

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



Denver Metro Real Estate Market Trends Report

January 2021



Market Report
COMPLIMENTS OF
ANTHONY RAEAL
RE/MAX ALLIANCE 303.520.3179



MARKET OVERVIEW

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

Here are the highlights:

		Prior Month	Year-Over-Year
 Residential (Detached plus Attached)			
Active Listings at Month End	2,541	-25.59%	-49.55%
Closed Homes	4,807	-10.25%	4.91%
Close Price - Average	\$547,461	0.35%	13.47%
Close Price - Median	\$460,000	-1.08%	10.31%
Days in MLS - Average	23	4.55%	-43.90%
 Detached			
Active Listings at Month End	1,316	-25.01%	-60.83%
Closed Homes	3,327	-11.94%	2.24%
Close Price - Average	\$616,895	0.82%	17.06%
Close Price - Median	\$507,000	-0.59%	12.93%
Days in MLS - Average	20	0.00%	-52.38%
 Attached			
Active Listings at Month End	1,225	-26.20%	-26.95%
Closed Homes	1,480	-6.21%	11.45%
Close Price - Average	\$391,375	1.21%	4.81%
Close Price - Median	\$332,000	-0.87%	7.11%
Days in MLS - Average	31	24.00%	-24.39%

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- Whether it's starting the conversation about a new purchase or planning to list their house, now is the time to connect with your clients to get ready for the new year.
- Supply has been painfully low through December. It is not surprising due to the holidays, but painful nonetheless for buyers desperately searching and competing for the few available homes.
- President Calvin Coolidge once said, "No greater contribution could be made to the stability of the nation, and the advancement of its ideals, than to make it a nation of home owning families."

✓ Local News:

- There are 31,500 homes in Highlands Ranch, and on December 31st, only 10 detached homes and seven attached homes were for sale. That is only 0.05 percent of the homes in the community. Now is the time to list.
- Colorado is one of 20 states that raised their minimum wage on January 1, 2021. The 32 cent increase brings it up to \$12.32 per hour. Four states - New York, Washington, Massachusetts and California - all raised the rate higher than Colorado. California raised it to the highest at \$14.00 per hour.

✓ National News:

- In November, new housing permits hit 137,000 on a seasonally adjusted basis, about nine percent higher than 2019. This is the highest rate of permit issuance since September 2006.
- Faced with more expensive home prices, homebuyers are bringing more money to closing. The median down payment on a single-family home and condo purchased in the third quarter increased by nearly 67 percent compared to a year ago.
- Millennials will add substantial demand for housing over the next few years. Looking at America's population by age, the largest numbers of Millennials are those aged 28 to 30. With 33 as the median age of recent first-time buyers, demographic forces will add an important tailwind to home-buying demand.
- Low mortgage rates, growing numbers of first-time buyers and gradually rising home values are three housing market trends we expect during the next three years.
- The percentage of us that work from home will be much higher even after vaccinations and a return to a "new normal." This is because there's no longer any stigma, it's working much better than was ex-

pected, IT investments to enable working from home have been made, others are doing it and older and high-income workers will demand it.

- Motivated by caring for aging parents, 15 percent of buyers who purchased homes after March 2020 purchased a multi-generational home compared to 11 percent of buyers before March.

✓ Mortgage News:

- Rates hit an all-time low for the 16th time on December 24th to 2.66 percent, keeping mortgage purchase applications up over 26 percent and refinance applications up 124 percent from last year.
- 2021 will be another strong year in housing as our economy reboots as we go back to work, ball games, restaurants and travel. GDP growth is expected to hit 3.5 percent, unemployment 6.2 percent and household spending 3.7 percent. Housing prices are expected to climb eight percent, sales up six percent, all while rates start inching up to three percent. It will be a great year to be a buyer or seller.
- The 30-year fixed-rate mortgage has only been around since 1948, based on a structure that was developed during the Great Depression. The American ideal of homeownership, however, has been around a lot longer.

✓ Trending:

- With 2020 thankfully in the rear window, buyer wish lists are changing once again. Open floor plans are losing favor with the demand for separate multi-purpose spaces that offer privacy as work/home life continues to evolve.
- Hard-working and flexible spaces may be the trend for 2021 as multi-generational homes and short-term rentals become more popular.
- Pantone released their two colors of the year for 2021: Ultimate Gray and Illuminating, a combination of familiar gray and bright yellow.

✓ Quick Stats:

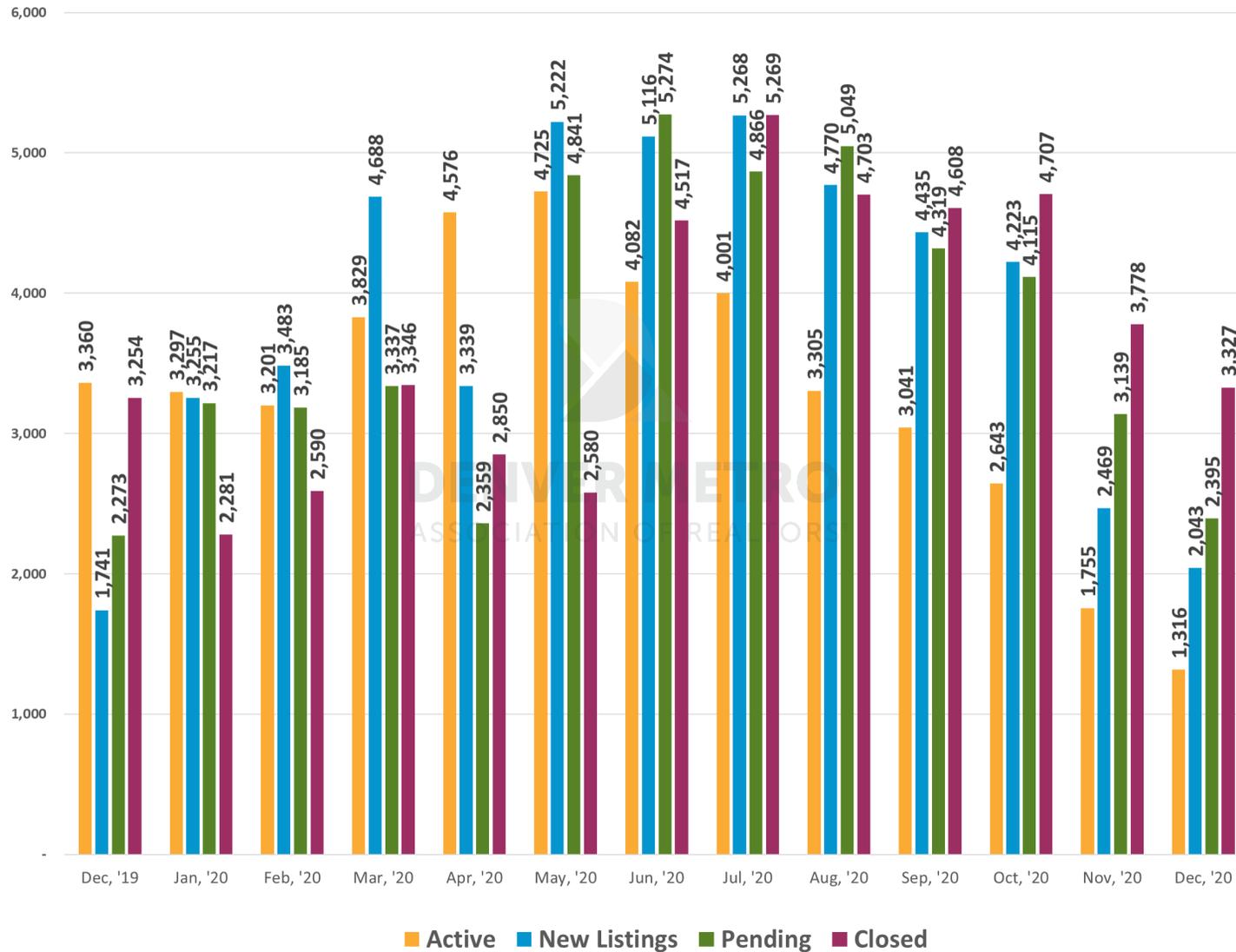
- Average active listings for December are 12,941 (1985-2019.)
- Record-high December was 2007 with 24,603 listings and the record-low was set this December 2020 with 2,541 listings.
- The historical average decrease in active listings from November to December is 14.49 percent. 25.59 percent in 2020 represents the third highest month-over-month decrease on record.

