

A stylized graphic of a mountain range on the left side of the page. It consists of several overlapping geometric shapes: a large orange semi-circle at the top, a red triangle to the left, a purple triangle in the center, and a blue triangle at the bottom right. The shapes are arranged to create a sense of depth and height.

# **Denver Metro Real Estate Market Trends Report**

**April 2019**

# MARKET OVERVIEW

The April report, according to recent data provided by the Denver Metro Association of REALTORS® Market Trends Committee, showcases the March 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 (Single Family plus Condo)

		Prior Month	Year-Over-Year
Active Inventory	6,292	4.57%	36.22%
Sold Homes	4,162	20.01%	-11.71%
Sold Price - Average	\$480,486	3.57%	1.79%
Sold Price - Median	\$415,000	3.75%	1.53%
Days on Market - Average	31	-20.51%	14.81%



## Single Family (aka Detached Single Family)

Active Inventory	4,314	5.17%	26.29%
Sold Homes	2,928	21.44%	-10.76%
Sold Price - Average	\$530,897	3.27%	1.26%
Sold Price - Median	\$450,000	3.69%	1.58%
Days on Market - Average	32	-21.95%	14.29%



## Condo (aka Attached Single Family)

Active Inventory	1,978	3.29%	64.42%
Sold Homes	1,234	16.75%	-13.89%
Sold Price - Average	\$360,875	3.27%	2.44%
Sold Price - Median	\$300,000	0.64%	0.84%
Days on Market - Average	30	-11.76%	25.00%

# MARKET INSIGHTS

- ✓ Price reductions are on the rise, which proves that unrealistic sellers are left chasing the market. Buyers are out in full force, but with the increased inventory, they are more discerning and compelled towards homes that are turnkey.
- ✓ First-time buyers are becoming more active as spring inventory is offering a wider selection. With a strategy to buy before spring prices climb, millennials are making the smart decision to move up from homes priced less than \$500k to more than \$700k.
- ✓ Real estate photographers and home inspectors are reporting a surge toward the typical spring market.
- ✓ We must be realistic and timely when making price adjustments in our current market, and make the adjustments within three weeks of the market date. Any later, and you will most likely be missing the market, especially since February, March and April are when we have the most buyers. If you wait until May to reduce a listing's price, most of today's buyers will already be living in their new homes.
- ✓ Colorado boasts seven of America's top 25 Healthiest Communities, and 28 of the top 500 overall, including the number one healthiest, Douglas county.
- ✓ Around 35 percent of mortgage borrowers in metro Denver are "equity-rich," meaning their homes are worth at least twice as much as what is owed on the property, according to ATTOM Data Solutions.
- ✓ Attainable housing is becoming a priority in the southern metro area. RidgeGate, the 3,500-acre mixed-use master planned community in Lone Tree, recently received unanimous approval from the Lone Tree City Council for an attainable housing program. The program provides for a minimum of 350 housing units designated for households with earnings between 40 and 60 percent of the area median income.
- ✓ South Park Hill tops the 2019 list of Best Neighborhoods to Live In Denver, published by Pittsburgh-based website, Niche. The ranking is based on multiple factors, including housing trends and affordability, school quality, health and fitness, crime rates, commute times and employment rates. Rounding out the top five are Wellshire, Country Club, Downtown and North Capitol Hill/Uptown.
- ✓ The Denver Broncos and public officials are ready to pull the trigger on an idea that has fueled speculation and intrigue for years: tearing up the sprawling south parking lots at the former Sports Authority Field to make way for an entertainment district.
- ✓ An income-restricted apartment project breaks ground in Denver near 38th Ave. and Blake St. This complex will have a total of 66 units, with 10 percent reserved for those making up to 30 percent of the area median income (AMI), which

equates to an individual with an annual income of less than \$18,900, or a family of four with an income below \$26,970. Another 40 percent will be restricted to those making up to 50 percent of AMI, with the remaining half of the units available to those making up to 60 percent AMI, which is less than \$37,800 for an individual, or below \$53,940 for a family of four.

- ✓ In 2015 the condo market comprised only 19 percent of the total inventory, compared to 31 percent today. Can we attribute this increase to investors liquidating rentals believing we've hit the top of this market cycle?
  - ✓ In late March, we saw the inversion of the yield curve, which is an early indicator of an upcoming recession. The two year treasury yield inverted with the five year, and is only 15 basis points from inverting with the 10 year. During recessions, it is typical for interest rates to decline, offering homeowners refinance opportunities.
  - ✓ Interest rates dropped 0.25 percent lower than they were a year ago, stimulating a national increase in purchase applications by four percent, and refinance applications by 8.5 percent from this time last year. The interest rate decrease can make an impact of \$25K to \$50K in buyer purchasing power, and may help some get into better school districts, nicer houses or bigger homes.
  - ✓ Most recently, we've seen the percentage of transactions involving a seller concession increase to 41 percent. Of those, the average concession amount is about one percent of the home price.
  - ✓ An NAHBI survey found that 91 percent of homebuyers want a laundry room included in their home, which is more than any other home or community feature. The laundry room is followed by ENERGY STAR® rated windows, a patio, ENERGY STAR® rated appliances and ceiling fans.
  - ✓ The U.S. Department of Housing and Urban Development (HUD) is suing Facebook for violating the Fair Housing Act. HUD claims Facebook discriminates against users by restricting who can view housing-related ads on Facebook's platforms and across the Internet. Many real estate leaders think the lawsuit is baseless.
- Quick Stats:**
- Average active listings for March is 14,734 (1985-2018).
  - Record-high March was 2006 with 27,309 listings and 2015 represented the record-low with 4,112 listings.
  - The 20-year average change in active listings from February to March is a 5.95 percent decrease. 2019 represents an increase of 4.57 percent.

# EXPERT OPINION



**JILL SCHAFER**

Chair of the DMAR Market Trends Committee and Denver real estate agent



Despite the bomb cyclone and cold spells, the market saw a seasonal simmer as spring picked up steam with real estate transactions in March. Buyers had 21.75 percent more new attached and detached home choices, and liked what they saw, with the number of homes going under contract up 27.39 percent from February. When more homes go under contract than come on the market, it begins to chip away at the surplus inventory that built up in the last half of 2018.

Here's what else was up at the end of the first quarter of 2019: single-family active listings (up 26.29 percent year-to-date), new listings (up 1.99 percent year-to-date) and days on market, which more than doubled from seven in 2018 to 15 year-to-date. Prices were up too, but just barely. The single-family average price was up just a bit, 0.95 percent year-to-date, to \$516,469. The median was up even less, 0.34 percent, to \$436,500. The bump was a little bigger for condo prices, but not much. Notably, the average attached-home price ended the first quarter at \$356,142 year-to-date. Have price increases peaked?

Not everything was popping up like daffodils in my yard. The number of detached single-family homes and condos sold so far in 2019 dropped 5.79 percent and thus the sales volume was also down 4.36 percent year-to-date. Buyers are pushing back on sellers' list prices with the close to list price ratio down to 99.04 percent, which is the lowest ratio it's been at this point in the past four years.

We continue to have an affordability issue in the metro area, but in the attached-home market, new listings, under contracts and active listings were all up this month. We ended March with an average condo sold price of \$360,875 and a median of \$300,000. Does that mean people are finally getting a chance to get their own piece of the American Dream? Attached homes can be built for less, and price-wise may be the opportunity buyers need.

The number of agents still searching for something to meet their buyer's needs is reflected in the low months of inventory. The market under \$1 million is still very much a seller's market, and we are teetering on an equal market between buyers and sellers over \$1 million with 5.16 months of single-family inventory and 5.59 months of attached-home inventory. At this point, buyers do not have the upper hand in any price range.

Sellers need to be priced right from the very beginning, and have homes in move-in ready condition to get full price or higher offers, but buyers still have to put their best foot forward, because there still isn't a lot out there to choose from. Does this mean we are in for another record-breaking spring and summer, or are there signs that we are calming down and balancing out? In my opinion, we won't be breaking records, but we aren't slowing down much either, just enough to take a big breath and get back out there ready to buy and sell. It's spring after all, and that's what happens at this time of year.

