

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

December 2019

Market Report
COMPLIMENTS OF
ANTHONY RAE
RE/MAX ALLIANCE 303.520.3179

MARKET OVERVIEW

The December report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the November 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 (Single Family plus Condo)			
Active Inventory	6,988	-18.34%	-7.20%
Sold Homes	3,935	-22.78%	-5.93%
Sold Price - Average	\$490,874	1.43%	6.76%
Sold Price - Median	\$422,000	0.06%	6.84%
Days on Market - Average	35	2.94%	9.38%
 Single Family (aka Detached Single Family)			
Active Inventory	4,709	-19.42%	-12.36%
Sold Homes	2,864	-22.03%	-2.92%
Sold Price - Average	\$537,624	1.42%	6.85%
Sold Price - Median	\$453,250	-0.38%	5.52%
Days on Market - Average	36	9.09%	9.09%
 Condo (aka Attached Single Family)			
Active Inventory	2,279	-16.00%	5.66%
Sold Homes	1,071	-24.74%	-13.14%
Sold Price - Average	\$365,856	0.29%	2.75%
Sold Price - Median	\$312,000	0.97%	4.35%
Days on Market - Average	34	5.26%	17.65%

MARKET INSIGHTS

- ✓ More new home construction may finally be coming. Housing permits, a gauge for future construction, climbed five percent nationally in October, reaching the fastest rate of building permit authorizations since 2007. Broken out, single-family permits increased 3.2 percent to a rate of 909,000, while multi-family permits rose 8.2 percent to a rate of 552,000. Permits rose in every region of the country last month and are 14.1 percent higher than a year ago.
- ✓ Mortgage purchase applications were up 55 percent year over year in November nationally. This number sounds exciting as potential buyers get active but the comparison is skewed since Thanksgiving fell a week earlier last year. Be ready for negative headlines kicking off December with news of purchase applications falling off.
- ✓ Initial jobless claims were headed up for several weeks during the month. This might have been the canary in the coal mine, tipping the scales towards increased unemployment and the recession. Jobless claims fell 15,000 nationally at the end of November bringing good news and breaking the pattern.
- ✓ The second look at the third quarter GDP showed an increase from 1.9 to 2.1 percent. Remember that the second quarter was two percent so this is slightly stronger. This was due to a slightly stronger consumer spending (up 2.9 percent) as well as durable goods' move to the upside.
- ✓ Freddie Mac released its 2020 and 2021 forecasts. They are calling for mortgage interest rates to remain around 3.8 percent in 2020 and 2021 and total U.S. home sales, including new and existing homes, to continue to tick up from sales nationally in 2019 to 6.1 million in 2020 and 6.2 million in 2021. Low interest rates and slower appreciation is supporting improved affordability.
- ✓ Many real estate pros note a growing subgroup of buyers is showing a desire for more walls to help define living spaces. Older consumers may be growing most tired of the popular open floor plan. Thirty-seven percent of Baby Boomers say they prefer the open concept, while 40 percent of Generation X buyers and 43 percent of Millennials say they also prefer it. Among seniors older than Boomers, just 29 percent said they prefer open floor plans, according to a survey from the National Association of Home Builders.
- ✓ Many individuals who are doing fix and flips are struggling to find properties as inventory stays steady and in some areas is decreasing.
- ✓ Generation Z, which comprises the youngest potential consumers in the housing market, is bullish on homeownership. According to a study published

in REALTOR® Magazine, Freddie Mac researchers surveyed consumers ages 14 to 23 and found they tend to have more positive perceptions of what it means to be a homeowner than Millennials did at that same age. Eighty-six percent of Gen Z-ers say they want to own a home someday.

- ✓ The total population of Colorado, according to the 2010 U.S. Census, was 5,029,196 with 3,803,587 people over eighteen years old. As of July 1, 2018, Colorado's total population has risen to 5,695,564 with 4,430,329 people over eighteen.
- ✓ If your clients are interested in new construction, head to Stapleton as zip code 80238 is where you'll find the most. In 2018 and 2019, the largest number of new single-family construction permits, 389, compared to other Denver -area communities were issued.
- ✓ Denver is one of the most expensive cities for commuting. When you look at fuel, maintenance and time, a new study with data from the Census American Community Survey says Denver-area residents are spending an average of 31 minutes to get to work and spend about \$9,055.87 each year commuting. Research suggests that people who commute longer than an hour report being more depressed, more stressed and experience a lower quality of life. Littleton is ranked as the best suburb for commuting.
- ✓ The Mile High City may have a lot of great attributes, but finding love is not one of them. Global touring series *The Great Love Debate* has named Denver America's worst city to find love for the second time since 2017.
- ✓ Apparently lawyers love it here. Denver's population of lawyers is the third fastest-growing in the nation, according to a new report from CBRE. As of 2019, there are about 9,650 lawyers in Denver who make an average salary of \$156,000. According to an article in the Denver Business Journal, law firms like LoDo best.

✓ Quick Stats:

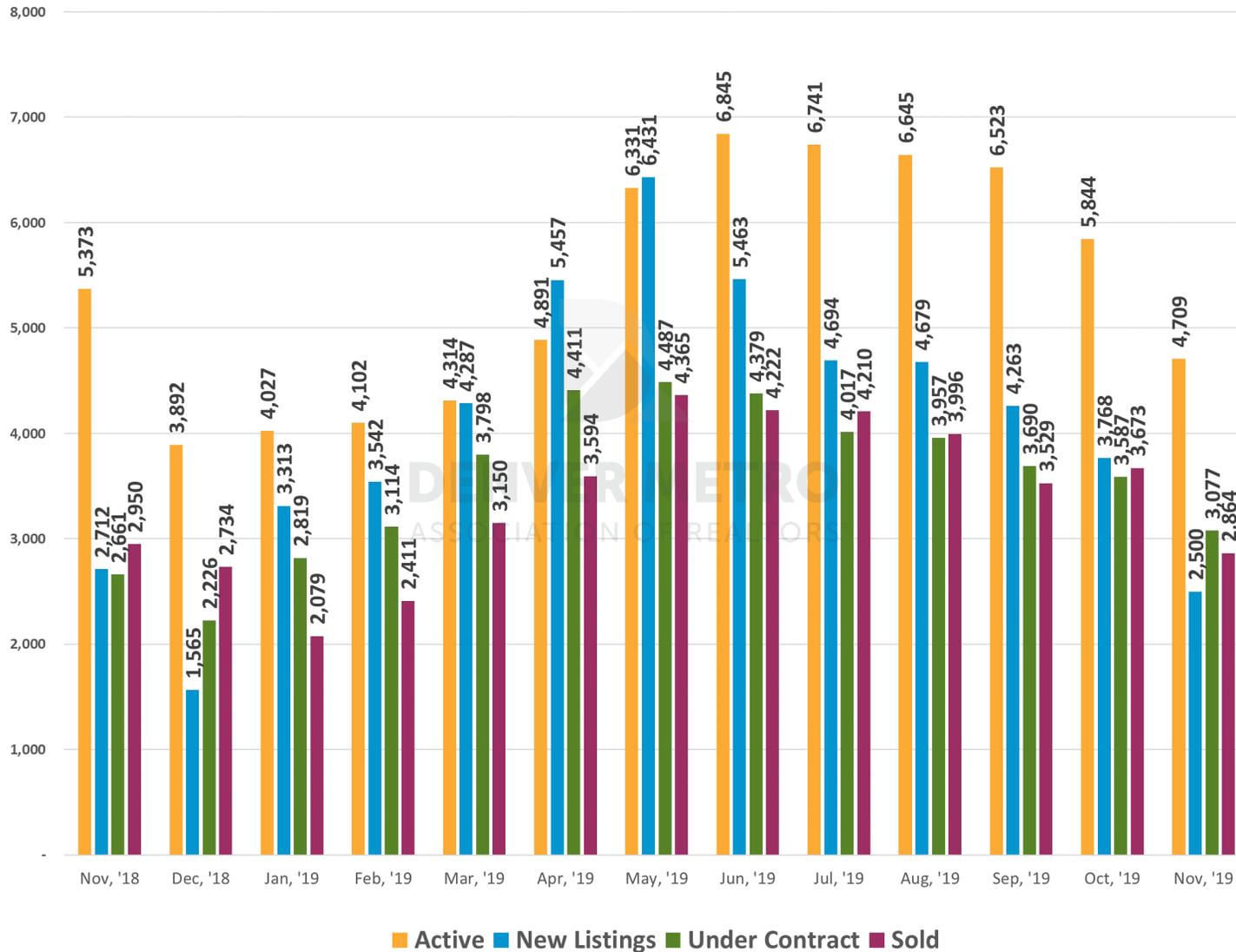
- Average active listings for November is 14,708 (1985-2018).
- Record high November was 2006 with 27,530 listings and the record -low was 2017 with 5,131 listings. November 2019 had 6,988 active listings.
- Historically, the average decrease in active listings from October to November is 8.14 percent. 2019 represents a much larger decrease of 18.34 percent.

