

# PREMIER MARKET REPORT

## AUGUST 2013

### Market Metrics:

Six Hundred Nineteen (619) homes closed in August, 2013 for \$500,000 or greater with a closed dollar volume of \$461.6 Million

### MONTHLY MARKET RECAP:

#### RESIDENTIAL:

Active Inventory is 2,820 units at month end  
 Sold units is 578  
 Average Sold Price is \$751,395  
 Median Sold Price is \$630,000  
 Average Price per Square Foot is \$256

For Single Family, top four counties were Denver, Douglas, Arapahoe, and Jefferson.

#### CONDOS:

Active Inventory is 234 units at month end  
 Sold units is 41  
 Average Sold Price is \$665,488  
 Median Sold Price is \$625,000  
 Average Price per Square Foot is \$350  
 For Condo, the top two counties were Denver and Arapahoe.

Of the 578 Single Family homes sold, the highest priced closing for the month was \$3.5 Million representing 5 Bedrooms, 5 Baths, and 4,027 square feet.

### JULY YEAR-TO-DATE MARKET RECAP

(2013 versus 2012):

#### RESIDENTIAL:

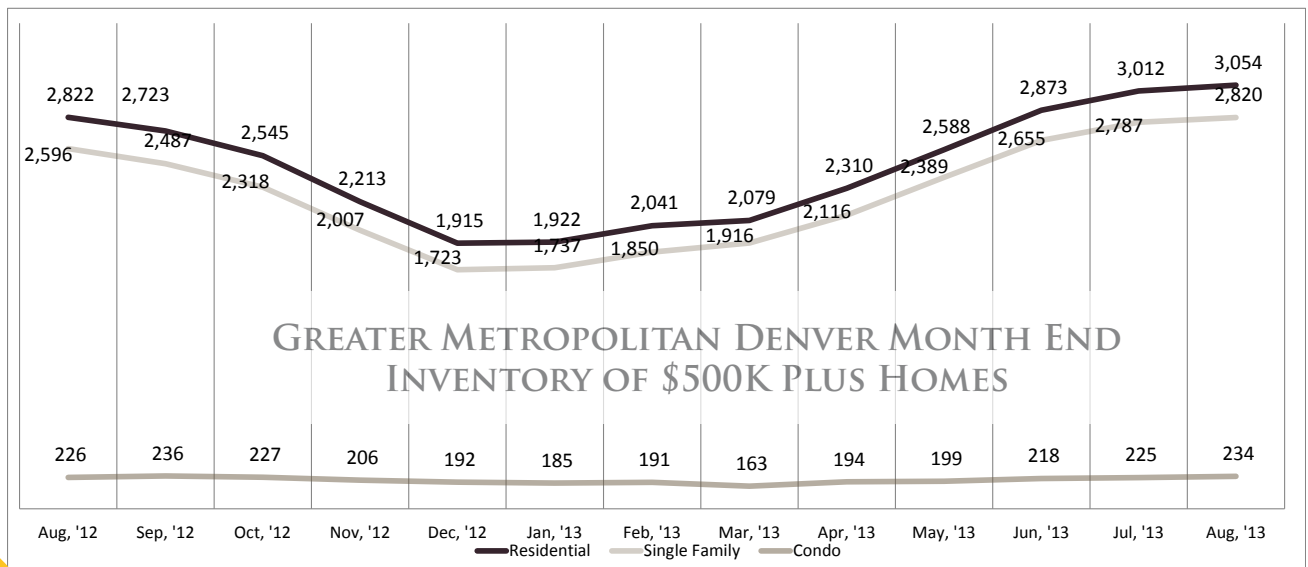
Sold Units 3,749 versus 2,692 (↑39%)  
 Sales Volume \$2.9B versus \$2.1B (↑36%)  
 Average Sold Price \$762K versus \$770K (↓1%)

Of the 3,749 Single Family homes sold year to date, the highest priced closing for the year was \$8.69 Million representing 9 bedrooms, 11 bathrooms, and 14,742 square feet.

#### CONDOS:

Sold Units 239 versus 184 (↑30%)  
 Sales Volume \$184M versus \$150M (↑23%)  
 Average Sold Price \$769K versus \$813K (↓5%)

Of the 239 Condo homes sold year to date, the highest priced closing for the year was \$2.885 Million representing 2 bedrooms, 3 bathrooms, and 3,060 square feet.