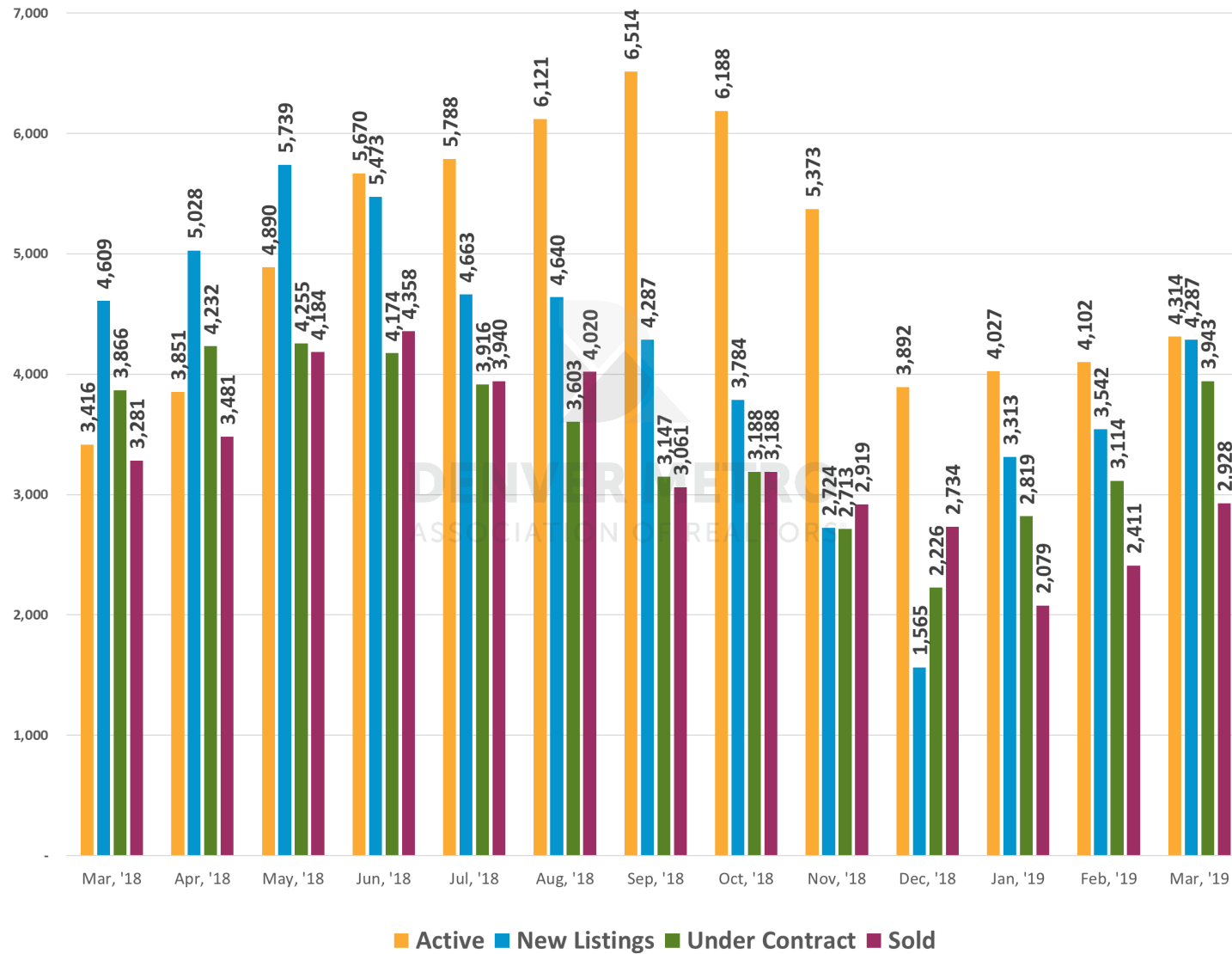


# Single Family (aka Detached Single Family)

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



## DMAR MARKET TRENDS | APRIL 2019

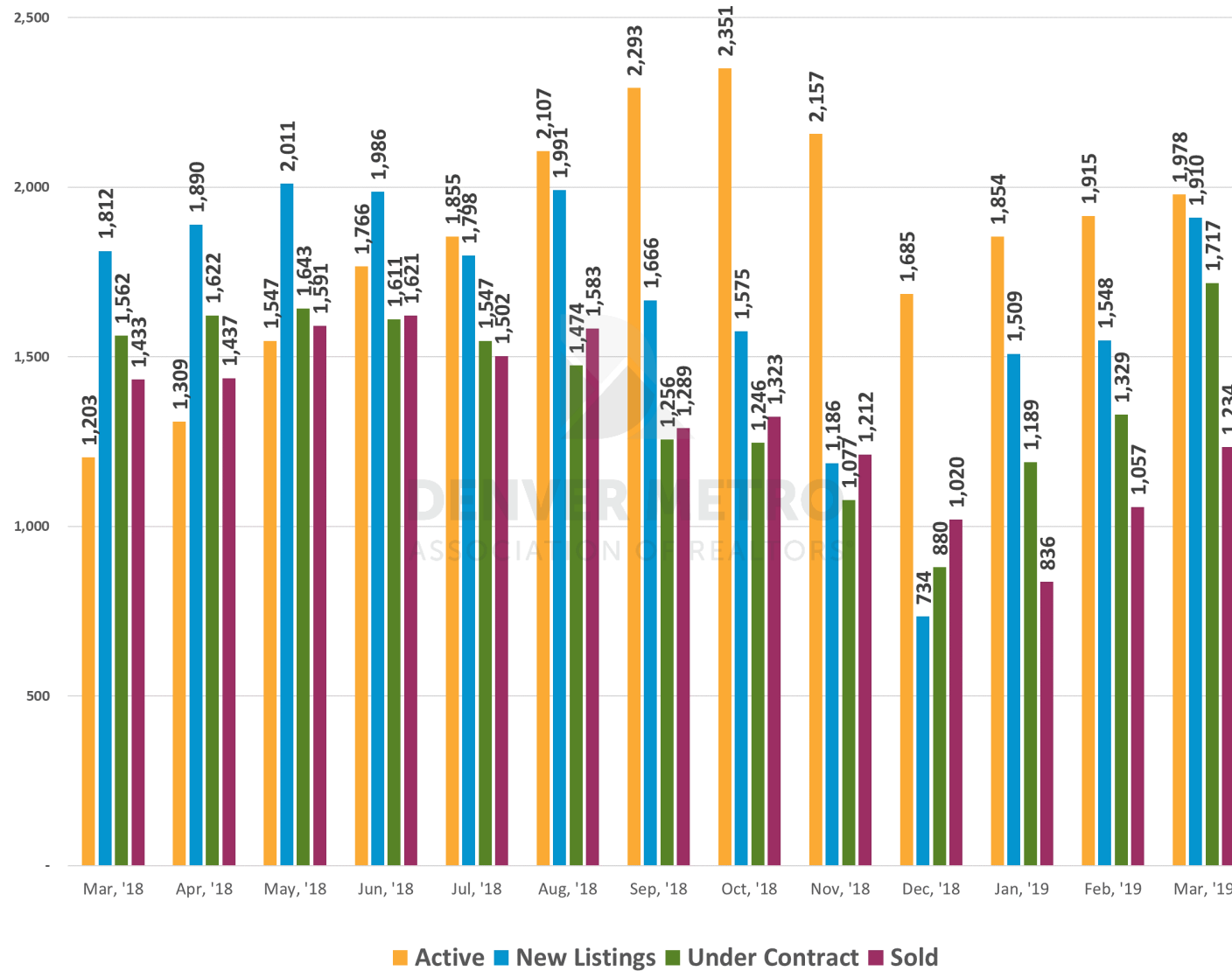
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## Condo (aka Attached Single Family)

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com

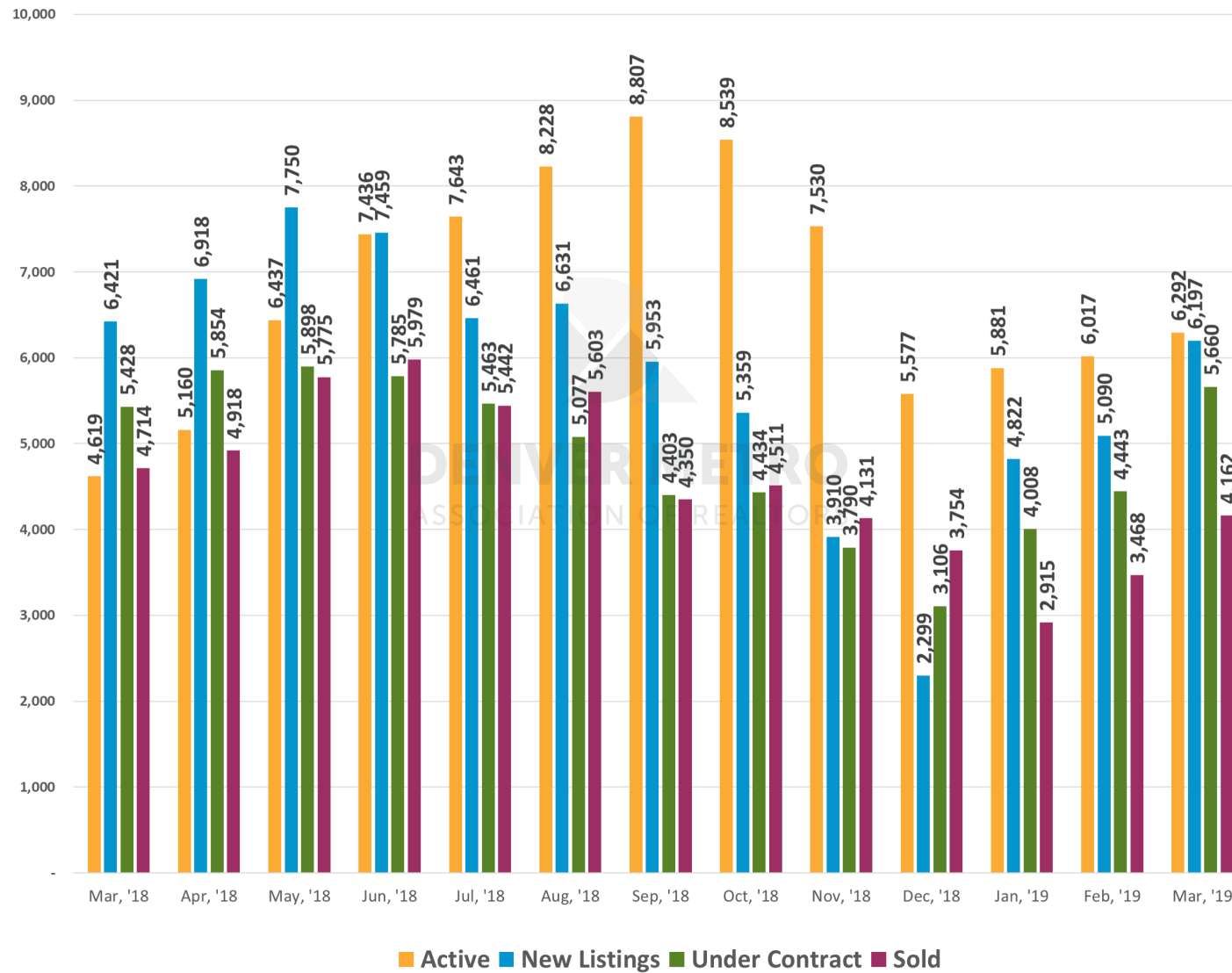


## Residential (Single Family + Condo)

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



### DMAR MARKET TRENDS | APRIL 2019

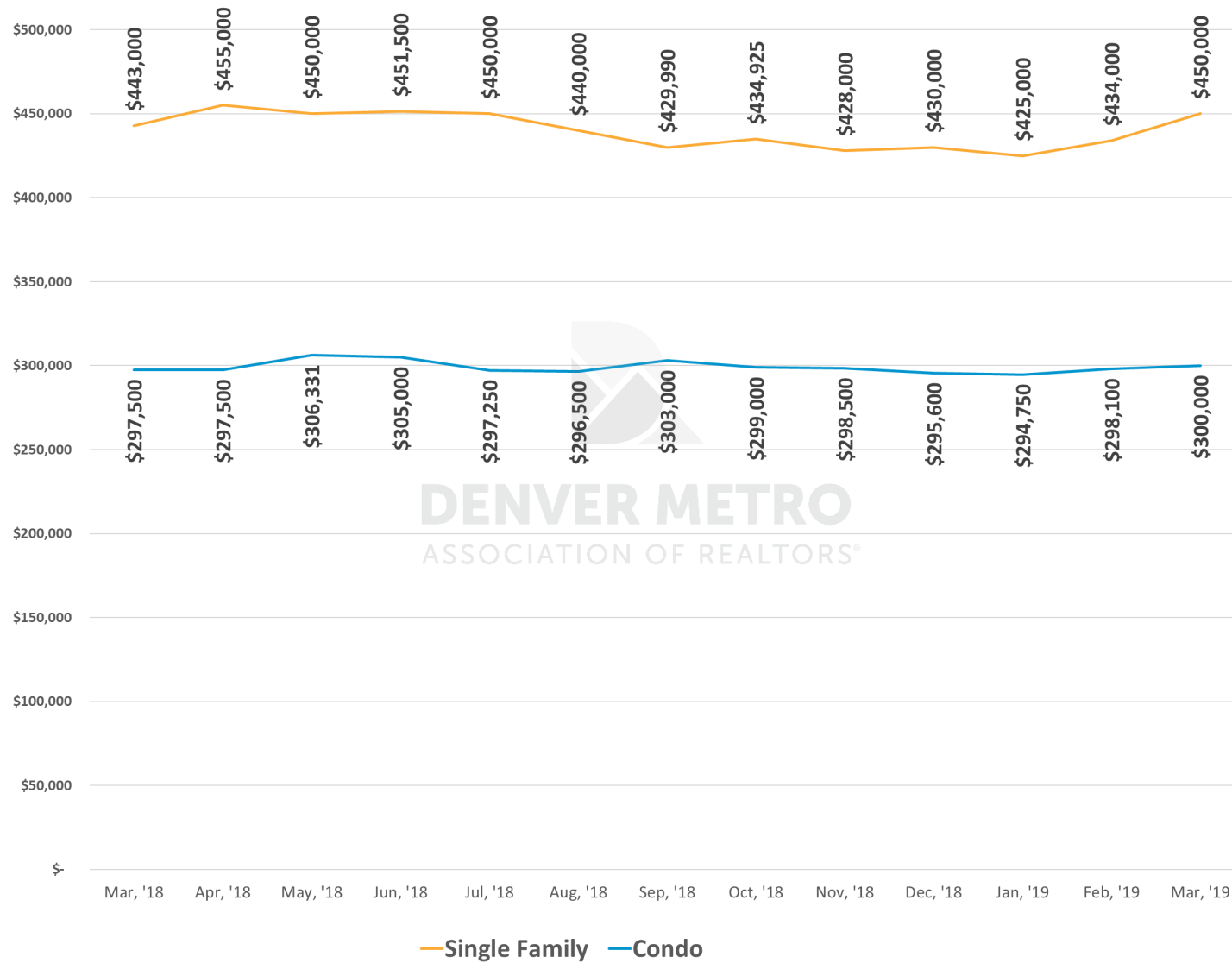
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## Median Sales Price

