

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area



Denver Metro Real Estate Market Trends Report

August 2021

MARKET OVERVIEW

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

Here are the highlights:

		Prior Month	Year-Over-Year
 Residential (Detached plus Attached)			
Active Listings at Month End	4,056	29.92%	-37.11%
Closed Homes	5,820	-12.30%	-21.33%
Close Price - Average	\$624,903	-2.43%	16.40%
Close Price - Median	\$540,000	-0.92%	17.39%
Days in MLS - Average	9	-10.00%	-64.00%
 Detached			
Active Listings at Month End	2,878	34.67%	-28.07%
Closed Homes	4,123	-12.13%	-22.34%
Close Price - Average	\$699,795	-3.51%	17.24%
Close Price - Median	\$600,000	0.00%	20.00%
Days in MLS - Average	8	0.00%	-66.67%
 Attached			
Active Listings at Month End	1,178	19.59%	-51.88%
Closed Homes	1,697	-12.71%	-18.76%
Close Price - Average	\$442,949	1.64%	15.24%
Close Price - Median	\$381,250	0.79%	14.49%
Days in MLS - Average	12	-7.69%	-53.85%

DENVER METRO
ASSOCIATION OF REALTORS®

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- If your sellers are on the fence about selling because they don't want to go through the traditional way of selling, several new companies are making it easier for them to make the next move. Offerpad, Zoom Casa and EasyKnock have unique programs that help brokers assist their sellers in making their next move.
- Make sure you set seller expectations when listing a home. Not all homes are getting multiple offers, multiple showings and over-list offers the first weekend. Prepare your sellers that it could go either way and that with a little more inventory in the market, buyers have more choices.

✓ Rankings:

- According to the latest Commercial Real Estate Services (CBRE) Scoring Tech Talent 2021 report, Denver is ranked ninth in the nation in technology talent. Part of the Mile High City's appeal includes its high number of people 25 years and older having a bachelor's degree (53 percent), a large number of millennials and the lure of the outdoors lifestyle.
- Of the top 10 costliest states, Colorado *isn't* on the list! California came in third, New York came in second and Hawaii ranked first. Prices are rising for a wide array of goods and services as the U.S. confronts a level of inflation not seen in decades. Labor shortages, supply chain disruptions and exploding demand as the pandemic wanes are all adding to pricing pressures.

✓ Rental News:

- The median rental price hit a new high of \$1,575 in June, up 8.1 percent compared to last year, according to a recent report from realtor.com®. Forty-four of the 50 largest housing markets posted new highs, squeezing renters even tighter.
- Tricon Residential, a Toronto company operating one of the largest pools of U.S. rental homes, struck a home-buying pact with the Teacher Retirement System of Texas, Pacific Life Insurance and another foreign investor, for the purchasing power of about \$5 billion to buy single-family houses to rent. Tricon, with about 25,000 U.S. rental homes as well as several apartment complexes in the U.S. and Canada, expects to buy about 18,000 houses.

✓ Local News:

- The Colorado Department of Local Affairs Division of Housing has published a new website to simplify obtaining emergency rental assistance as well as upcoming homeowner relief, and awarded \$6.025 million through the Colorado State Housing Board for affordable housing in June.

✓ National News:

- The Biden administration announced it would allow the nationwide ban on evictions to expire July 31st.
- According to the National Association of REALTORS® (NAR) Chief Economist, Lawrence Yun, "At a broad level, home prices are in no danger of a decline due to tight inventory conditions, but I do expect prices to appreciate at a slower pace by the end of the year."
- Foreign buyers purchased \$54.4 billion worth of U.S. existing homes from April 2020 through March 2021, a 27 percent decrease from the previous 12-month period and the fourth consecutive annual decline in foreign investment in U.S. residential real estate, according to a new report from NAR.
- After a brief interlude last year, iBuyers are back in a big way. iBuyers have bought more houses, at higher prices, in Q2 2021 than in any other quarter. Opendoor purchased more houses in the past three months than in all of 2020.

✓ Mortgage News:

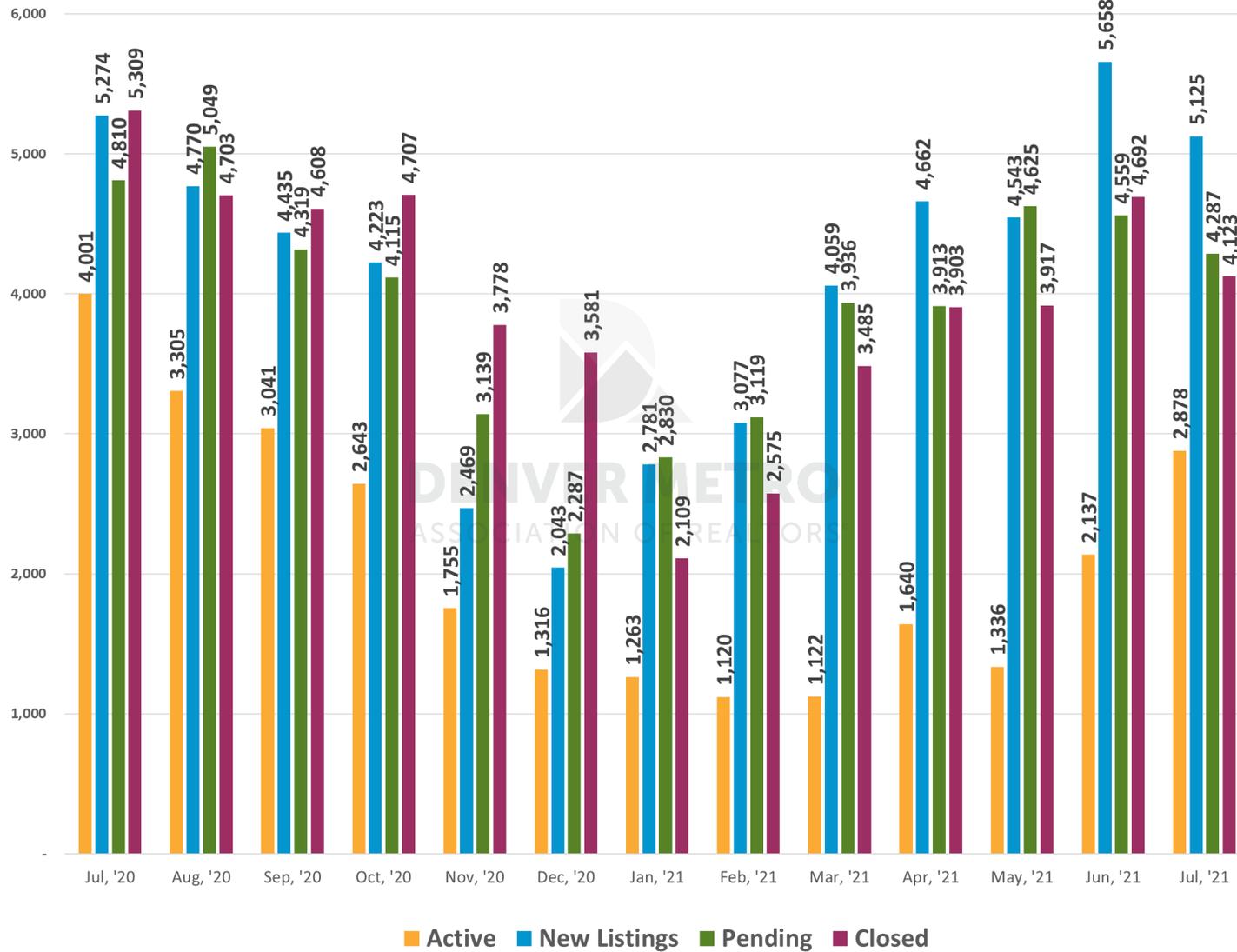
- Home appreciation will continue to challenge first-time homebuyers as builders limit sales, interest rate lock deters existing home sellers and low interest rates and government stimulus inspire demand.
- In 2018, 39 percent of homeowners had mortgage rates under four percent. In 2021, that percentage increased to 63 percent making it harder for sellers to justify selling.
- Two percent of builders nationally were offering incentives in May. That number jumped to seven percent in June as buyers show a little more discrimination.

✓ Quick Stats:

- In July, 10 percent of closed transactions reduced the asking price before receiving an offer. This compares to 25.6 percent in July of 2020. Properties that reduced price spent an average of 27 days in the MLS compared to seven days for those with no price reduction. It's clear that pricing properties correctly from the start results in a faster sale.
- Average active listings for July is 16,302 (1985-2020).
- Record-high July was 2006 with 31,989 listings and the record-low was set this year with 4,056 listings.
- The historical average increase in active listings from June to July is 3.15 percent. This July posted the highest increase of 29.92 percent. Big percentage changes can happen when the numbers are low to begin with.

