

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



# Denver Metro Real Estate Market Trends Report

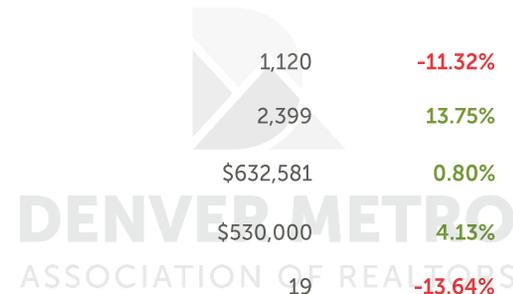
March 2021

# MARKET OVERVIEW

The March report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the February 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
 <b>Residential</b> (Detached plus Attached)			
Active Listings at Month End	2,024	-12.61%	-58.14%
Closed Homes	3,641	13.43%	3.70%
Close Price - Average	\$553,774	0.99%	19.44%
Close Price - Median	\$475,000	4.40%	18.75%
Days in MLS - Average	23	-14.81%	-41.03%
 <b>Detached</b>			
Active Listings at Month End	1,120	-11.32%	-65.01%
Closed Homes	2,399	13.75%	-1.80%
Close Price - Average	\$632,581	0.80%	23.15%
Close Price - Median	\$530,000	4.13%	21.84%
Days in MLS - Average	19	-13.64%	-54.76%
 <b>Attached</b>			
Active Listings at Month End	904	-14.15%	-44.68%
Closed Homes	1,242	12.81%	16.29%
Close Price - Average	\$401,552	1.23%	14.98%
Close Price - Median	\$337,250	0.3.7%	12.79%
Days in MLS - Average	31	-11.43%	-8.82%



# MARKET INSIGHTS

## ✓ REALTOR® Tidbits:

- Gone are the days of one-hour showing windows. Showings are mostly limited to 30 minutes if not 15, for those particularly popular homes in the entry to move-up price range.
- Some listings are seeing over 100 showings in one weekend and have upwards of 20 plus offers. Make sure your buyers are prepared to offer up to 20 percent over the list price if they want the home.
- In the past few years, during the height of the spring market, homes were often getting bid up over three to five percent of the list price. Listing agents are now reporting 10 to 15 percent and higher.
- It's never been more important to set buyers' expectations for bidding wars, appraisal gaps, non-refundable earnest money and waiving the right to request inspection repairs.
- Appraisal waivers or gaps are becoming more the norm with offers. Ensure you have a strong appraisal gap to win your offer and the correct verbiage to protect your buyer.
- Educating your buyers on what an appraisal gap means is more important than ever. The complaints coming into the real estate commission office against REALTORS® are highly focused on buyers who felt taken advantage of by the market's crazy state and their lack of understanding it. Blame is being shifted to REALTORS® for not educating the public.
- Buyers are getting creative to win the offer. Some are letting earnest money go hard at contract, while others offer to donate money to a seller's favorite charity to make their offer more personal.
- Some lenders are offering an earnest money guarantee to help buyers be able to waive loan termination deadlines.
- When writing offers, contact the listing agent for pending listings to see if they can share how many showings and offers they have received and what they are under contract at as this will help your buyers understand how competitive they need to be on their offer.
- Smart buyers should be asking their lenders what rising interest rates mean for their payments and budget. Buyers waiting on new construction should be having this conversation as well, so they can budget and prepare for what interest rates may be in six to nine months.

## ✓ Local News:

- The 155 acres of the former Park Hill Golf Club could offer the development of much-needed inventory, but there is also a contingent of Denverites who want to see it remain green space. The Steering Committee in charge of reviewing options says everything is on the table.

- Denver ranks 11th in a think tanks list of best-performing cities. That's up seven spots from 2020. The Milken Institute pointed to wage growth, a strong tech industry and a highly educated workforce for the bump in rating.
- Coloradans are mad for modern! An interior design company ranked modern as the most popular style in the Centennial State.
- The only market in Colorado that is a buyer's market right now is downtown condos, with multiple properties over 100 days on market. When baseball, sports and restaurants pick back up, will that market also pick up?

## ✓ National News:

- Eighty-eight percent of 161 metros tracked by the National Association of REALTORS® posted double-digit price increases annually in the fourth quarter of 2020. That marks a jump from 115 metros that posted such growth in the third quarter.
- The National Association of REALTORS® reported more than 100 straight months of year-over-year price gains in home valuations.
- The Denver metro area is not alone in dealing with multiple offers. Nationally, the top reason people who have been searching for longer than three months haven't made a purchase is that they continue to be outbid by other offers. Thirty-three percent of people can't find a home they can afford. Forty-four percent continue to be outbid.

## ✓ Mortgage News:

- Ten million Americans are behind on their mortgage payments, with the majority of these late payments occurring for FHA loans. The White House said it would extend a ban on home foreclosures for federally backed mortgages through June 30.

## ✓ Quick Stats:

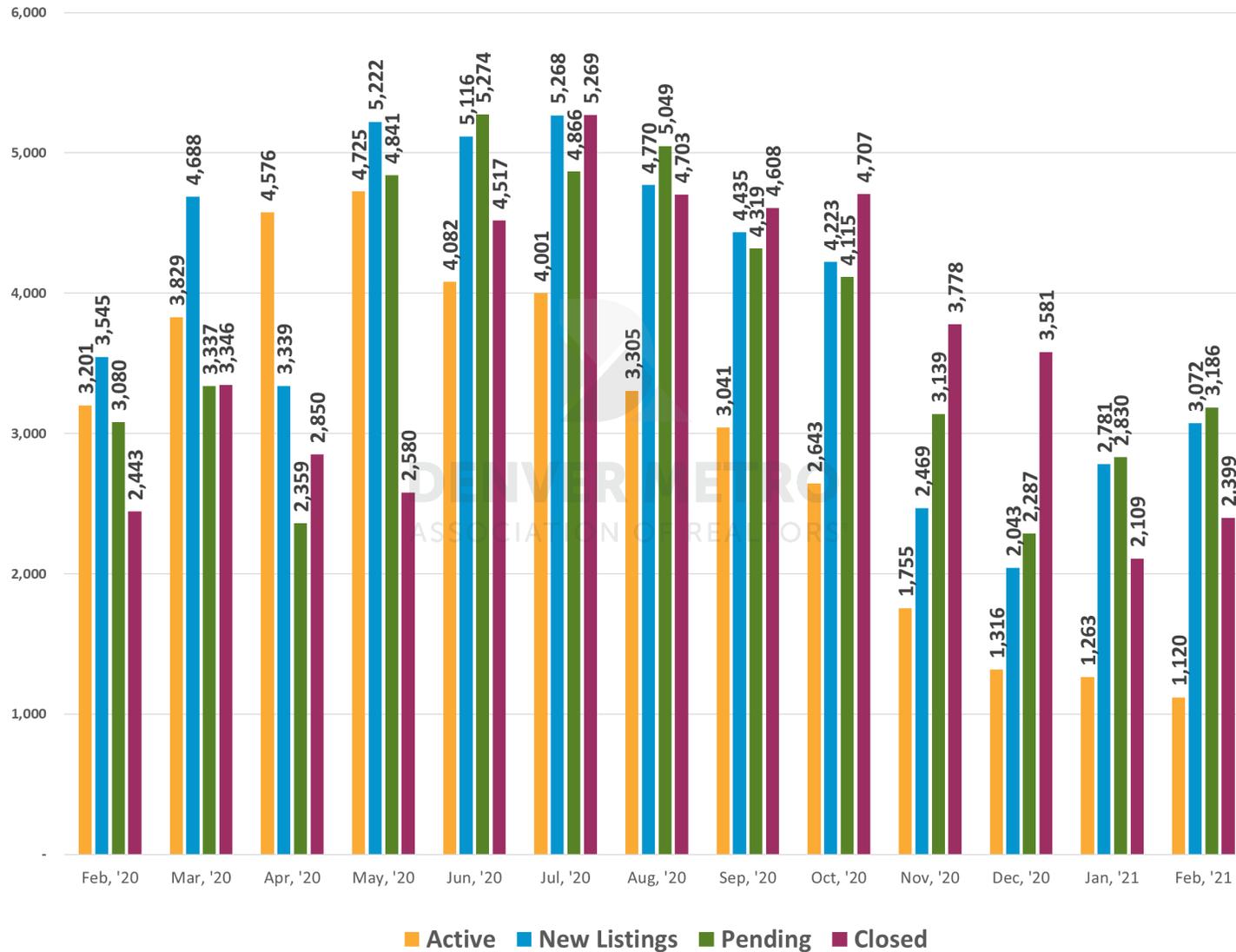
- In January, 22.1 percent of closed transactions reduced the asking price before receiving an offer. This number compares to 41.2 percent in January of 2020. Those properties that reduced price spent an average of 71 days in the MLS compared to 14 days for those with no price reductions. It's clear, pricing correctly from the start results in a faster sale.
- Average active listings for February is 13,531 (1985-2020).
- Record-high February was 2006 with 25,484 listings and the record-low was set this year with 2,024 listings.
- The historical average increase in active listings from January to February is 2.56 percent. A decrease of 12.61 percent this February represents the largest decrease on record. The previous record decrease was 6.11 percent in 2016.

