

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



Denver Metro Real Estate Market Trends Report

December 2020



Market Report
COMPLIMENTS OF
ANTHONY RAE
RE/MAX ALLIANCE 303.520.3179



MARKET OVERVIEW

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

Here are the highlights:



Residential (Detached plus Attached)

		Prior Month	Year-Over-Year
Active Listings at Month End	3,415	-29.16%	-51.13%
Closed Homes	4,820	-25.49%	11.91%
Close Price - Average	\$549,756	-1.81%	13.12%
Close Price - Median	\$469,000	-1.26%	11.67%
Days in MLS - Average	22	-8.33%	-37.14%



Detached

Active Listings at Month End	1,755	-33.60%	-62.73%
Closed Homes	3,402	-27.72%	9.07%
Close Price - Average	\$615,766	-1.16%	15.51%
Close Price - Median	\$513,000	-0.39%	14.00%
Days in MLS - Average	20	-13.04%	-44.44%



Attached

Active Listings at Month End	1,660	-23.78%	-27.16%
Closed Homes	1,418	-19.52%	19.36%
Close Price - Average	\$391,390	0.03%	8.01%
Close Price - Median	\$335,000	-0.59%	7.37%
Days in MLS - Average	25	-3.85%	-26.47%

MARKET INSIGHTS

✓ REALTOR® Tidbits:

- When writing competitive offers, counsel your buyers to consider paying more of the closing fees for the seller such as the Owner's Extended Coverage (OEC), the full closing service fees, the seller's title policy and/or the transfer fees. Having your buyer pay these fees adds up and can lead to a winning offer.
- It's the holiday season and many homeowners decide to wait until after the holidays to sell their homes. Similarly, others whose homes are on the market may withdraw their listings until the spring.
- Reasons why selling your home now or keeping it on the market is a good choice:
 - Buyers are active and mortgage rates are historically low, providing more purchasing power for buyers.
 - Homebuyers looking to purchase homes during the holidays are the serious ones and are ready to buy now.
 - You can restrict the showings on your home to days and times that are most convenient for you or allow virtual open houses. You get more control during the holiday season.
 - When homes are decorated for the holidays, it appeals to many buyers.
 - We're in a seller's market in most segments of the market and inventory is at a record low. There are just not enough homes on the market to keep up with the demand, which puts you in the driver's seat.
- Multiple offer scenarios are continuing later this year than they have in years past, and in price points where we have not been as used to seeing them. Buyers who are ready to compete and who have their loans ready to go are coming out on top.
- Many investors that have been doing fix and flips are continuing to push the value of homes as labor and material costs have not gone down.
- With the Gallagher Amendment overturned, many homebuyers are calculating their payments and expecting taxes to go up.

✓ Local News:

- More Coloradans are turning to real estate websites as a way to escape the reality of the pandemic without leaving home. According to the Colorado Association of REALTORS®, the most searched for zip code listings include Aspen, Boulder, Windsor, Telluride and Steamboat Springs.
- The latest showing data provided by ShowingTime proves that buyer demand is still at multi-year highs. We continue to be well above the seasonal norm for showing activity per active home listing.
- After three fruitless years of negotiating with Airbnb, Denver officials will now fine Airbnb and other similar sites \$1,000 a day for booking unlicensed rentals.

✓ National News:

- According to Chief Economist and Senior Vice President of Research at the National Association of REALTORS® (NAR), Lawrence Yun, "The housing market has been exceptional in 2020, with demand soaring alongside low interest rates and a shift toward remote work for a good number of the labor force."

- Interest rates hit another all-time low bringing more buyers to the marketplace. As prices continue to rise, President-elect Biden's potential home buyer tax credit could make home affordability easier for buyers currently priced out of the market.
- U.S. sales of vacation homes are soaring. In October 2020, demand for second homes skyrocketed 100 percent from a year earlier - the fourth triple-digit increase in the last five months. That outpaced the 50 percent increase in demand for primary homes.
- Nationally, more than seven in 10 homes sold in October 2020 - 72 percent - were on the market for less than a month.
- The National Association of REALTORS® (NAR) Board of Directors approved an Amendment to the professional standards policy, expanding the applicability of the Code of Ethics to all REALTOR® activities.
- On a national level, existing-home sales grew for the fifth consecutive month in October to a seasonally-adjusted annual rate of 6.85 million - up 4.3 percent from the prior month and 26.6 percent from one year ago.
- Nationally, the historic number of home sales (1963-2019) declined an average of 9.8 percent from October to November. In election years, the decline drops as much as 15 percent. This decline is temporary in election years and ultimately results in deferred sales as buyers wait on the presidential election result; however, the results do not affect purchasing decisions.
- Copper prices are surging along with lumber prices, making it difficult for builders to produce affordable products in markets all across the U.S.

✓ Mortgage News:

- Appreciation continues to soar as buyers scurry to take advantage of lower interest rates. FHFA just released September data showing appreciation of 9.1 percent nationally, 7.7 percent in Denver, 11.3 percent in Colorado Springs and 7.4 percent statewide in Colorado.
- Muted inflation, increasing COVID-19 cases and a lack of a financial stimulus package are keeping rates at historic lows. November ended with the national average rate of 2.72 percent.
- Builder confidence hit a record-high for the third month straight given the rising demand and lack of existing sales.
- In response to rising property values across the country, FHFA increased maximum conforming loan limits for 2021. For single-unit home mortgages, conforming loan limits will increase from \$510,400 to \$548,250 in most of the country.

✓ Quick Stats:

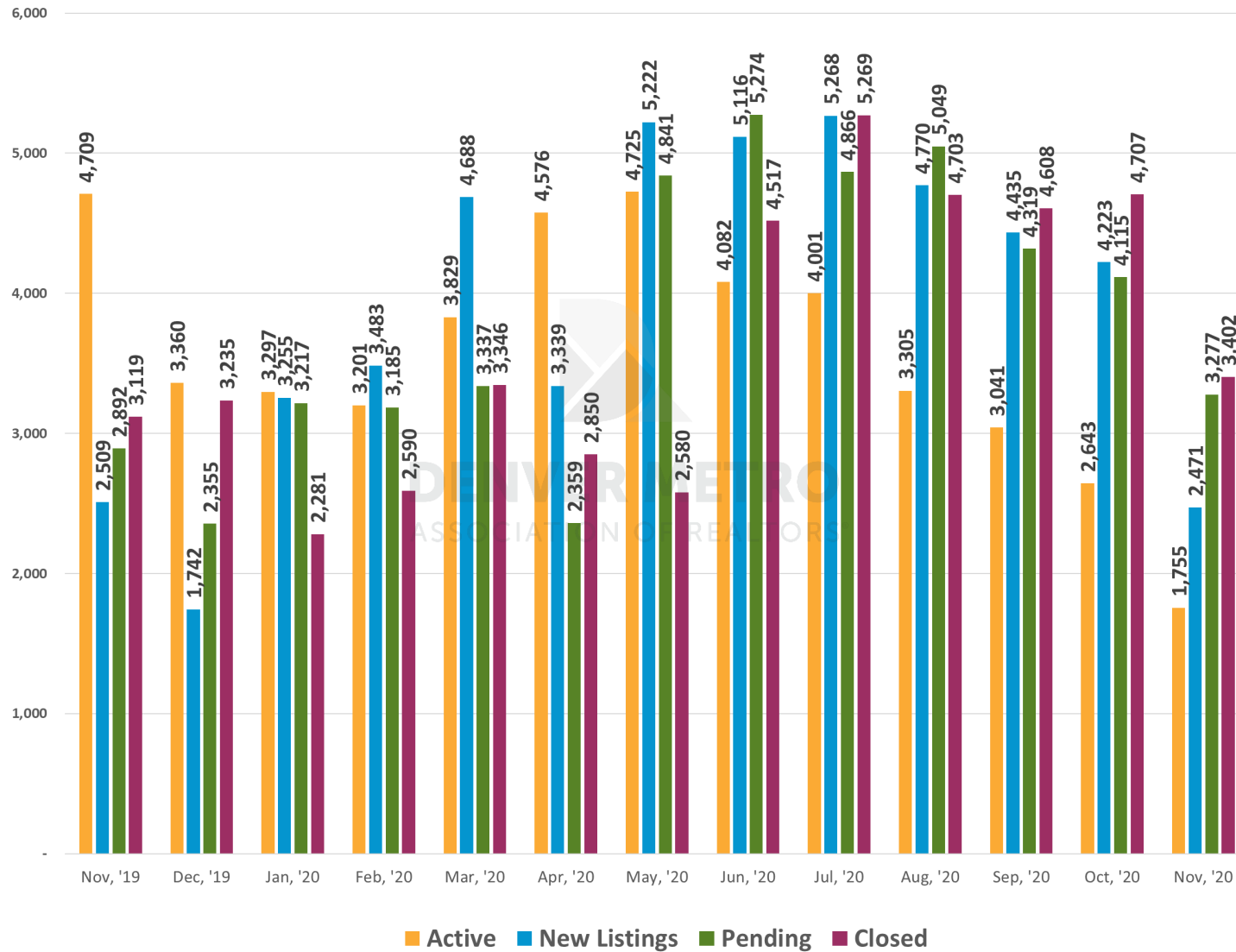
- Average active listings for November is 14,488 (1985-2019.)
- Record-high November was 2006 with 27,530 listings and the record-low was set November 2020 with 3,415 listings.
- The historical average decrease in active listings from October to November is 9.97 percent. 29.16 percent in 2020 represents the largest month-over-month decrease on record.

