



Monthly Indicators

March 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 29.3 percent for single family homes and 25.0 percent for townhouse-condo properties. Pending Sales landed at 206 for single family homes and 27 for townhouse-condo properties.

The Median Sales Price was down 0.8 percent to \$399,450 for single family homes but increased 4.4 percent to \$329,000 for townhouse-condo properties. Days on Market decreased 24.5 percent for single family homes and 24.8 percent for townhouse-condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

Activity Snapshot

+ 1.8%	+ 1.9%	- 25.3%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

Residential real estate activity in Area 8 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		215	278	+ 29.3%	591	755	+ 27.7%
Pending / Under Contract		202	206	+ 2.0%	497	598	+ 20.3%
Sold Listings		178	198	+ 11.2%	400	408	+ 2.0%
Median Sales Price		\$402,495	\$399,450	- 0.8%	\$399,950	\$399,950	0.0%
Average Sales Price		\$440,290	\$456,663	+ 3.7%	\$450,915	\$456,947	+ 1.3%
Pct. of List Price Received		99.1%	99.7%	+ 0.6%	98.9%	99.2%	+ 0.3%
Days on Market		94	71	- 24.5%	89	72	- 19.1%
Affordability Index		87	92	+ 5.7%	87	92	+ 5.7%
Active Listings		323	356	+ 10.2%	--	--	--
Months Supply		1.8	2.0	+ 11.1%	--	--	--

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

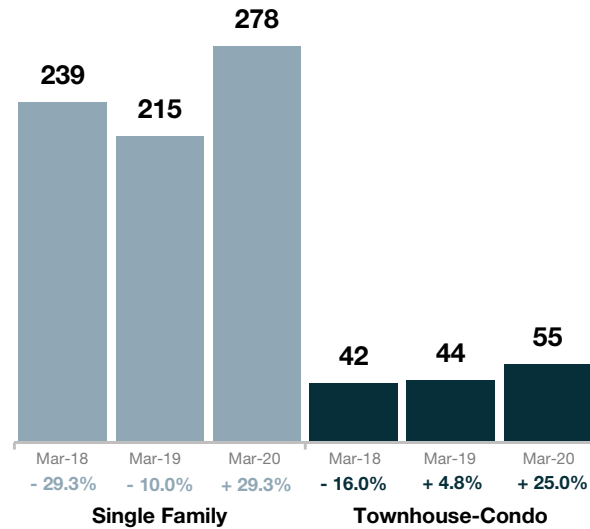


Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		44	55	+ 25.0%	120	138	+ 15.0%
Pending / Under Contract		45	27	- 40.0%	95	119	+ 25.3%
Sold Listings		41	25	- 39.0%	70	82	+ 17.1%
Median Sales Price		\$315,000	\$329,000	+ 4.4%	\$306,316	\$296,000	- 3.4%
Average Sales Price		\$320,925	\$334,321	+ 4.2%	\$315,633	\$328,946	+ 4.2%
Pct. of List Price Received		100.6%	100.4%	- 0.2%	100.2%	100.2%	0.0%
Days on Market		121	91	- 24.8%	139	106	- 23.7%
Affordability Index		111	111	0.0%	114	124	+ 8.8%
Active Listings		101	110	+ 8.9%	--	--	--
Months Supply		3.1	3.2	+ 3.2%	--	--	--

