![Your Castle Real Estate logo]

DENVER METRO MARKET YEAR-OVER-YEAR COMPARISON
AUGUST 11, 2020 – COVID EDITION

The beginning of March 2020 had incredibly active showings. April took the expected plunge due to the State's stay-at-home order. The first half of May aligned with last year's activity, and ever since we've surpassed 2019. We also saw an expected dip over Independence Day weekend.
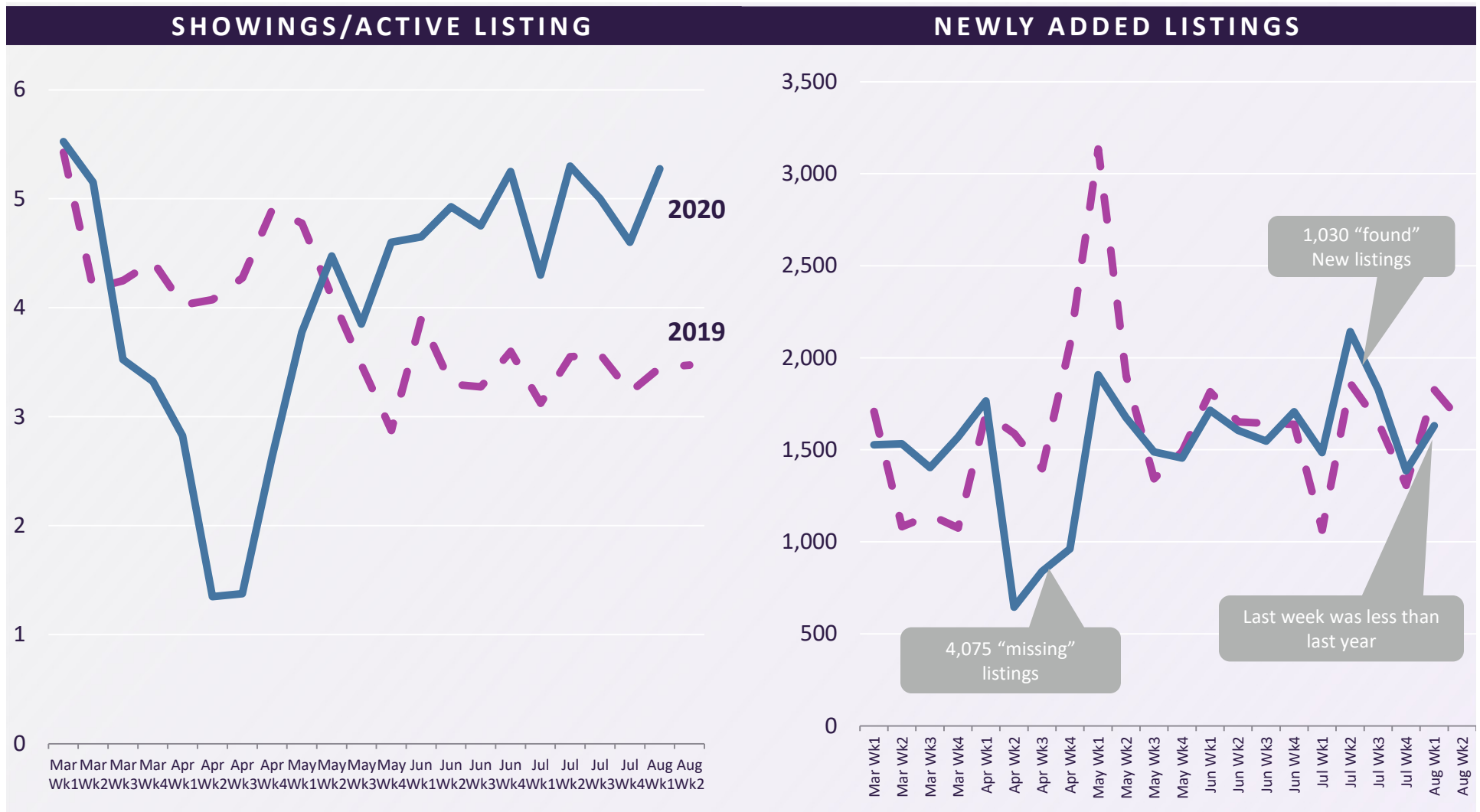
Weekly showings normalized to the first seven days of each calendar year, 7-day moving average. 0% baseline = January 1-7.

SHOWINGS PER LISTING

2019
2020

4th of July week end is always slow

YOUR CASTLE
REAL ESTATE
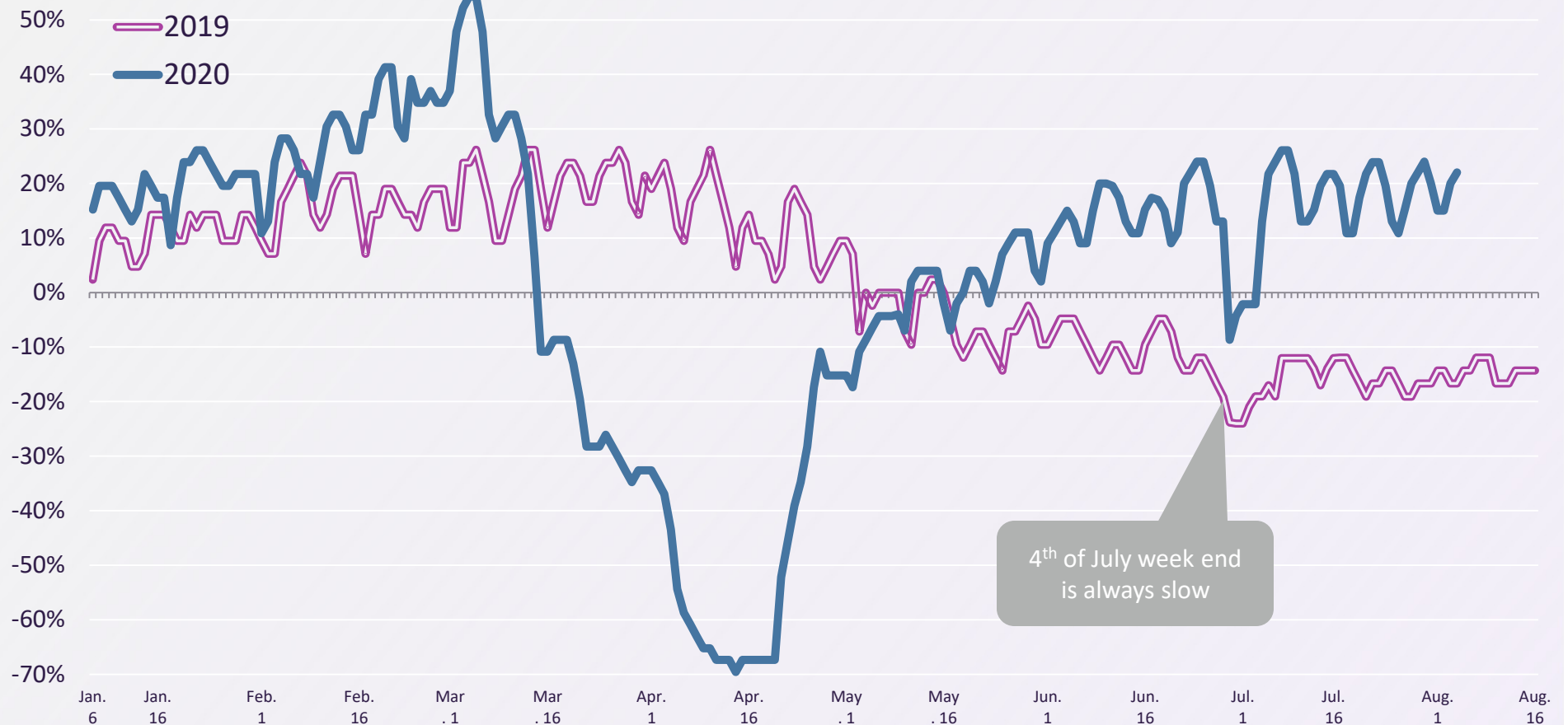
Showing traffic continues to rise. Overall, we are above 2019 levels. We're missing around 4,075 listings from April and May. Most of those listings still have not been brought to market. As a result, inventory is low relative to historical levels.

