

DENVER METRO

ASSOCIATION OF REALTORS®

The Voice of Real Estate® in the Denver Metro Area






Denver Metro Real Estate Market Trends Report

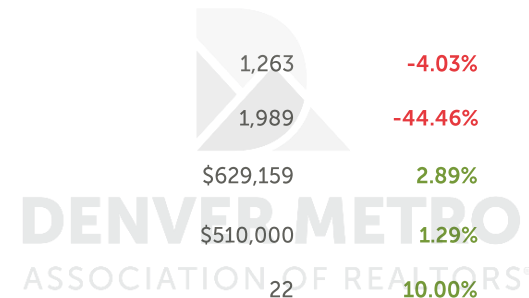
February 2021

MARKET OVERVIEW

The February report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the January 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	2,316	-8.85%	-53.13%
Closed Homes	3,015	-42.03%	-10.29%
Close Price - Average	\$550,425	1.57%	15.71%
Close Price - Median	\$457,000	0.44%	8.81%
Days in MLS - Average	27	12.50%	-40.00%
 Detached			
Active Listings at Month End	1,263	-4.03%	-61.69%
Closed Homes	1,989	-44.46%	-13.90%
Close Price - Average	\$629,159	2.89%	18.69%
Close Price - Median	\$510,000	1.29%	10.88%
Days in MLS - Average	22	10.00%	-51.11%
 Attached			
Active Listings at Month End	1,053	-14.04%	-35.95%
Closed Homes	1,026	-36.67%	-2.38%
Close Price - Average	\$397,792	2.47%	11.70%
Close Price - Median	\$339,000	2.73%	11.15%
Days in MLS - Average	35	9.38%	-23.91%



MARKET INSIGHTS

✓ REALTOR® Tidbits:

- Inventory may be low, but there are still deals out there. Try presenting compelling comps and data to an overpriced seller sitting on the market too long. It's also never been a better time to explore withdrawn and expired listings. It may open the door to fruitful negotiations for your buyers.
- Coming Soon rules on REcolorado are the talk of the town. Make sure that you know them. With record low inventory, a level playing field is essential to advocate for buyers.
- This market is challenging, frustrating and unnerving. Be kind and maybe don't hold showings Friday through Sunday. Consider entering listings on Tuesday with showings that start Thursday.
- Appraisers seem to be coming in low on refinances. Ensure your clients know to provide the appraiser with solid comps when they come to do the appraisal inspection. Be a resource for your clients and let them know that you can help them if they need comps.
- Prepare your buyers - especially first-time buyers - for what a competitive market looks like. Set good expectations of what can happen in a multiple offer situation and let them know upfront ways that can help them be competitive.
- Now more than ever, it's important to talk with your first-time homebuyers about the process, being outbid, multiple offers, appraisal gaps, etc. It is a challenging market. A possible \$15,000 tax break will make it even more challenging and flood our already tapped market with more buyers. Be prepared!
- For buyers who are frustrated with losing out on competitive properties, consider new construction neighborhoods. Buyer's money goes much further the farther out from the city center they are willing to live. The suburbs are where the bulk of new construction is happening. The National Home Builders Association reported that twice as many buyers were considering newly built homes in the last quarter of 2020 than the prior year.
- It feels like a switch was flipped on January 1st, and suddenly there is twice as much competition in a market that was already very competitive. Completely waiving contingencies like an appraisal, loan and inspections help buyers compete, but sometimes still doesn't win. Cash is king in this competitive market.

✓ Local News:

- According to a report published by CapRelo, Douglas County is the number one fastest-growing "exurb" over the past 30 years.
- Currently, the number of condos on the market in the 80202 zip code affords a buyer a six-plus month supply of inventory. This is a substantial departure from the last few years and likely to change by the end of 2021.

✓ National News:

- ATTOM Data Solutions released their homeownership study showing distressed sales dropped to a 15-year low of 7.8 percent of all U.S. single-family and condo sales in 2020. The average homeownership tenure rose to an all-time high of 8.33 years. Both of these records worsen our inventory shortage.

- Forty-four percent of black Americans own their home, compared to 73.3 percent of white Americans. The homeownership gap is larger today than in 1934. Washington, D.C. has the highest percentage of black homeowners at 50 percent; however, this still lags behind white homeownership of 70 percent.
- While new construction is a good option, a 5.4 percent increase in building materials in 2020 is pushing prices up in this category as well. Some builders are increasing their prices monthly. Get your buyers under contract now and their equity will grow before they even move in.
- In January, the consumer confidence index increased from 87.1 to a reading of 89.3.
- Personal income increased slightly in December, up 0.6 percent from the previous month. Consumer spending, however, fell by 0.2 percent. Core inflation remained relatively unchanged with just a 0.3 percent increase. Additionally, the current savings rate is extremely high, at 13.7 percent, which is twice as high as normal.
- Workers continue to flock to cities where recovery is the strongest, but we're seeing that overall, the gaps in hiring recovery between places like San Francisco (-6.9 percent year-over-year), New York City (-6.9 percent year-over-year), Austin (-4.2 percent year-over-year) and Denver (-3.5 percent year-over-year) are getting smaller.

✓ Mortgage News:

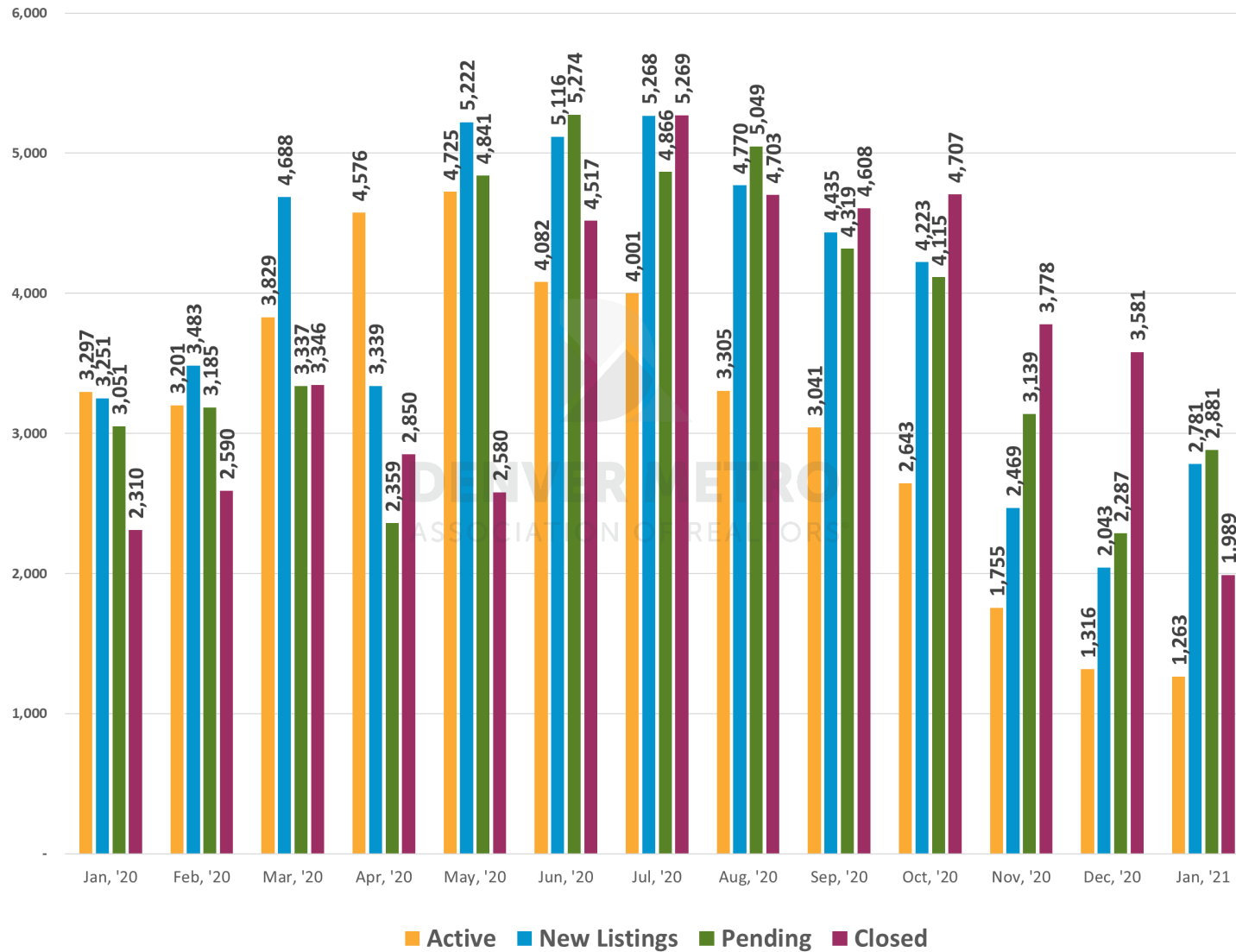
- Experts weigh-in on where they think interest rates are going in 2021 with Fannie Mae the lowest at 2.87 percent to NAR and MBA the highest at 3.2 percent and 3.3 percent. Buyers and sellers today are taking advantage of the lowest historical rates.
- DACA returns to HUD! Now Dreamers can get an FHA loan on their primary homes and start building financial stability through homeownership. This is a great step in homeownership diversification but they will regretfully find hardship when competing with today's cash offers.

