

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



Denver Metro Real Estate Market Trends Report

April 2021

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	1,921	-5.09%	-66.74%
Closed Homes	4,889	23.99%	1.20%
Close Price - Average	\$589,587	6.90%	15.26%
Close Price - Median	\$500,000	5.61%	12.36%
Days in MLS - Average	19	-20.83%	-36.67%



Detached

Active Listings at Month End	1,122	0.18%	-70.70%
Closed Homes	3,272	27.07%	-3.17%
Close Price - Average	\$674,990	6.72%	19.3`%
Close Price - Median	\$560,000	5.66%	15.46%
Days in MLS - Average	15	-21.05%	-48.28%



Attached

Active Listings at Month End	799	-11.62%	-58.96%
Closed Homes	1,617	18.20%	11.36%
Close Price - Average	\$416,775	4.41%	8.17%
Close Price - Median	\$353,000	4.59%	6.35%
Days in MLS - Average	26	-18.75%	-13.33%

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- Trying to find more inventory? Looking at expired listings and withdrawn listings may be the ticket to finding your client's dream home. Many of these homes were overpriced, which is why they never sold; however, overpaying slightly for something off-market may be more appealing than jumping into a bidding war.
- In this climate of buyers going to "extreme" lengths in their efforts to have an offer accepted, buyer's agents can never be reminded too many times to document conversations with buyers detailing their advice and options. While it's probably too early to see if any of today's buyers will have "buyer's remorse," undoubtedly some will. The age-old saying of "when in doubt, disclose" can also be appropriately altered slightly to "when in doubt, document." In today's world, you can never be too careful.
- Is new construction the answer to our severe lack of inventory? It's tough getting a new home as well. Many local builders have waiting lists with hundreds of buyers on them waiting to get a lot.
- REALTORS® continue to be creative in their offers in an attempt to stand out. From subject headlines to added verbiage in the additional provisions, creativity can be the difference between your client getting the house or not.

✓ Local News:

- Colorado is home to low property taxes. According to a study, the two counties with the lowest rates were both found in our state: Jefferson County (0.55 percent) and Arapahoe County (0.57 percent.)

✓ National News:

- On March 29, the Centers for Disease Control and Prevention (CDC) announced it is extending the federal eviction moratorium for an additional three months, through June 30, 2021. The moratorium prohibits housing providers from evicting a tenant who is unable to pay rent as a result of financial hardship due to COVID-19, but does not forgive the rent that is due.
- *The Wall Street Journal* notes that there are more real estate professionals than homes for sale in the U.S.—a feat that has only occurred once before in December 2019. In January, the National Association of REALTORS® had 1.45 million members, a 4.8 percent increase compared to a year earlier.
- Unemployment for March dropped to six percent as nonfarm payrolls rose by 916,000. This almost million job jump is a huge win for the economy and housing. Will the Fed stop quantitative easing if we see

month-over-month million person job gains? Average weekly wages increased 4.2 percent year-over-year.

- Builders are struggling with the cost of building materials ranked as the number one problem by the National Association of Home Builders and availability of building materials ranked second. Local contractors are telling clients to order appliances a year in advance to make sure they arrive on time.
- With the stimulus package done, now comes a proposed \$3 trillion infrastructure bill and importantly, tax hikes to help pay for some of this spending. Assuming the corporate tax rate rises from 21 to 28 percent—and assuming P/E ratios remain unchanged, which is optimistic—corporate earnings would decline eight percent and equity prices seven percent. Assuming the rate rises to 25 percent, the earnings hit would be five percent, and equities would decline three percent.
- One of the big builders has started to build and rent out their properties instead of selling, tightening the ever competitive market we have today.
- Many investors are purchasing properties that look like thin margins in the hopes that the market will continue to go up. So far, it has worked.

✓ Mortgage News:

- Rates ticked up to 3.18 percent as of April 1st, a mere 0.25 percent lower than they were a year ago, 1.5 percent lower than a decade ago, 3.75 percent lower than two decades ago and 15 percent lower than four decades ago.
- Watch for the Federal Housing Finance Agency's (FHFA) next move in tightening Fannie and Freddie options. March saw a seven percent limit imposed to second-home and investment buyers. First time homebuyers are next.

✓ Quick Stats:

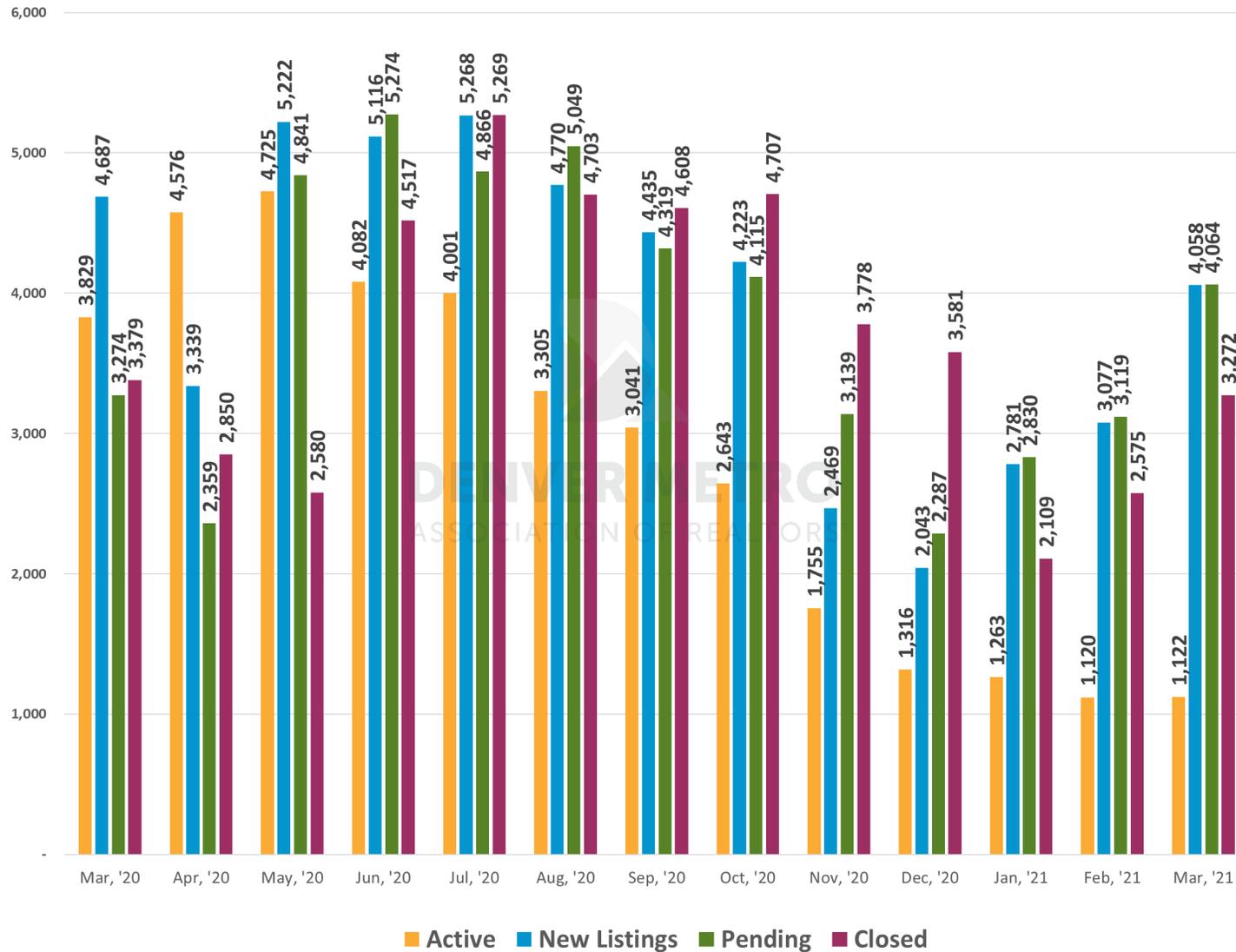
- Average active listings for March is 14,250 (1985-2020).
- Record-high March was 2006 with 27,309 listings and the record-low was set this year with 1,921 listings.
- The historical average increase in active listings from February to March is seven percent. A decrease of 5.09 percent this March represents the largest decrease on record. The previous record decrease was 1.53 percent in 2013.