# Detached Single-Family

**DMAR Market Trends | February 2021 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

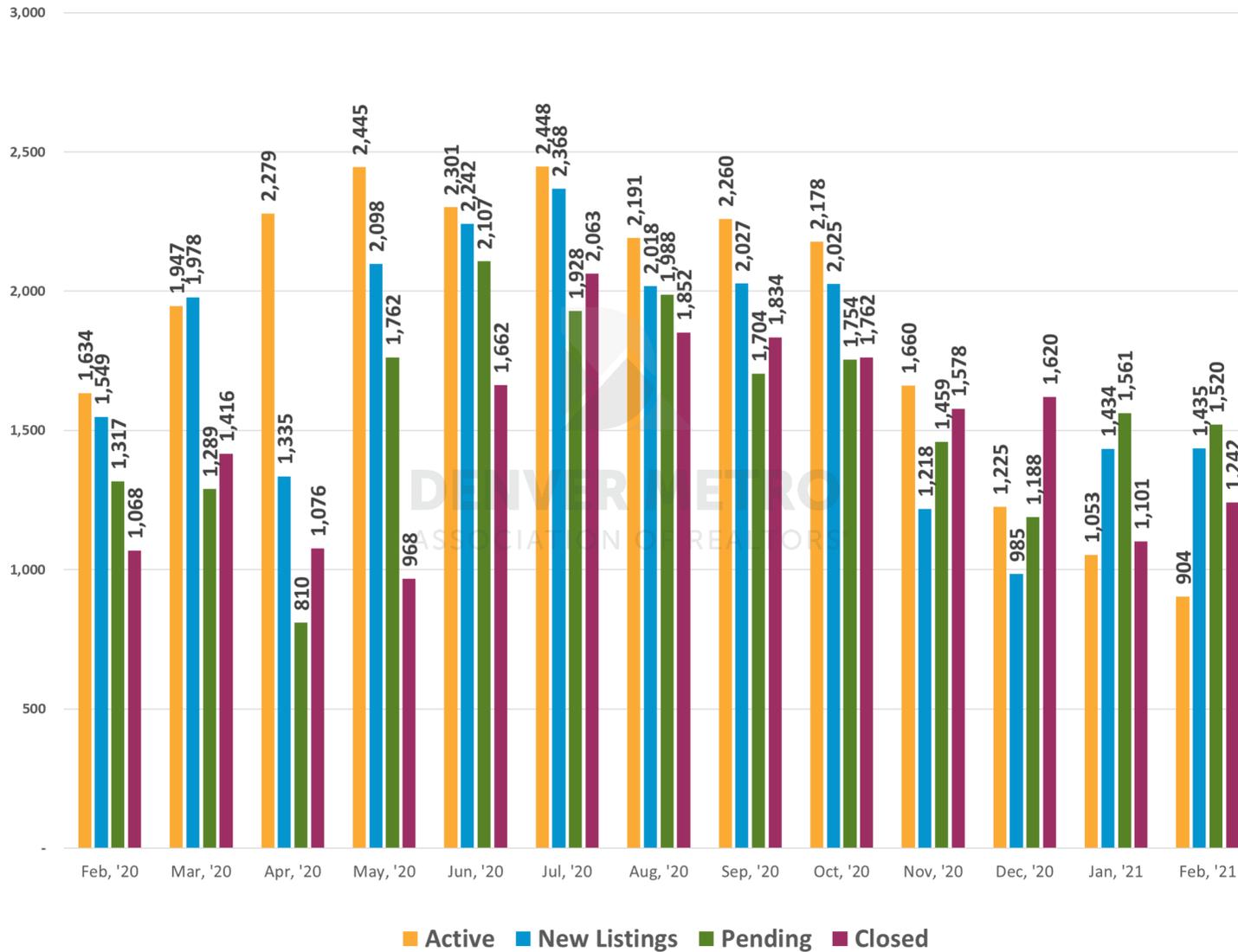


# Attached Single-Family

**DMAR Market Trends | February 2021 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

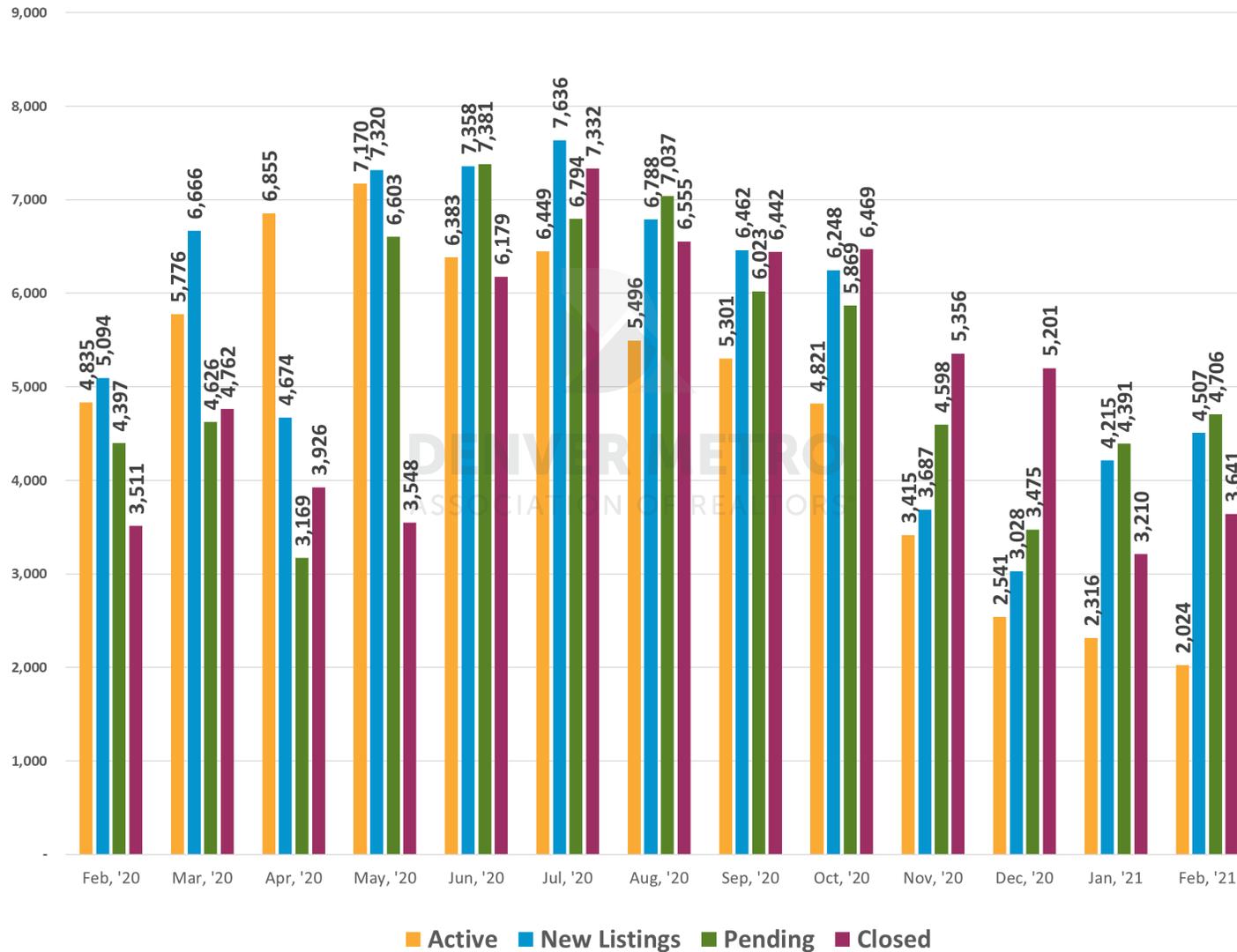