✓ Quick Stats:

- Average active listings for January are 13,022 (1985-2020).
- Record-high January was 2008 with 24,550 listings and the record-low was set this year with 2,316 listings.
- The historical average decrease in active listings from December to January is 1.1 percent. A decrease of 8.85 percent this January represents a larger decrease over our seasonal norm, but not a record. That happened in 2014 with a drop of 20.7 percent.
- In December of 2010, we closed 1,032 distressed homes. That represented 36.2 percent of all closings. This past December, we only closed 11 distressed homes representing 0.2 percent of all closings. Of the 11, five were bank-owned, three were HUD foreclosures and three were short sales. As moratoriums on foreclosures begin to expire, distressed sales are expected to increase but nowhere near the levels of 2010.

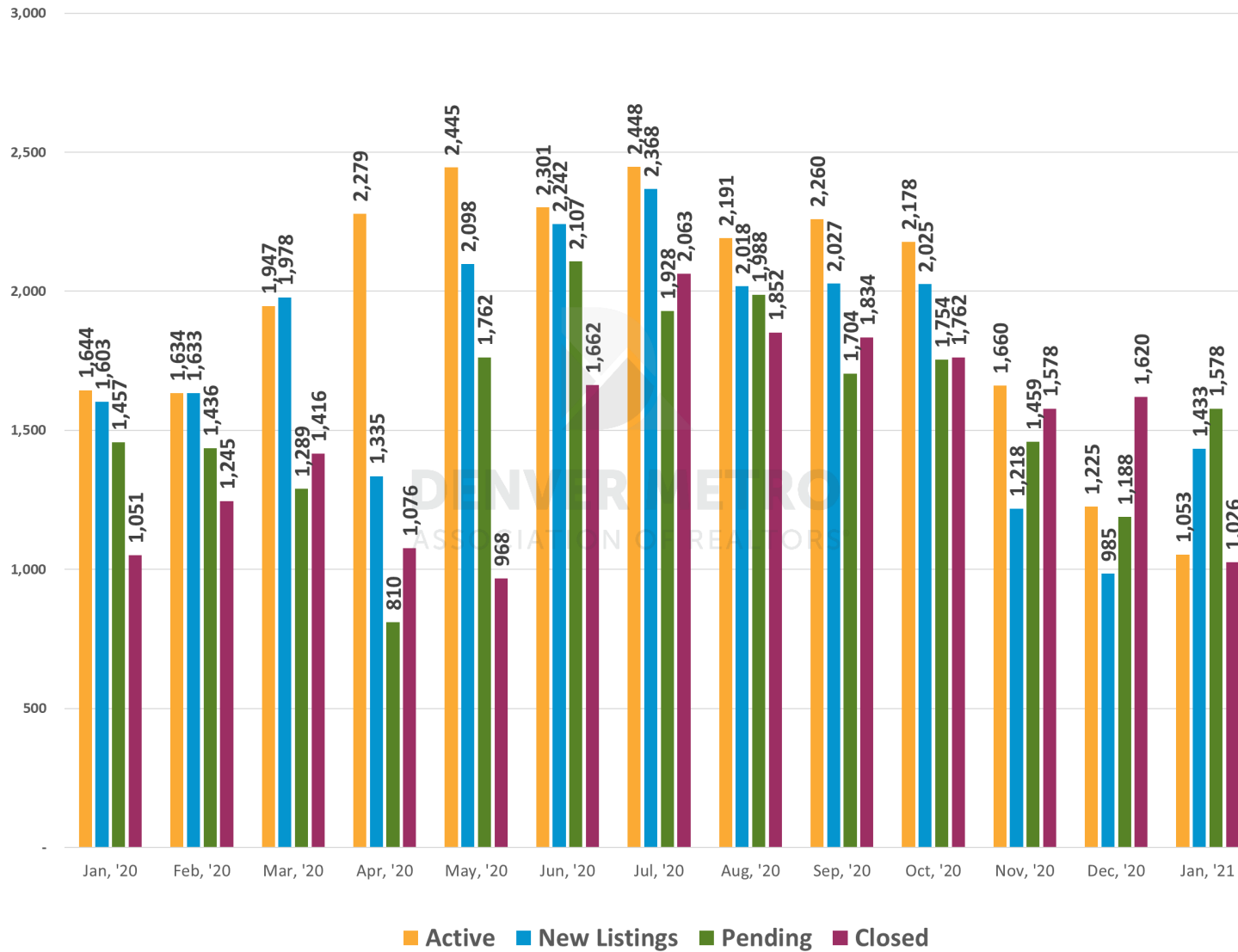
Detached Single-Family

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



Attached Single-Family

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

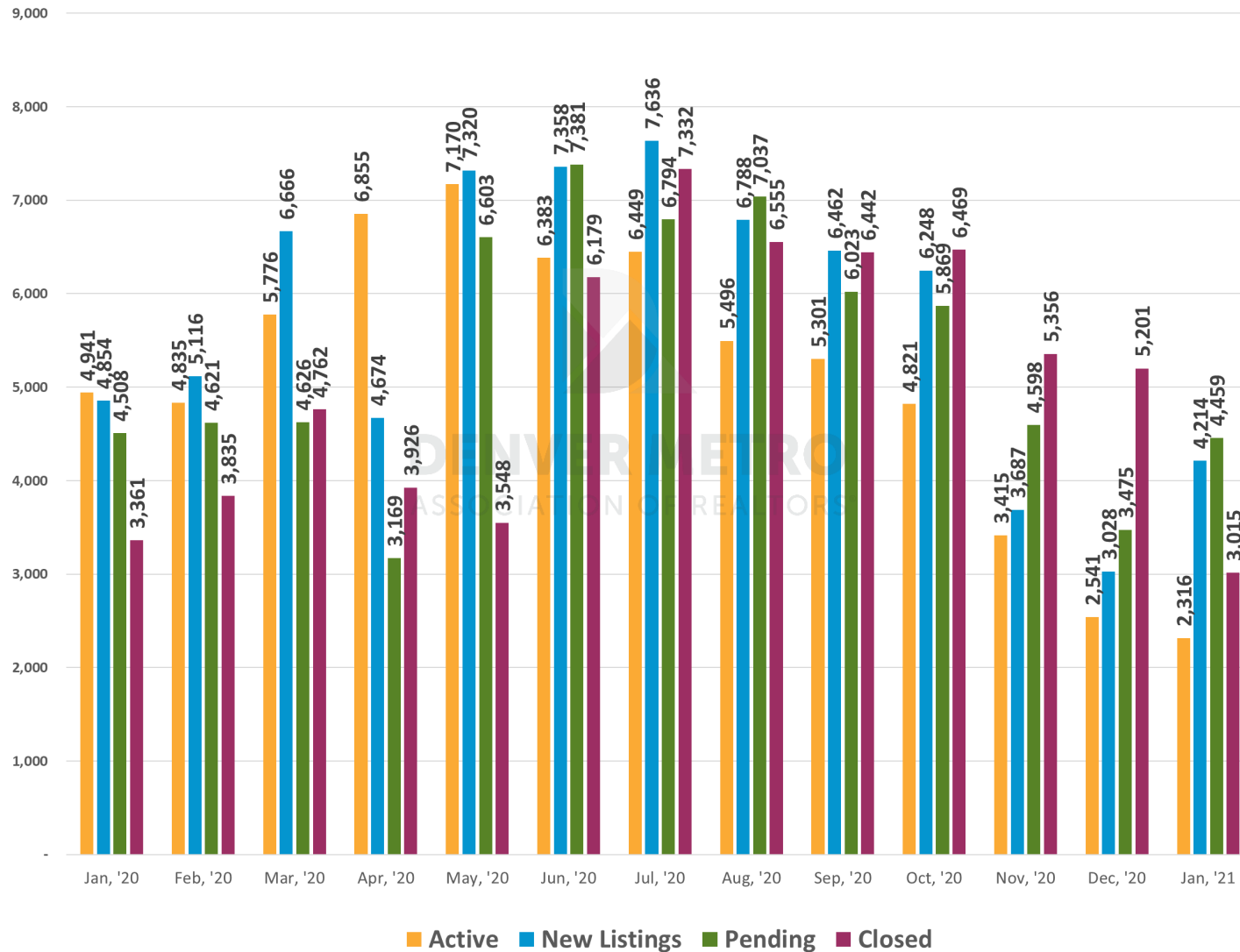


Residential (Detached + Attached)