Detached Single-Family

DMAR Market Trends | March 2021 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

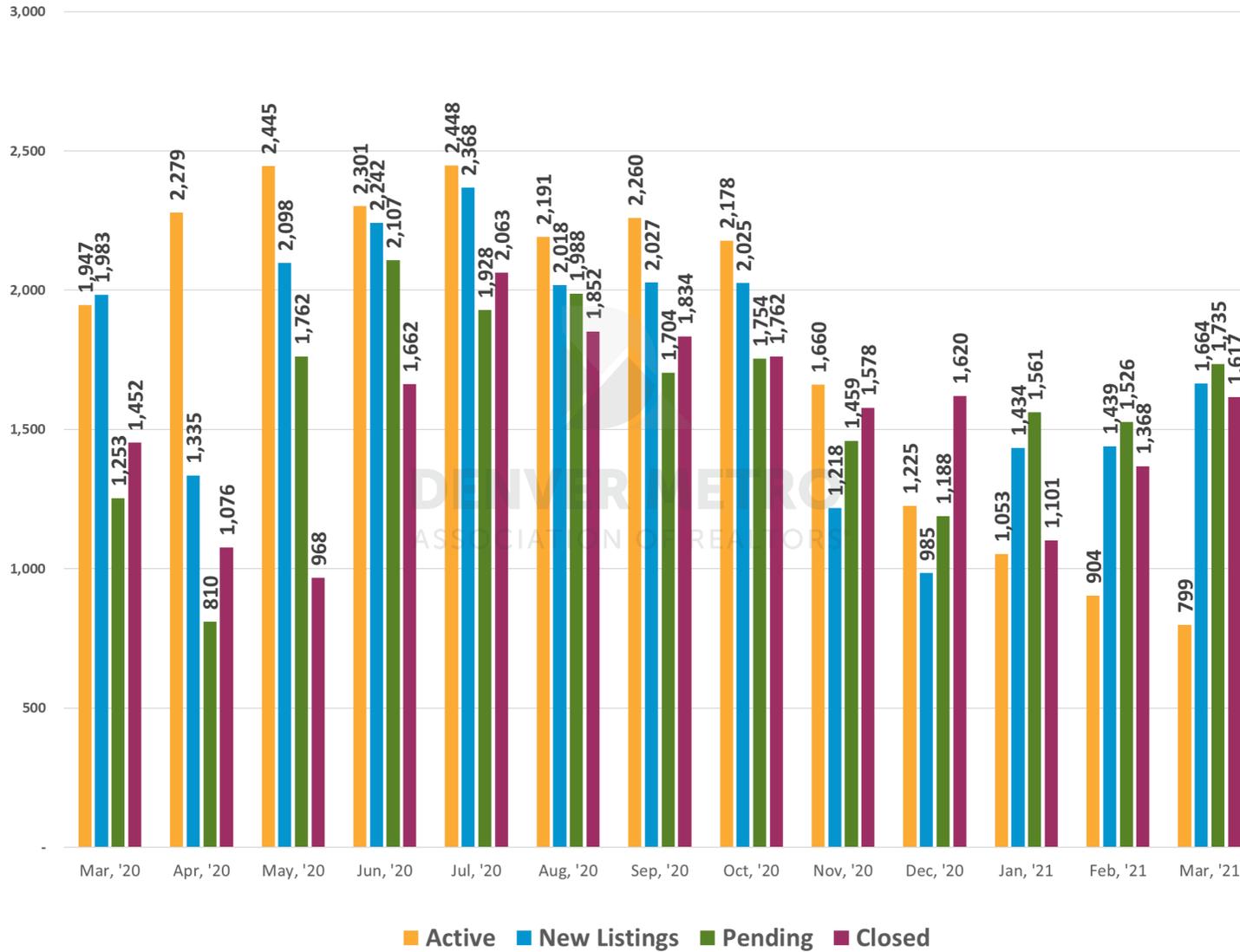


Attached Single-Family

DMAR Market Trends | March 2021 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

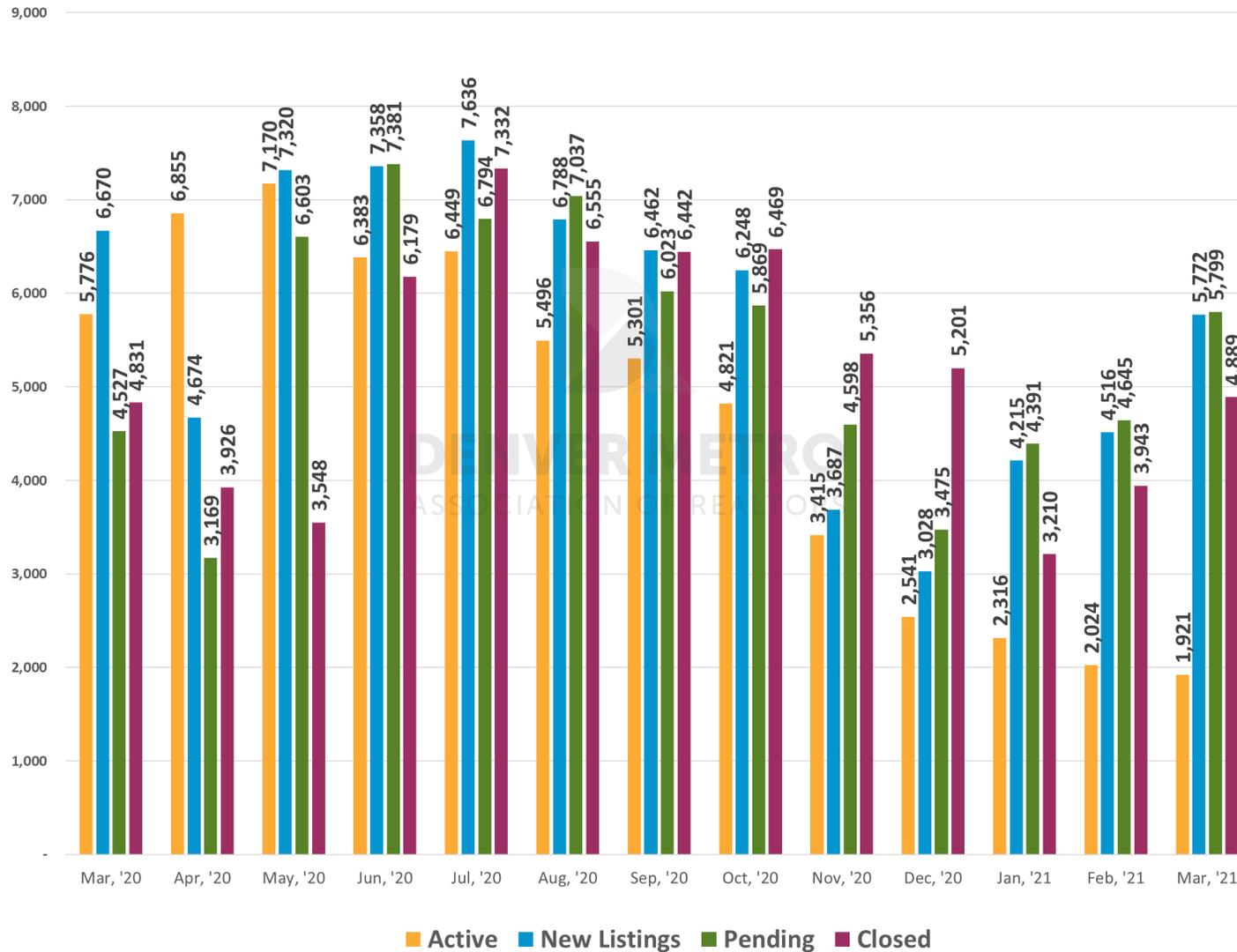


Residential (Detached + Attached)