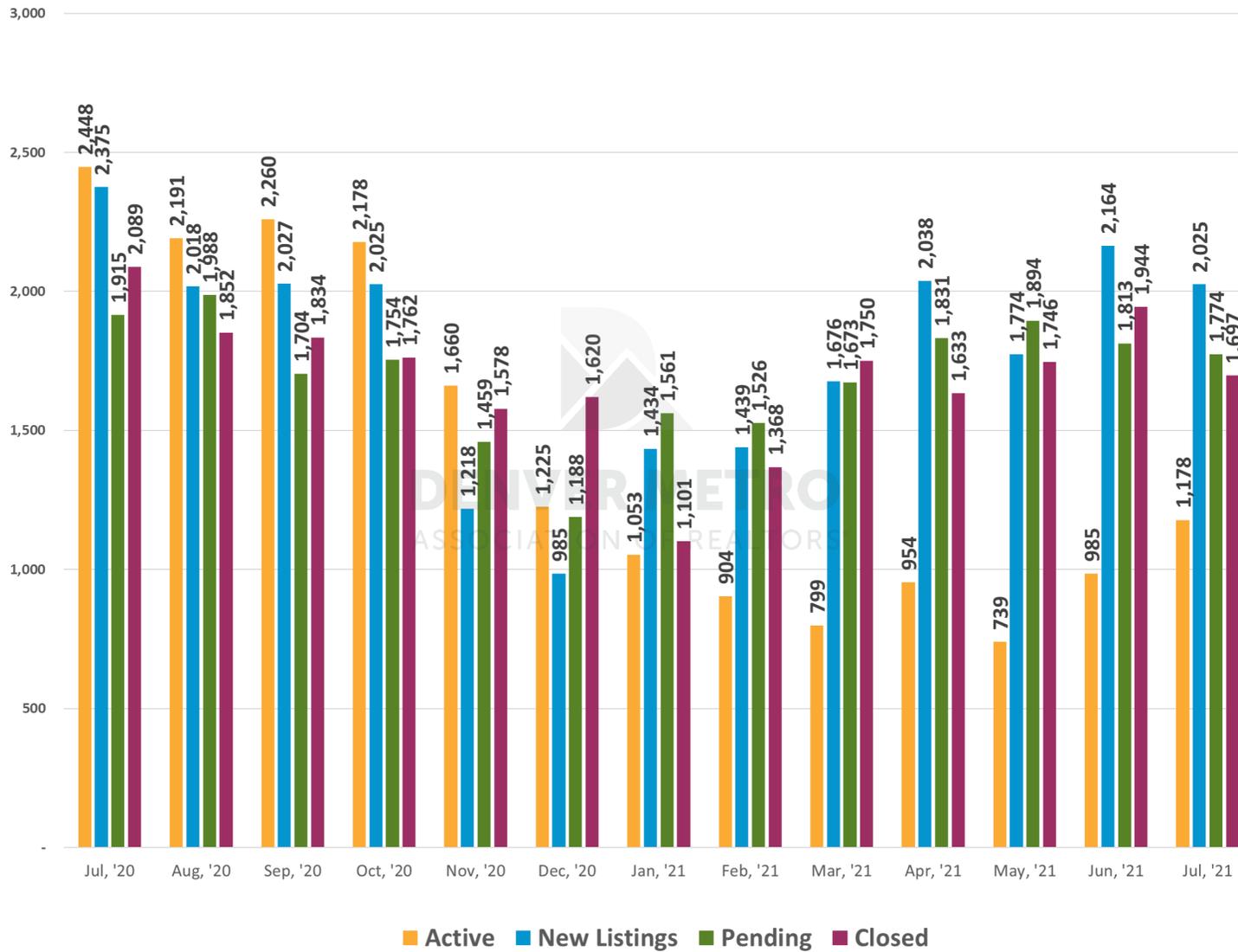
Detached Single-Family

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



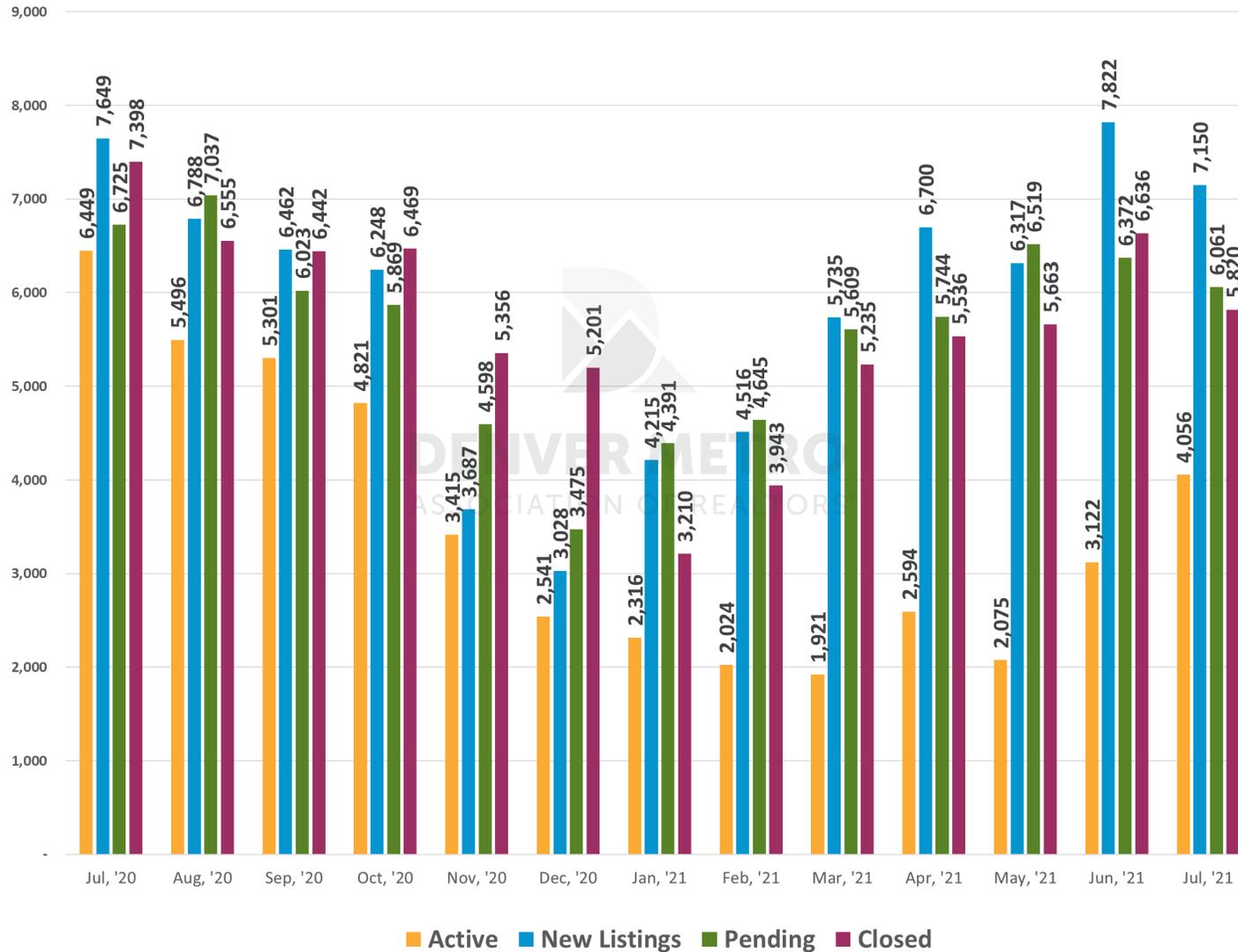
Attached Single-Family

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



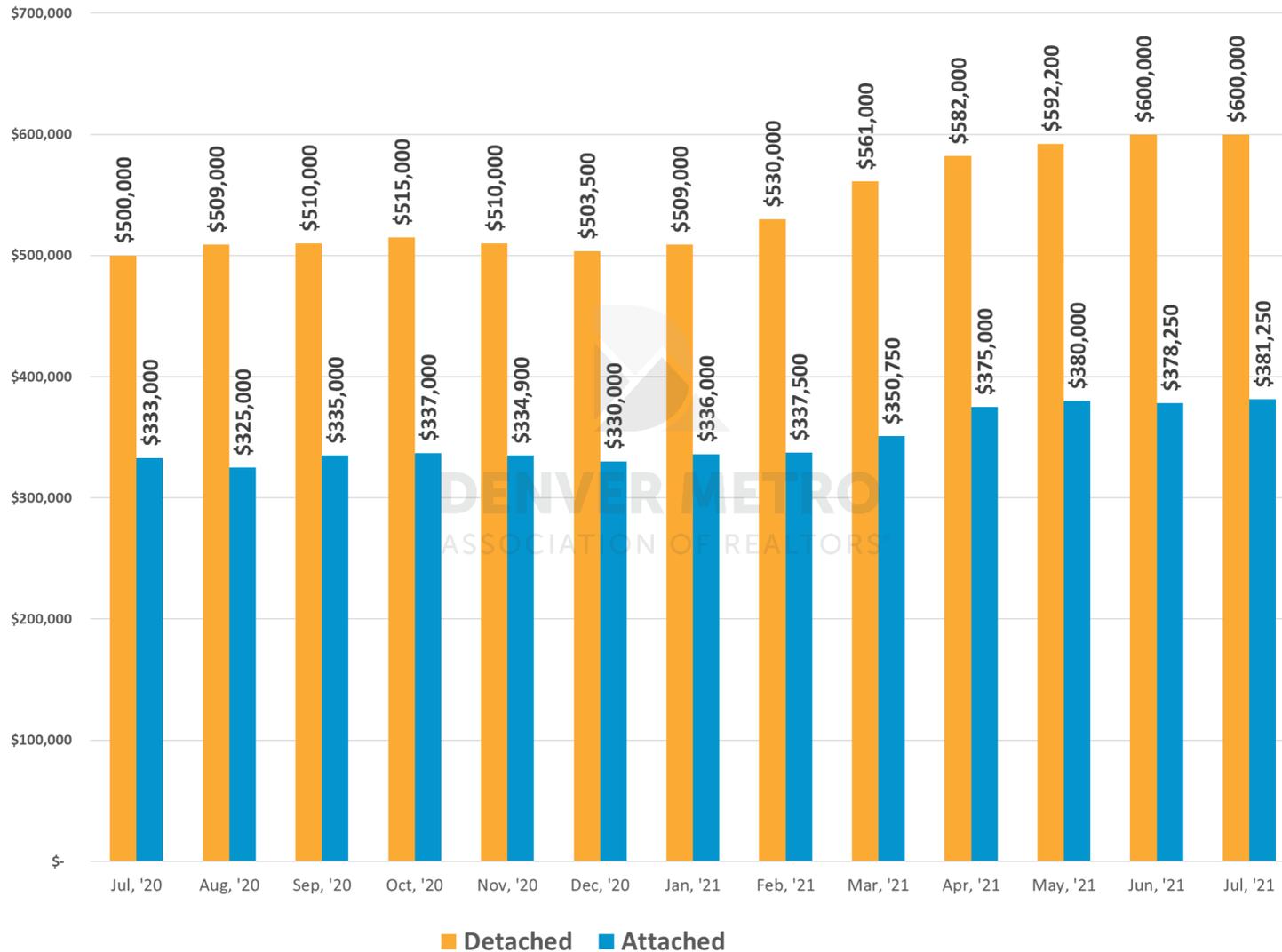
Residential (Detached + Attached)