DMAR Market Trends | January 2021 Data

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

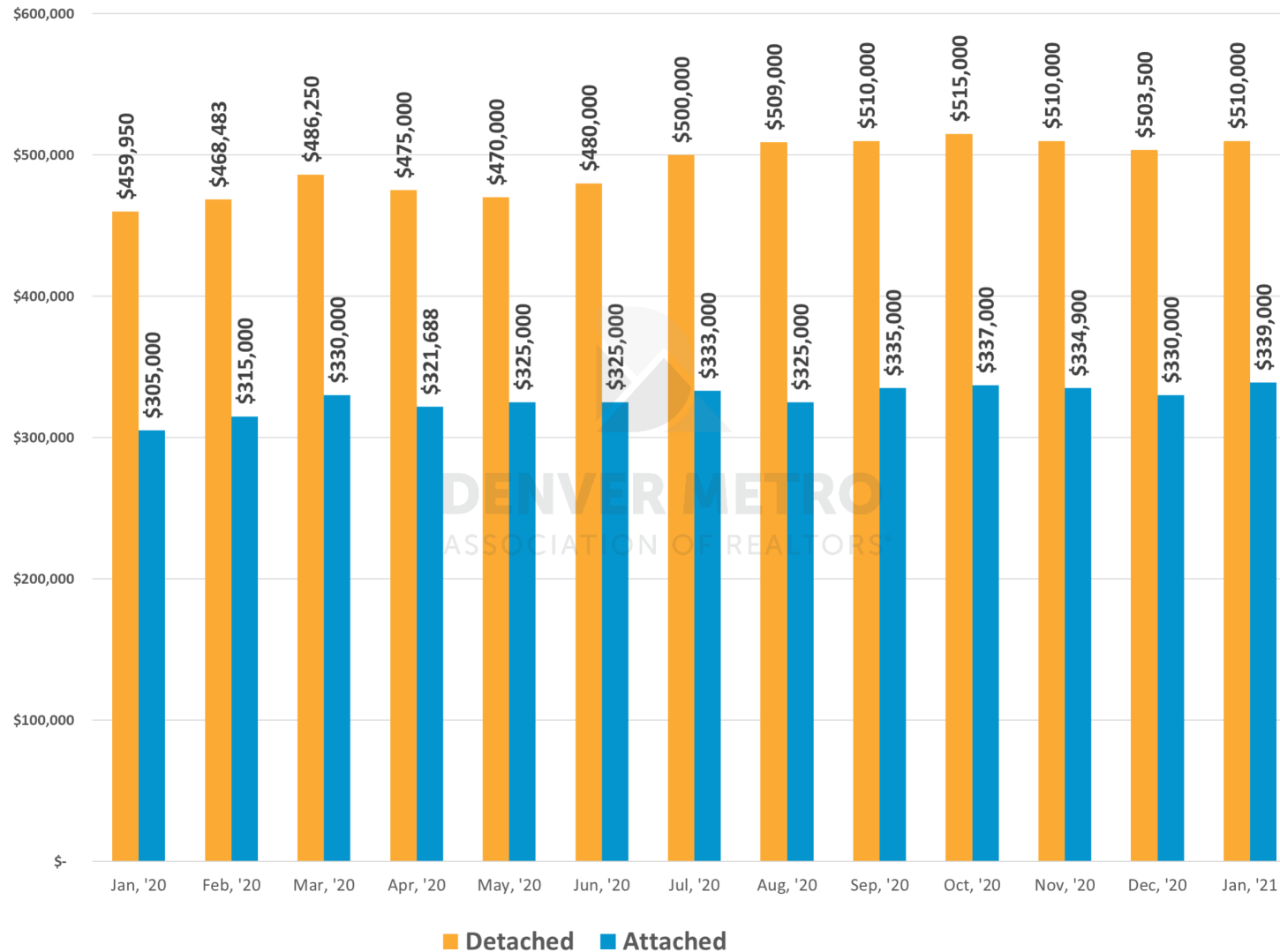


Median Close Price

DMAR Market Trends | January 2021 Data

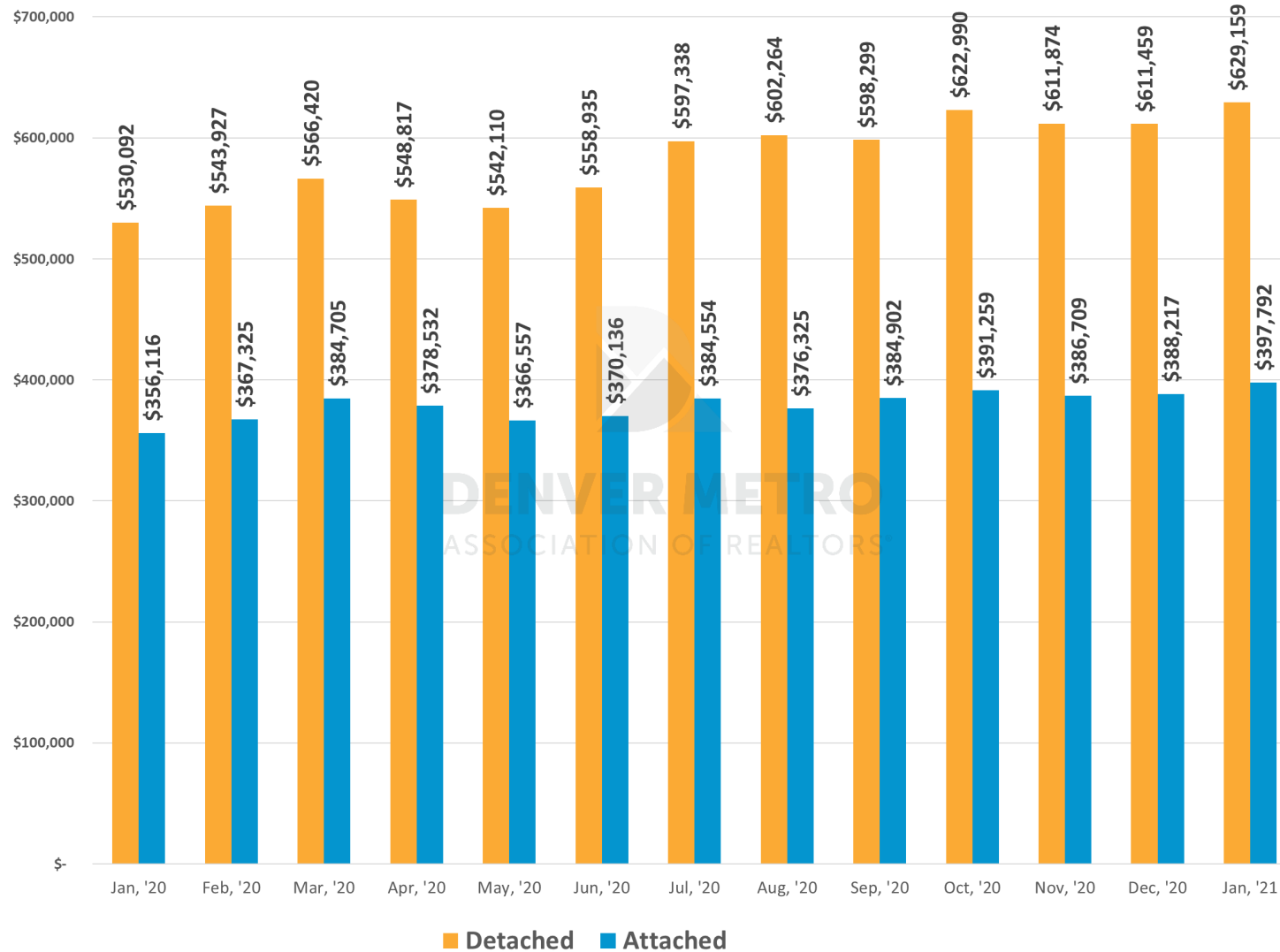
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Average Close Price

