



DENVER COLORADO

–October 2020–

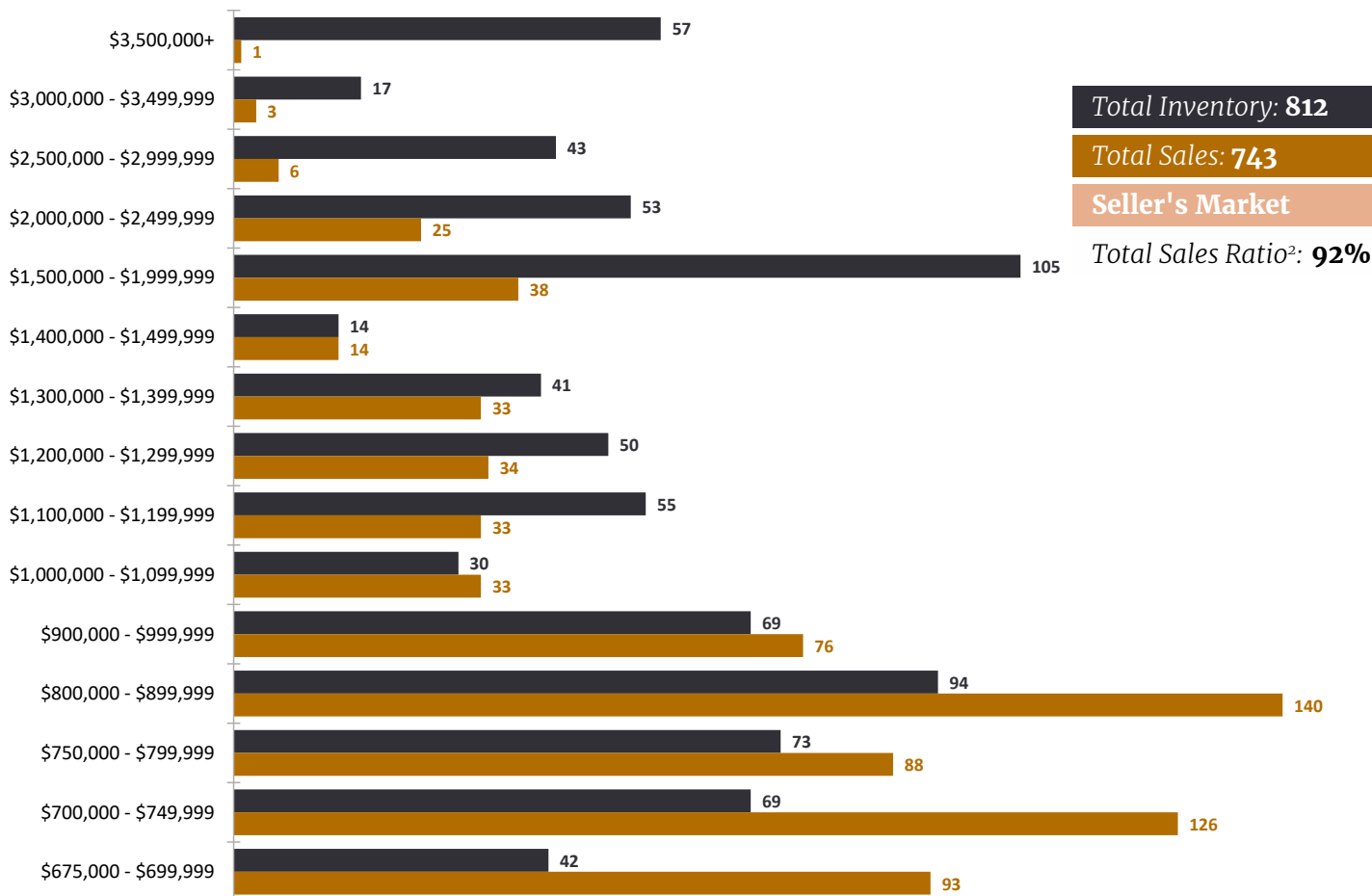
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

