

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

# Denver Metro Real Estate Market Trends Report

**SPECIAL COVID-19 EDITION**

**April 2020**



 **RE/MAX**  
**ALLIANCE**

*Compliments of:*

**ANTHONY RAEI / 303.520.3179**



# MARKET OVERVIEW

The April report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the March 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	5,776	19.46%	-8.20%
Closed Homes	4,296	12.02%	-5.12%
Close Price - Average	\$513,526	5.53%	7.31%
Close Price - Median	\$446,500	3.84%	7.59%
Days in MLS - Average	29	-23.68%	-9.38%



## Detached

Active Listings at Month End	3,829	19.62%	-11.24%
Closed Homes	3,018	16.53%	-5.15%
Close Price - Average	\$567,382	4.31%	7.28%
Close Price - Median	\$487,950	4.16%	8.43%
Days in MLS - Average	28	-24.32%	-12.50%



## Attached

Active Listings at Month End	1,947	19.16%	-1.57%
Closed Homes	1,278	2.65%	-5.05%
Close Price - Average	\$386,344	5.18%	7.45%
Close Price - Median	\$330,000	4.76%	10.00%
Days in MLS - Average	31	-24.39%	3.33%



# MARKET INSIGHTS

## ✓ COVID-19:

- Colorado is under a strict stay-at-home order and real estate has been categorized as a "critical business." REALTORS® can continue offering services to clients as long as they comply with social distancing requirements and safety guidelines mandated by local and state officials.
- DORA added a new COVID-19 Addendum to use on pending and current real estate transactions. This allows for the transaction to be extended in the case where a buyer or seller is exposed or quarantined and the transaction needs to be extended.
- The Colorado Association of REALTORS® strongly recommends all agents have the recently released COVID-19 Addendum executed for all transactions. Make sure to check both boxes.
- REcolorado has temporarily disabled the ability to enter open houses. DMAR's Chairman of the Board, Euan Graham, has also asked agents to not hold open houses at this time.
- Agents would be wise to make use of 3D tours, videos and floor plans to help buyers decide if a house is a true possibility before setting an in-person showing. ShowingTime has an option for video showings through Zoom as well.
- SentiLock extended their due date for their annual service fee from May 1 to August 1, 2020. They are allowing the extra three months to help agents through the current social and economic struggles.
- More and more REALTORS® are collaborating on safe ways for buyers to view properties. From having all of the lights on and doors open, to hand sanitizer and gloves readily available, safety is a top priority.
- Just like REALTORS®, new home builders are scrambling to figure out their next steps. Builders have either closed their sales offices completely or are showing models by appointment only. Some builders are offering deep discounts on options and even reducing earnest money requirements. Some buyers who have the ability can find opportunity in the chaos.
- Sellers are seeking a temporary hiatus from the COVID-19 housing market by withdrawing their homes. In March, 761 properties were placed in a withdrawn status. Seasonally speaking, we see the highest amount of withdrawn properties in November and December. In November of 2019 that number was 581 and 533 for December, then dropped to 284 in January of 2020. Let's look back to March 2003 for comparison. We had 477 withdrawals and this was at a time when we had 23,967 active listings.
- The National Association of REALTORS® sent a letter to Congress urging lawmakers to include policy in coronavirus response legislation that would pave the way for remote notarizations nationally and make it easier to complete transactions virtually. The Securing and Enabling Commerce Using Remote and Electronic Notarization Act of 2020, also known as the SECURE Notarization Act, was introduced March 24, 2020 and has already garnered broad support across the real estate industry.
- Many states have already enabled the use of "RON" Remote Online Notarization. On March 30, 2020, Colorado temporarily adopted Rule 5 and is now allowing for

remote online notarizing per the amended rule 8 CCR 1505-11.

- Title companies are now offering virtual mail-out options as well as drive-thru or curbside, no-contact closings to allow pending transactions to close while abiding to social distancing guidelines.
- Several iBuyers have suspended their services in light of the coronavirus outbreak. Opendoor, the largest iBuyer in the U.S., as well as brokerages with iBuying arms, announced they were holding off on instant offers while the nation responds to the pandemic.

## ✓ Mortgage News:

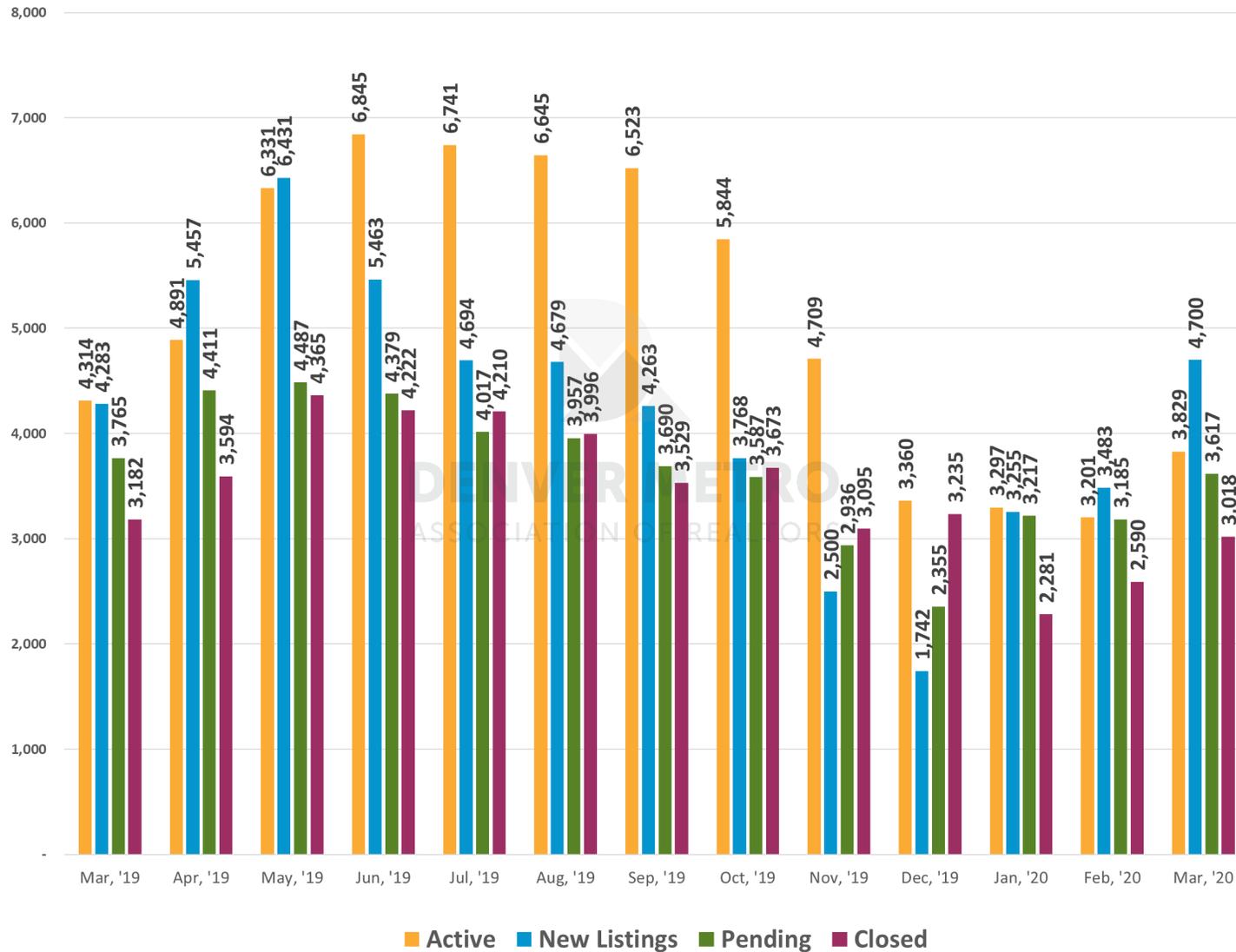
- As many homeowners are assessing their forbearance options, please note that forbearance is not forgiveness. The COVID Stimulus Package allows up to a 180-day forbearance with a 180-day extension. Most servicers are offering 90 days to start. Forbearance requires repayment at the end of the forbearance period. Additional options include deferment or secretary's lien (paying the balance owed upon sale or refi) or loan modification. It's critical homeowners call their servicer and ask about the impact to credit with each option.
- Rates continue to stay volatile as lenders struggle with demand and servicers struggle with requirements to pay investors, property taxes, homeowners insurance and mortgage insurance without receiving mortgage payments from homeowners.
- The Director of the Federal Housing Finance Agency estimates there will be two million loans in forbearance by the end of May.
- Many lenders have started tightening their credit box (i.e. increasing required credit scores, decreasing loan to value, limiting jumbo loans or down payment assistance).
- GDP for 2020 Q1 is estimated to come in at -2.5 percent. GDP for 2020 Q2 is currently estimated at -18.3 percent, year over year.
- As private (or hard) money lenders become more conservative in their lending, it has been more difficult for individuals who want to do fix and flips to get financing, therefore decreasing the investor pool. Those with cash have more of an advantage than in the past.