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

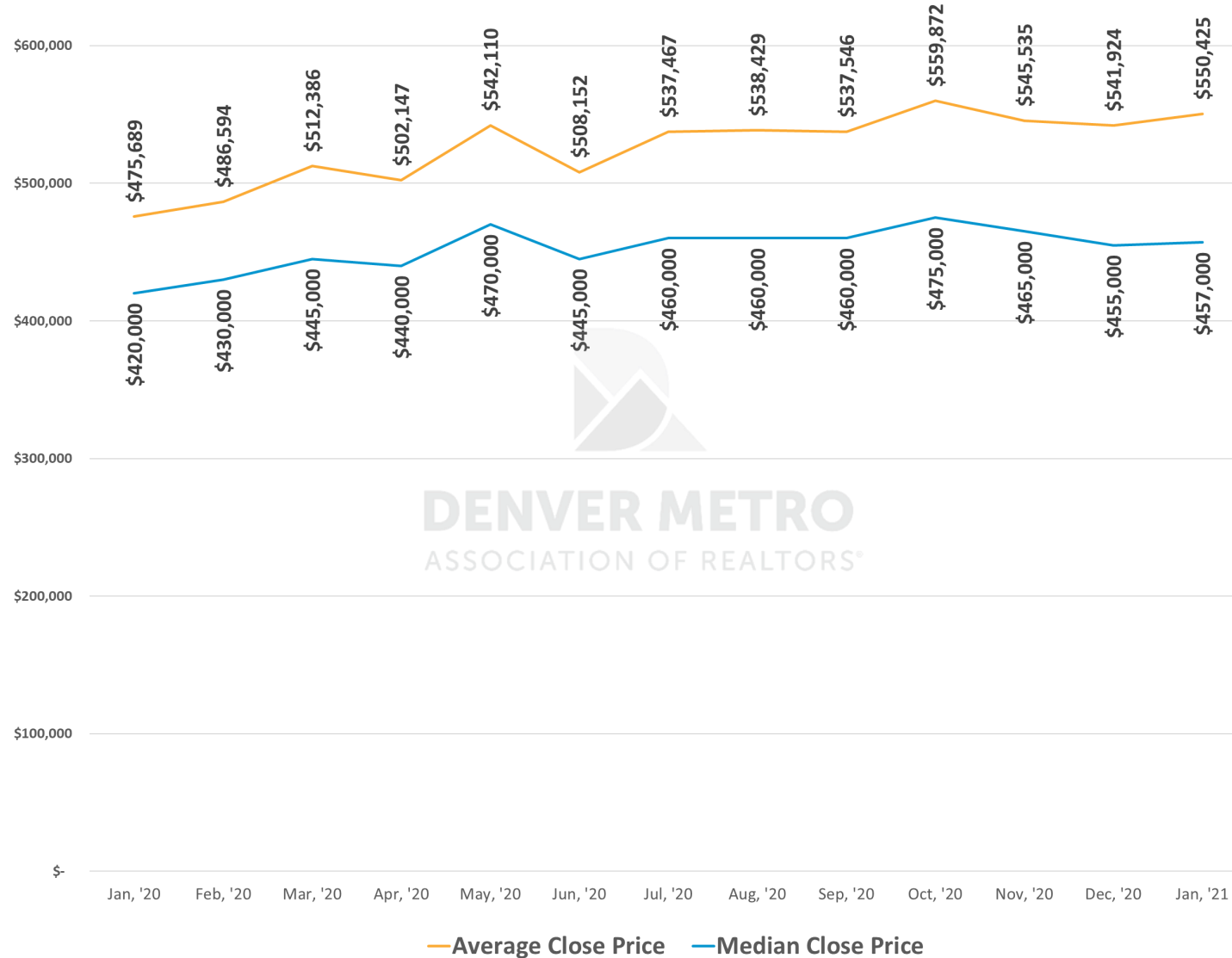


Residential Close Price

DMAR Market Trends | January 2021 Data

Denver Metro Association of REALTORS®

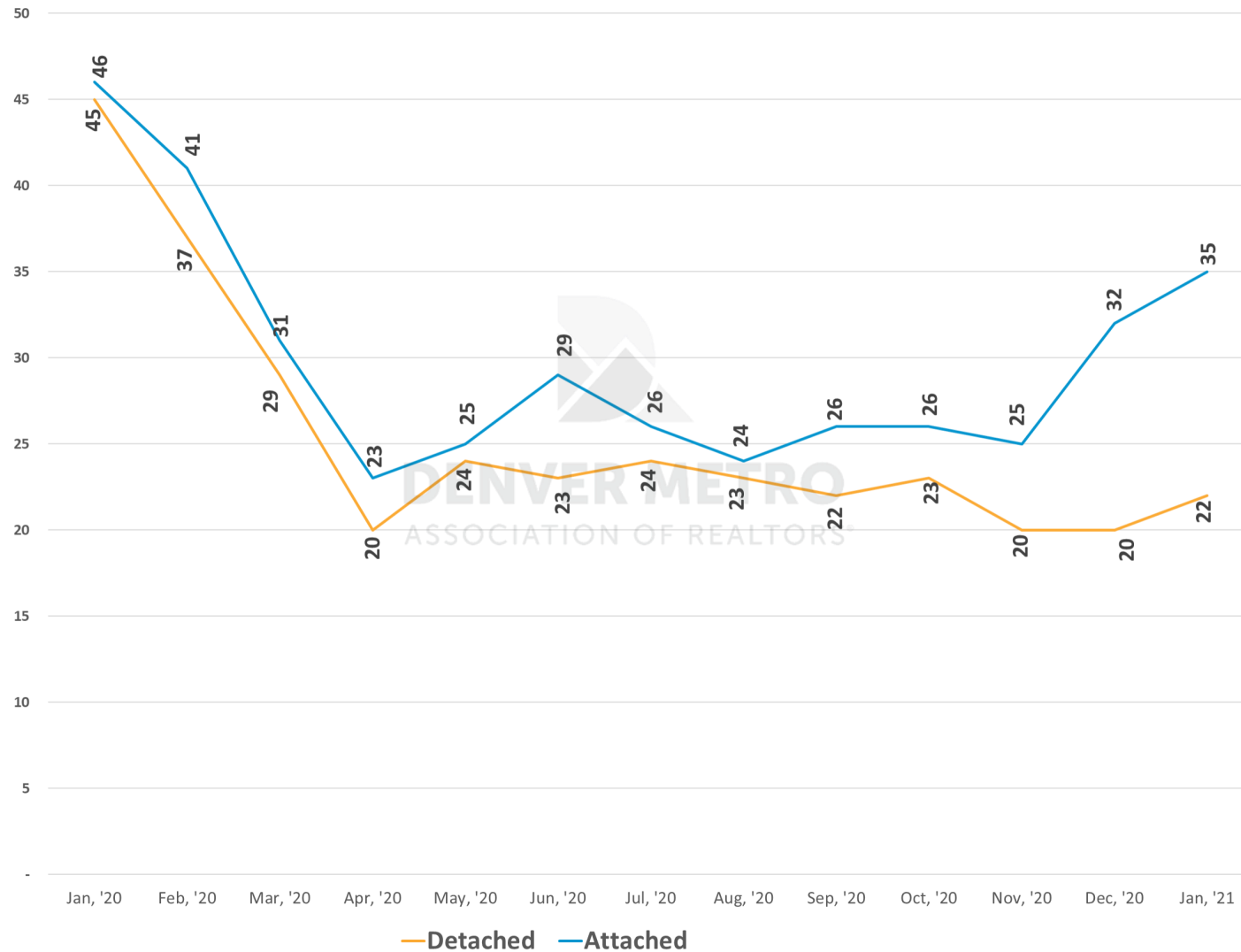
Source of MLS Data: REcolorado.com



DENVER METRO
 ASSOCIATION OF REALTORS®

Average Days in MLS

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

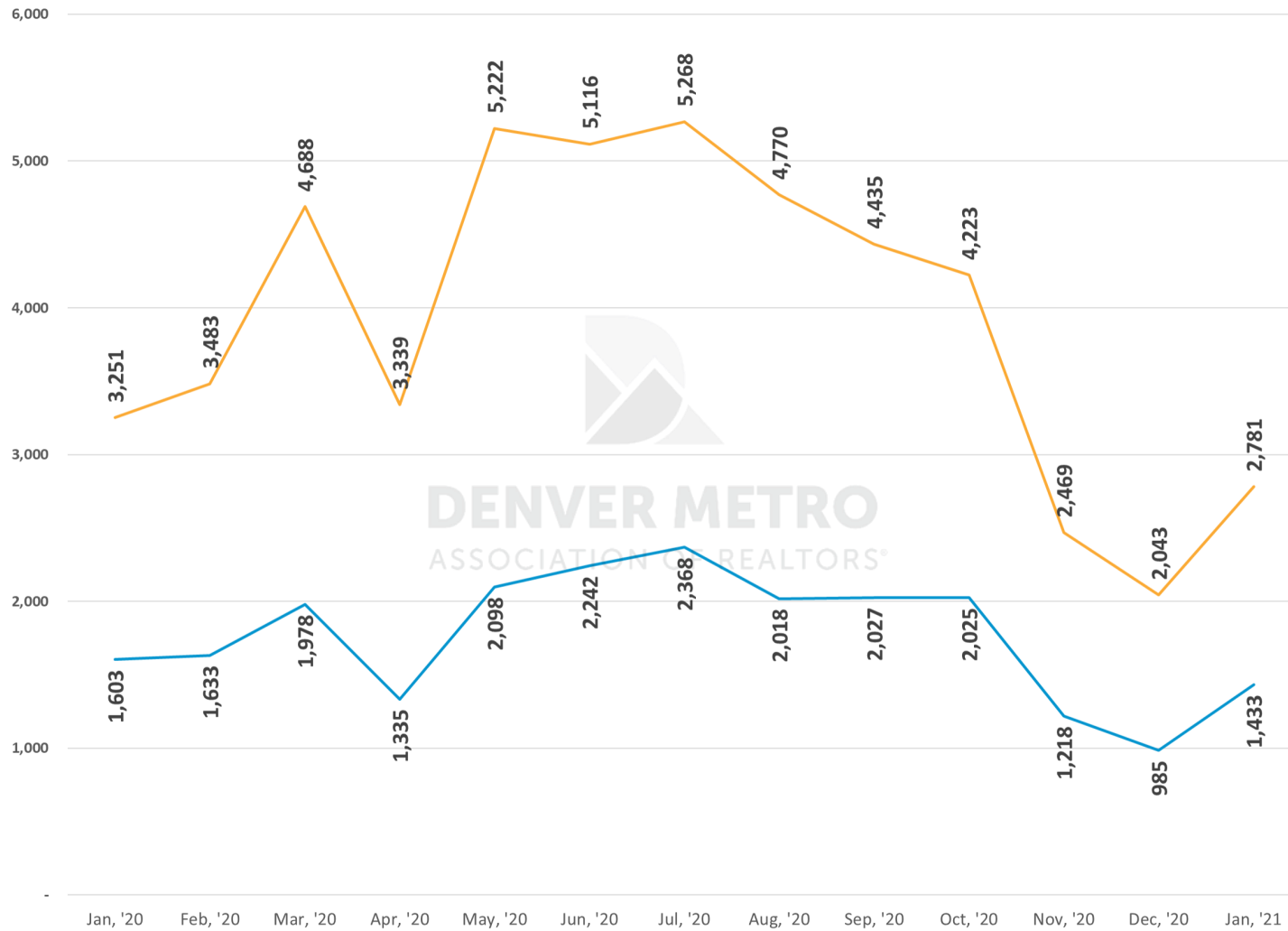


New Listings

DMAR Market Trends | January 2021 Data

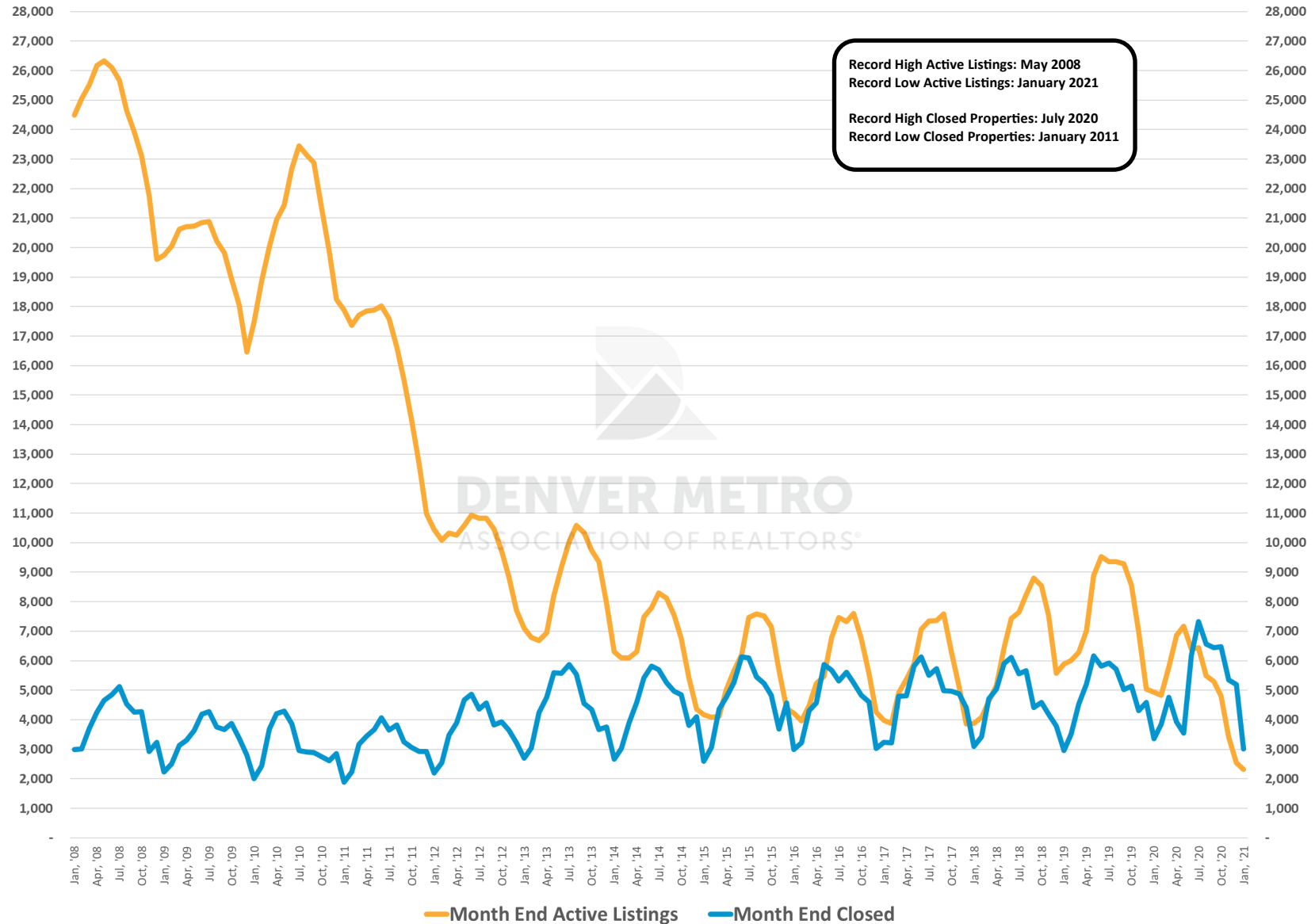
Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



Month End Active Listings and Month End Closed Homes

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



DATA SNAPSHOT

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

	Jan, '21	Prior Month	Year Ago	Prior Month	Year Ago
Residential (Detached + Attached)					
Active Listings at Month End	2,316	2,541	4,941	-8.85%	-53.13%
New Listings	4,214	3,028	4,854	39.17%	-13.19%
Pending	4,459	3,475	4,508	28.32%	-1.09%
Closed	3,015	5,201	3,361	-42.03%	-10.29%
Close Price - Average	\$ 550,425	\$ 541,924	\$ 475,689	1.57%	15.71%
Close Price - Median	\$ 457,000	\$ 455,000	\$ 420,000	0.44%	8.81%
Sales Volume	\$ 1,659,532,192	\$ 2,818,545,895	\$ 1,598,790,353	-41.12%	3.80%