DMAR Market Trends | March 2021 Data

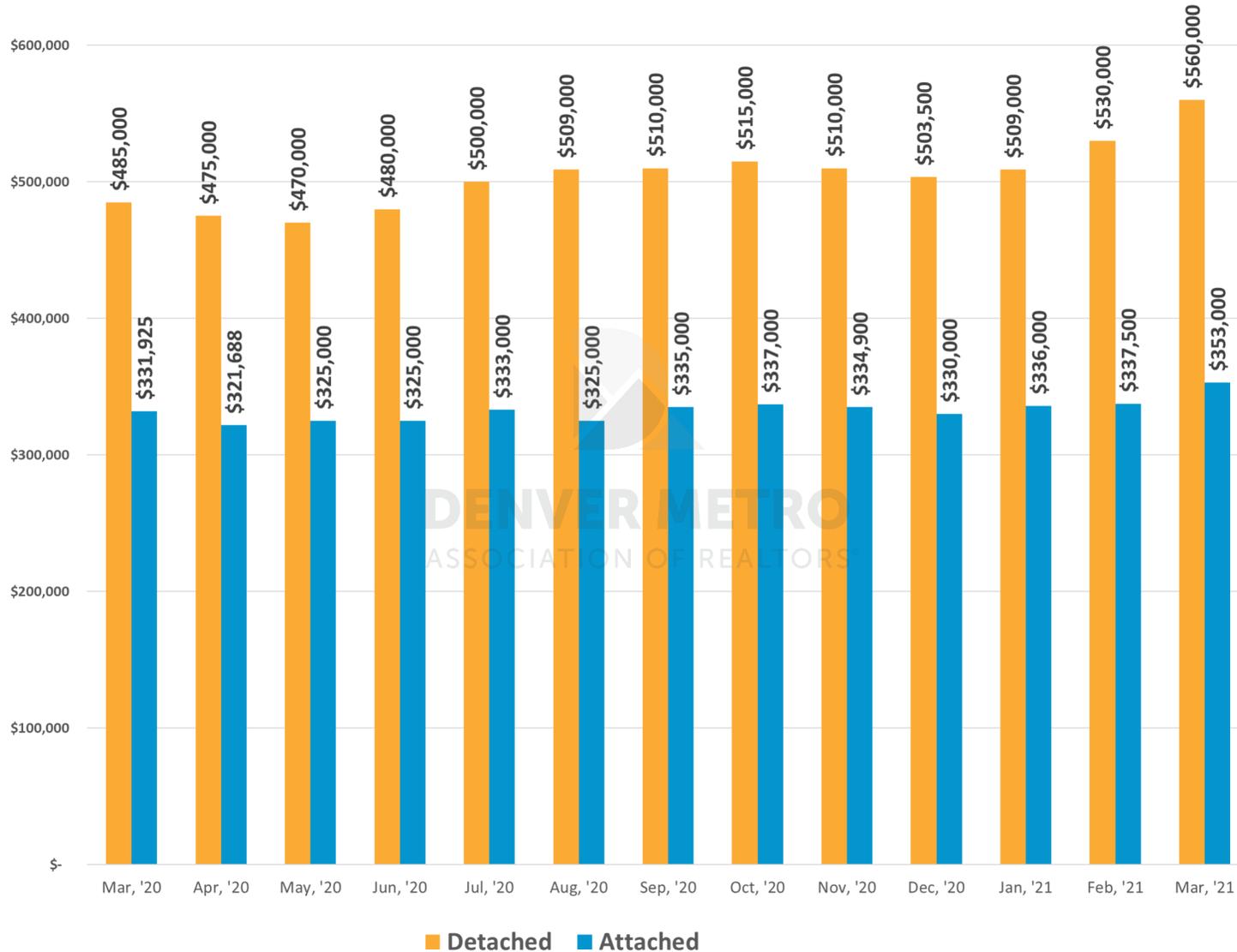
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



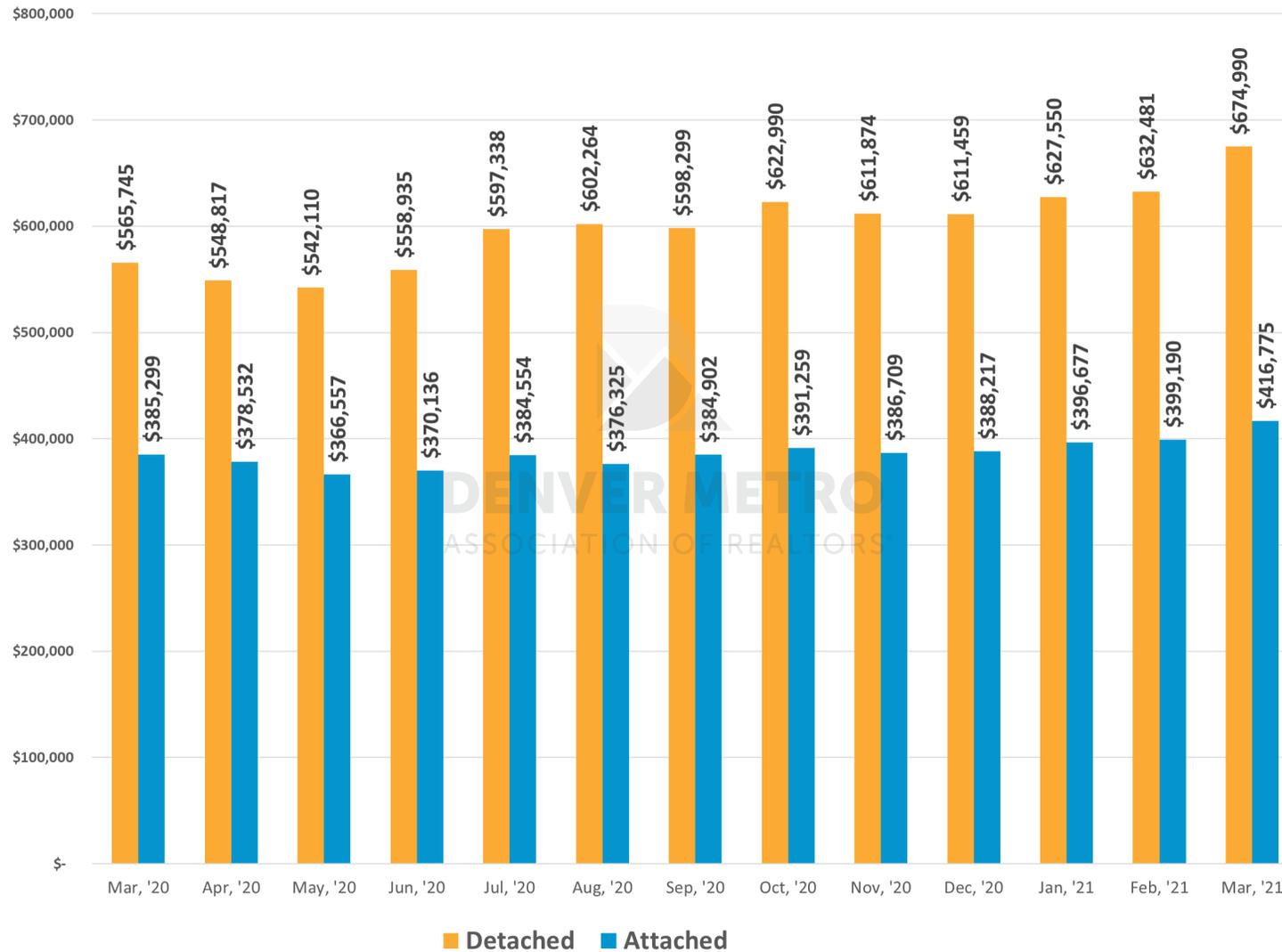
Median Close Price

DMAR Market Trends | March 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



Average Close Price

DMAR Market Trends | March 2021 Data
 Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com