Dashed line – 2019; Solid Line - 2020

SHOWINGS/ACTIVE LISTING

2020

2019

Mar Wk1 Mar Wk2 Mar Wk3 Mar Wk4 Apr Wk1 Apr Wk2 Apr Wk3 Apr Wk4 May Wk1 May Wk2 May Wk3 May Wk4 Jun Wk1 Jun Wk2 Jun Wk3 Jun Wk4 Jul Wk1 Jul Wk2 Jul Wk3 Jul Wk4 Aug Wk1 Aug Wk2

NEWLY ADDED LISTINGS

1,030 "found" New listings

4,075 "missing" listings

Last week was less than last year

Mar Wk1 Mar Wk2 Mar Wk3 Mar Wk4 Apr Wk1 Apr Wk2 Apr Wk3 Apr Wk4 May Wk1 May Wk2 May Wk3 May Wk4 Jun Wk1 Jun Wk2 Jun Wk3 Jun Wk4 Jul Wk1 Jul Wk2 Jul Wk3 Jul Wk4 Aug Wk1 Aug Wk2
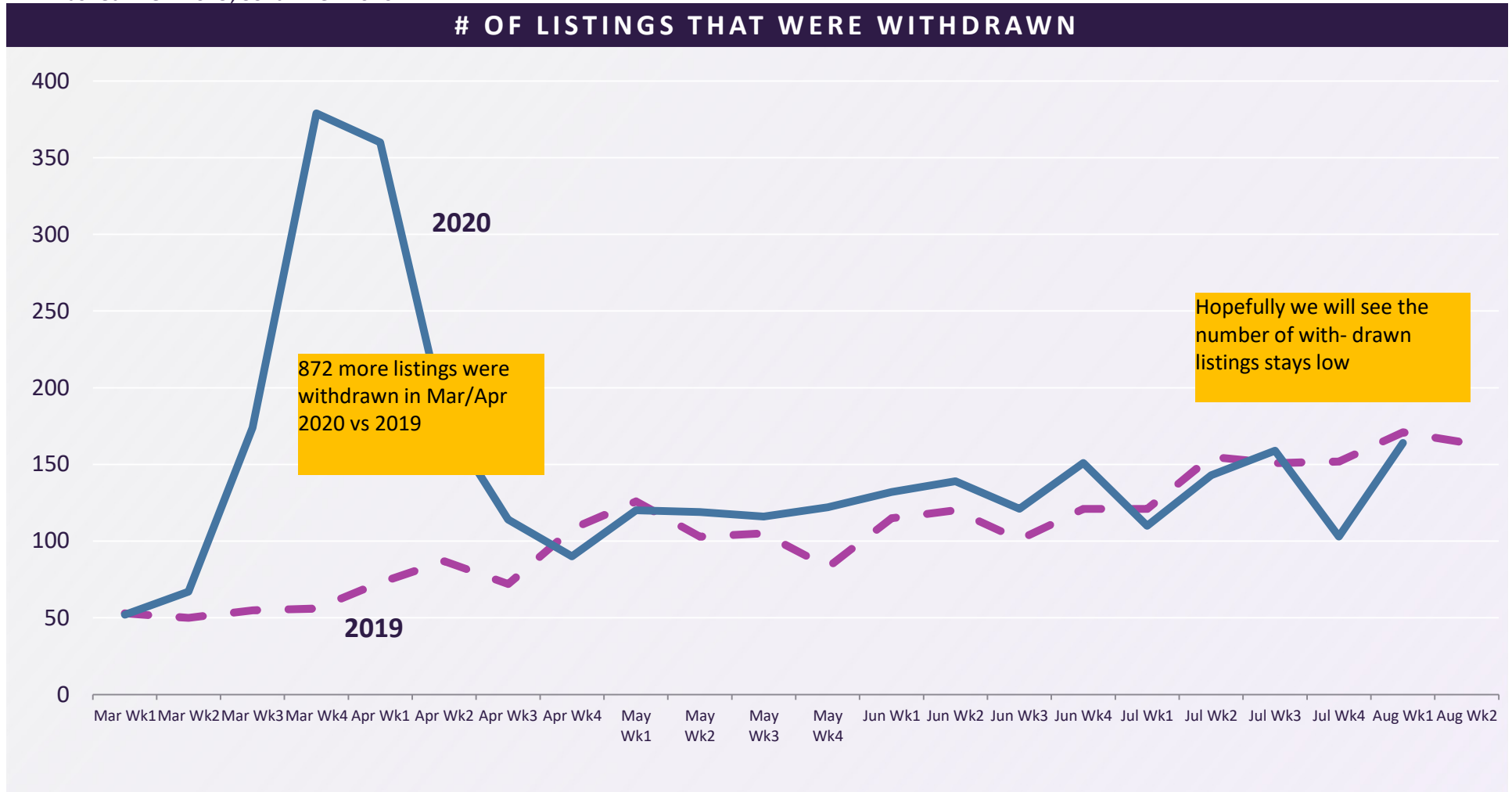
The number UC has rebounded rapidly to match last year's performance. The number of closings has caught up to last year and will probably be higher than 2019 in July.
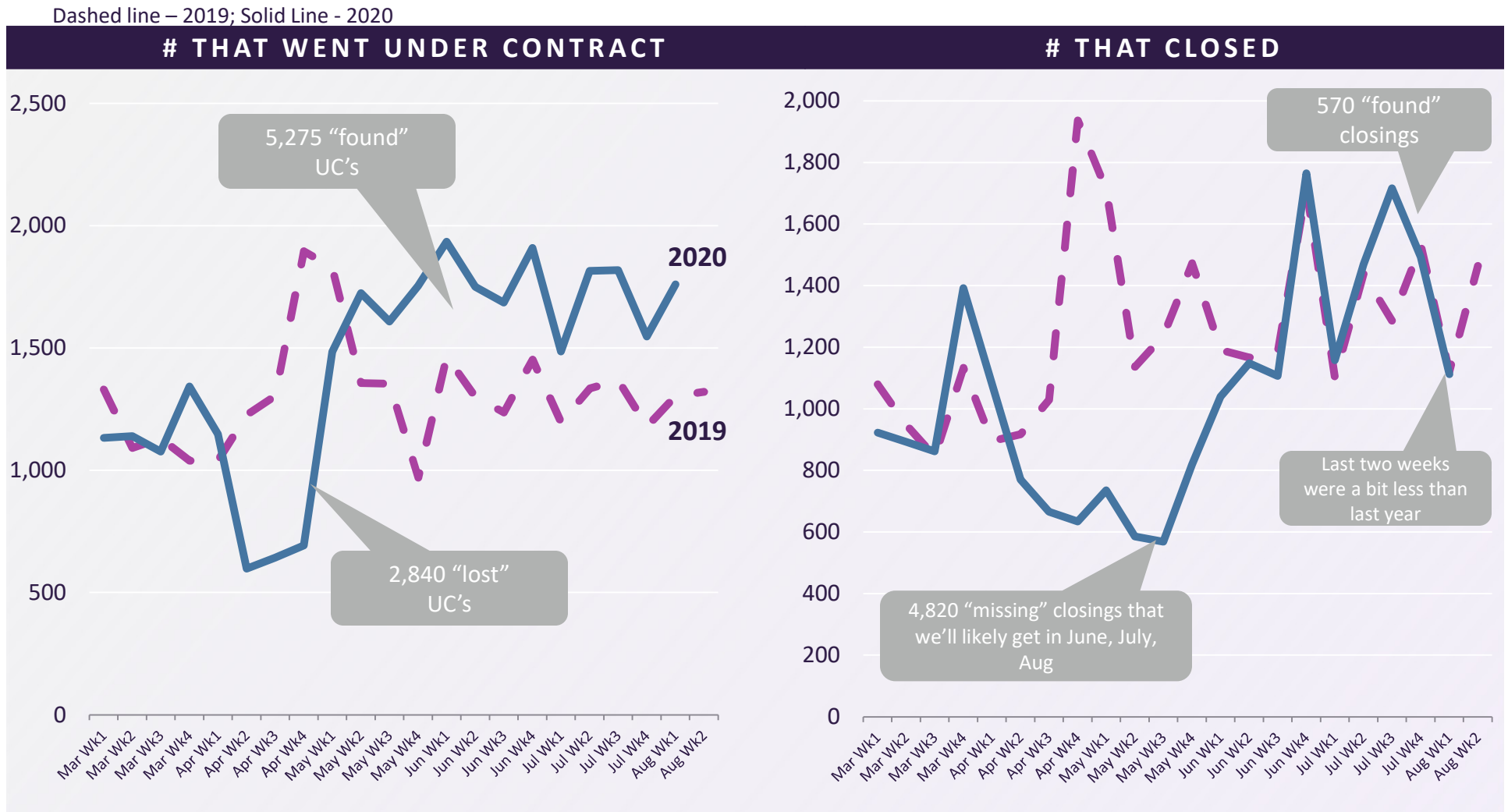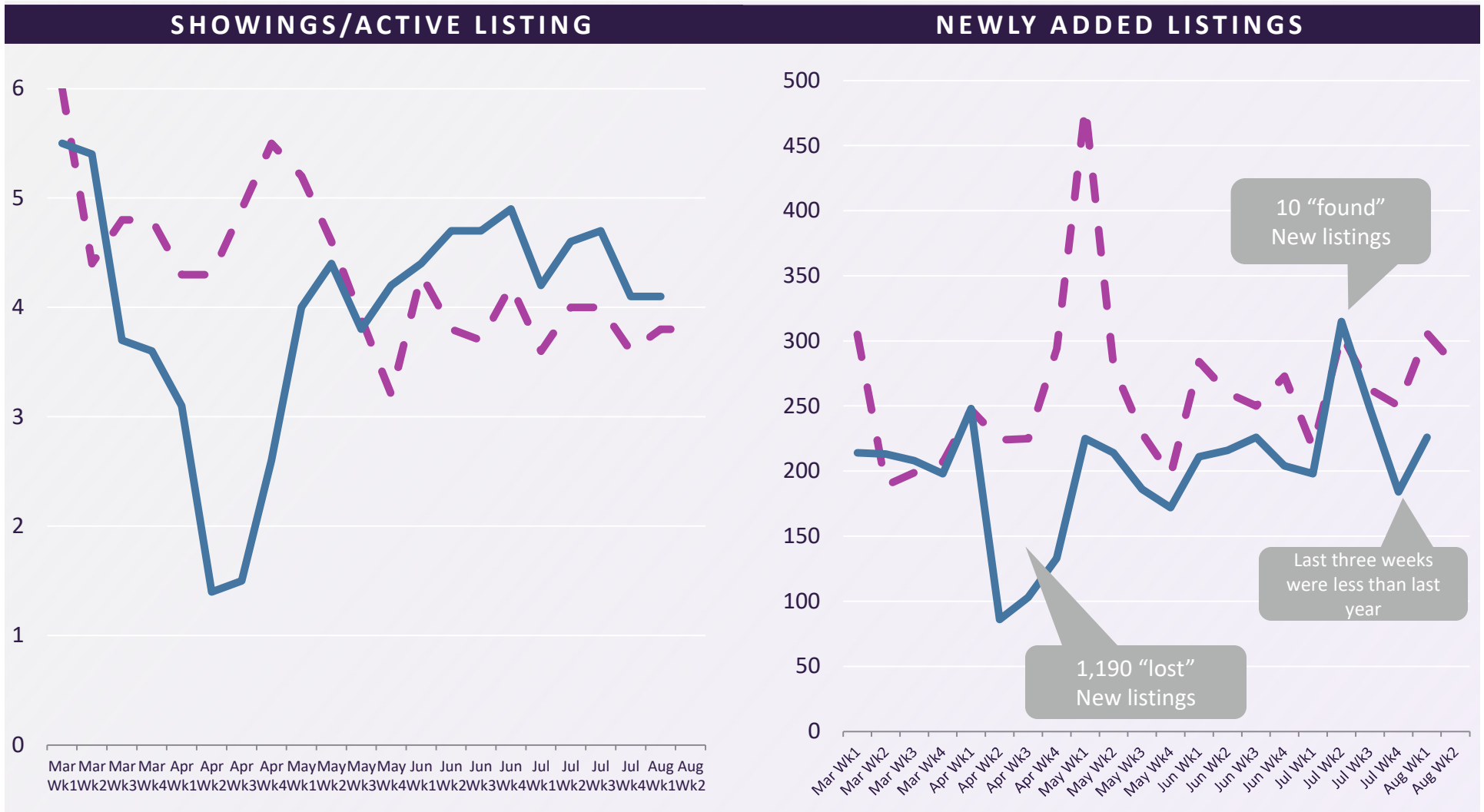
Dashed line – 2019; Solid Line - 2020