Single Family (aka Detached Single Family)

DMAR Market Trends | November 2019 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com


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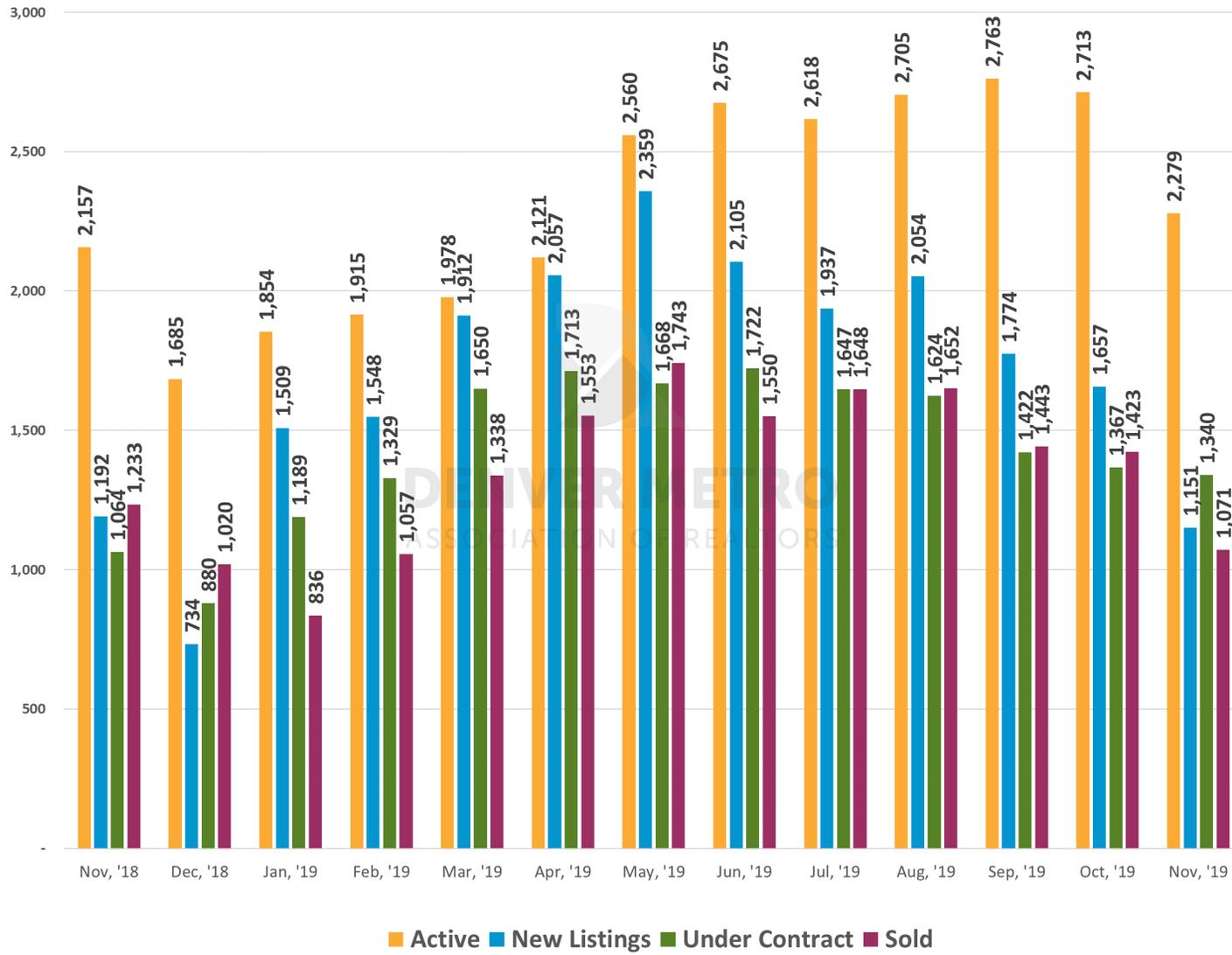
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Condo (aka Attached Single Family)

DMAR Market Trends | November 2019 Data

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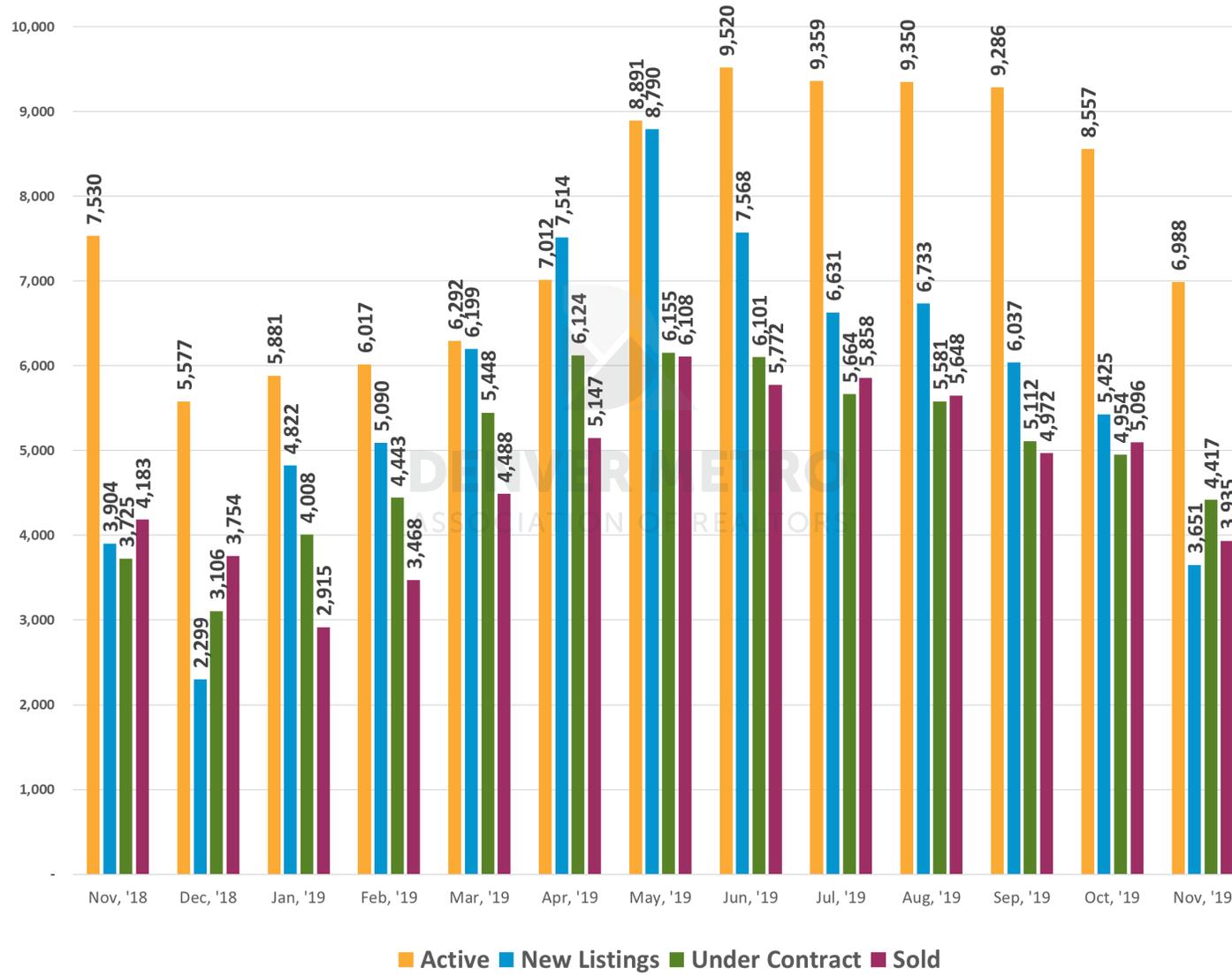
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Residential (Single Family + Condo)