Detached Single-Family

DMAR Market Trends | December 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

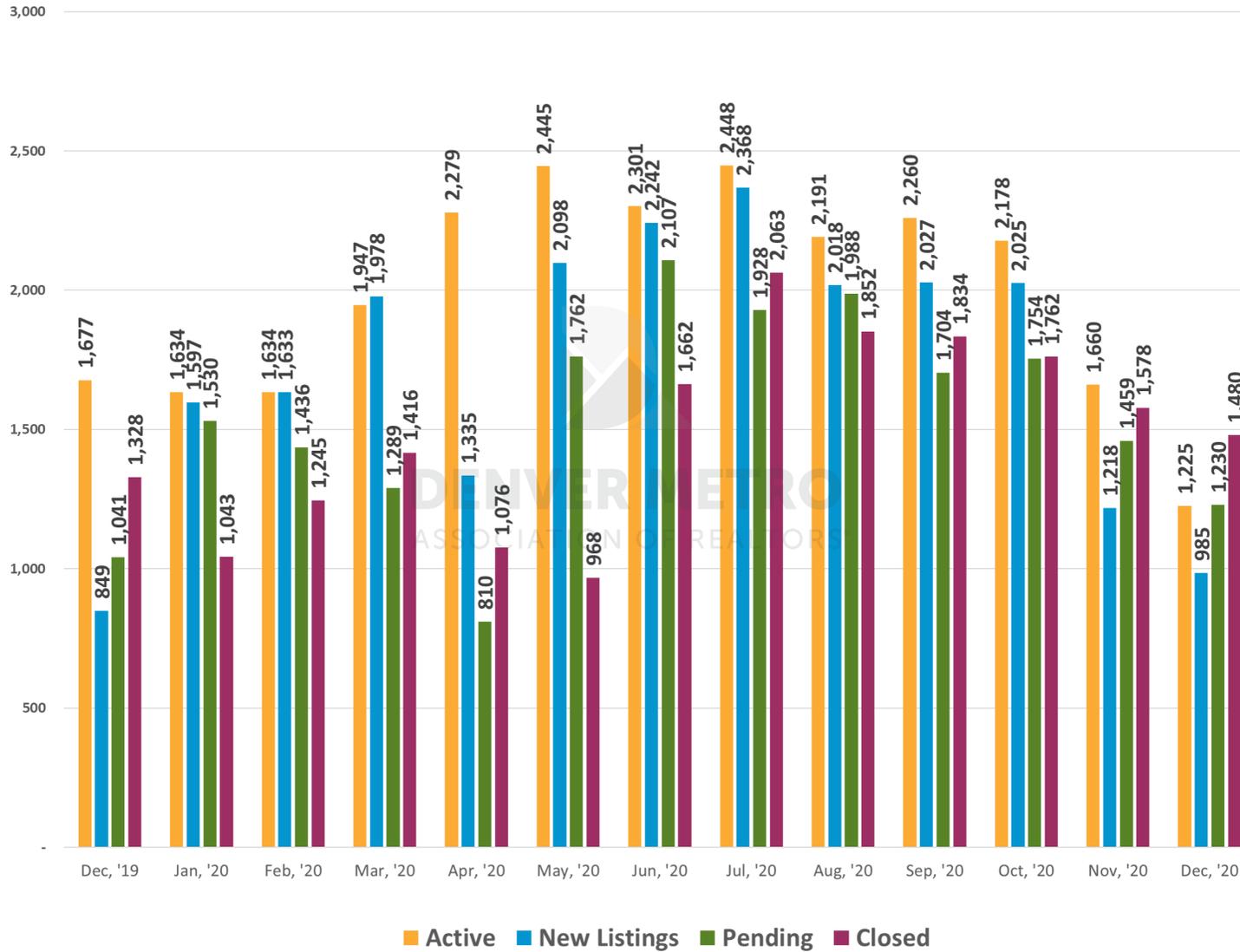


Attached Single-Family

DMAR Market Trends | December 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

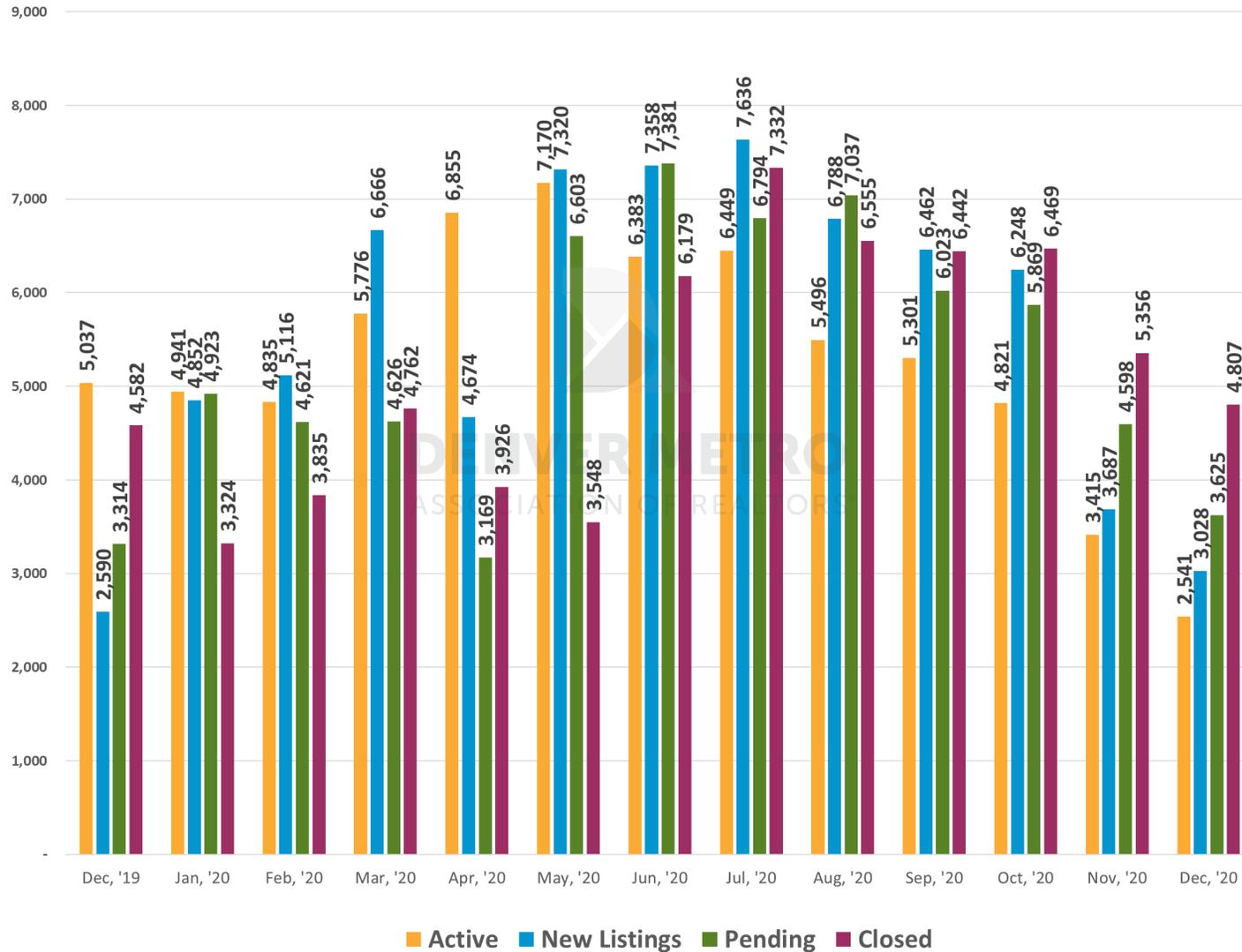


Residential (Detached + Attached)

DMAR Market Trends | December 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