Withdrawn count is significantly higher than 2019. From the seller point of view, this is good for the remaining listings, since there is less inventory to compete with.
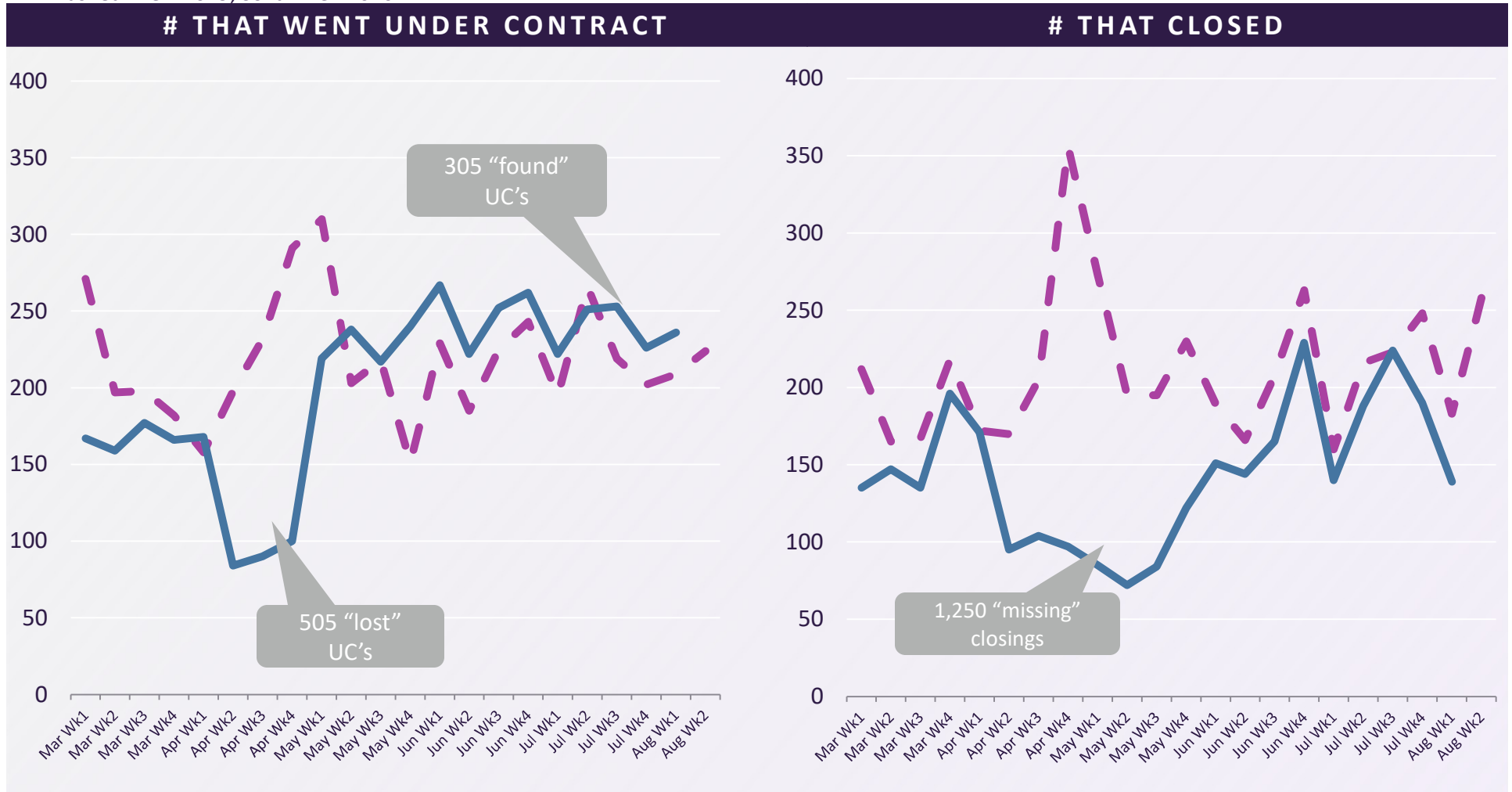
Dashed line – 2019; Solid Line - 2020