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



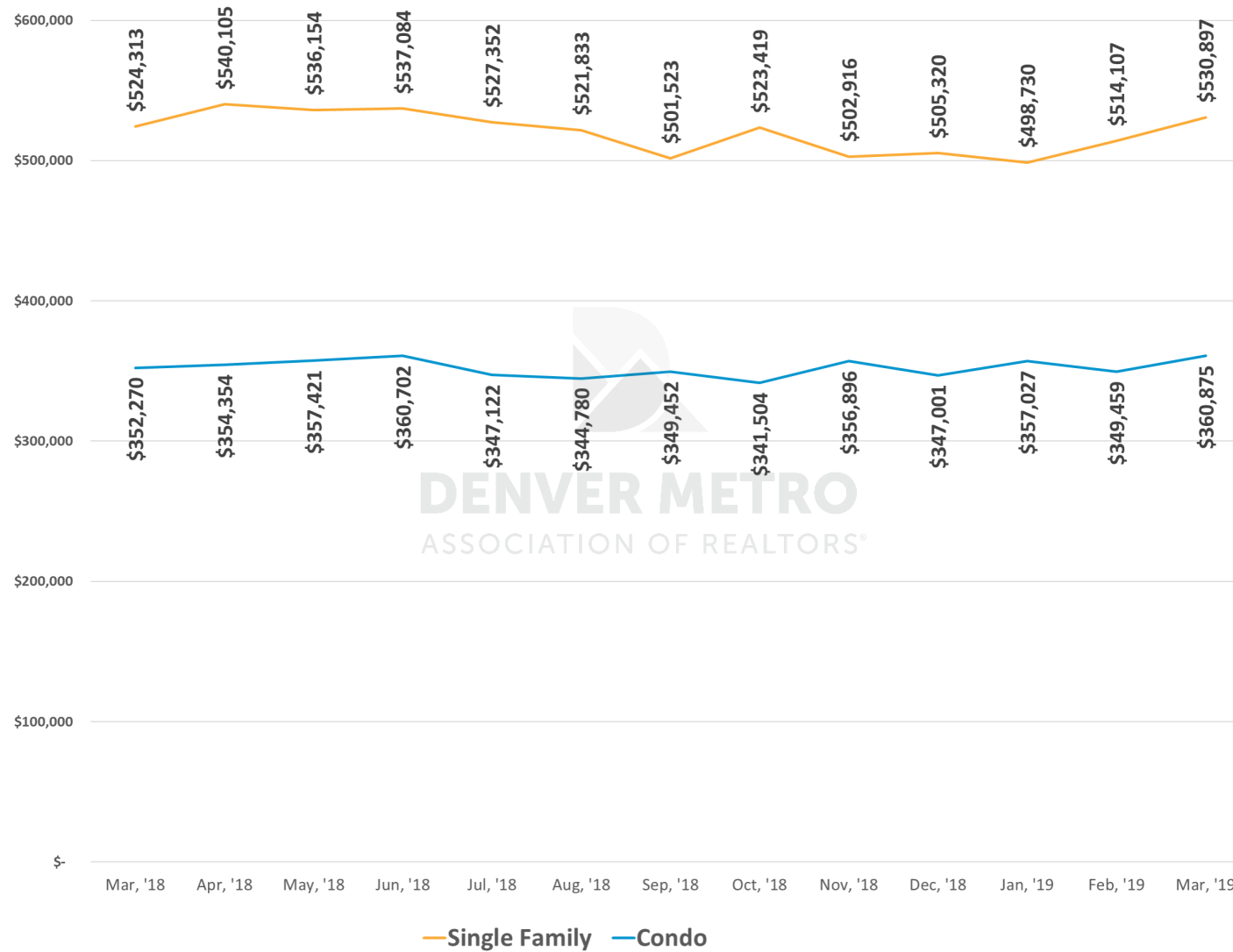
### DMAR MARKET TRENDS | APRIL 2019

## Average Sales Price

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

Source of MLS Data: REcolorado.com



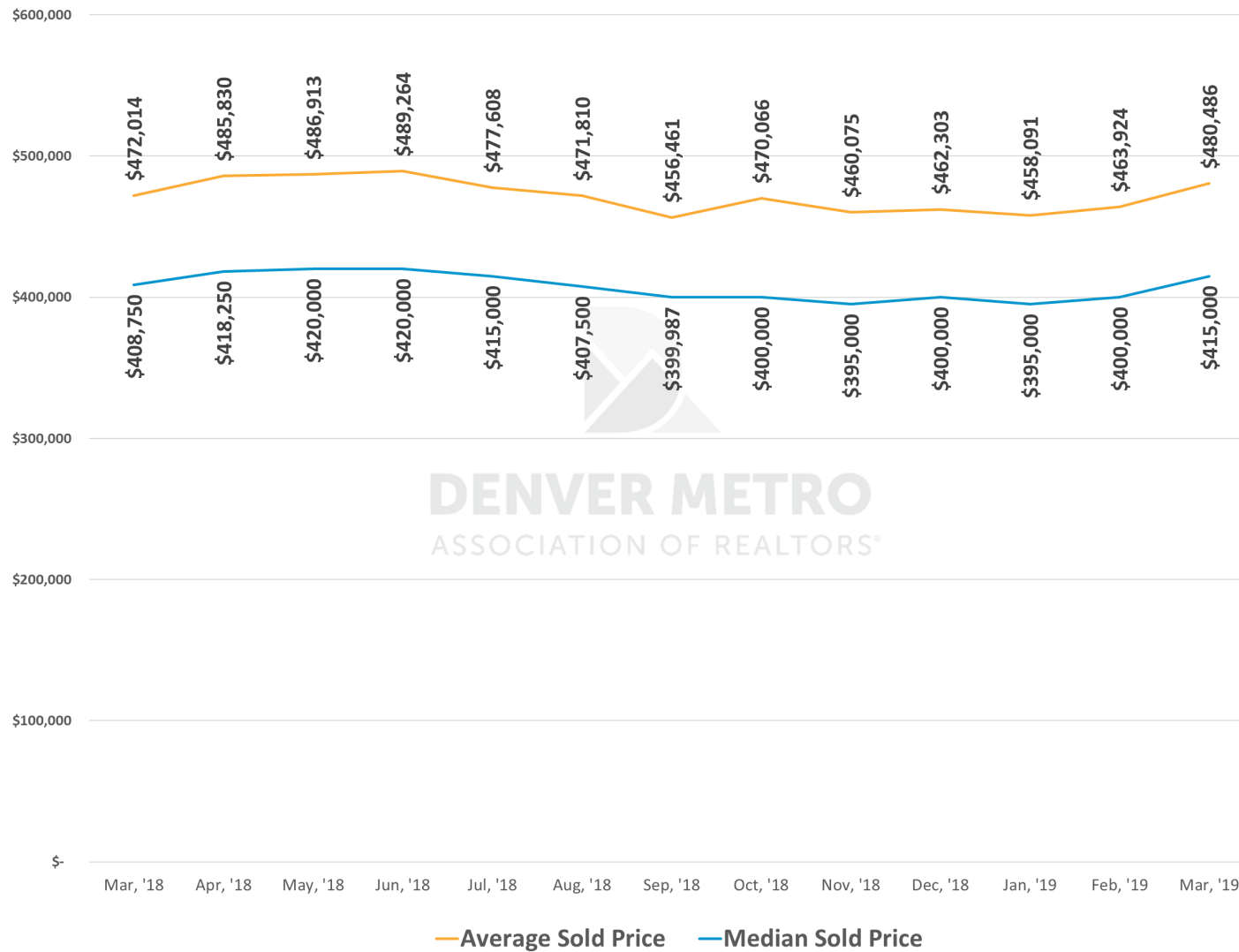
### DMAR MARKET TRENDS | APRIL 2019

## Residential Sold Price

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

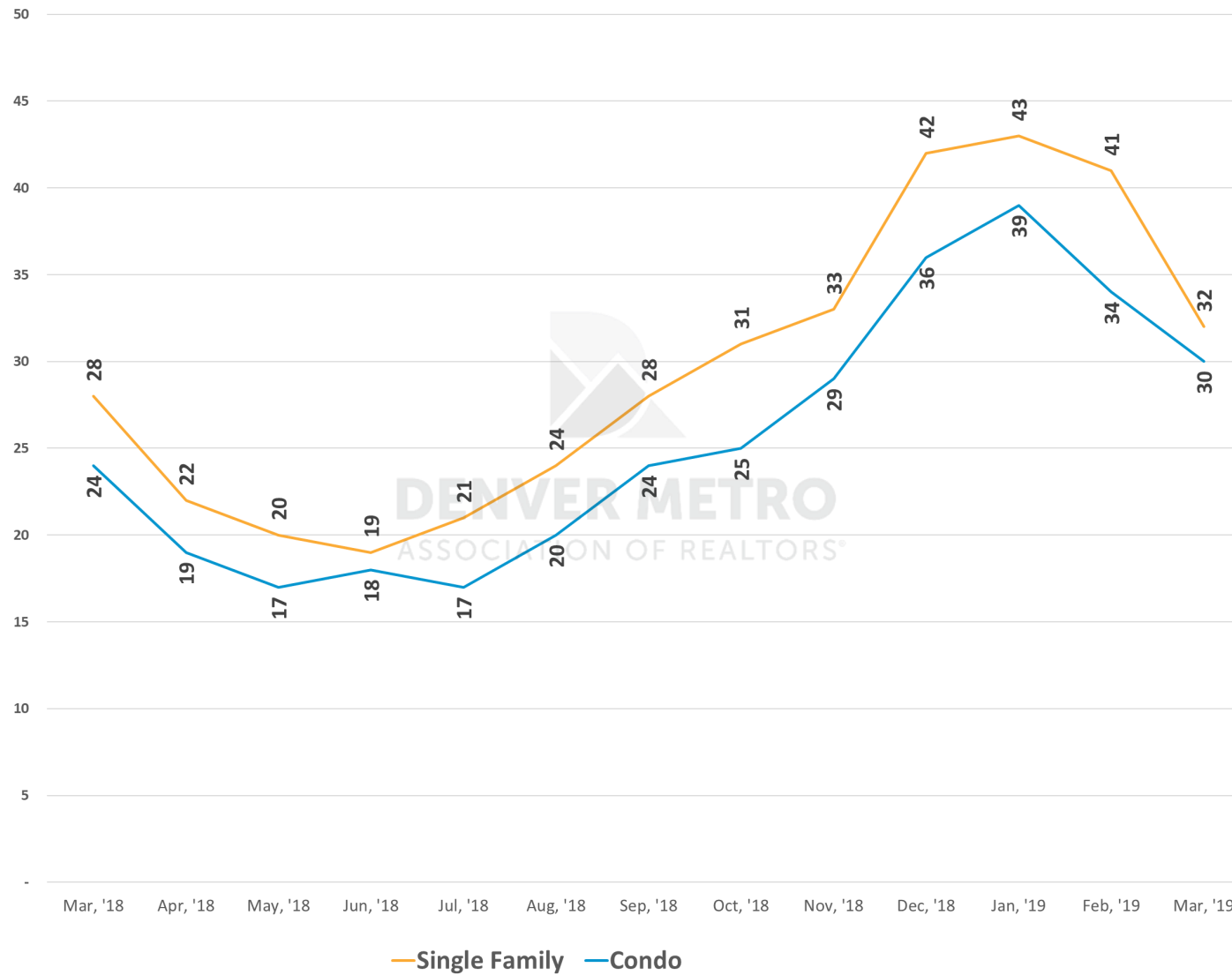
Source of MLS Data: REcolorado.com