## ✓ Quick Stats:

- In February, 28.2 percent of closed properties went under contract/pending within the first five days. This compares to 26.5 percent in February 2019 and 39.0 percent in 2018. Homes priced between \$300,000 and \$399,999 accounted for 31 percent of all flash sales in February. These numbers do reflect a pre-COVID-19 environment. It is safe to assume the number of quick sales will drop significantly in the next few months.
- Average active listings for March was 14,250 (1985-2020).
- Record-high March was 2006 with 27,309 listings and the record-low was 2015 with 4,112 listings.
- The historical average increase in active listing from February to March is 5.58 percent. 19.46 percent in 2020 represents the second-highest increase on record.

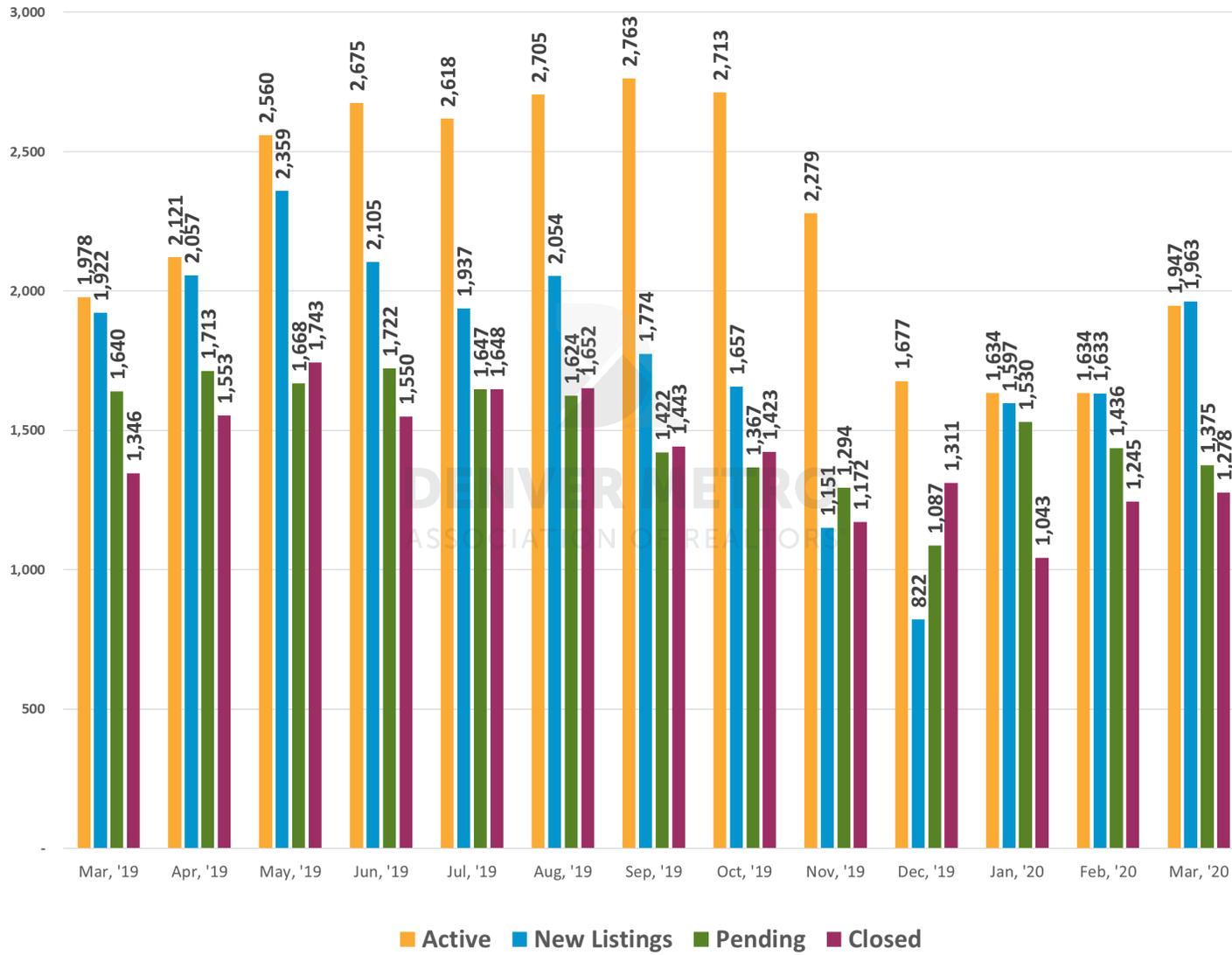
# Detached Single-Family

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



# Attached Single-Family

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

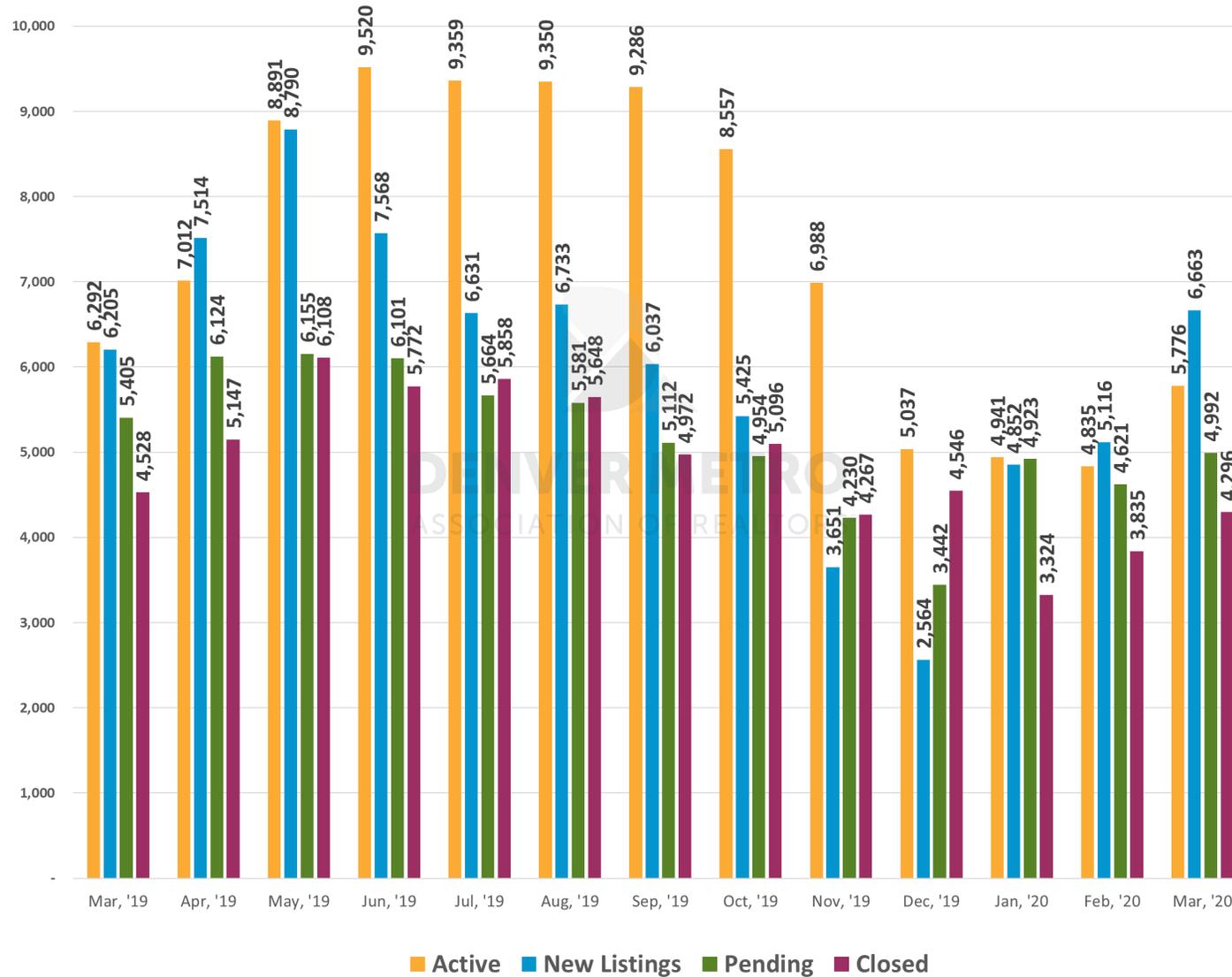


# Residential (Detached + Attached)

**DMAR Market Trends | March 2020 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

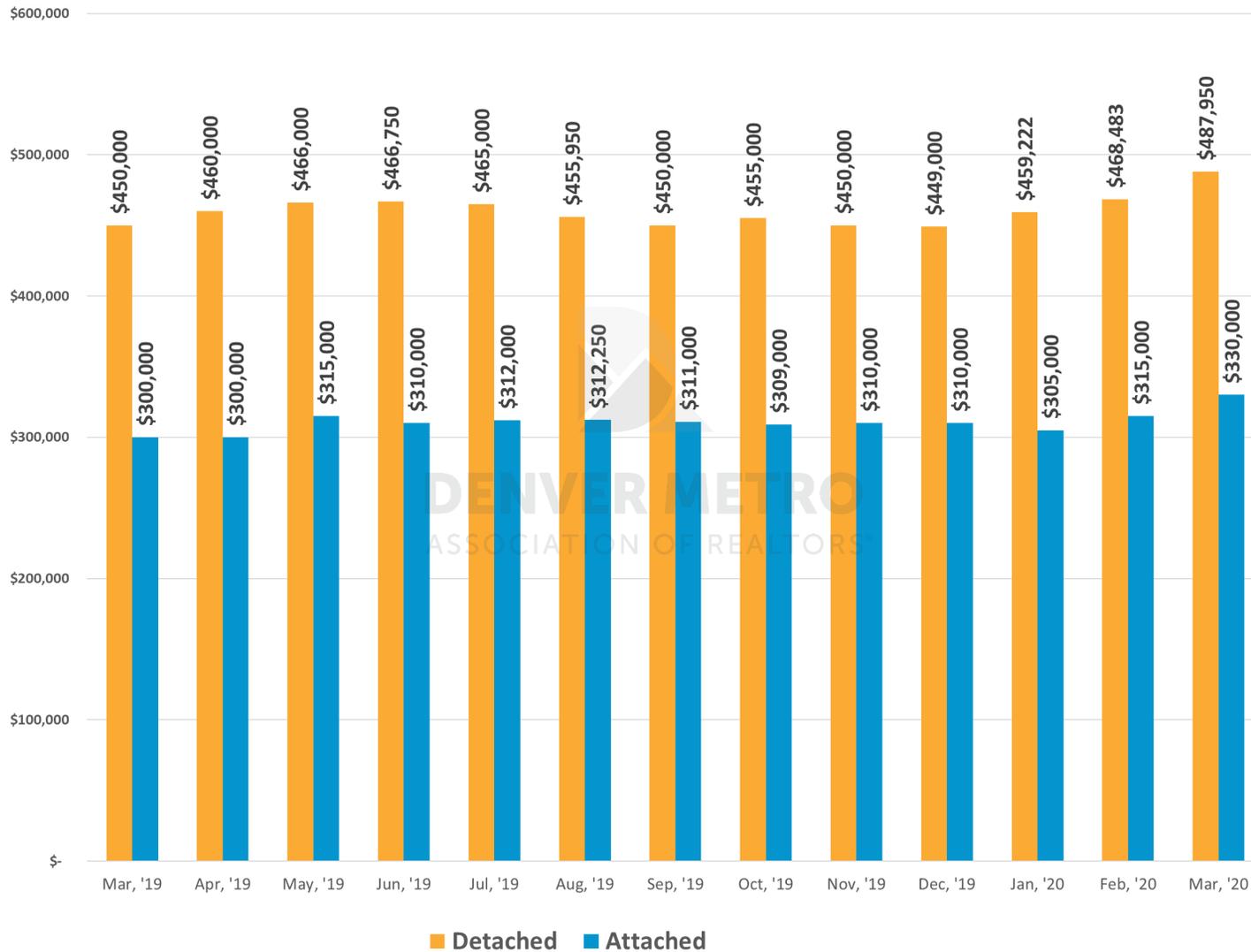