OF LISTINGS THAT WERE WITHDRAWN

2020

872 more listings were withdrawn in Mar/Apr 2020 vs 2019

Hopefully we will see the number of with- drawn listings stays low

2019

Under $300K price bucket. Showing traffic continues to rise. Compare the newly added listings this year for < $300K to overall market, and you see that the inventory pinch is unusually severe here.

Dashed line – 2019; Solid Line - 2020

SHOWINGS/ACTIVE LISTING

NEWLY ADDED LISTINGS

10 "found" New listings

1,190 "lost" New listings

Last three weeks were less than last year

YOUR CASTLE
REAL ESTATE

Under $300K segment. UC lag showings by 2-6 weeks. Strong UC counts suggest strong closing activity in July / August. The overall market UC has caught up to April's losses, but <$300K is not even close. This segment is 10% of the usual sales, but 25% of "missing" closings. There should be lots of pent up demand (buyers) and supply (sellers) here.
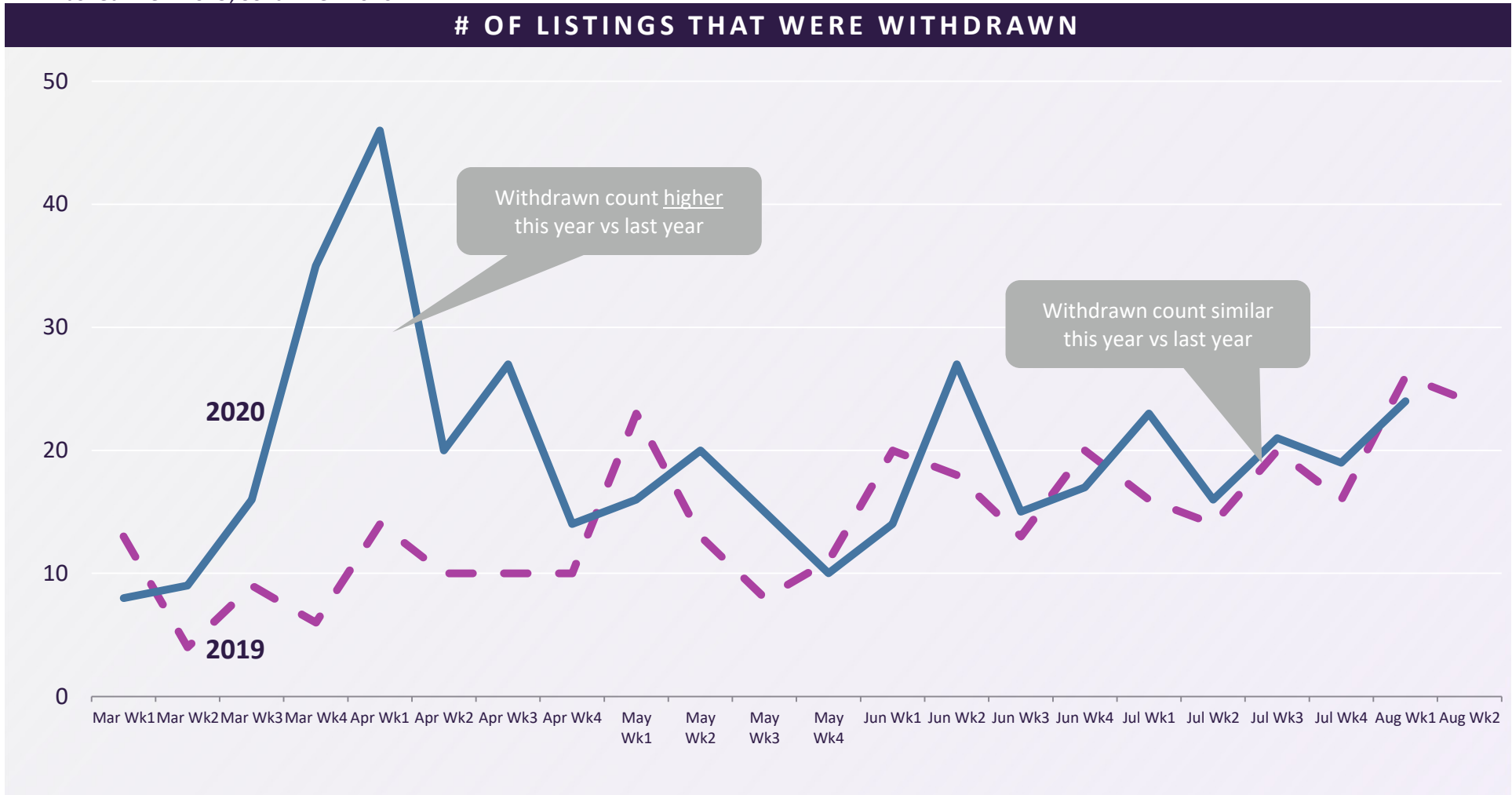
Dashed line – 2019; Solid Line - 2020

