



INSTITUTE for
LUXURY HOME
MARKETING®

Home of the CLHMS™

SEPTEMBER
2021



DENVER

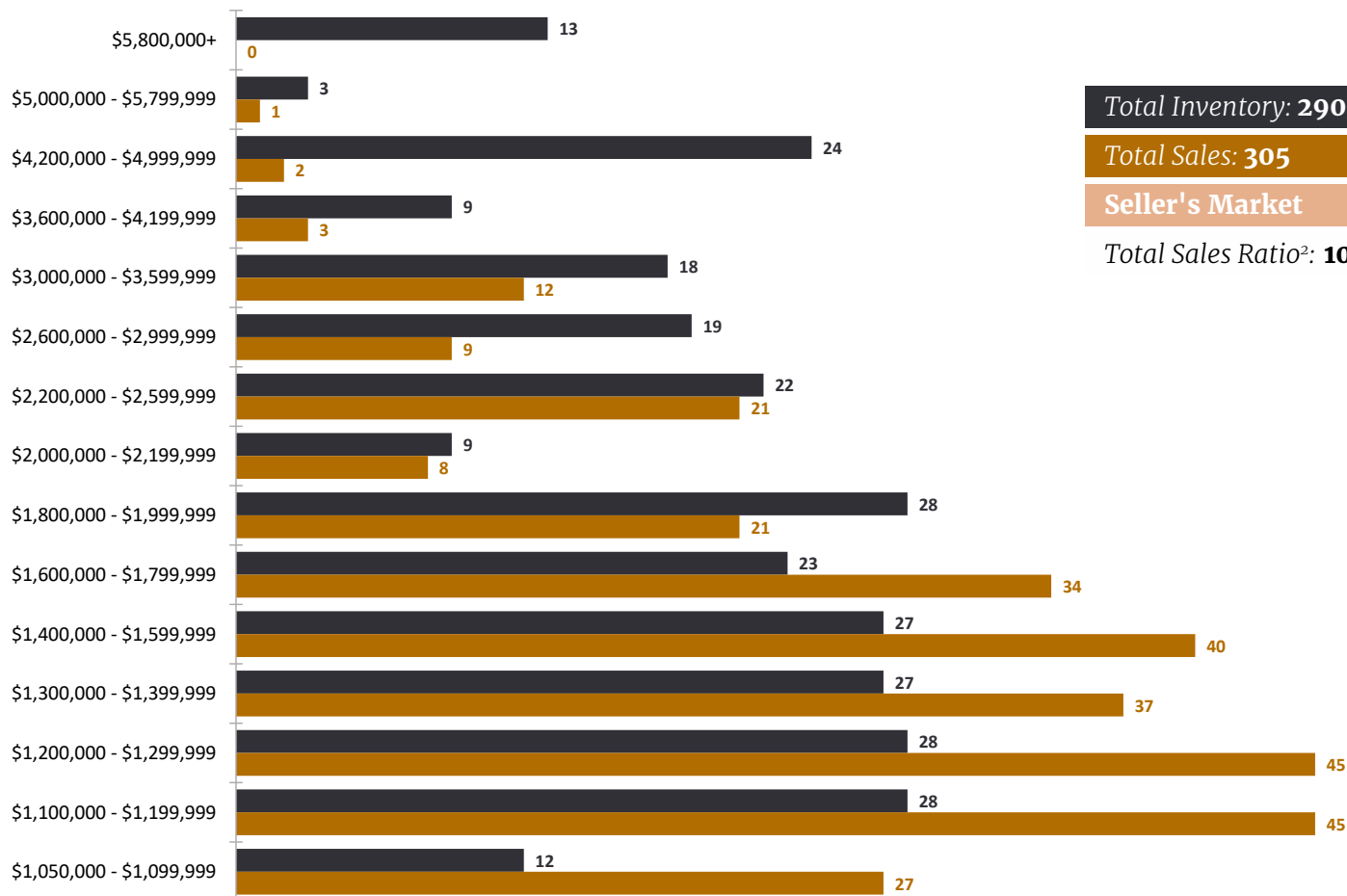
COLORADO

www.LuxuryHomeMarketing.com
DENVER and BEYOND

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,050,000**



Total Inventory: **290**

Total Sales: **305**

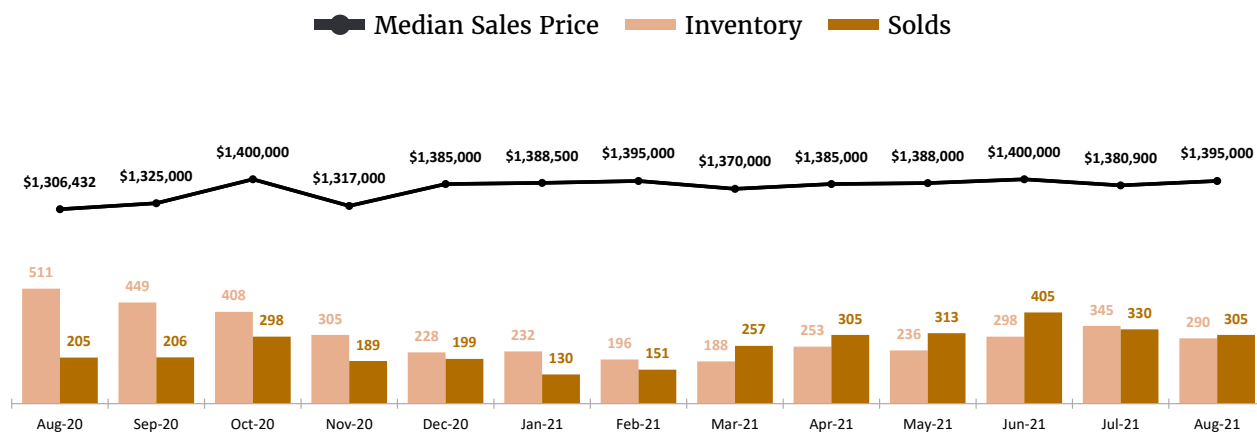
Seller's Market

Total Sales Ratio²: **105%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,288,500	4	4	136	112	121%
3,000 - 3,999	\$1,469,500	5	5	108	78	138%
4,000 - 4,999	\$1,750,000	5	6	41	44	93%
5,000 - 5,999	\$2,275,000	5	6	11	23	48%
6,000 - 6,999	\$3,135,000	4	6	6	10	60%
7,000+	\$3,000,000	5	8	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 REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

511 290

VARIANCE: **-43%**

TOTAL SOLDS

Aug. 2020 Aug. 2021

205 305

VARIANCE: **49%**

