553	-10.31%
	\$400,000 to \$499,999	1,197	1,364	-12.24%	270	276	-2.17%
	\$500,000 to \$749,999	1,496	1,677	-10.79%	183	208	-12.02%
	\$750,000 to \$999,999	403	447	-9.84%	59	54	9.26%
	\$1,000,000 and over	307	347	-11.53%	29	29	0.00%
	TOTALS	4,206	4,703	-10.57%	1,644	1,852	-11.23%

	Price Range	Detached		% change	Attached		% change
		YTD Sep, '20	YTD Sep, '19		YTD Sep, '20	YTD Sep, '19	
Year-Over-Year	\$0 to \$99,999	30	24	25.00%	8	19	-57.89%
	\$100,000 to \$199,999	92	108	-14.81%	1,166	1,398	-16.60%
	\$200,000 to \$299,999	886	1,363	-35.00%	4,028	4,647	-13.32%
	\$300,000 to \$399,999	6,345	8,748	-27.47%	3,808	3,351	13.64%
	\$400,000 to \$499,999	9,700	9,000	7.78%	1,867	1,577	18.39%
	\$500,000 to \$749,999	10,838	8,875	22.12%	1,566	1,358	15.32%
	\$750,000 to \$999,999	2,648	2,129	24.38%	423	393	7.63%
	\$1,000,000 and over	1,992	1,658	20.14%	184	209	-11.96%
	TOTALS	32,531	31,905	1.96%	13,050	12,952	0.76%

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

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

	Sep, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	448	476	356	-5.88%	25.84%
Pending	415	416	192	-0.24%	116.15%
Closed	336	376	186	-10.64%	80.65%
Sales Volume	\$ 514,086,161	\$ 588,622,348	\$ 298,133,965	-12.66%	72.43%
Days in MLS - Average	46	51	76	-9.80%	-39.47%
Days in MLS - Median	17	18	38	-5.56%	-55.26%
Close Price/List Price	98.59%	97.54%	96.66%	1.08%	2.00%
PSF Total	\$ 339	\$ 339	\$ 343	0.00%	-1.17%
Detached					
New Listings	396	432	321	-8.33%	23.36%
Pending	374	382	166	-2.09%	125.30%
Closed	307	347	164	-11.53%	87.20%
Sales Volume	\$ 473,327,484	\$ 543,625,848	\$ 269,626,696	-12.93%	75.55%
Days in MLS - Average	47	53	81	-11.32%	-41.98%
Days in MLS - Median	17	19	40	-10.53%	-57.50%
Close Price/List Price	98.67%	97.54%	96.46%	1.16%	2.29%
PSF Total	\$ 327	\$ 321	\$ 314	1.87%	4.14%
Attached					
New Listings	52	44	35	18.18%	48.57%
Pending	41	34	26	20.59%	57.69%
Closed	29	29	22	0.00%	31.82%
Sales Volume	\$ 40,758,677	\$ 44,996,500	\$ 28,507,269	-9.42%	42.98%
Days in MLS - Average	37	27	37	37.04%	0.00%
Days in MLS - Median	17	8	26	112.50%	-34.62%
Close Price/List Price	97.74%	97.49%	98.11%	0.26%	-0.38%
PSF Total	\$ 464	\$ 560	\$ 558	-17.14%	-16.85%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	3,713	3,299	2,863	2,614	2,198	12.55%	15.23%	9.53%	18.93%
Pending	2,614	2,048	1,813	1,437	1,117	27.64%	12.96%	26.17%	28.65%
Closed	2,176	1,867	1,725	1,358	1,049	16.55%	8.23%	27.03%	29.46%
Sales Volume	\$ 3,328,598,551	\$ 2,892,036,605	\$ 2,603,418,809	\$ 2,071,476,798	\$ 1,599,565,747	15.10%	11.09%	25.68%	29.50%
Days in MLS - Average	53	59	66	81	87	-10.17%	-10.61%	-18.52%	-6.90%
Days in MLS - Median	19	24	25	35	40	-20.83%	-4.00%	-28.57%	-12.50%
Close Price/List Price	97.64%	97.47%	97.41%	97.25%	97.24%	0.17%	0.06%	0.16%	0.01%
PSF Total	\$ 337	\$ 335	\$ 303	\$ 303	\$ 291	0.60%	10.56%	0.00%	4.12%
Detached									
New Listings	3,296	2,931	2,582	2,344	1,984	12.45%	13.52%	10.15%	18.15%
Pending	2,391	1,827	1,648	1,276	1,030	30.87%	10.86%	29.15%	23.88%
Closed	1,992	1,658	1,588	1,218	962	20.14%	4.41%	30.38%	26.61%
Sales Volume	\$ 3,057,010,296	\$ 2,562,529,380	\$ 2,397,856,415	\$ 1,874,194,595	\$ 1,464,372,238	19.30%	6.87%	27.94%	27.99%
Days in MLS - Average	53	60	66	82	90	-11.67%	-9.09%	-19.51%	-8.89%
Days in MLS - Median	19	24	25	35	41	-20.83%	-4.00%	-28.57%	-14.63%
Close Price/List Price	97.71%	97.43%	97.46%	97.20%	96.66%	0.29%	-0.03%	0.27%	0.56%
PSF Total	\$ 317	\$ 303	\$ 287	\$ 284	\$ 268	4.62%	5.57%	1.06%	5.97%
Attached									
New Listings	417	368	281	270	214	13.32%	30.96%	4.07%	26.17%
Pending	223	221	165	161	87	0.90%	33.94%	2.48%	85.06%
Closed	184	209	137	140	87	-11.96%	52.55%	-2.14%	60.92%
Sales Volume	\$ 271,588,255	\$ 329,507,225	\$ 205,562,394	\$ 197,282,203	\$ 135,193,509	-17.58%	60.30%	4.20%	45.93%
Days in MLS - Average	54	51	67	72	55	5.88%	-23.88%	-6.94%	30.91%
Days in MLS - Median	27	23	27	36	33	17.39%	-14.81%	-25.00%	9.09%
Close Price/List Price	96.94%	97.81%	96.81%	97.73%	103.70%	-0.89%	1.03%	-0.94%	-5.76%
PSF Total	\$ 554	\$ 589	\$ 490	\$ 463	\$ 545	-5.94%	20.20%	5.83%	-15.05%

