



DENVER COLORADO

–September 2020–

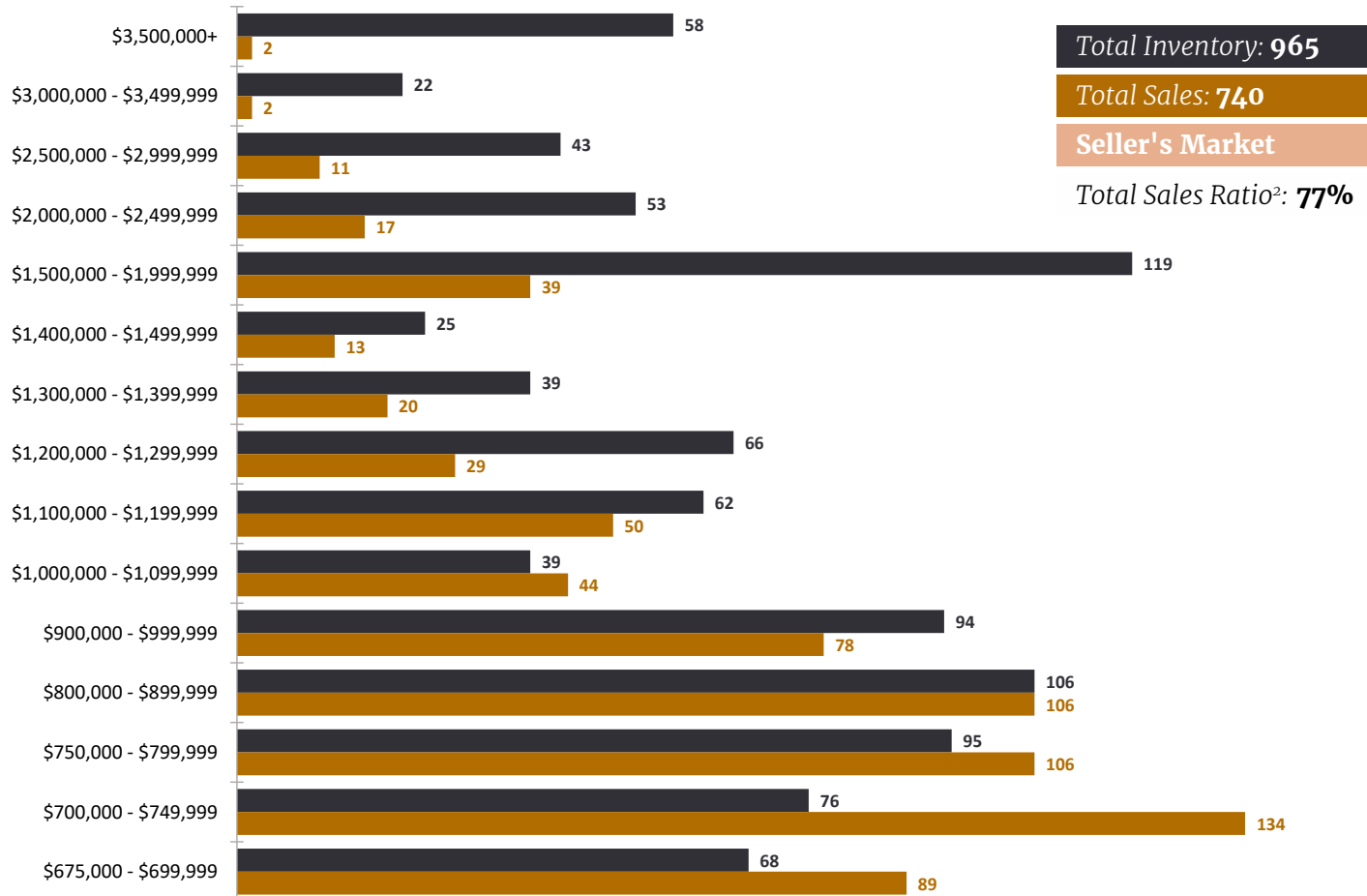
INSTITUTE *for*
LUXURY HOME
MARKETING®

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

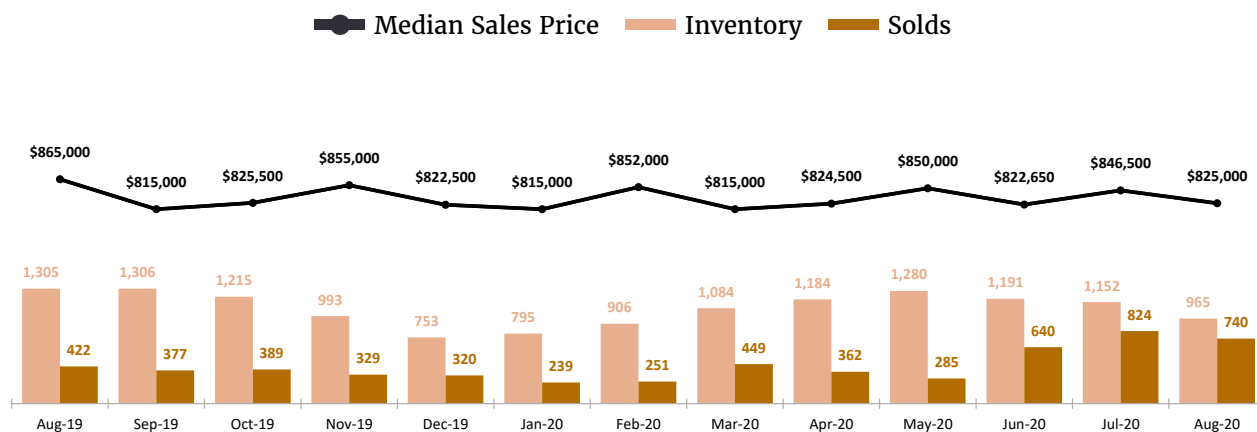
Luxury Benchmark Price¹: **\$675,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$775,000	4	4	427	426	100%
3,000 - 3,999	\$886,250	5	5	226	301	75%
4,000 - 4,999	\$1,157,500	5	5	72	133	54%
5,000 - 5,999	\$2,500,000	5	6	7	50	14%
6,000 - 6,999	\$2,900,000	5	7	4	19	21%
7,000+	\$3,224,350	6	7	4	35	11%

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

July	August
1,152	965

VARIANCE: **-16%**

SOLDS

July	August
824	740

VARIANCE: **-10%**

SALES PRICE

July	August
\$847k	\$825k

VARIANCE: **-3%**

SALE PRICE PER SQFT.