## Median Close Price

DMAR Market Trends | March 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

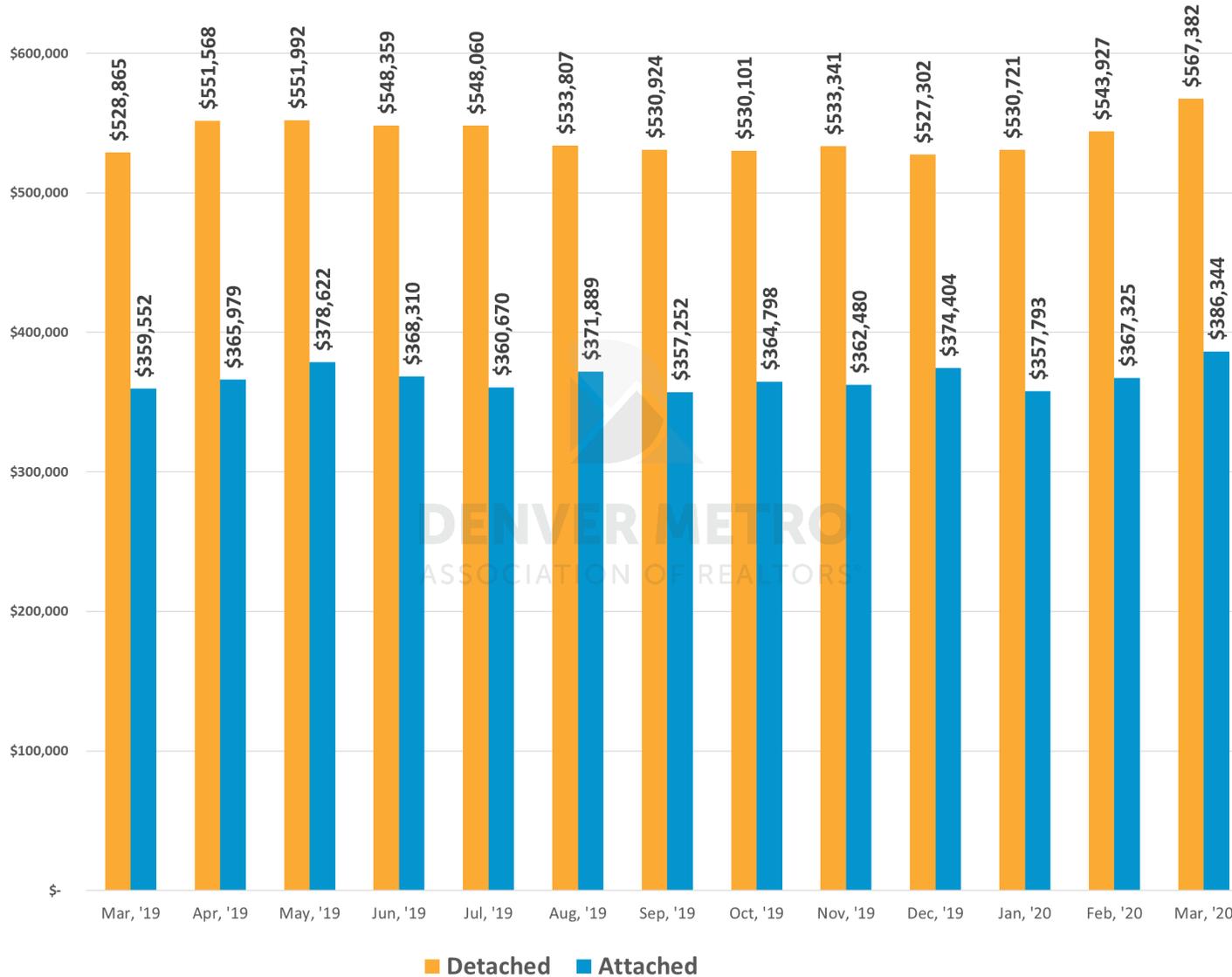


## Average Close Price

DMAR Market Trends | March 2020 Data

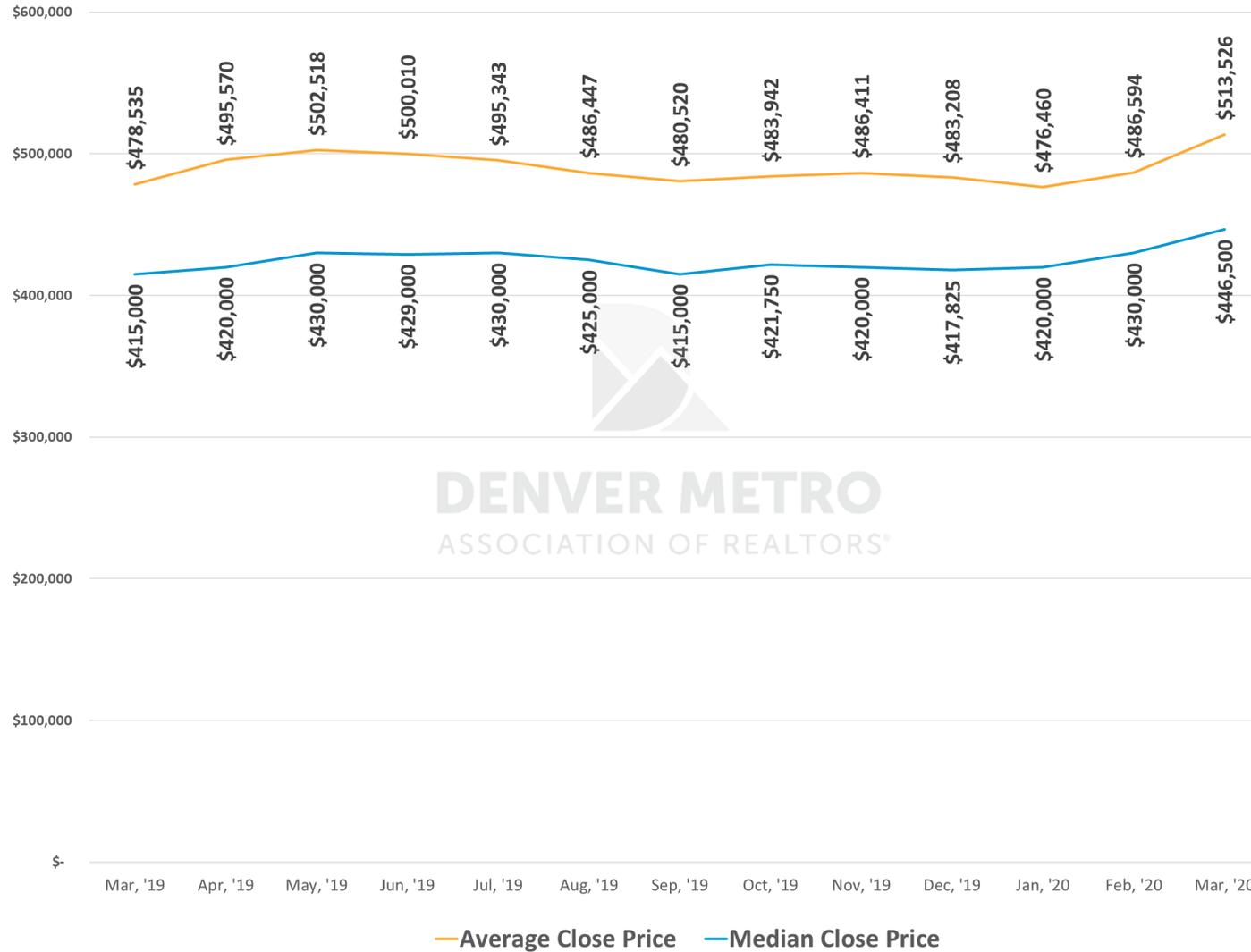
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



# Residential Close Price

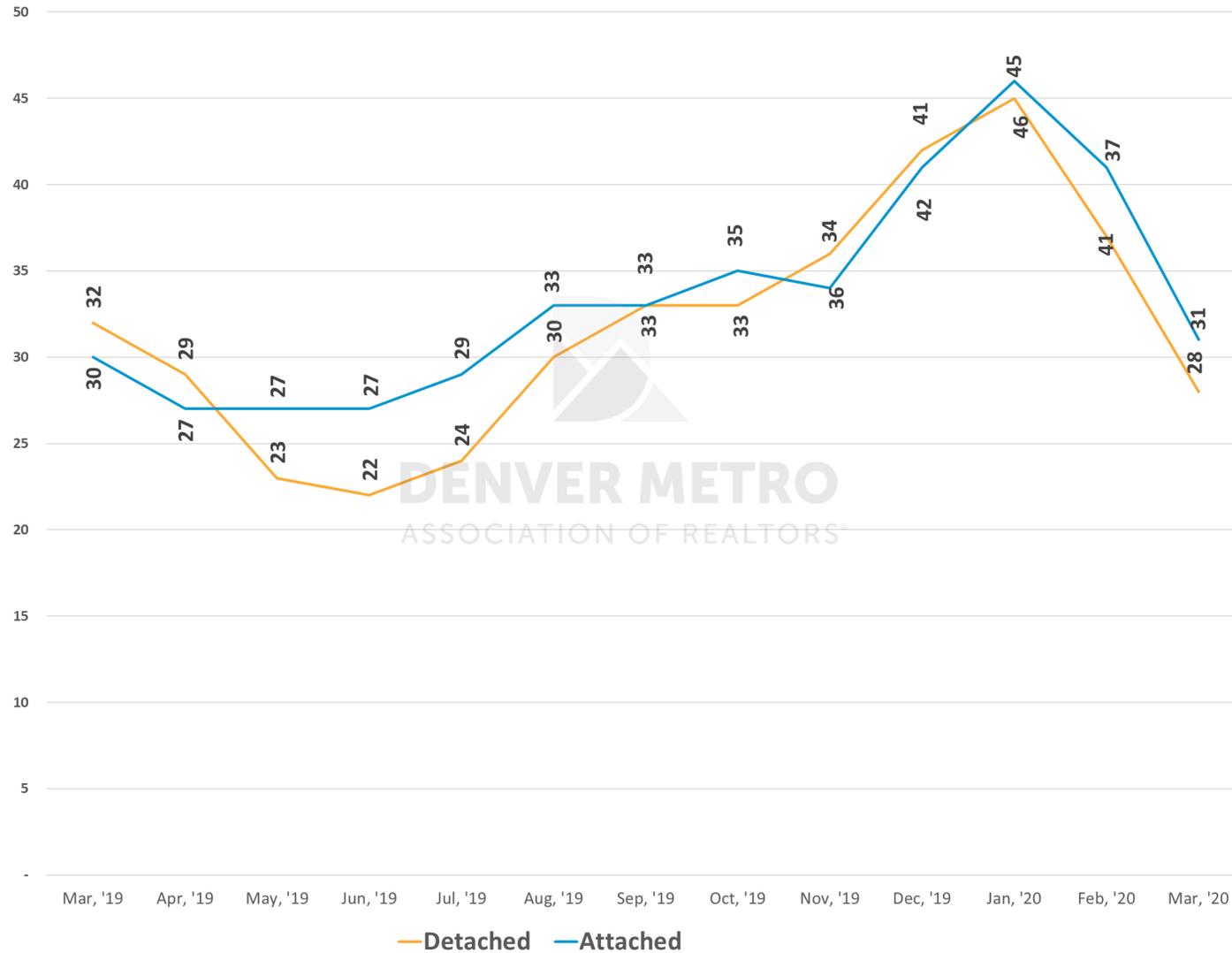
**DMAR Market Trends | March 2020 Data**  
Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com