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

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

	Sep, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	488	515	389	-5.24%	25.45%
Pending	519	554	286	-6.32%	81.47%
Closed	462	501	258	-7.78%	79.07%
Sales Volume	\$ 393,011,899	\$ 425,630,553	\$ 217,947,518	-7.66%	80.32%
Days in MLS - Average	39	36	52	8.33%	-25.00%
Days in MLS - Median	13	14	31	-7.14%	-58.06%
Close Price/List Price	99.49%	99.37%	98.33%	0.12%	1.18%
PSF Total	\$ 263	\$ 246	\$ 244	6.91%	7.79%
Detached					
New Listings	406	420	328	-3.33%	23.78%
Pending	448	466	256	-3.86%	75.00%
Closed	403	447	227	-9.84%	77.53%
Sales Volume	\$ 343,152,379	\$ 378,548,322	\$ 191,472,936	-9.35%	79.22%
Days in MLS - Average	38	36	45	5.56%	-15.56%
Days in MLS - Median	13	15	29	-13.33%	-55.17%
Close Price/List Price	99.59%	99.46%	98.38%	0.13%	1.23%
PSF Total	\$ 246	\$ 231	\$ 229	6.49%	7.42%
Attached					
New Listings	82	95	61	-13.68%	34.43%
Pending	71	88	30	-19.32%	136.67%
Closed	59	54	31	9.26%	90.32%
Sales Volume	\$ 49,859,520	\$ 47,082,231	\$ 26,474,582	5.90%	88.33%
Days in MLS - Average	51	36	101	41.67%	-49.50%
Days in MLS - Median	14	13	60	7.69%	-76.67%
Close Price/List Price	98.81%	98.64%	97.93%	0.17%	0.90%
PSF Total	\$ 373	\$ 365	\$ 355	2.19%	5.07%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	4,452	3,955	3,551	3,047	2,607	12.57%	11.38%	16.54%	16.88%
Pending	3,646	2,818	2,512	2,073	1,616	29.38%	12.18%	21.18%	28.28%
Closed	3,071	2,522	2,411	1,954	1,543	21.77%	4.60%	23.39%	26.64%
Sales Volume	\$ 2,600,677,576	\$ 2,137,407,007	\$ 2,050,835,842	\$ 1,658,074,772	\$ 1,309,935,618	21.67%	4.22%	23.69%	26.58%
Days in MLS - Average	41	42	42	53	56	-2.38%	0.00%	-20.75%	-5.36%
Days in MLS - Median	13	17	13	23	24	-23.53%	30.77%	-43.48%	-4.17%
Close Price/List Price	99.17%	98.92%	99.27%	98.60%	98.68%	0.25%	-0.35%	0.68%	-0.08%
PSF Total	\$ 251	\$ 248	\$ 244	\$ 255	\$ 219	1.21%	1.64%	-4.31%	16.44%
Detached									
New Listings	3,659	3,346	2,968	2,615	2,184	9.35%	12.74%	13.50%	19.73%
Pending	3,133	2,412	2,137	1,793	1,383	29.89%	12.87%	19.19%	29.65%
Closed	2,648	2,129	2,041	1,709	1,308	24.38%	4.31%	19.43%	30.66%
Sales Volume	\$ 2,240,956,433	\$ 1,802,749,026	\$ 1,738,567,742	\$ 1,453,296,637	\$ 1,112,660,074	24.31%	3.69%	19.63%	30.61%
Days in MLS - Average	40	39	42	53	57	2.56%	-7.14%	-20.75%	-7.02%
Days in MLS - Median	13	16	13	23	25	-18.75%	23.08%	-43.48%	-8.00%
Close Price/List Price	99.24%	98.94%	99.25%	98.55%	98.61%	0.30%	-0.31%	0.71%	-0.06%
PSF Total	\$ 234	\$ 227	\$ 226	\$ 211	\$ 200	3.08%	0.44%	7.11%	5.50%
Attached									
New Listings	793	609	583	432	423	30.21%	4.46%	34.95%	2.13%
Pending	513	406	375	280	233	26.35%	8.27%	33.93%	20.17%
Closed	423	393	370	245	235	7.63%	6.22%	51.02%	4.26%
Sales Volume	\$ 359,721,143	\$ 334,657,981	\$ 312,268,100	\$ 204,778,135	\$ 197,275,544	7.49%	7.17%	52.49%	3.80%
Days in MLS - Average	42	59	43	56	45	-28.81%	37.21%	-23.21%	24.44%
Days in MLS - Median	15	25	12	21	18	-40.00%	108.33%	-42.86%	16.67%
Close Price/List Price	98.72%	98.83%	99.35%	98.88%	99.06%	-0.11%	-0.52%	0.48%	-0.18%
PSF Total	\$ 358	\$ 358	\$ 342	\$ 324	\$ 324	0.00%	4.68%	5.56%	0.00%