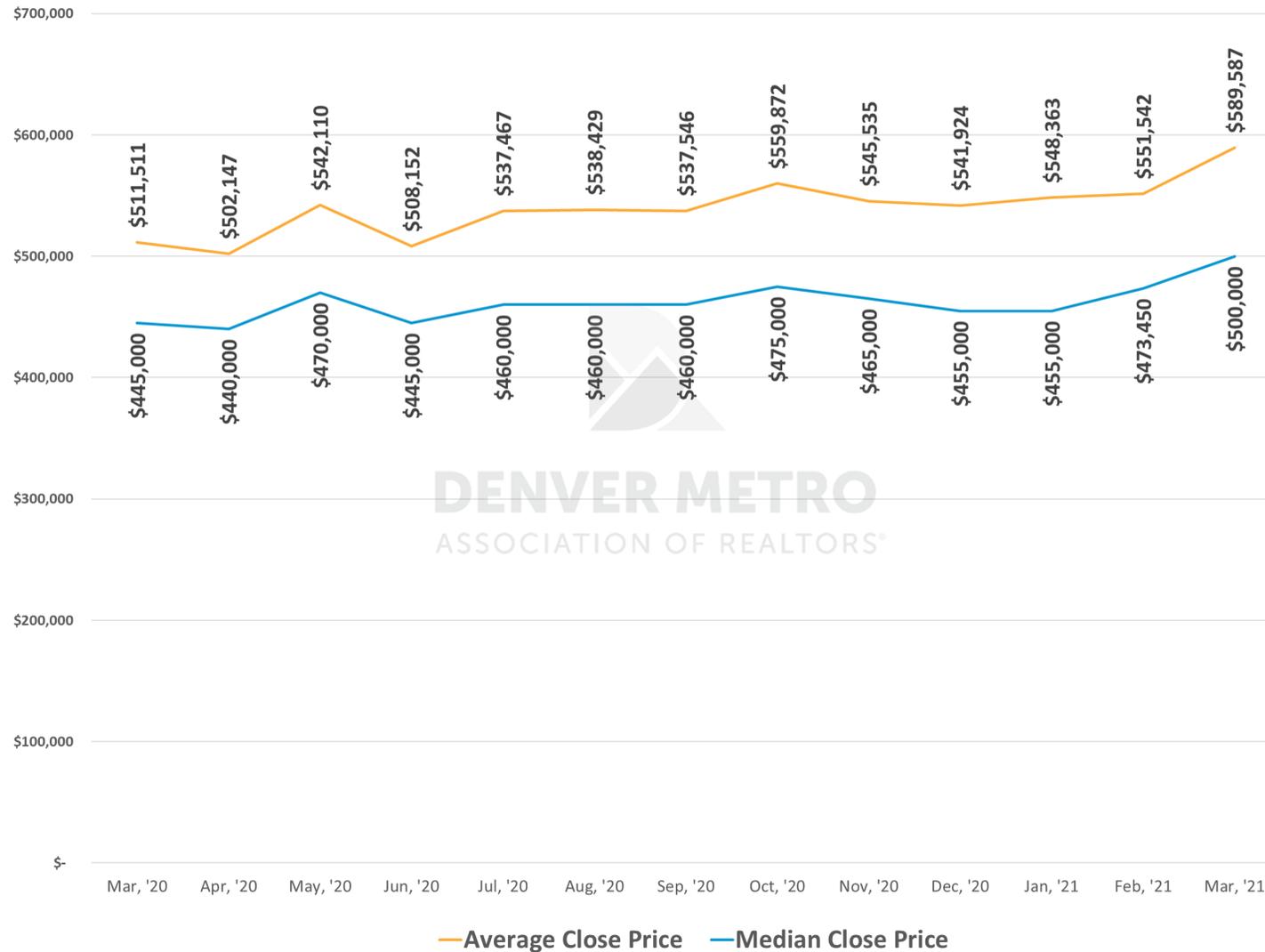


Residential Close Price

DMAR Market Trends | March 2021 Data

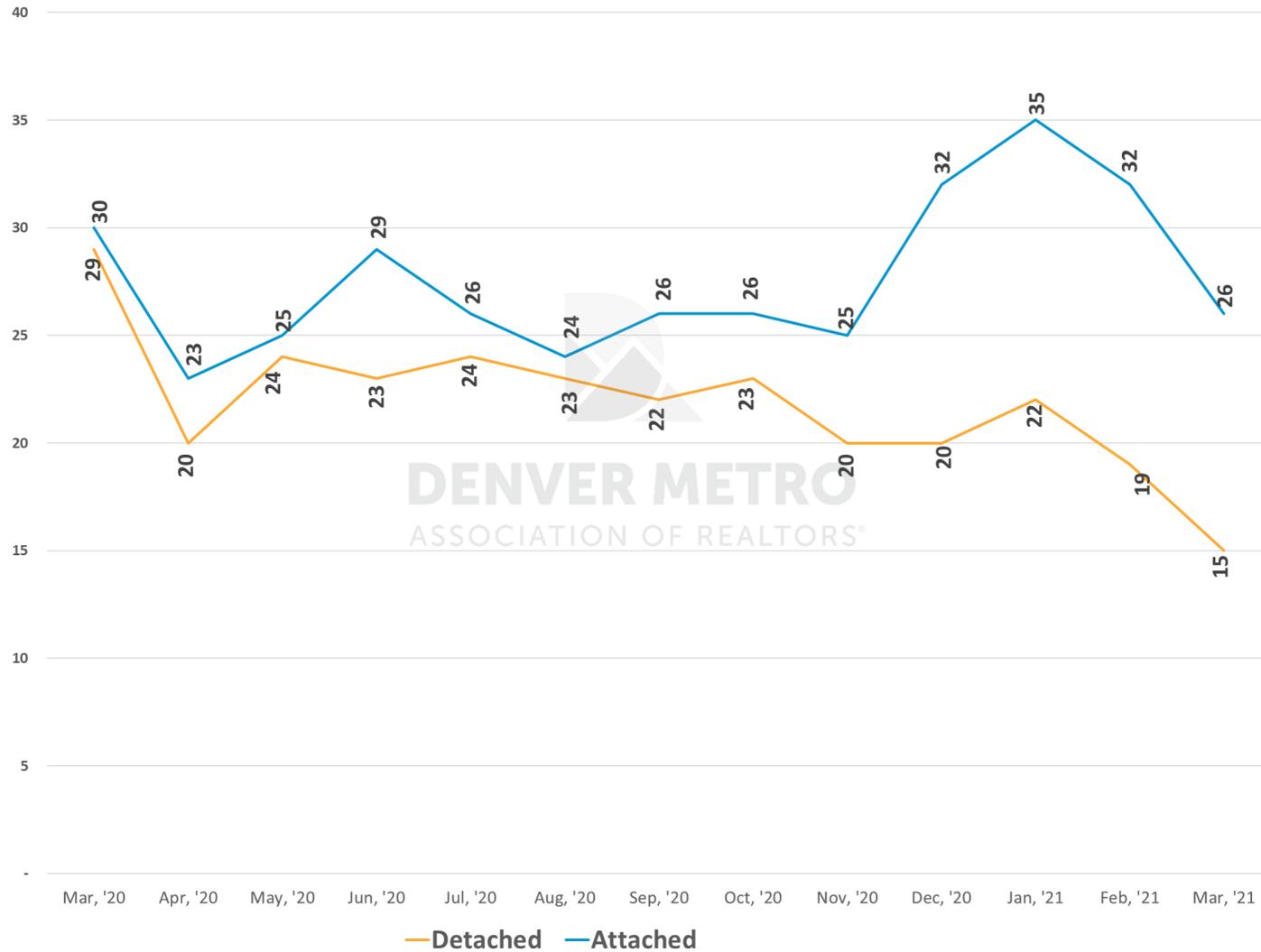
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com


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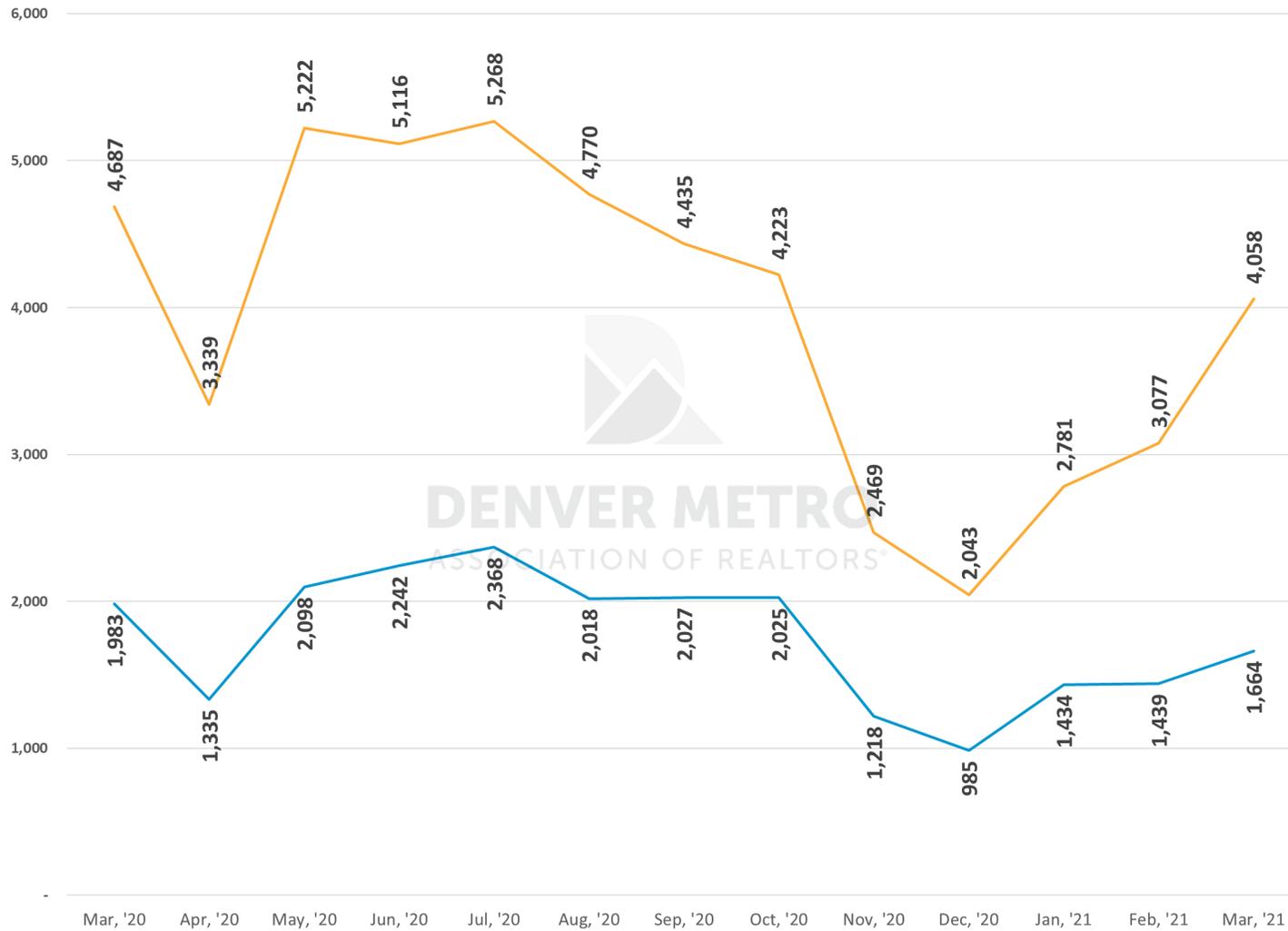
Average Days in MLS