NOTES:

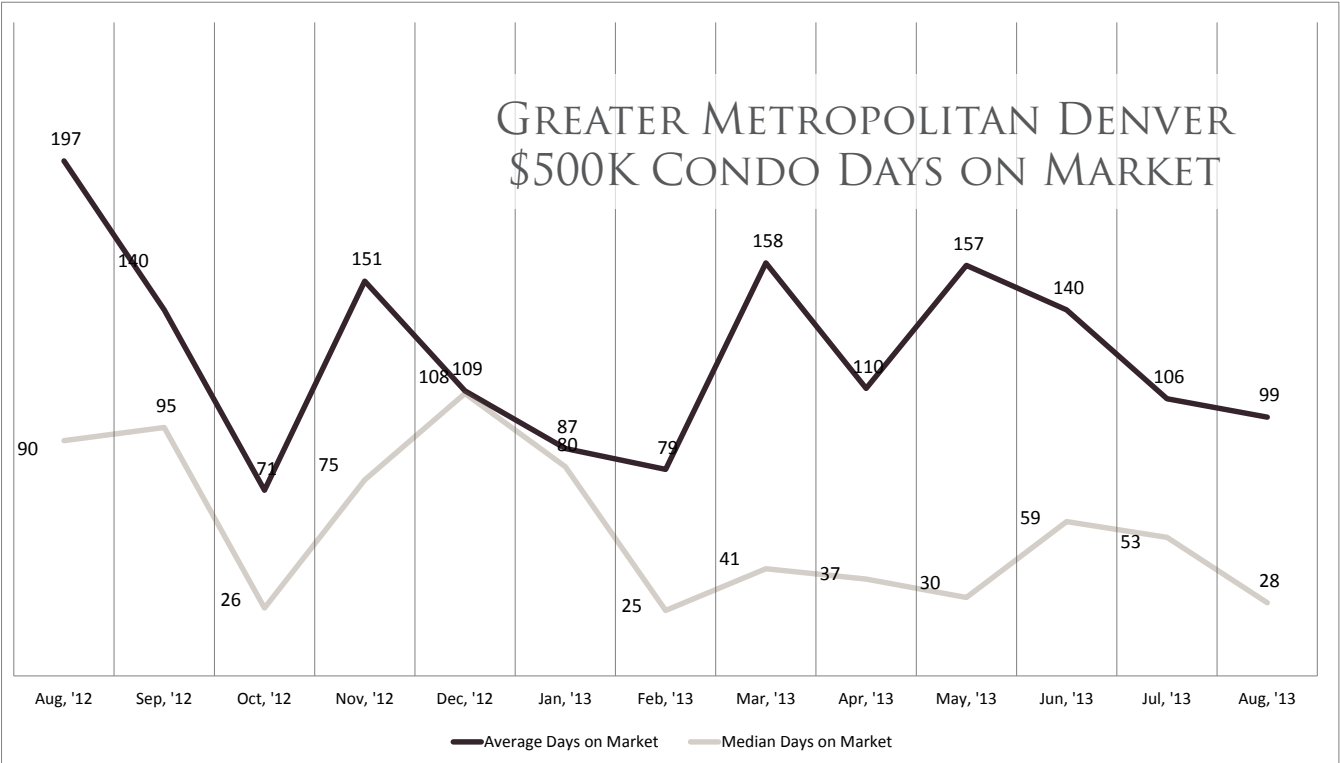
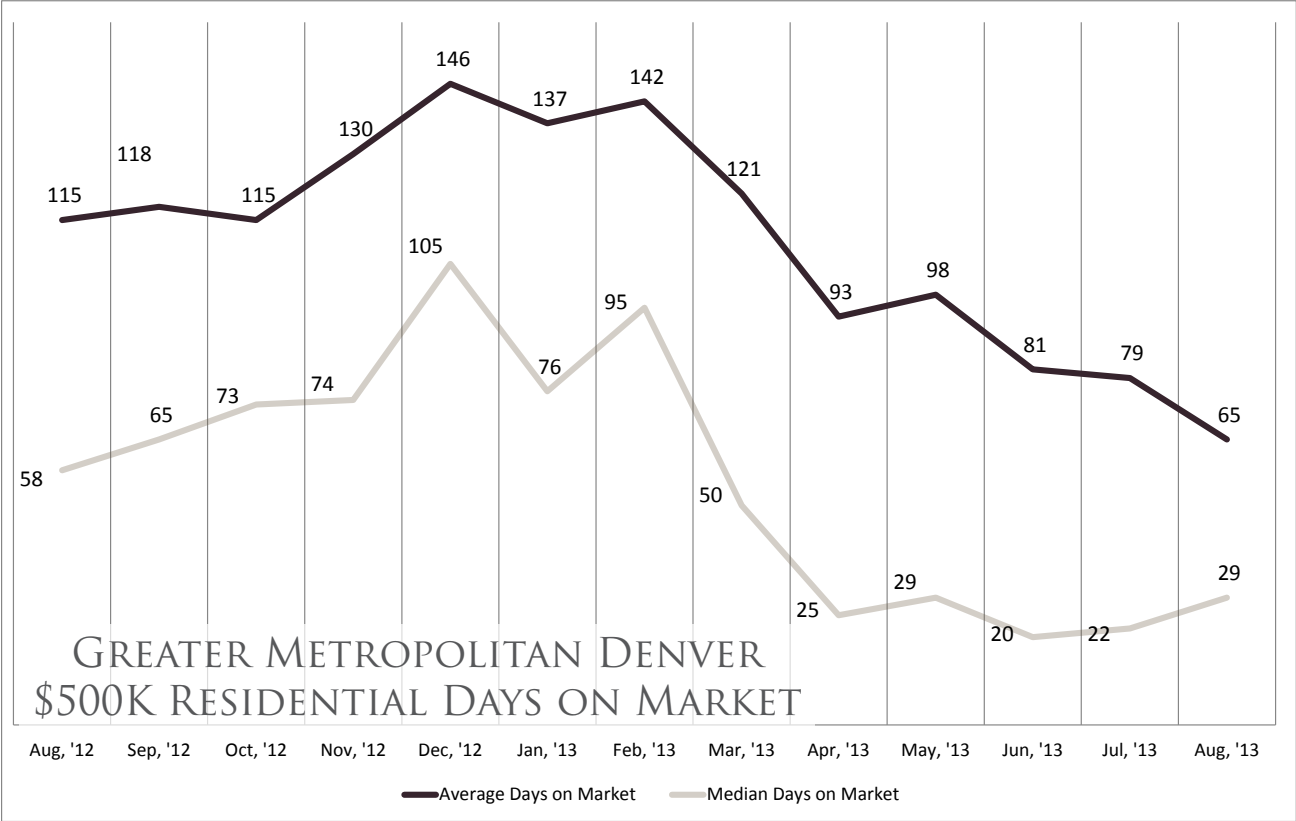
Single Family equals Residential plus Condo. The above representation covers an eleven (11) county area including the counties of Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson, and Park. The above representation may or may not reflect all real estate activity in the market. Source: Metrolist, Inc.