Days in MLS - Average	27	24	45	12.50%	-40.00%
Days in MLS - Median	6	7	26	-14.29%	-76.92%
Close Price/List Price	100.60%	100.38%	98.81%	0.22%	1.81%
Detached					
Active Listings at Month End	1,263	1,316	3,297	-4.03%	-61.69%
New Listings	2,781	2,043	3,251	36.12%	-14.46%
Pending	2,881	2,287	3,051	25.97%	-5.57%
Closed	1,989	3,581	2,310	-44.46%	-13.90%
Close Price - Average	\$ 629,159	\$ 611,459	\$ 530,092	2.89%	18.69%
Close Price - Median	\$ 510,000	\$ 503,500	\$ 459,950	1.29%	10.88%
Sales Volume	\$ 1,251,397,877	\$ 2,189,635,027	\$ 1,224,512,111	-42.85%	2.20%
Days in MLS - Average	22	20	45	10.00%	-51.11%
Days in MLS - Median	5	6	24	-16.67%	-79.17%
Close Price/List Price	101.03%	100.73%	98.80%	0.30%	2.26%
Attached					
Active Listings at Month End	1,053	1,225	1,644	-14.04%	-35.95%
New Listings	1,433	985	1,603	45.48%	-10.61%
Pending	1,578	1,188	1,457	32.83%	8.30%
Closed	1,026	1,620	1,051	-36.67%	-2.38%
Close Price - Average	\$ 397,792	\$ 388,217	\$ 356,116	2.47%	11.70%
Close Price - Median	\$ 339,000	\$ 330,000	\$ 305,000	2.73%	11.15%
Sales Volume	\$ 408,134,315	\$ 628,910,868	\$ 374,278,242	-35.10%	9.05%
Days in MLS - Average	35	32	46	9.38%	-23.91%
Days in MLS - Median	12	13	30	-7.69%	-60.00%
Close Price/List Price	99.75%	99.62%	98.82%	0.13%	0.94%

