



DENVER COLORADO

–December 2020–

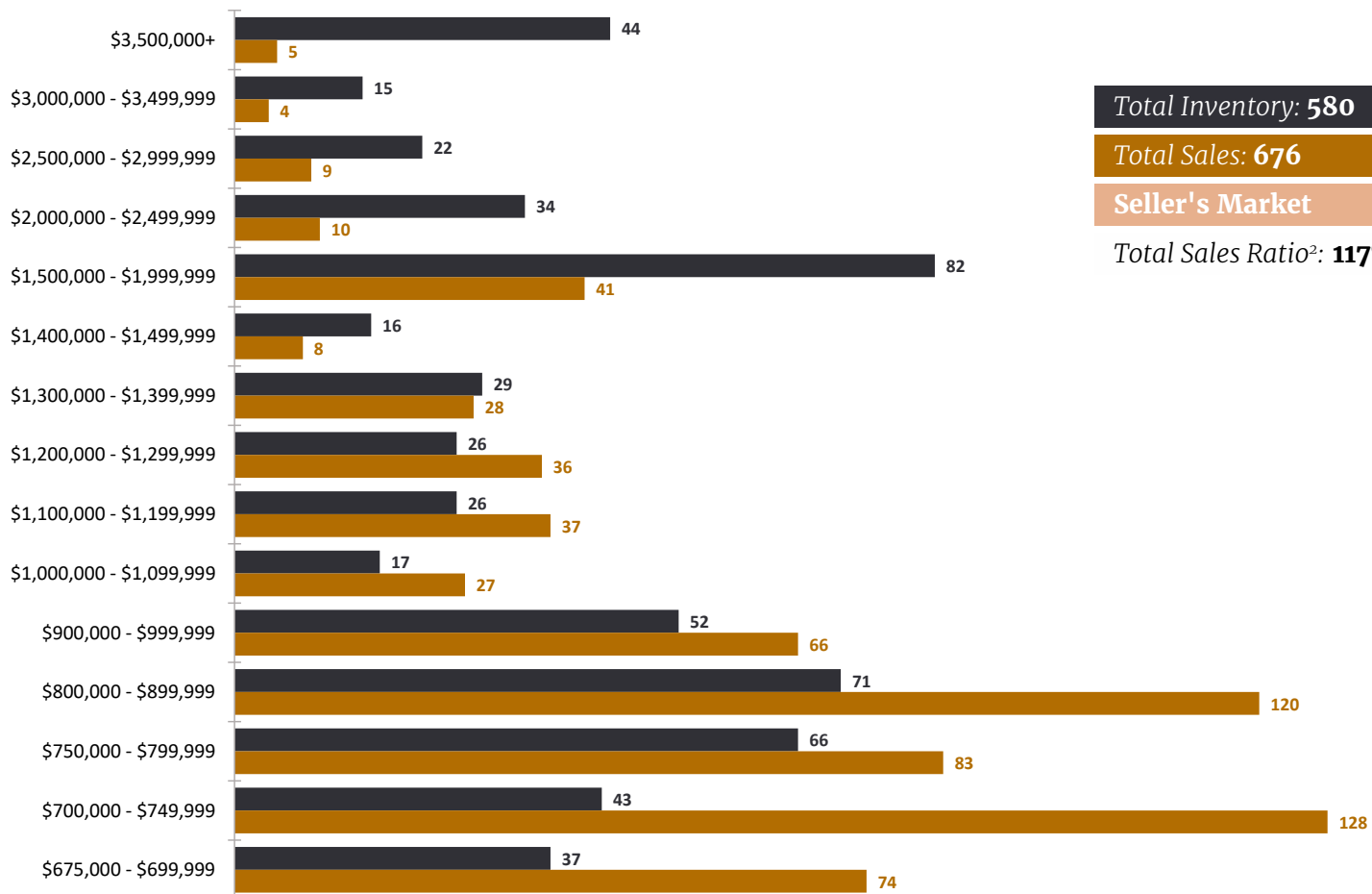
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