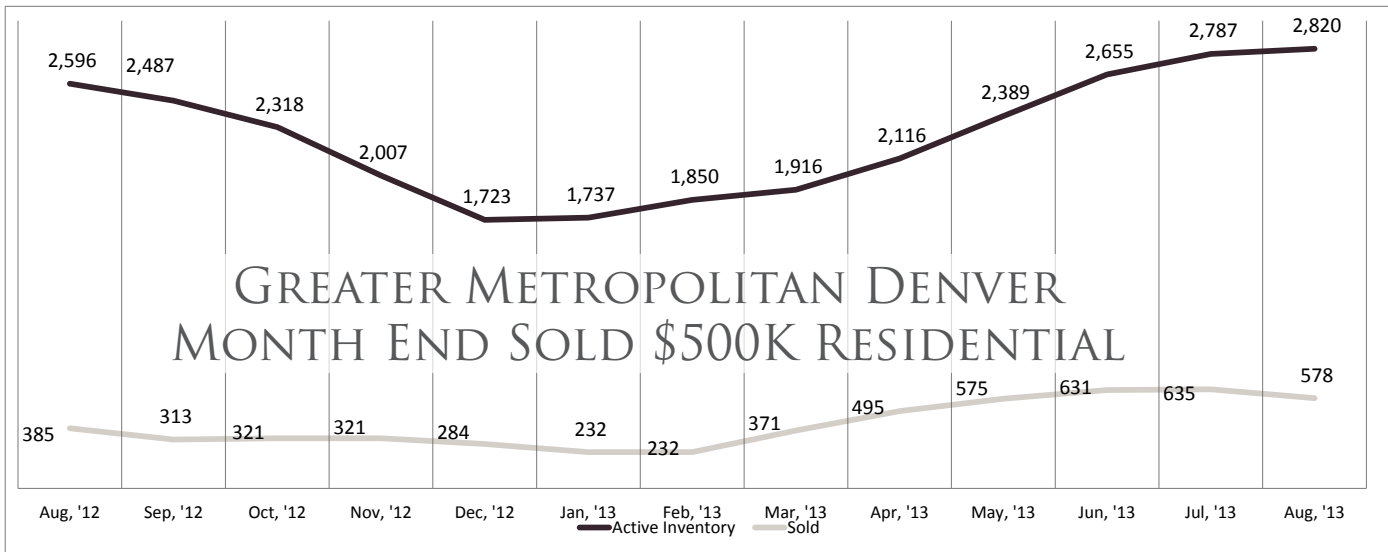
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RESIDENTIAL	August 2013	Prior Month	Year Ago	Prior Month	Year Ago
<b>Active</b>	<b>2,820</b>	<b>2,787</b>	<b>2,596</b>	<b>1.18%</b>	<b>8.63%</b>
<b>Sold</b>	<b>578</b>	<b>635</b>	<b>385</b>	<b>-8.98%</b>	<b>50.13%</b>
Closed \$ Volume	\$434,306,485	\$490,171,367	\$293,896,452	-11.40%	47.78%
Average Total DOM	65	79	115	-17.72%	-43.48%
Median Total DOM	29	22	58	31.82%	-50.00%
Average Price (Original)	\$782,975	\$826,442	\$826,187	-5.26%	-5.23%
Average Price (List)	\$772,217	\$795,260	\$791,583	-2.90%	-2.45%
Average Price (Sold)	\$751,395	\$771,923	\$763,367	-2.66%	-1.57%
Average Price (Net Sold)	\$749,975	\$770,042	\$762,364	-2.61%	-1.63%
Median Price (Original)	\$650,000	\$650,000	\$675,000	0.00%	-3.70%
Median Price (List)	\$649,900	\$649,540	\$650,000	0.06%	-0.02%
Median Price (Sold)	\$630,000	\$640,000	\$642,500	-1.56%	-1.95%
Median Price (Net Sold)	\$626,328	\$640,000	\$640,000	-2.14%	-2.14%
<b>Percentage Analysis</b>					
<b>Sold</b>					
Average Price/Average List	97.30%	97.07%	96.44%	0.24%	0.89%
Average Price/Average Original	95.97%	93.40%	92.40%	2.75%	3.86%
Median Price/Average List	96.94%	98.53%	98.85%	-1.61%	-1.93%
Median Price/Average Original	96.92%	98.46%	95.19%	-1.56%	1.82%
<b>Net Sold</b>					
Average Price/Average List	97.12%	96.83%	96.31%	0.30%	0.84%
Average Price/Average Original	95.79%	93.18%	92.27%	2.80%	3.81%
Median Price/Average List	96.37%	98.53%	98.46%	-2.19%	-2.12%
Median Price/Average Original	96.36%	98.46%	94.81%	-2.13%	1.63%

