

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

OCTOBER
2021



DOUGLAS COUNTY

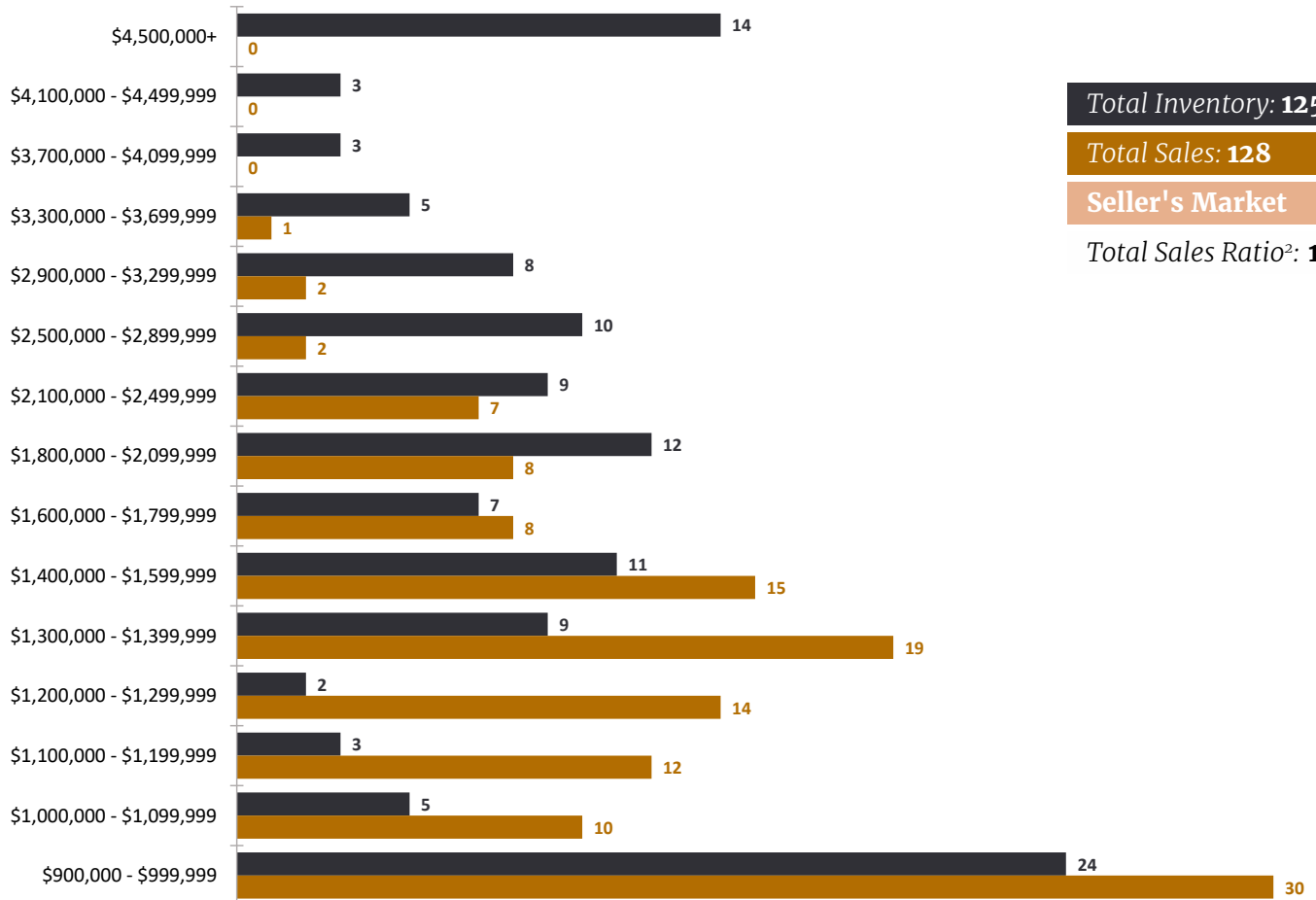
COLORADO

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$900,000**



Total Inventory: **125**

Total Sales: **128**

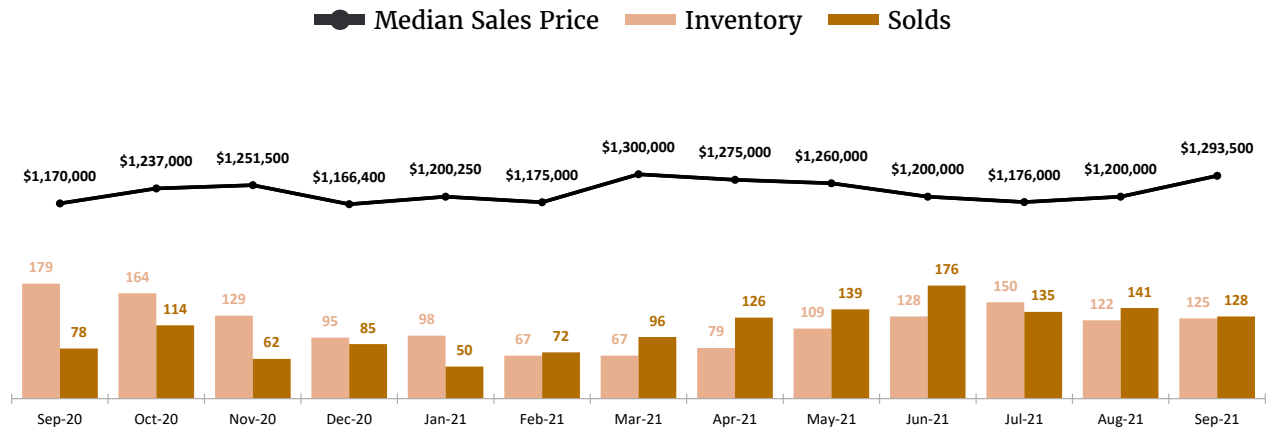
Seller's Market

Total Sales Ratio²: **102%**

Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,999	\$1,250,000	4	4	47	43	109%
3,000 - 3,999	\$1,187,500	5	5	52	37	141%
4,000 - 4,999	\$1,412,000	5	5	25	17	147%
5,000 - 5,999	\$1,825,000	6	8	2	10	20%
6,000 - 6,999	NA	NA	NA	0	6	0%
7,000+	\$2,311,000	11	12	2	12	17%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020	Sept. 2021
179	125

VARIANCE: **-30%**

TOTAL SOLDS

Sept. 2020	Sept. 2021
78	128

VARIANCE: **64%**

SALES PRICE

Sept. 2020	Sept. 2021
\$1.17m	\$1.29m

VARIANCE: **11%**