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



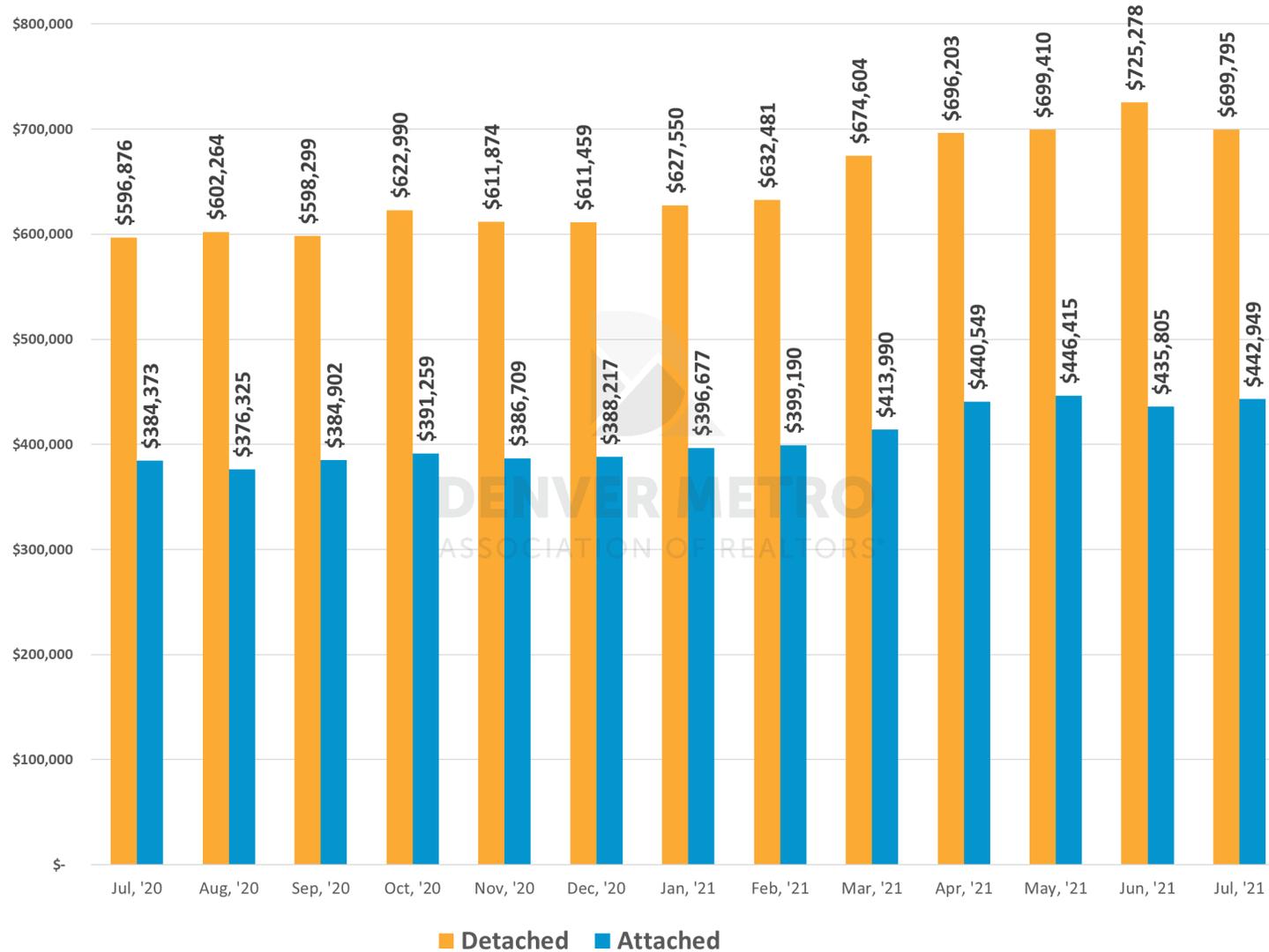
Median Close Price

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



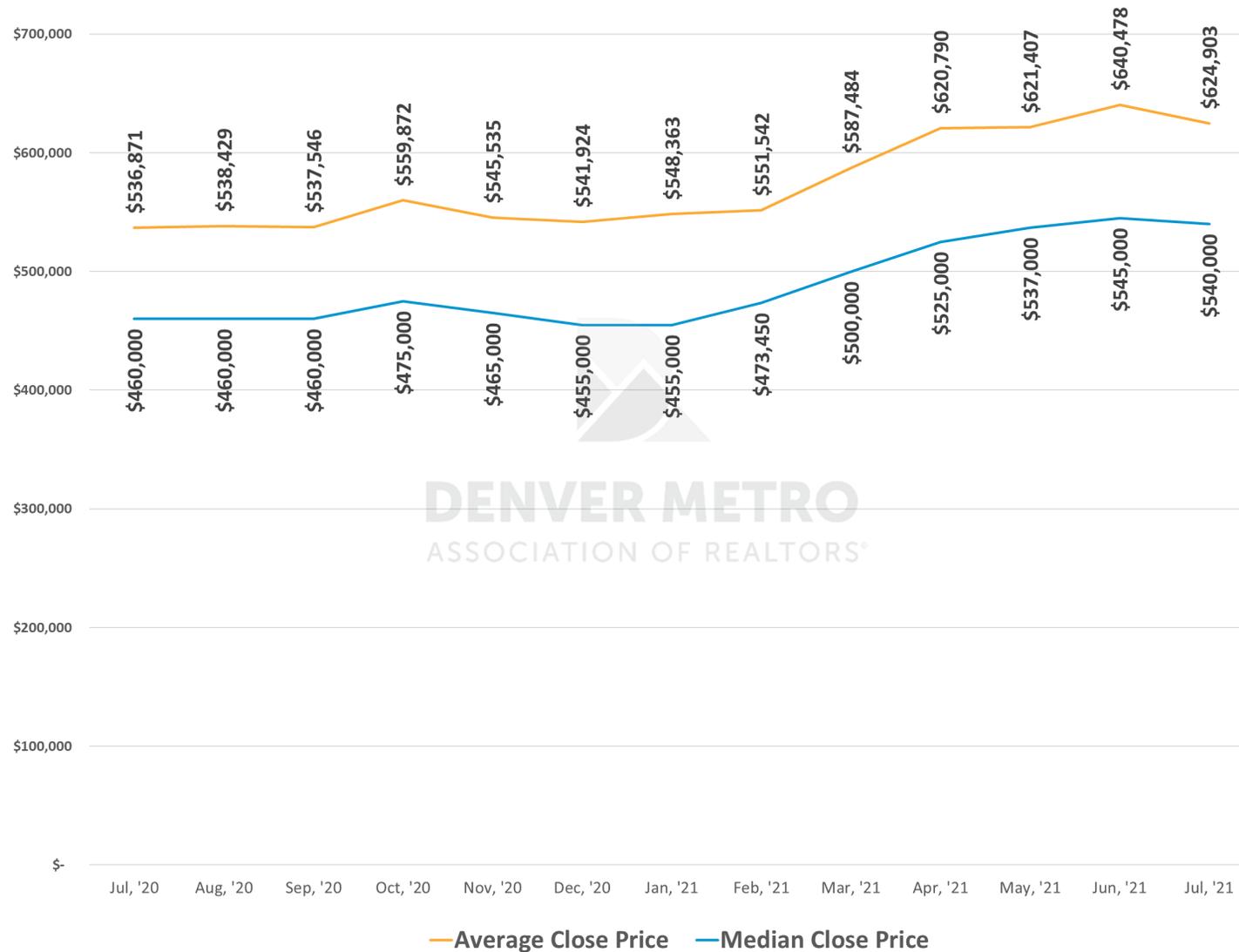
Average Close Price

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



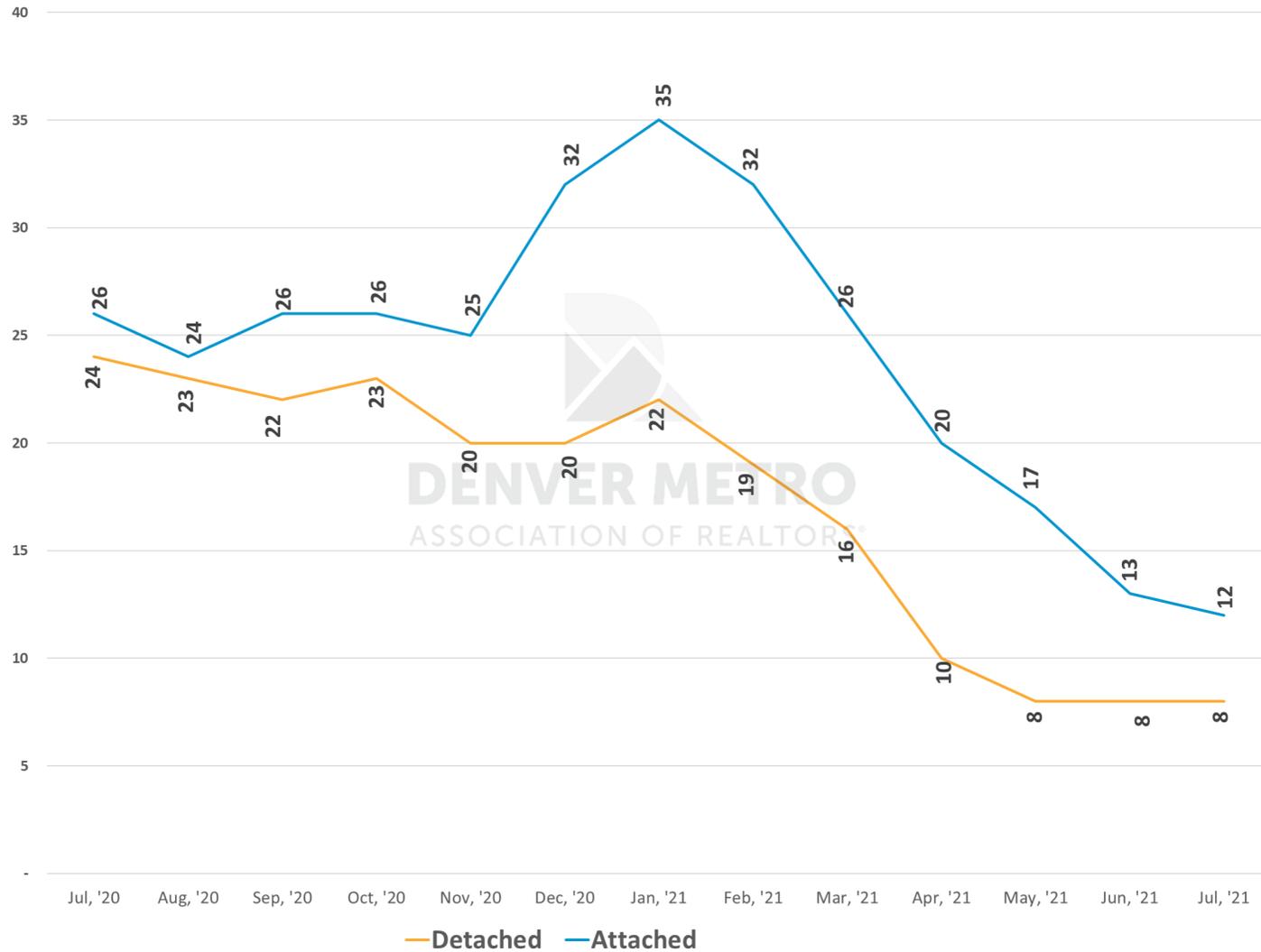
Residential Close Price

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



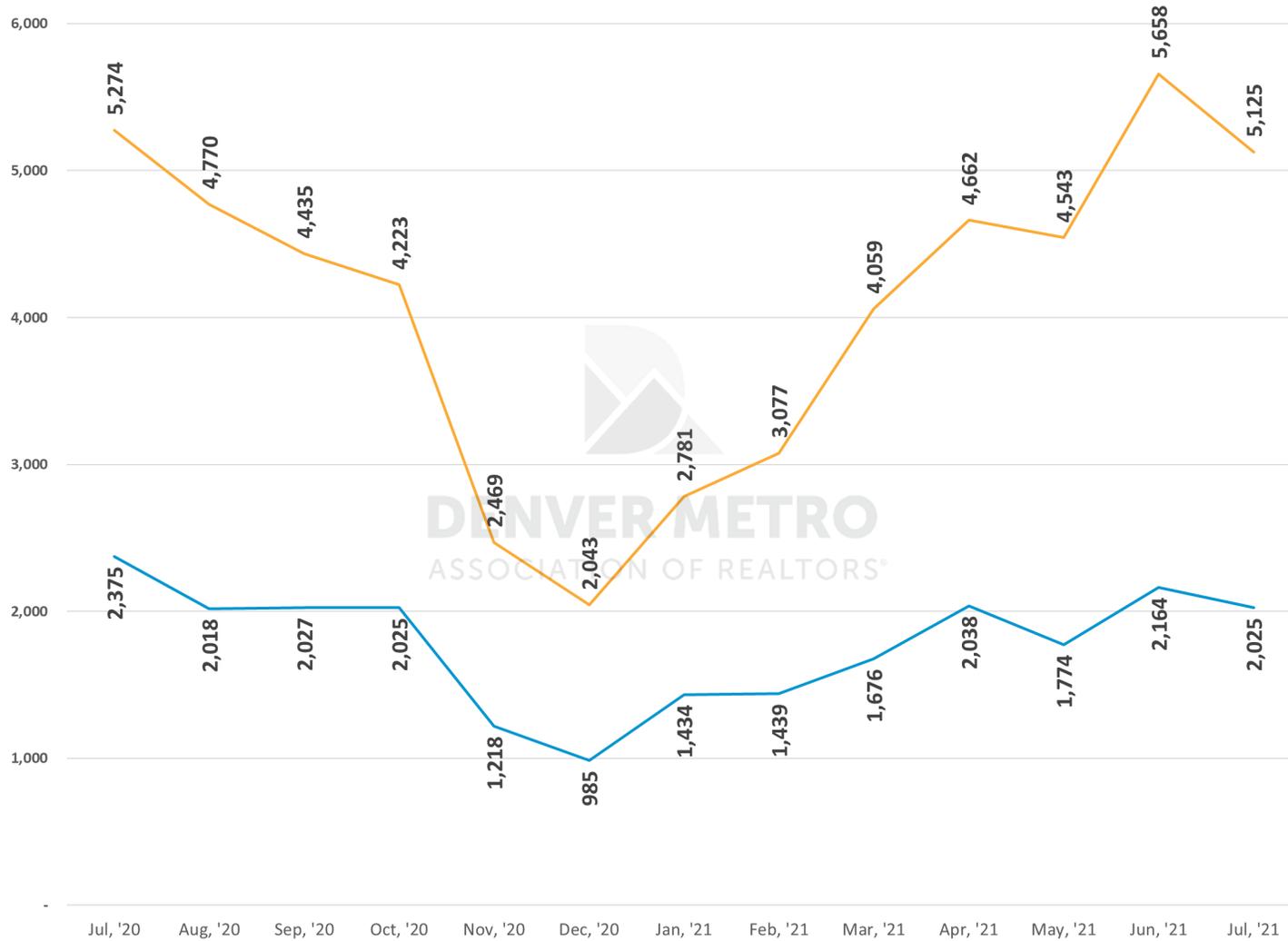
Average Days in MLS

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



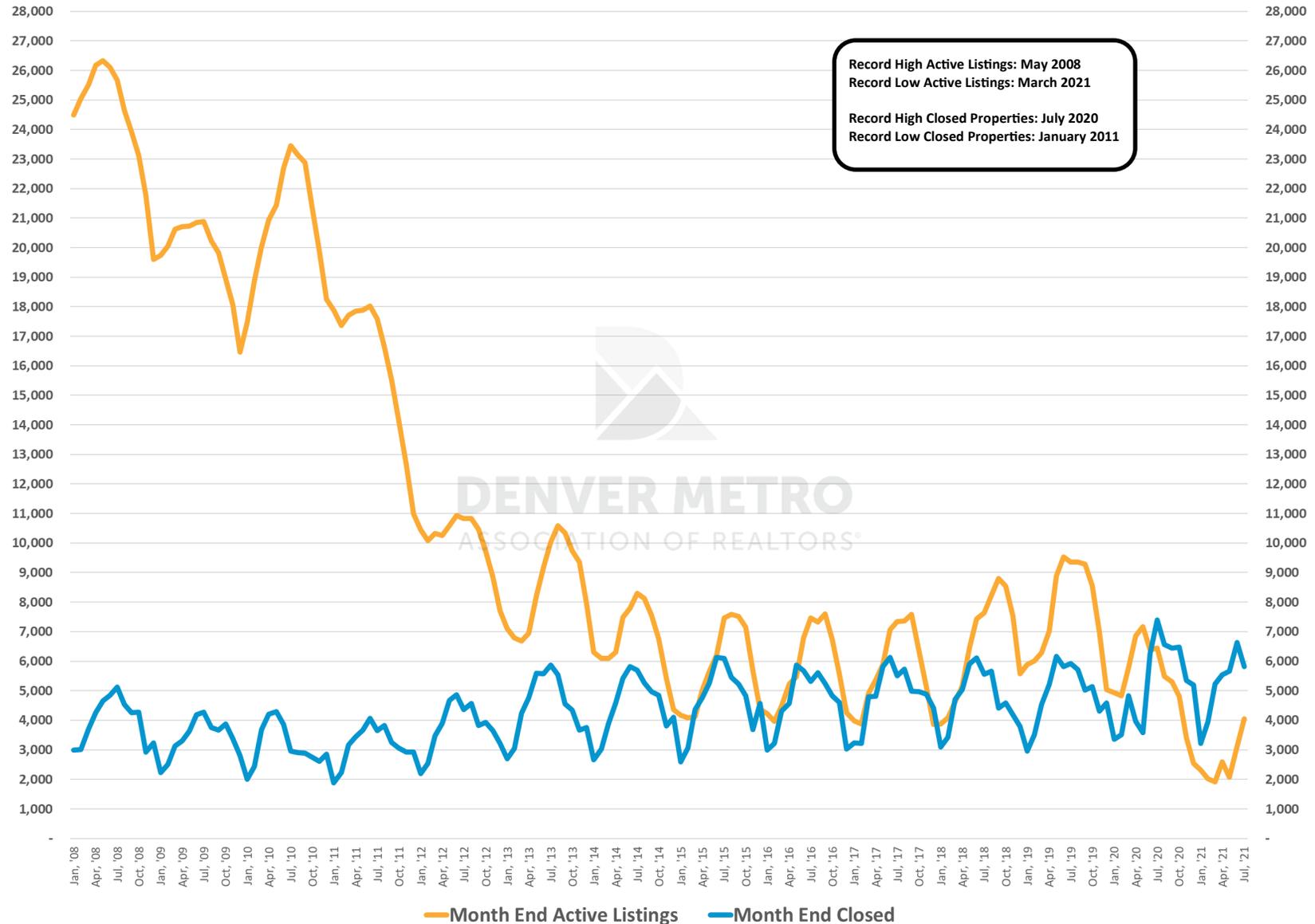
New Listings

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



DATA SNAPSHOT

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

	Jul, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	4,056	3,122	6,449	29.92%	-37.11%