# Residential (Detached + Attached)

**DMAR Market Trends | February 2021 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

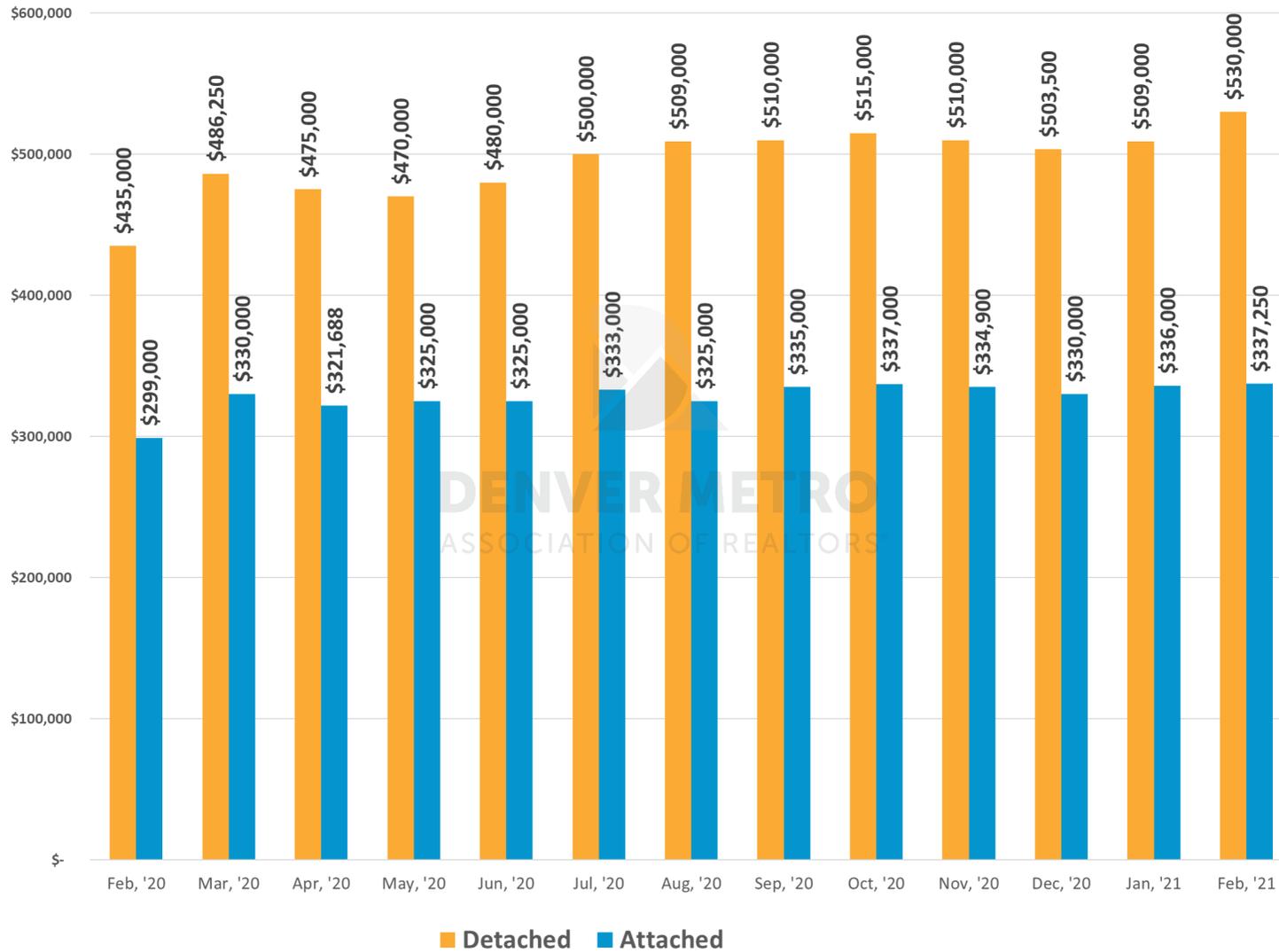


# Median Close Price

**DMAR Market Trends | February 2021 Data**

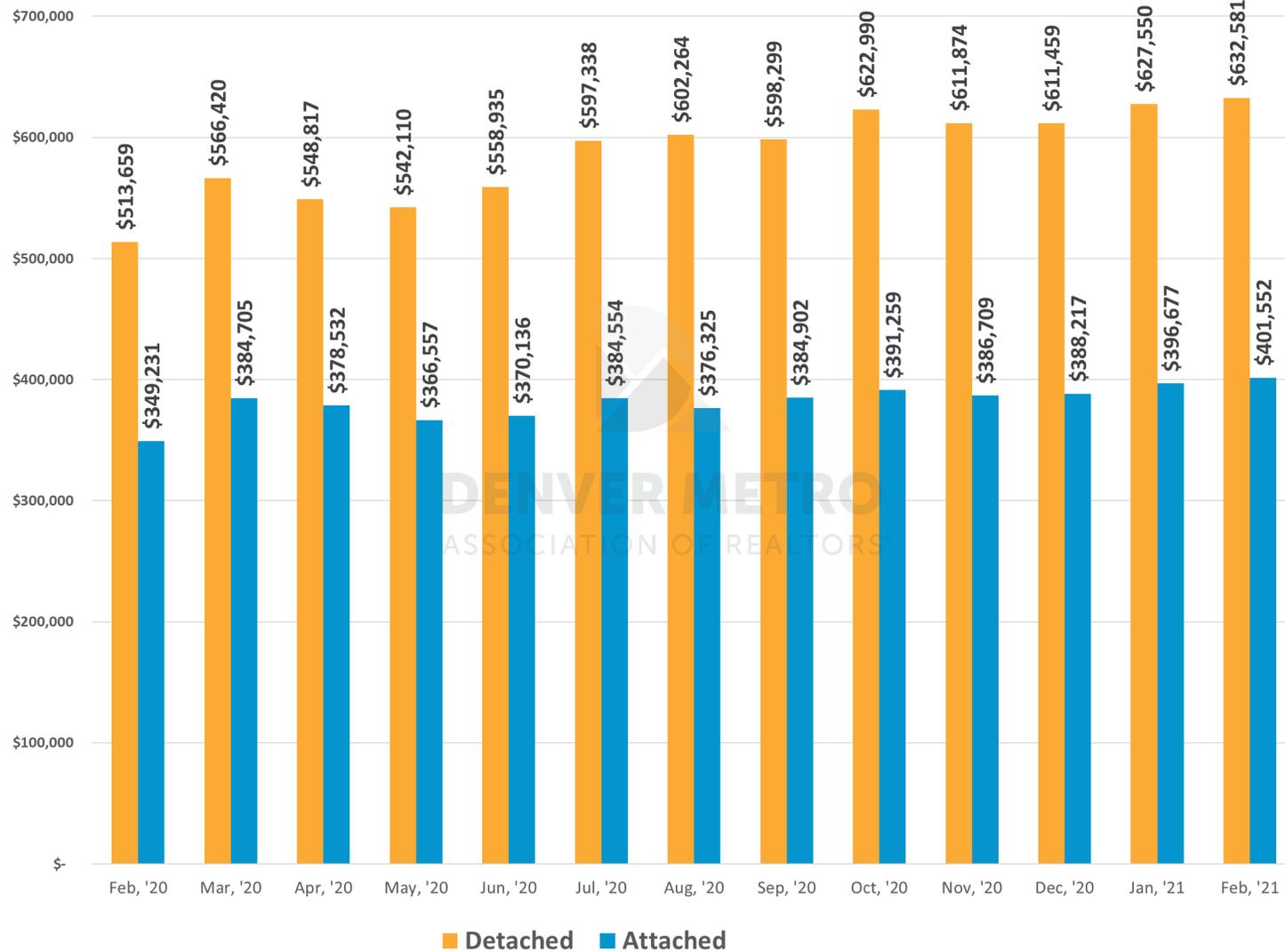
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