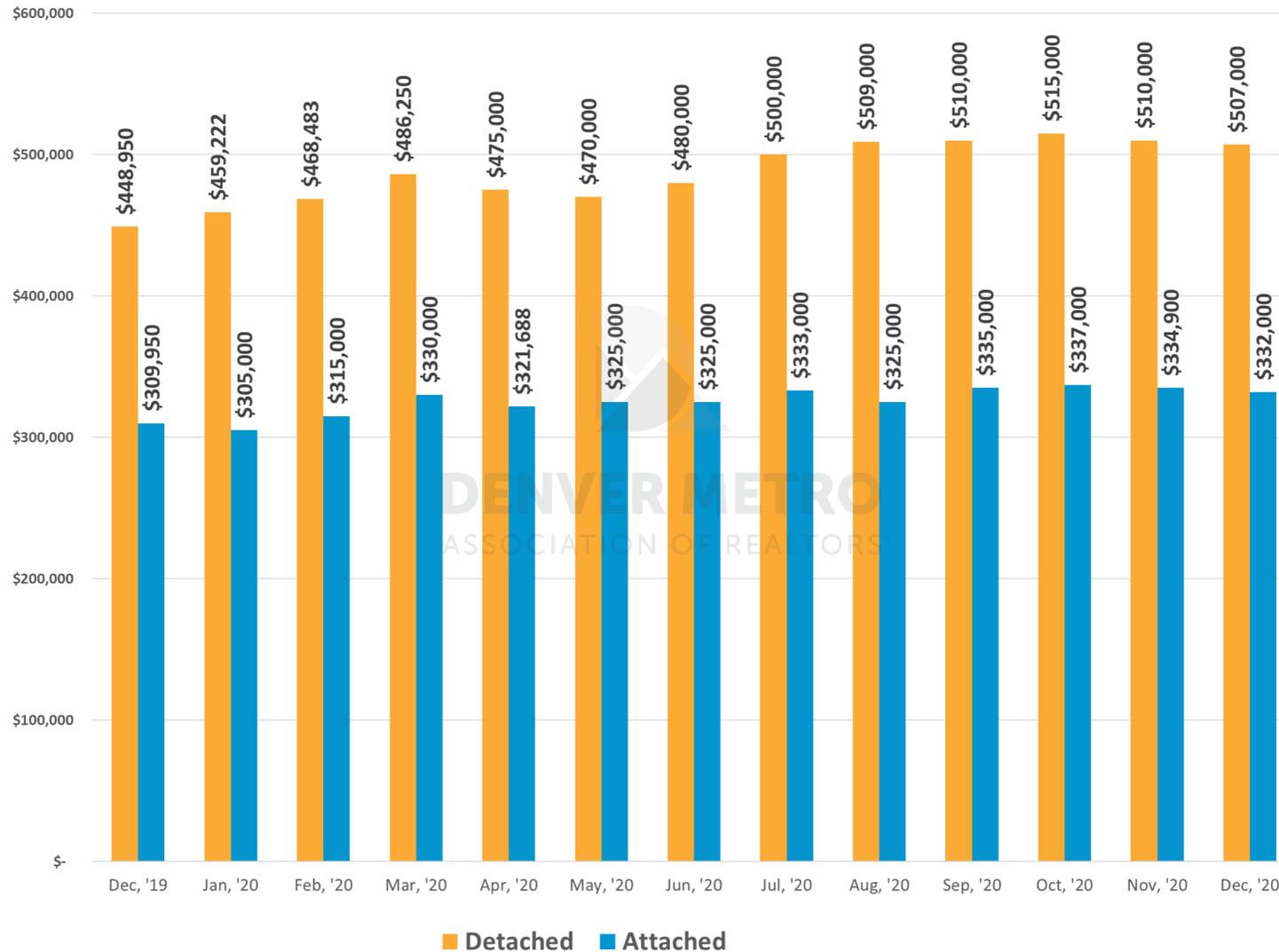


Median Close Price

DMAR Market Trends | December 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

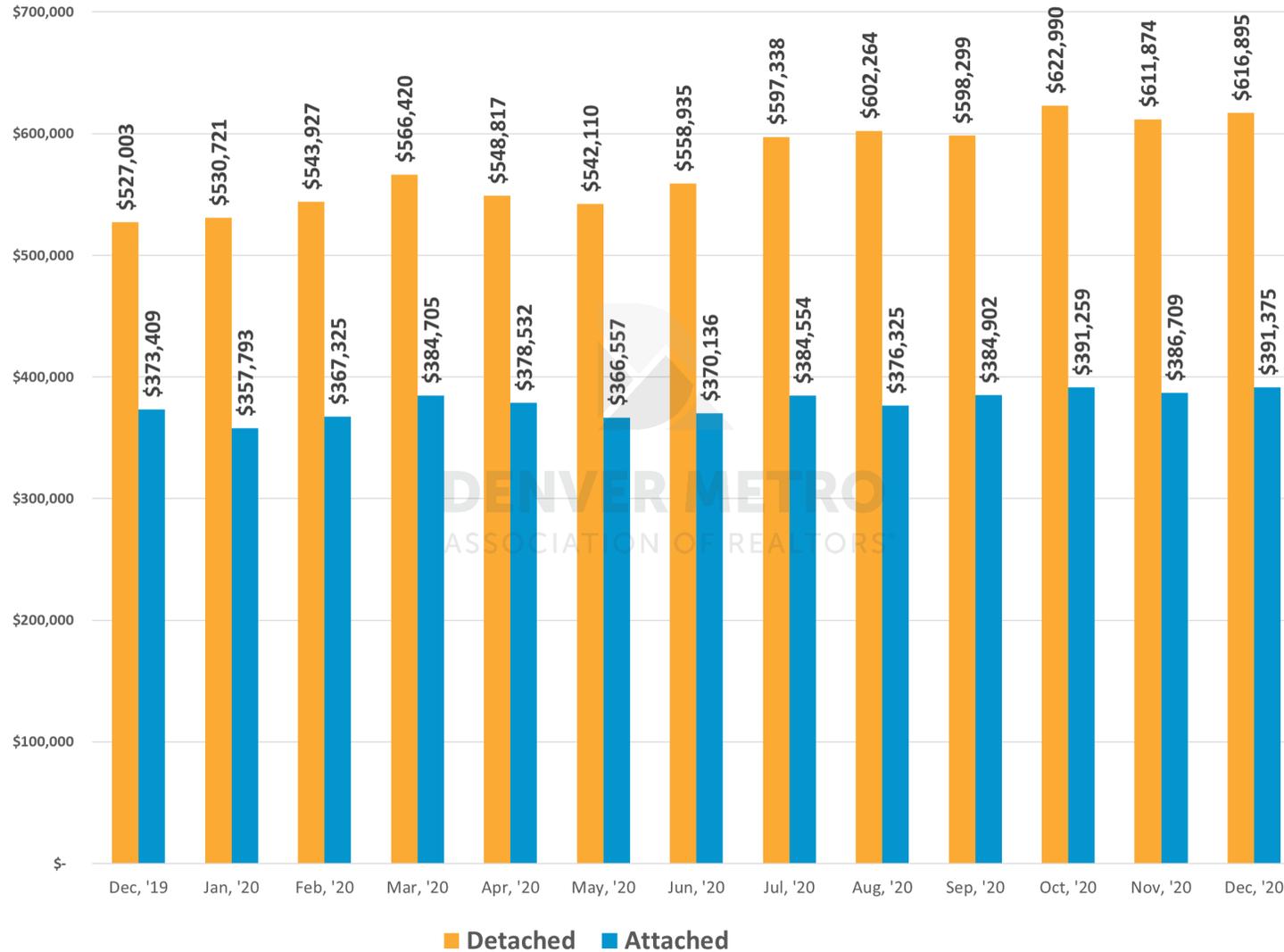


Average Close Price

DMAR Market Trends | December 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