New Listings	7,150	7,822	7,649	-8.59%	-6.52%
Pending	6,061	6,372	6,725	-4.88%	-9.87%
Closed	5,820	6,636	7,398	-12.30%	-21.33%
Close Price - Average	\$ 624,903	\$ 640,478	\$ 536,871	-2.43%	16.40%
Close Price - Median	\$ 540,000	\$ 545,000	\$ 460,000	-0.92%	17.39%
Sales Volume	\$ 3,636,937,194	\$ 4,250,208,939	\$ 3,971,768,659	-14.43%	-8.43%
Days in MLS - Average	9	10	25	-10.00%	-64.00%
Days in MLS - Median	4	4	7	0.00%	-42.86%
Close Price/List Price	104.10%	105.37%	99.98%	-1.21%	4.12%
Detached					
Active Listings at Month End	2,878	2,137	4,001	34.67%	-28.07%
New Listings	5,125	5,658	5,274	-9.42%	-2.83%
Pending	4,287	4,559	4,810	-5.97%	-10.87%
Closed	4,123	4,692	5,309	-12.13%	-22.34%
Close Price - Average	\$ 699,795	\$ 725,278	\$ 596,876	-3.51%	17.24%
Close Price - Median	\$ 600,000	\$ 600,000	\$ 500,000	0.00%	20.00%
Sales Volume	\$ 2,885,253,484	\$ 3,403,004,048	\$ 3,168,812,679	-15.21%	-8.95%
Days in MLS - Average	8	8	24	0.00%	-66.67%
Days in MLS - Median	4	4	7	0.00%	-42.86%
Close Price/List Price	104.56%	105.90%	100.11%	-1.27%	4.45%
Attached					
Active Listings at Month End	1,178	985	2,448	19.59%	-51.88%
New Listings	2,025	2,164	2,375	-6.42%	-14.74%
Pending	1,774	1,813	1,915	-2.15%	-7.36%
Closed	1,697	1,944	2,089	-12.71%	-18.76%
Close Price - Average	\$ 442,949	\$ 435,805	\$ 384,373	1.64%	15.24%
Close Price - Median	\$ 381,250	\$ 378,250	\$ 333,000	0.79%	14.49%
Sales Volume	\$ 751,683,710	\$ 847,204,891	\$ 802,955,980	-11.27%	-6.39%
Days in MLS - Average	12	13	26	-7.69%	-53.85%
Days in MLS - Median	4	4	10	0.00%	-60.00%
Close Price/List Price	103.00%	104.10%	99.65%	-1.06%	3.36%