DMAR Market Trends | November 2019 Data

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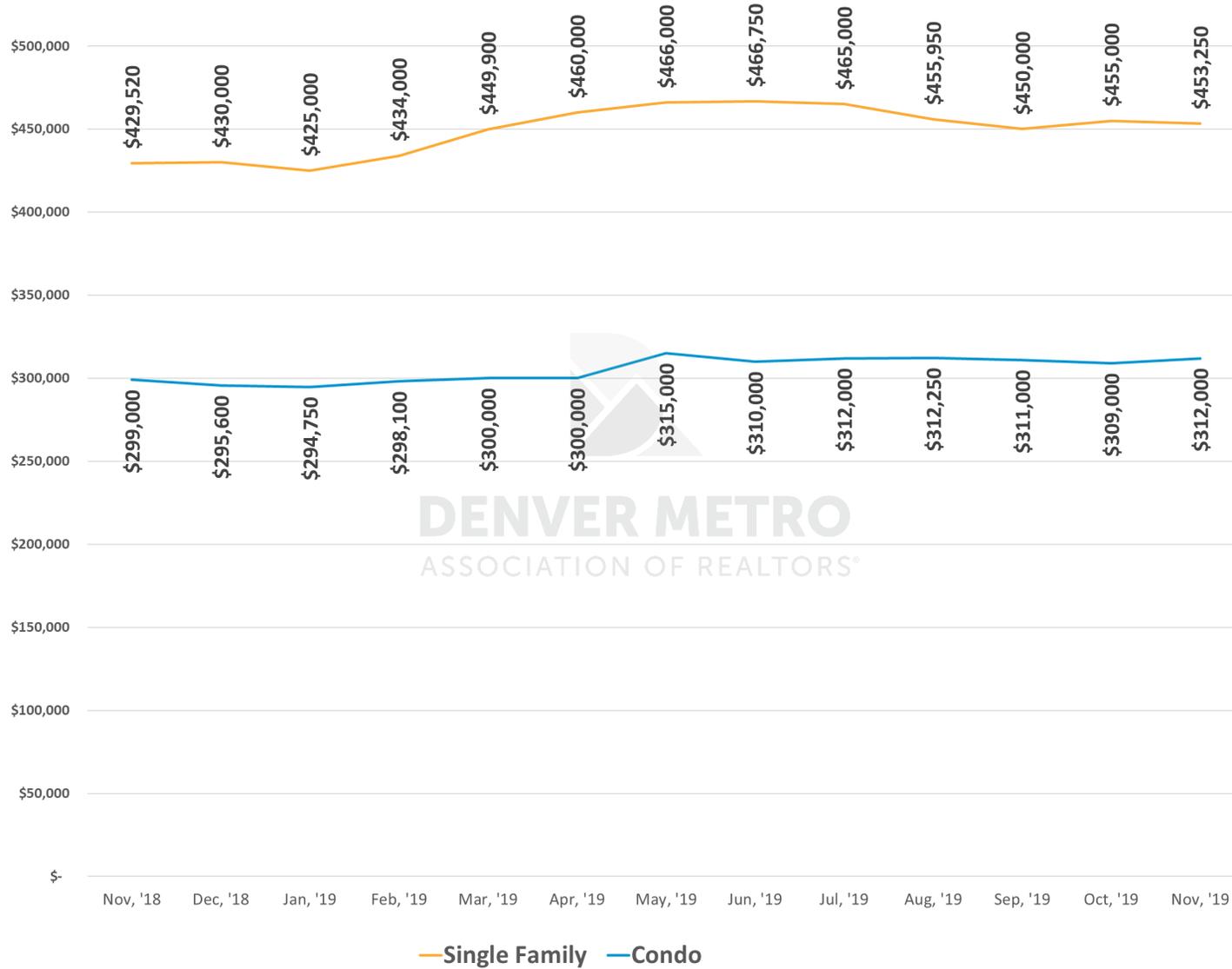
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Median Sales Price

DMAR Market Trends | November 2019 Data

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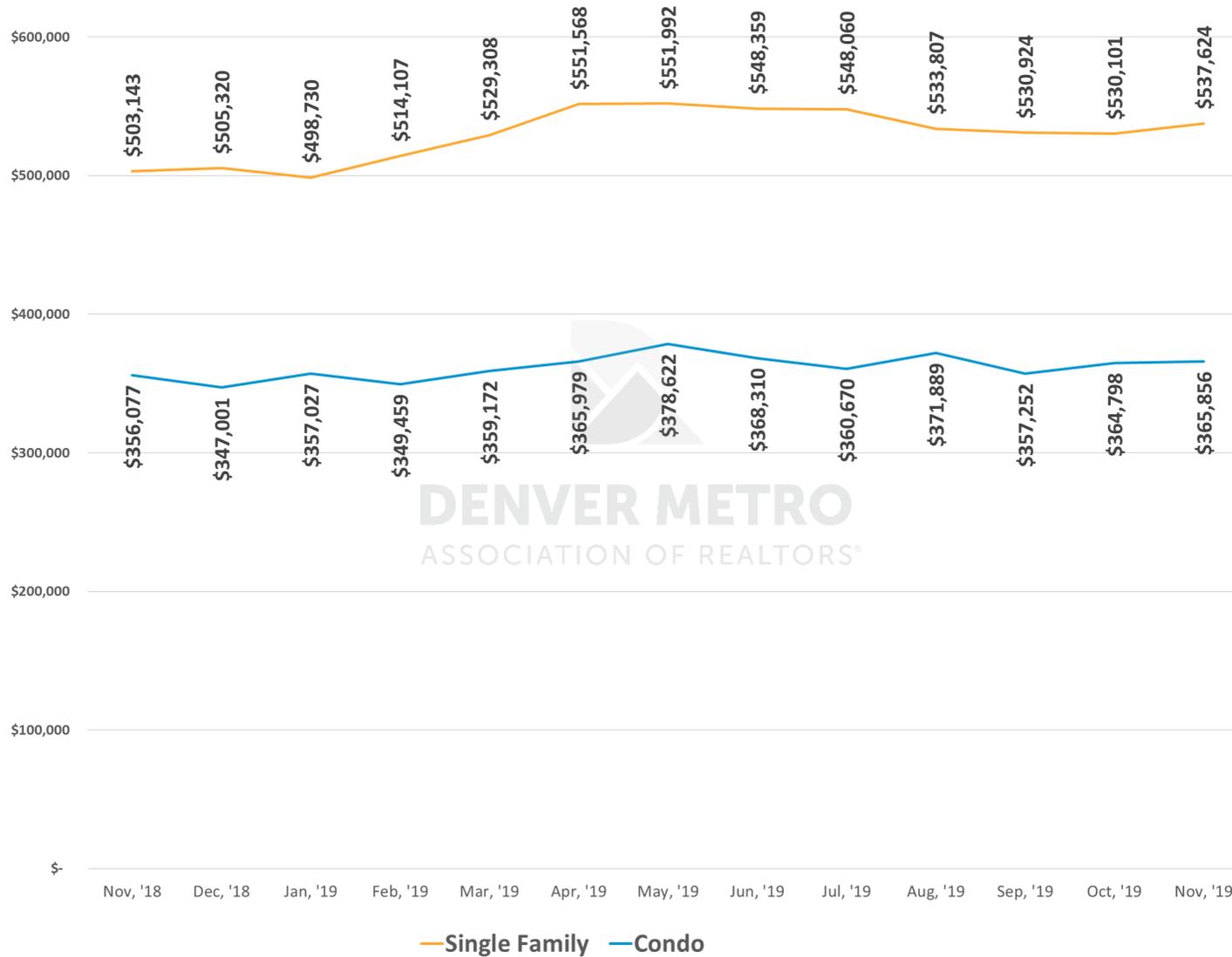
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Average Sales Price

DMAR Market Trends | November 2019 Data

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Source of MLS Data: REcolorado.com



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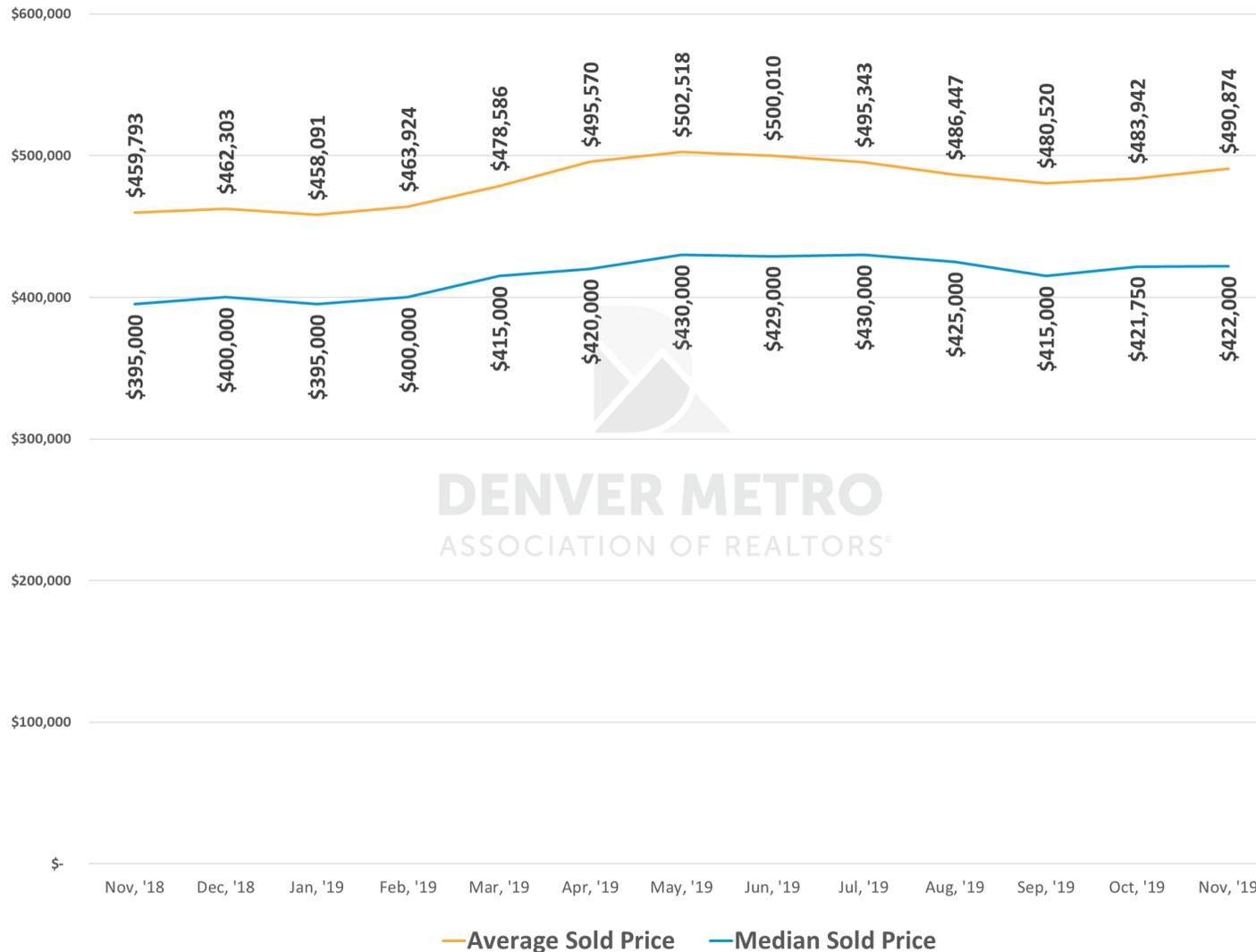
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Residential Sold Price