Active Listings – Listings of homes for sale on Metrolist, Inc. with status of Active.

Average Days on Market – Days on Market measures the length of time that a listing was in active status.

Average Price/Average List – Reflects the Average Sold Price divided by the Average List Price.

Average Price/Square Foot – The calculated result of the average sold price divided by the total square feet for units sold in the reported period.

Average Sold Price – The calculated result of the total sold price for units sold divided by the number of units sold in the reported period.

Closed Volume – Represents the summation of all sold prices in the reported period.

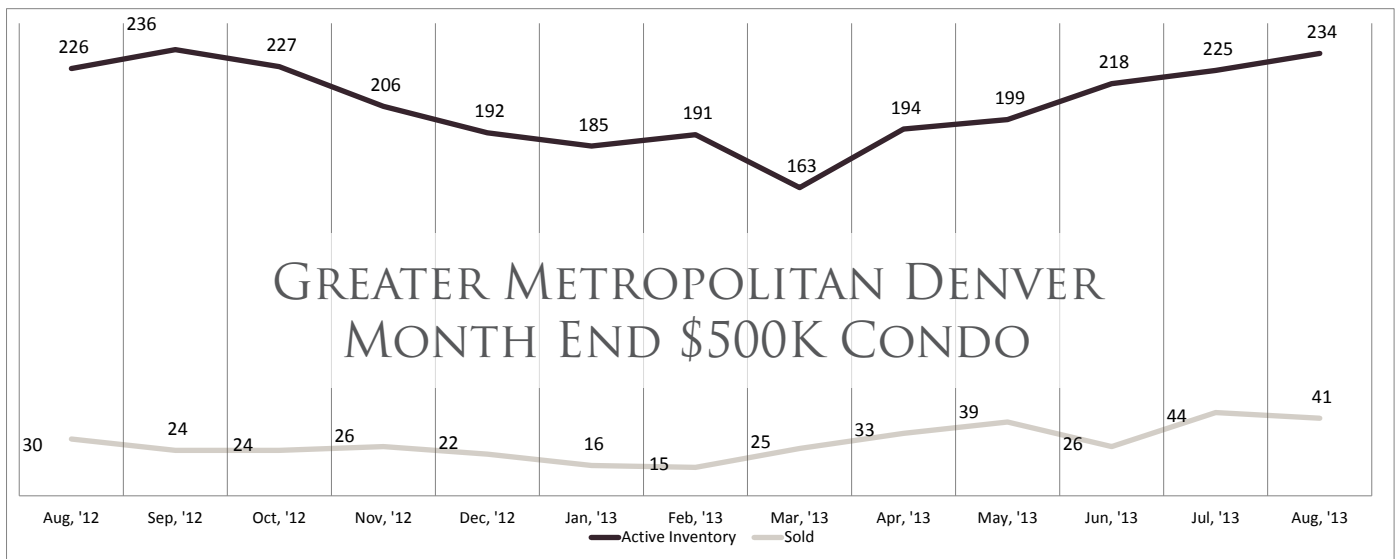
Distressed Properties – Distressed Properties are those properties that are either Real Estate Owned (REO) or Short Sale.