# Average Close Price

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

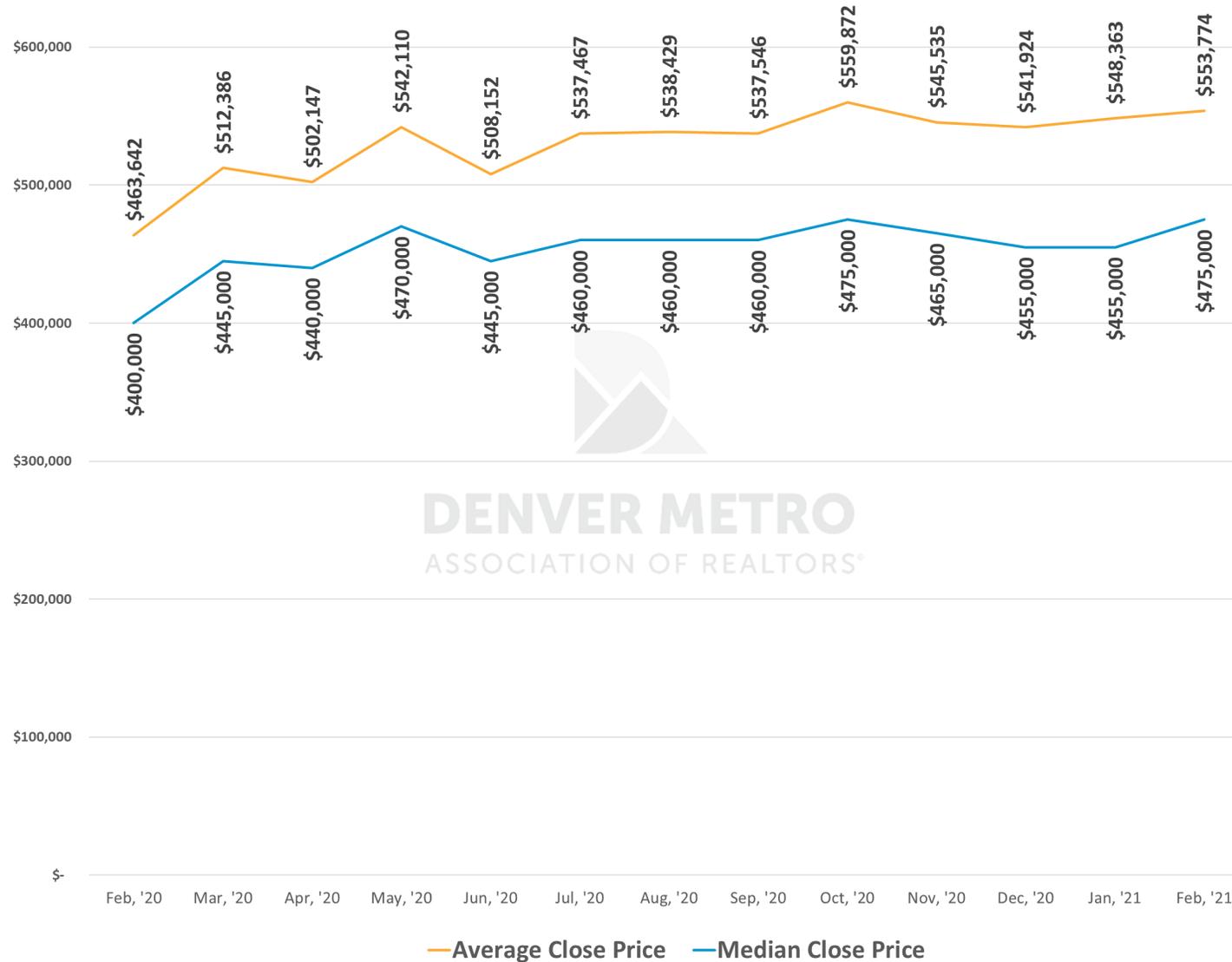


# Residential Close Price

**DMAR Market Trends | February 2021 Data**

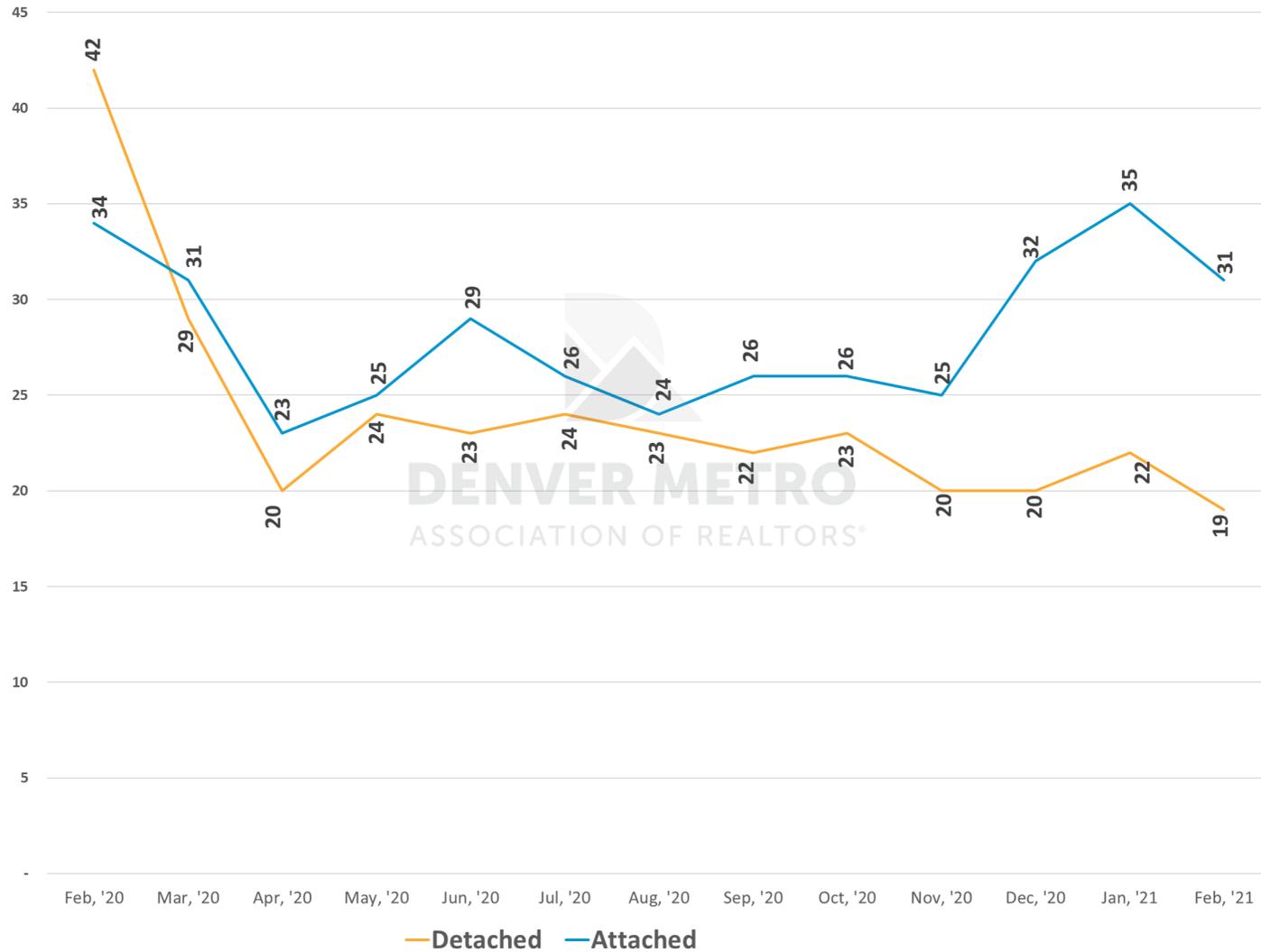
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