DMAR Market Trends | March 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REcolorado.com



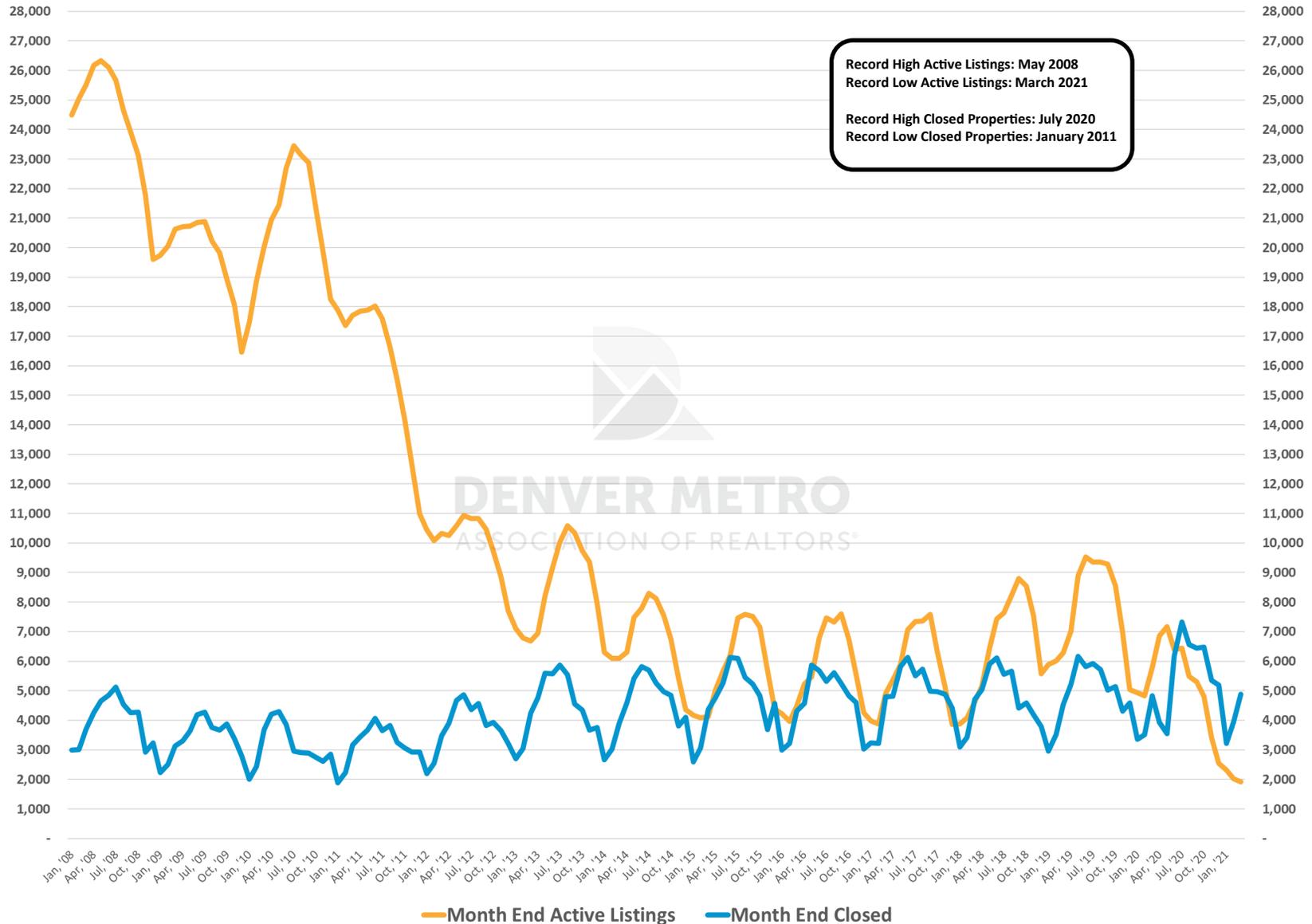
New Listings

DMAR Market Trends | March 2021 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 2021 Data
Denver Metro Association of REALTORS®
Source of MLS Data: REColorado.com



DATA SNAPSHOT

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

	Mar, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	1,921	2,024	5,776	-5.09%	-66.74%
New Listings	5,722	4,516	6,670	26.71%	-14.21%
Pending	5,799	4,645	4,527	24.84%	28.10%
Closed	4,889	3,943	4,831	23.99%	1.20%
Close Price - Average	\$ 589,587	\$ 551,542	\$ 511,511	6.90%	15.26%
Close Price - Median	\$ 500,000	\$ 473,450	\$ 445,000	5.61%	12.36%
Sales Volume	\$ 2,882,491,166	\$ 2,174,730,802	\$ 2,471,107,772	32.54%	16.65%
Days in MLS - Average	19	24	30	-20.83%	-36.67%
Days in MLS - Median	4	5	7	-20.00%	-42.86%
Close Price/List Price	103.32%	101.97%	99.88%	1.32%	3.44%
Detached					
Active Listings at Month End	1,122	1,120	3,829	0.18%	-70.70%
New Listings	4,058	3,077	4,687	31.88%	-13.42%
Pending	4,064	3,119	3,274	30.30%	24.13%
Closed	3,272	2,575	3,379	27.07%	-3.17%
Close Price - Average	\$ 674,990	\$ 632,481	\$ 565,745	6.72%	19.31%
Close Price - Median	\$ 560,000	\$ 530,000	\$ 485,000	5.66%	15.46%
Sales Volume	\$ 2,208,566,367	\$ 1,628,638,615	\$ 1,911,653,410	35.61%	15.53%
Days in MLS - Average	15	19	29	-21.05%	-48.28%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	104.12%	102.67%	99.98%	1.41%	4.14%
Attached					
Active Listings at Month End	799	904	1,947	-11.62%	-58.96%
New Listings	1,664	1,439	1,983	15.64%	-16.09%
Pending	1,735	1,526	1,253	13.70%	38.47%
Closed	1,617	1,368	1,452	18.20%	11.36%
Close Price - Average	\$ 416,775	\$ 399,190	\$ 385,299	4.41%	8.17%
Close Price - Median	\$ 353,000	\$ 337,500	\$ 331,925	4.59%	6.35%
Sales Volume	\$ 673,924,799	\$ 546,092,187	\$ 559,454,362	23.41%	20.46%
Days in MLS - Average	26	32	30	-18.75%	-13.33%
Days in MLS - Median	5	6	7	-16.67%	-28.57%
Close Price/List Price	101.69%	100.65%	99.64%	1.03%	2.06%