Highest Sold Price – The highest individual sold price for sold homes in the reported period.

Lowest Sold Price – The lowest individual sold price for sold homes in the reported period.

LT – Long Term is the indicator of the change over the same period last year.





CONDO	August 2013	Prior Month	Year Ago	Prior Month	Year Ago
<b>Active</b>	<b>234</b>	<b>225</b>	<b>226</b>	<b>4.00%</b>	<b>3.54%</b>
<b>Sold</b>	<b>41</b>	<b>44</b>	<b>30</b>	<b>-6.82%</b>	<b>36.67%</b>
Closed \$ Volume	\$27,285,015	\$35,420,189	\$28,780,801	-22.97%	-5.20%
Average Total DOM	99	106	197	-6.60%	-49.75%
Median Total DOM	28	53	90	-47.17%	-68.89%
Average Price (Original)	\$1,020,812	\$848,663	\$1,006,936	20.28%	1.38%
Average Price (List)	\$684,778	\$829,400	\$1,020,673	-17.44%	-32.91%
Average Price (Sold)	\$665,488	\$805,004	\$959,360	-17.33%	-30.63%
Average Price (Net Sold)	\$664,488	\$803,739	\$958,098	-17.33%	-30.65%
Median Price (Original)	\$669,900	\$712,500	\$845,000	-5.98%	-20.72%
Median Price (List)	\$649,900	\$694,000	\$844,750	-6.35%	-23.07%
Median Price (Sold)	\$625,000	\$700,000	\$812,500	-10.71%	-23.08%
Median Price (Net Sold)	\$625,000	\$698,850	\$812,500	-10.57%	-23.08%
<b>Percentage Analysis</b>					
<b>Sold</b>					
Average Price/Average List	97.18%	97.06%	93.99%	0.12%	3.39%
Average Price/Average Original	65.19%	94.86%	95.28%	-31.28%	-31.58%
Median Price/Average List	96.17%	100.86%	96.18%	-4.65%	-0.01%
Median Price/Average Original	93.30%	98.25%	96.15%	-5.04%	-2.96%
<b>Net Sold</b>					
Average Price/Average List	97.04%	96.91%	93.87%	0.13%	3.38%
Average Price/Average Original	65.09%	94.71%	95.15%	-31.27%	-31.59%
Median Price/Average List	96.17%	100.70%	96.18%	-4.50%	-0.01%
Median Price/Average Original	93.30%	98.08%	96.15%	-4.87%	-2.96%

Median Days on Market – When an active listing is changed from active status, a calculation is made as to the number of days on market or the number of days elapsed from time of listing to status change other than active. Then the days on market is sequenced from the highest to the lowest number of days on market, half of them will be greater than or equal to the median days on market and half will be less than or equal to the median days on market.

Median Price/Average List – The calculated result of the median price divided by the average list price at time the status was changed to sold status.

Median Sold Price – If sold homes are sorted into sequence by sales price, half of them will be greater than or equal to the median price and half will be less than or equal to the median price.

Pending – Listings of homes for sale where parties to the contract are awaiting approval of the contract terms from the lender.

Single Family – Single Family is a detached home.

Sold – The number of homes (units) where there was a transfer of title.

ST – Short Term is the indicator of the change over the last month.