### DMAR MARKET TRENDS | APRIL 2019

## Average Days on Market

**DMAR Market Trends | March 2019 Data**  
 Denver Metro Association of REALTORS®  
Source of MLS Data: REcolorado.com



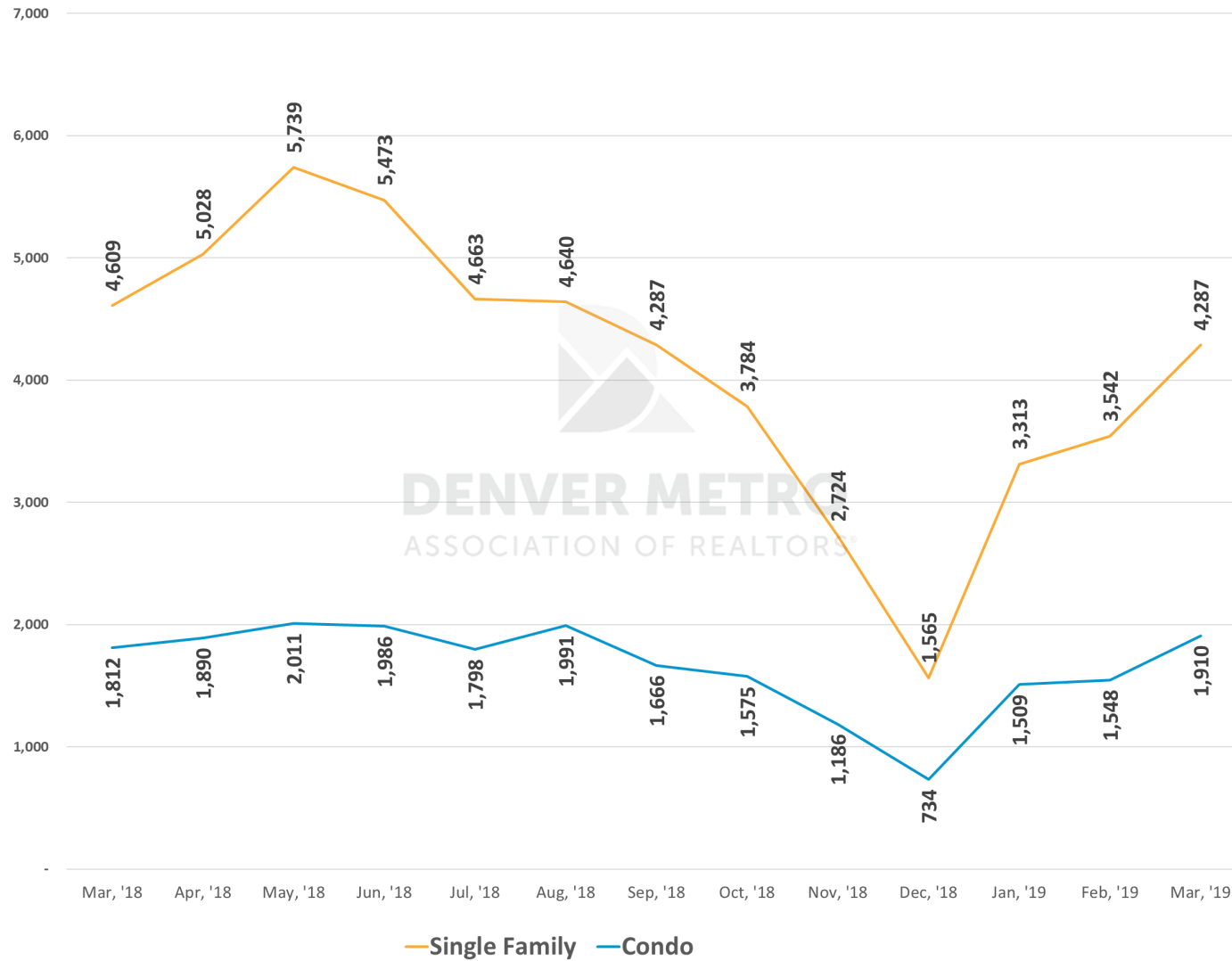


## New Listings

**DMAR Market Trends | March 2019 Data**

Denver Metro Association of REALTORS®

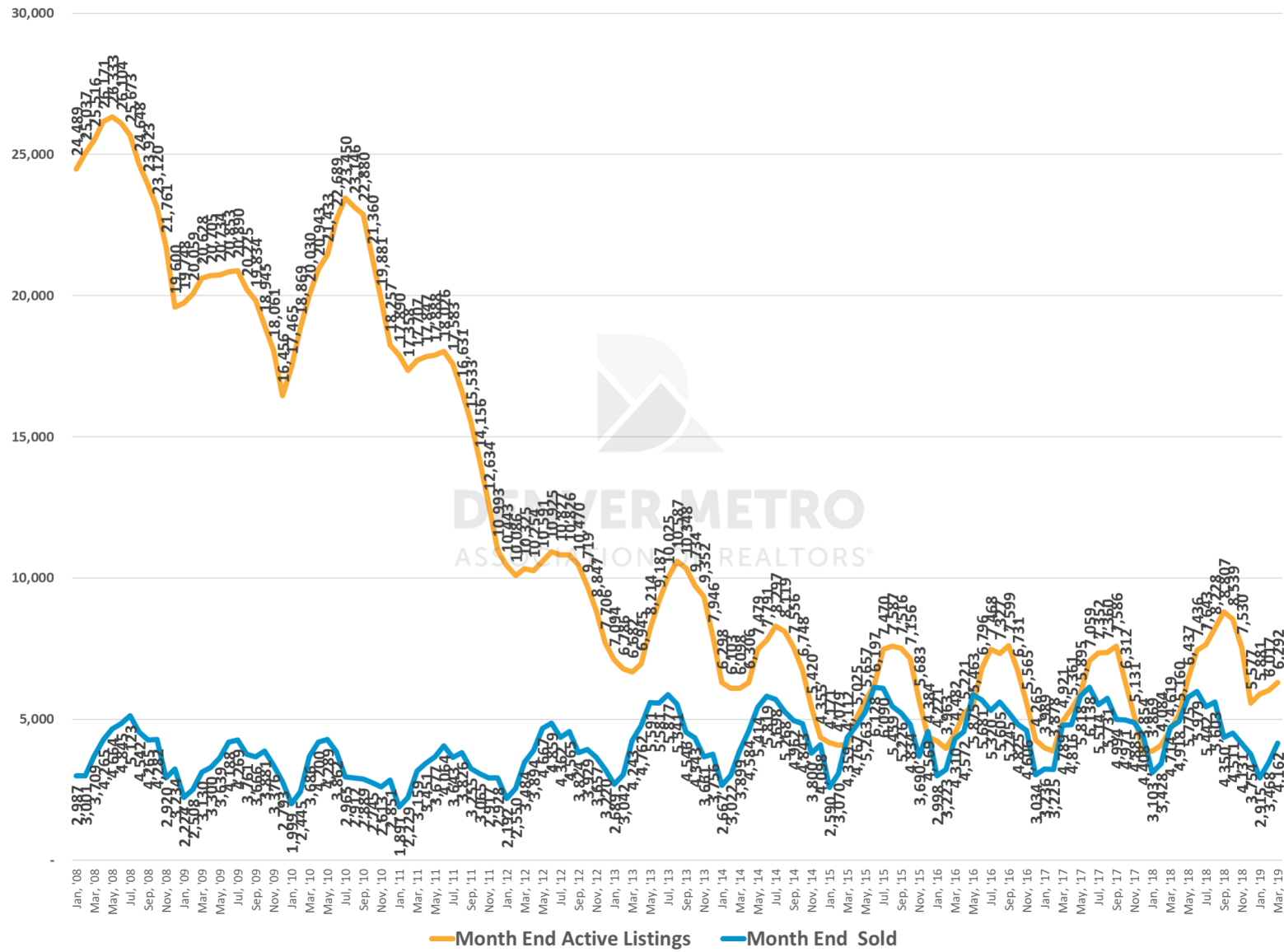
Source of MLS Data: REcolorado.com



### DMAR MARKET TRENDS | APRIL 2019

# Month End Active Listings and Month End Sold Homes

DMAR Market Trends | March 2019 Data  
 Denver Metro Association of REALTORS®  
 Source of MLS Data: REcolorado.com