MARCH DATA YTD 2021 to 2017

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
Active Listings at Month End	1,921	5,776	6,292	4,619	4,921	-66.74%	-8.20%	36.22%	-6.14%
New Listings	14,468	16,660	16,131	15,397	15,466	-13.16%	3.28%	4.77%	-0.45%
Closed	12,050	12,065	11,010	11,246	11,414	-0.12%	9.58%	-2.10%	-1.47%
Close Price - Average	\$ 565,959	\$ 493,568	\$ 468,213	\$ 461,993	\$ 414,428	14.67%	5.42%	1.35%	11.48%
Close Price - Median	\$ 480,000	\$ 432,000	\$ 405,000	\$ 400,000	\$ 361,500	11.11%	6.67%	1.25%	10.65%
Sales Volume	\$ 6,819,807,807	\$ 5,954,902,593	\$ 5,155,025,934	\$ 5,195,574,829	\$ 4,730,281,640	14.52%	15.52%	-0.78%	9.84%
Days in MLS - Average	22	37	37	31	32	-40.54%	0.00%	19.35%	-3.13%
Days in MLS - Median	5	12	15	7	8	-58.33%	-20.00%	114.29%	-12.50%
Close Price/List Price	102.15%	99.44%	99.04%	100.10%	99.87%	2.73%	0.40%	-1.06%	0.23%
Detached									
Active Listings at Month End	1,122	3,829	4,314	3,416	3,772	-70.70%	-11.24%	26.29%	-9.44%
New Listings	9,916	11,423	11,132	10,925	11,067	-13.19%	2.61%	1.89%	-1.28%
Closed	7,955	8,305	7,743	7,791	8,095	-4.21%	7.26%	-0.62%	-3.76%
Close Price - Average	\$ 648,637	\$ 548,949	\$ 515,781	\$ 511,686	\$ 459,314	18.16%	6.43%	0.80%	11.40%
Close Price - Median	\$ 539,995	\$ 473,000	\$ 437,500	\$ 435,000	\$ 395,000	14.16%	8.11%	0.57%	10.13%
Sales Volume	\$ 5,159,910,838	\$ 4,559,021,152	\$ 3,993,689,428	\$ 3,986,547,056	\$ 3,718,148,894	13.18%	14.16%	0.18%	7.22%
Days in MLS - Average	18	36	38	32	35	-50.00%	-5.26%	18.75%	-8.57%
Days in MLS - Median	4	11	15	7	10	-63.64%	-26.67%	114.29%	-30.00%
Close Price/List Price	102.83%	99.50%	99.01%	100.01%	99.72%	3.35%	0.49%	-1.00%	0.29%
Attached									
Active Listings at Month End	799	1,947	1,978	1,203	1,149	-58.96%	-1.57%	64.42%	4.70%
New Listings	4,552	5,237	4,999	4,472	4,399	-13.08%	4.76%	11.78%	1.66%
Closed	4,095	3,760	3,267	3,455	3,319	8.91%	15.09%	-5.44%	4.10%
Close Price - Average	\$ 405,347	\$ 371,245	\$ 355,475	\$ 349,936	\$ 304,951	9.19%	4.44%	1.58%	14.75%
Close Price - Median	\$ 344,500	\$ 317,500	\$ 299,000	\$ 295,000	\$ 254,215	8.50%	6.19%	1.36%	16.04%
Sales Volume	\$ 1,659,896,969	\$ 1,395,881,441	\$ 1,161,336,506	\$ 1,209,027,773	\$ 1,012,132,746	18.91%	20.20%	-3.94%	19.45%
Days in MLS - Average	30	38	34	27	25	-21.05%	11.76%	25.93%	8.00%
Days in MLS - Median	6	14	14	6	6	-57.14%	0.00%	133.33%	0.00%
Close Price/List Price	100.82%	99.33%	99.11%	100.30%	100.23%	1.50%	0.22%	-1.19%	0.07%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	5	5.00	-	-	
\$100,000 to \$199,999	2	5	2.50	135	51	0.38
\$200,000 to \$299,999	36	17	0.47	385	165	0.43
\$300,000 to \$399,999	291	73	0.25	457	110	0.24
\$400,000 to \$499,999	829	168	0.20	286	132	0.46
\$500,000 to \$749,999	1,355	332	0.25	238	173	0.73
\$750,000 to \$999,999	410	164	0.40	75	73	0.97
\$1,000,000 and over	348	358	1.03	41	95	2.32
TOTALS	3,272	1,122	0.34	1,617	799	0.49

Price Range	Detached		% change	Attached		% change
	Closed Mar, '21	Closed Feb, '21		Closed Mar, '21	Closed Feb, '21	
Month-Over-Month						
\$0 to \$99,999	1	1	0.00%	-	-	
\$100,000 to \$199,999	2	6	-66.67%	135	119	13.45%
\$200,000 to \$299,999	36	55	-34.55%	385	356	8.15%
\$300,000 to \$399,999	291	331	-12.08%	457	419	9.07%
\$400,000 to \$499,999	829	709	16.93%	286	199	43.72%
\$500,000 to \$749,999	1,355	968	39.98%	238	193	23.32%
\$750,000 to \$999,999	410	282	45.39%	75	57	31.58%
\$1,000,000 and over	348	223	56.05%	41	25	64.00%
TOTALS	3,272	2,575	27.07%	1,617	1,368	18.20%

Price Range	Detached		% change	Attached		% change
	YTD Mar, '21	YTD Mar, '20		YTD Mar, '21	YTD Mar, '20	
Year-Over-Year						
\$0 to \$99,999	3	6	-50.00%	-	-	
\$100,000 to \$199,999	10	39	-74.36%	347	416	-16.59%
\$200,000 to \$299,999	140	338	-58.58%	1,063	1,229	-13.51%
\$300,000 to \$399,999	963	1,867	-48.42%	1,178	981	20.08%
\$400,000 to \$499,999	2,150	2,429	-11.49%	652	505	29.11%
\$500,000 to \$749,999	3,053	2,632	16.00%	588	448	31.25%
\$750,000 to \$999,999	879	551	59.53%	172	125	37.60%
\$1,000,000 and over	757	443	70.88%	95	56	69.64%
TOTALS	7,955	8,305	-4.21%	4,095	3,760	8.91%