 Compliments of: **ANTHONY Rael / 303.520.3179**

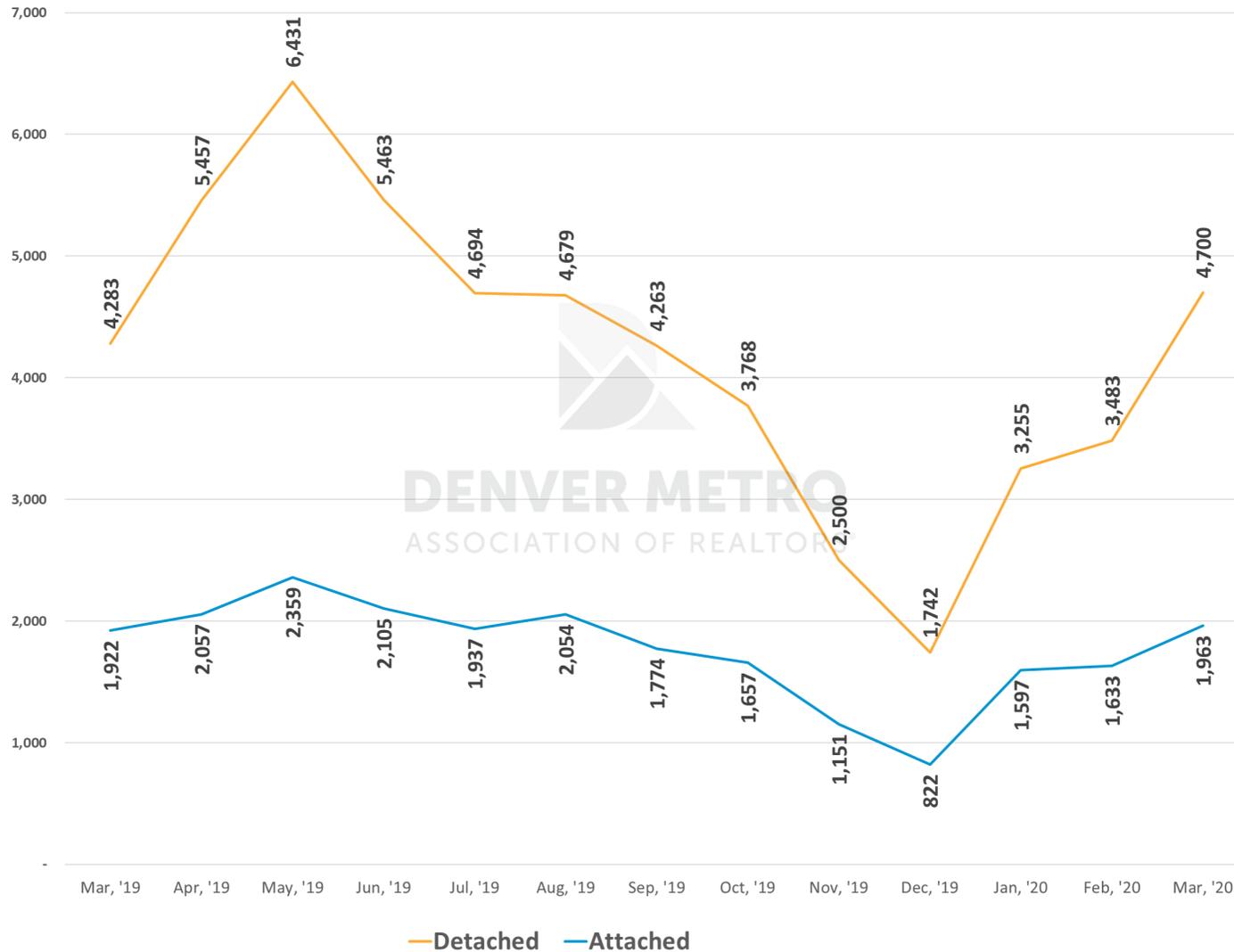

# Average Days in MLS

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

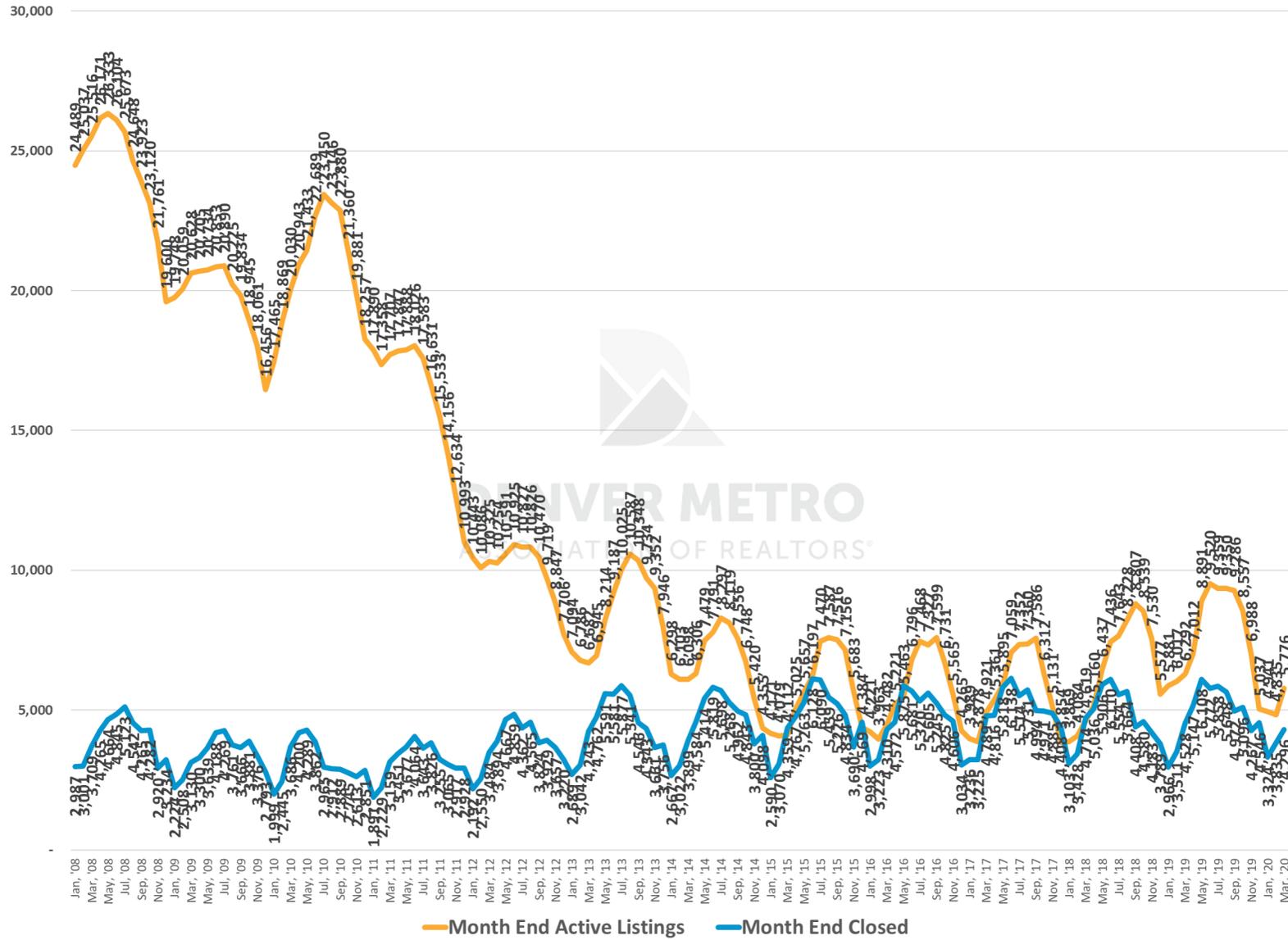


# New Listings

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


# DATA SNAPSHOT

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

	Mar, '20	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	5,776	4,835	6,292	19.46%	-8.20%
New Listings	6,663	5,116	6,205	30.24%	7.38%
Pending	4,992	4,621	5,405	8.03%	-7.64%
Closed	4,296	3,835	4,528	12.02%	-5.12%
Close Price - Average	\$ 513,526	\$ 486,594	\$ 478,535	5.53%	7.31%
Close Price - Median	\$ 446,500	\$ 430,000	\$ 415,000	3.84%	7.59%
Sales Volume	\$ 2,206,107,696	\$ 1,866,087,990	\$ 2,166,806,480	18.22%	1.81%
Days in MLS - Average	29	38	32	-23.68%	-9.38%
Days in MLS - Median	6	12	10	-50.00%	-40.00%
Close Price/List Price	99.85%	99.48%	99.34%	0.37%	0.51%
<b>Detached</b>					
Active Listings at Month End	3,829	3,201	4,314	19.62%	-11.24%
New Listings	4,700	3,483	4,283	34.94%	9.74%
Pending	3,617	3,185	3,765	13.56%	-3.93%
Closed	3,018	2,590	3,182	16.53%	-5.15%
Close Price - Average	\$ 567,382	\$ 543,927	\$ 528,865	4.31%	7.28%
Close Price - Median	\$ 487,950	\$ 468,483	\$ 450,000	4.16%	8.43%
Sales Volume	\$ 1,712,358,876	\$ 1,408,770,930	\$ 1,682,848,430	21.55%	1.75%
Days in MLS - Average	28	37	32	-24.32%	-12.50%
Days in MLS - Median	6	11	10	-45.45%	-40.00%
Close Price/List Price	99.94%	99.51%	99.34%	0.43%	0.60%
<b>Attached</b>					
Active Listings at Month End	1,947	1,634	1,978	19.16%	-1.57%
New Listings	1,963	1,633	1,922	20.21%	2.13%
Pending	1,375	1,436	1,640	-4.25%	-16.16%
Closed	1,278	1,245	1,346	2.65%	-5.05%
Close Price - Average	\$ 386,344	\$ 367,325	\$ 359,552	5.18%	7.45%
Close Price - Median	\$ 330,000	\$ 315,000	\$ 300,000	4.76%	10.00%
Sales Volume	\$ 493,747,632	\$ 457,319,625	\$ 483,956,992	7.97%	2.02%
Days in MLS - Average	31	41	30	-24.39%	3.33%
Days in MLS - Median	7	13	11	-46.15%	-36.36%
Close Price/List Price	99.61%	99.41%	99.34%	0.20%	0.27%