JULY 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	4,056	6,449	9,359	7,643	7,352	-37.11%	-31.09%	22.45%	3.96%
New Listings	42,495	43,712	46,697	44,210	43,974	-2.78%	-6.39%	5.63%	0.54%
Closed	36,123	33,245	34,121	33,862	34,083	8.66%	-2.57%	0.76%	-0.65%
Close Price - Average	\$ 606,177	\$ 506,982	\$ 488,545	\$ 479,080	\$ 436,775	19.57%	3.77%	1.98%	9.69%
Close Price - Median	\$ 520,000	\$ 442,900	\$ 420,000	\$ 415,000	\$ 380,000	17.41%	5.45%	1.20%	9.21%
Sales Volume	\$ 21,896,939,994	\$ 16,854,631,185	\$ 16,669,649,461	\$ 16,222,592,437	\$ 14,886,596,617	29.92%	1.11%	2.76%	8.97%
Days in MLS - Average	15	29	29	24	24	-48.28%	0.00%	20.83%	0.00%
Days in MLS - Median	4	8	10	6	6	-50.00%	-20.00%	66.67%	0.00%
Close Price/List Price	103.92%	99.67%	99.40%	100.38%	100.36%	4.26%	0.27%	-0.98%	0.02%
Detached									
Active Listings at Month End	2,878	4,001	6,741	5,788	5,703	-28.07%	-40.65%	16.47%	1.49%
New Listings	29,908	30,381	33,205	31,932	31,750	-1.56%	-8.50%	3.99%	0.57%
Closed	24,851	23,651	24,291	24,086	24,452	5.07%	-2.63%	0.85%	-1.50%
Close Price - Average	\$ 687,176	\$ 560,811	\$ 538,864	\$ 529,807	\$ 483,855	22.53%	4.07%	1.71%	9.50%
Close Price - Median	\$ 575,000	\$ 480,000	\$ 455,000	\$ 449,000	\$ 412,500	19.79%	5.49%	1.34%	8.85%
Sales Volume	\$ 17,077,015,026	\$ 13,263,748,293	\$ 13,089,547,295	\$ 12,760,919,709	\$ 11,831,234,263	28.75%	1.33%	2.58%	7.86%
Days in MLS - Average	12	28	29	25	26	-57.14%	-3.45%	16.00%	-3.85%
Days in MLS - Median	4	7	10	7	7	-42.86%	-30.00%	42.86%	0.00%
Close Price/List Price	104.59%	99.76%	99.43%	100.29%	100.21%	4.84%	0.33%	-0.86%	0.08%
Attached									
Active Listings at Month End	1,178	2,448	2,618	1,855	1,649	-51.88%	-6.49%	41.13%	12.49%
New Listings	12,587	13,331	13,492	12,278	12,224	-5.58%	-1.19%	9.89%	0.44%
Closed	11,272	9,594	9,830	9,776	9,631	17.49%	-2.40%	0.55%	1.51%
Close Price - Average	\$ 427,602	\$ 374,284	\$ 364,202	\$ 354,099	\$ 317,242	14.25%	2.77%	2.85%	11.62%
Close Price - Median	\$ 365,000	\$ 325,000	\$ 305,751	\$ 300,000	\$ 266,700	12.31%	6.30%	1.92%	12.49%
Sales Volume	\$ 4,819,924,968	\$ 3,590,882,892	\$ 3,580,102,166	\$ 3,461,672,728	\$ 3,055,362,354	34.23%	0.30%	3.42%	13.30%
Days in MLS - Average	21	31	30	21	20	-32.26%	3.33%	42.86%	5.00%
Days in MLS - Median	5	11	11	6	6	-54.55%	0.00%	83.33%	0.00%
Close Price/List Price	102.44%	99.44%	99.33%	100.61%	100.75%	3.02%	0.11%	-1.27%	-0.14%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	-	2	#DIV/0!	-	-	
	\$100,000 to \$199,999	4	7	1.75	98	61	0.62
	\$200,000 to \$299,999	20	31	1.55	304	201	0.66
	\$300,000 to \$399,999	187	114	0.61	502	238	0.47
	\$400,000 to \$499,999	863	410	0.48	354	174	0.49
	\$500,000 to \$749,999	1,987	1,196	0.60	320	269	0.84
	\$750,000 to \$999,999	601	507	0.84	71	101	1.42
	\$1,000,000 and over	461	611	1.33	48	134	2.79
	TOTALS	4,123	2,878	0.70	1,697	1,178	0.69

	Price Range	Detached		% change	Attached		% change
		Closed Jul, '21	Closed Jun, '21		Closed Jul, '21	Closed Jun, '21	
Month-Over-Month	\$0 to \$99,999	-	1	-100.00%	-	-	
	\$100,000 to \$199,999	4	5	-20.00%	98	86	13.95%
	\$200,000 to \$299,999	20	33	-39.39%	304	400	-24.00%
	\$300,000 to \$399,999	187	236	-20.76%	502	585	-14.19%
	\$400,000 to \$499,999	863	888	-2.82%	354	403	-12.16%
	\$500,000 to \$749,999	1,987	2,249	-11.65%	320	315	1.59%
	\$750,000 to \$999,999	601	699	-14.02%	71	89	-20.22%
	\$1,000,000 and over	461	581	-20.65%	48	66	-27.27%
	TOTALS	4,123	4,692	-12.13%	1,697	1,944	-12.71%

	Price Range	Detached		% change	Attached		% change
		YTD Jul, '21	YTD Jul, '20		YTD Jul, '21	YTD Jul, '20	
Year-Over-Year	\$0 to \$99,999	8	13	-38.46%	-	5	-100.00%
	\$100,000 to \$199,999	28	83	-66.27%	743	882	-15.76%
	\$200,000 to \$299,999	256	719	-64.39%	2,513	2,990	-15.95%
	\$300,000 to \$399,999	1,873	4,874	-61.57%	3,238	2,771	16.85%
	\$400,000 to \$499,999	5,720	7,146	-19.96%	2,124	1,329	59.82%
	\$500,000 to \$749,999	10,919	7,673	42.30%	1,823	1,180	54.49%
	\$750,000 to \$999,999	3,339	1,804	85.09%	491	311	57.88%
	\$1,000,000 and over	2,708	1,339	102.24%	340	126	169.84%
	TOTALS	24,851	23,651	5.07%	11,272	9,594	17.49%

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

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

	Jul, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	610	679	477	-10.16%	27.88%
Pending	459	499	419	-8.02%	9.55%
Closed	509	647	415	-21.33%	22.65%
Sales Volume	\$ 789,288,670	\$ 1,047,446,849	\$ 648,802,690	-24.65%	21.65%
Days in MLS - Average	14	27	48	-48.15%	-70.83%
Days in MLS - Median	5	4	18	25.00%	-72.22%
Close Price/List Price	103.21%	104.14%	97.80%	-0.89%	5.53%
PSF Total	\$ 362	\$ 366	\$ 326	-1.09%	11.04%
Detached					
New Listings	522	594	410	-12.12%	27.32%
Pending	392	445	380	-11.91%	3.16%
Closed	461	581	388	-20.65%	18.81%
Sales Volume	\$ 711,678,690	\$ 957,469,476	\$ 607,195,870	-25.67%	17.21%
Days in MLS - Average	13	20	48	-35.00%	-72.92%
Days in MLS - Median	5	4	18	25.00%	-72.22%
Close Price/List Price	103.40%	104.63%	97.97%	-1.18%	5.54%
PSF Total	\$ 341	\$ 345	\$ 313	-1.16%	8.95%
Attached					
New Listings	88	85	67	3.53%	31.34%
Pending	67	54	39	24.07%	71.79%
Closed	48	66	27	-27.27%	77.78%
Sales Volume	\$ 77,609,980	\$ 89,977,373	\$ 41,606,820	-13.75%	86.53%
Days in MLS - Average	28	86	54	-67.44%	-48.15%
Days in MLS - Median	6	12	18	-50.00%	-66.67%
Close Price/List Price	101.39%	99.82%	95.38%	1.57%	6.30%
PSF Total	\$ 566	\$ 544	\$ 513	4.04%	10.33%