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

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

	Mar, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	460	362	409	27.07%	12.47%
Pending	450	346	159	30.06%	183.02%
Closed	389	248	225	56.85%	72.89%
Sales Volume	\$ 622,436,619	\$ 393,846,577	\$ 348,846,939	58.04%	78.43%
Days in MLS - Average	50	60	60	-16.67%	-16.67%
Days in MLS - Median	6	15	17	-60.00%	-64.71%
Close Price/List Price	100.95%	99.66%	97.40%	1.29%	3.64%
PSF Total	\$ 358	\$ 351	\$ 364	1.99%	-1.65%
Detached					
New Listings	402	314	365	28.03%	10.14%
Pending	399	316	137	26.27%	191.24%
Closed	348	223	198	56.05%	75.76%
Sales Volume	\$ 558,253,910	\$ 354,606,421	\$ 309,381,818	57.43%	80.44%
Days in MLS - Average	50	59	59	-15.25%	-15.25%
Days in MLS - Median	6	13	16	-53.85%	-62.50%
Close Price/List Price	101.06%	99.85%	97.42%	1.21%	3.74%
PSF Total	\$ 333	\$ 332	\$ 327	0.30%	1.83%
Attached					
New Listings	58	48	44	20.83%	31.82%
Pending	51	30	22	70.00%	131.82%
Closed	41	25	27	64.00%	51.85%
Sales Volume	\$ 64,182,709	\$ 39,240,156	\$ 39,465,121	63.56%	62.63%
Days in MLS - Average	48	71	68	-32.39%	-29.41%
Days in MLS - Median	7	35	27	-80.00%	-74.07%
Close Price/List Price	100.05%	97.93%	97.27%	2.16%	2.86%
PSF Total	\$ 572	\$ 519	\$ 633	10.21%	-9.64%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	1,112	1,062	946	870	768	4.71%	12.26%	8.74%	13.28%
Pending	1,089	558	590	563	423	95.16%	-5.42%	4.80%	33.10%
Closed	852	499	403	424	302	70.74%	23.82%	-4.95%	40.40%
Sales Volume	\$ 1,370,160,232	\$ 769,286,622	\$ 630,065,797	\$ 639,440,252	\$ 455,573,596	78.11%	22.10%	-1.47%	40.36%
Days in MLS - Average	57	69	72	87	105	-17.39%	-4.17%	-17.24%	-17.14%
Days in MLS - Median	10	29	29	47	60	-65.52%	0.00%	-38.30%	-21.67%
Close Price/List Price	99.76%	96.87%	97.36%	97.25%	96.89%	2.98%	-0.50%	0.11%	0.37%
PSF Total	\$ 354	\$ 363	\$ 328	\$ 300	\$ 301	-2.48%	10.67%	9.33%	-0.33%
Detached									
New Listings	962	923	840	781	683	4.23%	9.88%	7.55%	14.35%
Pending	974	497	524	510	375	95.98%	-5.15%	2.75%	36.00%
Closed	757	443	362	385	265	70.88%	22.38%	-5.97%	45.28%
Sales Volume	\$ 1,230,567,497	\$ 686,901,818	\$ 555,120,027	\$ 578,508,823	\$ 406,893,960	79.15%	23.74%	-4.04%	42.18%
Days in MLS - Average	57	69	70	88	106	-17.39%	-1.43%	-20.45%	-16.98%
Days in MLS - Median	11	28	28	47	61	-60.71%	0.00%	-40.43%	-22.95%
Close Price/List Price	99.88%	96.86%	97.38%	97.29%	96.88%	3.12%	-0.53%	0.09%	0.42%
PSF Total	\$ 332	\$ 329	\$ 297	\$ 279	\$ 282	0.91%	10.77%	6.45%	-1.06%
Attached									
New Listings	150	139	106	89	85	7.91%	31.13%	19.10%	4.71%
Pending	115	61	66	53	48	88.52%	-7.58%	24.53%	10.42%
Closed	95	56	41	39	37	69.64%	36.59%	5.13%	5.41%
Sales Volume	\$ 139,592,735	\$ 82,384,804	\$ 74,945,770	\$ 60,931,429	\$ 48,679,636	69.44%	9.93%	23.00%	25.17%
Days in MLS - Average	59	70	41	39	37	-15.71%	70.73%	5.13%	5.41%
Days in MLS - Median	10	53	63	49	45	-81.13%	-15.87%	28.57%	8.89%
Close Price/List Price	98.74%	96.91%	97.25%	96.81%	97.00%	1.89%	-0.35%	0.45%	-0.20%
PSF Total	\$ 536	\$ 633	\$ 601	\$ 498	\$ 439	-15.32%	5.32%	20.68%	13.44%

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

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

	Mar, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	575	452	561	27.21%	2.50%
Pending	579	435	302	33.10%	91.72%
Closed	485	339	305	43.07%	59.02%
Sales Volume	\$ 411,035,081	\$ 289,220,244	\$ 257,314,974	42.12%	59.74%
Days in MLS - Average	19	38	43	-50.00%	-55.81%
Days in MLS - Median	5	5	11	0.00%	-54.55%
Close Price/List Price	102.83%	101.72%	99.05%	1.09%	3.82%
PSF Total	\$ 281	\$ 268	\$ 246	4.85%	14.23%
Detached					
New Listings	504	375	460	34.40%	9.57%
Pending	503	359	262	40.11%	91.98%
Closed	410	282	251	45.39%	63.35%
Sales Volume	\$ 346,988,836	\$ 240,108,855	\$ 209,903,449	44.51%	65.31%
Days in MLS - Average	15	31	47	-51.61%	-68.09%
Days in MLS - Median	4	5	11	-20.00%	-63.64%
Close Price/List Price	103.19%	102.22%	99.02%	0.95%	4.21%
PSF Total	\$ 257	\$ 245	\$ 224	4.90%	14.73%
Attached					
New Listings	71	77	101	-7.79%	-29.70%
Pending	76	76	40	0.00%	90.00%
Closed	75	57	54	31.58%	38.89%
Sales Volume	\$ 64,046,245	\$ 49,111,389	\$ 47,411,525	30.41%	35.09%
Days in MLS - Average	40	70	25	-42.86%	60.00%
Days in MLS - Median	10	23	8	-56.52%	25.00%
Close Price/List Price	100.86%	99.26%	99.16%	1.61%	1.71%
PSF Total	\$ 413	\$ 380	\$ 349	8.68%	18.34%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	1,350	1,305	1,080	1,002	849	3.45%	20.83%	7.78%	18.02%
Pending	1,385	853	764	733	598	62.37%	11.65%	4.23%	22.58%
Closed	1,051	676	536	537	414	55.47%	26.12%	-0.19%	29.71%
Sales Volume	\$ 895,164,380	\$ 570,126,762	\$ 452,576,696	\$ 455,553,552	\$ 348,886,291	57.01%	25.97%	-0.65%	30.57%
Days in MLS - Average	29	53	57	64	74	-45.28%	-7.02%	-10.94%	-13.51%
Days in MLS - Median	5	23	25	28	43	-78.26%	-8.00%	-10.71%	-34.88%
Close Price/List Price	101.75%	98.79%	98.58%	98.81%	98.28%	3.00%	0.21%	-0.23%	0.54%
PSF Total	\$ 272	\$ 247	\$ 243	\$ 239	\$ 223	10.12%	1.65%	1.67%	7.17%
Detached									
New Listings	1,128	1,040	886	839	730	8.46%	17.38%	5.60%	14.93%
Pending	1,160	700	634	623	513	65.71%	10.41%	1.77%	21.44%
Closed	879	551	433	436	356	59.53%	27.25%	-0.69%	22.47%
Sales Volume	\$ 747,400,328	\$ 463,182,823	\$ 365,273,950	\$ 370,636,041	\$ 300,805,748	61.36%	26.80%	-1.45%	23.21%
Days in MLS - Average	24	55	57	64	75	-56.36%	-3.51%	-10.94%	-14.67%
Days in MLS - Median	5	26	25	31	48	-80.77%	4.00%	-19.35%	-35.42%
Close Price/List Price	102.15%	98.74%	98.56%	98.75%	98.14%	3.45%	0.18%	-0.19%	0.62%
PSF Total	\$ 249	\$ 224	\$ 224	\$ 217	\$ 209	11.16%	0.00%	3.23%	3.83%
Attached									
New Listings	222	265	194	163	119	-16.23%	36.60%	19.02%	36.97%
Pending	225	153	130	110	85	47.06%	17.69%	18.18%	29.41%
Closed	172	125	103	101	58	37.60%	21.36%	1.98%	74.14%
Sales Volume	\$ 147,764,052	\$ 106,943,939	\$ 87,302,746	\$ 84,917,511	\$ 48,080,543	38.17%	22.50%	2.81%	76.62%
Days in MLS - Average	57	44	53	67	63	29.55%	-16.98%	-20.90%	6.35%
Days in MLS - Median	12	19	24	22	25	-36.84%	-20.83%	9.09%	-12.00%
Close Price/List Price	99.75%	99.00%	98.66%	99.09%	99.12%	0.76%	0.34%	-0.43%	-0.03%
PSF Total	\$ 389	\$ 346	\$ 323	\$ 336	\$ 311	12.43%	7.12%	-3.87%	8.04%