# DATA SNAPSHOT

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

	Mar, '19	Prior Month	Year Ago	Prior Month	Year Ago
<b>Residential</b> (Single Family + Condo)					
Active	6,292	6,017	4,619	4.57%	36.22%
New Listings	6,197	5,090	6,421	21.75%	-3.49%
Under Contract	5,660	4,443	5,428	27.39%	4.27%
Days on Market - Average	31	39	27	-20.51%	14.81%
Days on Market - Median	10	15	6	-33.33%	66.67%
Sold	4,162	3,468	4,714	20.01%	-11.71%
Sold Price - Average	\$ 480,486	\$ 463,924	\$ 472,014	3.57%	1.79%
Sold Price - Median	\$ 415,000	\$ 400,000	\$ 408,750	3.75%	1.53%
Sales Volume	\$ 1,999,782,732	\$ 1,608,888,432	\$ 2,225,073,996	24.30%	-10.13%
Close Price/List Price	99.36%	99.05%	100.62%	0.31%	-1.25%
<b>Single Family</b> (aka Detached Single Family)					
Active	4,314	4,102	3,416	5.17%	26.29%
New Listings	4,287	3,542	4,609	21.03%	-6.99%
Under Contract	3,943	3,114	3,866	26.62%	1.99%
Days on Market - Average	32	41	28	-21.95%	14.29%
Days on Market - Median	10	16	6	-37.50%	66.67%
Sold	2,928	2,411	3,281	21.44%	-10.76%
Sold Price - Average	\$ 530,897	\$ 514,107	\$ 524,313	3.27%	1.26%
Sold Price - Median	\$ 450,000	\$ 434,000	\$ 443,000	3.69%	1.58%
Sales Volume	\$ 1,554,466,416	\$ 1,239,511,977	\$ 1,720,270,953	25.41%	-9.64%
Close Price/List Price	99.37%	99.02%	100.55%	0.35%	-1.17%
<b>Condo</b> (aka Attached Single Family)					
Active	1,978	1,915	1,203	3.29%	64.42%
New Listings	1,910	1,548	1,812	23.39%	5.41%
Under Contract	1,717	1,329	1,562	29.19%	9.92%
Days on Market - Average	30	34	24	-11.76%	25.00%
Days on Market - Median	11	13	5	-15.38%	120.00%
Sold	1,234	1,057	1,433	16.75%	-13.89%
Sold Price - Average	\$ 360,875	\$ 349,459	\$ 352,270	3.27%	2.44%
Sold Price - Median	\$ 300,000	\$ 298,100	\$ 297,500	0.64%	0.84%
Sales Volume	\$ 445,319,750	\$ 369,378,163	\$ 504,802,910	20.56%	-11.78%
Close Price/List Price	99.34%	99.12%	100.78%	0.22%	-1.43%

# MARCH DATA YTD 2019 to 2015

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Active Listings at month end	6,292	4,619	4,921	4,482	4,112	36.22%	-6.14%	9.79%	9.00%
New Listings	16,106	15,370	15,440	14,026	14,021	4.79%	-0.45%	10.08%	0.04%
Days on Market - Average	37	31	32	33	35	19.35%	-3.13%	-3.03%	-5.71%
Days on Market - Median	15	7	8	9	8	114.29%	-12.50%	-11.11%	12.50%
Sold	10,584	11,235	11,402	10,659	10,142	-5.79%	-1.46%	6.97%	5.10%
Sold Price - Average	\$ 468,919	\$ 461,865	\$ 414,475	\$ 383,012	\$ 349,978	1.53%	11.43%	8.21%	9.44%
Sold Price - Median	\$ 405,000	\$ 400,000	\$ 361,500	\$ 332,500	\$ 300,000	1.25%	10.65%	8.72%	10.83%
Sales Volume	\$ 4,963,038,696	\$ 5,189,053,275	\$ 4,725,843,950	\$ 4,082,524,908	\$ 3,549,476,876	-4.36%	9.80%	15.76%	15.02%
Close Price/List Price	99.04%	100.10%	99.87%	99.84%	99.91%	-1.06%	0.23%	0.03%	-0.07%
<b>Single Family</b> (aka Detached Single Family)									
Active Listings at month end	4,314	3,416	3,772	3,564	3,325	26.29%	-9.44%	5.84%	7.19%
New Listings	11,128	10,911	11,060	10,086	10,041	1.99%	-1.35%	9.66%	0.45%
Days on Market - Average	38	32	35	37	37	18.75%	-8.57%	-5.41%	0.00%
Days on Market - Median	15	7	10	11	8	114.29%	-30.00%	-9.09%	37.50%
Sold	7,445	7,783	8,087	7,608	7,176	-4.34%	-3.76%	6.30%	6.02%
Sold Price - Average	\$ 516,469	\$ 511,589	\$ 459,441	\$ 423,542	\$ 390,528	0.95%	11.35%	8.48%	8.45%
Sold Price - Median	\$ 436,500	\$ 435,000	\$ 395,000	\$ 364,500	\$ 335,000	0.34%	10.13%	8.37%	8.81%
Sales Volume	\$ 3,845,111,705	\$ 3,981,697,187	\$ 3,715,499,367	\$ 3,222,307,536	\$ 2,802,428,928	-3.43%	7.16%	15.31%	14.98%
Close Price/List Price	99.01%	100.01%	99.72%	99.59%	99.82%	-1.00%	0.29%	0.13%	-0.23%
<b>Condo</b> (aka Attached Single Family)									
Active Listings at month end	1,978	1,203	1,149	918	787	64.42%	4.70%	25.16%	16.65%
New Listings	4,978	4,459	4,380	3,940	3,980	11.64%	1.80%	11.17%	-1.01%
Days on Market - Average	34	27	25	23	28	25.93%	8.00%	8.70%	-17.86%
Days on Market - Median	14	6	6	6	6	133.33%	0.00%	0.00%	0.00%
Sold	3,139	3,452	3,315	3,051	2,966	-9.07%	4.13%	8.65%	2.87%
Sold Price - Average	\$ 356,142	\$ 349,758	\$ 304,780	\$ 281,948	\$ 251,871	1.83%	14.76%	8.10%	11.94%
Sold Price - Median	\$ 299,000	\$ 295,000	\$ 254,000	\$ 228,000	\$ 197,500	1.36%	16.14%	11.40%	15.44%
Sales Volume	\$ 1,117,929,738	\$ 1,207,364,616	\$ 1,010,345,700	\$ 860,223,348	\$ 747,049,386	-7.41%	19.50%	17.45%	15.15%
Close Price/List Price	99.11%	100.30%	100.22%	100.45%	100.14%	-1.19%	0.08%	-0.23%	0.31%



# MARKET TRENDS

Price Range	Single Family			Condo		
	Sold	Active	MOI	Sold	Active	MOI
\$0 to \$99,999	-	10		5	11	2.20
\$100,000 to \$199,999	6	21	3.50	137	133	0.97
\$200,000 to \$299,999	147	91	0.62	467	460	0.99
\$300,000 to \$399,999	839	479	0.57	287	420	1.46
\$400,000 to \$499,999	808	897	1.11	168	306	1.82
\$500,000 to \$749,999	787	1,493	1.90	108	392	3.63
\$750,000 to \$999,999	189	538	2.85	45	161	3.58
\$1,000,000 and over	152	785	5.16	17	95	5.59
TOTALS	2,928	4,314	1.47	1,234	1,978	1.60

Price Range	Single Family		% change	Condo		% change
	Sold Mar, '19	Sold Feb, '19		Sold Mar, '19	Sold Feb, '19	
\$0 to \$99,999	-	3	-100.00%	5	2	150.00%
\$100,000 to \$199,999	6	9	-33.33%	137	131	4.58%
\$200,000 to \$299,999	147	138	6.52%	467	400	16.75%
\$300,000 to \$399,999	839	766	9.53%	287	252	13.89%
\$400,000 to \$499,999	808	654	23.55%	168	125	34.40%
\$500,000 to \$749,999	787	604	30.30%	108	106	1.89%
\$750,000 to \$999,999	189	120	57.50%	45	28	60.71%
\$1,000,000 and over	152	117	29.91%	17	13	30.77%
TOTALS	2,928	2,411	21.44%	1,234	1,057	16.75%

Price Range	Single Family		% change	Condo		% change
	Sold YTD Mar, '19	Sold YTD Mar, '18		Sold YTD Mar, '19	Sold YTD Mar, '18	
\$0 to \$99,999	4	10	-60.00%	11	19	-42.11%
\$100,000 to \$199,999	28	40	-30.00%	378	498	-24.10%
\$200,000 to \$299,999	440	598	-26.42%	1,195	1,257	-4.93%
\$300,000 to \$399,999	2,296	2,369	-3.08%	739	750	-1.47%
\$400,000 to \$499,999	2,022	2,014	0.40%	389	397	-2.02%
\$500,000 to \$749,999	1,880	1,933	-2.74%	285	391	-27.11%
\$750,000 to \$999,999	419	436	-3.90%	102	101	0.99%
\$1,000,000 and over	356	383	-7.05%	40	39	2.56%
TOTALS	7,445	7,783	-4.34%	3,139	3,452	-9.07%

# EXPERT OPINIONS



**Luxury Market (properties sold for \$1 million or more):** Well, March is certainly out like a lion. We survived the bomb cyclone and the Luxury Market is ready for the spring season.

The number of sold detached single-family homes jumped to 152 from 117 last month. Of note, the average days on market dropped to 50 in March, from 82 last month and 75 this time last year. With this type of activity, it's no surprise the close to list price ratio is still holding strong at 97.72 percent. The highest close price for a single-family home in March was \$4.5 million for a home in Boulder, while the median sold price for a single-family home was \$1,296,000.

The Luxury attached single-family market gained momentum with the number of sold condo units jumping slightly to 17 from 13 last month. Properties are also selling faster than last year with an average of 53 days on market, down from 107 last month and 71 this time last year. Of note, the highest close price for condos was a \$4.1 million home located in downtown Denver. The median sold price for a condo was \$1,285,000.

With warmer weather on the way, the Luxury Market is primed for a strong spring season. — **Libby Levinson, DMAR Market Trends Committee member and Denver real estate agent**



**Signature Market (properties sold between \$750,000 and \$999,999):** Being out in the field, the abundance of sunshine has been welcomed by many. We experienced a few things in March, including a pickup in housing market activity, and even a bomb cyclone snow blizzard. Buyer activity has increased in part because it's a good time to capitalize on low mortgage rates.

In the Signature Market, numbers have remained relatively consistent year over year. There has been more interest recently in this price segment with days on market decreasing, which shows homes are moving more quickly. On average, single-family homes sold in 51 days, compared to 59 days this time last year. Condos had an even bigger decrease year-over-year, from an average of 60 days on market last year to 34 in March of

this year. The Signature Market, similar to the overall market, saw a decrease in the number of sold homes compared to 2018. That being said, the Signature Market held relatively steady and only experienced a 3.90 percent decrease in sold homes year over year, with 419 total homes sold year-to-date. Total number of sales were buoyed by a 60.71 percent increase in condo sales, up to 45 sold in March compared to 28 the prior month. Total condo sales volume increased a healthy 24.24 percent from \$31,055,617 in March 2018 to \$38,583,855 by end of March 2019. Single-family home sales decreased 7.35 percent year-over-year, and sales volume decreased 7.64 percent to close out March with \$159,848,262 in total sales. The close to list price ratio held steady at 98.79 percent, which means sellers in this price segment are receiving 1.21 percent less than asking price. The March close to list price ratio is an indicator that sellers will want to focus on properly preparing their home to be competitive on the market, and choose an asking price that doesn't push beyond comparative property values.