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

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

	Sep, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,654	1,796	1,415	-7.91%	16.89%
Pending	1,699	1,923	1,178	-11.65%	44.23%
Closed	1,679	1,885	1,135	-10.93%	47.93%
Sales Volume	\$ 1,002,458,744	\$ 1,120,207,939	\$ 674,032,731	-10.51%	48.73%
Days in MLS - Average	26	26	39	0.00%	-33.33%
Days in MLS - Median	8	8	21	0.00%	-61.90%
Close Price/List Price	100.39%	100.20%	98.89%	0.19%	1.52%
PSF Total	\$ 220	\$ 220	\$ 218	0.00%	0.92%
Detached					
New Listings	1,379	1,529	1,186	-9.81%	16.27%
Pending	1,476	1,691	1,005	-12.71%	46.87%
Closed	1,496	1,677	976	-10.79%	53.28%
Sales Volume	\$ 893,813,919	\$ 999,164,842	\$ 579,323,281	-10.54%	54.29%
Days in MLS - Average	25	25	38	0.00%	-34.21%
Days in MLS - Median	7	7	22	0.00%	-68.18%
Close Price/List Price	100.45%	100.32%	98.79%	0.13%	1.68%
PSF Total	\$ 207	\$ 206	\$ 199	0.49%	4.02%
Attached					
New Listings	275	267	229	3.00%	20.09%
Pending	223	232	173	-3.88%	28.90%
Closed	183	208	159	-12.02%	15.09%
Sales Volume	\$ 108,644,825	\$ 121,043,097	\$ 94,709,450	-10.24%	14.71%
Days in MLS - Average	40	31	49	29.03%	-18.37%
Days in MLS - Median	15	12	21	25.00%	-28.57%
Close Price/List Price	99.92%	99.18%	99.52%	0.75%	0.40%
PSF Total	\$ 325	\$ 329	\$ 329	-1.22%	-1.22%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	15,118	14,344	12,502	10,731	8,723	5.40%	14.73%	16.50%	23.02%
Pending	13,449	11,031	9,720	8,160	6,459	21.92%	13.49%	19.12%	26.34%
Closed	12,404	10,233	9,571	7,878	6,078	21.22%	6.92%	21.49%	29.62%
Sales Volume	\$ 7,372,568,653	\$ 6,080,890,304	\$ 5,691,898,511	\$ 4,659,906,188	\$ 3,608,654,701	21.24%	6.83%	22.15%	29.13%
Days in MLS - Average	31	36	33	37	42	-13.89%	9.09%	-10.81%	-11.90%
Days in MLS - Median	10	16	11	14	17	-37.50%	45.45%	-21.43%	-17.65%
Close Price/List Price	99.80%	99.20%	99.75%	99.42%	99.22%	0.60%	-0.55%	0.33%	0.20%
PSF Total	\$ 220	\$ 214	\$ 210	\$ 197	\$ 187	2.80%	1.90%	6.60%	5.35%
Detached									
New Listings	12,779	12,243	10,734	9,284	7,527	4.38%	14.06%	15.62%	23.34%
Pending	11,684	9,585	8,397	7,134	5,650	21.90%	14.15%	17.70%	26.27%
Closed	10,838	8,875	8,221	6,926	5,337	22.12%	7.96%	18.70%	29.77%
Sales Volume	\$ 6,447,990,219	\$ 5,278,274,341	\$ 4,889,653,468	\$ 4,091,254,274	\$ 3,163,121,301	22.16%	7.95%	19.51%	29.34%