JANUARY 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	2,316	4,941	5,881	3,869	3,989	-53.13%	-15.98%	52.00%	-3.01%
New Listings	4,214	4,854	4,831	4,253	3,881	-13.19%	0.48%	13.59%	9.59%
Closed	3,015	3,361	2,970	3,101	3,277	-10.29%	13.16%	-4.22%	-5.37%
Close Price - Average	\$ 550,425	\$ 475,689	\$ 457,828	\$ 448,504	\$ 404,308	15.71%	3.90%	2.08%	10.93%
Close Price - Median	\$ 457,000	\$ 420,000	\$ 396,500	\$ 385,406	\$ 350,000	8.81%	5.93%	2.88%	10.12%
Sales Volume	\$ 1,659,532,192	\$ 1,598,790,353	\$ 1,359,749,267	\$ 1,390,811,547	\$ 1,324,918,464	3.80%	17.58%	-2.23%	4.97%
Days in MLS - Average	27	45	43	35	36	-40.00%	4.65%	22.86%	-2.78%
Days in MLS - Median	6	26	27	12	14	-76.92%	-3.70%	125.00%	-14.29%
Close Price/List Price	100.60%	98.81%	98.57%	99.40%	99.27%	1.81%	0.24%	-0.84%	0.13%
Detached									
Active Listings at Month End	1,263	3,297	4,027	2,824	2,993	-61.69%	-18.13%	42.60%	-5.65%
New Listings	2,781	3,251	3,303	2,961	2,695	-14.46%	-1.57%	11.55%	9.87%
Closed	1,989	2,310	2,117	2,149	2,349	-13.90%	9.12%	-1.49%	-8.51%
Close Price - Average	\$ 629,159	\$ 530,092	\$ 498,511	\$ 493,496	\$ 448,966	18.69%	6.34%	1.02%	9.92%
Close Price - Median	\$ 510,000	\$ 459,950	\$ 425,000	\$ 418,000	\$ 380,000	10.88%	8.22%	1.67%	10.00%
Sales Volume	\$ 1,251,397,877	\$ 1,224,512,111	\$ 1,055,347,719	\$ 1,060,522,889	\$ 1,054,622,248	2.20%	16.03%	-0.49%	0.56%
Days in MLS - Average	22	45	44	37	40	-51.11%	2.27%	18.92%	-7.50%
Days in MLS - Median	5	24	29	13	18	-79.17%	-17.24%	123.08%	-27.78%
Close Price/List Price	101.03%	98.80%	98.51%	99.29%	99.12%	2.26%	0.29%	-0.79%	0.17%
Attached									
Active Listings at Month End	1,053	1,644	1,854	1,045	996	-35.95%	-11.33%	77.42%	4.92%
New Listings	1,433	1,603	1,528	1,292	1,186	-10.61%	4.91%	18.27%	8.94%
Closed	1,026	1,051	853	952	928	-2.38%	23.21%	-10.40%	2.59%
Close Price - Average	\$ 397,792	\$ 356,116	\$ 356,860	\$ 346,942	\$ 291,267	11.70%	-0.21%	2.86%	19.11%
Close Price - Median	\$ 339,000	\$ 305,000	\$ 295,000	\$ 285,000	\$ 244,000	11.15%	3.39%	3.51%	16.80%
Sales Volume	\$ 408,134,315	\$ 374,278,242	\$ 304,401,548	\$ 330,288,658	\$ 270,296,216	9.05%	22.96%	-7.84%	22.20%
Days in MLS - Average	35	46	40	30	26	-23.91%	15.00%	33.33%	15.38%
Days in MLS - Median	12	30	24	10	9	-60.00%	25.00%	140.00%	11.11%
Close Price/List Price	99.75%	98.82%	98.74%	99.66%	99.65%	0.94%	0.08%	-0.92%	0.01%

MARKET TRENDS

Price Range	Detached			Attached		
	Closed	Active	MOI	Closed	Active	MOI
Months of Inventory						
\$0 to \$99,999	1	3	3.00	-	-	
\$100,000 to \$199,999	2	6	3.00	81	111	1.37
\$200,000 to \$299,999	48	32	0.67	293	202	0.69
\$300,000 to \$399,999	316	116	0.37	284	173	0.61
\$400,000 to \$499,999	579	219	0.38	157	173	1.10
\$500,000 to \$749,999	693	339	0.49	147	197	1.34
\$750,000 to \$999,999	173	155	0.90	38	102	2.68
\$1,000,000 and over	177	393	2.22	26	95	3.65
TOTALS	1,989	1,263	0.63	1,026	1,053	1.03

Price Range	Detached		% change	Attached		% change
	Closed Jan, '21	Closed Dec, '20		Closed Jan, '21	Closed Dec, '20	
Month-Over-Month						
\$0 to \$99,999	1	2	-50.00%	-	1	-100.00%
\$100,000 to \$199,999	2	4	-50.00%	81	129	-37.21%
\$200,000 to \$299,999	48	76	-36.84%	293	490	-40.20%
\$300,000 to \$399,999	316	605	-47.77%	284	447	-36.47%
\$400,000 to \$499,999	579	1,065	-45.63%	157	260	-39.62%
\$500,000 to \$749,999	693	1,231	-43.70%	147	216	-31.94%
\$750,000 to \$999,999	173	311	-44.37%	38	48	-20.83%
\$1,000,000 and over	177	287	-38.33%	26	29	-10.34%
TOTALS	1,989	3,581	-44.46%	1,026	1,620	-36.67%

Price Range	Detached		% change	Attached		% change
	YTD Jan '21	YTD Jan '20		YTD Jan '21	YTD Jan '20	
Year-Over-Year						
\$0 to \$99,999	1	2	-50.00%	-	-	
\$100,000 to \$199,999	2	13	-84.62%	81	127	-36.22%
\$200,000 to \$299,999	48	126	-61.90%	293	376	-22.07%
\$300,000 to \$399,999	316	579	-45.42%	284	263	7.98%
\$400,000 to \$499,999	579	652	-11.20%	157	137	14.60%
\$500,000 to \$749,999	693	690	0.43%	147	108	36.11%
\$750,000 to \$999,999	173	144	20.14%	38	26	46.15%
\$1,000,000 and over	177	104	70.19%	26	14	85.71%
TOTALS	1,989	2,310	-13.90%	1,026	1,051	-2.38%

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

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

	Jan, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	289	161	312	79.50%	-7.37%
Pending	294	224	196	31.25%	50.00%
Closed	203	316	118	-35.76%	72.03%
Sales Volume	\$ 335,859,100	\$ 521,268,435	\$ 181,393,127	-35.57%	85.16%
Days in MLS - Average	72	53	86	35.85%	-16.28%
Days in MLS - Median	44	22	55	100.00%	-20.00%
Close Price/List Price	97.59%	97.94%	95.99%	-0.36%	1.67%
PSF Total	\$ 351	\$ 340	\$ 367	3.24%	-4.36%
Detached					
New Listings	246	144	269	70.83%	-8.55%
Pending	262	197	177	32.99%	48.02%
Closed	177	287	104	-38.33%	70.19%
Sales Volume	\$ 303,945,916	\$ 477,968,755	\$ 159,882,819	-36.41%	90.11%
Days in MLS - Average	72	52	88	38.46%	-18.18%
Days in MLS - Median	44	22	51	100.00%	-13.73%
Close Price/List Price	97.61%	98.09%	95.88%	-0.49%	1.80%
PSF Total	\$ 329	\$ 325	\$ 329	1.23%	0.00%
Attached					
New Listings	43	17	43	152.94%	0.00%
Pending	32	27	19	18.52%	68.42%
Closed	26	29	14	-10.34%	85.71%
Sales Volume	\$ 31,913,184	\$ 43,299,680	\$ 21,510,308	-26.30%	48.36%
Days in MLS - Average	72	57	72	26.32%	0.00%
Days in MLS - Median	42	37	69	13.51%	-39.13%
Close Price/List Price	97.45%	96.53%	96.82%	0.95%	0.65%
PSF Total	\$ 502	\$ 489	\$ 648	2.66%	-22.53%