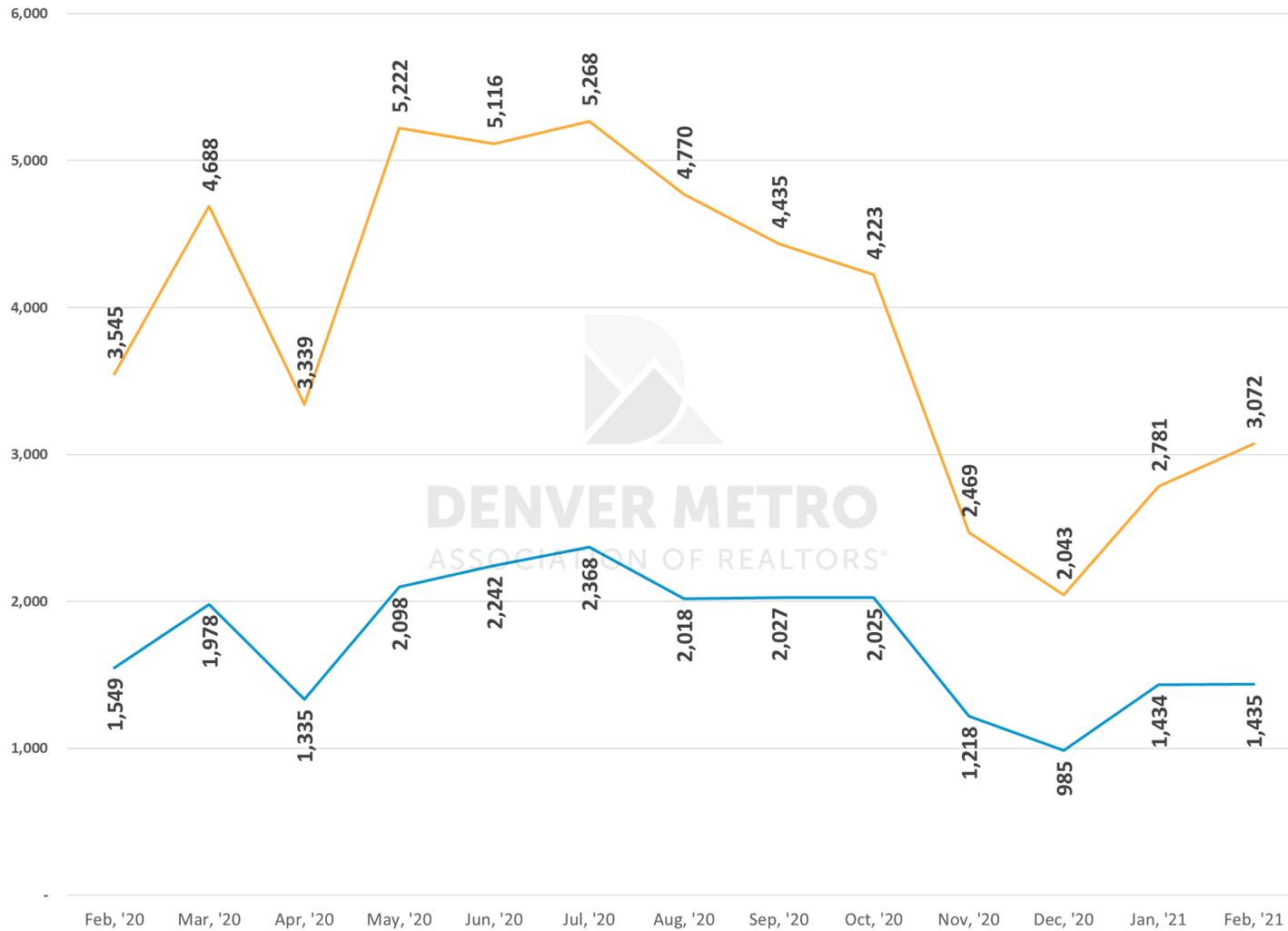

# Average Days in MLS

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



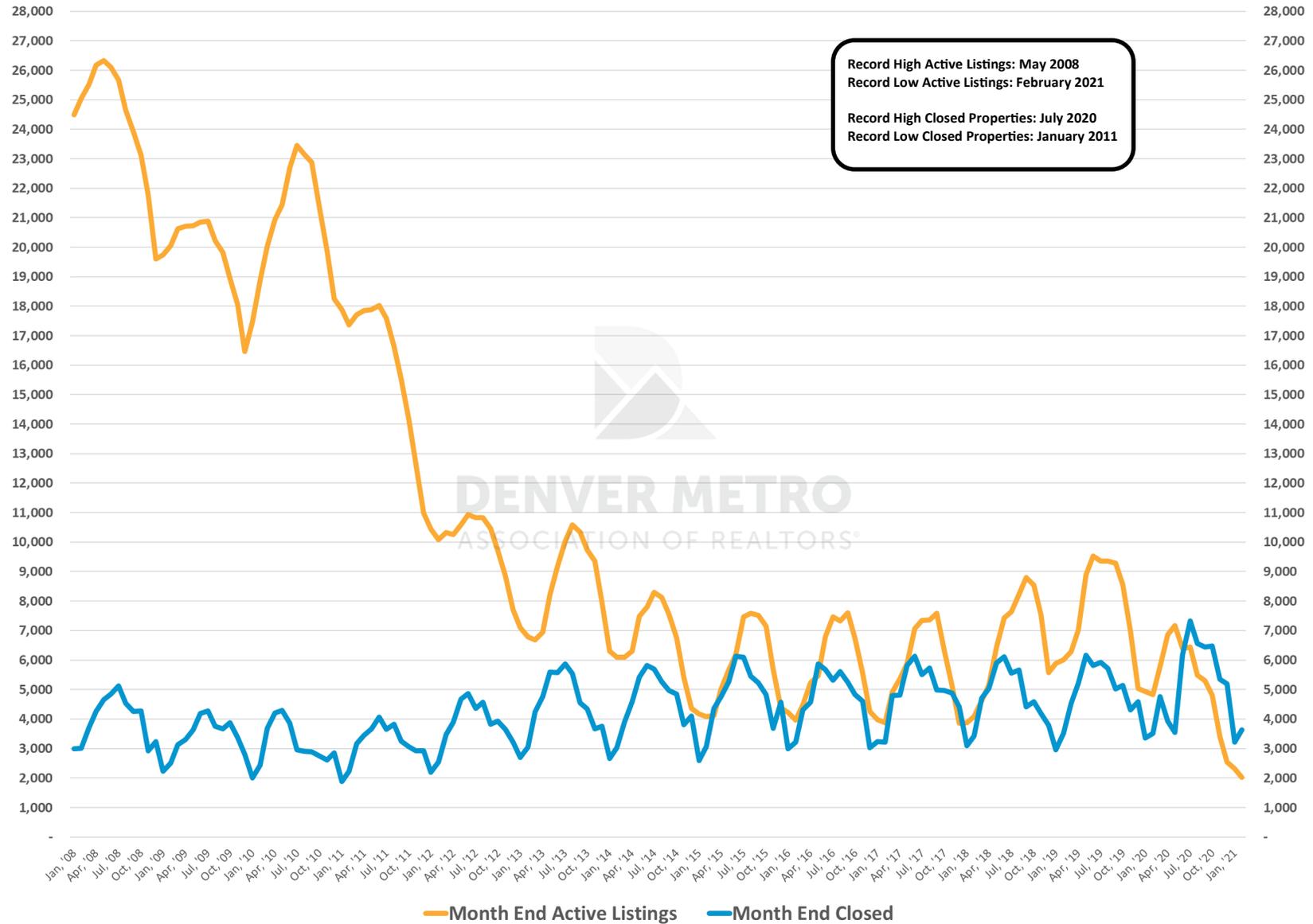
# New Listings

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



# DATA SNAPSHOT

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

	Feb, '21	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Detached + Attached)					
Active Listings at Month End	2,024	2,316	4,835	-12.61%	-58.14%
New Listings	4,507	4,215	5,094	6.93%	-11.52%
Pending	4,706	4,391	4,397	7.17%	7.03%
Closed	3,641	3,210	3,511	13.43%	3.70%
Close Price - Average	\$ 553,774	\$ 548,363	\$ 463,642	0.99%	19.44%
Close Price - Median	\$ 475,000	\$ 455,000	\$ 400,000	4.40%	18.75%
Sales Volume	\$ 2,016,289,358	\$ 1,760,243,841	\$ 1,627,846,447	14.55%	23.86%
Days in MLS - Average	23	27	39	-14.81%	-41.03%
Days in MLS - Median	5	6	15	-16.67%	-66.67%
Close Price/List Price	101.90%	100.60%	99.04%	1.29%	2.89%
<b>Detached</b>					
Active Listings at Month End	1,120	1,263	3,201	-11.32%	-65.01%
New Listings	3,072	2,781	3,545	10.46%	-13.34%
Pending	3,186	2,830	3,080	12.58%	3.44%
Closed	2,399	2,109	2,443	13.75%	-1.80%
Close Price - Average	\$ 632,581	\$ 627,550	\$ 513,659	0.80%	23.15%
Close Price - Median	\$ 530,000	\$ 509,000	\$ 435,000	4.13%	21.84%
Sales Volume	\$ 1,517,561,253	\$ 1,323,501,921	\$ 1,254,867,813	14.66%	20.93%
Days in MLS - Average	19	22	42	-13.64%	-54.76%
Days in MLS - Median	4	5	16	-20.00%	-75.00%
Close Price/List Price	102.54%	101.04%	99.01%	1.48%	3.57%
<b>Attached</b>					
Active Listings at Month End	904	1,053	1,634	-14.15%	-44.68%
New Listings	1,435	1,434	1,549	0.07%	-7.36%
Pending	1,520	1,561	1,317	-2.63%	15.41%
Closed	1,242	1,101	1,068	12.81%	16.29%
Close Price - Average	\$ 401,552	\$ 396,677	\$ 349,231	1.23%	14.98%
Close Price - Median	\$ 337,250	\$ 336,000	\$ 299,000	0.37%	12.79%
Sales Volume	\$ 498,728,105	\$ 436,741,920	\$ 372,978,634	14.19%	33.71%
Days in MLS - Average	31	35	34	-11.43%	-8.82%
Days in MLS - Median	6	12	13	-50.00%	-53.85%
Close Price/List Price	100.66%	99.76%	99.11%	0.90%	1.56%