Overall sales activity increased 58.11 percent month-over-month with 234 homes sold. Months of inventory is a key metric for understanding the health of a market and whether it is balanced, and currently, months of inventory sits at 2.85, which indicates sellers have a slight edge, while some buyers have an opportunity to negotiate (four to six months is considered balanced). Again, highlighting the point that sellers should properly prepare their houses for sale and price to the market value as closely as possible to be competitive. Sellers achieved a bit better sale price from asking price in March compared to February with a final close to list price ratio of 98.86 percent. Median days on the market for single-family homes experienced a drastic improvement from 33 in February to 12 in March, while condos improved from 14 in February to 11 in March.

In summary, the number of total transactions may be decreasing from a historical peak, but the Signature Market is still prime with opportunity for sellers and buyers this spring selling season. With more inventory coming to market, an increase in active buyers searching and a strong local economy, the Signature Market should be good in the coming months. And who knows, with a cold, snow-filled winter tempering consumer activity and the market activity now picking up, perhaps the selling season will expand into summer this year. — **W. Bryan Facendini, DMAR Market Trends Committee member and Denver real estate agent**



# EXPERT OPINIONS



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**Premier Market (properties sold between \$500,000 and \$749,999):** Spring is here and the Premier Market shows it! 26.06 percent more homes closed in March than in February for this price segment, with an average close to list price ratio of 99.27 percent, which means buyers in this segment need to bring their A-game. In the month of March, median days on market was only 13, and

homes that are priced well and are move-in ready will go under contract quickly, so buyers need to have their pre-approvals done and be ready to jump on the right home when they see it. Similarly, sellers who find their homes on the market for over two weeks in this price segment may want to consider evaluating their competition and repositioning their home in the market.

Talk of a slowing market doesn't show up in these numbers. There are fewer homes on the market now than this time last year, and there have been fewer sales year-to-date than this time last year, as well. This means competition for the growing number of buyers. While year-to-date median days on market has increased 46.67 percent to 22, it's still fewer days on market than we saw during this same time in 2017, which was one of our hottest markets.

Buyers in this market often find themselves towards the top of the conventional loan limits, and with interest rates low and not expected to rise drastically before 2020, I believe this market will remain competitive through the summer. — **Taylor Wilson, DMAR Market Trends Committee member and Denver real estate agent**



**Classic Market (properties sold between \$300,000 and \$499,999):** The 2019 real estate market trends are becoming more about the story within the story, since the details in some areas are very similar to 2018, while the greater story may be about what's changed. The Classic Market (properties sold between \$300,000 and \$499,999) represents more than half of all sold properties, just as it did in 2018. Surprisingly, the

Classic Market also continues to be made up of the same mix of single-family and condo properties, about 80 and 20 percent, respectively in both 2018 and 2019.

The number of sold homes in Denver totaled 4,162 in March. When you consider the \$415,000 median price, this portion of the market is truly the heart of the story. As a side note, properties sold in March 2019 for under \$300,000 made up 18 percent of all sales, while those over \$500,000 made up 31 percent.

The typical single-family home in the Classic Market was 2,171 square feet, three bedroom, three bathroom, built in 1984, with a sold price of \$398,204. The typical condo was a two bedroom, three bathroom, 1,372 square foot unit built in 2001, with a sold price of \$376,903.

One measure of buyer and seller demand is days on market. In 2018, the Classic Market's median days on market was five, and the sold to list price ratio was 101.05 percent. In 2019, sellers continue to receive 99.70 percent of the list price, despite the fact that days on market has increased to eight days. Sellers still have the edge in this segment of the market. — **David Bovard DMAR Market Trends Committee member and Denver real estate agent**





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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	169	130	186	30.00%	-9.14%
Price - Average	\$ 1,553,204	\$ 1,532,066	\$ 1,519,363	1.38%	2.23%
Sales Volume	\$ 262,491,476	\$ 199,168,580	\$ 282,601,518	31.79%	-7.12%
Days on Market - Average	51	85	75	-40.00%	-32.00%
Days on Market - Median	19	47	26	-59.57%	-26.92%
Close Price/List Price	97.77%	97.50%	98.11%	0.28%	-0.35%
PSF Total	\$ 334	\$ 324	\$ 297	3.09%	12.46%
<b>Single Family</b> (aka Detached Single Family)					
Sold	152	117	173	29.91%	-12.14%
Price - Average	\$ 1,535,286	\$ 1,537,443	\$ 1,498,130	-0.14%	2.48%
Sales Volume	\$ 233,363,472	\$ 179,880,831	\$ 259,176,490	29.73%	-9.96%
Days on Market - Average	50	82	75	-39.02%	-33.33%
Days on Market - Median	19	36	25	-47.22%	-24.00%
Close Price/List Price	97.72%	97.68%	98.27%	0.04%	-0.56%
PSF Total	\$ 302	\$ 297	\$ 281	1.68%	7.47%
<b>Condo</b> (aka Attached Single Family)					
Sold	17	13	13	30.77%	30.77%
Price - Average	\$ 1,713,412	\$ 1,483,675	\$ 1,801,923	15.48%	-4.91%
Sales Volume	\$ 29,128,004	\$ 19,287,775	\$ 23,424,999	51.02%	24.35%
Days on Market - Average	53	107	71	-50.47%	-25.35%
Days on Market - Median	22	84	49	-73.81%	-55.10%
Close Price/List Price	98.18%	95.88%	96.03%	2.40%	2.24%
PSF Total	\$ 619	\$ 565	\$ 536	9.56%	15.49%



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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	396	422	302	233	181	-6.16%	39.74%	29.61%	28.73%
Sold Price - Average	\$ 1,561,826	\$ 1,509,219	\$ 1,508,522	\$ 1,565,721	\$ 1,473,630	3.49%	0.05%	-3.65%	6.25%
Sales Volume	\$ 618,483,096	\$ 636,890,418	\$ 455,573,644	\$ 364,812,993	\$ 266,727,030	-2.89%	39.80%	24.88%	36.77%
Sold Price - Median	\$ 1,296,000	\$ 1,300,000	\$ 1,260,000	\$ 1,355,000	\$ 1,300,000	-0.31%	3.17%	-7.01%	4.23%
Days on Market - Average	69	88	105	94	110	-21.59%	-16.19%	11.70%	-14.55%
Days on Market - Median	28	47	60	57	62	-40.43%	-21.67%	5.26%	-8.06%
Close Price/List Price	97.35%	97.23%	96.89%	96.11%	96.25%	0.12%	0.35%	0.81%	-0.15%
PSF Total	\$ 328	\$ 300	\$ 301	\$ 303	\$ 271	9.33%	-0.33%	-0.66%	11.81%
<b>Single Family</b> (aka Detached Single Family)									
Sold	356	383	265	207	169	-7.05%	44.53%	28.02%	22.49%
Sold Price - Average	\$ 1,530,021	\$ 1,503,809	\$ 1,535,449	\$ 1,530,584	\$ 1,478,806	1.74%	-2.06%	0.32%	3.50%
Sales Volume	\$ 544,687,476	\$ 575,958,847	\$ 406,893,985	\$ 316,830,888	\$ 249,918,214	-5.43%	41.55%	28.43%	26.77%
Sold Price - Median	\$ 1,296,000	\$ 1,300,000	\$ 1,275,000	\$ 1,350,000	\$ 1,312,200	-0.31%	1.96%	-5.56%	2.88%
Days on Market - Average	68	88	106	98	108	-22.73%	-16.98%	8.16%	-9.26%
Days on Market - Median	27	47	61	68	58	-42.55%	-22.95%	-10.29%	17.24%
Close Price/List Price	97.37%	97.28%	96.88%	95.90%	95.92%	0.09%	0.41%	1.02%	-0.02%
PSF Total	\$ 296	\$ 279	\$ 282	\$ 262	\$ 259	6.09%	-1.06%	7.63%	1.16%
<b>Condo</b> (aka Attached Single Family)									
Sold	40	39	37	26	12	2.56%	5.41%	42.31%	116.67%
Sold Price - Average	\$ 1,844,894	\$ 1,562,344	\$ 1,315,666	\$ 1,845,471	\$ 1,400,729	18.09%	18.75%	-28.71%	31.75%
Sales Volume	\$ 73,795,760	\$ 60,931,416	\$ 48,679,642	\$ 47,982,246	\$ 16,808,748	21.11%	25.17%	1.45%	185.46%
Sold Price - Median	\$ 1,285,000	\$ 1,300,000	\$ 1,150,000	\$ 1,412,500	\$ 1,226,875	-1.15%	13.04%	-18.58%	15.13%
Days on Market - Average	79	78	94	55	139	1.28%	-17.02%	70.91%	-60.43%
Days on Market - Median	56	49	45	14	115	14.29%	8.89%	221.43%	-87.83%
Close Price/List Price	97.18%	96.81%	97.00%	97.80%	100.89%	0.38%	-0.20%	-0.82%	-3.06%
PSF Total	\$ 606	\$ 498	\$ 439	\$ 607	\$ 466	21.69%	13.44%	-27.68%	30.26%



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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	234	148	241	58.11%	-2.90%
Price - Average	\$ 848,001	\$ 839,630	\$ 847,027	1.00%	0.11%
Sales Volume	\$ 198,432,234	\$ 124,265,240	\$ 204,133,507	59.68%	-2.79%
Days on Market - Average	48	56	59	-14.29%	-18.64%
Days on Market - Median	12	30	18	-60.00%	-33.33%
Close Price/List Price	98.86%	98.28%	98.84%	0.59%	0.02%
PSF Total	\$ 247	\$ 239	\$ 224	3.35%	10.27%
<b>Single Family</b> (aka Detached Single Family)					
Sold	189	120	204	57.50%	-7.35%
Price - Average	\$ 845,758	\$ 839,765	\$ 848,421	0.71%	-0.31%
Sales Volume	\$ 159,848,262	\$ 100,771,800	\$ 173,077,884	58.62%	-7.64%
Days on Market - Average	51	57	59	-10.53%	-13.56%
Days on Market - Median	12	33	19	-63.64%	-36.84%
Close Price/List Price	98.79%	98.31%	98.84%	0.49%	-0.05%
PSF Total	\$ 229	\$ 222	\$ 207	3.15%	10.63%
<b>Condo</b> (aka Attached Single Family)					
Sold	45	28	37	60.71%	21.62%
Price - Average	\$ 857,419	\$ 839,051	\$ 839,341	2.19%	2.15%
Sales Volume	\$ 38,583,855	\$ 23,493,428	\$ 31,055,617	64.23%	24.24%
Days on Market - Average	34	53	60	-35.85%	-43.33%
Days on Market - Median	11	14	14	-21.43%	-21.43%
Close Price/List Price	99.16%	98.18%	98.84%	1.00%	0.32%
PSF Total	\$ 326	\$ 310	\$ 317	5.16%	2.84%