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Source of MLS Data: REcolorado.com



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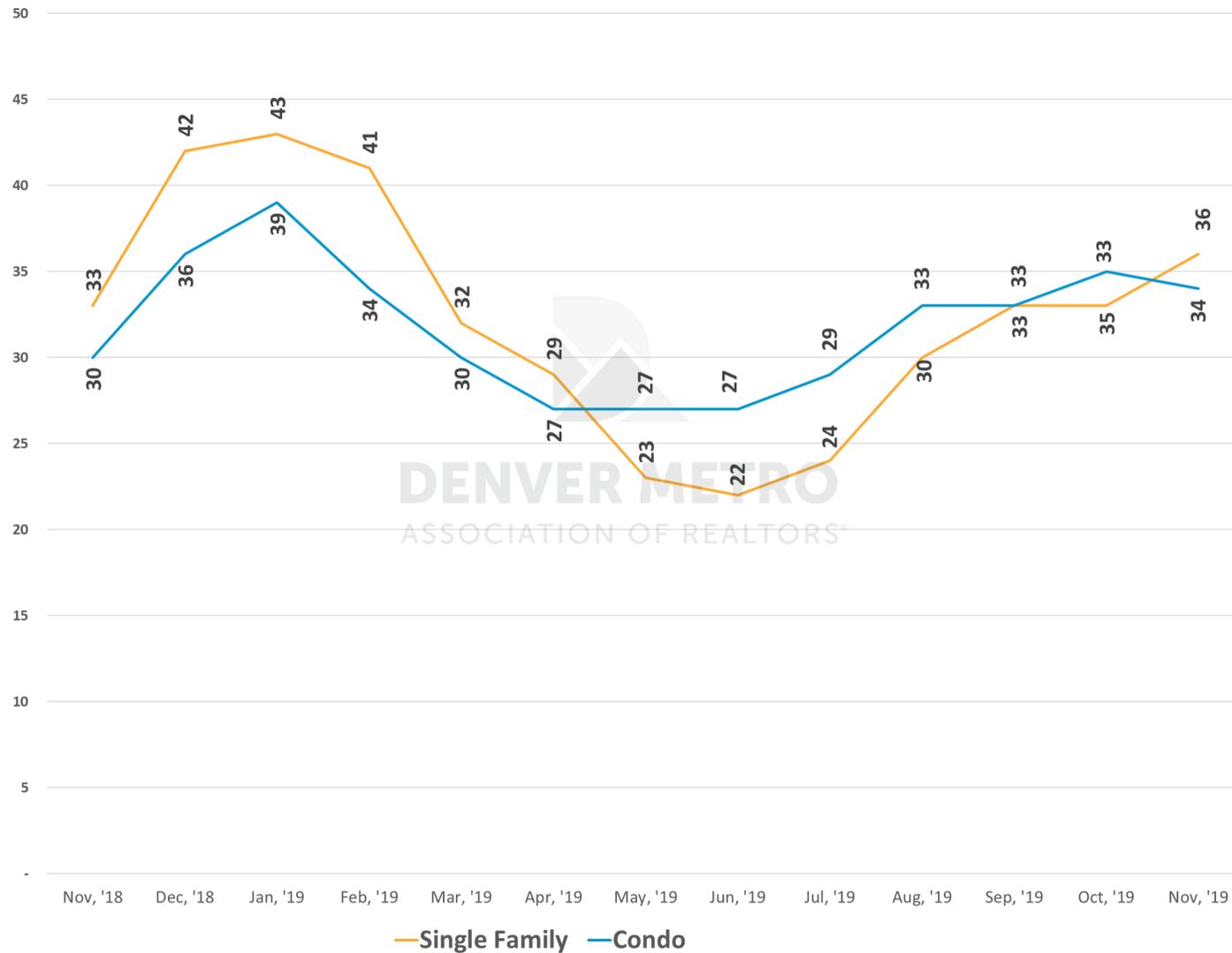
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Average Days on Market

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Source of MLS Data: REcolorado.com



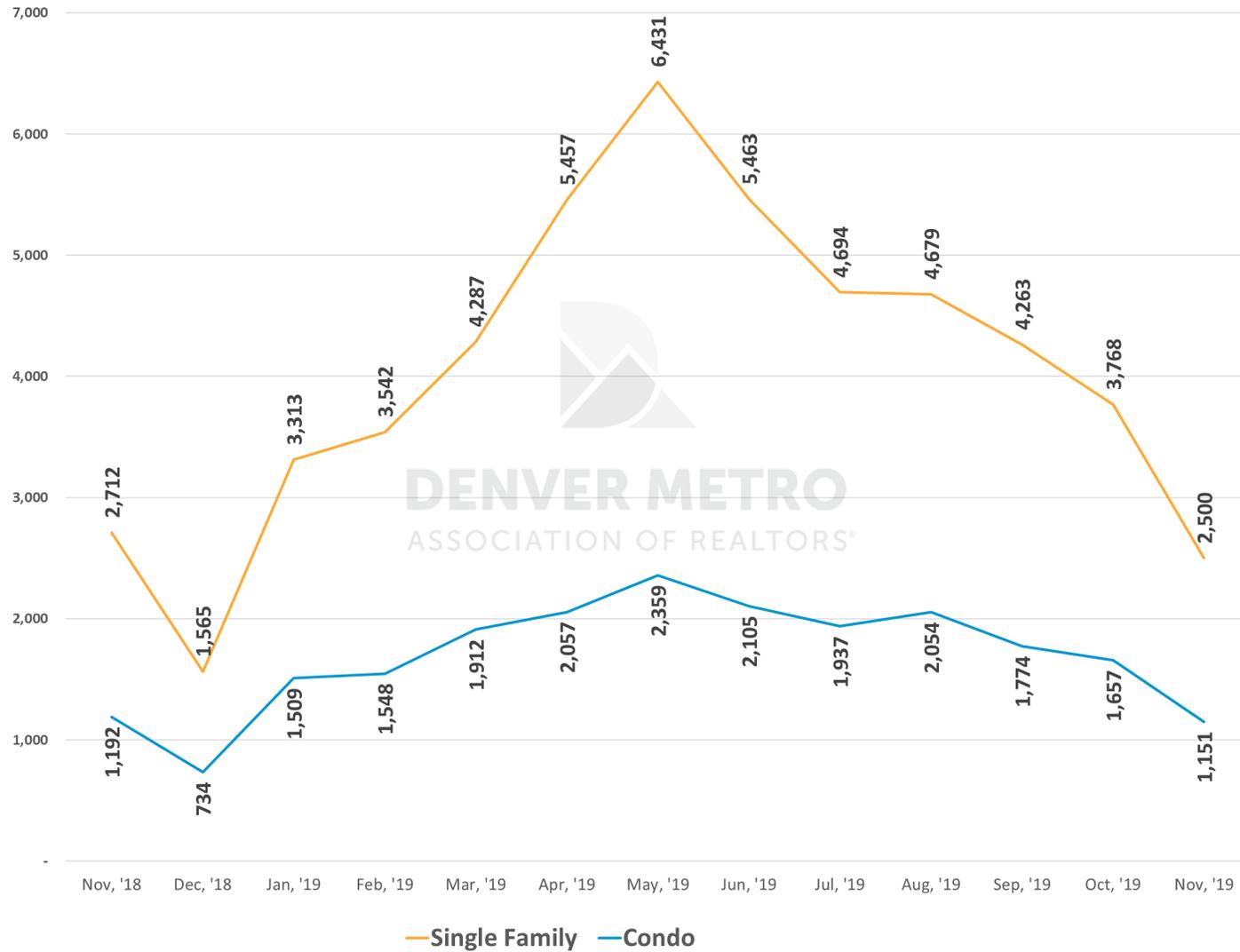
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New Listings