THAT WENT UNDER CONTRACT

305 "found" UC's

505 "lost" UC's

THAT CLOSED

1,250 "missing" closings

YOUR CASTLE
REAL ESTATE

In the $0-300K price segment, withdrawn count is significantly higher than 2019. From the seller point of view, this is good for the remaining listings.
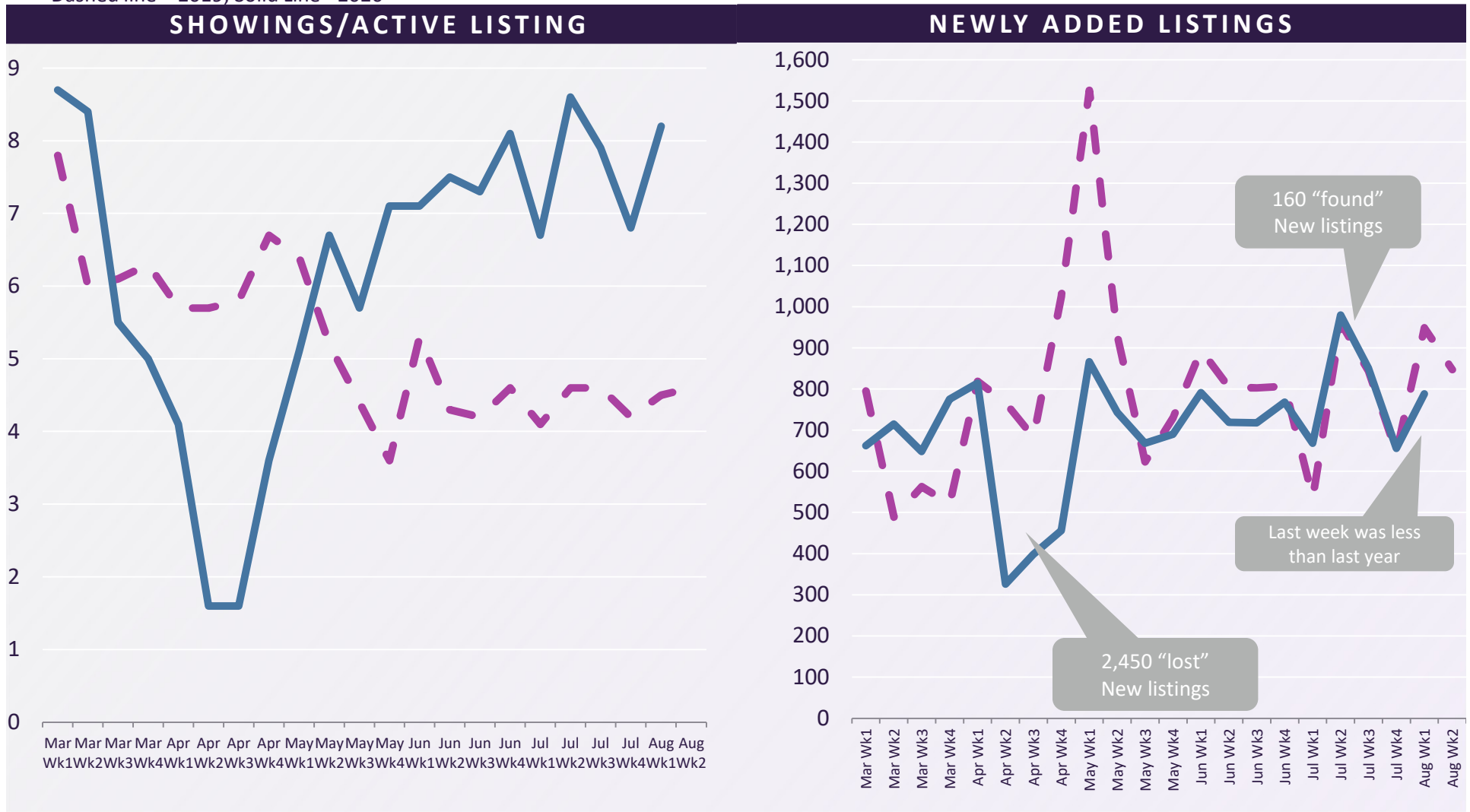
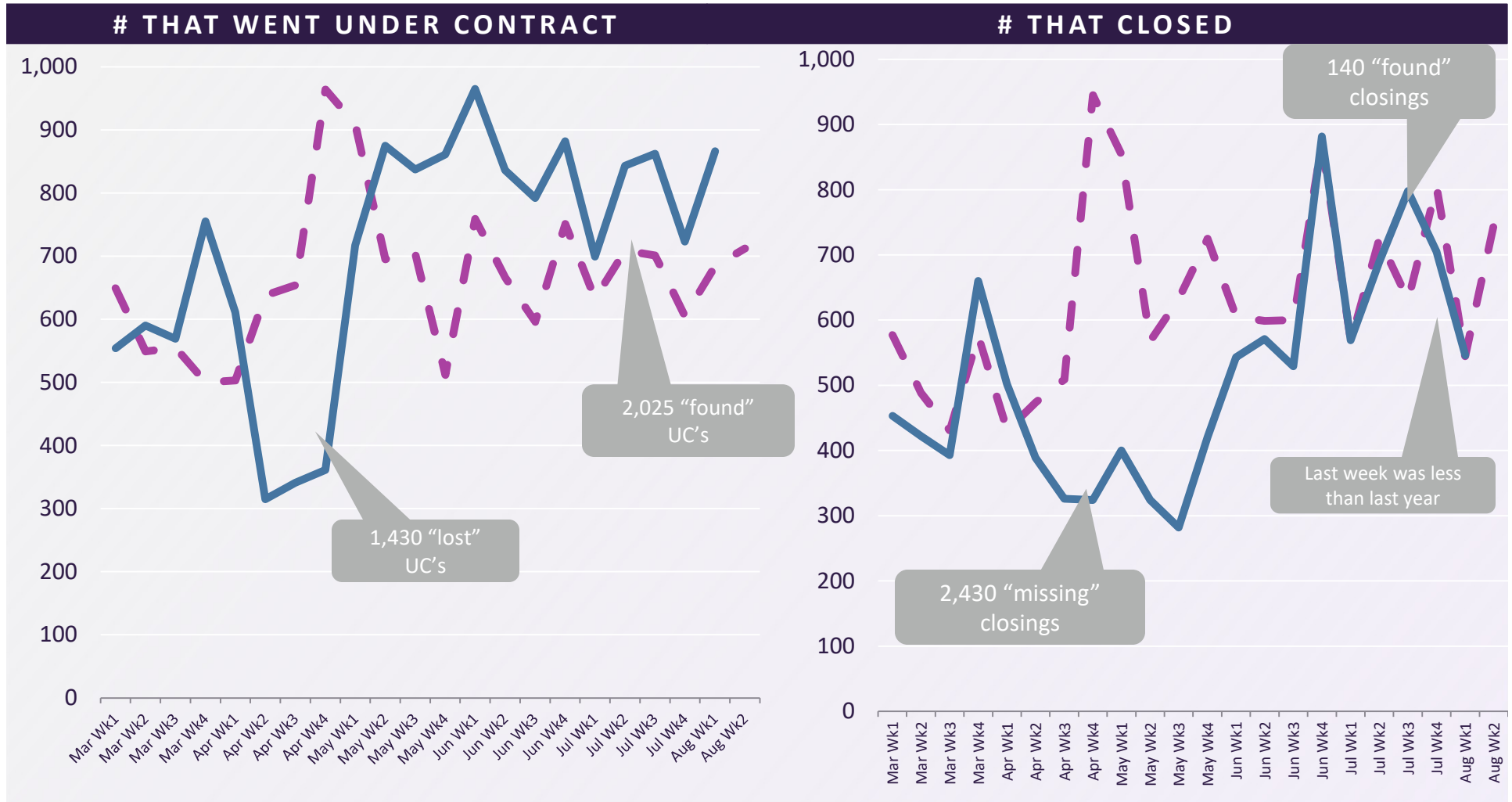Dashed line – 2019; Solid Line - 2020

OF LISTINGS THAT WERE WITHDRAWN

2020

2019

Withdrawn count _higher_ this year vs last year

Withdrawn count similar this year vs last year

YOUR CASTLE
REAL ESTATE

$300-500K segment. Showing traffic continues to rise.