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	3,549	2,788	2,651	2,291	2,102	27.30%	5.17%	15.71%	8.99%
Pending	2,995	1,782	1,641	1,474	1,129	68.07%	8.59%	11.33%	30.56%
Closed	3,048	1,465	1,449	1,388	1,075	108.05%	1.10%	4.39%	29.12%
Sales Volume	\$ 4,841,228,795	\$ 2,227,070,042	\$ 2,239,755,919	\$ 2,094,501,316	\$ 1,624,977,970	117.38%	-0.57%	6.94%	28.89%
Days in MLS - Average	34	56	57	66	83	-39.29%	-1.75%	-13.64%	-20.48%
Days in MLS - Median	5	20	20	24	33	-75.00%	0.00%	-16.67%	-27.27%
Close Price/List Price	102.35%	97.45%	97.60%	97.55%	97.34%	5.03%	-0.15%	0.05%	0.22%
PSF Total	\$ 363	\$ 336	\$ 334	\$ 301	\$ 301	8.04%	0.60%	10.96%	0.00%
Detached									
New Listings	3,072	2,468	2,350	2,079	1,907	24.47%	5.02%	13.04%	9.02%
Pending	2,635	1,634	1,470	1,342	1,007	61.26%	11.16%	9.54%	33.27%
Closed	2,708	1,339	1,290	1,274	964	102.24%	3.80%	1.26%	32.16%
Sales Volume	\$ 4,341,963,667	\$ 2,041,236,964	\$ 1,984,167,790	\$ 1,920,329,732	\$ 1,468,356,172	112.71%	2.88%	3.32%	30.78%
Days in MLS - Average	31	55	58	66	83	-43.64%	-5.17%	-12.12%	-20.48%
Days in MLS - Median	5	19	20	24	33	-73.68%	-5.00%	-16.67%	-27.27%
Close Price/List Price	102.63%	97.53%	97.56%	97.58%	97.26%	5.23%	-0.03%	-0.02%	0.33%
PSF Total	\$ 338	\$ 313	\$ 301	\$ 283	\$ 282	7.99%	3.99%	6.36%	0.35%
Attached									
New Listings	477	320	301	212	195	49.06%	6.31%	41.98%	8.72%
Pending	360	148	171	132	122	143.24%	-13.45%	29.55%	8.20%
Closed	340	126	159	114	111	169.84%	-20.75%	39.47%	2.70%
Sales Volume	\$ 499,265,128	\$ 185,833,078	\$ 255,588,129	\$ 174,171,584	\$ 156,621,798	168.66%	-27.29%	46.75%	11.21%
Days in MLS - Average	56	65	53	67	80	-13.85%	22.64%	-20.90%	-16.25%
Days in MLS - Median	7	35	19	26	43	-80.00%	84.21%	-26.92%	-39.53%
Close Price/List Price	100.08%	96.63%	97.91%	97.27%	98.01%	3.57%	-1.31%	0.66%	-0.76%
PSF Total	\$ 561	\$ 573	\$ 604	\$ 497	\$ 456	-2.09%	-5.13%	21.53%	8.99%

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

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

	Jul, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	816	927	596	-11.97%	36.91%
Pending	649	680	516	-4.56%	25.78%
Closed	672	788	550	-14.72%	22.18%
Sales Volume	\$ 570,660,300	\$ 666,825,361	\$ 466,395,518	-14.42%	22.36%
Days in MLS - Average	10	10	43	0.00%	-76.74%
Days in MLS - Median	4	4	15	0.00%	-73.33%
Close Price/List Price	104.17%	105.36%	98.98%	-1.13%	5.24%
PSF Total	\$ 283	\$ 278	\$ 249	1.80%	13.65%
Detached					
New Listings	734	826	483	-11.14%	51.97%
Pending	580	611	461	-5.07%	25.81%
Closed	601	699	477	-14.02%	26.00%
Sales Volume	\$ 510,696,461	\$ 590,914,996	\$ 405,327,149	-13.58%	26.00%
Days in MLS - Average	8	9	43	-11.11%	-81.40%
Days in MLS - Median	4	4	16	0.00%	-75.00%
Close Price/List Price	104.52%	105.83%	99.04%	-1.24%	5.53%
PSF Total	\$ 270	\$ 266	\$ 234	1.50%	15.38%
Attached					
New Listings	82	101	113	-18.81%	-27.43%
Pending	69	69	55	0.00%	25.45%
Closed	71	89	73	-20.22%	-2.74%
Sales Volume	\$ 59,963,839	\$ 75,910,365	\$ 61,068,369	-21.01%	-1.81%
Days in MLS - Average	28	19	41	47.37%	-31.71%
Days in MLS - Median	7	5	10	40.00%	-30.00%
Close Price/List Price	101.19%	101.61%	98.61%	-0.41%	2.62%
PSF Total	\$ 391	\$ 375	\$ 348	4.27%	12.36%

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	4,517	3,447	3,204	2,799	2,398	31.04%	7.58%	14.47%	16.72%
Pending	3,951	2,567	2,226	2,026	1,658	53.92%	15.32%	9.87%	22.20%
Closed	3,830	2,115	1,945	1,888	1,494	81.09%	8.74%	3.02%	26.37%
Sales Volume	\$ 3,250,122,206	\$ 1,788,289,418	\$ 1,649,152,869	\$ 1,605,665,464	\$ 1,266,626,539	81.74%	8.44%	2.71%	26.77%
Days in MLS - Average	17	42	41	44	53	-59.52%	2.44%	-6.82%	-16.98%
Days in MLS - Median	4	13	15	12	21	-69.23%	-13.33%	25.00%	-42.86%
Close Price/List Price	103.97%	99.02%	99.03%	99.36%	98.67%	5.00%	-0.01%	-0.33%	0.70%
PSF Total	\$ 277	\$ 250	\$ 247	\$ 240	\$ 225	10.80%	1.21%	2.92%	6.67%
Detached									
New Listings	3,921	2,834	2,708	2,363	2,065	38.36%	4.65%	14.60%	14.43%
Pending	3,430	2,214	1,890	1,727	1,446	54.92%	17.14%	9.44%	19.43%
Closed	3,339	1,804	1,644	1,603	1,304	85.09%	9.73%	2.56%	22.93%
Sales Volume	\$ 2,829,458,471	\$ 1,524,690,026	\$ 1,392,677,834	\$ 1,365,403,842	\$ 1,108,416,830	85.58%	9.48%	2.00%	23.19%
Days in MLS - Average	13	42	38	44	53	-69.05%	10.53%	-13.64%	-16.98%
Days in MLS - Median	4	13	14	12	21	-69.23%	-7.14%	16.67%	-42.86%
Close Price/List Price	104.43%	99.08%	99.04%	99.37%	98.61%	5.40%	0.04%	-0.33%	0.77%
PSF Total	\$ 260	\$ 232	\$ 227	\$ 222	\$ 211	12.07%	2.20%	2.25%	5.21%
Attached									
New Listings	596	613	496	436	333	-2.77%	23.59%	13.76%	30.93%
Pending	521	353	336	299	212	47.59%	5.06%	12.37%	41.04%
Closed	491	311	301	285	190	57.88%	3.32%	5.61%	50.00%
Sales Volume	\$ 420,663,735	\$ 263,599,392	\$ 256,475,035	\$ 240,261,622	\$ 158,209,709	59.58%	2.78%	6.75%	51.86%
Days in MLS - Average	41	42	53	44	53	-2.38%	-20.75%	20.45%	-16.98%
Days in MLS - Median	7	15	22	13	19	-53.33%	-31.82%	69.23%	-31.58%
Close Price/List Price	100.85%	98.69%	98.94%	99.29%	99.09%	2.19%	-0.25%	-0.35%	0.20%
PSF Total	\$ 393	\$ 353	\$ 359	\$ 345	\$ 322	11.33%	-1.67%	4.06%	7.14%

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

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

	Jul, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,591	2,856	2,047	-9.28%	26.58%
Pending	2,125	2,242	1,841	-5.22%	15.43%
Closed	2,307	2,564	2,127	-10.02%	8.46%
Sales Volume	\$ 1,389,354,376	\$ 1,540,157,492	\$ 1,264,030,911	-9.79%	9.91%
Days in MLS - Average	8	7	27	14.29%	-70.37%
Days in MLS - Median	4	4	10	0.00%	-60.00%
Close Price/List Price	104.53%	105.98%	99.92%	-1.37%	4.61%
PSF Total	\$ 266	\$ 263	\$ 220	1.14%	20.91%
Detached					
New Listings	2,235	2,500	1,736	-10.60%	28.74%
Pending	1,848	1,958	1,617	-5.62%	14.29%
Closed	1,987	2,249	1,848	-11.65%	7.52%
Sales Volume	\$ 1,199,694,585	\$ 1,356,440,447	\$ 1,099,292,227	-11.56%	9.13%
Days in MLS - Average	7	6	26	16.67%	-73.08%
Days in MLS - Median	4	4	9	0.00%	-55.56%
Close Price/List Price	104.81%	106.34%	99.97%	-1.44%	4.84%
PSF Total	\$ 251	\$ 251	\$ 203	0.00%	23.65%
Attached					
New Listings	356	356	311	0.00%	14.47%
Pending	277	284	224	-2.46%	23.66%
Closed	320	315	279	1.59%	14.70%
Sales Volume	\$ 189,659,791	\$ 183,717,045	\$ 164,738,684	3.23%	15.13%
Days in MLS - Average	17	14	36	21.43%	-52.78%
Days in MLS - Median	5	4	18	25.00%	-72.22%
Close Price/List Price	102.76%	103.40%	99.58%	-0.62%	3.19%
PSF Total	\$ 359	\$ 354	\$ 335	1.41%	7.16%