Detached Single-Family

DMAR Market Trends | November 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

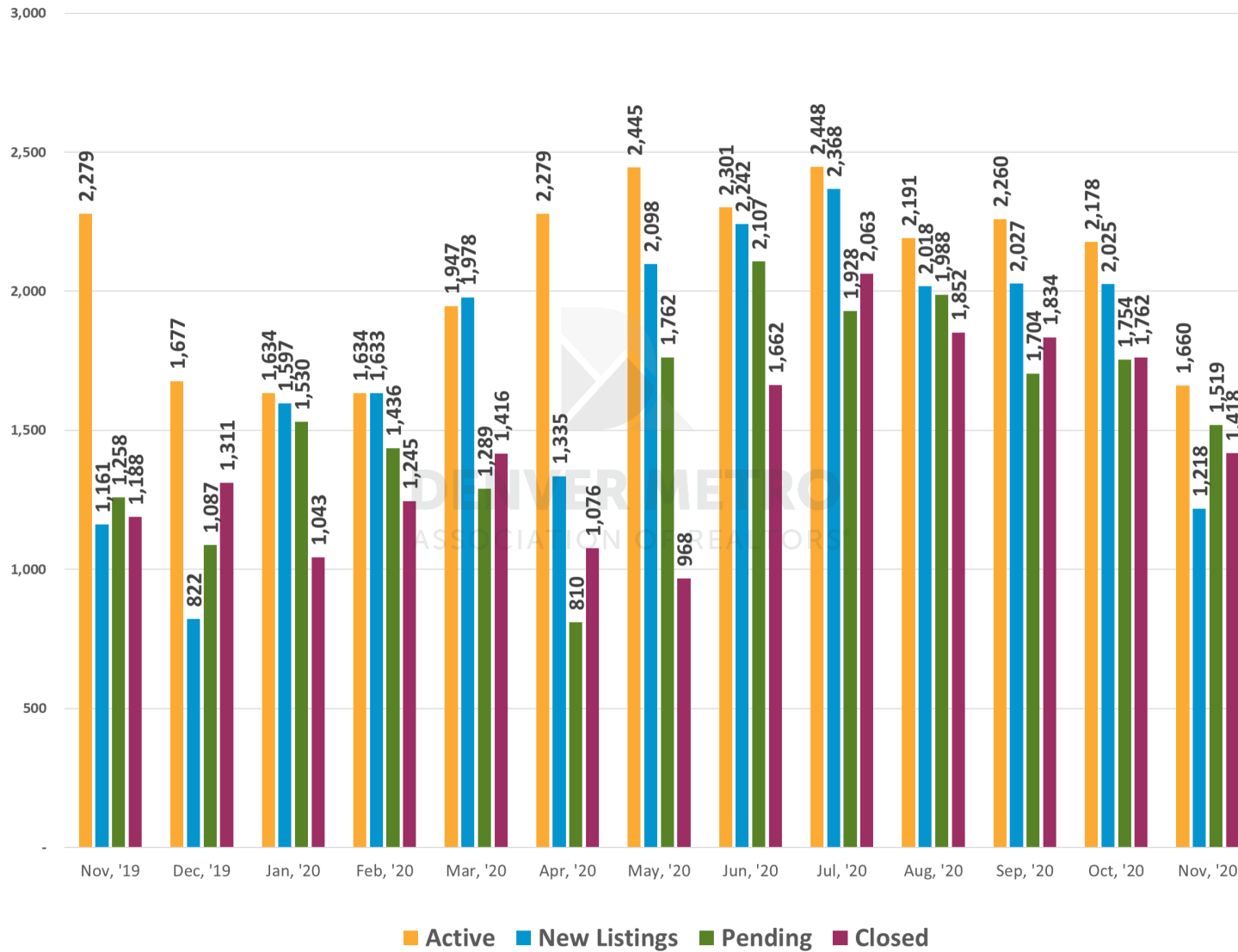


Attached Single-Family

DMAR Market Trends | November 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

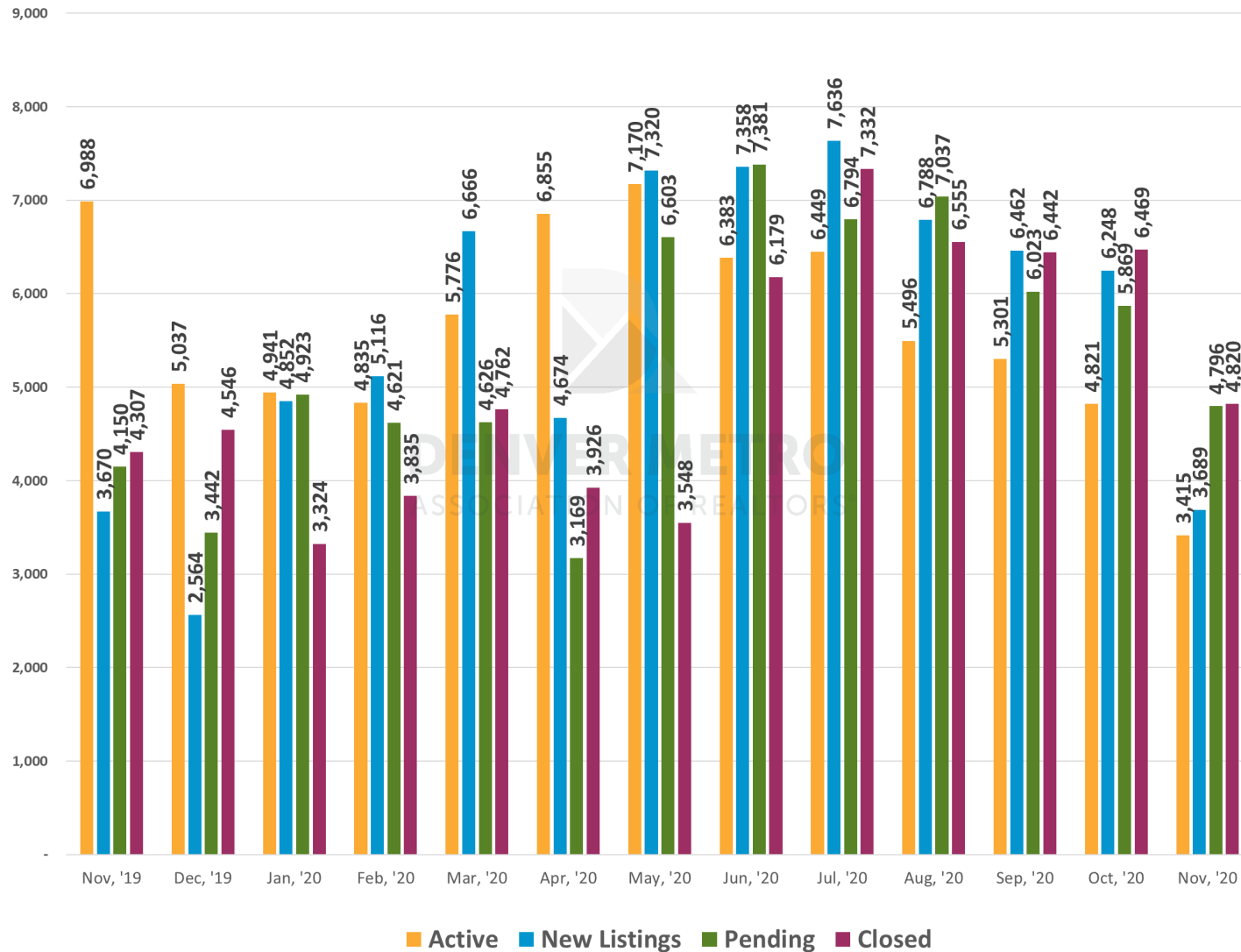


Residential (Detached + Attached)