Dashed line – 2019; Solid Line - 2020

SHOWINGS/ACTIVE LISTING

NEWLY ADDED LISTINGS

160 "found" New listings

Last week was less than last year

2,450 "lost" New listings

$300-500K segment. UC lag showings by 2-6 weeks. Strong UC counts suggest strong closing activity in July / August. The market has recently "made up" for the "missing" UC, which should lead to closing the gap in the number of closings.
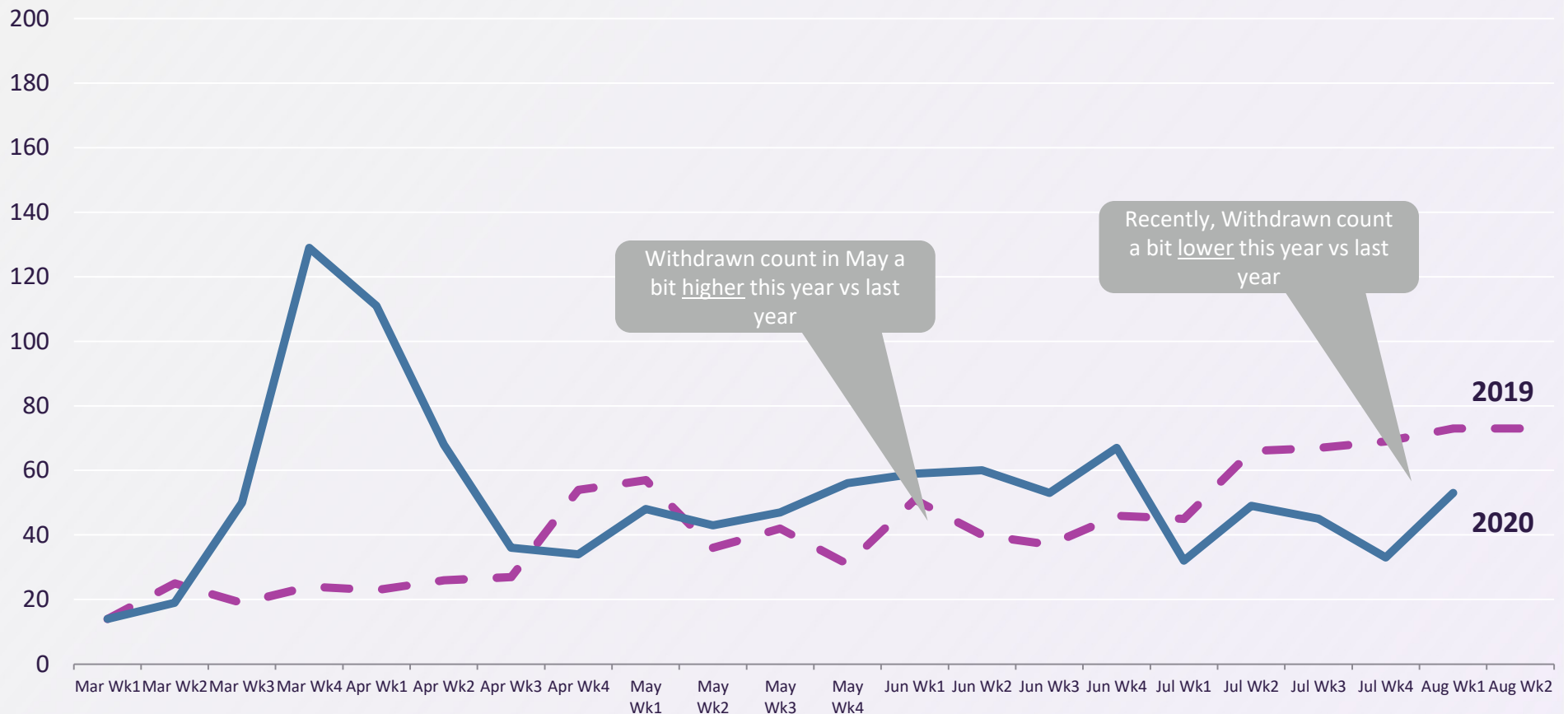
Dashed line – 2019; Solid Line - 2020

 # THAT WENT UNDER CONTRACT

1,430 "lost" UC's

2,025 "found" UC's

 # THAT CLOSED

140 "found" closings

2,430 "missing" closings

Last week was less than last year

In the $300-500K price segment, withdrawn count is significantly higher than 2019. From the seller point of view, this is good for the remaining listings.
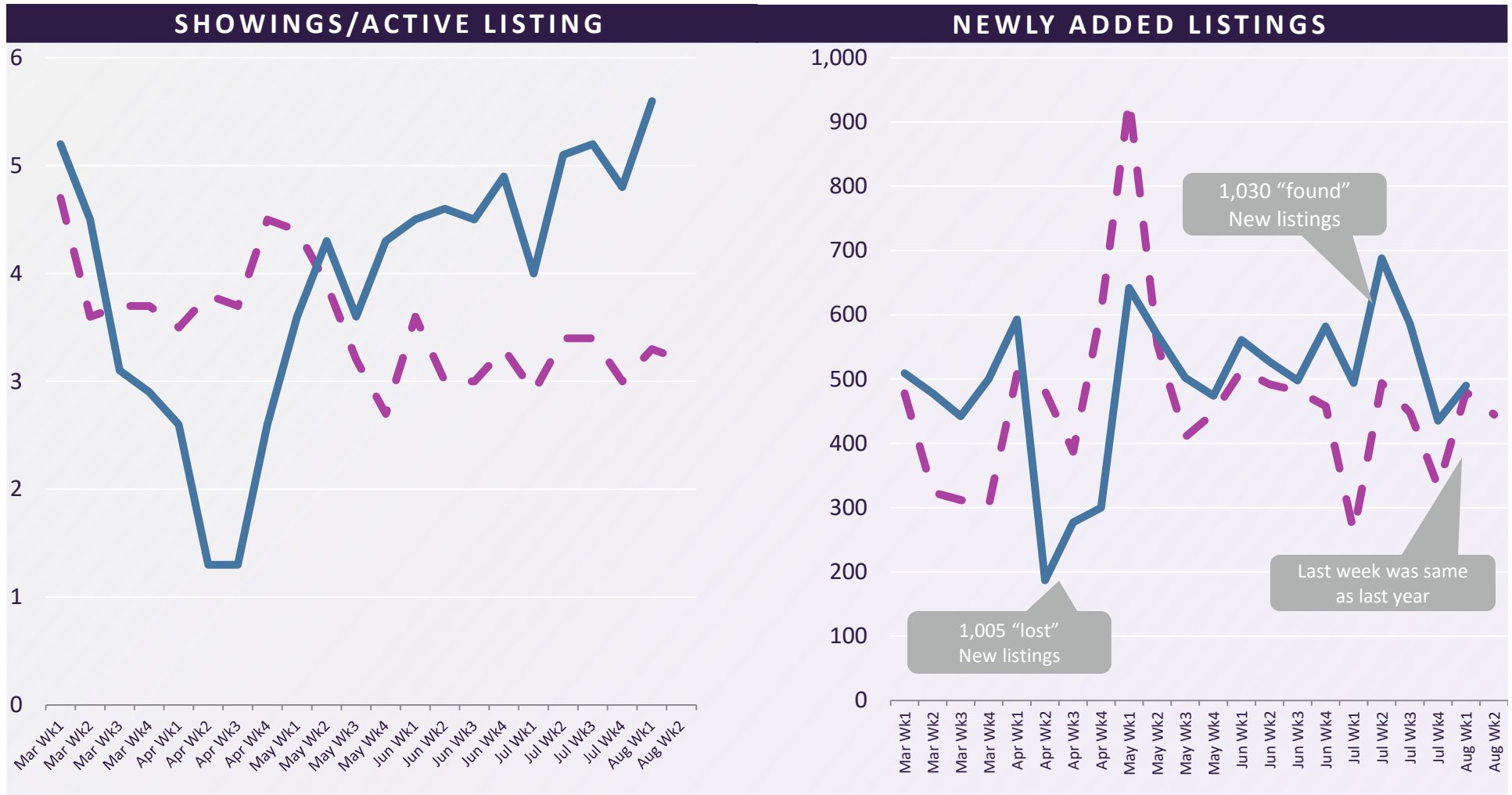
Dashed line – 2019; Solid Line - 2020