Luxury Benchmark Price¹: **\$675,000**



Total Inventory: **580**

Total Sales: **676**

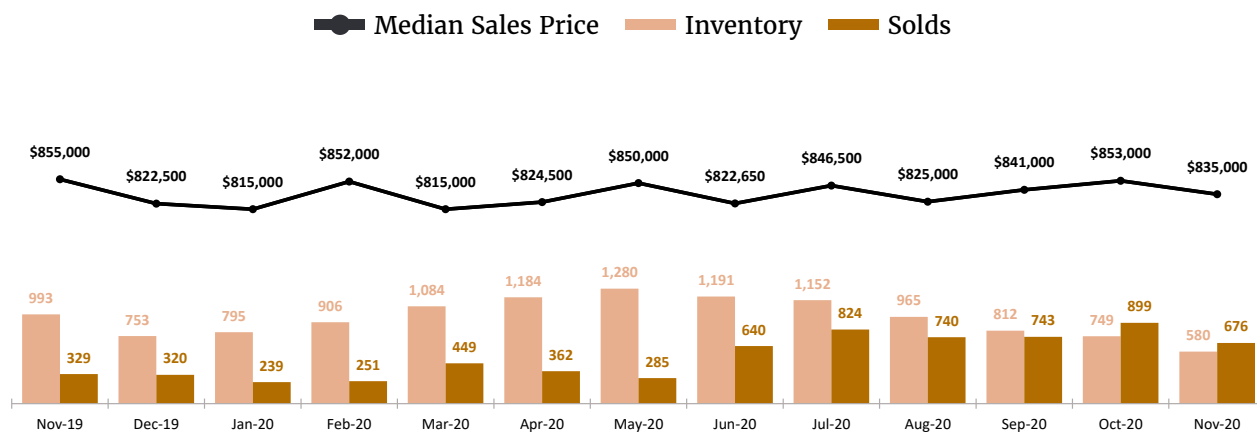
Seller's Market

Total Sales Ratio²: **117%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$795,000	4	4	427	285	150%
3,000 - 3,999	\$897,000	5	5	182	160	114%
4,000 - 4,999	\$1,120,000	5	5	44	65	68%
5,000 - 5,999	\$1,875,000	5	6	17	25	68%
6,000 - 6,999	\$2,875,000	6	7	5	16	31%
7,000+	\$2,650,000	10	13	1	28	4%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

October November

749 580

VARIANCE: -23%

SOLDS

October November

899 676

VARIANCE: -25%

SALES PRICE

October November

\$853k \$835k

VARIANCE: -2%

SALE PRICE PER SQFT.

October November

\$361 \$354

VARIANCE: -2%

SALE TO LIST PRICE RATIO

October November

100.00% 100.00%

VARIANCE: 0%

DAYS ON MARKET

October November

11 9

VARIANCE: -18%

DENVER MARKET SUMMARY | NOVEMBER 2020

- The Denver single-family luxury market is a **Seller's Market** with a **117% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in November 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **298%**.
- The median luxury sales price for single-family homes has decreased to **\$835,000**.
- The median days on market for November 2020 was **9** days, down from **11** in October 2020.

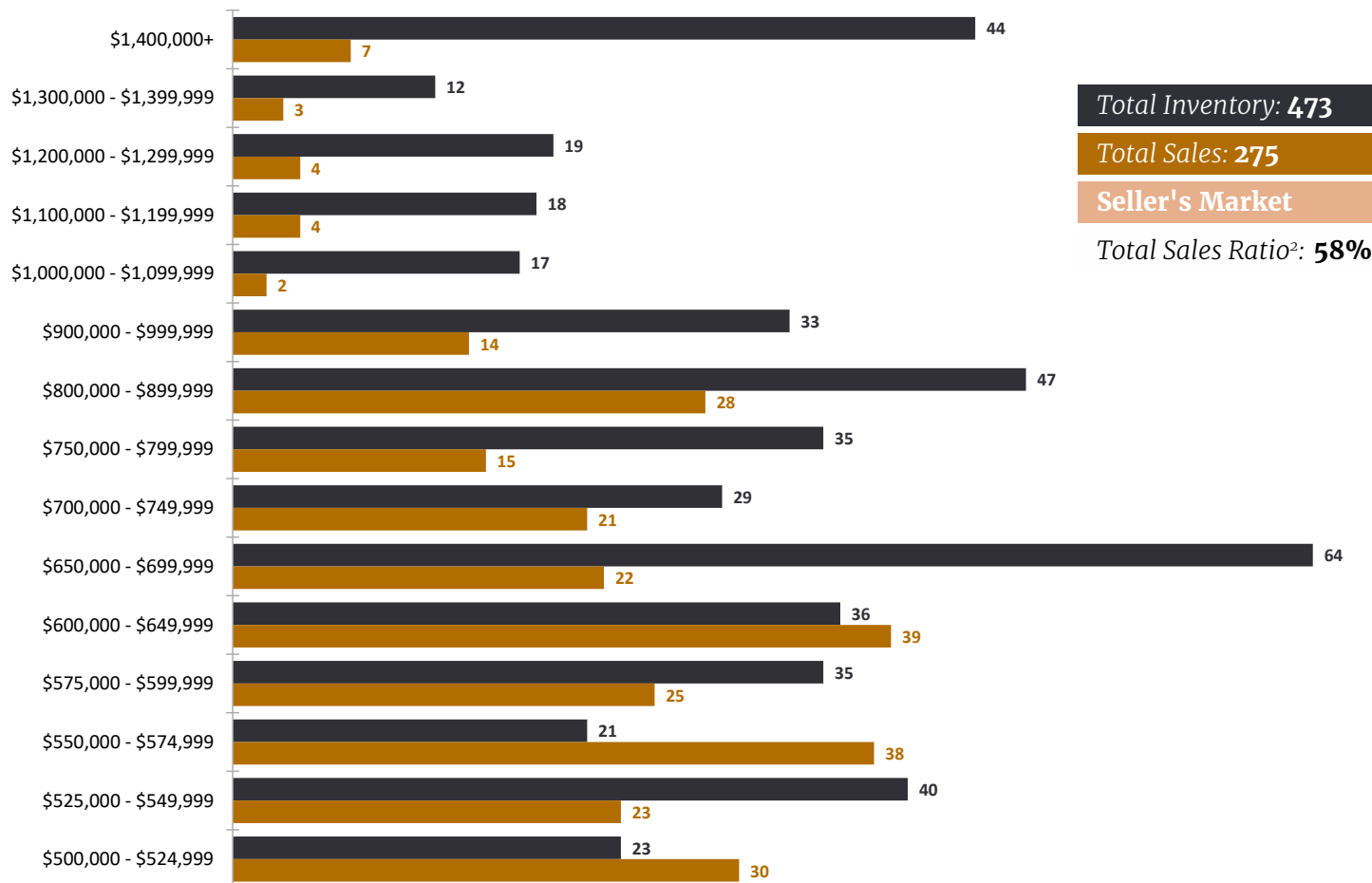
³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | NOVEMBER 2020