DMAR Market Trends | November 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

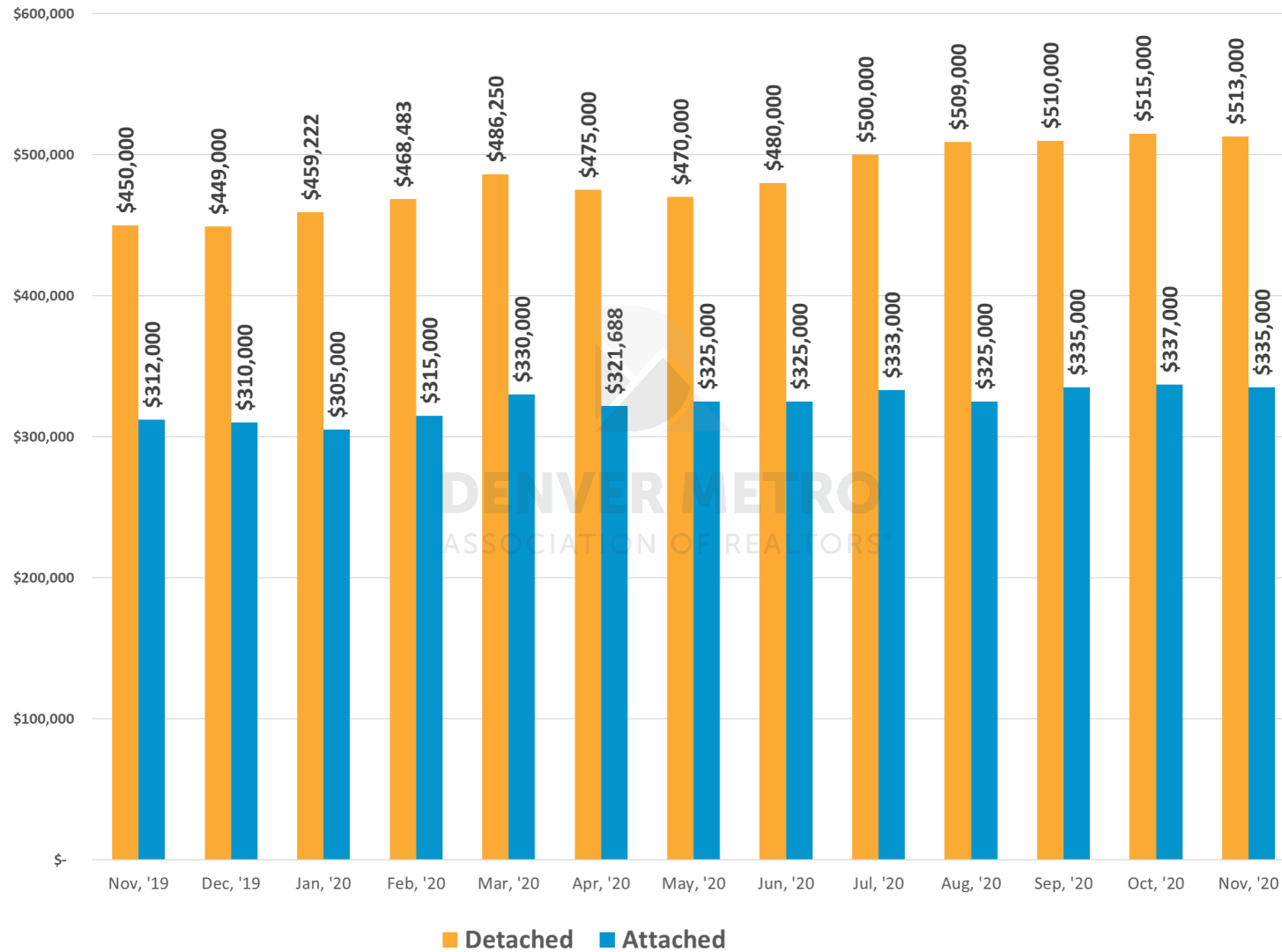


Median Close Price

DMAR Market Trends | November 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

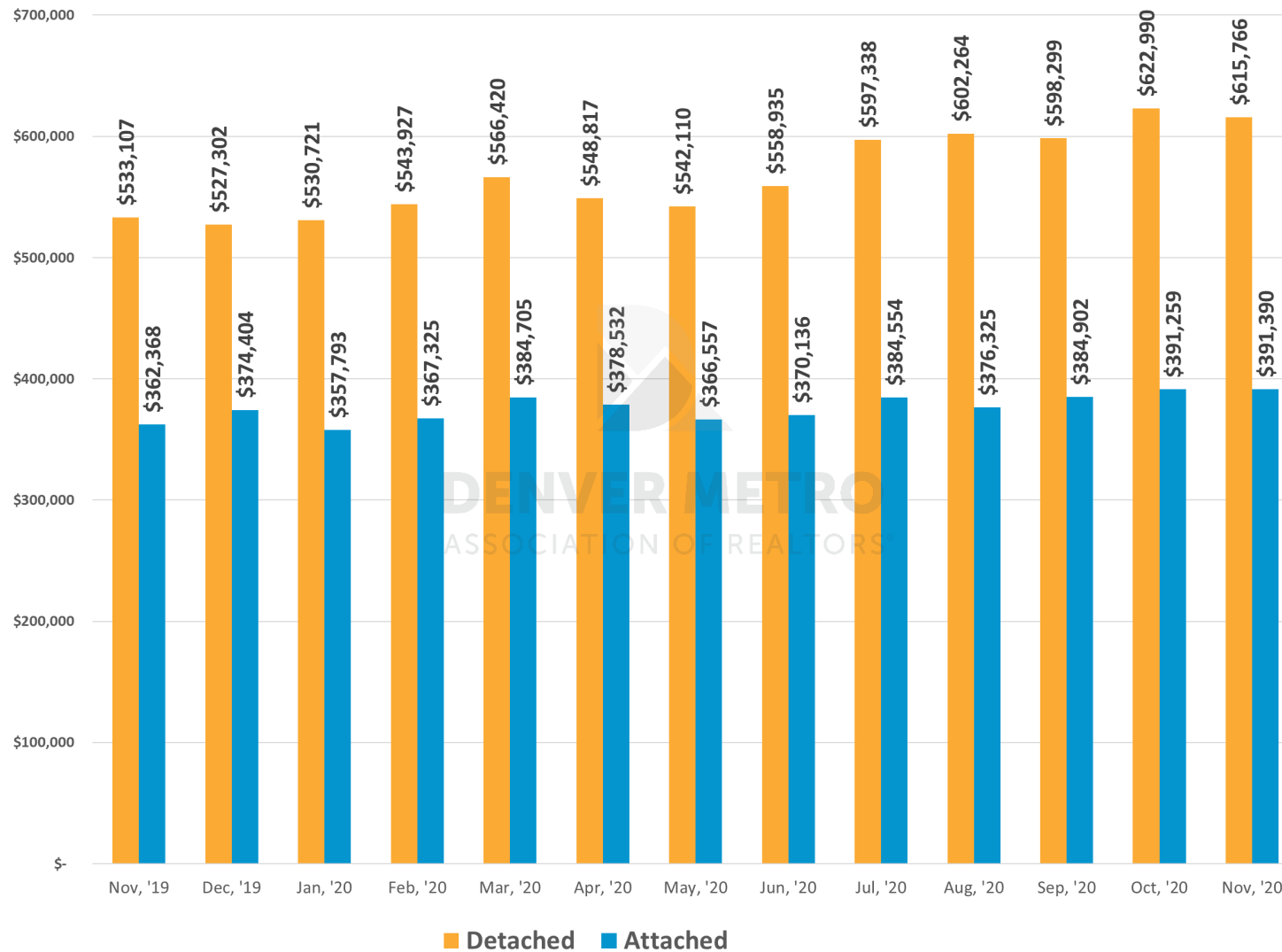


Average Close Price

DMAR Market Trends | November 2020 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