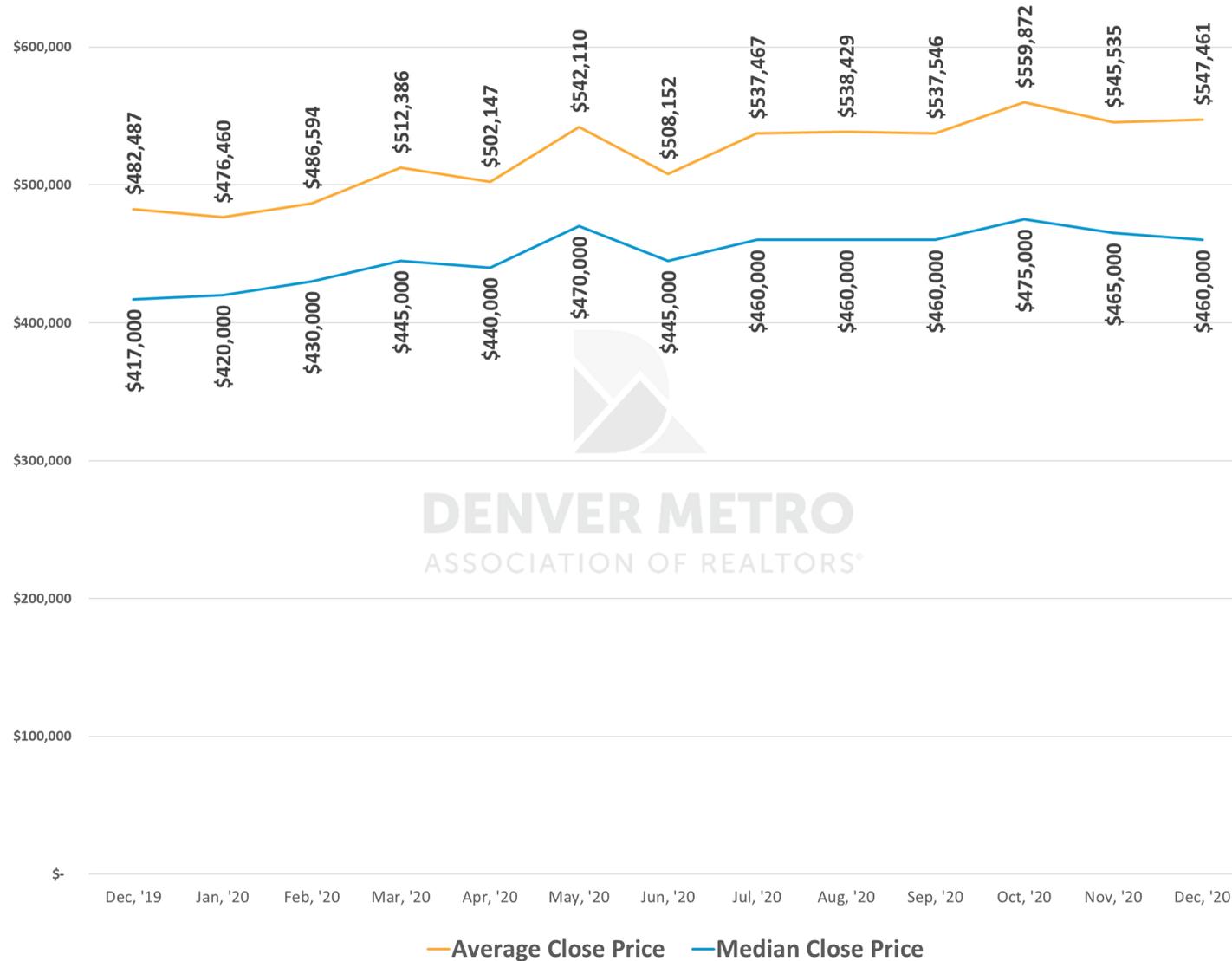


Residential Close Price

DMAR Market Trends | December 2020 Data

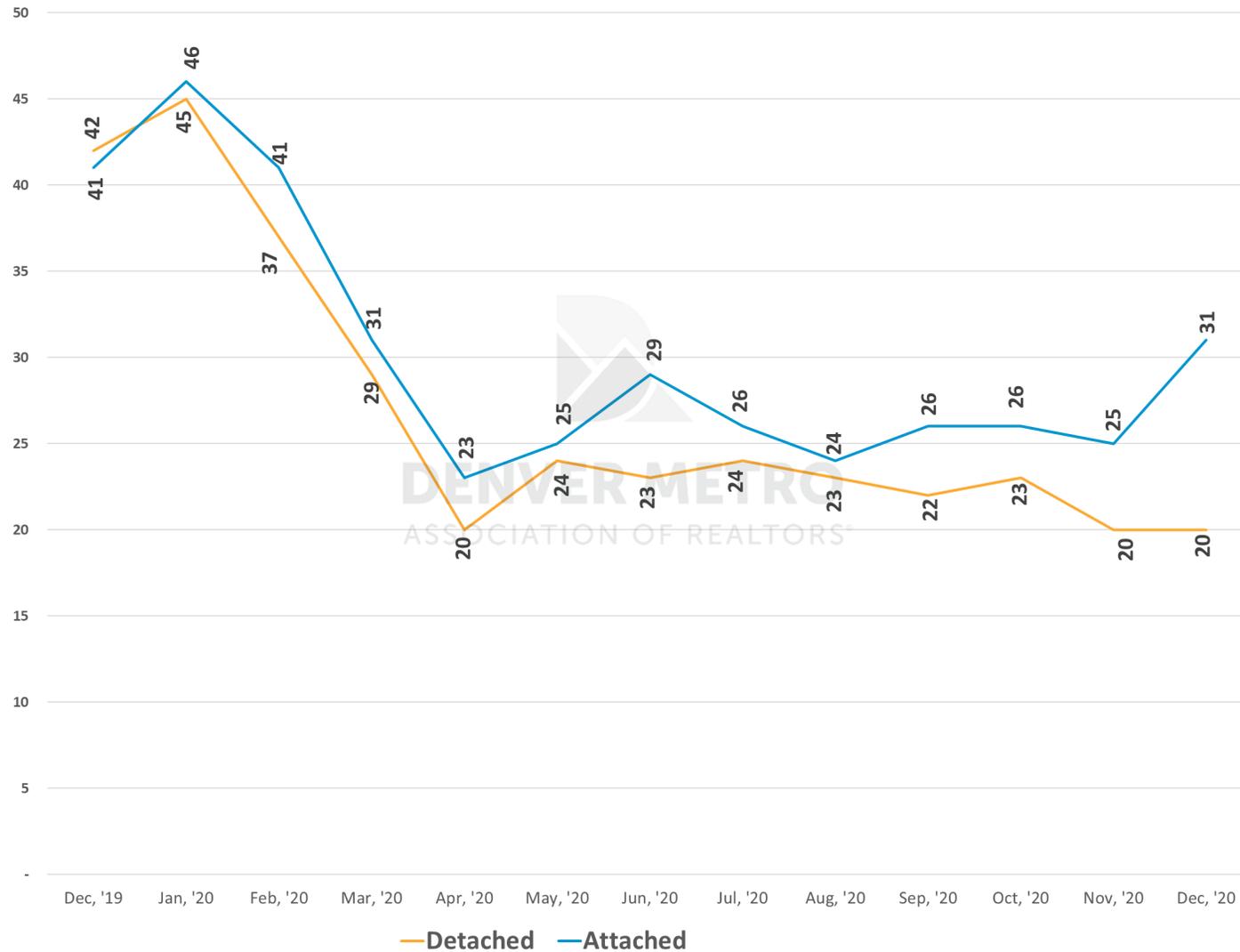
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Average Days in MLS