# FEBRUARY 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
<b>Residential (Detached + Attached)</b>									
Active Listings at Month End	2,024	4,835	6,017	4,084	3,878	-58.14%	-19.64%	47.33%	5.31%
New Listings	8,722	9,986	9,925	8,964	8,529	-12.66%	0.61%	10.72%	5.10%
Closed	6,851	7,233	6,481	6,529	6,548	-5.28%	11.60%	-0.74%	-0.29%
Close Price - Average	\$ 551,238	\$ 481,591	\$ 460,978	\$ 454,716	\$ 404,505	14.46%	4.47%	1.38%	12.41%
Close Price - Median	\$ 465,000	\$ 425,000	\$ 400,000	\$ 395,000	\$ 355,000	9.41%	6.25%	1.27%	11.27%
Sales Volume	\$ 3,776,533,199	\$ 3,483,349,821	\$ 2,987,595,714	\$ 2,968,838,508	\$ 2,648,698,121	8.42%	16.59%	0.63%	12.09%
Days in MLS - Average	25	42	41	34	35	-40.48%	2.44%	20.59%	-2.86%
Days in MLS - Median	5	19	21	8	12	-73.68%	-9.52%	162.50%	-33.33%
Close Price/List Price	101.29%	99.16%	98.83%	99.72%	99.52%	2.15%	0.33%	-0.89%	0.20%
<b>Detached</b>									
Active Listings at Month End	1,120	3,201	4,102	3,015	2,918	-65.01%	-21.96%	36.05%	3.32%
New Listings	5,853	6,736	6,848	6,312	6,000	-13.11%	-1.64%	8.49%	5.20%
Closed	4,508	4,927	4,560	4,507	4,623	-8.50%	8.05%	1.18%	-2.51%
Close Price - Average	\$ 630,227	\$ 537,468	\$ 506,626	\$ 502,520	\$ 450,452	17.26%	6.09%	0.82%	11.56%
Close Price - Median	\$ 521,000	\$ 465,000	\$ 430,000	\$ 428,000	\$ 387,500	12.04%	8.14%	0.47%	10.45%
Sales Volume	\$ 2,841,063,174	\$ 2,648,102,742	\$ 2,310,215,532	\$ 2,264,856,979	\$ 2,082,437,970	7.29%	14.63%	2.00%	8.76%
Days in MLS - Average	21	41	43	35	38	-48.78%	-4.65%	22.86%	-7.89%
Days in MLS - Median	5	18	23	9	15	-72.22%	-21.74%	155.56%	-40.00%
Close Price/List Price	101.84%	99.16%	98.77%	99.62%	99.36%	2.70%	0.39%	-0.85%	0.26%
<b>Attached</b>									
Active Listings at Month End	904	1,634	1,915	1,069	960	-44.68%	-14.67%	79.14%	11.35%
New Listings	2,869	3,250	3,077	2,652	2,529	-11.72%	5.62%	16.03%	4.86%
Closed	2,343	2,306	1,921	2,022	1,925	1.60%	20.04%	-5.00%	5.04%
Close Price - Average	\$ 399,262	\$ 362,206	\$ 352,619	\$ 348,161	\$ 294,161	10.23%	2.72%	1.28%	18.36%
Close Price - Median	\$ 336,215	\$ 310,000	\$ 296,000	\$ 295,000	\$ 249,900	8.46%	4.73%	0.34%	18.05%
Sales Volume	\$ 935,470,025	\$ 835,247,079	\$ 677,380,182	\$ 703,981,529	\$ 566,260,151	12.00%	23.31%	-3.78%	24.32%
Days in MLS - Average	33	43	37	29	27	-23.26%	16.22%	27.59%	7.41%
Days in MLS - Median	8	21	18	7	7	-61.90%	16.67%	157.14%	0.00%
Close Price/List Price	100.24%	99.13%	98.95%	99.96%	99.90%	1.12%	0.18%	-1.01%	0.06%

# MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	4	3	0.75	-	-	
	\$100,000 to \$199,999	6	5	0.83	108	97	0.90
	\$200,000 to \$299,999	51	21	0.41	319	157	0.49
	\$300,000 to \$399,999	309	80	0.26	389	141	0.36
	\$400,000 to \$499,999	653	179	0.27	174	144	0.83
	\$500,000 to \$749,999	905	307	0.34	175	178	1.02
	\$750,000 to \$999,999	265	175	0.66	52	87	1.67
	\$1,000,000 and over	206	350	1.70	25	100	4.00
	TOTALS	2,399	1,120	0.47	1,242	904	0.73

	Price Range	Detached		% change	Attached		% change
		Closed Feb, '21	Closed Jan, '21		Closed Feb, '21	Closed Jan, '21	
Month-Over-Month	\$0 to \$99,999	4	1	300.00%	-	-	
	\$100,000 to \$199,999	6	2	200.00%	108	91	18.68%
	\$200,000 to \$299,999	51	50	2.00%	319	318	0.31%
	\$300,000 to \$399,999	309	340	-9.12%	389	301	29.24%
	\$400,000 to \$499,999	653	613	6.53%	174	167	4.19%
	\$500,000 to \$749,999	905	729	24.14%	175	156	12.18%
	\$750,000 to \$999,999	265	188	40.96%	52	39	33.33%
	\$1,000,000 and over	206	186	10.75%	25	29	-13.79%
	TOTALS	2,399	2,109	13.75%	1,242	1,101	12.81%

	Price Range	Detached		% change	Attached		% change
		YTD Feb, '21	YTD Feb, '20		YTD Feb, '21	YTD Feb, '20	
Year-Over-Year	\$0 to \$99,999	5	5	0.00%	-	-	
	\$100,000 to \$199,999	8	23	-65.22%	199	274	-27.37%
	\$200,000 to \$299,999	51	227	-77.53%	637	796	-19.97%
	\$300,000 to \$399,999	649	1,193	-45.60%	690	571	20.84%
	\$400,000 to \$499,999	1,266	1,448	-12.57%	341	302	12.91%
	\$500,000 to \$749,999	1,634	1,486	9.96%	331	263	25.86%
	\$750,000 to \$999,999	453	300	51.00%	91	71	28.17%
	\$1,000,000 and over	392	245	60.00%	54	29	86.21%
	TOTALS	4,458	4,927	-9.52%	2,343	2,306	1.60%

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

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

	Feb, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	360	289	341	24.57%	5.57%
Pending	353	296	203	19.26%	73.89%
Closed	231	215	156	7.44%	48.08%
Sales Volume	\$ 368,724,391	\$ 353,915,536	\$ 239,046,556	4.18%	54.25%
Days in MLS - Average	63	68	71	-7.35%	-11.27%
Days in MLS - Median	16	40	36	-60.00%	-55.56%
Close Price/List Price	99.65%	97.72%	96.76%	1.98%	2.99%
PSF Total	\$ 357	\$ 350	\$ 360	2.00%	-0.83%
<b>Detached</b>					
New Listings	312	246	289	26.83%	7.96%
Pending	324	262	183	23.66%	77.05%
Closed	206	186	141	10.75%	46.10%
Sales Volume	\$ 329,484,235	\$ 317,745,666	\$ 217,637,181	3.69%	51.39%
Days in MLS - Average	62	69	71	-10.14%	-12.68%
Days in MLS - Median	15	41	37	-63.41%	-59.46%
Close Price/List Price	99.86%	97.73%	96.81%	2.18%	3.15%
PSF Total	\$ 337	\$ 327	\$ 332	3.06%	1.51%
<b>Attached</b>					
New Listings	48	43	52	11.63%	-7.69%
Pending	29	34	20	-14.71%	45.00%
Closed	25	29	15	-13.79%	66.67%
Sales Volume	\$ 39,240,156	\$ 36,169,870	\$ 21,409,375	8.49%	83.28%
Days in MLS - Average	71	65	71	9.23%	0.00%
Days in MLS - Median	35	8	27	337.50%	29.63%
Close Price/List Price	97.93%	97.60%	96.35%	0.34%	1.64%
PSF Total	\$ 519	\$ 500	\$ 620	3.80%	-16.29%