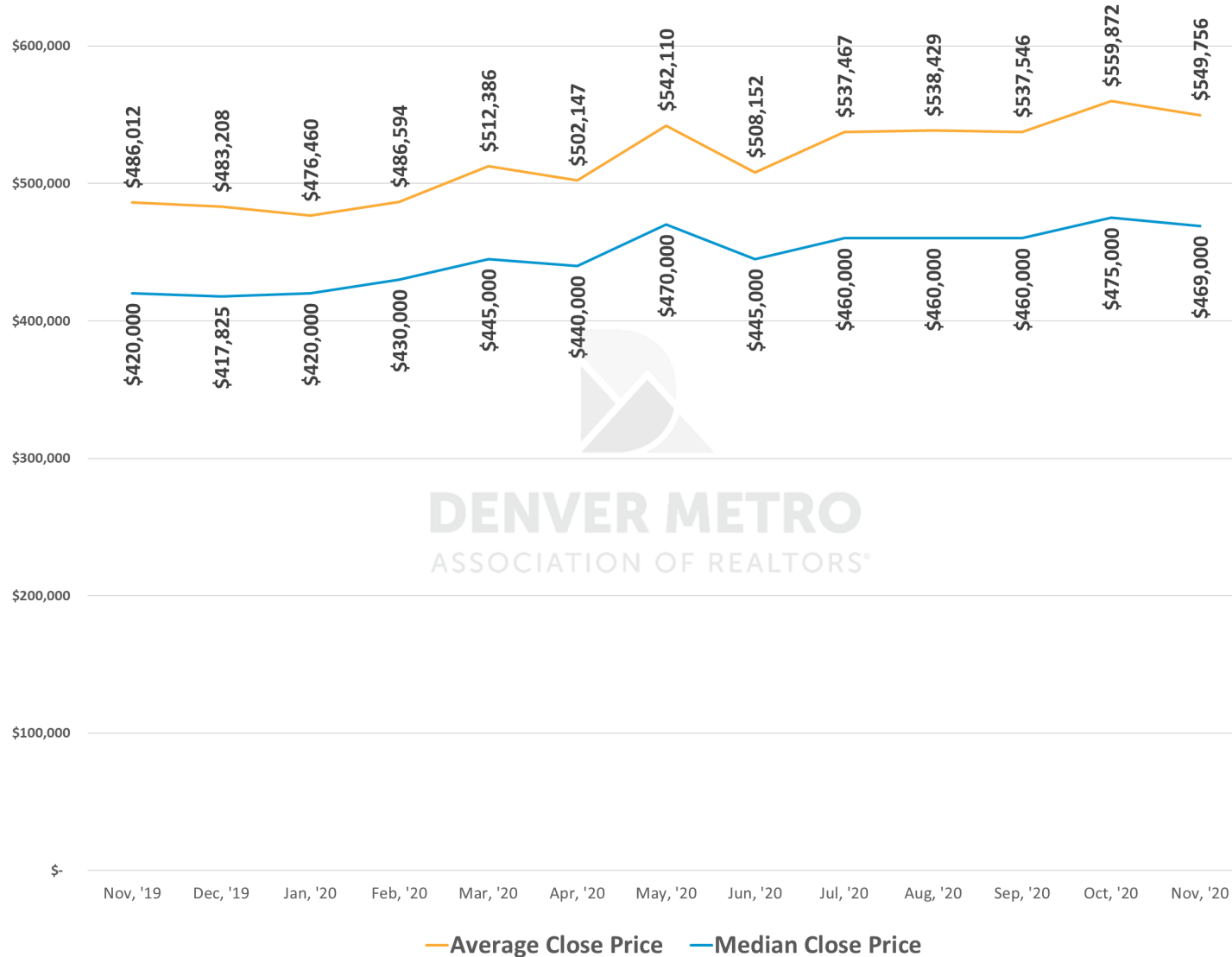


Residential Close Price

DMAR Market Trends | November 2020 Data

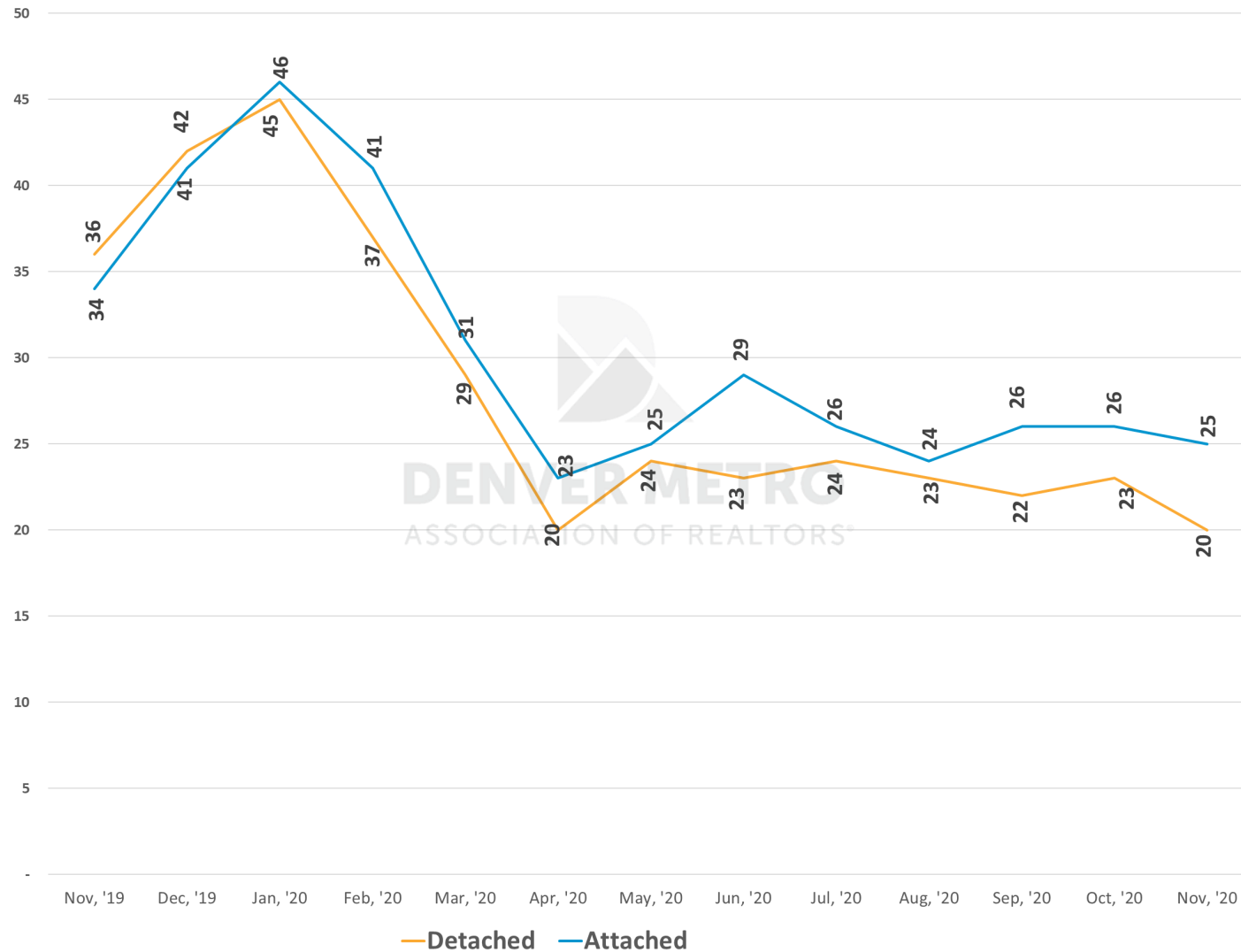
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Average Days in MLS