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	289	312	250	234	209	-7.37%	24.80%	6.84%	11.96%
Pending	294	196	152	155	111	50.00%	28.95%	-1.94%	39.64%
Closed	203	118	95	110	89	72.03%	24.21%	-13.64%	23.60%
Sales Volume	\$ 335,859,100	\$ 181,393,127	\$ 154,266,217	\$ 167,628,267	\$ 142,329,250	85.16%	17.58%	-7.97%	17.77%
Days in MLS - Average	72	86	83	109	123	-16.28%	3.61%	-23.85%	-11.38%
Days in MLS - Median	44	55	58	85	78	-20.00%	-5.17%	-31.76%	8.97%
Close Price/List Price	97.59%	95.99%	96.43%	95.96%	95.98%	1.67%	-0.46%	0.49%	-0.02%
PSF Total	\$ 351	\$ 367	\$ 324	\$ 302	\$ 317	-4.36%	13.27%	7.28%	-4.73%
Detached									
New Listings	246	269	224	208	180	-8.55%	20.09%	7.69%	15.56%
Pending	262	177	134	135	95	48.02%	32.09%	-0.74%	42.11%
Closed	177	104	85	98	79	70.19%	22.35%	-13.27%	24.05%
Sales Volume	\$ 303,945,916	\$ 159,882,819	\$ 128,886,217	\$ 149,387,608	\$ 128,370,250	90.11%	24.05%	-13.72%	16.37%
Days in MLS - Average	72	88	82	113	124	-18.18%	7.32%	-27.43%	-8.87%
Days in MLS - Median	44	51	55	98	82	-13.73%	-7.27%	-43.88%	19.51%
Close Price/List Price	97.61%	95.88%	96.34%	95.68%	95.97%	1.80%	-0.48%	0.69%	-0.30%
PSF Total	\$ 329	\$ 329	\$ 287	\$ 276	\$ 295	0.00%	14.63%	3.99%	-6.44%
Attached									
New Listings	43	43	26	26	29	0.00%	65.38%	0.00%	-10.34%
Pending	32	19	18	20	16	68.42%	5.56%	-10.00%	25.00%
Closed	26	14	10	12	10	85.71%	40.00%	-16.67%	20.00%
Sales Volume	\$ 31,913,184	\$ 21,510,308	\$ 25,380,000	\$ 18,240,659	\$ 13,959,000	48.36%	-15.25%	39.14%	30.67%
Days in MLS - Average	72	72	87	83	114	0.00%	-17.24%	4.82%	-27.19%
Days in MLS - Median	42	69	95	13	26	-39.13%	-27.37%	630.77%	-50.00%
Close Price/List Price	97.45%	96.82%	97.18%	98.24%	96.10%	0.65%	-0.37%	-1.08%	2.23%
PSF Total	\$ 502	\$ 648	\$ 638	\$ 513	\$ 501	-22.53%	1.57%	24.37%	2.40%

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

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

	Jan, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	326	190	344	71.58%	-5.23%
Pending	381	224	252	70.09%	51.19%
Closed	211	359	170	-41.23%	24.12%
Sales Volume	\$ 181,165,812	\$ 304,258,730	\$ 142,943,310	-40.46%	26.74%
Days in MLS - Average	40	38	68	5.26%	-41.18%
Days in MLS - Median	14	14	48	0.00%	-70.83%
Close Price/List Price	99.49%	99.65%	98.18%	-0.16%	1.33%
PSF Total	\$ 264	\$ 257	\$ 240	2.72%	10.00%
Detached					
New Listings	251	160	275	56.88%	-8.73%
Pending	307	183	201	67.76%	52.74%
Closed	173	311	144	-44.37%	20.14%
Sales Volume	\$ 148,479,394	\$ 263,396,003	\$ 121,327,281	-43.63%	22.38%
Days in MLS - Average	33	36	71	-8.33%	-53.52%
Days in MLS - Median	12	12	52	0.00%	-76.92%
Close Price/List Price	99.73%	99.73%	98.08%	0.00%	1.68%
PSF Total	\$ 243	\$ 240	\$ 222	1.25%	9.46%
Attached					
New Listings	75	30	69	150.00%	8.70%
Pending	74	41	51	80.49%	45.10%
Closed	38	48	26	-20.83%	46.15%
Sales Volume	\$ 32,686,418	\$ 40,862,727	\$ 21,616,029	-20.01%	51.21%
Days in MLS - Average	74	56	54	32.14%	37.04%
Days in MLS - Median	33	29	27	13.79%	22.22%
Close Price/List Price	98.40%	99.13%	98.77%	-0.74%	-0.37%
PSF Total	\$ 360	\$ 363	\$ 339	-0.83%	6.19%

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	326	344	297	251	196	-5.23%	15.82%	18.33%	28.06%
Pending	381	252	197	191	136	51.19%	27.92%	3.14%	40.44%
Closed	211	170	141	142	100	24.12%	20.57%	-0.70%	42.00%
Sales Volume	\$ 181,165,812	\$ 142,943,310	\$ 119,557,966	\$ 120,581,582	\$ 86,179,560	26.74%	19.56%	-0.85%	39.92%
Days in MLS - Average	40	68	66	72	81	-41.18%	3.03%	-8.33%	-11.11%
Days in MLS - Median	14	48	42	56	55	-70.83%	14.29%	-25.00%	1.82%
Close Price/List Price	99.49%	98.18%	98.47%	98.40%	97.15%	1.33%	-0.29%	0.07%	1.29%
PSF Total	\$ 264	\$ 240	\$ 245	\$ 252	\$ 224	10.00%	-2.04%	-2.78%	12.50%
Detached									
New Listings	251	275	230	204	164	-8.73%	19.57%	12.75%	24.39%
Pending	307	201	154	153	116	52.74%	30.52%	0.65%	31.90%
Closed	173	144	112	109	90	20.14%	28.57%	2.75%	21.11%
Sales Volume	\$ 148,479,394	\$ 121,327,281	\$ 95,082,529	\$ 92,610,205	\$ 78,008,671	22.38%	27.60%	2.67%	18.72%
Days in MLS - Average	33	71	62	70	86	-53.52%	14.52%	-11.43%	-18.60%
Days in MLS - Median	12	52	35	54	59	-76.92%	48.57%	-35.19%	-8.47%
Close Price/List Price	99.73%	98.08%	98.51%	98.18%	96.99%	1.68%	-0.44%	0.34%	1.23%
PSF Total	\$ 243	\$ 222	\$ 222	\$ 223	\$ 212	9.46%	0.00%	-0.45%	5.19%
Attached									
New Listings	75	69	67	47	32	8.70%	2.99%	42.55%	46.88%
Pending	74	51	43	38	20	45.10%	18.60%	13.16%	90.00%
Closed	38	26	29	33	10	46.15%	-10.34%	-12.12%	230.00%
Sales Volume	\$ 32,686,418	\$ 21,616,029	\$ 24,475,437	\$ 27,971,377	\$ 8,170,889	51.21%	-11.68%	-12.50%	242.33%
Days in MLS - Average	74	54	83	79	42	37.04%	-34.94%	5.06%	88.10%
Days in MLS - Median	33	27	50	60	33	22.22%	-46.00%	-16.67%	81.82%
Close Price/List Price	98.40%	98.77%	98.31%	99.12%	98.59%	-0.37%	0.47%	-0.82%	0.54%
PSF Total	\$ 360	\$ 339	\$ 336	\$ 344	\$ 334	6.19%	0.89%	-2.33%	2.99%

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

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

	Jan, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,129	811	1,225	39.21%	-7.84%
Pending	1,183	910	1,115	30.00%	6.10%
Closed	840	1,447	798	-41.95%	5.26%
Sales Volume	\$ 502,626,892	\$ 864,856,842	\$ 474,915,270	-41.88%	5.84%
Days in MLS - Average	25	22	57	13.64%	-56.14%
Days in MLS - Median	5	7	38	-28.57%	-86.84%
Close Price/List Price	101.14%	100.66%	98.63%	0.48%	2.54%
PSF Total	\$ 238	\$ 230	\$ 214	3.48%	11.21%
Detached					
New Listings	944	678	1,024	39.23%	-7.81%
Pending	966	739	931	30.72%	3.76%
Closed	693	1,231	690	-43.70%	0.43%
Sales Volume	\$ 413,569,861	\$ 734,022,850	\$ 410,504,476	-43.66%	0.75%
Days in MLS - Average	19	20	56	-5.00%	-66.07%
Days in MLS - Median	5	6	38	-16.67%	-86.84%
Close Price/List Price	101.33%	100.86%	98.60%	0.47%	2.77%
PSF Total	\$ 218	\$ 213	\$ 193	2.35%	12.95%
Attached					
New Listings	185	133	201	39.10%	-7.96%
Pending	217	171	184	26.90%	17.93%
Closed	147	216	108	-31.94%	36.11%
Sales Volume	\$ 89,057,031	\$ 130,833,992	\$ 64,410,794	-31.93%	38.26%
Days in MLS - Average	55	34	63	61.76%	-12.70%
Days in MLS - Median	22	16	44	37.50%	-50.00%
Close Price/List Price	100.28%	99.53%	98.82%	0.75%	1.48%
PSF Total	\$ 332	\$ 325	\$ 348	2.15%	-4.60%