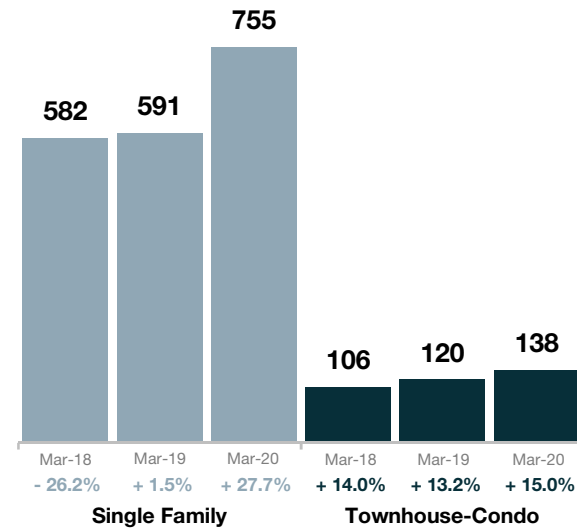
New Listings



March

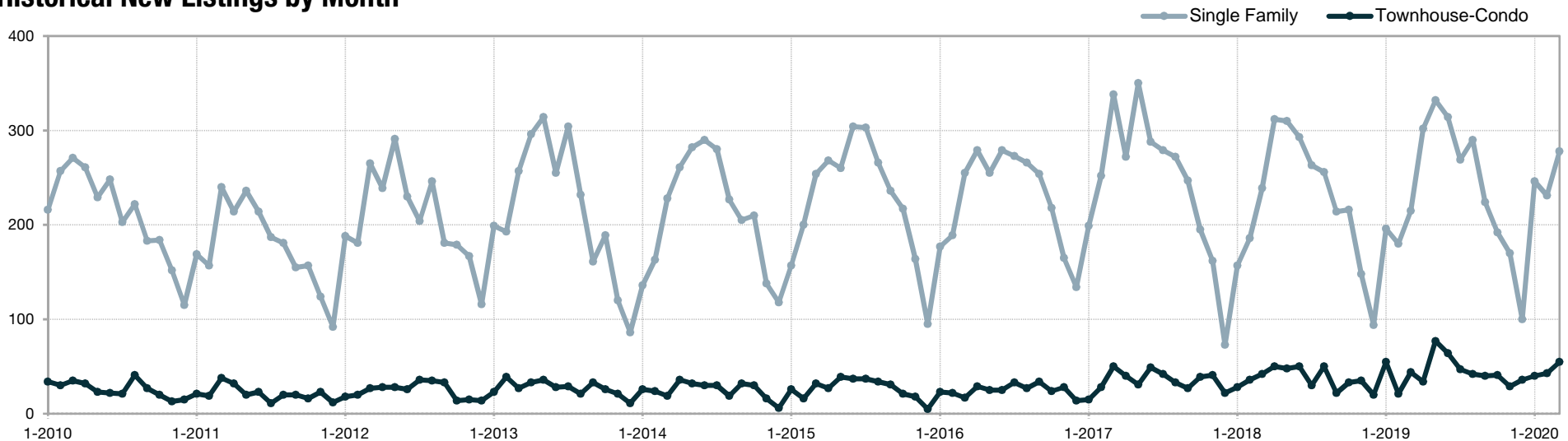


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	302	-3.2%	34	-32.0%
May-2019	332	+7.1%	77	+60.4%
Jun-2019	314	+7.2%	64	+28.0%
Jul-2019	269	+2.3%	47	+56.7%
Aug-2019	290	+13.3%	42	-16.0%
Sep-2019	224	+4.7%	40	+81.8%
Oct-2019	192	-11.1%	41	+24.2%
Nov-2019	170	+14.9%	29	-17.1%
Dec-2019	100	+6.4%	36	+80.0%
Jan-2020	246	+25.5%	40	-27.3%
Feb-2020	231	+28.3%	43	+104.8%
Mar-2020	278	+29.3%	55	+25.0%

