

Despite Global Pandemic, Our Real Estate Market Was the Hottest Ever for August

Much to the consternation of observers, the real estate market in metro Denver was hotter this August than it was in any previous August, according to the Market Trends Committee of the Denver Metro Association of Realtors (DMAR). At this rate, 2020's statistics at year-end will likely exceed 2019's statistics.

The report covers an expanded metro area, including 11 counties instead of the 7 urban and suburban counties that you and I think of as "metro Denver." The non-urban counties included in the report are Clear Creek, Gilpin, Elbert and Park.

Detached single-family homes sold like crazy in August—up over 6% from August 2019, despite 50% fewer active listings at month's end. The average sold price was up 13.8% from last year, and average days on market was down 23%.

Attached homes sold on a par with last year, although their inventory was also down — 19% fewer

REAL ESTATE TODAY



By JIM SMITH, Realtor®

listings at month's end. They did sell quicker, though, with days on market down by over 27%.

Unlike DMAR, I like to define the metro Denver market as within a 25-mile radius of the state capitol instead of by county. Using that method, the number of detached homes sold this August was up 13.7% from August 2019, and the sold price per finished square foot (my preferred metric) was up 7.0%. Average days on market dropped by 31%, but *median* days on market plunged 57% from 14 days in August 2019 to 6 days this year.

Even more interesting to me is that median days on market was in double digits until March 2020 — the first month of Covid-19 lockdown — when it dropped by 40% to 6 days, and remained in the 5- to 7-day range through August. It could be said that "Stay at Home" and "Safer at Home" really meant "Buy a Home" in the real estate business!

Average sold price within that

25-mile radius rose by 13.4% to \$597,290, while median sold price rose by 11.6% to \$505,000. The gap between average and median is attributable to a large number of million and multi-million dollar closings. I wish others would stop focusing on *average* stats for that reason.

The number of active listings (what we call "inventory") plummeted from 6,483 in August 2019 to 3,444 in August 2020, a 47% decline.

Another measure of market strength is how many listings expire without selling. That number was 777 in August 2019, but it fell by 37% to 493 this year.

The average ratio of sold price to listing price was 100% both last August and this August — suggesting that roughly half the listings sold above full price. With half the

homes selling in 6 days or less, it's to be expected that there were multiple offers and possibly a bidding war on many listings.

This week my downtown Golden fixer-upper closed at \$665,000, which was \$40,000 over listing price. My Lakewood listing from last week got an offer \$55,000 over full price. Clearly, the seller's market is still hot despite the pandemic.

If you have considered selling your home, there couldn't be a better time than now to put your home on the market. And you couldn't do better than call one of us listed below to talk about it. Your home would, of course, be featured in this ad.

If you let us represent you in the purchase of your replacement home, the listing commission could be as low as 3.6% and qualify you for totally free moving!

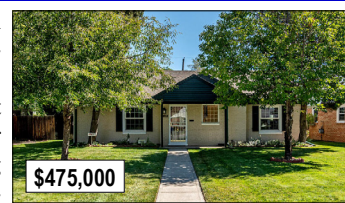
Just Listed: 3-Bedroom, 3-Bath Golden Townhome



This townhome at 416 Gladiola Street is nestled in area known at Sixth Avenue West, east of Indiana Street, behind a couple extended stay hotels and a medical center. It has some nice updates in it, including an open floor plan and mostly finished basement. Take a narrated video tour of it online at www.GladiolaTownhome.info.

Just Listed: Mid-Century Ranch in East Denver

This 3-BR, 2-bath home at 1930 Roslyn St. is about 2 blocks south of the Stapleton (now Central Park) neighborhood. No basement, large, well cared for front and back yards with in-ground sprinkler system. Hardwood floors in the living room and bedrooms. Bedroom #3 is non-



conforming (no window). Updated kitchen with stainless steel appliances, plenty of cabinet space with a coffee bar. Family room features a wood burning fireplace, carpet and a brand new 8-foot sliding glass door that leads to a covered patio in the private back yard. The 24x24 oversized garage is accessed from the alley and features a 9-ft high garage door. Another feature of this home is its proximity to several parks, Stapleton Town Center and Stanley Marketplace. This house is perfect for entertaining. Take a narrated video tour of this home at EastDenverHome.info. Open house Sat., Sept. 19, 11 a.m. to 2 p.m., or call Chuck Brown, 303-885-7855.

You Decide: Boutique Hotel, B&B, or Luxury Home!

This hotel has all the luxury and amenities of a fine hotel, and then some. No expense was spared building this newer European-style boutique hotel located on a mountain river. It pampers guests by offering a distinctly different hotel experience, from flatscreen TVs to steam showers, espresso machines, hot tubs and fireplaces. The owner, a friend of Rita and me, has approximately \$2.5M in build-out costs alone! High-quality landscaping, construction, and beautifully appointed design throughout the property make this home a must-see! The property also includes separate apartments for manager and owner.



A vacationer's dream, where guests are treated like royalty as the Five-Star reviews on all major websites proclaim! See the hotel's website at www.HotelChateauChamonix.com. It is located just minutes from world-class skiing, and offers panoramic views for its guests. Virtually endless possibilities for adventure abound — anything from skiing, enjoying all types of restaurants/brewery, and shopping in the winter to fishing, hiking, cycling, etc. in the warmer months. You name it, it's close by! There are myriad growth opportunities for an investor to turn this property into whichever profit center one would desire. Anything from a high-end boutique hotel as it is currently, to a B&B, long-term rental, or an amazing extended family mountain home! (Would require change of zoning.) There is growing development in the area, and the business has several, large, extended-stay clients, which can easily be expanded upon. The revenue from these extended-stay clients, even at a discount, makes this newer 10-room hotel property a solid investment. For more information or to see it, call me or Wayne Wright, 720-436-1472.



Jim Smith

Broker/Owner, 303-525-1851

Jim@GoldenRealEstate.com

Broker Associates:

- JIM SWANSON — 303-929-2727
- CARRIE LOVINGIER — 303-907-1278
- CHUCK BROWN — 303-885-7855
- DAVID DLUGASCH — 303-908-4835
- CAROL MILAN — 720-982-4941



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