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

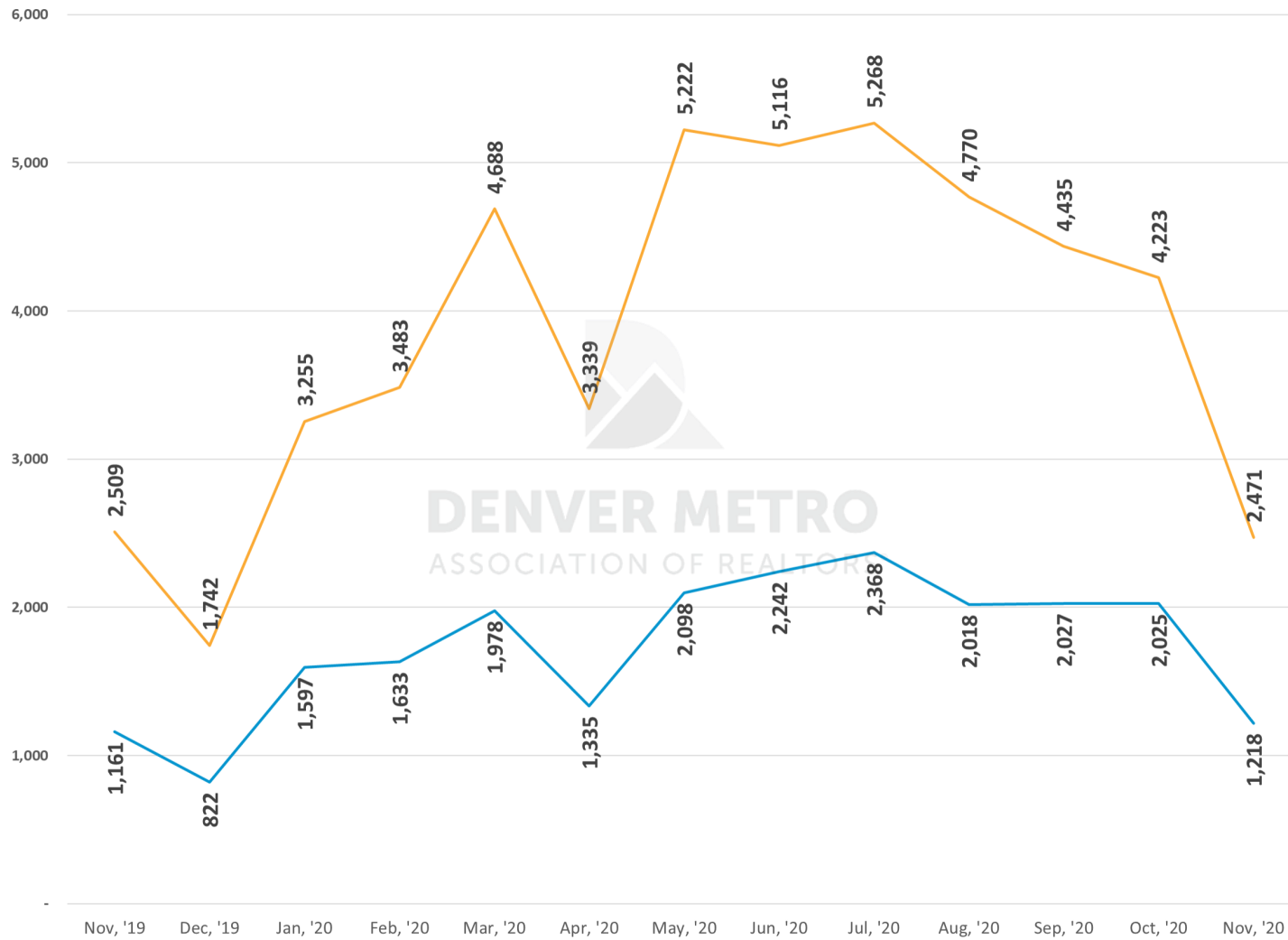


New Listings

DMAR Market Trends | November 2020 Data

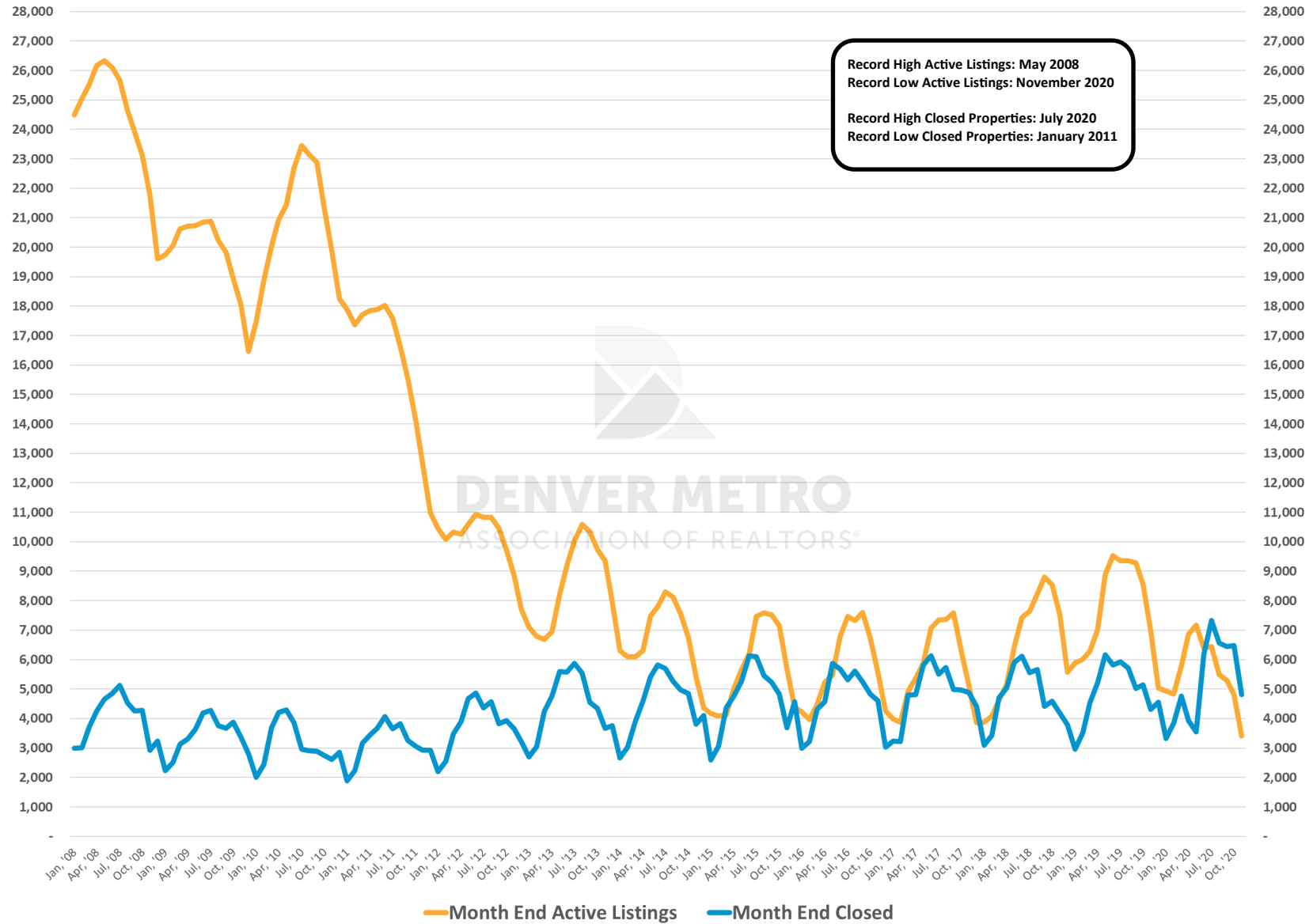
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