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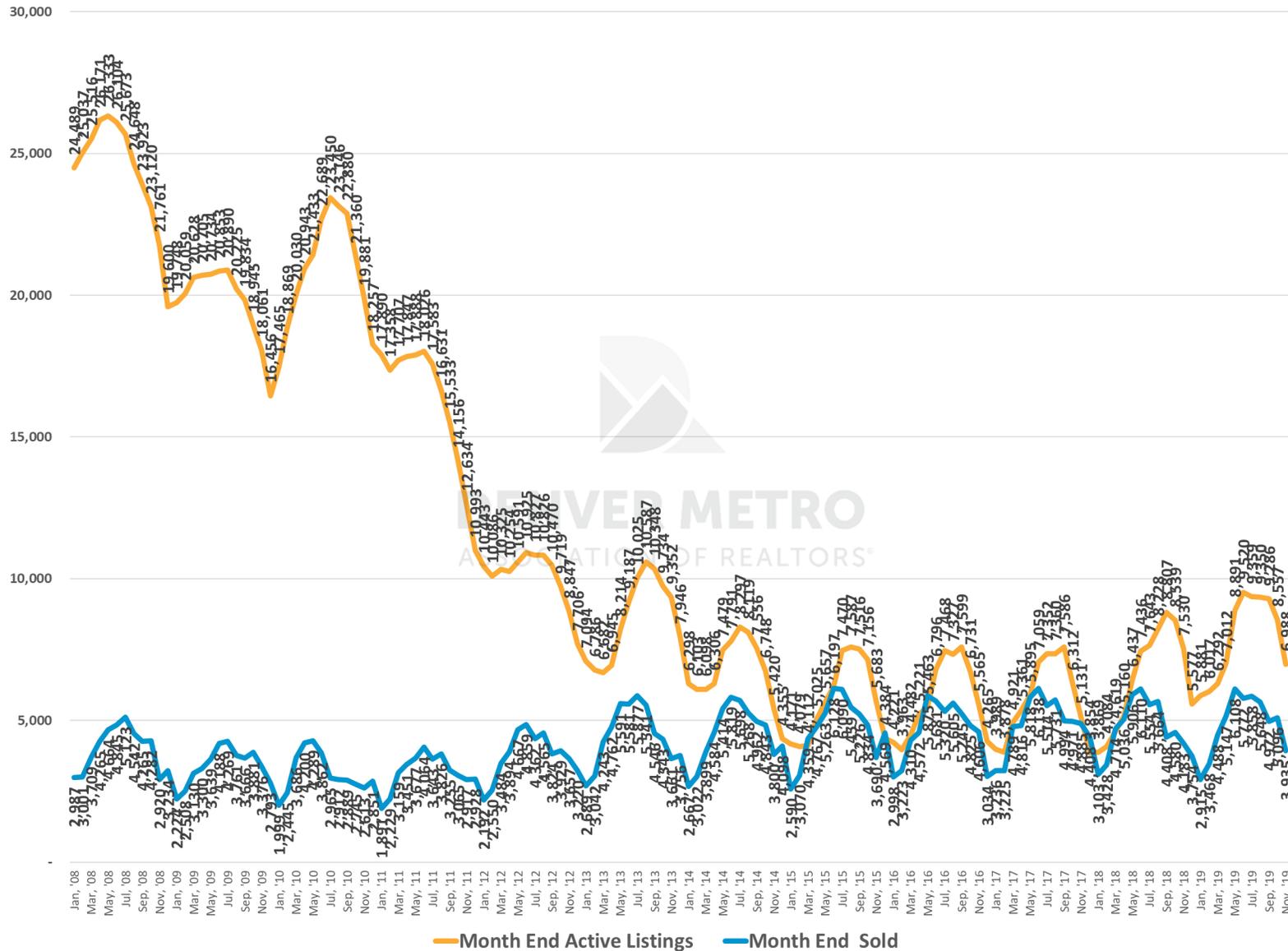
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Month End Active Listings and Month End Sold Homes

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— Month End Active Listings — Month End Sold

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DATA SNAPSHOT

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

	Nov, '19	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Single Family + Condo)					
Active	6,988	8,557	7,530	-18.34%	-7.20%
New Listings	3,651	5,425	3,904	-32.70%	-6.48%
Under Contract	4,417	4,954	3,725	-10.84%	18.58%
Days on Market - Average	35	34	32	2.94%	9.38%
Days on Market - Median	19	17	18	11.76%	5.56%
Sold	3,935	5,096	4,183	-22.78%	-5.93%
Sold Price - Average	\$ 490,874	\$ 483,942	\$ 459,793	1.43%	6.76%
Sold Price - Median	\$ 422,000	\$ 421,750	\$ 395,000	0.06%	6.84%
Sales Volume	\$ 1,931,589,190	\$ 2,466,168,432	\$ 1,923,314,119	-21.68%	0.43%
Close Price/List Price	98.80%	98.90%	98.69%	-0.10%	0.11%
Single Family (aka Detached Single Family)					
Active	4,709	5,844	5,373	-19.42%	-12.36%
New Listings	2,500	3,768	2,712	-33.65%	-7.82%
Under Contract	3,077	3,587	2,661	-14.22%	15.63%
Days on Market - Average	36	33	33	9.09%	9.09%
Days on Market - Median	19	17	19	11.76%	0.00%
Sold	2,864	3,673	2,950	-22.03%	-2.92%
Sold Price - Average	\$ 537,624	\$ 530,101	\$ 503,143	1.42%	6.85%
Sold Price - Median	\$ 453,250	\$ 455,000	\$ 429,520	-0.38%	5.52%
Sales Volume	\$ 1,539,755,136	\$ 1,947,060,973	\$ 1,484,271,850	-20.92%	3.74%
Close Price/List Price	98.84%	98.89%	98.58%	-0.05%	0.26%
Condo (aka Attached Single Family)					
Active	2,279	2,713	2,157	-16.00%	5.66%
New Listings	1,151	1,657	1,192	-30.54%	-3.44%
Under Contract	1,340	1,367	1,064	-1.98%	25.94%
Days on Market - Average	34	35	30	-2.86%	13.33%
Days on Market - Median	20	19	17	5.26%	17.65%
Sold	1,071	1,423	1,233	-24.74%	-13.14%
Sold Price - Average	\$ 365,856	\$ 364,798	\$ 356,077	0.29%	2.75%
Sold Price - Median	\$ 312,000	\$ 309,000	\$ 299,000	0.97%	4.35%
Sales Volume	\$ 391,831,776	\$ 519,107,554	\$ 439,042,941	-24.52%	-10.75%
Close Price/List Price	98.68%	98.90%	98.95%	-0.22%	-0.27%