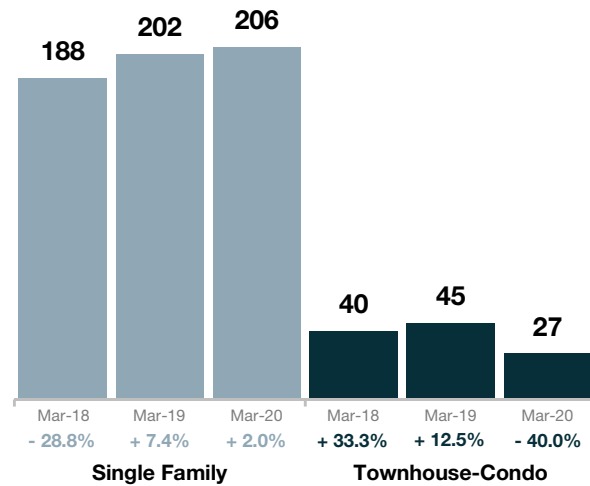
Historical New Listings by Month



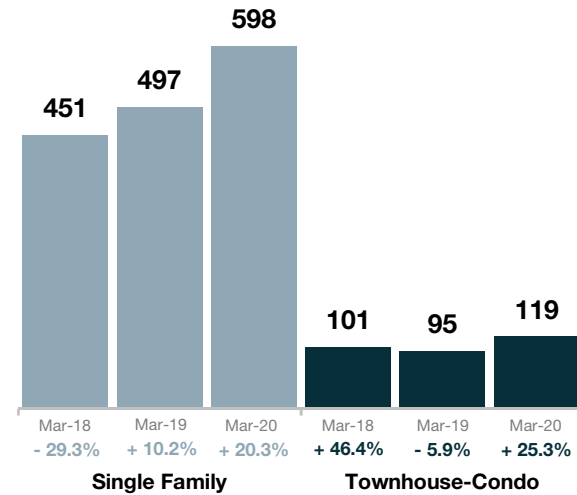
Pending / Under Contract



March

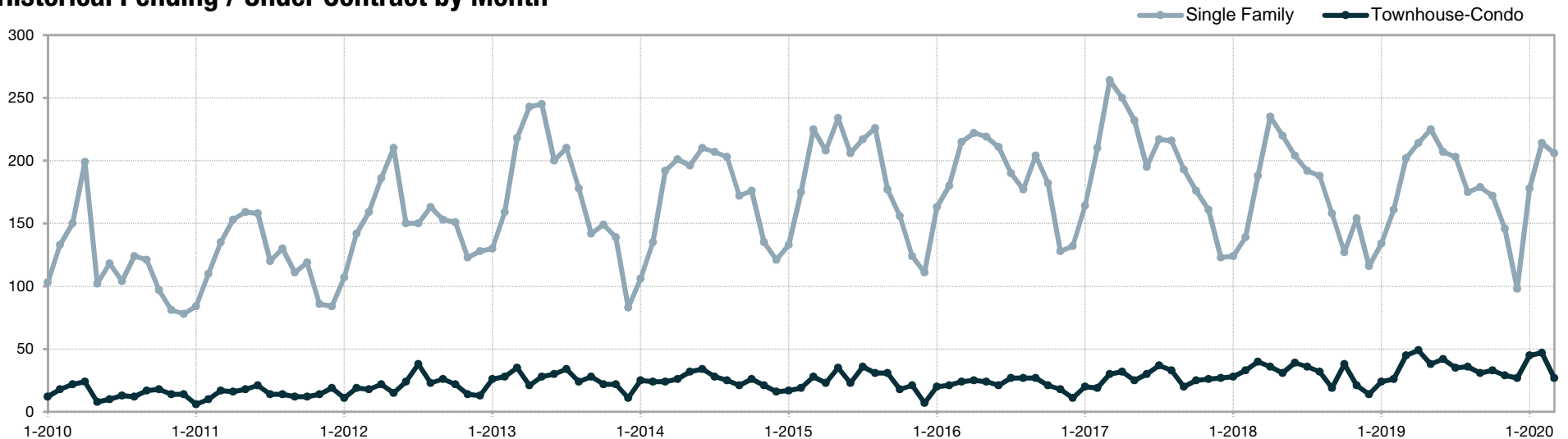


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	214	-8.9%	49	+36.1%
May-2019	225	+2.3%	38	+22.6%
Jun-2019	207	+1.5%	42	+7.7%
Jul-2019	203	+5.7%	35	-2.8%
Aug-2019	175	-6.9%	36	+12.5%
Sep-2019	179	+13.3%	31	+63.2%
Oct-2019	172	+35.4%	33	-13.2%
Nov-2019	146	-5.2%	29	+38.1%
Dec-2019	98	-15.5%	27	+92.9%
Jan-2020	178	+32.8%	45	+87.5%
Feb-2020	214	+32.9%	47	+80.8%
Mar-2020	206	+2.0%	27	-40.0%

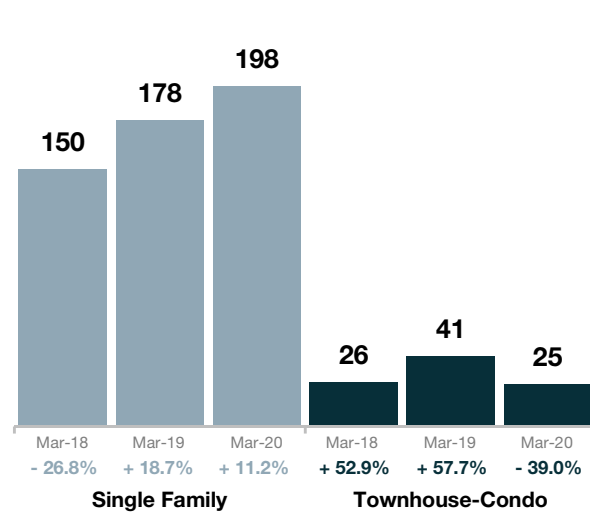
Historical Pending / Under Contract by Month