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



DATA SNAPSHOT

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

	Nov, '20	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	3,415	4,821	6,988	-29.16%	-51.13%
New Listings	3,689	6,248	3,670	-40.96%	0.52%
Pending	4,796	5,869	4,150	-18.28%	15.57%
Closed	4,820	6,469	4,307	-25.49%	11.91%
Close Price - Average	\$ 549,756	\$ 559,872	\$ 486,012	-1.81%	13.12%
Close Price - Median	\$ 469,000	\$ 475,000	\$ 420,000	-1.26%	11.67%
Sales Volume	\$ 2,649,825,621	\$ 3,621,810,694	\$ 2,093,254,757	-26.84%	26.59%
Days in MLS - Average	22	24	35	-8.33%	-37.14%
Days in MLS - Median	6	6	20	0.00%	-70.00%
Close Price/List Price	100.61%	100.25%	98.80%	0.36%	1.83%
Detached					
Active Listings at Month End	1,755	2,643	4,709	-33.60%	-62.73%
New Listings	2,471	4,223	2,509	-41.49%	-1.51%
Pending	3,277	4,115	2,892	-20.36%	13.31%
Closed	3,402	4,707	3,119	-27.72%	9.07%
Close Price - Average	\$ 615,766	\$ 622,990	\$ 533,107	-1.16%	15.51%
Close Price - Median	\$ 513,000	\$ 515,000	\$ 450,000	-0.39%	14.00%
Sales Volume	\$ 2,094,834,869	\$ 2,932,411,665	\$ 1,662,761,286	-28.56%	25.99%
Days in MLS - Average	20	23	36	-13.04%	-44.44%
Days in MLS - Median	5	6	19	-16.67%	-73.68%
Close Price/List Price	100.62%	100.44%	98.79%	0.18%	1.85%
Attached					
Active Listings at Month End	1,660	2,178	2,279	-23.78%	-27.16%
New Listings	1,218	2,025	1,161	-39.85%	4.91%
Pending	1,519	1,754	1,258	-13.40%	20.75%
Closed	1,418	1,762	1,188	-19.52%	19.36%
Close Price - Average	\$ 391,390	\$ 391,259	\$ 362,368	0.03%	8.01%
Close Price - Median	\$ 335,000	\$ 337,000	\$ 312,000	-0.59%	7.37%
Sales Volume	\$ 554,990,752	\$ 689,399,029	\$ 430,493,471	-19.50%	28.92%
Days in MLS - Average	25	26	34	-3.85%	-26.47%
Days in MLS - Median	10	9	21	11.11%	-52.38%
Close Price/List Price	100.58%	99.74%	98.82%	0.84%	1.78%

NOVEMBER 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
Residential (Detached + Attached)									
Active Listings at Month End	3,415	6,988	7,530	5,131	5,565	-51.13%	-7.20%	46.76%	-7.80%
New Listings	66,882	68,609	66,096	64,935	63,436	-2.52%	3.80%	1.79%	2.36%
Closed	57,580	54,309	52,708	54,852	52,374	6.02%	3.04%	-3.91%	4.73%
Close Price - Average	\$ 523,539	\$ 486,883	\$ 474,066	\$ 436,562	\$ 402,249	7.53%	2.70%	8.59%	8.53%
Close Price - Median	\$ 450,000	\$ 420,000	\$ 410,000	\$ 379,900	\$ 350,000	7.14%	2.44%	7.92%	8.54%
Sales Volume	\$ 30,145,347,997	\$ 26,442,111,331	\$ 24,987,082,508	\$ 23,946,279,883	\$ 21,067,369,744	14.01%	5.82%	4.35%	13.67%
Days in MLS - Average	26	31	25	25	25	-16.13%	24.00%	0.00%	0.00%
Days in MLS - Median	7	12	8	8	7	-41.67%	50.00%	0.00%	14.29%
Close Price/List Price	99.94%	99.23%	99.94%	100.06%	100.27%	0.72%	-0.71%	-0.12%	-0.21%
Detached									
Active Listings at Month End	1,755	4,709	5,373	3,792	4,304	-62.73%	-12.36%	41.69%	-11.90%
New Listings	46,276	48,461	47,335	46,501	46,062	-4.51%	2.38%	1.79%	0.95%
Closed	41,123	38,734	37,422	39,162	37,673	6.17%	3.51%	-4.44%	3.95%
Close Price - Average	\$ 581,378	\$ 536,179	\$ 523,913	\$ 483,788	\$ 445,914	8.43%	2.34%	8.29%	8.49%
Close Price - Median	\$ 494,500	\$ 455,000	\$ 442,000	\$ 411,500	\$ 380,500	8.68%	2.94%	7.41%	8.15%
Sales Volume	\$ 23,907,997,574	\$ 20,768,344,816	\$ 19,605,884,244	\$ 18,946,096,921	\$ 16,798,934,961	15.12%	5.93%	3.48%	12.78%
Days in MLS - Average	25	31	26	27	28	-19.35%	19.23%	-3.70%	-3.57%
Days in MLS - Median	7	12	9	8	8	-41.67%	33.33%	12.50%	0.00%
Close Price/List Price	100.05%	99.24%	99.84%	99.92%	100.04%	0.82%	-0.60%	-0.08%	-0.12%
Attached									
Active Listings at Month End	1,660	2,279	2,157	1,339	1,261	-27.16%	5.66%	61.09%	6.19%
New Listings	20,606	20,148	18,761	18,434	17,374	2.27%	7.39%	1.77%	6.10%
Closed	16,457	15,575	15,286	15,690	14,701	5.66%	1.89%	-2.57%	6.73%
Close Price - Average	\$ 379,009	\$ 364,287	\$ 352,034	\$ 318,686	\$ 290,350	4.04%	3.48%	10.46%	9.76%
Close Price - Median	\$ 327,000	\$ 308,875	\$ 300,000	\$ 270,000	\$ 241,000	5.87%	2.96%	11.11%	12.03%
Sales Volume	\$ 6,237,350,423	\$ 5,673,766,515	\$ 5,381,198,264	\$ 5,000,182,962	\$ 4,268,434,783	9.93%	5.44%	7.62%	17.14%
Days in MLS - Average	29	31	22	21	19	-6.45%	40.91%	4.76%	10.53%
Days in MLS - Median	10	13	7	6	6	-23.08%	85.71%	16.67%	0.00%
Close Price/List Price	99.64%	99.20%	100.19%	100.43%	100.84%	0.44%	-0.99%	-0.24%	-0.41%

MARKET TRENDS

	Price Range	Detached			Attached		
		Closed	Active	MOI	Closed	Active	MOI
Months of Inventory	\$0 to \$99,999	3	3	1.00	3	-	
	\$100,000 to \$199,999	7	8	1.14	114	173	1.52
	\$200,000 to \$299,999	58	39	0.67	413	354	0.86
	\$300,000 to \$399,999	568	158	0.28	397	293	0.74
	\$400,000 to \$499,999	943	251	0.27	212	239	1.13
	\$500,000 to \$749,999	1,245	450	0.36	203	319	1.57
	\$750,000 to \$999,999	308	285	0.93	55	149	2.71
	\$1,000,000 and over	270	561	2.08	21	133	6.33
TOTALS		3,402	1,755	0.52	1,418	1,660	1.17

	Price Range	Detached		% change	Attached		% change
		Closed Nov, '20	Closed Oct, '20		Closed Nov, '20	Closed Oct, '20	
Month-Over-Month	\$0 to \$99,999	3	3	0.00%	3	-	
	\$100,000 to \$199,999	7	13	-46.15%	114	149	-23.49%
	\$200,000 to \$299,999	58	104	-44.23%	413	484	-14.67%
	\$300,000 to \$399,999	568	716	-20.67%	397	493	-19.47%
	\$400,000 to \$499,999	943	1,346	-29.94%	212	286	-25.87%
	\$500,000 to \$749,999	1,245	1,652	-24.64%	203	244	-16.80%
	\$750,000 to \$999,999	308	446	-30.94%	55	78	-29.49%
	\$1,000,000 and over	270	427	-36.77%	21	28	-25.00%
TOTALS		3,402	4,707	-27.72%	1,418	1,762	-19.52%

	Price Range	Detached		% change	Attached		% change
		YTD Nov, '20	YTD Nov, '19		YTD Nov, '20	YTD Nov, '19	
Year-Over-Year	\$0 to \$99,999	30	29	3.45%	9	23	-60.87%
	\$100,000 to \$199,999	114	136	-16.18%	1,456	1,706	-14.65%
	\$200,000 to \$299,999	1,060	1,667	-36.41%	4,986	5,540	-10.00%
	\$300,000 to \$399,999	7,719	10,679	-27.72%	4,762	4,008	18.81%
	\$400,000 to \$499,999	12,131	10,918	11.11%	2,401	1,906	25.97%
	\$500,000 to \$749,999	13,898	10,716	29.69%	2,044	1,679	21.74%
	\$750,000 to \$999,999	3,453	2,603	32.65%	564	463	21.81%
	\$1,000,000 and over	2,718	1,986	36.86%	235	250	-6.00%
TOTALS		41,123	38,734	6.17%	16,457	15,575	5.66%