# 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
<b>Residential (Detached + Attached)</b>									
New Listings	649	653	572	511	419	-0.61%	14.16%	11.94%	21.96%
Pending	649	399	348	334	238	62.66%	14.66%	4.19%	40.34%
Closed	446	274	225	238	157	62.77%	21.78%	-5.46%	51.59%
Sales Volume	\$ 722,639,927	\$ 420,439,683	\$ 353,434,802	\$ 356,838,777	\$ 248,170,080	71.88%	18.96%	-0.95%	43.79%
Days in MLS - Average	65	77	84	97	121	-15.58%	-8.33%	-13.40%	-19.83%
Days in MLS - Median	31	47	49	67	83	-34.04%	-4.08%	-26.87%	-19.28%
Close Price/List Price	98.72%	96.43%	97.05%	96.57%	96.19%	2.37%	-0.64%	0.50%	0.40%
PSF Total	\$ 354	\$ 363	\$ 324	\$ 301	\$ 303	-2.48%	12.04%	7.64%	-0.66%
<b>Detached</b>									
New Listings	558	558	503	459	363	0.00%	10.93%	9.59%	26.45%
Pending	586	360	310	297	206	62.78%	16.13%	4.38%	44.17%
Closed	392	245	202	212	141	60.00%	21.29%	-4.72%	50.35%
Sales Volume	\$ 647,229,901	\$ 377,520,000	\$ 308,767,032	\$ 319,332,348	\$ 225,986,190	71.44%	22.27%	-3.31%	41.31%
Days in MLS - Average	65	78	82	99	121	-16.67%	-4.88%	-17.17%	-18.18%
Days in MLS - Median	32	45	41	67	84	-28.89%	9.76%	-38.81%	-20.24%
Close Price/List Price	98.85%	96.41%	97.12%	96.50%	96.16%	2.53%	-0.73%	0.64%	0.35%
PSF Total	\$ 332	\$ 330	\$ 293	\$ 278	\$ 287	0.61%	12.63%	5.40%	-3.14%
<b>Attached</b>									
New Listings	91	95	69	52	56	-4.21%	37.68%	32.69%	-7.14%
Pending	63	39	38	37	32	61.54%	2.63%	2.70%	15.63%
Closed	54	29	23	26	16	86.21%	26.09%	-11.54%	62.50%
Sales Volume	\$ 75,410,026	\$ 42,919,683	\$ 44,667,770	\$ 37,506,429	\$ 22,183,890	75.70%	-3.91%	19.09%	69.07%
Days in MLS - Average	68	72	98	82	122	-5.56%	-26.53%	19.51%	-32.79%
Days in MLS - Median	23	64	92	38	62	-64.06%	-30.43%	142.11%	-38.71%
Close Price/List Price	97.75%	96.58%	96.44%	97.20%	96.46%	1.21%	0.15%	-0.78%	0.77%
PSF Total	\$ 509	\$ 634	\$ 596	\$ 482	\$ 444	-19.72%	6.38%	23.65%	8.56%

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

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

	Feb, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	452	324	400	39.51%	13.00%
Pending	429	371	299	15.63%	43.48%
Closed	317	227	201	39.65%	57.71%
Sales Volume	\$ 270,705,354	\$ 194,929,055	\$ 169,868,478	38.87%	59.36%
Days in MLS - Average	35	39	54	-10.26%	-35.19%
Days in MLS - Median	5	14	29	-64.29%	-82.76%
Close Price/List Price	101.71%	99.50%	98.90%	2.22%	2.84%
PSF Total	\$ 270	\$ 261	\$ 253	3.45%	6.72%
<b>Detached</b>					
New Listings	375	250	305	50.00%	22.95%
Pending	353	298	237	18.46%	48.95%
Closed	265	188	156	40.96%	69.87%
Sales Volume	\$ 225,871,685	\$ 161,302,637	\$ 131,952,093	40.03%	71.18%
Days in MLS - Average	31	32	52	-3.13%	-40.38%
Days in MLS - Median	5	13	27	-61.54%	-81.48%
Close Price/List Price	102.23%	99.74%	98.88%	2.50%	3.39%
PSF Total	\$ 247	\$ 241	\$ 226	2.49%	9.29%
<b>Attached</b>					
New Listings	77	74	95	4.05%	-18.95%
Pending	76	73	62	4.11%	22.58%
Closed	52	39	45	33.33%	15.56%
Sales Volume	\$ 44,833,669	\$ 33,626,418	\$ 37,916,385	33.33%	18.24%
Days in MLS - Average	50	73	61	-31.51%	-18.03%
Days in MLS - Median	21	33	37	-36.36%	-43.24%
Close Price/List Price	99.08%	98.33%	98.95%	0.76%	0.13%
PSF Total	\$ 386	\$ 357	\$ 346	8.12%	11.56%

# 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
<b>Residential (Detached + Attached)</b>									
New Listings	776	744	656	563	455	4.30%	13.41%	16.52%	23.74%
Pending	800	551	453	427	354	45.19%	21.63%	6.09%	20.62%
Closed	544	371	291	296	200	46.63%	27.49%	-1.69%	48.00%
Sales Volume	\$ 465,634,409	\$ 312,811,788	\$ 245,355,636	\$ 251,474,156	\$ 169,980,604	48.85%	27.49%	-2.43%	47.94%
Days in MLS - Average	37	61	62	68	77	-39.34%	-1.61%	-8.82%	-11.69%
Days in MLS - Median	7	39	36	44	51	-82.05%	8.33%	-18.18%	-13.73%
Close Price/List Price	100.79%	98.57%	98.36%	98.81%	98.05%	2.25%	0.21%	-0.46%	0.78%
PSF Total	\$ 266	\$ 247	\$ 242	\$ 252	\$ 223	7.69%	2.07%	-3.97%	13.00%
<b>Detached</b>									
	<b>YTD 2016</b>					<b>'16 vs '15</b>			
New Listings	625	580	528	471	380	7.76%	9.85%	12.10%	23.95%
Pending	651	438	370	352	298	48.63%	18.38%	5.11%	18.12%
Closed	453	300	234	232	176	51.00%	28.21%	0.86%	31.82%
Sales Volume	\$ 387,174,322	\$ 253,279,374	\$ 197,386,765	\$ 197,612,245	\$ 150,104,876	52.86%	28.32%	-0.11%	31.65%
Days in MLS - Average	32	61	60	68	80	-47.54%	1.67%	-11.76%	-15.00%
Days in MLS - Median	6	44	34	50	53	-86.36%	29.41%	-32.00%	-5.66%
Close Price/List Price	101.20%	98.50%	98.39%	98.69%	97.84%	2.74%	0.11%	-0.30%	0.87%
PSF Total	\$ 244	\$ 224	\$ 222	\$ 226	\$ 212	8.93%	0.90%	-1.77%	6.60%
<b>Attached</b>									
New Listings	151	164	128	92	75	-7.93%	28.13%	39.13%	22.67%
Pending	149	113	83	75	56	31.86%	36.14%	10.67%	33.93%
Closed	91	71	57	64	24	28.17%	24.56%	-10.94%	166.67%
Sales Volume	\$ 78,460,087	\$ 59,532,414	\$ 47,968,871	\$ 53,861,911	\$ 19,875,728	31.79%	24.11%	-10.94%	170.99%
Days in MLS - Average	60	59	68	70	56	1.69%	-13.24%	-2.86%	25.00%
Days in MLS - Median	32	32	44	28	22	0.00%	-27.27%	57.14%	27.27%
Close Price/List Price	98.76%	98.89%	98.25%	99.24%	99.56%	-0.13%	0.65%	-1.00%	-0.32%
PSF Total	\$ 374	\$ 343	\$ 323	\$ 347	\$ 305	9.04%	6.19%	-6.92%	13.77%

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

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

	Feb, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,289	1,134	1,379	13.67%	-6.53%
Pending	1,330	1,175	1,153	13.19%	15.35%
Closed	1,080	885	951	22.03%	13.56%
Sales Volume	\$ 647,461,718	\$ 528,677,033	\$ 562,418,986	22.47%	15.12%
Days in MLS - Average	20	25	47	-20.00%	-57.45%
Days in MLS - Median	4	5	19	-20.00%	-78.95%
Close Price/List Price	102.87%	101.14%	99.42%	1.71%	3.47%
PSF Total	\$ 253	\$ 237	\$ 220	6.75%	15.00%
<b>Detached</b>					
New Listings	1,092	949	1,138	15.07%	-4.04%
Pending	1,128	954	972	18.24%	16.05%
Closed	905	729	796	24.14%	13.69%
Sales Volume	\$ 542,341,904	\$ 434,344,037	\$ 470,168,743	24.86%	15.35%
Days in MLS - Average	15	19	43	-21.05%	-65.12%
Days in MLS - Median	4	5	18	-20.00%	-77.78%
Close Price/List Price	103.29%	101.32%	99.42%	1.94%	3.89%
PSF Total	\$ 233	\$ 216	\$ 195	7.87%	19.49%
<b>Attached</b>					
New Listings	197	185	241	6.49%	-18.26%
Pending	202	221	181	-8.60%	11.60%
Closed	175	156	155	12.18%	12.90%
Sales Volume	\$ 105,119,814	\$ 94,332,996	\$ 92,250,243	11.43%	13.95%
Days in MLS - Average	45	53	65	-15.09%	-30.77%
Days in MLS - Median	9	22	24	-59.09%	-62.50%
Close Price/List Price	100.70%	100.28%	99.46%	0.42%	1.25%
PSF Total	\$ 357	\$ 332	\$ 349	7.53%	2.29%