Inventory Sales

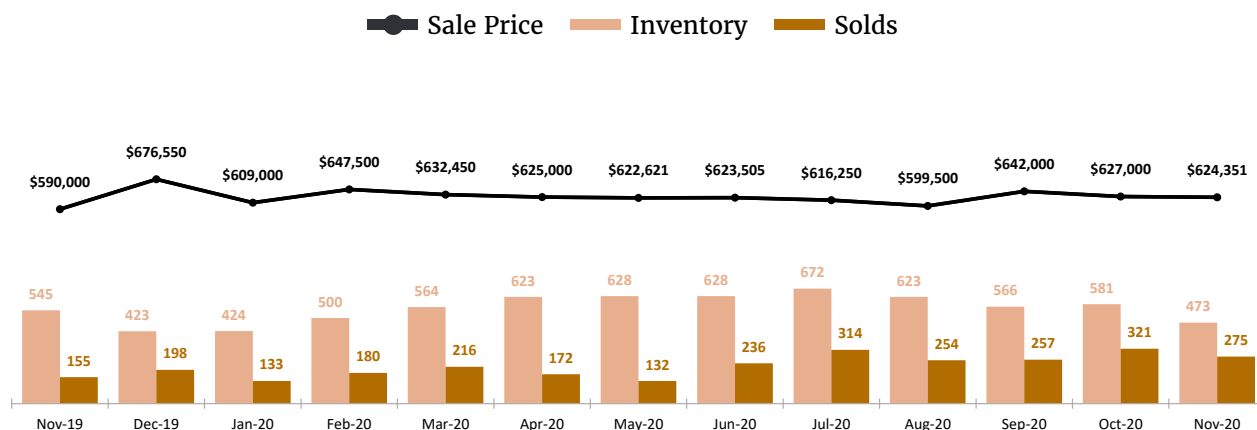
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$561,250	2	2	72	167	43%
1,500 - 1,999	\$629,000	3	3	133	152	88%
2,000 - 2,499	\$735,000	3	4	49	90	54%
2,500 - 2,999	\$827,925	3	4	12	38	32%
3,000 - 3,499	\$1,090,000	4	5	6	7	86%
3,500+	\$1,473,000	4	5	3	19	16%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA

INVENTORY

October November

581 473

VARIANCE: **-19%**

SOLDS

October November

321 275

VARIANCE: **-14%**

SALES PRICE

October November

\$627k \$624k

VARIANCE: **0%**

SALE PRICE PER SQFT.

October November

\$389 \$391

VARIANCE: **1%**

SALE TO LIST PRICE RATIO

October November

100.00% 99.73%

VARIANCE: **0%**

DAYS ON MARKET

October November

17 16

VARIANCE: **-6%**

DENVER MARKET SUMMARY | NOVEMBER 2020

- The Denver attached luxury market is a **Seller's Market** with a **58% Sales Ratio**.
- Homes sold for a median of **99.73% of list price** in November 2020.
- The most active price band is **\$550,000-\$574,999**, where the sales ratio is **181%**.
- The median luxury sales price for attached homes has decreased to **\$624,351**.
- The median days on market for November 2020 was **16** days, down from **17** in October 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.