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

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

	Nov, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	185	423	158	-56.26%	17.09%
Pending	264	383	152	-31.07%	73.68%
Closed	290	455	171	-36.26%	69.59%
Sales Volume	\$ 473,636,508	\$ 711,070,273	\$ 272,988,622	-33.39%	73.50%
Days in MLS - Average	59	61	61	-3.28%	-3.28%
Days in MLS - Median	26	19	30	36.84%	-13.33%
Close Price/List Price	102.57%	98.25%	96.90%	4.40%	5.85%
PSF Total	\$ 345	\$ 339	\$ 348	1.77%	-0.86%
Detached					
New Listings	155	366	131	-57.65%	18.32%
Pending	235	357	131	-34.17%	79.39%
Closed	270	427	156	-36.77%	73.08%
Sales Volume	\$ 445,491,108	\$ 674,129,123	\$ 248,335,997	-33.92%	79.39%
Days in MLS - Average	59	62	62	-4.84%	-4.84%
Days in MLS - Median	26	19	31	36.84%	-16.13%
Close Price/List Price	98.32%	98.29%	96.76%	0.03%	1.61%
PSF Total	\$ 323	\$ 325	\$ 320	-0.62%	0.94%
Attached					
New Listings	30	57	27	-47.37%	11.11%
Pending	29	26	21	11.54%	38.10%
Closed	20	28	15	-28.57%	33.33%
Sales Volume	\$ 28,145,400	\$ 36,941,150	\$ 24,652,625	-23.81%	14.17%
Days in MLS - Average	64	49	46	30.61%	39.13%
Days in MLS - Median	30	23	4	30.43%	650.00%
Close Price/List Price	97.39%	97.66%	98.30%	-0.28%	-0.93%
PSF Total	\$ 490	\$ 554	\$ 637	-11.55%	-23.08%

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
Residential (Detached + Attached)									
New Listings	4,304	3,753	3,250	2,957	2,487	14.68%	15.48%	9.91%	18.90%
Pending	3,242	2,407	2,097	1,738	1,336	34.69%	14.78%	20.66%	30.09%
Closed	2,953	2,236	2,029	1,690	1,276	32.07%	10.20%	20.06%	32.45%
Sales Volume	\$ 4,566,078,432	\$ 3,462,178,891	\$ 3,099,500,592	\$ 2,580,873,144	\$ 1,950,303,195	31.88%	11.70%	20.10%	32.33%
Days in MLS - Average	56	59	67	79	87	-5.08%	-11.94%	-15.19%	-9.20%
Days in MLS - Median	20	24	27	36	43	-16.67%	-11.11%	-25.00%	-16.28%
Close Price/List Price	98.21%	97.35%	97.30%	96.98%	97.04%	0.88%	0.05%	0.33%	-0.06%
PSF Total	\$ 338	\$ 337	\$ 308	\$ 304	\$ 289	0.30%	9.42%	1.32%	5.19%
Detached									
New Listings	3,803	3,327	2,927	2,635	2,240	14.31%	13.67%	11.08%	17.63%
Pending	2,967	2,144	1,897	1,539	1,221	38.39%	13.02%	23.26%	26.04%
Closed	2,718	1,986	1,860	1,519	1,174	36.86%	6.77%	22.45%	29.39%
Sales Volume	\$ 4,219,700,027	\$ 3,072,277,481	\$ 2,841,745,198	\$ 2,332,804,470	\$ 1,793,195,986	37.35%	8.11%	21.82%	30.09%
Days in MLS - Average	56	60	67	80	89	-6.67%	-10.45%	-16.25%	-10.11%
Days in MLS - Median	20	24	26	36	44	-16.67%	-7.69%	-27.78%	-18.18%
Close Price/List Price	97.84%	97.32%	97.37%	96.94%	96.56%	0.53%	-0.05%	0.44%	0.39%
PSF Total	\$ 318	\$ 305	\$ 291	\$ 284	\$ 269	4.26%	4.81%	2.46%	5.58%
Attached									
New Listings	501	426	323	322	247	17.61%	31.89%	0.31%	30.36%
Pending	275	263	200	199	115	4.56%	31.50%	0.50%	73.04%
Closed	235	250	169	171	102	-6.00%	47.93%	-1.17%	67.65%
Sales Volume	\$ 346,378,405	\$ 389,901,410	\$ 257,755,394	\$ 248,068,674	\$ 157,107,209	-11.16%	51.27%	3.90%	57.90%
Days in MLS - Average	54	49	72	71	54	10.20%	-31.94%	1.41%	31.48%
Days in MLS - Median	26	22	34	36	34	18.18%	-35.29%	-5.56%	5.88%
Close Price/List Price	102.40%	97.62%	96.54%	97.39%	102.57%	4.90%	1.12%	-0.87%	-5.05%
PSF Total	\$ 563	\$ 586	\$ 491	\$ 474	\$ 529	-3.92%	19.35%	3.59%	-10.40%

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

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

	Nov, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	275	480	216	-42.71%	27.31%
Pending	312	438	214	-28.77%	45.79%
Closed	363	524	244	-30.73%	48.77%
Sales Volume	\$ 307,066,205	\$ 443,022,276	\$ 207,277,133	-30.69%	48.14%
Days in MLS - Average	28	37	60	-24.32%	-53.33%
Days in MLS - Median	7	11	26	-36.36%	-73.08%
Close Price/List Price	100.17%	99.96%	98.64%	0.21%	1.55%
PSF Total	\$ 266	\$ 260	\$ 246	2.31%	8.13%
Detached					
New Listings	216	391	173	-44.76%	24.86%
Pending	263	376	180	-30.05%	46.11%
Closed	308	446	207	-30.94%	48.79%
Sales Volume	\$ 260,630,798	\$ 377,680,024	\$ 176,309,156	-30.99%	47.83%
Days in MLS - Average	29	34	61	-14.71%	-52.46%
Days in MLS - Median	8	10	25	-20.00%	-68.00%
Close Price/List Price	100.32%	100.14%	98.66%	0.18%	1.68%
PSF Total	\$ 246	\$ 242	\$ 225	1.65%	9.33%
Attached					
New Listings	59	89	43	-33.71%	37.21%
Pending	49	62	34	-20.97%	44.12%
Closed	55	78	37	-29.49%	48.65%
Sales Volume	\$ 46,435,407	\$ 65,342,252	\$ 30,967,977	-28.94%	49.95%
Days in MLS - Average	19	50	52	-62.00%	-63.46%
Days in MLS - Median	7	21	35	-66.67%	-80.00%
Close Price/List Price	99.33%	98.92%	98.51%	0.41%	0.83%
PSF Total	\$ 378	\$ 362	\$ 363	4.42%	4.13%

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
Residential (Detached + Attached)									
New Listings	5,206	4,498	4,039	3,463	2,947	15.74%	11.36%	16.63%	17.51%
Pending	4,366	3,320	2,918	2,500	1,897	31.51%	13.78%	16.72%	31.79%
Closed	4,017	3,066	2,855	2,359	1,851	31.02%	7.39%	21.03%	27.44%
Sales Volume	\$ 3,400,569,836	\$ 2,598,151,998	\$ 2,423,938,315	\$ 2,000,344,459	\$ 1,571,069,366	30.88%	7.19%	21.18%	27.32%
Days in MLS - Average	39	44	43	54	56	-11.36%	2.33%	-20.37%	-3.57%
Days in MLS - Median	13	18	14	26	26	-27.78%	28.57%	-46.15%	0.00%
Close Price/List Price	99.36%	98.85%	99.12%	98.56%	98.60%	0.52%	-0.27%	0.57%	-0.04%
PSF Total	\$ 254	\$ 247	\$ 243	\$ 228	\$ 220	2.83%	1.65%	6.58%	3.64%
Detached									
New Listings	4,265	3,789	3,354	2,944	2,472	12.56%	12.97%	13.93%	19.09%
Pending	3,742	2,839	2,473	2,145	1,621	31.81%	14.80%	15.29%	32.33%
Closed	3,453	2,603	2,427	2,056	1,562	32.65%	7.25%	18.04%	31.63%
Sales Volume	\$ 2,922,421,274	\$ 2,204,330,519	\$ 2,062,493,565	\$ 1,746,273,934	\$ 1,328,520,253	32.58%	6.88%	18.11%	31.45%
Days in MLS - Average	39	42	43	54	58	-7.14%	-2.33%	-20.37%	-6.90%
Days in MLS - Median	12	17	14	26	28	-29.41%	21.43%	-46.15%	-7.14%
Close Price/List Price	99.45%	98.86%	99.10%	98.53%	98.54%	0.60%	-0.24%	0.58%	-0.01%
PSF Total	\$ 236	\$ 228	\$ 225	\$ 213	\$ 201	3.51%	1.33%	5.63%	5.97%
Attached									
New Listings	941	709	685	519	475	32.72%	3.50%	31.98%	9.26%
Pending	624	481	445	355	276	29.73%	8.09%	25.35%	28.62%
Closed	564	463	428	303	289	21.81%	8.18%	41.25%	4.84%
Sales Volume	\$ 478,148,562	\$ 393,821,479	\$ 361,444,750	\$ 254,070,525	\$ 242,549,113	21.41%	8.96%	42.26%	4.75%
Days in MLS - Average	41	59	42	56	44	-30.51%	40.48%	-25.00%	27.27%
Days in MLS - Median	14	25	13	25	19	-44.00%	92.31%	-48.00%	31.58%
Close Price/List Price	98.81%	98.79%	99.23%	98.79%	98.92%	0.02%	-0.44%	0.45%	-0.13%
PSF Total	\$ 360	\$ 358	\$ 341	\$ 327	\$ 323	0.56%	4.99%	4.28%	1.24%