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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	521	537	414	335	270	-2.98%	29.71%	23.58%	24.07%
Sold Price - Average	\$ 845,358	\$ 848,431	\$ 842,721	\$ 842,589	\$ 850,404	-0.36%	0.68%	0.02%	-0.92%
Sales Volume	\$ 440,431,518	\$ 455,607,447	\$ 348,886,494	\$ 282,267,315	\$ 229,609,080	-3.33%	30.59%	23.60%	22.93%
Sold Price - Median	\$ 837,000	\$ 839,000	\$ 830,000	\$ 835,000	\$ 845,000	-0.24%	1.08%	-0.60%	-1.18%
Days on Market - Average	55	64	74	73	86	-14.06%	-13.51%	1.37%	-15.12%
Days on Market - Median	24	28	43	37	49	-14.29%	-34.88%	16.22%	-24.49%
Close Price/List Price	98.60%	98.82%	98.28%	98.46%	97.72%	-0.22%	0.55%	-0.18%	0.76%
PSF Total	\$ 244	\$ 239	\$ 223	\$ 215	\$ 204	2.09%	7.17%	3.72%	5.39%
<b>Single Family</b> (aka Detached Single Family)									
Sold	419	436	356	279	226	-3.90%	22.47%	27.60%	23.45%
Sold Price - Average	\$ 844,579	\$ 850,207	\$ 844,960	\$ 843,861	\$ 847,594	-0.66%	0.62%	0.13%	-0.44%
Sales Volume	\$ 353,878,601	\$ 370,690,252	\$ 300,805,760	\$ 235,437,219	\$ 191,556,244	-4.54%	23.23%	27.76%	22.91%
Sold Price - Median	\$ 835,000	\$ 842,750	\$ 836,450	\$ 837,500	\$ 840,000	-0.92%	0.75%	-0.13%	-0.30%
Days on Market - Average	56	64	75	79	89	-12.50%	-14.67%	-5.06%	-11.24%
Days on Market - Median	24	31	48	46	60	-22.58%	-35.42%	4.35%	-23.33%
Close Price/List Price	98.58%	98.76%	98.14%	98.30%	97.53%	-0.18%	0.63%	-0.16%	0.79%
PSF Total	\$ 225	\$ 217	\$ 209	\$ 192	\$ 188	3.69%	3.83%	8.85%	2.13%
<b>Condo</b> (aka Attached Single Family)									
Sold	102	101	58	56	44	0.99%	74.14%	3.57%	27.27%
Sold Price - Average	\$ 848,556	\$ 840,767	\$ 828,975	\$ 836,251	\$ 864,838	0.93%	1.42%	-0.87%	-3.31%
Sales Volume	\$ 86,552,712	\$ 84,917,467	\$ 48,080,550	\$ 46,830,056	\$ 38,052,872	1.93%	76.62%	2.67%	23.07%
Sold Price - Median	\$ 849,750	\$ 828,020	\$ 819,950	\$ 821,541	\$ 879,000	2.62%	0.98%	-0.19%	-6.54%
Days on Market - Average	53	67	63	47	73	-20.90%	6.35%	34.04%	-35.62%
Days on Market - Median	25	22	25	18	21	13.64%	-12.00%	38.89%	-14.29%
Close Price/List Price	98.65%	99.09%	99.12%	99.28%	98.70%	-0.44%	-0.03%	-0.16%	0.59%
PSF Total	\$ 324	\$ 336	\$ 311	\$ 328	\$ 304	-3.57%	8.04%	-5.18%	7.89%



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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	895	710	1,040	26.06%	-13.94%
Price - Average	\$ 590,699	\$ 595,636	\$ 592,792	-0.83%	-0.35%
Sales Volume	\$ 528,675,605	\$ 422,901,560	\$ 616,503,680	25.01%	-14.25%
Days on Market - Average	39	49	41	-20.41%	-4.88%
Days on Market - Median	13	25	10	-48.00%	30.00%
Close Price/List Price	99.27%	99.05%	100.05%	0.22%	-0.78%
PSF Total	\$ 213	\$ 215	\$ 214	-0.93%	-0.47%
<b>Single Family</b> (aka Detached Single Family)					
Sold	787	604	867	30.30%	-9.23%
Price - Average	\$ 590,506	\$ 595,302	\$ 593,037	-0.81%	-0.43%
Sales Volume	\$ 464,728,222	\$ 359,562,408	\$ 514,163,079	29.25%	-9.61%
Days on Market - Average	38	48	37	-20.83%	2.70%
Days on Market - Median	12	26	9	-53.85%	33.33%
Close Price/List Price	99.28%	99.08%	100.12%	0.20%	-0.84%
PSF Total	\$ 196	\$ 197	\$ 192	-0.51%	2.08%
<b>Condo</b> (aka Attached Single Family)					
Sold	108	106	173	1.89%	-37.57%
Price - Average	\$ 592,103	\$ 597,539	\$ 591,569	-0.91%	0.09%
Sales Volume	\$ 63,947,124	\$ 63,339,134	\$ 102,341,437	0.96%	-37.52%
Days on Market - Average	41	53	63	-22.64%	-34.92%
Days on Market - Median	25	21	19	19.05%	31.58%
Close Price/List Price	99.16%	98.92%	99.73%	0.24%	-0.57%
PSF Total	\$ 336	\$ 317	\$ 330	5.99%	1.82%

# PREMIER MARKET |

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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	2,165	2,324	1,808	1,317	1,104	-6.84%	28.54%	37.28%	19.29%
Sold Price - Average	\$ 592,904	\$ 590,491	\$ 589,005	\$ 591,875	\$ 592,466	0.41%	0.25%	-0.48%	-0.10%
Sales Volume	\$ 1,283,637,160	\$ 1,372,301,084	\$ 1,064,921,040	\$ 779,499,375	\$ 654,082,464	-6.46%	28.86%	36.62%	19.17%
Sold Price - Median	\$ 580,000	\$ 576,250	\$ 575,000	\$ 580,000	\$ 578,850	0.65%	0.22%	-0.86%	0.20%
Current Days on Market - Average	46	46	53	59	70	0.00%	-13.21%	-10.17%	-15.71%
Current Days on Market - Median	22	15	25	31	39	46.67%	-40.00%	-19.35%	-20.51%
Close Price/List Price	98.99%	99.63%	99.13%	98.70%	98.49%	-0.64%	0.50%	0.44%	0.21%
PSF Total	\$ 211	\$ 212	\$ 194	\$ 185	\$ 182	-0.47%	9.28%	4.86%	1.65%
<b>Single Family</b> (aka Detached Single Family)									
Sold	1,880	1,933	1,543	1,131	914	-2.74%	25.28%	36.43%	23.74%
Sold Price - Average	\$ 592,696	\$ 590,763	\$ 587,308	\$ 590,116	\$ 592,833	0.33%	0.59%	-0.48%	-0.46%
Sales Volume	\$ 1,114,268,480	\$ 1,141,944,879	\$ 906,216,244	\$ 667,421,196	\$ 541,849,362	-2.42%	26.01%	35.78%	23.17%
Sold Price - Median	\$ 580,000	\$ 577,900	\$ 570,000	\$ 577,000	\$ 578,500	0.36%	1.39%	-1.21%	-0.26%
Current Days on Market - Average	46	43	52	59	66	6.98%	-17.31%	-11.86%	-10.61%
Current Days on Market - Median	22	14	25	30	33	57.14%	-44.00%	-16.67%	-9.09%
Close Price/List Price	99.02%	99.63%	99.14%	98.67%	98.47%	-0.61%	0.49%	0.48%	0.20%
PSF Total	\$ 194	\$ 189	\$ 174	\$ 165	\$ 163	2.65%	8.62%	5.45%	1.23%
<b>Condo</b> (aka Attached Single Family)									
Sold	285	391	265	186	190	-27.11%	47.55%	42.47%	-2.11%
Sold Price - Average	\$ 594,269	\$ 589,147	\$ 598,890	\$ 602,575	\$ 590,701	0.87%	-1.63%	-0.61%	2.01%
Sales Volume	\$ 169,366,665	\$ 230,356,477	\$ 158,705,850	\$ 112,078,950	\$ 112,233,190	-26.48%	45.15%	41.60%	-0.14%
Sold Price - Median	\$ 575,950	\$ 573,990	\$ 592,075	\$ 592,542	\$ 578,850	0.34%	-3.05%	-0.08%	2.37%
Current Days on Market - Average	49	59	55	60	86	-16.95%	7.27%	-8.33%	-30.23%
Current Days on Market - Median	26	19	30	33	58	36.84%	-36.67%	-9.09%	-43.10%
Close Price/List Price	98.83%	99.63%	99.10%	98.88%	98.60%	-0.80%	0.53%	0.22%	0.28%
PSF Total	\$ 321	\$ 330	\$ 312	\$ 299	\$ 278	-2.73%	5.77%	4.35%	7.55%





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

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

	Mar, '19	Prior Month	Last Year	Prior Month	Last Year
<b>Residential</b> (Single Family + Condo)					
Sold	2,102	1,797	2,291	16.97%	-8.25%
Price - Average	\$ 393,593	\$ 390,504	\$ 391,917	0.79%	0.43%
Sales Volume	\$ 827,332,486	\$ 701,735,688	\$ 897,881,847	17.90%	-7.86%
Days on Market - Average	26	34	19	-23.53%	36.84%
Days on Market - Median	8	12	5	-33.33%	60.00%
Close Price/List Price	99.70%	99.37%	101.05%	0.33%	-1.34%
PSF Total	\$ 209	\$ 207	\$ 202	0.97%	3.47%
<b>Single Family</b> (aka Detached Single Family)					
Sold	1,647	1,420	1,806	15.99%	-8.80%
Price - Average	\$ 398,204	\$ 394,848	\$ 395,848	0.85%	0.60%
Sales Volume	\$ 655,841,988	\$ 560,684,160	\$ 714,901,488	16.97%	-8.26%
Days on Market - Average	24	35	18	-31.43%	33.33%
Days on Market - Median	8	12	5	-33.33%	60.00%
Close Price/List Price	99.75%	99.33%	101.13%	0.42%	-1.36%
PSF Total	\$ 196	\$ 193	\$ 188	1.55%	4.26%
<b>Condo</b> (aka Attached Single Family)					
Sold	455	377	485	20.69%	-6.19%
Price - Average	\$ 376,903	\$ 374,143	\$ 377,280	0.74%	-0.10%
Sales Volume	\$ 171,490,865	\$ 141,051,911	\$ 182,980,800	21.58%	-6.28%
Days on Market - Average	32	31	23	3.23%	39.13%
Days on Market - Median	11	13	6	-15.38%	83.33%
Close Price/List Price	99.49%	99.53%	100.77%	-0.04%	-1.27%
PSF Total	\$ 253	\$ 259	\$ 256	-2.32%	-1.17%