Days in MLS - Average	30	35	31	36	41	-14.29%	12.90%	-13.89%	-12.20%
Days in MLS - Median	10	15	11	14	16	-33.33%	36.36%	-21.43%	-12.50%
Close Price/List Price	99.86%	99.21%	99.78%	99.44%	99.25%	0.66%	-0.57%	0.34%	0.19%
PSF Total	\$ 203	\$ 196	\$ 191	\$ 182	\$ 172	3.57%	2.62%	4.95%	5.81%
Attached									
New Listings	2,339	2,101	1,768	1,447	1,196	11.33%	18.83%	22.18%	20.99%
Pending	1,765	1,446	1,323	1,026	809	22.06%	9.30%	28.95%	26.82%
Closed	1,566	1,358	1,350	952	741	15.32%	0.59%	41.81%	28.48%
Sales Volume	\$ 924,578,434	\$ 802,615,963	\$ 802,245,043	\$ 568,651,914	\$ 445,533,400	15.20%	0.05%	41.08%	27.63%
Days in MLS - Average	44	44	43	47	50	0.00%	2.33%	-8.51%	-6.00%
Days in MLS - Median	17	18	15	18	27	-5.56%	20.00%	-16.67%	-33.33%
Close Price/List Price	99.36%	99.18%	99.58%	99.33%	99.03%	0.18%	-0.40%	0.25%	0.30%
PSF Total	\$ 341	\$ 331	\$ 329	\$ 308	\$ 297	3.02%	0.61%	6.82%	3.70%

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

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

	Sep, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,990	3,123	2,908	-4.26%	2.82%
Pending	2,932	3,276	2,559	-10.50%	14.58%
Closed	2,675	2,962	2,591	-9.69%	3.24%
Sales Volume	\$ 1,079,111,825	\$ 1,197,071,086	\$ 1,021,689,509	-9.85%	5.62%
Days in MLS - Average	15	17	28	-11.76%	-46.43%
Days in MLS - Median	5	5	14	0.00%	-64.29%
Close Price/List Price	100.93%	100.75%	99.29%	0.18%	1.65%
PSF Total	\$ 232	\$ 230	\$ 210	0.87%	10.48%
Detached					
New Listings	2,141	2,259	2,240	-5.22%	-4.42%
Pending	2,161	2,393	2,019	-9.69%	7.03%
Closed	1,909	2,133	2,028	-10.50%	-5.87%
Sales Volume	\$ 789,535,234	\$ 886,589,945	\$ 810,280,356	-10.95%	-2.56%
Days in MLS - Average	12	15	27	-20.00%	-55.56%
Days in MLS - Median	5	5	14	0.00%	-64.29%
Close Price/List Price	101.25%	101.04%	99.29%	0.21%	1.97%
PSF Total	\$ 217	\$ 218	\$ 197	-0.46%	10.15%
Attached					
New Listings	849	864	668	-1.74%	27.10%
Pending	771	883	540	-12.68%	42.78%
Closed	766	829	563	-7.60%	36.06%
Sales Volume	\$ 289,576,591	\$ 310,481,141	\$ 211,409,153	-6.73%	36.97%
Days in MLS - Average	23	23	32	0.00%	-28.13%
Days in MLS - Median	8	9	14	-11.11%	-42.86%
Close Price/List Price	100.13%	100.02%	99.29%	0.11%	0.85%
PSF Total	\$ 268	\$ 259	\$ 253	3.47%	5.93%