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

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

	Nov, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	896	1,717	823	-47.82%	8.87%
Pending	1,222	1,643	921	-25.62%	32.68%
Closed	1,448	1,896	964	-23.63%	50.21%
Sales Volume	\$ 866,357,892	\$ 1,135,064,860	\$ 566,121,274	-23.67%	53.03%
Days in MLS - Average	21	23	40	-8.70%	-47.50%
Days in MLS - Median	6	7	25	-14.29%	-76.00%
Close Price/List Price	100.72%	100.42%	98.85%	0.30%	1.89%
PSF Total	\$ 233	\$ 229	\$ 214	1.75%	8.88%
Detached					
New Listings	754	1,403	669	-46.26%	12.71%
Pending	1,031	1,405	775	-26.62%	33.03%
Closed	1,245	1,652	836	-24.64%	48.92%
Sales Volume	\$ 745,517,925	\$ 990,568,656	\$ 492,599,043	-24.74%	51.34%
Days in MLS - Average	18	22	40	-18.18%	-55.00%
Days in MLS - Median	5	6	25	-16.67%	-80.00%
Close Price/List Price	100.92%	100.57%	98.82%	0.35%	2.13%
PSF Total	\$ 215	\$ 213	\$ 196	0.94%	9.69%
Attached					
New Listings	142	314	154	-54.78%	-7.79%
Pending	191	238	146	-19.75%	30.82%
Closed	203	244	128	-16.80%	58.59%
Sales Volume	\$ 120,839,967	\$ 144,496,204	\$ 73,522,231	-16.37%	64.36%
Days in MLS - Average	38	33	43	15.15%	-11.63%
Days in MLS - Median	18	15	29	20.00%	-37.93%
Close Price/List Price	99.47%	99.45%	99.00%	0.02%	0.47%
PSF Total	\$ 340	\$ 340	\$ 330	0.00%	3.03%

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
Residential (Detached + Attached)									
New Listings	17,744	16,423	14,436	12,317	10,024	8.04%	13.76%	17.20%	22.88%
Pending	16,214	13,011	11,319	9,734	7,646	24.62%	14.95%	16.28%	27.31%
Closed	15,942	12,395	11,290	9,580	7,395	28.62%	9.79%	17.85%	29.55%
Sales Volume	\$ 9,488,798,492	\$ 7,358,693,267	\$ 6,714,689,076	\$ 5,668,438,515	\$ 4,391,162,802	28.95%	9.59%	18.46%	29.09%
Days in MLS - Average	29	37	34	39	43	-21.62%	8.82%	-12.82%	-9.30%
Days in MLS - Median	9	17	13	16	19	-47.06%	30.77%	-18.75%	-15.79%
Close Price/List Price	99.96%	99.15%	99.62%	99.33%	99.16%	0.82%	-0.47%	0.29%	0.17%
PSF Total	\$ 222	\$ 214	\$ 211	\$ 198	\$ 189	3.74%	1.42%	6.57%	4.76%
Detached									
New Listings	14,946	13,974	12,366	10,607	8,592	6.96%	13.00%	16.58%	23.45%
Pending	14,025	11,288	9,779	8,469	6,652	24.25%	15.43%	15.47%	27.32%
Closed	13,898	10,716	9,698	8,380	6,451	29.69%	10.50%	15.73%	29.90%
Sales Volume	\$ 8,280,339,143	\$ 6,368,529,231	\$ 5,766,701,325	\$ 4,952,226,426	\$ 3,825,642,298	30.02%	10.44%	16.45%	29.45%
Days in MLS - Average	28	36	32	37	42	-22.22%	12.50%	-13.51%	-11.90%
Days in MLS - Median	8	16	12	15	18	-50.00%	33.33%	-20.00%	-16.67%
Close Price/List Price	100.05%	99.15%	99.62%	99.35%	99.18%	0.91%	-0.47%	0.27%	0.17%
PSF Total	\$ 205	\$ 196	\$ 192	\$ 182	\$ 173	4.59%	2.08%	5.49%	5.20%
Attached									
New Listings	2,798	2,449	2,070	1,710	1,432	14.25%	18.31%	21.05%	19.41%
Pending	2,189	1,723	1,540	1,265	994	27.05%	11.88%	21.74%	27.26%
Closed	2,044	1,679	1,592	1,200	944	21.74%	5.46%	32.67%	27.12%
Sales Volume	\$ 1,208,459,349	\$ 990,164,036	\$ 947,987,751	\$ 716,212,089	\$ 565,520,504	22.05%	4.45%	32.36%	26.65%
Days in MLS - Average	42	44	42	48	50	-4.55%	4.76%	-12.50%	-4.00%
Days in MLS - Median	16	20	16	20	27	-20.00%	25.00%	-20.00%	-25.93%
Close Price/List Price	99.38%	99.16%	99.60%	99.21%	99.04%	0.22%	-0.44%	0.39%	0.17%
PSF Total	\$ 340	\$ 331	\$ 330	\$ 309	\$ 299	2.72%	0.30%	6.80%	3.34%

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

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

	Nov, '20	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,781	2,770	1,829	-35.70%	-2.62%
Pending	2,319	2,648	2,117	-12.42%	9.54%
Closed	2,120	2,841	2,231	-25.38%	-4.98%
Sales Volume	\$ 856,778,901	\$ 1,154,860,605	\$ 883,366,776	-25.81%	-3.01%
Days in MLS - Average	15	16	30	-6.25%	-50.00%
Days in MLS - Median	5	5	17	0.00%	-70.59%
Close Price/List Price	100.88%	100.79%	99.17%	0.09%	1.72%
PSF Total	\$ 235	\$ 233	\$ 208	0.86%	12.98%
Detached					
New Listings	1,284	1,946	1,393	-34.02%	-7.82%
Pending	1,658	1,887	1,654	-12.14%	0.24%
Closed	1,511	2,062	1,757	-26.72%	-14.00%
Sales Volume	\$ 626,459,628	\$ 859,850,959	\$ 704,539,900	-27.14%	-11.08%
Days in MLS - Average	13	13	29	0.00%	-55.17%
Days in MLS - Median	5	5	16	0.00%	-68.75%
Close Price/List Price	101.12%	101.05%	99.19%	0.07%	1.95%
PSF Total	\$ 227	\$ 223	\$ 196	1.79%	15.82%
Attached					
New Listings	497	824	436	-39.68%	13.99%
Pending	661	761	463	-13.14%	42.76%
Closed	609	779	474	-21.82%	28.48%
Sales Volume	\$ 230,319,273	\$ 295,009,646	\$ 178,826,876	-21.93%	28.79%
Days in MLS - Average	22	23	33	-4.35%	-33.33%
Days in MLS - Median	7	7	20	0.00%	-65.00%
Close Price/List Price	100.29%	100.11%	99.12%	0.18%	1.18%
PSF Total	\$ 257	\$ 261	\$ 252	-1.53%	1.98%