# MARCH 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
<b>Residential (Detached + Attached)</b>									
Active Listings at Month End	5,776	6,292	4,619	4,921	4,482	-8.20%	36.22%	-6.14%	9.79%
New Listings	16,632	16,122	15,392	15,459	14,055	3.16%	4.74%	-0.43%	9.99%
Closed	11,476	11,007	11,246	11,414	10,671	4.26%	-2.13%	-1.47%	6.96%
Close Price - Average	\$ 493,617	\$ 468,170	\$ 462,024	\$ 414,389	\$ 383,250	5.44%	1.33%	11.50%	8.12%
Close Price - Median	\$ 432,356	\$ 405,000	\$ 400,000	\$ 361,500	\$ 333,000	6.75%	1.25%	10.65%	8.56%
Sales Volume	\$ 5,664,748,692	\$ 5,153,147,190	\$ 5,195,921,904	\$ 4,729,836,046	\$ 4,089,660,750	9.93%	-0.82%	9.85%	15.65%
Days in MLS - Average	37	37	31	32	33	0.00%	19.35%	-3.13%	-3.03%
Days in MLS - Median	12	15	7	8	9	-20.00%	114.29%	-12.50%	-11.11%
Close Price/List Price	99.42%	99.04%	100.10%	99.86%	99.83%	0.38%	-1.06%	0.24%	0.03%
<b>Detached</b>									
Active Listings at Month End	3,829	4,314	3,416	3,772	3,564	-11.24%	26.29%	-9.44%	5.84%
New Listings	11,436	11,126	10,921	11,060	10,088	2.79%	1.88%	-1.26%	9.64%
Closed	7,904	7,742	7,791	8,095	7,615	2.09%	-0.63%	-3.76%	6.30%
Close Price - Average	\$ 548,938	\$ 515,671	\$ 511,730	\$ 459,259	\$ 423,827	6.45%	0.77%	11.43%	8.36%
Close Price - Median	\$ 472,000	\$ 437,400	\$ 435,000	\$ 395,000	\$ 364,900	7.91%	0.55%	10.13%	8.25%
Sales Volume	\$ 4,338,805,952	\$ 3,992,324,882	\$ 3,986,888,430	\$ 3,717,701,605	\$ 3,227,442,605	8.68%	0.14%	7.24%	15.19%
Days in MLS - Average	36	38	32	35	37	-5.26%	18.75%	-8.57%	-5.41%
Days in MLS - Median	11	15	7	10	11	-26.67%	114.29%	-30.00%	-9.09%
Close Price/List Price	99.47%	99.01%	100.01%	99.71%	99.58%	0.46%	-1.00%	0.30%	0.13%
<b>Attached</b>									
Active Listings at Month End	1,947	1,978	1,203	1,149	918	-1.57%	64.42%	4.70%	25.16%
New Listings	5,196	4,996	4,471	4,399	3,967	4.00%	11.74%	1.64%	10.89%
Closed	3,572	3,265	3,455	3,319	3,056	9.40%	-5.50%	4.10%	8.61%
Close Price - Average	\$ 371,205	\$ 355,534	\$ 349,936	\$ 304,951	\$ 282,137	4.41%	1.60%	14.75%	8.09%
Close Price - Median	\$ 316,000	\$ 299,000	\$ 295,000	\$ 254,215	\$ 228,500	5.69%	1.36%	16.04%	11.25%
Sales Volume	\$ 1,325,944,260	\$ 1,160,818,510	\$ 1,209,028,880	\$ 1,012,132,369	\$ 862,210,672	14.22%	-3.99%	19.45%	17.39%
Days in MLS - Average	39	34	27	25	23	14.71%	25.93%	8.00%	8.70%
Days in MLS - Median	15	14	6	6	6	7.14%	133.33%	0.00%	0.00%
Close Price/List Price	99.31%	99.11%	100.30%	100.23%	100.45%	0.20%	-1.19%	0.07%	-0.22%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	3	7	2.33	-	1	
	\$100,000 to \$199,999	14	17	1.21	127	151	1.19
	\$200,000 to \$299,999	95	91	0.96	387	424	1.10
	\$300,000 to \$399,999	595	357	0.60	355	367	1.03
	\$400,000 to \$499,999	879	690	0.78	170	366	2.15
	\$500,000 to \$749,999	1,031	1,317	1.28	167	360	2.16
	\$750,000 to \$999,999	225	552	2.45	46	151	3.28
	\$1,000,000 and over	176	798	4.53	26	127	4.88
	TOTALS	3,018	3,829	1.27	1,278	1,947	1.52

	Price Range	Detached		% change	Attached		% change
		Closed Mar, '20	Closed Feb, '20		Closed Mar, '20	Closed Feb, '20	
Month-Over-Month	\$0 to \$99,999	3	3	0.00%	-	-	
	\$100,000 to \$199,999	14	9	55.56%	127	147	-13.61%
	\$200,000 to \$299,999	95	102	-6.86%	387	415	-6.75%
	\$300,000 to \$399,999	595	604	-1.49%	355	307	15.64%
	\$400,000 to \$499,999	879	789	11.41%	170	162	4.94%
	\$500,000 to \$749,999	1,031	789	30.67%	167	154	8.44%
	\$750,000 to \$999,999	225	154	46.10%	46	45	2.22%
	\$1,000,000 and over	176	140	25.71%	26	15	73.33%
	TOTALS	3,018	2,590	16.53%	1,278	1,245	2.65%

	Price Range	Detached		% change	Attached		% change
		YTD Mar, '20	YTD Mar, '19		YTD Mar, '20	YTD Mar, '19	
Year-Over-Year	\$0 to \$99,999	8	4	100.00%	-	8	-100.00%
	\$100,000 to \$199,999	35	28	25.00%	399	396	0.76%
	\$200,000 to \$299,999	324	447	-27.52%	1,176	1,240	-5.16%
	\$300,000 to \$399,999	1,774	2,393	-25.87%	923	774	19.25%
	\$400,000 to \$499,999	2,319	2,112	9.80%	468	405	15.56%
	\$500,000 to \$749,999	2,503	1,964	27.44%	434	298	45.64%
	\$750,000 to \$999,999	520	432	20.37%	117	103	13.59%
	\$1,000,000 and over	421	362	16.30%	55	41	34.15%
	TOTALS	7,904	7,742	2.09%	3,572	3,265	9.40%

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

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

	Mar, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential (Detached + Attached)</b>					
Closed	202	155	178	30.32%	13.48%
Close Price - Average	\$ 1,577,175	\$ 1,529,791	\$ 1,554,107	3.10%	1.48%
Sales Volume	\$ 318,589,350	\$ 237,117,605	\$ 276,631,046	34.36%	15.17%
Days in MLS - Average	60	74	58	-18.92%	3.45%
Days in MLS - Median	19	44	21	-56.82%	-9.52%
Close Price/List Price	97.35%	96.75%	97.76%	0.62%	-0.42%
PSF Total	\$ 372	\$ 360	\$ 333	3.33%	11.71%
<b>Detached</b>					
Closed	176	140	160	25.71%	10.00%
Close Price - Average	\$ 1,592,552	\$ 1,540,773	\$ 1,539,706	3.36%	3.43%
Sales Volume	\$ 280,289,152	\$ 215,708,220	\$ 246,352,960	29.94%	13.78%
Days in MLS - Average	58	71	56	-18.31%	3.57%
Days in MLS - Median	18	40	20	-55.00%	-10.00%
Close Price/List Price	97.37%	96.79%	97.70%	0.60%	-0.34%
PSF Total	\$ 332	\$ 332	\$ 302	0.00%	9.93%
<b>Attached</b>					
Closed	26	15	18	73.33%	44.44%
Close Price - Average	\$ 1,473,082	\$ 1,427,292	\$ 1,682,111	3.21%	-12.43%
Sales Volume	\$ 38,300,132	\$ 21,409,380	\$ 30,277,998	78.89%	26.49%
Days in MLS - Average	80	103	75	-22.33%	6.67%
Days in MLS - Median	30	89	23	-66.29%	30.43%
Close Price/List Price	97.27%	96.35%	98.28%	0.95%	-1.03%
PSF Total	\$ 644	\$ 620	\$ 607	3.87%	6.10%

# 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
<b>Residential (Detached + Attached)</b>									
Closed	476	403	414	302	234	18.11%	-2.66%	37.09%	29.06%
Close Price - Average	\$ 1,552,348	\$ 1,563,439	\$ 1,508,114	\$ 1,508,522	\$ 1,565,440	-0.71%	3.67%	-0.03%	-3.64%
Close Price - Median	\$ 1,300,000	\$ 1,295,000	\$ 1,300,000	\$ 1,260,000	\$ 1,357,000	0.39%	-0.38%	3.17%	-7.15%
Sales Volume	\$ 738,917,648	\$ 630,065,917	\$ 624,359,196	\$ 455,573,644	\$ 366,312,960	17.28%	0.91%	37.05%	24.37%
Days in MLS - Average	72	72	87	105	93	0.00%	-17.24%	-17.14%	12.90%
Days in MLS - Median	35	29	47	60	56	20.69%	-38.30%	-21.67%	7.14%
Close Price/List Price	96.81%	97.36%	97.25%	96.89%	96.05%	-0.56%	0.11%	0.37%	0.87%
PSF Total	\$ 367	\$ 328	\$ 300	\$ 301	\$ 302	11.89%	9.33%	-0.33%	-0.33%
<b>Detached</b>									
Closed	421	362	385	265	208	16.30%	-5.97%	45.28%	27.40%
Close Price - Average	\$ 1,562,227	\$ 1,533,481	\$ 1,502,620	\$ 1,535,449	\$ 1,530,437	1.87%	2.05%	-2.14%	0.33%
Close Price - Median	\$ 1,300,000	\$ 1,296,000	\$ 1,300,000	\$ 1,275,000	\$ 1,352,500	0.31%	-0.31%	1.96%	-5.73%
Sales Volume	\$ 657,697,567	\$ 555,120,122	\$ 578,508,700	\$ 406,893,985	\$ 318,330,896	18.48%	-4.04%	42.18%	27.82%
Days in MLS - Average	71	70	88	106	98	1.43%	-20.45%	-16.98%	8.16%
Days in MLS - Median	29	28	47	61	68	3.57%	-40.43%	-22.95%	-10.29%
Close Price/List Price	96.79%	97.38%	97.29%	96.88%	95.83%	-0.61%	0.09%	0.42%	1.10%
PSF Total	\$ 331	\$ 297	\$ 279	\$ 282	\$ 262	11.45%	6.45%	-1.06%	7.63%
<b>Attached</b>									
Closed	55	41	29	37	26	34.15%	41.38%	-21.62%	42.31%
Close Price - Average	\$ 1,476,724	\$ 1,827,946	\$ 1,562,344	\$ 1,315,666	\$ 1,845,471	-19.21%	17.00%	18.75%	-28.71%
Close Price - Median	\$ 1,300,000	\$ 1,270,000	\$ 1,300,000	\$ 1,150,000	\$ 1,412,500	2.36%	-2.31%	13.04%	-18.58%
Sales Volume	\$ 81,219,820	\$ 74,945,786	\$ 45,307,976	\$ 48,679,642	\$ 47,982,246	8.37%	65.41%	-6.93%	1.45%
Days in MLS - Average	86	88	78	94	55	-2.27%	12.82%	-17.02%	70.91%
Days in MLS - Median	73	63	49	45	14	15.87%	28.57%	8.89%	221.43%
Close Price/List Price	96.91%	97.25%	96.81%	97.00%	97.80%	-0.35%	0.45%	-0.20%	-0.82%
PSF Total	\$ 639	\$ 601	\$ 498	\$ 439	\$ 607	6.32%	20.68%	13.44%	-27.68%