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	14,048	11,692	11,344	9,899	8,514	20.15%	3.07%	14.60%	16.27%
Pending	12,587	9,821	8,600	7,897	6,417	28.16%	14.20%	8.90%	23.06%
Closed	12,742	8,853	7,774	7,518	6,013	43.93%	13.88%	3.41%	25.03%
Sales Volume	\$ 7,658,983,265	\$ 5,257,288,657	\$ 4,627,262,091	\$ 4,466,575,753	\$ 3,555,082,190	45.68%	13.62%	3.60%	25.64%
Days in MLS - Average	12	34	35	33	38	-64.71%	-2.86%	6.06%	-13.16%
Days in MLS - Median	4	11	14.00%	10	13	-63.64%	7757.14%	-98.60%	-23.08%
Close Price/List Price	104.87%	99.60%	99.27%	99.88%	99.50%	5.29%	0.33%	-0.61%	0.38%
PSF Total	\$ 260	\$ 220	\$ 213	\$ 210	\$ 197	18.18%	3.29%	1.43%	6.60%
Detached									
New Listings	12,057	9,885	9,725	8,493	7,385	21.97%	1.65%	14.51%	15.00%
Pending	10,749	8,508	7,493	6,800	5,600	26.34%	13.55%	10.19%	21.43%
Closed	10,919	7,673	6,761	6,455	5,261	42.30%	13.49%	4.74%	22.70%
Sales Volume	\$ 6,577,722,223	\$ 4,559,448,295	\$ 4,027,629,617	\$ 3,835,619,225	\$ 3,106,570,650	44.27%	13.20%	5.01%	23.47%
Days in MLS - Average	9	32	34	31	37	-71.88%	-5.88%	9.68%	-16.22%
Days in MLS - Median	4	11	13	10	12	-63.64%	-15.38%	30.00%	-16.67%
Close Price/List Price	105.32%	99.65%	99.29%	99.92%	99.52%	5.69%	0.36%	-0.63%	0.40%
PSF Total	\$ 242	\$ 201	\$ 195	\$ 191	\$ 181	20.40%	3.08%	2.09%	5.52%
Attached									
New Listings	1,991	1,807	1,619	1,406	1,129	10.18%	11.61%	15.15%	24.53%
Pending	1,838	1,313	1,107	1,097	817	39.98%	18.61%	0.91%	34.27%
Closed	1,823	1,180	1,013	1,063	752	54.49%	16.49%	-4.70%	41.36%
Sales Volume	\$ 1,081,261,042	\$ 697,840,362	\$ 599,632,474	\$ 630,956,528	\$ 448,511,540	54.94%	16.38%	-4.96%	40.68%
Days in MLS - Average	28	46	43	44	48	-39.13%	6.98%	-2.27%	-8.33%
Days in MLS - Median	5	18	18	14	18	-72.22%	0.00%	28.57%	-22.22%
Close Price/List Price	102.20%	99.31%	99.15%	99.62%	99.30%	2.91%	0.16%	-0.47%	0.32%
PSF Total	\$ 366	\$ 345	\$ 330	\$ 328	\$ 310	6.09%	4.55%	0.61%	5.81%

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

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

	Jul, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	2,546	2,719	3,495	-6.36%	-27.15%
Pending	2,292	2,381	3,072	-3.74%	-25.39%
Closed	1,906	2,112	3,431	-9.75%	-44.45%
Sales Volume	\$ 788,336,537	\$ 869,417,410	\$ 1,382,562,434	-9.33%	-42.98%
Days in MLS - Average	7	7	18	0.00%	-61.11%
Days in MLS - Median	4	4	6	0.00%	-33.33%
Close Price/List Price	104.28%	105.66%	100.57%	-1.31%	3.69%
PSF Total	\$ 290	\$ 288	\$ 230	0.69%	26.09%
Detached					
New Listings	1,587	1,676	2,505	-5.31%	-36.65%
Pending	1,424	1,501	2,221	-5.13%	-35.88%
Closed	1,050	1,124	2,478	-6.58%	-57.63%
Sales Volume	\$ 457,270,416	\$ 488,591,456	\$ 1,027,228,104	-6.41%	-55.49%
Days in MLS - Average	6	5	15	20.00%	-60.00%
Days in MLS - Median	4	4	5	0.00%	-20.00%
Close Price/List Price	104.75%	105.93%	100.83%	-1.11%	3.89%
PSF Total	\$ 286	\$ 280	\$ 217	2.14%	31.80%
Attached					
New Listings	959	1,043	990	-8.05%	-3.13%
Pending	868	880	851	-1.36%	2.00%
Closed	856	988	953	-13.36%	-10.18%
Sales Volume	\$ 331,066,121	\$ 380,825,954	\$ 355,334,330	-13.07%	-6.83%
Days in MLS - Average	9	8	25	12.50%	-64.00%
Days in MLS - Median	4	4	9	0.00%	-55.56%
Close Price/List Price	103.69%	105.36%	99.90%	-1.59%	3.79%
PSF Total	\$ 294	\$ 296	\$ 263	-0.68%	11.79%

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	16,188	19,822	22,113	21,267	19,945	-18.33%	-10.36%	3.98%	6.63%
Pending	15,443	17,822	18,719	17,772	17,318	-13.35%	-4.79%	5.33%	2.62%
Closed	12,955	16,120	17,186	16,720	16,389	-19.63%	-6.20%	2.79%	2.02%
Sales Volume	\$ 5,310,917,443	\$ 6,466,448,511	\$ 6,783,447,274	\$ 6,558,154,566	\$ 6,341,302,828	-17.87%	-4.67%	3.44%	3.42%
Days in MLS - Average	11	22	24	18	19	-50.00%	-8.33%	33.33%	-5.26%
Days in MLS - Median	4	6	9	6	6	-33.33%	-33.33%	50.00%	0.00%
Close Price/List Price	104.07%	100.15%	99.75%	100.78%	100.64%	3.91%	0.40%	-1.02%	0.14%
PSF Total	\$ 276	\$ 223	\$ 211	\$ 205	\$ 186	23.77%	5.69%	2.93%	10.22%
Detached									
New Listings	10,496	14,240	16,960	16,864	16,344	-26.29%	-16.04%	0.57%	3.18%
Pending	9,953	13,272	14,594	14,173	14,342	-25.01%	-9.06%	2.97%	-1.18%
Closed	7,593	12,020	13,460	13,246	13,639	-36.83%	-10.70%	1.62%	-2.88%
Sales Volume	\$ 3,254,862,252	\$ 4,931,826,046	\$ 5,390,925,718	\$ 5,250,771,922	\$ 5,304,628,246	-34.00%	-8.52%	2.67%	-1.02%
Days in MLS - Average	8	20	23	16	18	-60.00%	-13.04%	43.75%	-11.11%
Days in MLS - Median	4	6	8	6	6	-33.33%	-25.00%	33.33%	0.00%
Close Price/List Price	104.56%	100.29%	99.82%	100.84%	100.69%	4.26%	0.47%	-1.01%	0.15%
PSF Total	\$ 264	\$ 211	\$ 198	\$ 191	\$ 174	25.12%	6.57%	3.66%	9.77%
Attached									
New Listings	5,692	5,582	5,153	4,403	3,601	1.97%	8.33%	17.03%	22.27%
Pending	5,490	4,550	4,125	3,599	2,976	20.66%	10.30%	14.62%	20.93%
Closed	5,362	4,100	3,726	3,474	2,750	30.78%	10.04%	7.25%	26.33%
Sales Volume	\$ 2,056,055,191	\$ 1,534,622,465	\$ 1,392,521,556	\$ 1,307,382,644	\$ 1,036,674,582	33.98%	10.20%	6.51%	26.11%
Days in MLS - Average	15	29	30	22	24	-48.28%	-3.33%	36.36%	-8.33%
Days in MLS - Median	4	10	11	7	6	-60.00%	-9.09%	57.14%	16.67%
Close Price/List Price	103.38%	99.72%	99.51%	100.55%	100.38%	3.67%	0.21%	-1.03%	0.17%
PSF Total	\$ 293	\$ 261	\$ 257	\$ 257	\$ 249	12.26%	1.56%	0.00%	3.21%