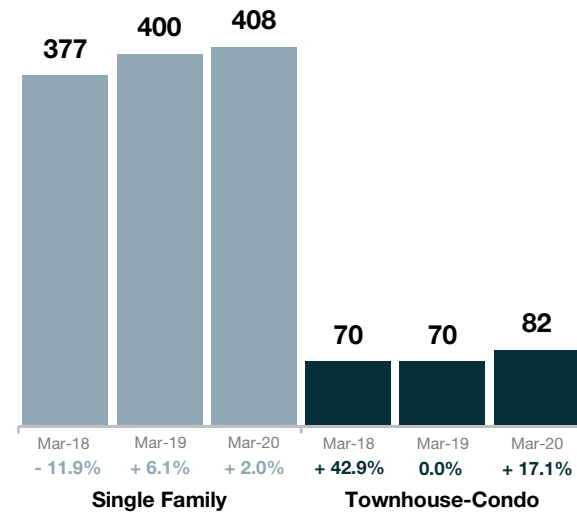
Sold Listings



March

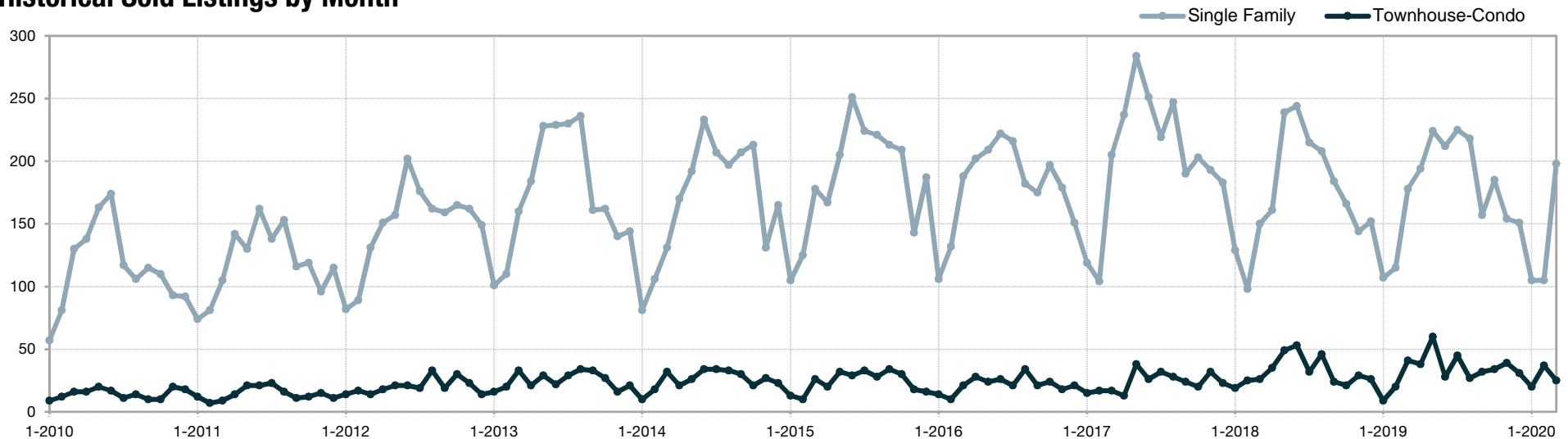


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	194	+20.5%	38	+8.6%
May-2019	224	-6.3%	60	+22.4%
Jun-2019	212	-13.1%	28	-47.2%
Jul-2019	225	+4.7%	45	+40.6%
Aug-2019	218	+4.8%	27	-41.3%
Sep-2019	157	-14.7%	32	+33.3%
Oct-2019	185	+11.4%	34	+61.9%
Nov-2019	154	+6.9%	39	+34.5%
Dec-2019	151	-0.7%	31	+19.2%
Jan-2020	105	-1.9%	20	+122.2%
Feb-2020	105	-8.7%	37	+85.0%
Mar-2020	198	+11.2%	25	-39.0%