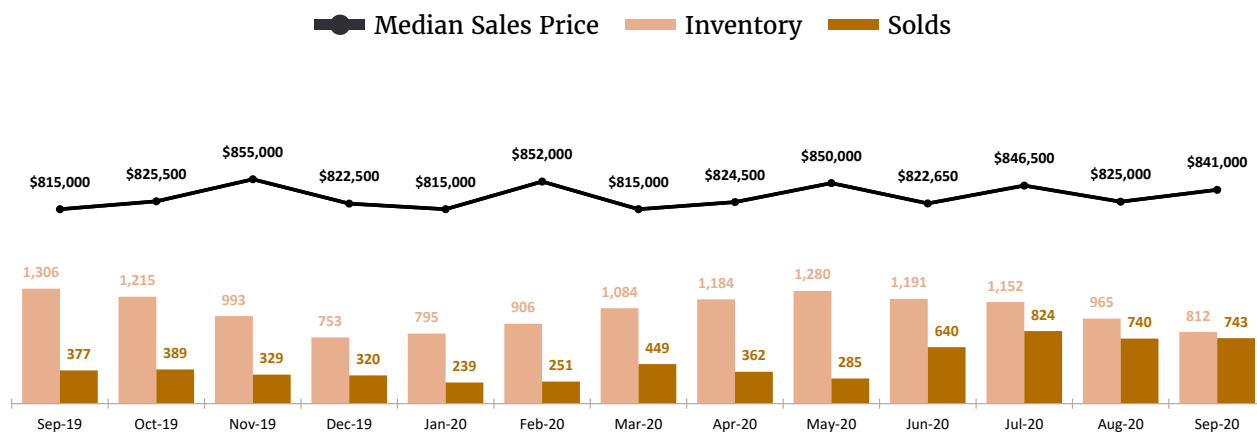
Luxury Benchmark Price¹: **\$675,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$808,000	4	3	456	354	129%
3,000 - 3,999	\$900,000	5	5	209	253	83%
4,000 - 4,999	\$1,200,000	5	5	67	110	61%
5,000 - 5,999	\$1,812,500	5	6	8	44	18%
6,000 - 6,999	\$2,250,000	6	9	1	15	7%
7,000+	\$2,795,000	6	9	2	35	6%

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

August September

965 812

VARIANCE: **-16%**

SOLDS

August September

740 743

VARIANCE: **0%**

SALES PRICE

August September

\$825k \$841k

VARIANCE: **2%**

SALE PRICE PER SQFT.

August September

\$331 \$352

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

August September

99.35% 100.00%

VARIANCE: **1%**

DAYS ON MARKET

August September

13 11

VARIANCE: **-15%**

DENVER MARKET SUMMARY | SEPTEMBER 2020

- The Denver single-family luxury market is a **Seller's Market** with a **92% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in September 2020.
- The most active price band is **\$675,000-\$699,999**, where the sales ratio is **221%**.
- The median luxury sales price for single-family homes has increased to **\$841,000**.
- The median days on market for September 2020 was **11** days, down from **13** in August 2020.

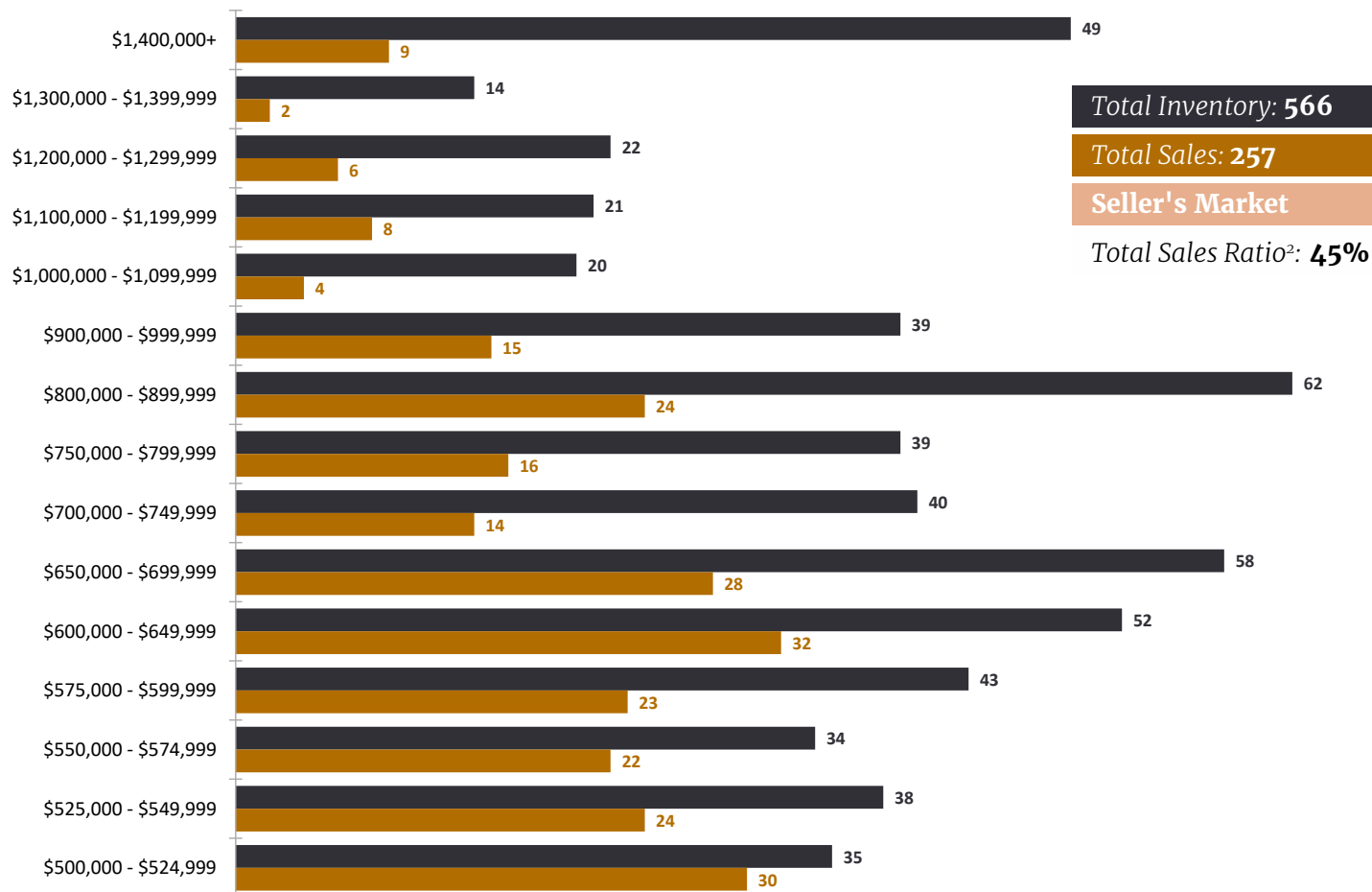
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2020