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

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

	YTD 2020	YTD 2019	YTD 2018	YTD 2017	YTD 2016	'20 vs '19	'19 vs '18	'18 vs '17	'17 vs '16
Residential (Detached + Attached)									
New Listings	25,915	28,339	27,510	25,941	23,190	-8.55%	3.01%	6.05%	11.86%
Pending	24,054	24,115	22,641	22,477	19,924	-0.25%	6.51%	0.73%	12.81%
Closed	21,720	22,676	21,964	21,868	19,275	-4.22%	3.24%	0.44%	13.45%
Sales Volume	\$ 8,728,376,485	\$ 8,952,819,436	\$ 8,609,179,687	\$ 8,455,805,553	\$ 7,389,969,243	-2.51%	3.99%	1.81%	14.42%
Days in MLS - Average	21	25	18	19	21	-16.00%	38.89%	-5.26%	-9.52%
Days in MLS - Median	6	10	6	6	7	-40.00%	66.67%	0.00%	-14.29%
Close Price/List Price	100.33%	99.66%	100.51%	100.49%	100.49%	0.67%	-0.85%	0.02%	0.00%
PSF Total	\$ 225	\$ 211	\$ 205	\$ 187	\$ 172	6.64%	2.93%	9.63%	8.72%
Detached									
New Listings	18,634	21,739	21,809	21,195	19,692	-14.28%	-0.32%	2.90%	7.63%
Pending	17,853	18,817	18,024	18,632	17,024	-5.12%	4.40%	-3.26%	9.45%
Closed	16,045	17,748	17,425	18,131	16,418	-9.60%	1.85%	-3.89%	10.43%
Sales Volume	\$ 6,601,258,155	\$ 7,110,308,751	\$ 6,900,428,213	\$ 7,046,970,796	\$ 6,320,223,642	-7.16%	3.04%	-2.08%	11.50%
Days in MLS - Average	18	23	17	18	21	-21.74%	35.29%	-5.56%	-14.29%
Days in MLS - Median	5	9	6	6	7	-44.44%	50.00%	0.00%	-14.29%
Close Price/List Price	100.50%	99.71%	100.56%	100.54%	100.50%	0.79%	-0.85%	0.02%	0.04%
PSF Total	\$ 212	\$ 198	\$ 192	\$ 174	\$ 160	7.07%	3.13%	10.34%	8.75%
Attached									
New Listings	7,281	6,600	5,701	4,746	3,498	10.32%	15.77%	20.12%	35.68%
Pending	6,201	5,298	4,617	3,845	2,900	17.04%	14.75%	20.08%	32.59%
Closed	5,675	4,928	4,539	3,737	2,857	15.16%	8.57%	21.46%	30.80%
Sales Volume	\$ 2,127,118,330	\$ 1,842,510,685	\$ 1,708,751,474	\$ 1,408,834,757	\$ 1,069,745,601	15.45%	7.83%	21.29%	31.70%
Days in MLS - Average	27	30	23	24	25	-10.00%	30.43%	-4.17%	-4.00%
Days in MLS - Median	10	12	7	7	8	-16.67%	71.43%	0.00%	-12.50%
Close Price/List Price	99.82%	99.46%	100.35%	100.25%	100.44%	0.36%	-0.89%	0.10%	-0.19%
PSF Total	\$ 262	\$ 256	\$ 256	\$ 249	\$ 241	2.34%	0.00%	2.81%	3.32%