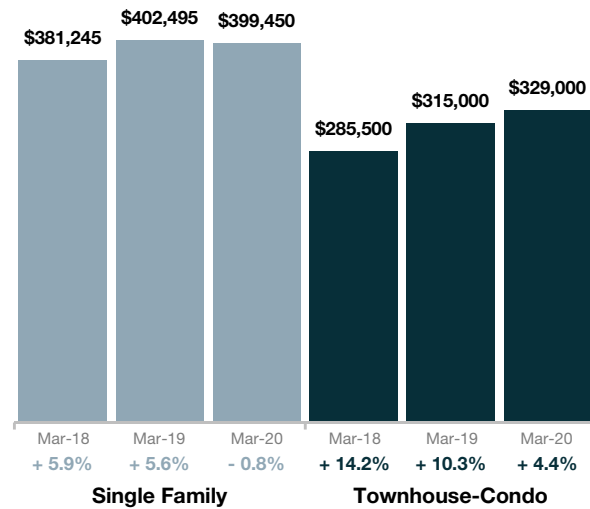
Historical Sold Listings by Month



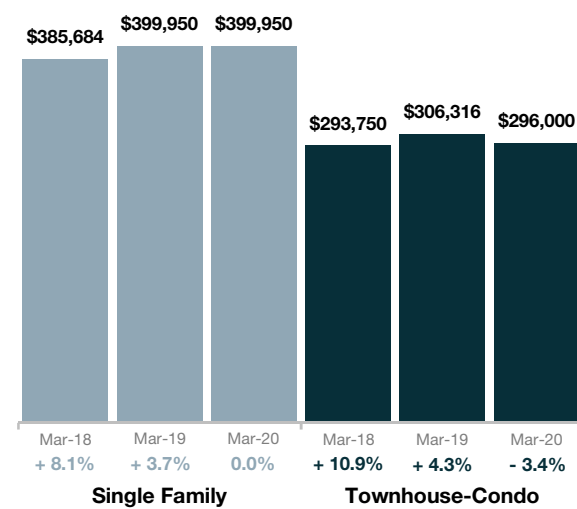
Median Sales Price



March

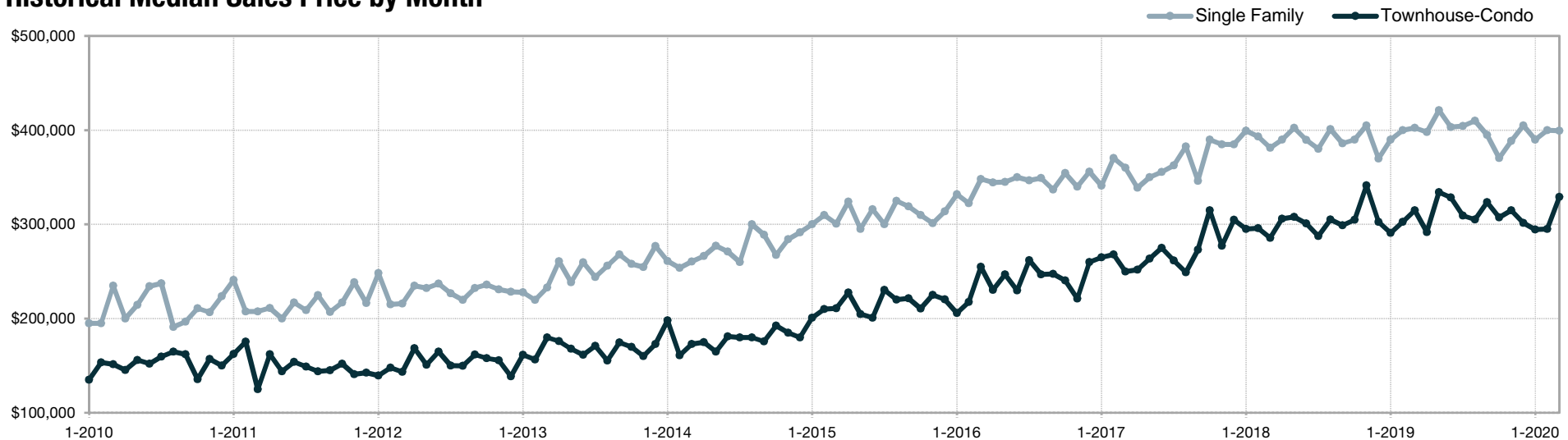


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$398,000	+2.1%	\$291,750	-4.7%
May-2019	\$420,995	+4.6%	\$334,257	+8.5%
Jun-2019	\$403,225	+3.5%	\$328,574	+9.2%
Jul-2019	\$404,495	+6.4%	\$309,243	+7.6%
Aug-2019	\$410,000	+2.2%	\$305,000	0.0%
Sep-2019	\$394,777	+2.3%	\$323,450	+8.2%
Oct-2019	\$370,500	-5.0%	\$307,364	+0.8%
Nov-2019	\$388,450	-4.1%	\$315,000	-7.7%
Dec-2019	\$405,000	+9.5%	\$301,500	-0.4%
Jan-2020	\$390,000	0.0%	\$294,625	+1.2%
Feb-2020	\$400,000	0.0%	\$295,000	-2.5%
Mar-2020	\$399,450	-0.8%	\$329,000	+4.4%