SALE PRICE PER SQFT.

Sept. 2020	Sept. 2021
\$349	\$391

VARIANCE: **12%**

SALE TO LIST PRICE RATIO

Sept. 2020	Sept. 2021
98.04%	100.00%

VARIANCE: **2%**

DAYS ON MARKET

Sept. 2020	Sept. 2021
31	10

VARIANCE: **-68%**

DOUGLAS COUNTY MARKET SUMMARY | SEPTEMBER 2021

- The Douglas County single-family luxury market is a **Seller's Market** with a **102% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in September 2021.
- The most active price band is **\$1,200,000-\$1,299,999**, where the sales ratio is **700%**.
- The median luxury sales price for single-family homes is **\$1,293,500**.
- The median days on market for September 2021 was **10** days, down from **31** in September 2020.

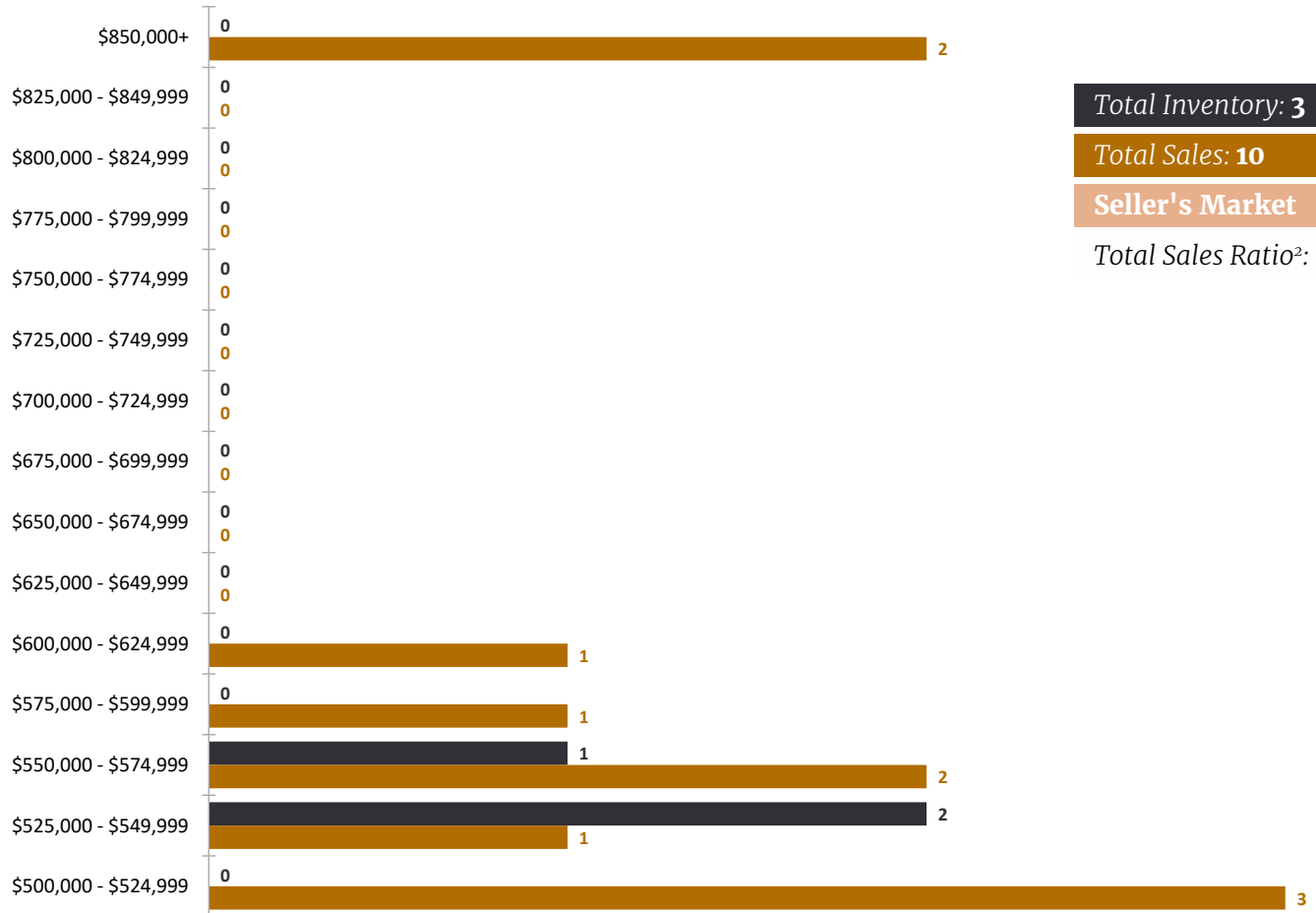
³Square foot table does not account for listings and solds where square foot data is not disclosed.