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

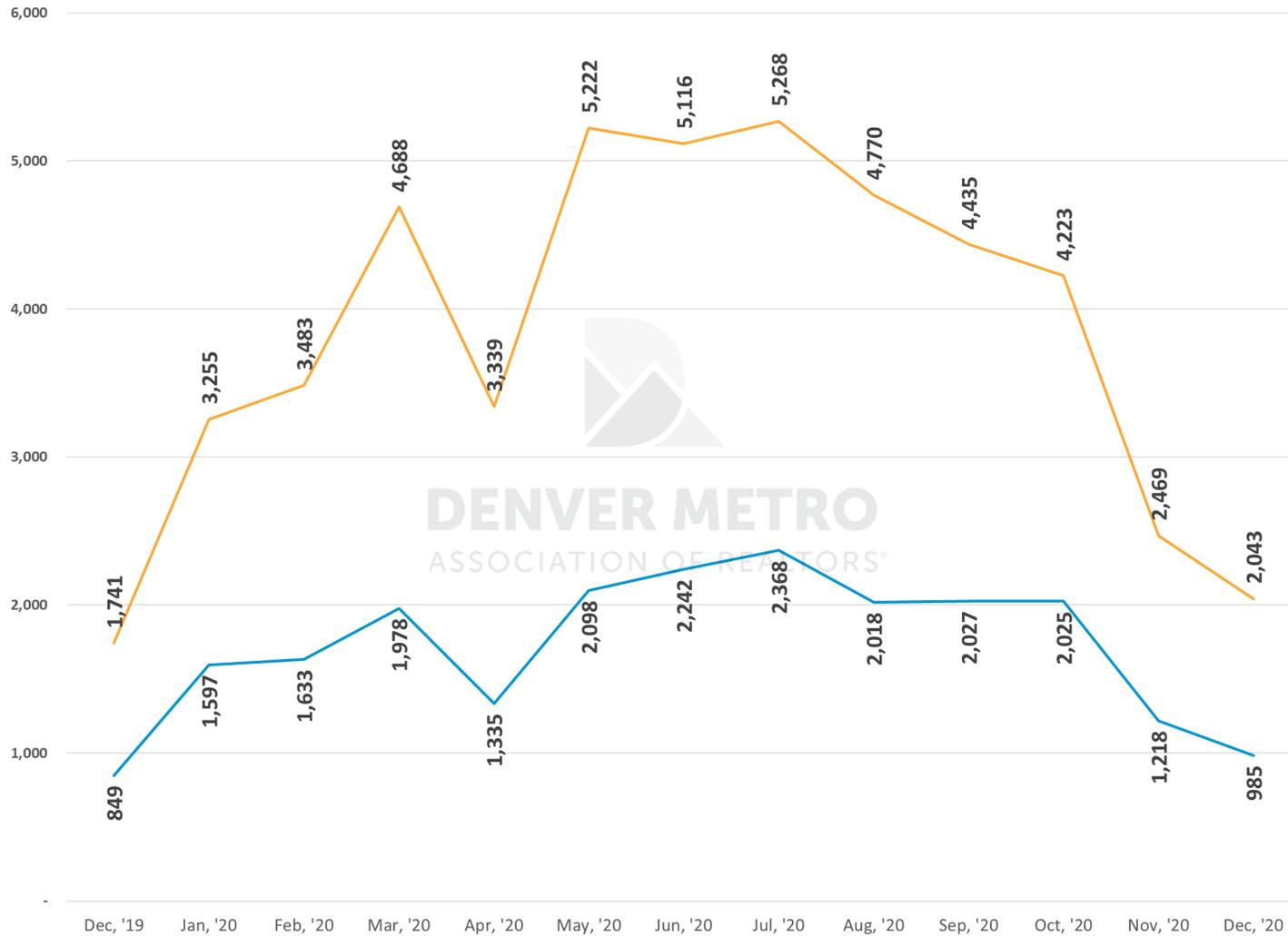


New Listings

DMAR Market Trends | December 2020 Data

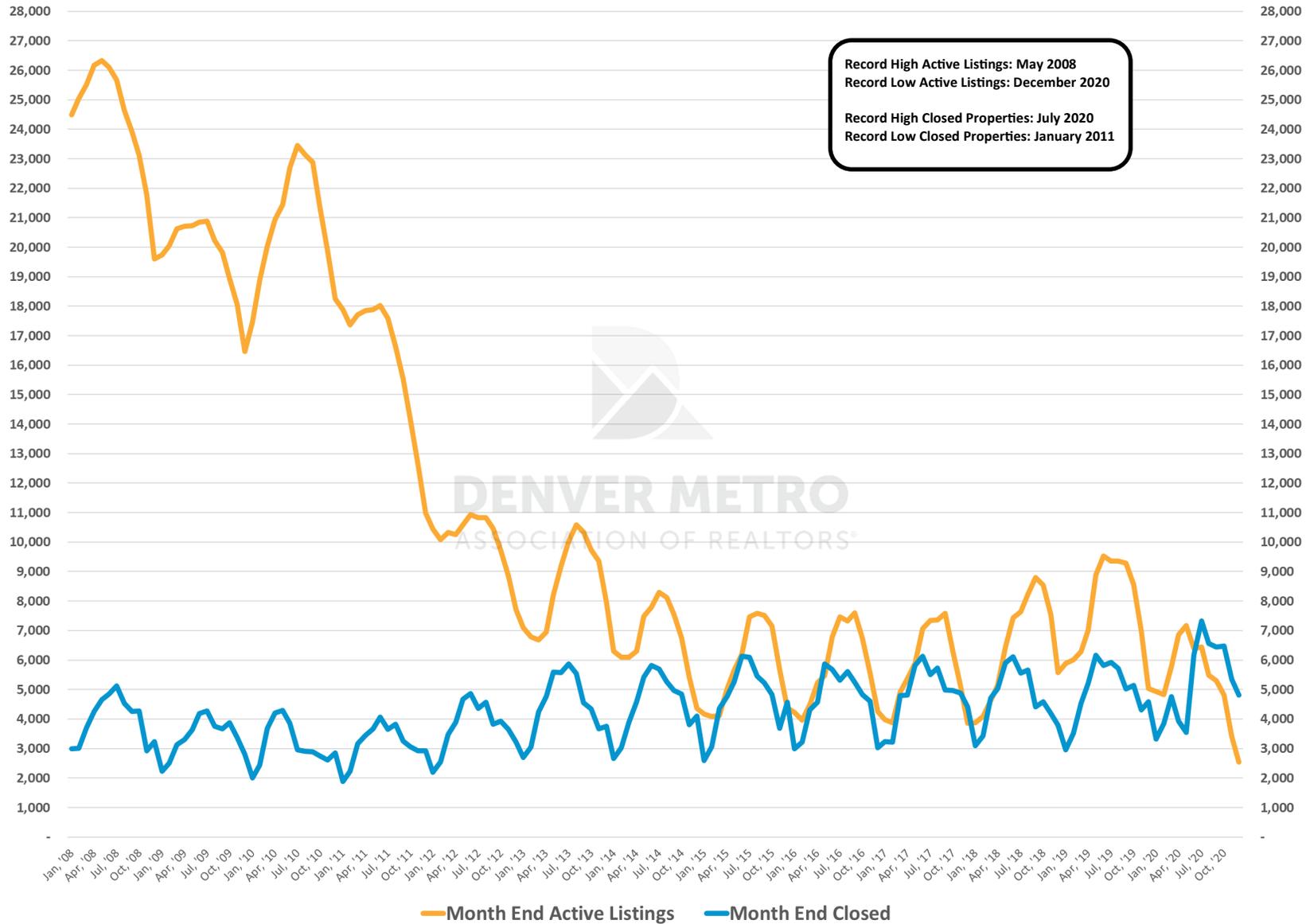
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

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



DATA SNAPSHOT

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

	Dec, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	2,541	3,415	5,037	-25.59%	-49.55%
New Listings	3,028	3,687	2,590	-17.87%	16.91%
Pending	3,625	4,598	3,314	-21.16%	9.38%
Closed	4,807	5,356	4,582	-10.25%	4.91%
Close Price - Average	\$ 547,461	\$ 545,535	\$ 482,487	0.35%	13.47%
Close Price - Median	\$ 460,000	\$ 465,000	\$ 417,000	-1.08%	10.31%
Sales Volume	\$ 2,631,643,199	\$ 2,921,885,579	\$ 2,210,755,398	-9.93%	19.04%
Days in MLS - Average	23	22	41	4.55%	-43.90%
Days in MLS - Median	7	6	24	16.67%	-70.83%
Close Price/List Price	100.36%	100.46%	98.83%	-0.10%	1.55%
Detached					
Active Listings at Month End	1,316	1,755	3,360	-25.01%	-60.83%
New Listings	2,043	2,469	1,741	-17.25%	17.35%
Pending	2,395	3,139	2,273	-23.70%	5.37%
Closed	3,327	3,778	3,254	-11.94%	2.24%
Close Price - Average	\$ 616,895	\$ 611,874	\$ 527,003	0.82%	17.06%
Close Price - Median	\$ 507,000	\$ 510,000	\$ 448,950	-0.59%	12.93%
Sales Volume	\$ 2,052,408,398	\$ 2,311,658,909	\$ 1,714,868,455	-11.21%	19.68%
Days in MLS - Average	20	20	42	0.00%	-52.38%
Days in MLS - Median	6	6	25	0.00%	-76.00%
Close Price/List Price	100.68%	100.63%	98.81%	0.05%	1.89%
Attached					
Active Listings at Month End	1,225	1,660	1,677	-26.20%	-26.95%
New Listings	985	1,218	849	-19.13%	16.02%
Pending	1,230	1,459	1,041	-15.70%	18.16%
Closed	1,480	1,578	1,328	-6.21%	11.45%
Close Price - Average	\$ 391,375	\$ 386,709	\$ 373,409	1.21%	4.81%
Close Price - Median	\$ 332,000	\$ 334,900	\$ 309,950	-0.87%	7.11%
Sales Volume	\$ 579,234,801	\$ 610,226,670	\$ 495,886,943	-5.08%	16.81%
Days in MLS - Average	31	25	41	24.00%	-24.39%
Days in MLS - Median	13	10	23	30.00%	-43.48%
Close Price/List Price	99.63%	100.05%	98.87%	-0.42%	0.77%