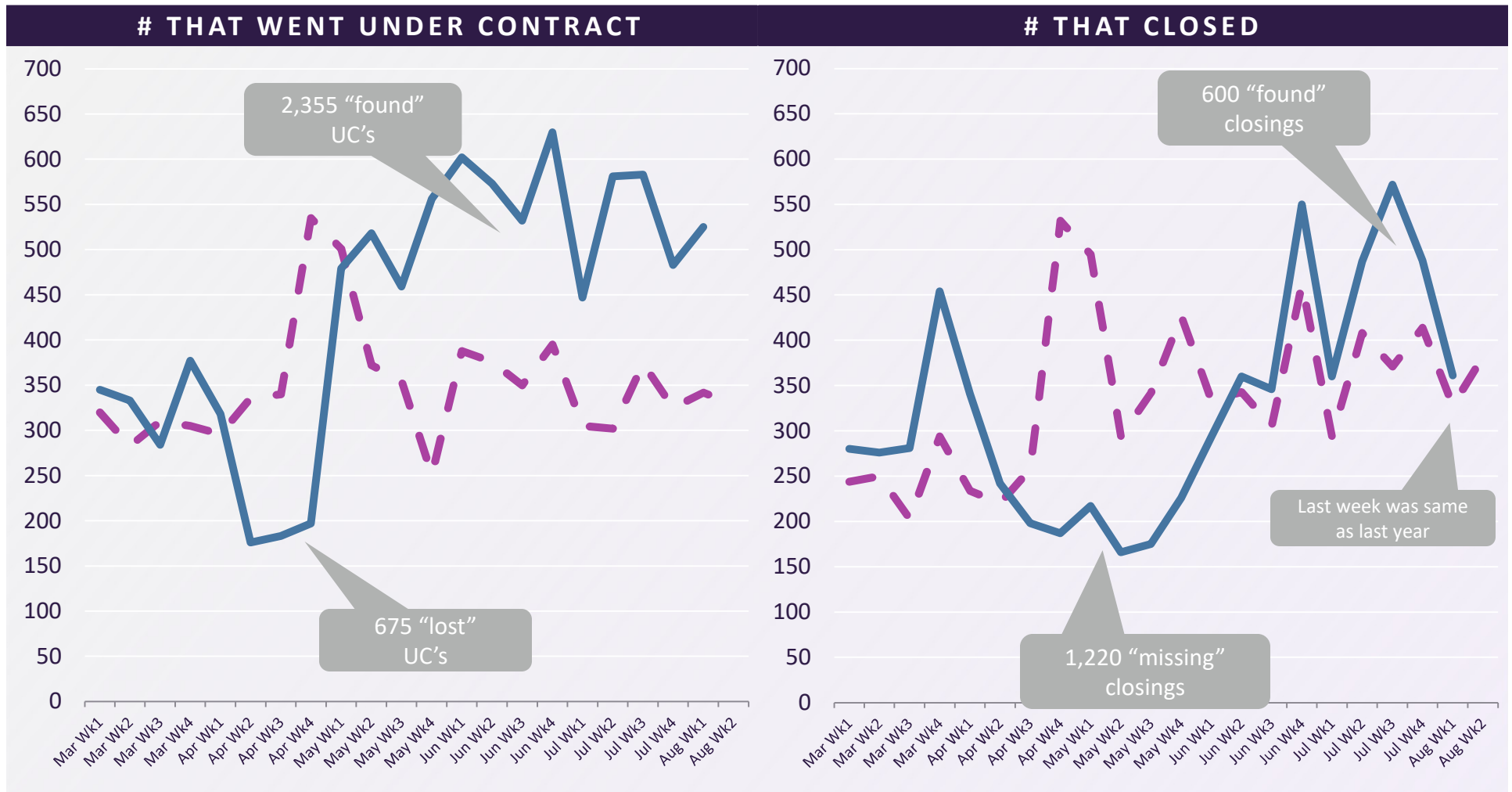**# OF LISTINGS THAT WERE WITHDRAWN**

Withdrawn count in May a bit <u>higher</u> this year vs last year

Recently, Withdrawn count a bit <u>lower</u> this year vs last year

$500-900K price segment. Showing traffic continues to rise.

Dashed line – 2019; Solid Line - 2020

SHOWINGS/ACTIVE LISTING

NEWLY ADDED LISTINGS

1,030 "found" New listings

1,005 "lost" New listings

Last week was same as last year

$500-900K price segment. Strong UC counts suggest strong closing activity in July / August. This segment was least impacted in the COVID lock down, and has had a very strong recovery. These buyers were likely less impacted by layoffs than entry level buyers.

Dashed line – 2019; Solid Line - 2020

THAT WENT UNDER CONTRACT

2,355 "found" UC's

675 "lost" UC's

THAT CLOSED

600 "found" closings

Last week was same as last year

1,220 "missing" closings

In the $500-900K price segment, withdrawn count is currently similar to 2019.

Dashed line – 2019; Solid Line - 2020

OF LISTINGS THAT WERE WITHDRAWN

Withdrawn count similar this year vs last year

$900K+ price segment. Showing traffic continues to rise

Dashed line – 2019; Solid Line - 2020

SHOWINGS/ACTIVE LISTING

NEWLY ADDED LISTINGS

445 "found" New listings

210 "lost" New listings
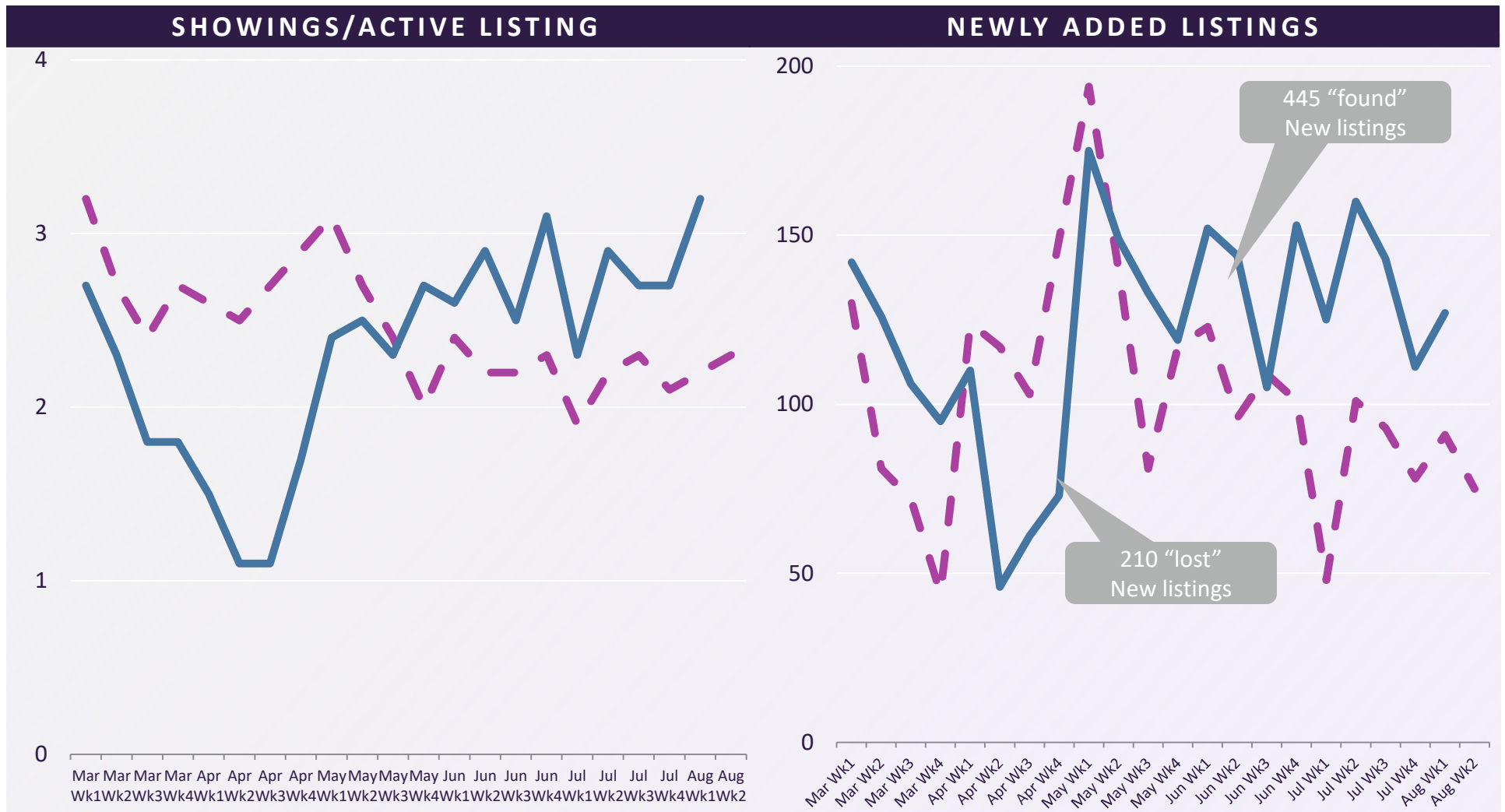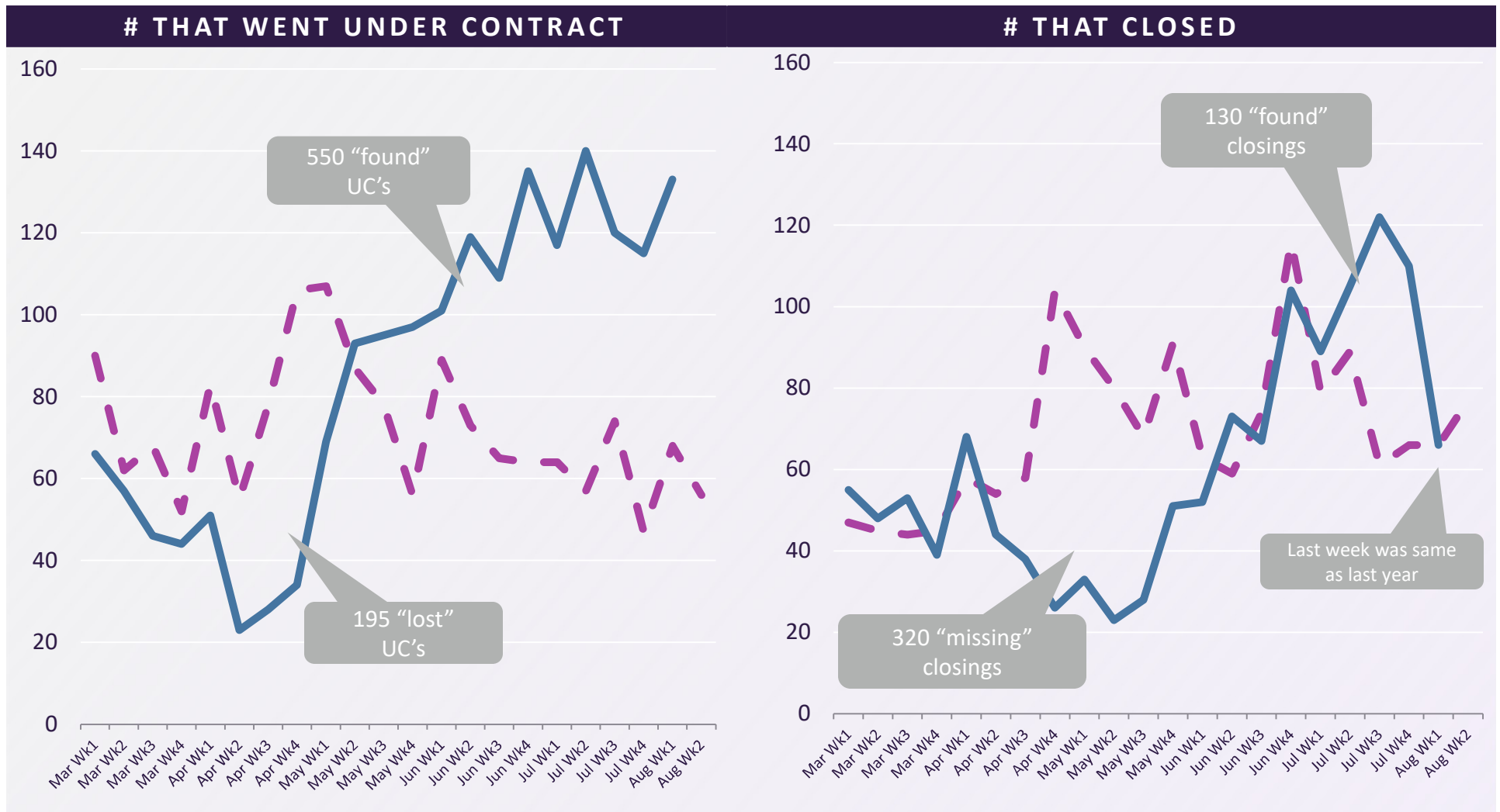
$900K+ price segment. UC lag showings by 2-6 weeks. Strong UC counts suggest strong closing activity in July / August.