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

LUXURY INVENTORY VS. SALES | SEPTEMBER 2021

Inventory Sales

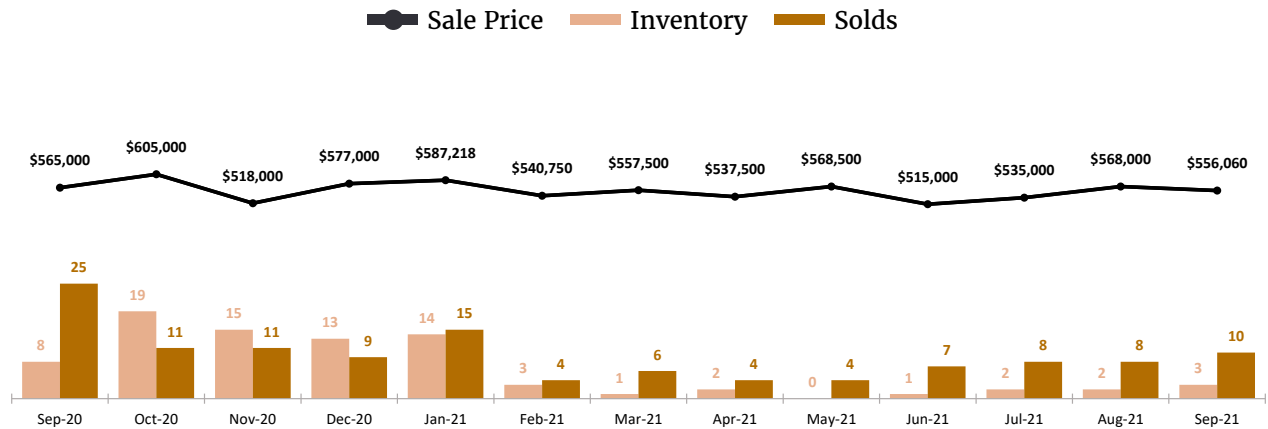
Luxury Benchmark Price¹: **\$500,000**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$526,250	3	3	2	0	NA
1,500 - 1,999	\$560,119	3	3	7	3	233%
2,000 - 2,499	NA	NA	NA	0	0	NA
2,500 - 2,999	\$860,500	3	4	1	0	NA
3,000 - 3,499	NA	NA	NA	0	0	NA
3,500+	NA	NA	NA	0	0	NA

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales 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 | SEPTEMBER

TOTAL INVENTORY

Sept. 2020: 8
Sept. 2021: 3

VARIANCE: -63%

TOTAL SOLDS

Sept. 2020: 25
Sept. 2021: 10

VARIANCE: -60%

SALES PRICE

Sept. 2020: \$565k
Sept. 2021: \$556k

VARIANCE: -2%

SALE PRICE PER SQFT.

Sept. 2020: \$306
Sept. 2021: \$332

VARIANCE: 8%

SALE TO LIST PRICE RATIO

Sept. 2020: 100.00%
Sept. 2021: 100.18%

VARIANCE: 0%

DAYS ON MARKET

Sept. 2020: 9
Sept. 2021: 4

VARIANCE: -56%

DOUGLAS COUNTY MARKET SUMMARY | SEPTEMBER 2021

- The Douglas County attached luxury market is a **Seller's Market** with a **333% Sales Ratio**.
- Homes sold for a median of **100.18% of list price** in September 2021.
- The most active price band is **\$550,000-\$574,999**, where the sales ratio is **200%**.
- The median luxury sales price for attached homes is **\$556,060**.
- The median days on market for September 2021 was **4** days, down from **9** in September 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.