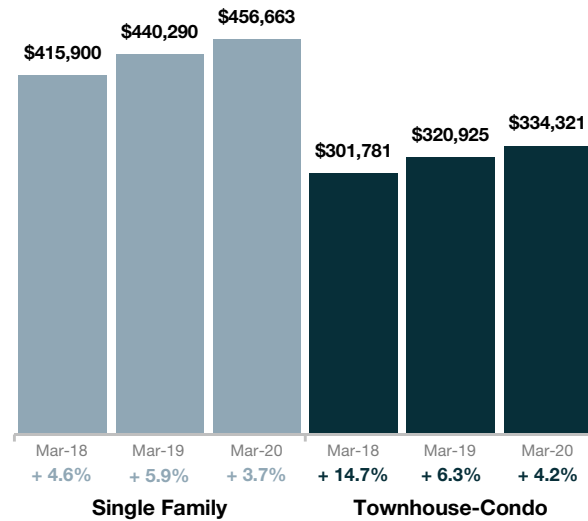
Historical Median Sales Price by Month



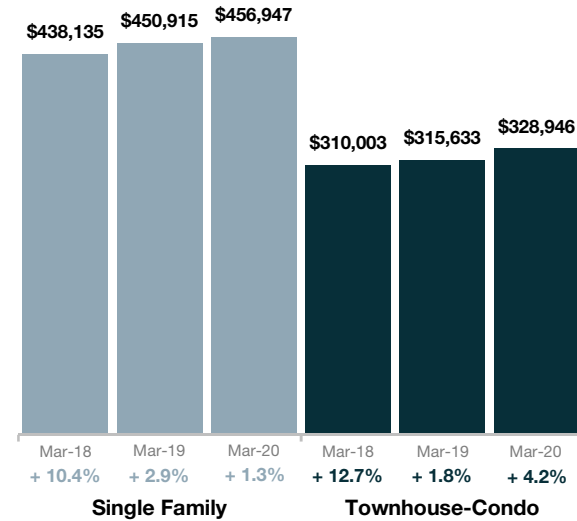
Average Sales Price



March

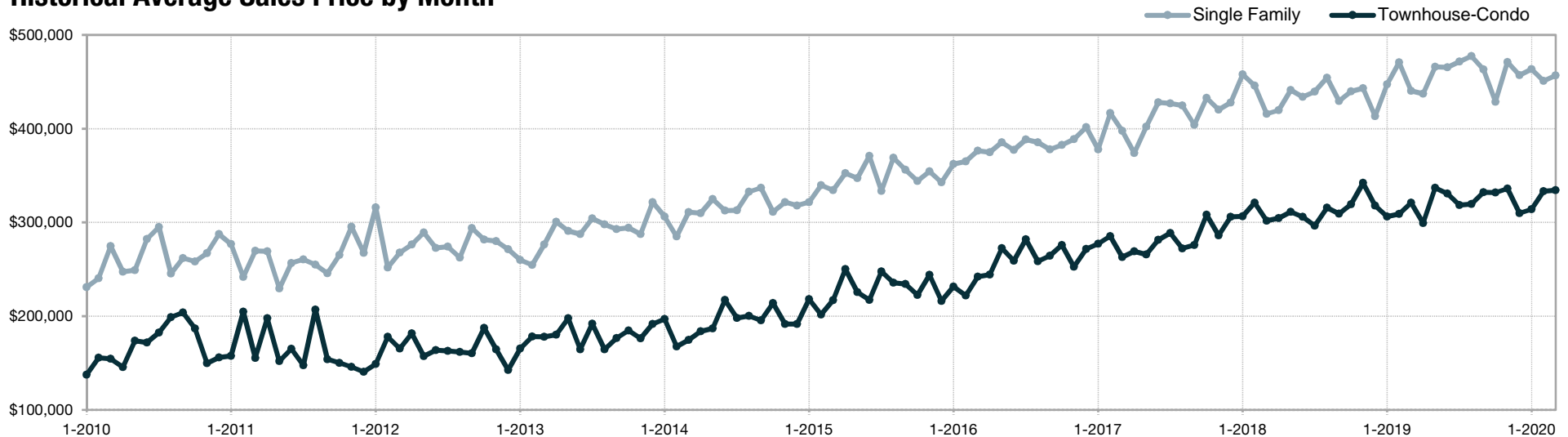


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$437,384	+4.2%	\$299,362	-1.7%
May-2019	\$465,916	+5.6%	\$336,776	+8.2%
Jun-2019	\$465,399	+7.3%	\$330,860	+8.2%
Jul-2019	\$471,632	+7.3%	\$318,549	+7.5%
Aug-2019	\$477,315	+5.1%	\$319,716	+1.3%
Sep-2019	\$463,341	+7.9%	\$332,215	+7.4%
Oct-2019	\$428,638	-2.5%	\$332,006	+4.0%
Nov-2019	\$470,959	+6.3%	\$336,169	-1.7%
Dec-2019	\$457,060	+10.6%	\$309,991	-2.5%
Jan-2020	\$463,545	+3.6%	\$314,158	+2.6%
Feb-2020	\$450,882	-4.2%	\$333,307	+7.9%
Mar-2020	\$456,663	+3.7%	\$334,321	+4.2%