DECEMBER 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	2,541	5,037	5,577	3,854	4,265	-49.55%	-9.68%	44.71%	-9.64%
New Listings	69,924	71,199	68,399	67,310	65,957	-1.79%	4.09%	1.62%	2.05%
Closed	62,985	58,893	56,504	59,253	56,936	6.95%	4.23%	-4.64%	4.07%
Close Price - Average	\$ 525,185	\$ 486,535	\$ 473,294	\$ 437,141	\$ 401,802	7.94%	2.80%	8.27%	8.80%
Close Price - Median	\$ 450,000	\$ 420,000	\$ 409,900	\$ 380,000	\$ 350,000	7.14%	2.46%	7.87%	8.57%
Sales Volume	\$ 33,078,771,732	\$ 28,653,478,429	\$ 26,742,981,354	\$ 25,901,924,765	\$ 22,876,993,293	15.44%	7.14%	3.25%	13.22%
Days in MLS - Average	26	31	26	26	26	-16.13%	19.23%	0.00%	0.00%
Days in MLS - Median	7	13	9	8	8	-46.15%	44.44%	12.50%	0.00%
Close Price/List Price	99.96%	99.20%	99.86%	99.99%	100.18%	0.77%	-0.66%	-0.13%	-0.19%
Detached									
Active Listings at Month End	1,316	3,360	3,892	2,792	3,240	-60.83%	-13.67%	39.40%	-13.83%
New Listings	48,324	50,202	48,901	48,097	47,821	-3.74%	2.66%	1.67%	0.58%
Closed	44,863	41,989	40,175	42,291	40,902	6.84%	4.52%	-5.00%	3.40%
Close Price - Average	\$ 583,976	\$ 535,463	\$ 522,695	\$ 483,965	\$ 444,874	9.06%	2.44%	8.00%	8.79%
Close Price - Median	\$ 495,000	\$ 454,500	\$ 441,000	\$ 412,000	\$ 380,000	8.91%	3.06%	7.04%	8.42%
Sales Volume	\$ 26,198,934,472	\$ 22,483,563,471	\$ 20,999,259,086	\$ 20,467,361,069	\$ 18,196,232,828	16.52%	7.07%	2.60%	12.48%
Days in MLS - Average	25	31	27	28	28	-19.35%	14.81%	-3.57%	0.00%
Days in MLS - Median	6	13	9	9	9	-53.85%	44.44%	0.00%	0.00%
Close Price/List Price	100.11%	99.20%	99.75%	99.85%	99.96%	0.92%	-0.55%	-0.10%	-0.11%
Attached									
Active Listings at Month End	1,225	1,677	1,685	1,062	1,025	-26.95%	-0.47%	58.66%	3.61%
New Listings	21,600	20,997	19,498	19,213	18,136	2.87%	7.69%	1.48%	5.94%
Closed	18,122	16,904	16,329	16,962	16,034	7.21%	3.52%	-3.73%	5.79%
Close Price - Average	\$ 379,640	\$ 364,997	\$ 351,750	\$ 320,396	\$ 291,927	4.01%	3.77%	9.79%	9.75%
Close Price - Median	\$ 327,500	\$ 309,000	\$ 300,000	\$ 270,000	\$ 243,000	5.99%	3.00%	11.11%	11.11%
Sales Volume	\$ 6,879,837,260	\$ 6,169,914,958	\$ 5,743,722,268	\$ 5,434,563,696	\$ 4,680,760,465	11.51%	7.42%	5.69%	16.10%
Days in MLS - Average	29	32	23	22	19	-9.38%	39.13%	4.55%	15.79%
Days in MLS - Median	10	14	8	6	6	-28.57%	75.00%	33.33%	0.00%
Close Price/List Price	99.60%	99.18%	100.11%	100.36%	100.74%	0.42%	-0.93%	-0.25%	-0.38%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	2	2	1.00	1	-	0.00
	\$100,000 to \$199,999	3	6	2.00	114	144	1.26
	\$200,000 to \$299,999	69	41	0.59	449	235	0.52
	\$300,000 to \$399,999	554	116	0.21	397	223	0.56
	\$400,000 to \$499,999	977	180	0.18	243	178	0.73
	\$500,000 to \$749,999	1,152	361	0.31	203	240	1.18
	\$750,000 to \$999,999	295	210	0.71	44	115	2.61
	\$1,000,000 and over	275	400	1.45	29	90	3.10
	TOTALS	3,327	1,316	0.40	1,480	1,225	0.83

	Price Range	Detached		% change	Attached		% change
		Closed Dec, '20	Closed Nov, '20		Closed Dec, '20	Closed Nov, '20	
Month-Over-Month	\$0 to \$99,999	2	1	100.00%	1	1	0.00%
	\$100,000 to \$199,999	3	9	-66.67%	114	129	-11.63%
	\$200,000 to \$299,999	69	69	0.00%	449	469	-4.26%
	\$300,000 to \$399,999	554	629	-11.92%	397	447	-11.19%
	\$400,000 to \$499,999	977	1,066	-8.35%	243	229	6.11%
	\$500,000 to \$749,999	1,152	1,370	-15.91%	203	223	-8.97%
	\$750,000 to \$999,999	295	343	-13.99%	44	59	-25.42%
	\$1,000,000 and over	275	291	-5.50%	29	21	38.10%
	TOTALS	3,327	3,778	-11.94%	1,480	1,578	-6.21%

	Price Range	Detached		% change	Attached		% change
		YTD Dec, '20	YTD Dec, '19		YTD Dec, '20	YTD Dec, '19	
Year-Over-Year	\$0 to \$99,999	30	30	0.00%	8	25	-68.00%
	\$100,000 to \$199,999	118	145	-18.62%	1,587	1,866	-14.95%
	\$200,000 to \$299,999	1,138	1,815	-37.30%	5,502	5,994	-8.21%
	\$300,000 to \$399,999	8,348	11,618	-28.15%	5,214	4,355	19.72%
	\$400,000 to \$499,999	13,241	11,866	11.59%	2,667	2,047	30.29%
	\$500,000 to \$749,999	15,186	11,579	31.15%	2,268	1,822	24.48%
	\$750,000 to \$999,999	3,785	2,789	35.71%	612	507	20.71%
	\$1,000,000 and over	3,017	2,147	40.52%	264	288	-8.33%
	TOTALS	44,863	41,989	6.84%	18,122	16,904	7.21%

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

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

	Dec, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	162	183	138	-11.48%	17.39%
Pending	234	256	133	-8.59%	75.94%
Closed	304	312	199	-2.56%	52.76%
Sales Volume	\$ 503,966,935	\$ 508,843,705	\$ 301,976,167	-0.96%	66.89%
Days in MLS - Average	51	59	67	-13.56%	-23.88%
Days in MLS - Median	22	26	35	-15.38%	-37.14%
Close Price/List Price	97.94%	99.46%	96.68%	-1.53%	1.30%
PSF Total	\$ 339	\$ 340	\$ 384	-0.29%	-11.72%
Detached					
New Listings	145	153	91	-5.23%	59.34%
Pending	207	228	105	-9.21%	97.14%
Closed	275	291	161	-5.50%	70.81%
Sales Volume	\$ 460,667,255	\$ 477,073,705	\$ 251,470,126	-3.44%	83.19%
Days in MLS - Average	51	59	76	-13.56%	-32.89%
Days in MLS - Median	21	26	42	-19.23%	-50.00%
Close Price/List Price	98.08%	98.26%	96.38%	-0.18%	1.76%
PSF Total	\$ 323	\$ 324	\$ 330	-0.31%	-2.12%
Attached					
New Listings	17	30	47	-43.33%	-63.83%
Pending	27	28	28	-3.57%	-3.57%
Closed	29	21	38	38.10%	-23.68%
Sales Volume	\$ 43,299,680	\$ 31,770,000	\$ 50,506,041	36.29%	-14.27%
Days in MLS - Average	57	62	28	-8.06%	103.57%
Days in MLS - Median	37	20	1	85.00%	3600.00%
Close Price/List Price	96.53%	116.11%	97.92%	-16.86%	-1.42%
PSF Total	\$ 489	\$ 557	\$ 612	-12.21%	-20.10%