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

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

	Mar, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	271	199	245	36.18%	10.61%
Close Price - Average	\$ 843,821	\$ 844,817	\$ 845,800	-0.12%	-0.23%
Sales Volume	\$ 228,675,491	\$ 168,118,583	\$ 207,221,000	36.02%	10.35%
Days in MLS - Average	45	55	41	-18.18%	9.76%
Days in MLS - Median	12	29	14	-58.62%	-14.29%
Close Price/List Price	99.05%	98.90%	98.84%	0.15%	0.21%
PSF Total	\$ 248	\$ 253	\$ 245	-1.98%	1.22%
<b>Detached</b>					
Closed	225	154	199	46.10%	13.07%
Close Price - Average	\$ 836,362	\$ 845,469	\$ 843,654	-1.08%	-0.86%
Sales Volume	\$ 188,181,450	\$ 130,202,226	\$ 167,887,146	44.53%	12.09%
Days in MLS - Average	48	53	54	-9.43%	-11.11%
Days in MLS - Median	12	27	15	-55.56%	-20.00%
Close Price/List Price	99.04%	98.88%	98.76%	0.16%	0.28%
PSF Total	\$ 228	\$ 226	\$ 227	0.88%	0.44%
<b>Attached</b>					
Closed	46	45	46	2.22%	0.00%
Close Price - Average	\$ 880,307	\$ 842,586	\$ 855,084	4.48%	2.95%
Sales Volume	\$ 40,494,122	\$ 37,916,370	\$ 39,333,864	6.80%	2.95%
Days in MLS - Average	29	61	34	-52.46%	-14.71%
Days in MLS - Median	12	37	11	-67.57%	9.09%
Close Price/List Price	99.10%	98.95%	99.18%	0.15%	-0.08%
PSF Total	\$ 345	\$ 346	\$ 323	-0.29%	6.81%

# 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
<b>Residential (Detached + Attached)</b>									
Closed	637	535	537	414	337	19.07%	-0.37%	29.71%	22.85%
Close Price - Average	\$ 843,121	\$ 844,070	\$ 848,431	\$ 842,721	\$ 843,078	-0.11%	-0.51%	0.68%	-0.04%
Close Price - Median	\$ 835,000	\$ 835,000	\$ 839,000	\$ 830,000	\$ 836,000	0.00%	-0.48%	1.08%	-0.72%
Sales Volume	\$ 537,068,077	\$ 451,577,450	\$ 455,607,447	\$ 348,886,494	\$ 284,117,286	18.93%	-0.88%	30.59%	22.80%
Days in MLS - Average	54	57	64	74	73	-5.26%	-10.94%	-13.51%	1.37%
Days in MLS - Median	26	25	28	43	37	4.00%	-10.71%	-34.88%	16.22%
Close Price/List Price	98.77%	98.59%	98.82%	98.28%	98.39%	0.18%	-0.23%	0.55%	-0.11%
PSF Total	\$ 248	\$ 243	\$ 239	\$ 223	\$ 215	2.06%	1.67%	7.17%	3.72%
<b>Detached</b>									
Closed	520	432	436	356	281	20.37%	-0.92%	22.47%	26.69%
Close Price - Average	\$ 840,464	\$ 843,229	\$ 850,207	\$ 844,960	\$ 844,439	-0.33%	-0.82%	0.62%	0.06%
Close Price - Median	\$ 829,950	\$ 835,000	\$ 842,750	\$ 836,450	\$ 838,000	-0.60%	-0.92%	0.75%	-0.18%
Sales Volume	\$ 437,041,280	\$ 364,274,928	\$ 370,690,252	\$ 300,805,760	\$ 237,287,359	19.98%	-1.73%	23.23%	26.77%
Days in MLS - Average	56	58	64	75	79	-3.45%	-9.38%	-14.67%	-5.06%
Days in MLS - Median	27	25	31	48	46	8.00%	-19.35%	-35.42%	4.35%
Close Price/List Price	98.73%	98.57%	98.76%	98.14%	98.21%	0.16%	-0.19%	0.63%	-0.07%
PSF Total	\$ 226	\$ 224	\$ 217	\$ 209	\$ 192	0.89%	3.23%	3.83%	8.85%
<b>Attached</b>									
Closed	117	103	101	58	56	13.59%	1.98%	74.14%	3.57%
Close Price - Average	\$ 854,928	\$ 847,599	\$ 840,767	\$ 828,975	\$ 836,251	0.86%	0.81%	1.42%	-0.87%
Close Price - Median	\$ 856,835	\$ 849,500	\$ 828,020	\$ 819,950	\$ 821,541	0.86%	2.59%	0.98%	-0.19%
Sales Volume	\$ 100,026,576	\$ 87,302,697	\$ 84,917,467	\$ 48,080,550	\$ 46,830,056	14.57%	2.81%	76.62%	2.67%
Days in MLS - Average	47	53	67	63	47	-11.32%	-20.90%	6.35%	34.04%
Days in MLS - Median	22	24	22	25	18	-8.33%	9.09%	-12.00%	38.89%
Close Price/List Price	98.97%	98.66%	99.09%	99.12%	99.28%	0.31%	-0.43%	-0.03%	-0.16%
PSF Total	\$ 344	\$ 323	\$ 336	\$ 311	\$ 328	6.50%	-3.87%	8.04%	-5.18%

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

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

	Mar, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential (Detached + Attached)</b>					
Closed	1,198	943	979	27.04%	22.37%
Close Price - Average	\$ 592,475	\$ 590,950	\$ 591,268	0.26%	0.20%
Sales Volume	\$ 709,785,050	\$ 557,265,850	\$ 578,851,372	27.37%	22.62%
Days in MLS - Average	33	47	39	-29.79%	-15.38%
Days in MLS - Median	8	19	14	-57.89%	-42.86%
Close Price/List Price	99.95%	99.44%	99.24%	0.51%	0.72%
PSF Total	\$ 225	\$ 221	\$ 212	1.81%	6.13%
<b>Detached</b>					
Closed	1,031	789	856	30.67%	20.44%
Close Price - Average	\$ 592,341	\$ 590,159	\$ 591,572	0.37%	0.13%
Sales Volume	\$ 610,703,571	\$ 465,635,451	\$ 506,385,632	31.15%	20.60%
Days in MLS - Average	31	43	39	-27.91%	-20.51%
Days in MLS - Median	7	17	13	-58.82%	-46.15%
Close Price/List Price	100.01%	99.44%	99.24%	0.57%	0.78%
PSF Total	\$ 204	\$ 195	\$ 194	4.62%	5.15%
<b>Attached</b>					
Closed	167	154	123	8.44%	35.77%
Close Price - Average	\$ 593,299	\$ 595,002	\$ 589,157	-0.29%	0.70%
Sales Volume	\$ 99,080,933	\$ 91,630,308	\$ 72,466,311	8.13%	36.73%
Days in MLS - Average	46	67	41	-31.34%	12.20%
Days in MLS - Median	13	31	25	-58.06%	-48.00%
Close Price/List Price	99.58%	99.46%	99.18%	0.12%	0.40%
PSF Total	\$ 358	\$ 351	\$ 337	1.99%	6.23%