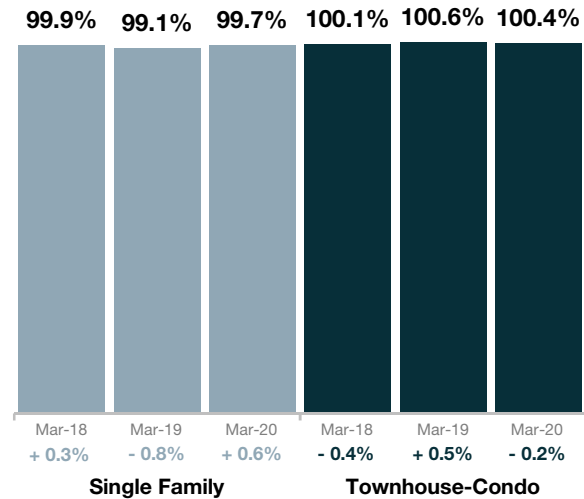
Historical Average Sales Price by Month



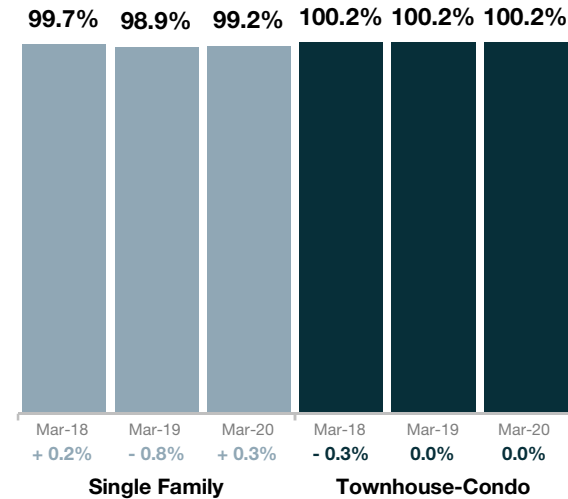
Percent of List Price Received



March

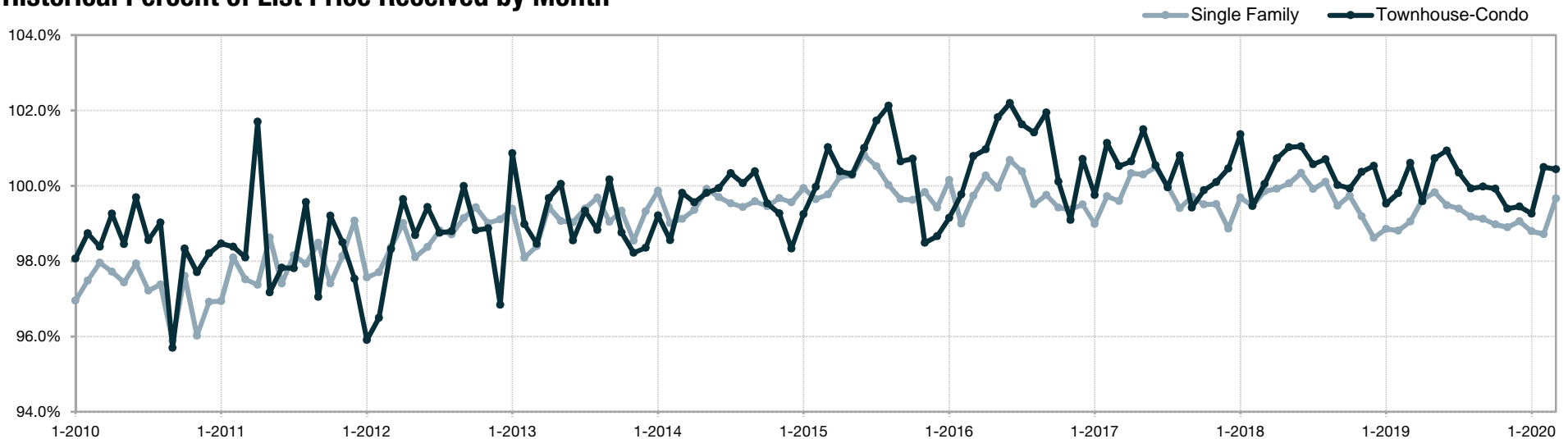


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	99.6%	-0.3%	99.6%	-1.1%
May-2019	99.8%	-0.3%	100.7%	-0.3%
Jun-2019	99.5%	-0.8%	100.9%	-0.1%
Jul-2019	99.4%	-0.5%	100.3%	-0.3%
Aug-2019	99.2%	-0.9%	99.9%	-0.8%
Sep-2019	99.1%	-0.4%	100.0%	0.0%
Oct-2019	99.0%	-0.7%	99.9%	0.0%
Nov-2019	98.9%	-0.3%	99.4%	-1.0%
Dec-2019	99.1%	+0.5%	99.4%	-1.1%
Jan-2020	98.8%	-0.1%	99.3%	-0.2%
Feb-2020	98.7%	-0.1%	100.5%	+0.7%
Mar-2020	99.7%	+0.6%	100.4%	-0.2%