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	4,461	3,891	3,323	3,070	2,546	14.65%	17.09%	8.24%	20.58%
Pending	3,467	2,539	2,185	1,835	1,403	36.55%	16.20%	19.07%	30.79%
Closed	3,281	2,435	2,165	1,824	1,372	34.74%	12.47%	18.70%	32.94%
Sales Volume	\$ 5,105,051,914	\$ 3,764,155,058	\$ 3,301,088,383	\$ 2,783,559,242	\$ 2,085,466,010	35.62%	14.03%	18.59%	33.47%
Days in MLS - Average	55	60	68	82	87	-8.33%	-11.76%	-17.07%	-5.75%
Days in MLS - Median	20	25	27	38	44	-20.00%	-7.41%	-28.95%	-13.64%
Close Price/List Price	97.91%	97.30%	97.27%	96.88%	96.93%	0.63%	0.03%	0.40%	-0.05%
PSF Total	\$ 338	\$ 341	\$ 308	\$ 305	\$ 291	-0.88%	10.71%	0.98%	4.81%
Detached									
New Listings	3,944	3,418	2,990	2,728	2,290	15.39%	14.31%	9.60%	19.13%
Pending	3,166	2,248	1,973	1,631	1,281	40.84%	13.94%	20.97%	27.32%
Closed	3,017	2,147	1,980	1,637	1,254	40.52%	8.43%	20.95%	30.54%
Sales Volume	\$ 4,716,543,829	\$ 3,323,747,607	\$ 3,022,332,989	\$ 2,511,966,320	\$ 1,907,923,251	41.90%	9.97%	20.32%	31.66%
Days in MLS - Average	55	62	68	82	90	-11.29%	-8.82%	-17.07%	-8.89%
Days in MLS - Median	20	26	27	39	46	-23.08%	-3.70%	-30.77%	-15.22%
Close Price/List Price	97.86%	97.25%	97.34%	96.82%	96.48%	0.63%	-0.09%	0.54%	0.35%
PSF Total	\$ 319	\$ 307	\$ 292	\$ 285	\$ 269	3.91%	5.14%	2.46%	5.95%
Attached									
New Listings	517	473	333	342	256	9.30%	42.04%	-2.63%	33.59%
Pending	301	291	212	204	122	3.44%	37.26%	3.92%	67.21%
Closed	264	288	185	187	118	-8.33%	55.68%	-1.07%	58.47%
Sales Volume	\$ 388,508,085	\$ 440,407,451	\$ 278,755,394	\$ 271,592,922	\$ 177,542,759	-11.78%	57.99%	2.64%	52.97%
Days in MLS - Average	54	46	70	75	56	17.39%	-34.29%	-6.67%	33.93%
Days in MLS - Median	25	17	39	35	41	47.06%	-56.41%	11.43%	-14.63%
Close Price/List Price	98.49%	97.66%	96.54%	97.41%	101.74%	0.85%	1.16%	-0.89%	-4.26%
PSF Total	\$ 550	\$ 589	\$ 487	\$ 474	\$ 519	-6.62%	20.94%	2.74%	-8.67%

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

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

	Dec, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	194	271	149	-28.41%	30.20%
Pending	233	307	183	-24.10%	27.32%
Closed	339	402	230	-15.67%	47.39%
Sales Volume	\$ 287,159,980	\$ 340,725,354	\$ 193,686,216	-15.72%	48.26%
Days in MLS - Average	36	28	55	28.57%	-34.55%
Days in MLS - Median	11	8	33	37.50%	-66.67%
Close Price/List Price	99.78%	100.09%	98.41%	-0.31%	1.39%
PSF Total	\$ 258	\$ 262	\$ 259	-1.53%	-0.39%
Detached					
New Listings	162	212	116	-23.58%	39.66%
Pending	194	261	151	-25.67%	28.48%
Closed	295	343	186	-13.99%	58.60%
Sales Volume	\$ 249,783,253	\$ 290,817,493	\$ 156,198,351	-14.11%	59.91%
Days in MLS - Average	35	30	57	16.67%	-38.60%
Days in MLS - Median	10	8	33	25.00%	-69.70%
Close Price/List Price	99.86%	100.23%	98.31%	-0.37%	1.58%
PSF Total	\$ 241	\$ 243	\$ 225	-0.82%	7.11%
Attached					
New Listings	32	59	33	-45.76%	-3.03%
Pending	39	46	32	-15.22%	21.88%
Closed	44	59	44	-25.42%	0.00%
Sales Volume	\$ 37,376,727	\$ 49,907,861	\$ 37,487,865	-25.11%	-0.30%
Days in MLS - Average	47	21	48	123.81%	-2.08%
Days in MLS - Median	25	7	26	257.14%	-3.85%
Close Price/List Price	99.21%	99.26%	98.83%	-0.05%	0.38%
PSF Total	\$ 370	\$ 371	\$ 403	-0.27%	-8.19%

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	5,395	4,647	4,122	3,548	3,043	16.10%	12.74%	16.18%	16.60%
Pending	4,590	3,503	3,047	2,623	1,997	31.03%	14.97%	16.16%	31.35%
Closed	4,397	3,296	3,025	2,561	2,013	33.40%	8.96%	18.12%	27.22%
Sales Volume	\$ 3,722,933,765	\$ 2,791,838,214	\$ 2,569,026,151	\$ 2,170,384,674	\$ 1,708,459,814	33.35%	8.67%	18.37%	27.04%
Days in MLS - Average	39	45	44	56	57	-13.33%	2.27%	-21.43%	-1.75%
Days in MLS - Median	13	18	15	27	27	-27.78%	20.00%	-44.44%	0.00%
Close Price/List Price	99.39%	98.82%	99.10%	98.49%	98.52%	0.58%	-0.28%	0.62%	-0.03%
PSF Total	\$ 254	\$ 248	\$ 243	\$ 229	\$ 222	2.42%	2.06%	6.11%	3.15%
Detached									
New Listings	4,425	3,905	3,423	3,008	2,556	13.32%	14.08%	13.80%	17.68%
Pending	3,931	2,990	2,581	2,245	1,705	31.47%	15.85%	14.97%	31.67%
Closed	3,785	2,789	2,568	2,218	1,693	35.71%	8.61%	15.78%	31.01%
Sales Volume	\$ 3,203,986,022	\$ 2,360,528,870	\$ 2,182,343,752	\$ 1,882,543,127	\$ 1,439,707,561	35.73%	8.16%	15.93%	30.76%
Days in MLS - Average	38	43	44	56	60	-11.63%	-2.27%	-21.43%	-6.67%
Days in MLS - Median	12	18	15	28	29	-33.33%	20.00%	-46.43%	-3.45%
Close Price/List Price	99.48%	98.83%	99.07%	98.43%	98.46%	0.66%	-0.24%	0.65%	-0.03%
PSF Total	\$ 236	\$ 227	\$ 225	\$ 214	\$ 202	3.96%	0.89%	5.14%	5.94%
Attached									
New Listings	970	742	699	540	487	30.73%	6.15%	29.44%	10.88%
Pending	659	513	466	378	292	28.46%	10.09%	23.28%	29.45%
Closed	612	507	457	343	320	20.71%	10.94%	33.24%	7.19%
Sales Volume	\$ 518,947,743	\$ 431,309,344	\$ 386,682,399	\$ 287,841,547	\$ 268,752,253	20.32%	11.54%	34.34%	7.10%
Days in MLS - Average	42	58	43	58	44	-27.59%	34.88%	-25.86%	31.82%
Days in MLS - Median	15	25	13	25	19	-40.00%	92.31%	-48.00%	31.58%
Close Price/List Price	98.82%	98.79%	99.25%	98.85%	98.84%	0.03%	-0.46%	0.40%	0.01%
PSF Total	\$ 360	\$ 362	\$ 340	\$ 329	\$ 323	-0.55%	6.47%	3.34%	1.86%

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

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

	Dec, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	808	901	556	-10.32%	45.32%
Pending	931	1,190	772	-21.76%	20.60%
Closed	1,355	1,593	1,006	-14.94%	34.69%
Sales Volume	\$ 809,725,585	\$ 953,327,146	\$ 594,487,448	-15.06%	36.21%
Days in MLS - Average	22	22	51	0.00%	-56.86%
Days in MLS - Median	7	6	34	16.67%	-79.41%
Close Price/List Price	100.67%	100.63%	98.73%	0.04%	1.96%
PSF Total	\$ 231	\$ 232	\$ 211	-0.43%	9.48%
Detached					
New Listings	678	759	475	-10.67%	42.74%
Pending	758	1,005	656	-24.58%	15.55%
Closed	1,152	1,370	863	-15.91%	33.49%
Sales Volume	\$ 687,158,689	\$ 820,986,812	\$ 510,047,093	-16.30%	34.72%
Days in MLS - Average	20	19	48	5.26%	-58.33%
Days in MLS - Median	6	5	33	20.00%	-81.82%
Close Price/List Price	100.86%	100.83%	98.78%	0.03%	2.11%
PSF Total	\$ 214	\$ 215	\$ 194	-0.47%	10.31%
Attached					
New Listings	130	142	81	-8.45%	60.49%
Pending	173	185	116	-6.49%	49.14%
Closed	203	223	143	-8.97%	41.96%
Sales Volume	\$ 122,566,896	\$ 132,340,334	\$ 84,440,355	-7.39%	45.15%
Days in MLS - Average	35	40	63	-12.50%	-44.44%
Days in MLS - Median	16	18	40	-11.11%	-60.00%
Close Price/List Price	99.56%	99.40%	98.40%	0.16%	1.18%
PSF Total	\$ 324	\$ 339	\$ 315	-4.42%	2.86%