July	August
\$336	\$331

VARIANCE: **-1%**

SALE TO LIST PRICE RATIO

July	August
99.27%	99.35%

VARIANCE: **0%**

DAYS ON MARKET

July	August
14	13

VARIANCE: **-7%**

DENVER MARKET SUMMARY | AUGUST 2020

- The Denver single-family luxury market is a **Seller's Market** with a **77% Sales Ratio**.
- Homes sold for a median of **99.35% of list price** in August 2020.
- The most active price band is **\$700,000-\$749,999**, where the sales ratio is **176%**.
- The median luxury sales price for single-family homes has decreased to **\$825,000**.
- The median days on market for August 2020 was **13** days, down from **14** in July 2020.

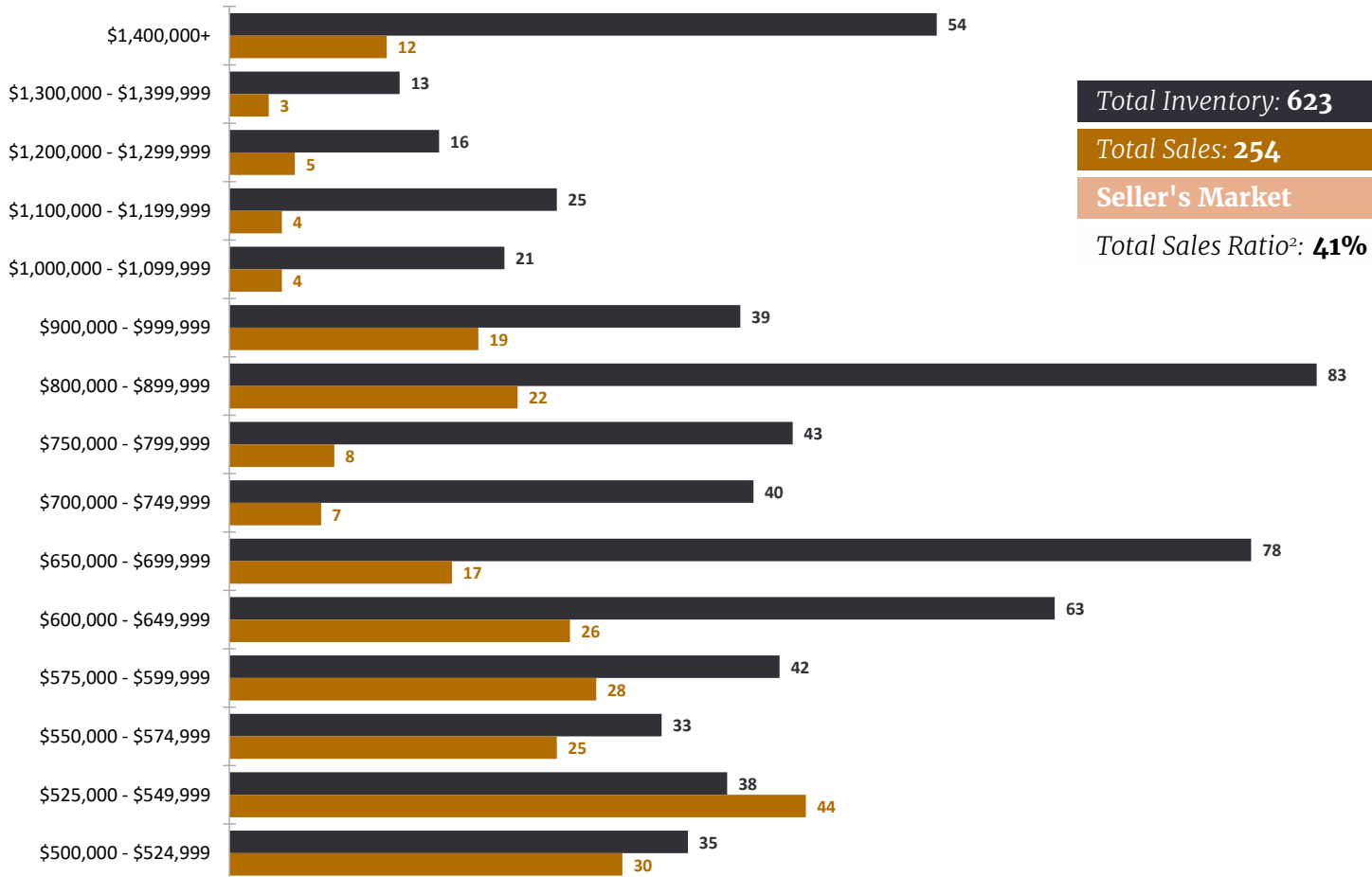
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2020