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NOVEMBER 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
Residential (Single Family + Condo)									
Active Listings at month end	6,988	7,530	5,131	5,565	5,683	-7.20%	46.76%	-7.80%	-2.08%
New Listings	68,453	65,993	64,806	63,324	64,463	3.73%	1.83%	2.34%	-1.77%
Days on Market - Average	31	25	25	25	24	24.00%	0.00%	0.00%	4.17%
Days on Market - Median	12	8	8	7	7	50.00%	0.00%	14.29%	0.00%
Sold	53,825	52,680	54,809	52,335	52,279	2.17%	-3.88%	4.73%	0.11%
Sold Price - Average	\$ 487,233	\$ 474,029	\$ 436,538	\$ 402,128	\$ 364,429	2.79%	8.59%	8.56%	10.34%
Sold Price - Median	\$ 420,000	\$ 410,000	\$ 379,900	\$ 350,000	\$ 315,000	2.44%	7.92%	8.54%	11.11%
Sales Volume	\$ 26,225,316,225	\$ 24,971,847,720	\$ 23,926,211,242	\$ 21,045,368,880	\$ 19,051,983,691	5.02%	4.37%	13.69%	10.46%
Close Price/List Price	99.23%	99.94%	100.07%	100.27%	100.39%	-0.71%	-0.13%	-0.20%	-0.12%
Single Family (aka Detached Single Family)									
Active Listings at month end	4,709	5,373	3,792	4,304	4,563	-12.36%	41.69%	-11.90%	-5.68%
New Listings	48,360	47,328	46,494	46,069	46,551	2.18%	1.79%	0.92%	-1.04%
Days on Market - Average	30	26	27	28	27	15.38%	-3.70%	-3.57%	3.70%
Days on Market - Median	12	9	8	8	7	33.33%	12.50%	0.00%	14.29%
Sold	38,393	37,417	39,146	37,668	37,094	2.61%	-4.42%	3.92%	1.55%
Sold Price - Average	\$ 536,561	\$ 523,920	\$ 483,788	\$ 445,754	\$ 407,656	2.41%	8.30%	8.53%	9.35%
Sold Price - Median	\$ 455,000	\$ 442,000	\$ 411,000	\$ 380,000	\$ 349,400	2.94%	7.54%	8.16%	8.76%
Sales Volume	\$ 20,600,186,473	\$ 19,603,514,640	\$ 18,938,365,048	\$ 16,790,661,672	\$ 15,121,591,664	5.08%	3.51%	12.79%	11.04%
Close Price/List Price	99.25%	99.84%	99.92%	100.05%	100.23%	-0.59%	-0.08%	-0.13%	-0.18%
Condo (aka Attached Single Family)									
Active Listings at month end	2,279	2,157	1,339	1,261	1,120	5.66%	61.09%	6.19%	12.59%
New Listings	20,093	18,665	18,312	17,255	17,912	7.65%	1.93%	6.13%	-3.67%
Days on Market - Average	31	22	21	19	19	40.91%	4.76%	10.53%	0.00%
Days on Market - Median	13	7	6	6	6	85.71%	16.67%	0.00%	0.00%
Sold	15,432	15,263	15,663	14,667	15,185	1.11%	-2.55%	6.79%	-3.41%
Sold Price - Average	\$ 364,508	\$ 351,723	\$ 318,449	\$ 290,087	\$ 258,834	3.63%	10.45%	9.78%	12.07%
Sold Price - Median	\$ 308,000	\$ 300,000	\$ 270,000	\$ 241,000	\$ 213,000	2.67%	11.11%	12.03%	13.15%
Sales Volume	\$ 5,625,087,456	\$ 5,368,348,149	\$ 4,987,866,687	\$ 4,254,706,029	\$ 3,930,394,290	4.78%	7.63%	17.23%	8.25%
Close Price/List Price	99.20%	100.19%	100.43%	100.84%	100.77%	-0.99%	-0.24%	-0.41%	0.07%

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MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	2	13	6.50	2	9	4.50
\$100,000 to \$199,999	14	16	1.14	131	215	1.64
\$200,000 to \$299,999	130	136	1.05	348	542	1.56
\$300,000 to \$399,999	785	596	0.76	269	466	1.73
\$400,000 to \$499,999	804	1,030	1.28	151	377	2.50
\$500,000 to \$749,999	782	1,559	1.99	118	435	3.69
\$750,000 to \$999,999	196	536	2.73	37	130	3.51
\$1,000,000 and over	151	823	5.45	15	105	7.00
TOTALS	2,864	4,709	1.64	1,071	2,279	2.13

Price Range	Single Family		% change	Condo		% change
	Sold Nov, '19	Sold Oct, '19		Sold Nov, '19	Sold Oct, '19	
\$0 to \$99,999	2	3	-33.33%	2	5	-60.00%
\$100,000 to \$199,999	14	11	27.27%	131	160	-18.13%
\$200,000 to \$299,999	130	159	-18.24%	348	501	-30.54%
\$300,000 to \$399,999	785	1,046	-24.95%	269	350	-23.14%
\$400,000 to \$499,999	804	1,022	-21.33%	151	157	-3.82%
\$500,000 to \$749,999	782	996	-21.49%	118	191	-38.22%
\$750,000 to \$999,999	196	266	-26.32%	37	33	12.12%
\$1,000,000 and over	151	170	-11.18%	15	26	-42.31%
TOTALS	2,864	3,673	-22.03%	1,071	1,423	-24.74%

Price Range	Single Family		% change	Condo		% change
	Sold YTD Nov, '19	Sold YTD Nov, '18		Sold YTD Nov, '19	Sold YTD Nov, '18	
\$0 to \$99,999	29	38	-23.68%	34	51	-33.33%
\$100,000 to \$199,999	134	169	-20.71%	1,688	1,848	-8.66%
\$200,000 to \$299,999	1,646	2,218	-25.79%	5,487	5,698	-3.70%
\$300,000 to \$399,999	10,569	11,167	-5.36%	3,962	3,629	9.18%
\$400,000 to \$499,999	10,814	9,843	9.86%	1,881	1,856	1.35%
\$500,000 to \$749,999	10,634	9,694	9.70%	1,666	1,587	4.98%
\$750,000 to \$999,999	2,590	2,429	6.63%	462	426	8.45%
\$1,000,000 and over	1,977	1,859	6.35%	252	168	50.00%
TOTALS	38,393	37,417	2.61%	15,432	15,263	1.11%

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

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

	Nov, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	166	196	131	-15.31%	26.72%
Price - Average	\$ 1,584,871	\$ 1,495,975	\$ 1,621,745	5.94%	-2.27%
Sales Volume	\$ 263,088,586	\$ 293,211,100	\$ 212,448,595	-10.27%	23.84%
Days on Market - Average	61	59	80	3.39%	-23.75%
Days on Market - Median	33	28	45	17.86%	-26.67%
Close Price/List Price	96.95%	96.76%	96.67%	0.20%	0.29%
PSF Total	\$ 345	\$ 335	\$ 332	2.99%	3.92%
Single Family (aka Detached Single Family)					
Sold	151	170	115	-11.18%	31.30%
Price - Average	\$ 1,579,046	\$ 1,514,527	\$ 1,589,418	4.26%	-0.65%
Sales Volume	\$ 238,435,946	\$ 257,469,590	\$ 182,783,070	-7.39%	30.45%
Days on Market - Average	62	62	74	0.00%	-16.22%
Days on Market - Median	32	33	35	-3.03%	-8.57%
Close Price/List Price	96.82%	96.93%	96.94%	-0.11%	-0.12%
PSF Total	\$ 316	\$ 305	\$ 303	3.61%	4.29%
Condo (aka Attached Single Family)					
Sold	15	26	16	-42.31%	-6.25%
Price - Average	\$ 1,643,508	\$ 1,374,675	\$ 1,854,094	19.56%	-11.36%
Sales Volume	\$ 24,652,620	\$ 35,741,550	\$ 29,665,504	-31.03%	-16.90%
Days on Market - Average	53	41	121	29.27%	-56.20%
Days on Market - Median	38	18	96	111.11%	-60.42%
Close Price/List Price	98.30%	95.66%	94.79%	2.76%	3.70%
PSF Total	\$ 637	\$ 532	\$ 540	19.74%	17.96%

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
Residential (Single Family + Condo)									
Sold	2,229	2,027	1,690	1,274	1,025	9.97%	19.94%	32.65%	24.29%
Sold Price - Average	\$ 1,546,770	\$ 1,527,844	\$ 1,527,144	\$ 1,528,103	\$ 1,512,290	1.24%	0.05%	-0.06%	1.05%
Sales Volume	\$ 3,447,750,330	\$ 3,096,939,788	\$ 2,580,873,360	\$ 1,946,803,222	\$ 1,550,097,250	11.33%	20.00%	32.57%	25.59%
Sold Price - Median	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	\$ 1,300,000	0.00%	0.00%	0.00%	0.00%
Days on Market - Average	59	67	79	87	84	-11.94%	-15.19%	-9.20%	3.57%
Days on Market - Median	25	27	36	43	40	-7.41%	-25.00%	-16.28%	7.50%
Close Price/List Price	97.37%	97.30%	96.98%	97.06%	96.96%	0.07%	0.33%	-0.08%	0.10%
PSF Total	\$ 336	\$ 308	\$ 304	\$ 289	\$ 284	9.09%	1.32%	5.19%	1.76%
Single Family (aka Detached Single Family)									
Sold	1,977	1,859	1,520	1,172	932	6.35%	22.30%	29.69%	25.75%
Sold Price - Average	\$ 1,545,364	\$ 1,527,937	\$ 1,535,679	\$ 1,527,044	\$ 1,512,701	1.14%	-0.50%	0.57%	0.95%
Sales Volume	\$ 3,055,184,628	\$ 2,840,434,883	\$ 2,334,232,080	\$ 1,789,695,568	\$ 1,409,837,332	7.56%	21.69%	30.43%	26.94%
Sold Price - Median	\$ 1,325,000	\$ 1,300,000	\$ 1,300,000	\$ 1,304,960	\$ 1,300,000	1.92%	0.00%	-0.38%	0.38%
Days on Market - Average	60	67	80	89	85	-10.45%	-16.25%	-10.11%	4.71%
Days on Market - Median	24	26	36	44	41	-7.69%	-27.78%	-18.18%	7.32%
Close Price/List Price	97.34%	97.37%	96.94%	96.58%	96.89%	-0.03%	0.44%	0.37%	-0.32%
PSF Total	\$ 304	\$ 291	\$ 284	\$ 268	\$ 261	4.47%	2.46%	5.97%	2.68%
Condo (aka Attached Single Family)									
Sold	252	168	170	102	93	50.00%	-1.18%	66.67%	9.68%
Sold Price - Average	\$ 1,557,798	\$ 1,526,818	\$ 1,450,830	\$ 1,540,267	\$ 1,508,173	2.03%	5.24%	-5.81%	2.13%
Sales Volume	\$ 392,565,096	\$ 256,505,424	\$ 246,641,100	\$ 157,107,234	\$ 140,260,089	53.04%	4.00%	56.99%	12.01%
Sold Price - Median	\$ 1,250,000	\$ 1,300,000	\$ 1,250,000	\$ 1,240,000	\$ 1,292,000	-3.85%	4.00%	0.81%	-4.02%
Days on Market - Average	52	72	70	54	73	-27.78%	2.86%	29.63%	-26.03%
Days on Market - Median	26	35	36	34	26	-25.71%	-2.78%	5.88%	30.77%
Close Price/List Price	97.64%	96.52%	97.38%	102.57%	97.66%	1.16%	-0.88%	-5.06%	5.03%
PSF Total	\$ 588	\$ 492	\$ 473	\$ 529	\$ 517	19.51%	4.02%	-10.59%	2.32%