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	18,564	16,980	14,964	12,781	10,401	9.33%	13.47%	17.08%	22.88%
Pending	17,115	13,782	11,937	10,316	8,092	24.18%	15.46%	15.71%	27.48%
Closed	17,454	13,401	12,069	10,413	8,002	30.24%	11.04%	15.90%	30.13%
Sales Volume	\$ 10,392,662,071	\$ 7,953,180,915	\$ 7,179,232,629	\$ 6,161,132,581	\$ 4,752,138,709	30.67%	10.78%	16.52%	29.65%
Days in MLS - Average	29	38	35	40	44	-23.68%	8.57%	-12.50%	-9.09%
Days in MLS - Median	9	18	14	17	20	-50.00%	28.57%	-17.65%	-15.00%
Close Price/List Price	100.01%	99.12%	99.55%	99.28%	99.13%	0.90%	-0.43%	0.27%	0.15%
PSF Total	\$ 223	\$ 214	\$ 210	\$ 199	\$ 189	4.21%	1.90%	5.53%	5.29%
Detached									
New Listings	15,632	14,449	12,820	10,988	8,909	8.19%	12.71%	16.67%	23.34%
Pending	14,760	11,942	10,315	8,959	7,030	23.60%	15.77%	15.14%	27.44%
Closed	15,186	11,579	10,381	9,092	6,958	31.15%	11.54%	14.18%	30.67%
Sales Volume	\$ 9,049,476,959	\$ 6,878,576,524	\$ 6,175,187,756	\$ 5,372,660,736	\$ 4,126,500,065	31.56%	11.39%	14.94%	30.20%
Days in MLS - Average	27	37	34	38	43	-27.03%	8.82%	-10.53%	-11.63%
Days in MLS - Median	8	17	13	16	19	-52.94%	30.77%	-18.75%	-15.79%
Close Price/List Price	100.11%	99.12%	99.55%	99.29%	99.14%	1.00%	-0.43%	0.26%	0.15%
PSF Total	\$ 206	\$ 196	\$ 191	\$ 183	\$ 173	5.10%	2.62%	4.37%	5.78%
Attached									
New Listings	2,932	2,531	2,144	1,793	1,492	15.84%	18.05%	19.58%	20.17%
Pending	2,355	1,840	1,622	1,357	1,062	27.99%	13.44%	19.53%	27.78%
Closed	2,268	1,822	1,688	1,321	1,044	24.48%	7.94%	27.78%	26.53%
Sales Volume	\$ 1,343,185,112	\$ 1,074,604,391	\$ 1,004,044,873	\$ 788,471,845	\$ 625,638,644	24.99%	7.03%	27.34%	26.03%
Days in MLS - Average	41	46	43	50	51	-10.87%	6.98%	-14.00%	-1.96%
Days in MLS - Median	16	22	17	21	27	-27.27%	29.41%	-19.05%	-22.22%
Close Price/List Price	99.35%	99.10%	99.56%	99.19%	99.04%	0.25%	-0.46%	0.37%	0.15%
PSF Total	\$ 338	\$ 330	\$ 328	\$ 309	\$ 299	2.42%	0.61%	6.15%	3.34%

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

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

	Dec, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,429	1,774	1,296	-19.45%	10.26%
Pending	1,677	2,200	1,633	-23.77%	2.69%
Closed	2,171	2,371	2,374	-8.44%	-8.55%
Sales Volume	\$ 878,420,704	\$ 957,863,074	\$ 937,094,601	-8.29%	-6.26%
Days in MLS - Average	17	16	35	6.25%	-51.43%
Days in MLS - Median	5	5	20	0.00%	-75.00%
Close Price/List Price	100.98%	100.90%	99.20%	0.08%	1.79%
PSF Total	\$ 241	\$ 235	\$ 208	2.55%	15.87%
Detached					
New Listings	999	1,281	959	-22.01%	4.17%
Pending	1,165	1,565	1,246	-25.56%	-6.50%
Closed	1,531	1,695	1,886	-9.68%	-18.82%
Sales Volume	\$ 635,515,632	\$ 702,853,562	\$ 755,477,730	-9.58%	-15.88%
Days in MLS - Average	12	13	35	-7.69%	-65.71%
Days in MLS - Median	5	5	29	0.00%	-82.76%
Close Price/List Price	101.37%	101.15%	99.21%	0.22%	2.18%
PSF Total	\$ 233	\$ 226	\$ 196	3.10%	18.88%
Attached					
New Listings	430	493	337	-12.78%	27.60%
Pending	512	635	387	-19.37%	32.30%
Closed	640	676	488	-5.33%	31.15%
Sales Volume	\$ 242,905,072	\$ 255,009,512	\$ 181,616,871	-4.75%	33.75%
Days in MLS - Average	31	22	37	40.91%	-16.22%
Days in MLS - Median	14	7	22	100.00%	-36.36%
Close Price/List Price	100.04%	100.30%	99.20%	-0.26%	0.85%
PSF Total	\$ 260	\$ 257	\$ 252	1.17%	3.17%

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	31,913	34,168	33,257	31,090	28,096	-6.60%	2.74%	6.97%	10.66%
Pending	30,293	30,367	28,430	28,498	25,384	-0.24%	6.81%	-0.24%	12.27%
Closed	29,470	29,886	28,490	28,984	25,820	-1.39%	4.90%	-1.70%	12.25%
Sales Volume	\$ 11,866,099,895	\$ 11,801,453,999	\$ 11,150,823,856	\$ 11,204,111,101	\$ 9,893,127,422	0.55%	5.83%	-0.48%	13.25%
Days in MLS - Average	20	26	21	21	23	-23.08%	23.81%	0.00%	-8.70%
Days in MLS - Median	6	11	8	7	8	-45.45%	37.50%	14.29%	-12.50%
Close Price/List Price	100.47%	99.55%	100.19%	100.26%	100.21%	0.92%	-0.64%	-0.07%	0.05%
PSF Total	\$ 228	\$ 210	\$ 204	\$ 188	\$ 172	8.57%	2.94%	8.51%	9.30%
Detached									
New Listings	22,885	26,095	26,314	25,388	23,774	-12.30%	-0.83%	3.65%	6.79%
Pending	22,216	23,692	22,726	23,591	21,650	-6.23%	4.25%	-3.67%	8.97%
Closed	21,589	23,484	22,620	24,022	21,985	-8.07%	3.82%	-5.84%	9.27%
Sales Volume	\$ 8,904,023,200	\$ 9,407,628,194	\$ 8,942,130,064	\$ 9,332,944,878	\$ 8,453,948,803	-5.35%	5.21%	-4.19%	10.40%
Days in MLS - Average	17	25	20	20	23	-32.00%	25.00%	0.00%	-13.04%
Days in MLS - Median	5	11	8	7	8	-54.55%	37.50%	14.29%	-12.50%
Close Price/List Price	100.67%	99.59%	100.19%	100.30%	100.21%	1.08%	-0.60%	-0.11%	0.09%
PSF Total	\$ 216	\$ 198	\$ 191	\$ 175	\$ 161	9.09%	3.66%	9.14%	8.70%
Attached									
New Listings	9,028	8,073	6,943	5,702	4,322	11.83%	16.28%	21.76%	31.93%
Pending	8,077	6,675	5,704	4,907	3,734	21.00%	17.02%	16.24%	31.41%
Closed	7,881	6,402	5,870	4,962	3,835	23.10%	9.06%	18.30%	29.39%
Sales Volume	\$ 2,962,076,695	\$ 2,393,825,805	\$ 2,208,693,792	\$ 1,871,166,223	\$ 1,439,178,619	23.74%	8.38%	18.04%	30.02%
Days in MLS - Average	27	31	25	25	26	-12.90%	24.00%	0.00%	-3.85%
Days in MLS - Median	9	14	9	8	9	-35.71%	55.56%	12.50%	-11.11%
Close Price/List Price	99.92%	99.40%	100.16%	100.07%	100.20%	0.52%	-0.76%	0.09%	-0.13%
PSF Total	\$ 261	\$ 255	\$ 256	\$ 248	\$ 240	2.35%	-0.39%	3.23%	3.33%