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	1,129	1,225	1,136	897	707	-7.84%	7.83%	26.64%	26.87%
Pending	1,183	1,115	848	798	621	6.10%	31.49%	6.27%	28.50%
Closed	840	798	562	576	444	5.26%	41.99%	-2.43%	29.73%
Sales Volume	\$ 502,626,892	\$ 474,915,270	\$ 333,080,412	\$ 339,921,967	\$ 261,411,875	5.84%	42.58%	-2.01%	30.03%
Days in MLS - Average	25	57	55	52	60	-56.14%	3.64%	5.77%	-13.33%
Days in MLS - Median	5	38	41	26	37	-86.84%	-7.32%	57.69%	-29.73%
Close Price/List Price	101.14%	98.63%	98.46%	99.08%	98.51%	2.54%	0.17%	-0.63%	0.58%
PSF Total	\$ 238	\$ 214	\$ 201	\$ 212	\$ 194	11.21%	6.47%	-5.19%	9.28%
Detached									
New Listings	944	1,024	950	742	589	-7.81%	7.79%	28.03%	25.98%
Pending	966	931	734	676	532	3.76%	26.84%	8.58%	27.07%
Closed	693	690	493	462	375	0.43%	39.96%	6.71%	23.20%
Sales Volume	\$ 413,569,861	\$ 410,504,476	\$ 292,084,880	\$ 272,271,176	\$ 220,413,227	0.75%	40.54%	7.28%	23.53%
Days in MLS - Average	19	56	55	51	62	-66.07%	1.82%	7.84%	-17.74%
Days in MLS - Median	5	38	41	27	38	-86.84%	-7.32%	51.85%	-28.95%
Close Price/List Price	101.33%	98.60%	98.50%	98.98%	98.40%	2.77%	0.10%	-0.48%	0.59%
PSF Total	\$ 218	\$ 193	\$ 186	\$ 184	\$ 172	12.95%	3.76%	1.09%	6.98%
Attached									
New Listings	185	201	186	155	118	-7.96%	8.06%	20.00%	31.36%
Pending	217	184	114	122	89	17.93%	61.40%	-6.56%	37.08%
Closed	147	108	69	114	69	36.11%	56.52%	-39.47%	65.22%
Sales Volume	\$ 89,057,031	\$ 64,410,794	\$ 40,995,532	\$ 67,650,791	\$ 40,998,648	38.26%	57.12%	-39.40%	65.01%
Days in MLS - Average	55	63	57	55	48	-12.70%	10.53%	3.64%	14.58%
Days in MLS - Median	22	44	44	24	35	-50.00%	0.00%	83.33%	-31.43%
Close Price/List Price	100.28%	98.82%	98.19%	99.48%	99.06%	1.48%	0.64%	-1.30%	0.42%
PSF Total	\$ 332	\$ 348	\$ 308	\$ 333	\$ 317	-4.60%	12.99%	-7.51%	5.05%

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

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

	Jan, '21	Prior Month	Last Year	Prior Month	Last Year
Residential (Detached + Attached)					
New Listings	1,888	1,431	2,195	31.94%	-13.99%
Pending	1,923	1,605	2,155	19.81%	-10.77%
Closed	1,336	2,377	1,631	-43.79%	-18.09%
Sales Volume	\$ 538,843,874	\$ 960,781,813	\$ 647,340,598	-43.92%	-16.76%
Days in MLS - Average	17	18	37	-5.56%	-54.05%
Days in MLS - Median	5	6	20	-16.67%	-75.00%
Close Price/List Price	101.28%	100.99%	99.28%	0.29%	2.01%
PSF Total	\$ 247	\$ 240	\$ 215	2.92%	14.88%
Detached					
New Listings	1,276	1,002	1,529	27.35%	-16.55%
Pending	1,270	1,104	1,595	15.04%	-20.38%
Closed	895	1,670	1,231	-46.41%	-27.29%
Sales Volume	\$ 372,234,320	\$ 692,890,320	\$ 496,963,722	-46.28%	-25.10%
Days in MLS - Average	13	12	35	8.33%	-62.86%
Days in MLS - Median	4	5	18	-20.00%	-77.78%
Close Price/List Price	101.84%	101.41%	99.34%	0.42%	2.52%
PSF Total	\$ 238	\$ 232	\$ 200	2.59%	19.00%
Attached					
New Listings	612	429	666	42.66%	-8.11%
Pending	653	501	560	30.34%	16.61%
Closed	441	707	400	-37.62%	10.25%
Sales Volume	\$ 166,609,554	\$ 267,891,493	\$ 150,376,876	-37.81%	10.79%
Days in MLS - Average	27	32	44	-15.63%	-38.64%
Days in MLS - Median	9	14	30	-35.71%	-70.00%
Close Price/List Price	100.14%	100.02%	99.07%	0.12%	1.08%
PSF Total	\$ 266	\$ 259	\$ 260	2.70%	2.31%

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	1,888	2,195	2,296	1,985	1,631	-13.99%	-4.40%	15.67%	21.70%
Pending	1,923	2,155	2,016	1,888	1,687	-10.77%	6.89%	6.78%	11.91%
Closed	1,336	1,631	1,558	1,510	1,501	-18.09%	4.69%	3.18%	0.60%
Sales Volume	\$ 538,843,874	\$ 647,340,598	\$ 606,867,686	\$ 584,365,568	\$ 575,766,362	-16.76%	6.67%	3.85%	1.49%
Days in MLS - Average	17	37	38	27	32	-54.05%	-2.63%	40.74%	-15.63%
Days in MLS - Median	5	20	26	10	15	-75.00%	-23.08%	160.00%	-33.33%
Close Price/List Price	101.28%	99.28%	98.96%	99.67%	99.44%	2.01%	0.32%	-0.71%	0.23%
PSF Total	\$ 247	\$ 215	\$ 201	\$ 195	\$ 173	14.88%	6.97%	3.08%	12.72%
Detached									
New Listings	1,276	1,529	1,723	1,555	1,324	-16.55%	-11.26%	10.80%	17.45%
Pending	1,270	1,595	1,586	1,491	1,411	-20.38%	0.57%	6.37%	5.67%
Closed	895	1,231	1,259	1,249	1,299	-27.29%	-2.22%	0.80%	-3.85%
Sales Volume	\$ 372,234,320	\$ 496,963,722	\$ 495,588,424	\$ 486,693,514	\$ 499,888,075	-25.10%	0.28%	1.83%	-2.64%
Days in MLS - Average	13	35	38	26	32	-62.86%	-7.89%	46.15%	-18.75%
Days in MLS - Median	4	18	26	9	15	-77.78%	-30.77%	188.89%	-40.00%
Close Price/List Price	101.84%	99.34%	98.89%	99.70%	99.42%	2.52%	0.46%	-0.81%	0.28%
PSF Total	\$ 238	\$ 200	\$ 188	\$ 182	\$ 163	19.00%	6.38%	3.30%	11.66%
Attached									
New Listings	612	666	573	430	307	-8.11%	16.23%	33.26%	40.07%
Pending	653	560	430	397	276	16.61%	30.23%	8.31%	43.84%
Closed	441	400	299	261	202	10.25%	33.78%	14.56%	29.21%
Sales Volume	\$ 166,609,554	\$ 150,376,876	\$ 111,279,262	\$ 97,672,054	\$ 75,878,287	10.79%	35.13%	13.93%	28.72%
Days in MLS - Average	27	44	40	30	37	-38.64%	10.00%	33.33%	-18.92%
Days in MLS - Median	9	30	22	14	13	-70.00%	36.36%	57.14%	7.69%
Close Price/List Price	100.14%	99.07%	99.22%	99.52%	99.54%	1.08%	-0.15%	-0.30%	-0.02%
PSF Total	\$ 266	\$ 260	\$ 253	\$ 255	\$ 240	2.31%	2.77%	-0.78%	6.25%