Inventory Sales

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



Total Inventory: **623**

Total Sales: **254**

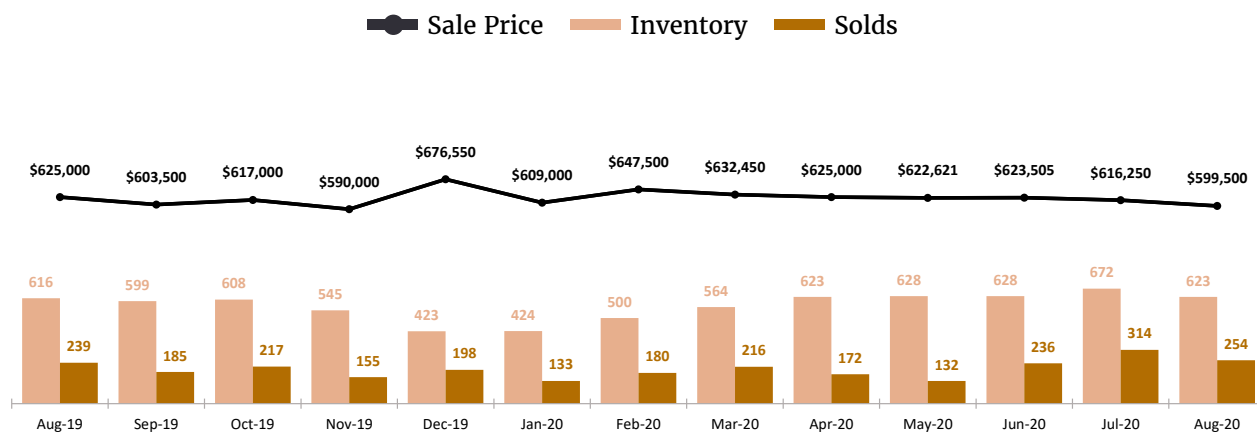
Seller's Market

Total Sales Ratio²: **41%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$549,000	2	2	89	183	49%
1,500 - 1,999	\$598,250	3	3	86	231	37%
2,000 - 2,499	\$832,000	3	4	48	132	36%
2,500 - 2,999	\$917,500	4	4	22	40	55%
3,000 - 3,499	\$1,402,500	3	4	6	14	43%
3,500+	\$1,600,000	4	4	3	23	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

July
672

August
623

VARIANCE: **-7%**

SOLDS

July
314

August
254

VARIANCE: **-19%**

SALES PRICE

July
\$616k

August
\$600k

VARIANCE: **-3%**

SALE PRICE PER SQFT.

July
\$378

August
\$393

VARIANCE: **4%**

SALE TO LIST PRICE RATIO

July
99.60%

August
99.46%

VARIANCE: **0%**

DAYS ON MARKET

July
16

August
11

VARIANCE: **-31%**

DENVER MARKET SUMMARY | AUGUST 2020

- The Denver attached luxury market is a **Seller's Market** with a **41% Sales Ratio**.
- Homes sold for a median of **99.46% of list price** in August 2020.
- The most active price band is **\$525,000-\$549,999**, where the sales ratio is **116%**.
- The median luxury sales price for attached homes has decreased to **\$599,500**.
- The median days on market for August 2020 was **11** days, down from **16** in July 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.