Inventory Sales

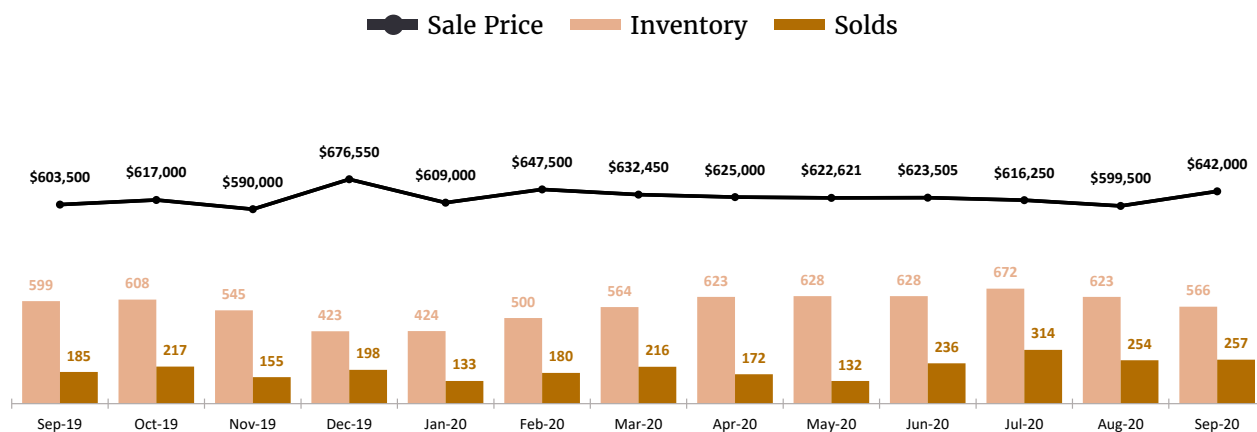
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$559,950	2	2	56	180	31%
1,500 - 1,999	\$617,000	3	3	118	194	61%
2,000 - 2,499	\$850,000	3	4	53	114	46%
2,500 - 2,999	\$875,000	4	4	22	39	56%
3,000 - 3,499	\$749,900	4	4	5	15	33%
3,500+	\$2,250,000	4	5	3	24	13%

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

August September

623 566

VARIANCE: -9%

SOLDS

August September

254 257

VARIANCE: 1%

SALES PRICE

August September

\$600k \$642k

VARIANCE: 7%

SALE PRICE PER SQFT.

August September

\$393 \$382

VARIANCE: -3%

SALE TO LIST PRICE RATIO

August September

99.46% 99.98%

VARIANCE: 1%

DAYS ON MARKET

August September

11 14

VARIANCE: 27%

DENVER MARKET SUMMARY | SEPTEMBER 2020

- The Denver attached luxury market is a **Seller's Market** with a **45% Sales Ratio**.
- Homes sold for a median of **99.98% of list price** in September 2020.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **86%**.
- The median luxury sales price for attached homes has increased to **\$642,000**.
- The median days on market for September 2020 was **14** days, up from **11** in August 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.