SALES PRICE

Aug. 2020 Aug. 2021

\$1.31m \$1.40m

VARIANCE: **7%**

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

\$423 \$499

VARIANCE: **18%**

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

98.45% 100.00%

VARIANCE: **2%**

DAYS ON MARKET

Aug. 2020 Aug. 2021

18 5

VARIANCE: **-72%**

DENVER MARKET SUMMARY | AUGUST 2021

- The Denver single-family luxury market is a **Seller's Market** with a **105% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2021.
- The most active price band is **\$1,050,000-\$1,099,999**, where the sales ratio is **225%**.
- The median luxury sales price for single-family homes is **\$1,395,000**.
- The median days on market for August 2021 was **5** days, down from **18** in August 2020.

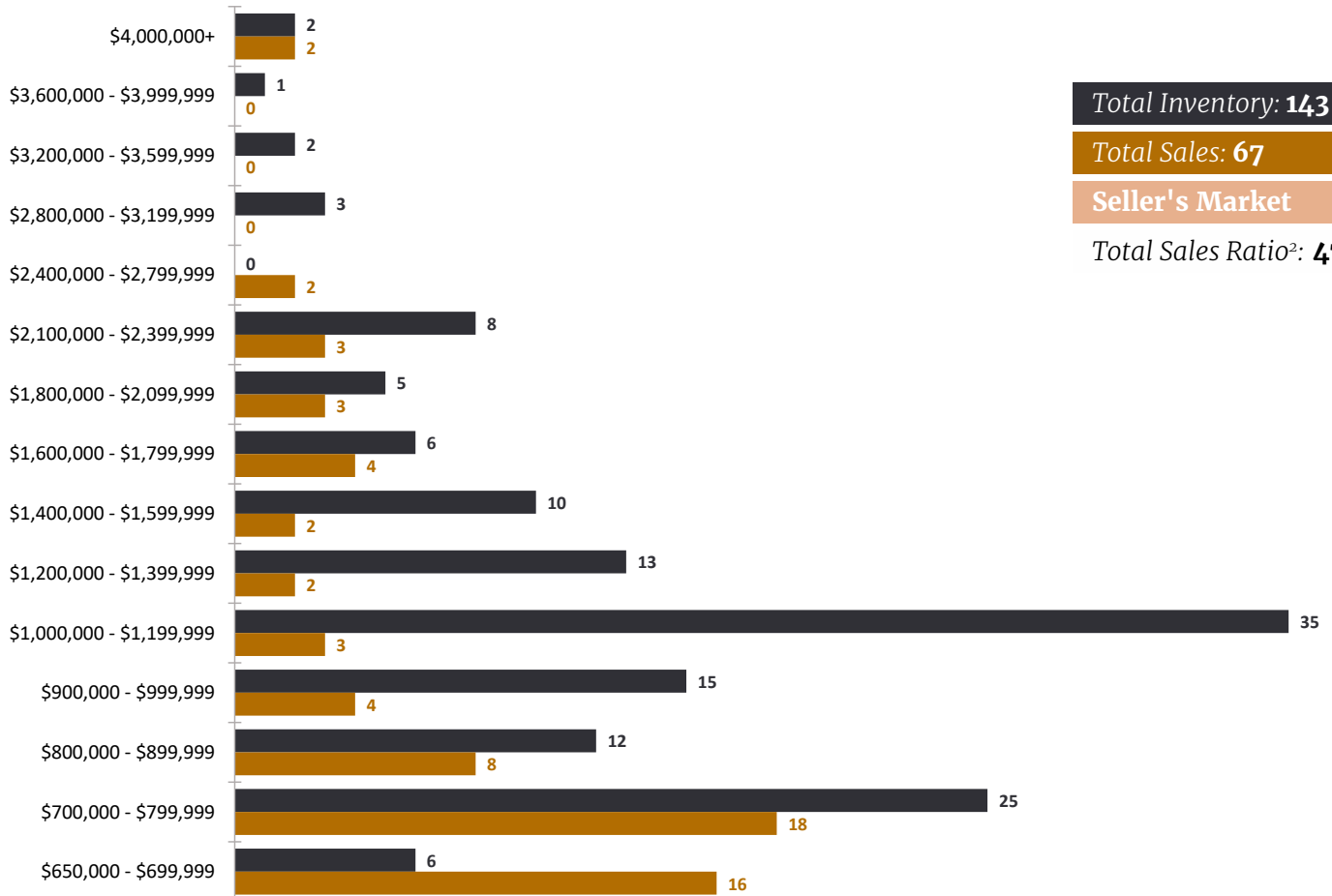
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | AUGUST 2021