DMAR MARKET TRENDS | DECEMBER 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

	Nov, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	233	299	220	-22.07%	5.91%
Price - Average	\$ 850,262	\$ 845,053	\$ 839,815	0.62%	1.24%
Sales Volume	\$ 198,111,046	\$ 252,670,847	\$ 184,759,300	-21.59%	7.23%
Days on Market - Average	59	48	42	22.92%	40.48%
Days on Market - Median	25	27	24	-7.41%	4.17%
Close Price/List Price	98.64%	98.48%	98.26%	0.16%	0.39%
PSF Total	\$ 248	\$ 245	\$ 234	1.22%	5.98%
Single Family (aka Detached Single Family)					
Sold	196	266	186	-26.32%	5.38%
Price - Average	\$ 852,770	\$ 843,892	\$ 838,592	1.05%	1.69%
Sales Volume	\$ 167,142,920	\$ 224,475,272	\$ 155,978,112	-25.54%	7.16%
Days on Market - Average	61	45	44	35.56%	38.64%
Days on Market - Median	25	28	26	-10.71%	-3.85%
Close Price/List Price	98.67%	98.46%	98.14%	0.21%	0.54%
PSF Total	\$ 226	\$ 233	\$ 221	-3.00%	2.26%
Condo (aka Attached Single Family)					
Sold	37	33	34	12.12%	8.82%
Price - Average	\$ 836,972	\$ 854,410	\$ 846,504	-2.04%	-1.13%
Sales Volume	\$ 30,967,964	\$ 28,195,530	\$ 28,781,136	9.83%	7.60%
Days on Market - Average	52	67	30	-22.39%	73.33%
Days on Market - Median	35	21	18	66.67%	94.44%
Close Price/List Price	98.51%	98.66%	98.92%	-0.15%	-0.41%
PSF Total	\$ 363	\$ 349	\$ 306	4.01%	18.63%

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
Residential (Single Family + Condo)									
Sold	3,052	2,855	2,354	1,848	1,492	6.90%	21.28%	27.38%	23.86%
Sold Price - Average	\$ 847,613	\$ 849,015	\$ 847,974	\$ 848,668	\$ 846,991	-0.17%	0.12%	-0.08%	0.20%
Sales Volume	\$ 2,586,914,876	\$ 2,423,937,825	\$ 1,996,130,796	\$ 1,568,338,464	\$ 1,263,710,572	6.72%	21.43%	27.28%	24.11%
Sold Price - Median	\$ 837,500	\$ 840,000	\$ 839,000	\$ 840,000	\$ 835,000	-0.30%	0.12%	-0.12%	0.60%
Days on Market - Average	44	43	54	56	62	2.33%	-20.37%	-3.57%	-9.68%
Days on Market - Median	18	14	26	26	29	28.57%	-46.15%	0.00%	-10.34%
Close Price/List Price	98.86%	99.12%	98.58%	98.61%	98.34%	-0.26%	0.55%	-0.03%	0.27%
PSF Total	\$ 248	\$ 242	\$ 228	\$ 220	\$ 209	2.48%	6.14%	3.64%	5.26%
Single Family (aka Detached Single Family)									
Sold	2,590	2,429	2,052	1,559	1,312	6.63%	18.37%	31.62%	18.83%
Sold Price - Average	\$ 847,082	\$ 849,828	\$ 849,323	\$ 850,411	\$ 847,044	-0.32%	0.06%	-0.13%	0.40%
Sales Volume	\$ 2,193,942,380	\$ 2,064,232,212	\$ 1,742,810,796	\$ 1,325,790,749	\$ 1,111,321,728	6.28%	18.44%	31.45%	19.30%
Sold Price - Median	\$ 835,000	\$ 842,000	\$ 840,000	\$ 842,280	\$ 835,000	-0.83%	0.24%	-0.27%	0.87%
Days on Market - Average	42	43	54	58	63	-2.33%	-20.37%	-6.90%	-7.94%
Days on Market - Median	17	14	26	28	29	21.43%	-46.15%	-7.14%	-3.45%
Close Price/List Price	98.87%	99.10%	98.55%	98.56%	98.20%	-0.23%	0.56%	-0.01%	0.37%
PSF Total	\$ 228	\$ 225	\$ 213	\$ 201	\$ 192	1.33%	5.63%	5.97%	4.69%
Condo (aka Attached Single Family)									
Sold	462	426	302	289	180	8.45%	41.06%	4.50%	60.56%
Sold Price - Average	\$ 850,593	\$ 844,380	\$ 838,810	\$ 839,270	\$ 846,606	0.74%	0.66%	-0.05%	-0.87%
Sales Volume	\$ 392,973,966	\$ 359,705,880	\$ 253,320,620	\$ 242,549,030	\$ 152,389,080	9.25%	42.00%	4.44%	59.16%
Sold Price - Median	\$ 845,000	\$ 830,000	\$ 825,000	\$ 822,500	\$ 837,500	1.81%	0.61%	0.30%	-1.79%
Days on Market - Average	59	43	56	44	55	37.21%	-23.21%	27.27%	-20.00%
Days on Market - Median	26	13	25	19	24	100.00%	-48.00%	31.58%	-20.83%
Close Price/List Price	98.80%	99.23%	98.75%	98.92%	99.33%	-0.43%	0.49%	-0.17%	-0.41%
PSF Total	\$ 358	\$ 341	\$ 327	\$ 323	\$ 338	4.99%	4.28%	1.24%	-4.44%

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

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

	Nov, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	900	1,187	809	-24.18%	11.25%
Price - Average	\$ 586,913	\$ 594,128	\$ 594,922	-1.21%	-1.35%
Sales Volume	\$ 528,221,700	\$ 705,229,936	\$ 481,291,898	-25.10%	9.75%
Days on Market - Average	40	39	37	2.56%	8.11%
Days on Market - Median	25	22	23	13.64%	8.70%
Close Price/List Price	98.86%	98.96%	98.73%	-0.10%	0.13%
PSF Total	\$ 214	\$ 219	\$ 213	-2.28%	0.47%
Single Family (aka Detached Single Family)					
Sold	782	996	686	-21.49%	13.99%
Price - Average	\$ 588,800	\$ 594,819	\$ 593,594	-1.01%	-0.81%
Sales Volume	\$ 460,441,600	\$ 592,439,724	\$ 407,205,484	-22.28%	13.07%
Days on Market - Average	40	38	37	5.26%	8.11%
Days on Market - Median	24	20	23	20.00%	4.35%
Close Price/List Price	98.84%	98.93%	98.64%	-0.09%	0.20%
PSF Total	\$ 197	\$ 198	\$ 194	-0.51%	1.55%
Condo (aka Attached Single Family)					
Sold	118	191	123	-38.22%	-4.07%
Price - Average	\$ 574,405	\$ 590,523	\$ 602,326	-2.73%	-4.64%
Sales Volume	\$ 67,779,790	\$ 112,789,893	\$ 74,086,098	-39.91%	-8.51%
Days on Market - Average	41	46	41	-10.87%	0.00%
Days on Market - Median	27	31	21	-12.90%	28.57%
Close Price/List Price	98.99%	99.12%	99.19%	-0.13%	-0.20%
PSF Total	\$ 330	\$ 329	\$ 321	0.30%	2.80%