# 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
<b>Residential (Detached + Attached)</b>									
Closed	2,937	2,262	2,327	1,809	1,319	29.84%	-2.79%	28.63%	37.15%
Close Price - Average	\$ 592,607	\$ 592,947	\$ 590,518	\$ 588,956	\$ 591,831	-0.06%	0.41%	0.27%	-0.49%
Close Price - Median	\$ 580,000	\$ 580,000	\$ 576,000	\$ 575,000	\$ 580,000	0.00%	0.69%	0.17%	-0.86%
Sales Volume	\$ 1,740,486,759	\$ 1,341,246,114	\$ 1,374,135,386	\$ 1,065,421,404	\$ 780,625,089	29.77%	-2.39%	28.98%	36.48%
Days in MLS - Average	44	46	46	53	59	-4.35%	0.00%	-13.21%	-10.17%
Days in MLS - Median	17	23	15	25	31	-26.09%	53.33%	-40.00%	-19.35%
Close Price/List Price	99.44%	98.98%	99.63%	99.13%	98.70%	0.46%	-0.65%	0.50%	0.44%
PSF Total	\$ 221	\$ 210	\$ 212	\$ 194	\$ 185	5.24%	-0.94%	9.28%	4.86%
<b>Detached</b>									
Closed	2,503	1,964	1,935	1,544	1,133	27.44%	1.50%	25.32%	36.28%
Close Price - Average	\$ 592,395	\$ 592,894	\$ 590,814	\$ 587,251	\$ 590,075	-0.08%	0.35%	0.61%	-0.48%
Close Price - Median	\$ 580,000	\$ 580,000	\$ 577,900	\$ 570,000	\$ 577,000	0.00%	0.36%	1.39%	-1.21%
Sales Volume	\$ 1,482,764,685	\$ 1,164,443,816	\$ 1,143,225,090	\$ 906,715,544	\$ 668,554,975	27.34%	1.86%	26.08%	35.62%
Days in MLS - Average	41	46	43	52	59	-10.87%	6.98%	-17.31%	-11.86%
Days in MLS - Median	16	22	14	25	30	-27.27%	57.14%	-44.00%	-16.67%
Close Price/List Price	99.45%	99.00%	99.63%	99.13%	98.68%	0.45%	-0.63%	0.50%	0.46%
PSF Total	\$ 198	\$ 193	\$ 189	\$ 174	\$ 166	2.59%	2.12%	8.62%	4.82%
<b>Attached</b>									
Closed	434	298	392	265	186	45.64%	-23.98%	47.92%	42.47%
Close Price - Average	\$ 593,830	\$ 593,292	\$ 589,060	\$ 598,890	\$ 602,526	0.09%	0.72%	-1.64%	-0.60%
Close Price - Median	\$ 576,750	\$ 575,475	\$ 572,620	\$ 592,075	\$ 592,542	0.22%	0.50%	-3.29%	-0.08%
Sales Volume	\$ 257,722,220	\$ 176,801,016	\$ 230,911,520	\$ 158,705,850	\$ 112,069,836	45.77%	-23.43%	45.50%	41.61%
Days in MLS - Average	58	49	59	55	60	18.37%	-16.95%	7.27%	-8.33%
Days in MLS - Median	25	26	19	30	33	-3.85%	36.84%	-36.67%	-9.09%
Close Price/List Price	99.35%	98.86%	99.63%	99.10%	98.87%	0.50%	-0.77%	0.53%	0.23%
PSF Total	\$ 354	\$ 323	\$ 339	\$ 312	\$ 299	9.60%	-4.72%	8.65%	4.35%

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

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

	Mar, '20	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
Closed	1,999	1,862	2,306	7.36%	-13.31%
Close Price - Average	\$ 401,201	\$ 400,478	\$ 393,517	0.18%	1.95%
Sales Volume	\$ 802,000,799	\$ 745,690,036	\$ 907,450,202	7.55%	-11.62%
Days in MLS - Average	23	32	27	-28.13%	-14.81%
Days in MLS - Median	5	9	9	-44.44%	-44.44%
Close Price/List Price	100.45%	99.87%	99.64%	0.58%	0.81%
PSF Total	\$ 224	\$ 218	\$ 208	2.75%	7.69%
<b>Detached</b>					
Closed	1,474	1,393	1,810	5.81%	-18.56%
Close Price - Average	\$ 410,826	\$ 408,172	\$ 398,102	0.65%	3.20%
Sales Volume	\$ 605,557,524	\$ 568,583,596	\$ 720,564,620	6.50%	-15.96%
Days in MLS - Average	20	29	25	-31.03%	-20.00%
Days in MLS - Median	5	8	8	-37.50%	-37.50%
Close Price/List Price	100.64%	99.97%	99.69%	0.67%	0.95%
PSF Total	\$ 211	\$ 203	\$ 196	3.94%	7.65%
<b>Attached</b>					
Closed	525	469	496	11.94%	5.85%
Close Price - Average	\$ 374,176	\$ 377,626	\$ 376,785	-0.91%	-0.69%
Sales Volume	\$ 196,442,400	\$ 177,106,594	\$ 186,885,360	10.92%	5.11%
Days in MLS - Average	32	39	33	-17.95%	-3.03%
Days in MLS - Median	7	13	12	-46.15%	-41.67%
Close Price/List Price	99.91%	99.60%	99.48%	0.31%	0.43%
PSF Total	\$ 263	\$ 263	\$ 252	0.00%	4.37%

# 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
<b>Residential (Detached + Attached)</b>									
Closed	5,484	5,684	5,536	5,285	4,539	-3.52%	2.67%	4.75%	16.44%
Close Price - Average	\$ 399,703	\$ 391,505	\$ 390,478	\$ 385,821	\$ 381,792	2.09%	0.26%	1.21%	1.06%
Close Price - Median	\$ 400,000	\$ 389,900	\$ 387,920	\$ 380,000	\$ 374,900	2.59%	0.51%	2.08%	1.36%
Sales Volume	\$ 2,191,971,252	\$ 2,225,314,420	\$ 2,161,686,208	\$ 2,039,063,985	\$ 1,732,953,888	-1.50%	2.94%	6.01%	17.66%
Days in MLS - Average	30	32	23	28	32	-6.25%	39.13%	-17.86%	-12.50%
Days in MLS - Median	9	13	6	8	10	-30.77%	116.67%	-25.00%	-20.00%
Close Price/List Price	99.91%	99.36%	100.49%	100.05%	99.85%	0.55%	-1.12%	0.44%	0.20%
PSF Total	\$ 219	\$ 206	\$ 201	\$ 180	\$ 165	6.31%	2.49%	11.67%	9.09%
<b>Detached</b>									
Closed	4,093	4,505	4,386	4,466	3,874	-9.15%	2.71%	-1.79%	15.28%
Close Price - Average	\$ 407,791	\$ 395,889	\$ 393,946	\$ 387,540	\$ 383,276	3.01%	0.49%	1.65%	1.11%
Close Price - Median	\$ 410,000	\$ 395,000	\$ 390,000	\$ 381,925	\$ 375,000	3.80%	1.28%	2.11%	1.85%
Sales Volume	\$ 1,669,088,563	\$ 1,783,479,945	\$ 1,727,847,156	\$ 1,730,753,640	\$ 1,484,811,224	-6.41%	3.22%	-0.17%	16.56%
Days in MLS - Average	28	32	22	27	32	-12.50%	45.45%	-18.52%	-15.63%
Days in MLS - Median	8	13	6	8	10	-38.46%	116.67%	-25.00%	-20.00%
Close Price/List Price	100.02%	99.35%	100.51%	100.07%	99.79%	0.67%	-1.15%	0.44%	0.28%
PSF Total	\$ 205	\$ 193	\$ 186	\$ 168	\$ 153	6.22%	3.76%	10.71%	9.80%
<b>Attached</b>									
Closed	1,391	1,179	1,150	819	665	17.98%	2.52%	40.42%	23.16%
Close Price - Average	\$ 375,903	\$ 374,757	\$ 377,252	\$ 376,450	\$ 373,146	0.31%	-0.66%	0.21%	0.89%
Close Price - Median	\$ 367,000	\$ 365,000	\$ 370,000	\$ 368,375	\$ 364,900	0.55%	-1.35%	0.44%	0.95%
Sales Volume	\$ 522,881,073	\$ 441,838,503	\$ 433,839,800	\$ 308,312,550	\$ 248,142,090	18.34%	1.84%	40.71%	24.25%
Days in MLS - Average	38	34	28	33	34	11.76%	21.43%	-15.15%	-2.94%
Days in MLS - Median	14	14	7	8	10	0.00%	100.00%	-12.50%	-20.00%
Close Price/List Price	99.57%	99.43%	100.39%	99.94%	100.18%	0.14%	-0.96%	0.45%	-0.24%
PSF Total	\$ 262	\$ 254	\$ 258	\$ 248	\$ 238	3.15%	-1.55%	4.03%	4.20%