Inventory Sales

Luxury Benchmark Price¹: **\$650,000**



Total Inventory: **143**

Total Sales: **67**

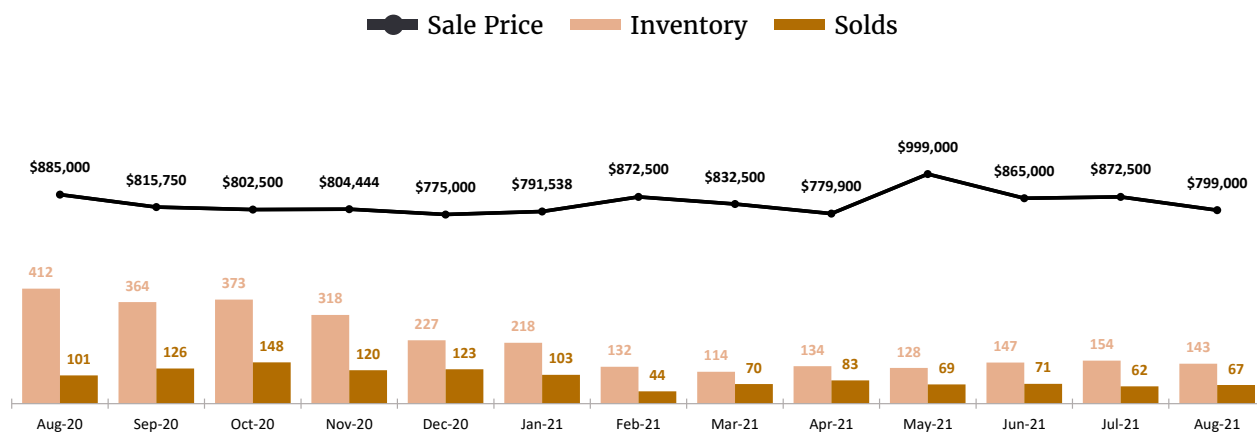
Seller's Market

Total Sales Ratio²: **47%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$747,500	2	2	28	57	49%
1,500 - 1,999	\$775,000	2	3	23	35	66%
2,000 - 2,499	\$930,000	3	3	9	22	41%
2,500 - 2,999	\$2,050,000	3	3	3	19	16%
3,000 - 3,499	\$1,825,000	3	4	2	2	100%
3,500+	\$4,762,500	4	5	2	8	25%

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 REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2020 Aug. 2021

412 143

VARIANCE: -65%

TOTAL SOLDS

Aug. 2020 Aug. 2021

101 67

VARIANCE: -34%

SALES PRICE

Aug. 2020 Aug. 2021

\$885k \$799k

VARIANCE: -10%

SALE PRICE PER SQFT.

Aug. 2020 Aug. 2021

\$422 \$570

VARIANCE: 35%

SALE TO LIST PRICE RATIO

Aug. 2020 Aug. 2021

99.02% 100.00%

VARIANCE: 1%

DAYS ON MARKET

Aug. 2020 Aug. 2021

12 12

VARIANCE: 0%

DENVER MARKET SUMMARY | AUGUST 2021

- The Denver attached luxury market is a **Seller's Market** with a **47% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in August 2021.
- The most active price band is **\$650,000-\$699,999**, where the sales ratio is **267%**.
- The median luxury sales price for attached homes is **\$799,000**.
- The median days on market for August 2021 was **12** days, remaining the same from 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.