Dashed line – 2019; Solid Line - 2020
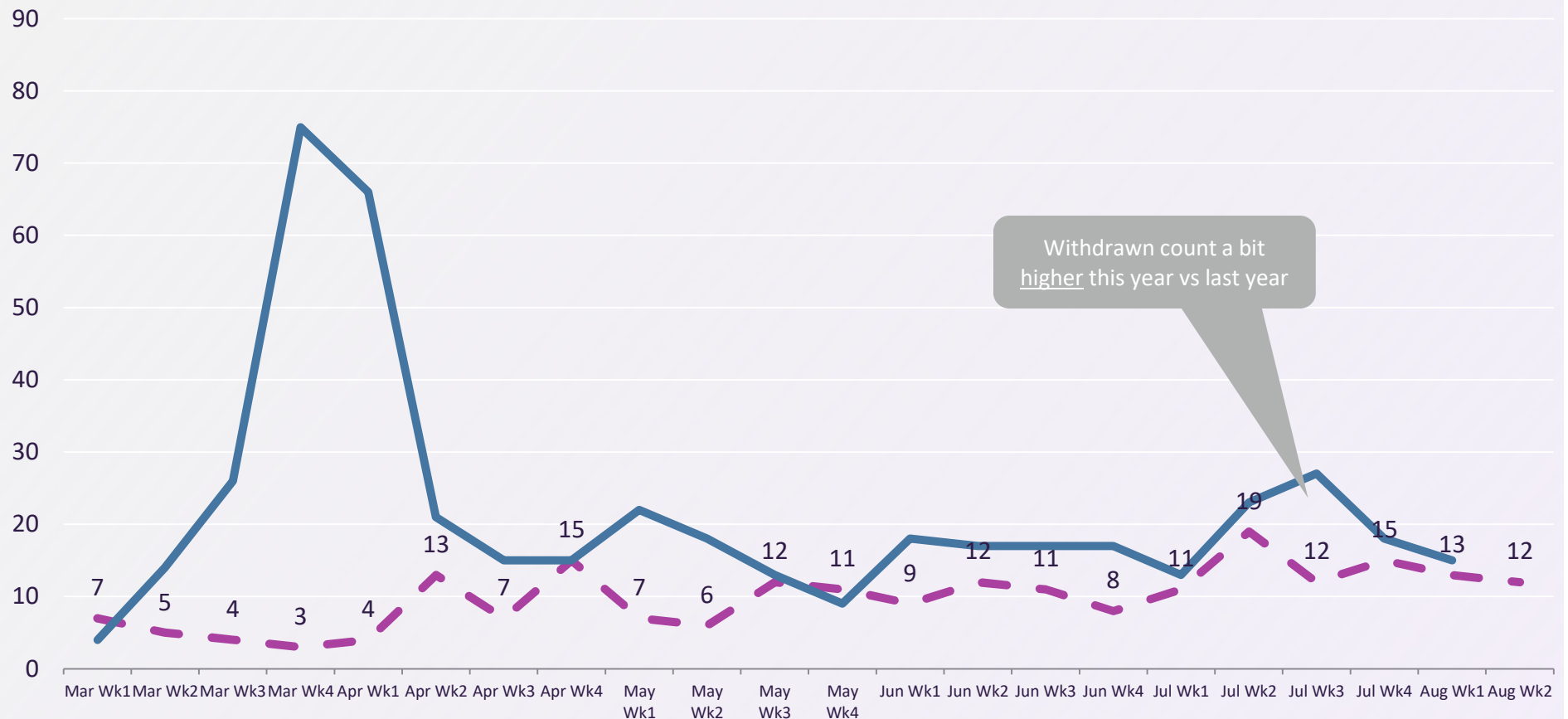
THAT WENT UNDER CONTRACT

550 "found" UC's

195 "lost" UC's

THAT CLOSED

130 "found" closings

320 "missing" closings

Last week was same as last year

In the $900K+ price segment, withdrawn count is similar to 2019 over past two months.

Dashed line – 2019; Solid Line - 2020

OF LISTINGS THAT WERE WITHDRAWN

Withdrawn count a bit <u>higher</u> this year vs last year