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

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

	Mar, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,799	1,294	1,749	39.03%	2.86%
Pending	1,758	1,312	1,117	33.99%	57.39%
Closed	1,593	1,161	1,331	37.21%	19.68%
Sales Volume	\$ 957,567,030	\$ 695,653,671	\$ 789,759,038	37.65%	21.25%
Days in MLS - Average	15	21	35	-28.57%	-57.14%
Days in MLS - Median	4	4	9	0.00%	-55.56%
Close Price/List Price	104.50%	102.84%	99.90%	1.61%	4.60%
PSF Total	\$ 256	\$ 253	\$ 223	1.19%	14.80%
Detached					
New Listings	1,521	1,093	1,475	39.16%	3.12%
Pending	1,480	1,106	968	33.82%	52.89%
Closed	1,355	968	1,147	39.98%	18.13%
Sales Volume	\$ 815,503,367	\$ 579,860,228	\$ 680,762,009	40.64%	19.79%
Days in MLS - Average	11	16	33	-31.25%	-66.67%
Days in MLS - Median	4	4	8	0.00%	-50.00%
Close Price/List Price	105.00%	103.30%	99.95%	1.65%	5.05%
PSF Total	\$ 233	\$ 232	\$ 201	0.43%	15.92%
Attached					
New Listings	278	201	274	38.31%	1.46%
Pending	278	206	149	34.95%	86.58%
Closed	238	193	184	23.32%	29.35%
Sales Volume	\$ 142,063,663	\$ 115,793,443	\$ 108,997,029	22.69%	30.34%
Days in MLS - Average	40	48	46	-16.67%	-13.04%
Days in MLS - Median	6	10	13	-40.00%	-53.85%
Close Price/List Price	101.66%	100.58%	99.57%	1.07%	2.10%
PSF Total	\$ 391	\$ 358	\$ 356	9.22%	9.83%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	4,226	4,353	3,882	3,419	2,927	-2.92%	12.13%	13.54%	16.81%
Pending	4,239	3,384	3,068	2,975	2,358	25.27%	10.30%	3.13%	26.17%
Closed	3,641	3,080	2,263	2,326	1,810	18.21%	36.10%	-2.71%	28.51%
Sales Volume	\$ 2,182,930,897	\$ 1,827,093,294	\$ 1,341,869,457	\$ 1,373,424,469	\$ 1,065,921,494	19.48%	36.16%	-2.30%	28.85%
Days in MLS - Average	20	44	46	46	53	-54.55%	-4.35%	0.00%	-13.21%
Days in MLS - Median	4	17	23	15	25	-76.47%	-26.09%	53.33%	-40.00%
Close Price/List Price	103.15%	99.42%	98.98%	99.63%	99.12%	3.75%	0.44%	-0.65%	0.51%
PSF Total	\$ 250	\$ 220	\$ 210	\$ 212	\$ 194	13.64%	4.76%	-0.94%	9.28%
Detached									
New Listings	3,563	3,637	3,240	2,866	2,499	-2.03%	12.25%	13.05%	14.69%
Pending	3,534	2,870	2,648	2,519	2,024	23.14%	8.38%	5.12%	24.46%
Closed	3,053	2,632	1,965	1,934	1,545	16.00%	33.94%	1.60%	25.18%
Sales Volume	\$ 1,830,227,632	\$ 1,560,700,228	\$ 1,165,068,514	\$ 1,142,512,890	\$ 907,215,690	17.27%	33.96%	1.97%	25.94%
Days in MLS - Average	14	42	46	43	52	-66.67%	-8.70%	6.98%	-17.31%
Days in MLS - Median	4	16	22	14	25	-75.00%	-27.27%	57.14%	-44.00%
Close Price/List Price	103.58%	99.43%	99.00%	99.63%	99.12%	4.17%	0.43%	-0.63%	0.51%
PSF Total	\$ 229	\$ 197	\$ 193	\$ 189	\$ 174	16.24%	2.07%	2.12%	8.62%
Attached									
New Listings	663	716	642	553	428	-7.40%	11.53%	16.09%	29.21%
Pending	705	514	420	456	334	37.16%	22.38%	-7.89%	36.53%
Closed	588	448	298	392	265	31.25%	50.34%	-23.98%	47.92%
Sales Volume	\$ 352,703,265	\$ 266,393,066	\$ 176,800,943	\$ 230,911,579	\$ 158,705,804	32.40%	50.67%	-23.43%	45.50%
Days in MLS - Average	46	57	49	59	55	-19.30%	16.33%	-16.95%	7.27%
Days in MLS - Median	9	23	26	19	30	-60.87%	-11.54%	36.84%	-36.67%
Close Price/List Price	100.94%	99.35%	98.86%	99.63%	99.10%	1.60%	0.50%	-0.77%	0.53%
PSF Total	\$ 364	\$ 352	\$ 323	\$ 330	\$ 312	3.41%	8.98%	-2.12%	5.77%

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

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

	Mar, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,291	1,905	3,046	20.26%	-24.79%
Pending	2,375	1,978	2,333	20.07%	1.80%
Closed	1,863	1,658	2,267	12.36%	-17.82%
Sales Volume	\$ 762,247,121	\$ 669,505,778	\$ 908,894,370	13.85%	-16.13%
Days in MLS - Average	14	17	23	-17.65%	-39.13%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	103.69%	102.44%	100.42%	1.22%	3.26%
PSF Total	\$ 275	\$ 260	\$ 224	5.77%	22.77%
Detached					
New Listings	1,582	1,257	2,230	25.86%	-29.06%
Pending	1,627	1,288	1,796	26.32%	-9.41%
Closed	1,120	1,040	1,655	7.69%	-32.33%
Sales Volume	\$ 478,220,804	\$ 438,304,391	\$ 679,182,293	9.11%	-29.59%
Days in MLS - Average	9	11	21	-18.18%	-57.14%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	104.54%	103.10%	100.61%	1.40%	3.91%
PSF Total	\$ 256	\$ 248	\$ 210	3.23%	21.90%
Attached					
New Listings	709	648	816	9.41%	-13.11%
Pending	748	690	537	8.41%	39.29%
Closed	743	618	612	20.23%	21.41%
Sales Volume	\$ 284,026,317	\$ 231,201,387	\$ 229,712,077	22.85%	23.64%
Days in MLS - Average	21	26	30	-19.23%	-30.00%
Days in MLS - Median	4	5	7	-20.00%	-42.86%
Close Price/List Price	102.41%	101.33%	99.90%	1.07%	2.51%
PSF Total	\$ 303	\$ 280	\$ 262	8.21%	15.65%

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

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

	YTD 2021	YTD 2020	YTD 2019	YTD 2018	YTD 2017	'21 vs '20	'20 vs '19	'19 vs '18	'18 vs '17
Residential (Detached + Attached)									
New Listings	6,090	7,515	7,484	7,087	6,778	-18.96%	0.41%	5.60%	4.56%
Pending	6,245	6,577	6,812	6,368	6,162	-5.05%	-3.45%	6.97%	3.34%
Closed	4,943	5,782	5,684	5,537	5,285	-14.51%	1.72%	2.65%	4.77%
Sales Volume	\$ 2,005,458,097	\$ 2,310,822,295	\$ 2,225,316,280	\$ 2,162,108,285	\$ 2,039,065,624	-13.21%	3.84%	2.92%	6.03%
Days in MLS - Average	16	30	32	23	28	-46.67%	-6.25%	39.13%	-17.86%
Days in MLS - Median	4	9	13	6	8	-55.56%	-30.77%	116.67%	-25.00%
Close Price/List Price	102.57%	99.91%	99.36%	100.49%	100.05%	2.66%	0.55%	-1.12%	0.44%
PSF Total	\$ 262	\$ 219	\$ 206	\$ 201	\$ 180	19.63%	6.31%	2.49%	11.67%
Detached									
New Listings	4,112	5,390	5,641	5,600	5,521	-23.71%	-4.45%	0.73%	1.43%
Pending	4,144	4,927	5,303	5,051	5,071	-15.89%	-7.09%	4.99%	-0.39%
Closed	3,113	4,296	4,505	4,387	4,466	-27.54%	-4.64%	2.69%	-1.77%
Sales Volume	\$ 1,312,873,075	\$ 1,751,431,919	\$ 1,783,478,242	\$ 1,728,268,737	\$ 1,730,753,128	-25.04%	-1.80%	3.19%	-0.14%
Days in MLS - Average	11	28	32	22	27	-60.71%	-12.50%	45.45%	-18.52%
Days in MLS - Median	4	8	13	6	8	-50.00%	-38.46%	116.67%	-25.00%
Close Price/List Price	103.22%	100.02%	99.35%	100.51%	100.07%	3.20%	0.67%	-1.15%	0.44%
PSF Total	\$ 247	\$ 205	\$ 193	\$ 186	\$ 168	20.49%	6.22%	3.76%	10.71%
Attached									
New Listings	1,978	2,125	1,843	1,487	1,257	-6.92%	15.30%	23.94%	18.30%
Pending	2,101	1,650	1,509	1,317	1,091	27.33%	9.34%	14.58%	20.71%
Closed	1,830	1,486	1,179	1,150	819	23.15%	26.04%	2.52%	40.42%
Sales Volume	\$ 692,585,022	\$ 559,390,376	\$ 441,838,038	\$ 433,839,548	\$ 308,312,496	23.81%	26.61%	1.84%	40.71%
Days in MLS - Average	24	37	34	28	33	-35.14%	8.82%	21.43%	-15.15%
Days in MLS - Median	5	13	14	7	8	-61.54%	-7.14%	100.00%	-12.50%
Close Price/List Price	101.47%	99.57%	99.43%	100.39%	99.94%	1.91%	0.14%	-0.96%	0.45%
PSF Total	\$ 286	\$ 262	\$ 254	\$ 258	\$ 248	9.16%	3.15%	-1.55%	4.03%