# 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
<b>Residential (Detached + Attached)</b>									
New Listings	2,423	2,604	2,353	1,840	1,558	-6.95%	10.67%	27.88%	18.10%
Pending	2,505	2,267	1,815	1,720	1,380	10.50%	24.90%	5.52%	24.64%
Closed	1,965	1,749	1,283	1,285	977	12.35%	36.32%	-0.16%	31.53%
Sales Volume	\$ 1,176,138,751	\$ 1,037,334,256	\$ 762,393,651	\$ 756,205,312	\$ 575,190,384	13.38%	36.06%	0.82%	31.47%
Days in MLS - Average	22	51	52	49	56	-56.86%	-1.92%	6.12%	-12.50%
Days in MLS - Median	5	29	33	21	33	-82.76%	-12.12%	57.14%	-36.36%
Close Price/List Price	102.09%	99.06%	98.79%	99.29%	98.88%	3.06%	0.27%	-0.50%	0.41%
PSF Total	\$ 246	\$ 217	\$ 209	\$ 210	\$ 197	13.36%	3.83%	-0.48%	6.60%
<b>Detached YTD 2016 '16 vs '15</b>									
New Listings	2,041	2,162	1,983	1,622	1,319	-5.60%	9.03%	22.26%	22.97%
Pending	2,082	1,903	1,574	1,468	1,168	9.41%	20.90%	7.22%	25.68%
Closed	1,634	1,486	1,108	1,066	825	9.96%	34.12%	3.94%	29.21%
Sales Volume	\$ 976,685,941	\$ 880,673,219	\$ 658,059,036	\$ 627,635,123	\$ 485,276,831	10.90%	33.83%	4.85%	29.34%
Days in MLS - Average	17	49	51	48	56	-65.31%	-3.92%	6.25%	-14.29%
Days in MLS - Median	4	29	34	21	33	-86.21%	-14.71%	61.90%	-36.36%
Close Price/List Price	102.41%	99.04%	98.81%	99.24%	98.82%	3.40%	0.23%	-0.43%	0.43%
PSF Total	\$ 225	\$ 194	\$ 192	\$ 187	\$ 175	15.98%	1.04%	2.67%	6.86%
<b>Attached YTD 2016 '16 vs '15</b>									
New Listings	382	442	370	218	239	-13.57%	19.46%	69.72%	-8.79%
Pending	423	364	241	252	212	16.21%	51.04%	-4.37%	18.87%
Closed	331	263	175	219	152	25.86%	50.29%	-20.09%	44.08%
Sales Volume	\$ 199,452,810	\$ 156,661,037	\$ 104,334,615	\$ 128,570,189	\$ 89,913,553	27.31%	50.15%	-18.85%	42.99%
Days in MLS - Average	49	64	55	56	54	-23.44%	16.36%	-1.79%	3.70%
Days in MLS - Median	12	36	29	19	33	-66.67%	24.14%	52.63%	-42.42%
Close Price/List Price	100.51%	99.19%	98.63%	99.56%	99.23%	1.33%	0.57%	-0.93%	0.33%
PSF Total	\$ 345	\$ 349	\$ 314	\$ 329	\$ 318	-1.15%	11.15%	-4.56%	3.46%

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

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

	Feb, '21	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Detached + Attached)					
New Listings	1,902	1,881	2,272	1.12%	-16.29%
Pending	2,010	1,905	2,089	5.51%	-3.78%
Closed	1,525	1,421	1,882	7.32%	-18.97%
Sales Volume	\$ 614,989,102	\$ 573,370,263	\$ 753,717,327	7.26%	-18.41%
Days in MLS - Average	16	18	32	-11.11%	-50.00%
Days in MLS - Median	4	5	9	-20.00%	-55.56%
Close Price/List Price	102.43%	101.27%	99.84%	1.15%	2.59%
PSF Total	\$ 261	\$ 247	\$ 218	5.67%	19.72%
<b>Detached</b>					
New Listings	1,255	1,272	1,631	-1.34%	-23.05%
Pending	1,326	1,244	1,537	6.59%	-13.73%
Closed	962	953	1,409	0.94%	-31.72%
Sales Volume	\$ 405,186,298	\$ 396,354,445	\$ 574,860,904	2.23%	-29.52%
Days in MLS - Average	10	13	29	-23.08%	-65.52%
Days in MLS - Median	4	4	8	0.00%	-50.00%
Close Price/List Price	103.09%	101.82%	99.92%	1.25%	3.17%
PSF Total	\$ 248	\$ 237	\$ 202	4.64%	22.77%
<b>Attached</b>					
New Listings	647	609	641	6.24%	0.94%
Pending	684	661	552	3.48%	23.91%
Closed	563	468	473	20.30%	19.03%
Sales Volume	\$ 209,802,804	\$ 177,015,818	\$ 178,856,423	18.52%	17.30%
Days in MLS - Average	27	28	38	-3.57%	-28.95%
Days in MLS - Median	5	9	13	-44.44%	-61.54%
Close Price/List Price	101.30%	100.16%	99.59%	1.14%	1.72%
PSF Total	\$ 283	\$ 266	\$ 263	6.39%	7.60%

# 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
<b>Residential</b> (Detached + Attached)									
New Listings	3,783	4,467	4,666	4,122	3,695	-15.31%	-4.26%	13.20%	11.56%
Pending	3,915	4,244	4,208	3,828	3,685	-7.75%	0.86%	9.93%	3.88%
Closed	2,946	3,514	3,378	3,243	3,002	-16.16%	4.03%	4.16%	8.03%
Sales Volume	\$ 1,188,359,365	\$ 1,401,482,925	\$ 1,317,865,551	\$ 1,263,165,262	\$ 1,153,707,567	-15.21%	6.34%	4.33%	9.49%
Days in MLS - Average	17	34	36	26	32	-50.00%	-5.56%	38.46%	-18.75%
Days in MLS - Median	4	14	19	7	12	-71.43%	-26.32%	171.43%	-41.67%
Close Price/List Price	101.87%	99.58%	99.17%	100.09%	99.65%	2.30%	0.41%	-0.92%	0.44%
PSF Total	\$ 254	\$ 216	\$ 204	\$ 200	\$ 176	17.59%	5.88%	2.00%	13.64%
<b>Detached</b>									
New Listings	2,527	3,160	3,513	3,241	2,976	-20.03%	-10.05%	8.39%	8.90%
Pending	2,570	3,132	3,279	3,024	3,051	-17.94%	-4.48%	8.43%	-0.88%
Closed	1,915	2,641	2,695	2,579	2,557	-27.49%	-2.00%	4.50%	0.86%
Sales Volume	\$ 801,540,743	\$ 1,072,249,626	\$ 1,062,913,012	\$ 1,012,608,612	\$ 986,853,021	-25.25%	0.88%	4.97%	2.61%
Days in MLS - Average	12	32	36	24	30	-62.50%	-11.11%	50.00%	-20.00%
Days in MLS - Median	4	13	19	7	12	-69.23%	-31.58%	171.43%	-41.67%
Close Price/List Price	102.45%	99.65%	99.12%	100.08%	99.66%	2.81%	0.53%	-0.96%	0.42%
PSF Total	\$ 243	\$ 201	\$ 191	\$ 185	\$ 165	20.90%	5.24%	3.24%	12.12%
<b>Attached</b>									
New Listings	1,256	1,307	1,153	881	719	-3.90%	13.36%	30.87%	22.53%
Pending	1,345	1,112	929	804	634	20.95%	19.70%	15.55%	26.81%
Closed	1,031	873	683	664	445	18.10%	27.82%	2.86%	49.21%
Sales Volume	\$ 386,818,622	\$ 329,233,299	\$ 254,952,539	\$ 250,556,650	\$ 166,854,546	17.49%	29.14%	1.75%	50.16%
Days in MLS - Average	27	41	35	31	39	-34.15%	17.14%	12.90%	-20.51%
Days in MLS - Median	6	20	17	9	12	-70.00%	17.65%	88.89%	-25.00%
Close Price/List Price	100.79%	99.35%	99.39%	100.12%	99.63%	1.45%	-0.04%	-0.73%	0.49%
PSF Total	\$ 275	\$ 262	\$ 257	\$ 260	\$ 242	4.96%	1.95%	-1.15%	7.44%