

# DIGGING DEEPER: Seller Concessions

The DMAR Market Trends Committee examined how many sellers paid a concession in January of 2020.

The average concession amount hasn't significantly changed from previous years. What has changed is that more home sellers are agreeing to pay seller concessions.

## KEY STATS:

- ✓ 1,519 or 46.2 percent of homes closed in January of 2020 had a seller-paid concession.
- ✓ 1,177 or 39.6 percent of homes closed in January of 2019 had a seller-paid concession.
- ✓ 1,019 or 32.9 percent of homes closed in January of 2018 had a seller-paid concession.

Price Range	Avg. Concession	Frequency
\$0 to \$99,999	\$0	0%
\$100,000 to \$199,999	\$3,413	39%
\$200,000 to \$299,999	\$3,529	50%
\$300,000 to \$399,999	\$3,739	52%
\$400,000 to \$499,999	\$3,787	49%
\$500,000 to \$749,999	\$3,853	40%
\$750,000 to \$999,999	\$4,969	36%
\$1,000,000 and over	\$4,918	29%
TOTALS	\$3,805	46%

## DMAR MARKET TRENDS | DIGGING DEEPER

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# ABOUT

## MARKET TRENDS COMMITTEE

The DMAR Market Trends Committee, part of the Denver Metro Association of REALTORS®, *The Voice of Real Estate® in the Denver Metro Area*, provides timely, consistent and relevant monthly summaries of valuable local real estate market statistical data for both its members and the general public. Statistics from the “Denver Metro Real Estate Market Trends Report” provide data for the following counties: Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park.

DMAR’s Market Trends Committee Members:

- Jill Schafer, Committee Chair and Broker Associate at Kentwood Real Estate
- Andrew Abrams, Broker Associate at A-Squared Real Estate
- Gary Bauer, Broker at Garold D. Bauer
- David Bovard, Broker/Owner at Realty Group LLC
- Steve Danyliw, Broker/Owner at Danyliw & Associates
- Libby Levinson, Broker Associate at Kentwood Real Estate
- William Maline, Broker Associate at RE/MAX Professionals
- Brigitte Modglin, Broker Associate at Kentwood City Properties
- Drew Morris, Broker Associate at New Era Group at Your Castle Real Estate
- Jessica Reinhardt, Broker Associate at RE/MAX Alliance
- Nicole Rueth, Producing Branch Manager at Fairway Mortgage
- Amanda Snitker, Broker Associate at Coldwell Banker Devonshire
- Jenny Usaj, Managing Broker at Usaj Realty
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**Media Contact:** 303-242-5855 | [andrea@decibelblue.com](mailto:andrea@decibelblue.com) | Andrea Kalmanovitz, Director, Public Relations, Decibel Blue Creative Marketing & PR on behalf of the Denver Metro Association of REALTORS®.

**Data Source:** REcolorado, the state’s largest network of real estate professionals, serves as the primary source of MLS data for the Market Trends Committee. REcolorado.com provides the most accurate and up-to-date property information for REALTORS®, real estate professionals and consumers.

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## DENVER METRO ASSOCIATION OF REALTORS®

The Denver Metro Association of REALTORS®, *The Voice of Real Estate® in the Denver Metro Area*, is a membership-based organization comprised of over 7,000 real estate professionals in the Denver Metropolitan area. The Association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. For more information, visit [www.dmarealtors.com](http://www.dmarealtors.com) or call 303-756-0553.

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All data presented in this report was provided by REcolorado. The data was pulled at 8:00 AM (mountain time) on the first day of the month for the preceding month(s).

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