# CLASSIC MARKET |

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

Snapshot Year-to-Date and Year-Over-Year Comparisons

	YTD 2019	YTD 2018	YTD 2017	YTD 2016	YTD 2015	'19 vs '18	'18 vs '17	'17 vs '16	'16 vs '15
<b>Residential</b> (Single Family + Condo)									
Sold	5,446	5,530	5,279	4,533	3,582	-1.52%	4.75%	16.46%	26.55%
Sold Price - Average	\$ 391,430	\$ 390,534	\$ 385,808	\$ 381,788	\$ 380,786	0.23%	1.22%	1.05%	0.26%
Sales Volume	\$ 2,131,727,780	\$ 2,159,653,020	\$ 2,036,680,432	\$ 1,730,645,004	\$ 1,363,975,452	-1.29%	6.04%	17.68%	26.88%
Sold Price - Median	\$ 389,379	\$ 388,000	\$ 380,000	\$ 374,900	\$ 371,100	0.36%	2.11%	1.36%	1.02%
Current Days on Market - Average	32	23	27	32	37	39.13%	-14.81%	-15.63%	-13.51%
Current Days on Market - Median	13	6	8	10	10	116.67%	-25.00%	-20.00%	0.00%
Close Price/List Price	99.38%	100.49%	100.06%	99.86%	99.61%	-1.10%	0.43%	0.20%	0.25%
PSF Total	\$ 206	\$ 201	\$ 180	\$ 165	\$ 156	2.49%	11.67%	9.09%	5.77%
<b>Single Family</b> (aka Detached Single Family)									
Sold	4,318	4,383	4,464	3,872	3,047	-1.48%	-1.81%	15.29%	27.08%
Sold Price - Average	\$ 395,781	\$ 394,002	\$ 387,495	\$ 383,234	\$ 381,243	0.45%	1.68%	1.11%	0.52%
Sales Volume	\$ 1,708,982,358	\$ 1,726,910,766	\$ 1,729,777,680	\$ 1,483,882,048	\$ 1,161,647,421	-1.04%	-0.17%	16.57%	27.74%
Sold Price - Median	\$ 395,000	\$ 390,000	\$ 381,045	\$ 375,000	\$ 372,500	1.28%	2.35%	1.61%	0.67%
Current Days on Market - Average	32	22	26	32	36	45.45%	-15.38%	-18.75%	-11.11%
Current Days on Market - Median	13	6	8	10	10	116.67%	-25.00%	-20.00%	0.00%
Close Price/List Price	99.37%	100.51%	100.08%	99.80%	99.62%	-1.13%	0.43%	0.28%	0.18%
PSF Total	\$ 193	\$ 186	\$ 168	\$ 153	\$ 141	3.76%	10.71%	9.80%	8.51%
<b>Condo</b> (aka Attached Single Family)									
Sold	1,128	1,147	815	661	535	-1.66%	40.74%	23.30%	23.55%
Sold Price - Average	\$ 374,775	\$ 377,279	\$ 376,569	\$ 373,318	\$ 378,183	-0.66%	0.19%	0.87%	-1.29%
Sales Volume	\$ 422,746,200	\$ 432,739,013	\$ 306,903,735	\$ 246,763,198	\$ 202,327,905	-2.31%	41.00%	24.37%	21.96%
Sold Price - Median	\$ 365,000	\$ 370,000	\$ 369,000	\$ 365,000	\$ 367,500	-1.35%	0.27%	1.10%	-0.68%
Current Days on Market - Average	34	28	33	34	43	21.43%	-15.15%	-2.94%	-20.93%
Current Days on Market - Median	14	7	8	10	15	100.00%	-12.50%	-20.00%	-33.33%
Close Price/List Price	99.43%	100.40%	99.93%	100.19%	99.54%	-0.97%	0.47%	-0.26%	0.65%
PSF Total	\$ 255	\$ 259	\$ 248	\$ 238	\$ 240	-1.54%	4.44%	4.20%	-0.83%

# GLOSSARY

**Active Listings:** The number of properties available for sale at the end of the reported period. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.

**New Listings:** The number of properties which became available during the reported period.

**Under Contract:** The number of listings that were changed status from Active to Under Contract at the end of the reported period. Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Under Contract, out of Under Contract, then back into Under Contract all in one reported period, the listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a “leading indicator” of buyer demand.

**Days on Market (DOM):** A measure of how long it takes a given property to sell.

**Sold Listings:** A measure of home sales that sold and closed during the reported period.

**Average Sales Price:** A sum of all home sales prices divided by the total number of sales. Not considered the most accurate gauge since data from the high-end can easily skew the results.

**Median Sales Price:** A measure of home values in a market area where 50% of activity was higher and 50 percent was lower than this price point. This method is preferred because it's more insulated from outlying activity occurring at either tail end of the market.

**Months Supply of Inventory (MOI):** A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale currently, given current levels of home sales. A balanced market ranges from 4 to 6 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.

**Residential (RES):** Represents the overall housing market which includes activity of Single Family Homes as well as Condos.

**Single Family (Detached Homes):** Activity of Detached Single Family Homes.

**Condo (Attached Homes):** Activity of Attached Condos & Townhomes.

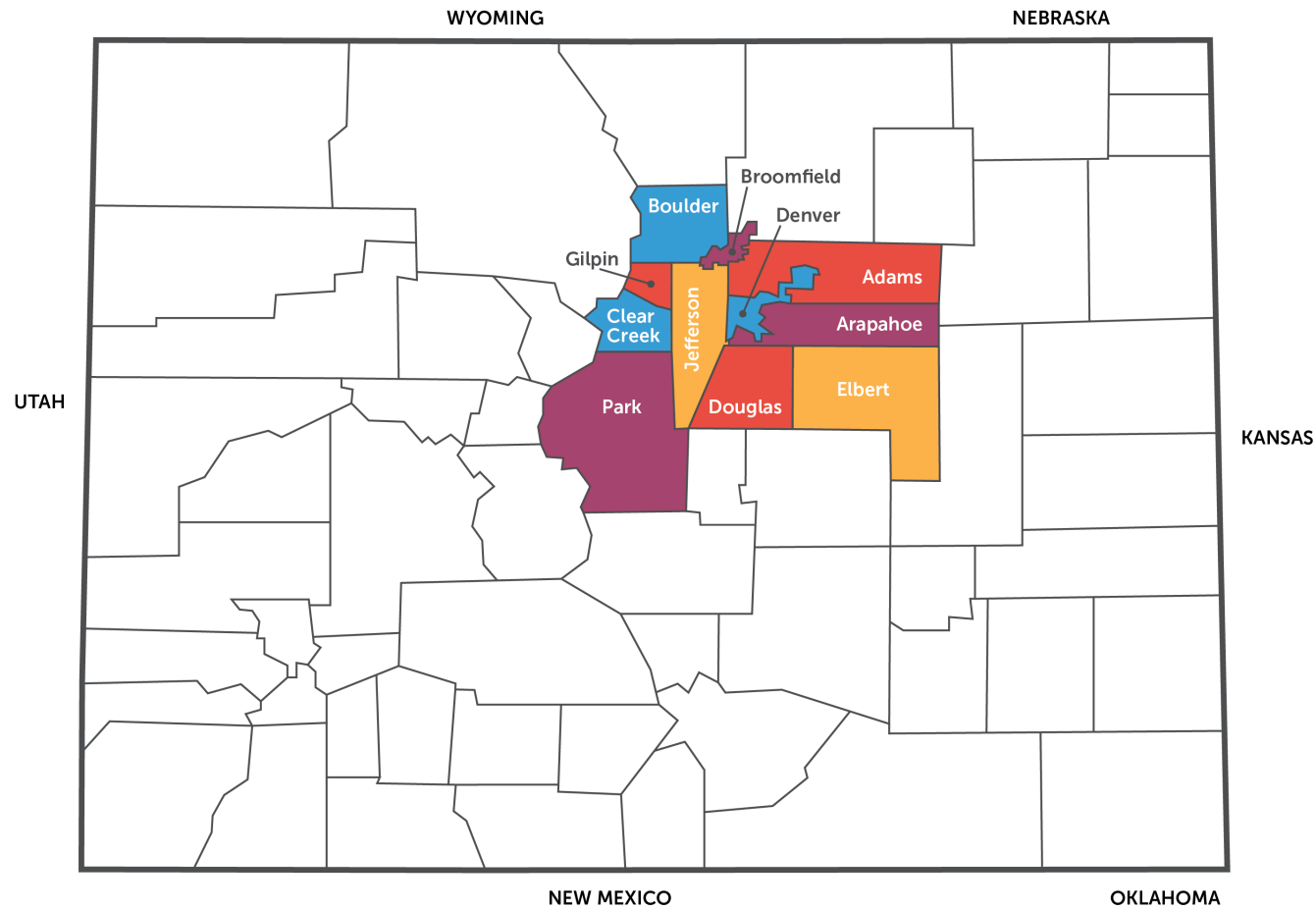
**Premier Market:** Properties priced between \$500,000 and \$749,999.

**Signature Market:** Properties priced between \$750,000 and \$999,999.

**Luxury Market:** Properties priced at \$1,000,000+ (\$1M+).

**REcolorado:** The source of our MLS listings data.

# 11 COUNTY MAP



# 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 | 720-422-0950
- Andrew Abrams, Broker Associate at A-Squared Real Estate | 303-981-6723
- Lawson Armstrong, Broker Associate at 1858 Real Estate | 423-316-6833
- David Bovard, Broker/Owner at Realty Group LLC | 303-523-4663
- Steve Danyliw, Broker/Owner at Danyliw & Associates | 303-880-1865
- W. Bryan Facendini, Broker Associate at Kentwood Real Estate | 720-597-2569
- Libby Levinson, Broker Associate at Kentwood Real Estate | 720-935-0412
- William Maline, Broker Associate at RE/MAX Professionals | 720-297-6030
- Brigitte Modglin, Broker Associate at Kentwood City Properties | 303-820-2489
- Drew Morris, Broker Associate at New Era Group at Your Castle Real Estate | 303-929-7844
- Jessica Reinhardt, Broker Associate at RE/MAX Alliance | 303-549-1223
- Nicole Rueth, Producing Branch Manager at Fairway Mortgage | 303-214-6393
- Amanda Snitker, Broker Associate at Coldwell Banker Devonshire | 303-204-8240
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**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.



## UPCOMING CLASSES:

**May 7**

**DMAR West Office**

**June 10**

**DMAR Douglas Elbert Office**

**August 20**

**DMAR North Office**

**September 3**

**DMAR HQ**

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**DENVER METRO**  
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## KNOWING MARKET TRENDS



***Market data can be overwhelming,  
but it doesn't have to be!***

Learn how to easily make sense of market data so you can get a better read on the market and confidently advise your clients.