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
Residential (Single Family + Condo)									
Sold	12,300	11,281	9,572	7,386	5,917	9.03%	17.85%	29.60%	24.83%
Sold Price - Average	\$ 593,669	\$ 594,769	\$ 591,710	\$ 593,780	\$ 593,213	-0.18%	0.52%	-0.35%	0.10%
Sales Volume	\$ 7,302,128,700	\$ 6,709,589,089	\$ 5,663,848,120	\$ 4,385,659,080	\$ 3,510,041,321	8.83%	18.46%	29.14%	24.95%
Sold Price - Median	\$ 580,000	\$ 582,000	\$ 577,000	\$ 580,000	\$ 579,900	-0.34%	0.87%	-0.52%	0.02%
Current Days on Market - Average	37	34	39	43	47	8.82%	-12.82%	-9.30%	-8.51%
Current Days on Market - Median	17	13	16	19	20	30.77%	-18.75%	-15.79%	-5.00%
Close Price/List Price	99.16%	99.62%	99.33%	99.16%	99.00%	-0.46%	0.29%	0.17%	0.16%
PSF Total	\$ 214	\$ 211	\$ 198	\$ 189	\$ 183	1.42%	6.57%	4.76%	3.28%
Single Family (aka Detached Single Family)									
Sold	10,634	9,694	8,374	6,448	5,096	9.70%	15.76%	29.87%	26.53%
Sold Price - Average	\$ 594,269	\$ 594,653	\$ 590,981	\$ 593,009	\$ 591,531	-0.06%	0.62%	-0.34%	0.25%
Sales Volume	\$ 6,319,456,546	\$ 5,764,566,182	\$ 4,948,874,894	\$ 3,823,722,032	\$ 3,014,441,976	9.63%	16.48%	29.43%	26.85%
Sold Price - Median	\$ 582,919	\$ 581,500	\$ 576,000	\$ 580,000	\$ 575,000	0.24%	0.95%	-0.69%	0.87%
Current Days on Market - Average	36	32	37	42	45	12.50%	-13.51%	-11.90%	-6.67%
Current Days on Market - Median	16	12	15	18	20	33.33%	-20.00%	-16.67%	-10.00%
Close Price/List Price	99.16%	99.63%	99.35%	99.18%	99.01%	-0.47%	0.28%	0.17%	0.17%
PSF Total	\$ 196	\$ 192	\$ 182	\$ 172	\$ 165	2.08%	5.49%	5.81%	4.24%
Condo (aka Attached Single Family)									
Sold	1,666	1,587	1,198	938	821	4.98%	32.47%	27.72%	14.25%
Sold Price - Average	\$ 589,844	\$ 595,481	\$ 596,809	\$ 599,076	\$ 603,654	-0.95%	-0.22%	-0.38%	-0.76%
Sales Volume	\$ 982,680,104	\$ 945,028,347	\$ 714,977,182	\$ 561,933,288	\$ 495,599,934	3.98%	32.18%	27.24%	13.38%
Sold Price - Median	\$ 573,807	\$ 585,000	\$ 580,000	\$ 588,250	\$ 590,000	-1.91%	0.86%	-1.40%	-0.30%
Current Days on Market - Average	44	42	48	50	56	4.76%	-12.50%	-4.00%	-10.71%
Current Days on Market - Median	21	16	20	27	26	31.25%	-20.00%	-25.93%	3.85%
Close Price/List Price	99.16%	99.61%	99.21%	99.05%	98.92%	-0.45%	0.40%	0.16%	0.13%
PSF Total	\$ 331	\$ 330	\$ 309	\$ 299	\$ 295	0.30%	6.80%	3.34%	1.36%

DMAR MARKET TRENDS | DECEMBER 2019

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Market Report
 COMPLIMENTS OF
ANTHONY RAEI
 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

	Nov, '19	Prior Month	Last Year	Prior Month	Last Year
Residential (Single Family + Condo)					
Sold	2,009	2,575	2,172	-21.98%	-7.50%
Price - Average	\$ 395,742	\$ 394,880	\$ 388,185	0.22%	1.95%
Sales Volume	\$ 795,045,678	\$ 1,016,816,000	\$ 843,137,820	-21.81%	-5.70%
Days on Market - Average	29	29	29	9.00%	7.00%
Days on Market - Median	16	15	18	6.67%	-11.11%
Close Price/List Price	99.21%	99.27%	98.98%	-0.06%	0.23%
PSF Total	\$ 208	\$ 210	\$ 202	-0.95%	2.97%
Single Family (aka Detached Single Family)					
Sold	1,589	2,068	1,733	-23.16%	-8.31%
Price - Average	\$ 400,891	\$ 400,290	\$ 391,771	0.15%	2.33%
Sales Volume	\$ 637,015,799	\$ 827,799,720	\$ 678,939,143	-23.05%	-6.17%
Days on Market - Average	28	28	29	0.00%	-3.45%
Days on Market - Median	16	15	17	6.67%	-5.88%
Close Price/List Price	99.23%	99.28%	98.86%	-0.05%	0.37%
PSF Total	\$ 197	\$ 199	\$ 190	-1.01%	3.68%
Condo (aka Attached Single Family)					
Sold	420	507	439	-17.16%	-4.33%
Price - Average	\$ 376,263	\$ 372,812	\$ 374,027	0.93%	0.60%
Sales Volume	\$ 158,030,460	\$ 189,015,684	\$ 164,197,853	-16.39%	-3.76%
Days on Market - Average	32	36	31	-11.11%	3.23%
Days on Market - Median	19	17	18	11.76%	5.56%
Close Price/List Price	99.14%	99.21%	99.43%	-0.07%	-0.29%
PSF Total	\$ 252	\$ 254	\$ 251	-0.79%	0.40%

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
Residential (Single Family + Condo)									
Sold	27,226	26,495	26,783	23,662	19,988	2.76%	-1.08%	13.19%	18.38%
Sold Price - Average	\$ 394,885	\$ 391,538	\$ 386,489	\$ 383,275	\$ 380,032	0.85%	1.31%	0.84%	0.85%
Sales Volume	\$ 10,751,139,010	\$ 10,373,799,310	\$ 10,351,334,887	\$ 9,069,053,050	\$ 7,596,079,616	3.64%	0.22%	14.14%	19.39%
Sold Price - Median	\$ 393,500	\$ 389,900	\$ 380,000	\$ 375,000	\$ 371,000	0.92%	2.61%	1.33%	1.08%
Current Days on Market - Average	26	20	20	22	24	30.00%	0.00%	-9.09%	-8.33%
Current Days on Market - Median	11	7	7	8	8	57.14%	0.00%	-12.50%	0.00%
Close Price/List Price	99.59%	100.28%	100.32%	100.29%	100.14%	-0.69%	-0.04%	0.03%	0.15%
PSF Total	\$ 210	\$ 204	\$ 187	\$ 172	\$ 160	2.94%	9.09%	8.72%	7.50%
Single Family (aka Detached Single Family)									
Sold	21,383	21,010	22,222	20,169	17,185	1.78%	-5.45%	10.18%	17.36%
Sold Price - Average	\$ 400,599	\$ 395,501	\$ 388,475	\$ 384,714	\$ 380,836	1.29%	1.81%	0.98%	1.02%
Sales Volume	\$ 8,566,008,417	\$ 8,309,476,010	\$ 8,632,691,450	\$ 7,759,296,666	\$ 6,544,666,660	3.09%	-3.74%	11.26%	18.56%
Sold Price - Median	\$ 400,000	\$ 394,900	\$ 384,000	\$ 378,000	\$ 373,000	1.29%	2.84%	1.59%	1.34%
Current Days on Market - Average	24	19	19	22	23	26.32%	0.00%	-13.64%	-4.35%
Current Days on Market - Median	10	7	7	7	8	42.86%	0.00%	0.00%	-12.50%
Close Price/List Price	99.64%	100.29%	100.36%	100.30%	100.15%	-0.65%	-0.07%	0.06%	0.15%
PSF Total	\$ 198	\$ 191	\$ 175	\$ 161	\$ 148	3.66%	9.14%	8.70%	8.78%
Condo (aka Attached Single Family)									
Sold	5,843	5,485	4,561	3,493	2,803	6.53%	20.26%	30.58%	24.62%
Sold Price - Average	\$ 373,975	\$ 376,360	\$ 376,817	\$ 374,968	\$ 375,101	-0.63%	-0.12%	0.49%	-0.04%
Sales Volume	\$ 2,185,135,925	\$ 2,064,334,600	\$ 1,718,662,337	\$ 1,309,763,224	\$ 1,051,408,103	5.85%	20.11%	31.22%	24.57%
Sold Price - Median	\$ 364,665	\$ 368,000	\$ 369,000	\$ 365,000	\$ 365,000	-0.91%	-0.27%	1.10%	0.00%
Current Days on Market - Average	31	24	24	25	28	29.17%	0.00%	-4.00%	-10.71%
Current Days on Market - Median	13	9	8	8	10	44.44%	12.50%	0.00%	-20.00%
Close Price/List Price	99.42%	100.21%	100.12%	100.24%	100.03%	-0.79%	0.09%	-0.12%	0.21%
PSF Total	\$ 255	\$ 255	\$ 248	\$ 241	\$ 235	0.00%	2.82%	2.90%	2.55%