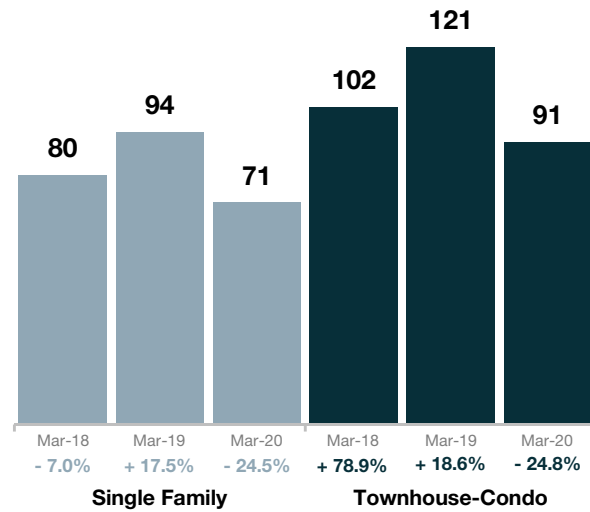
Historical Percent of List Price Received by Month



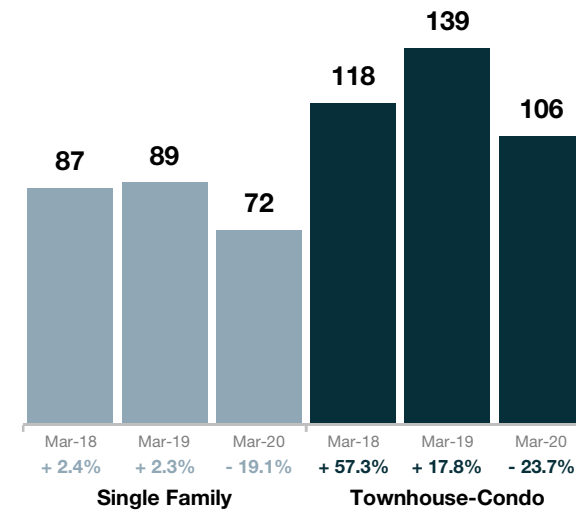
Days on Market Until Sale



March

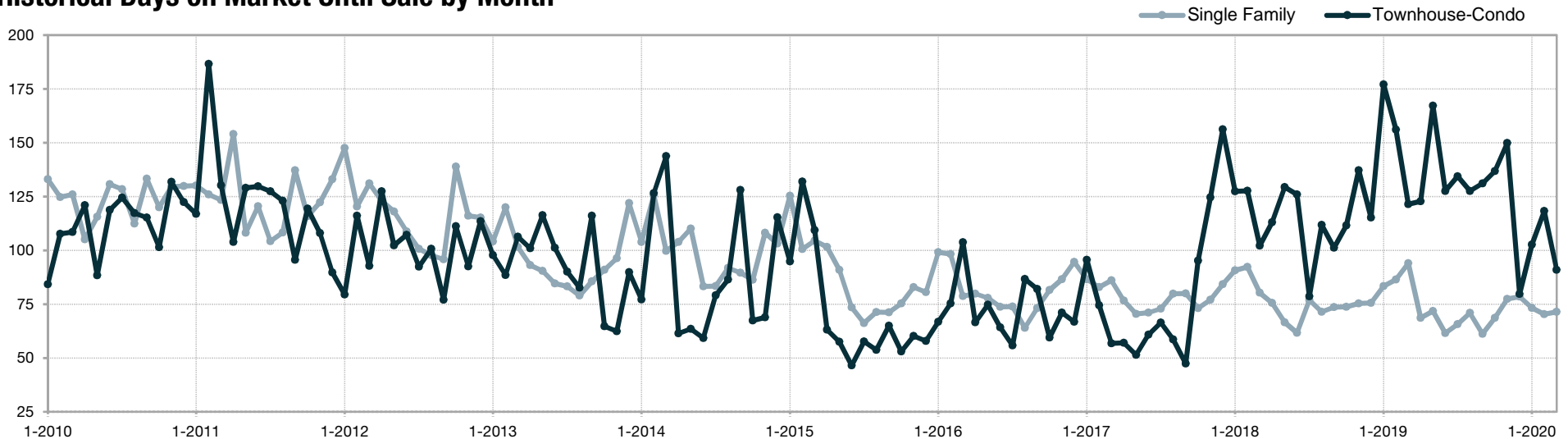


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	69	-9.2%	123	+8.8%
May-2019	72	+7.5%	167	+29.5%
Jun-2019	62	0.0%	128	+1.6%
Jul-2019	66	-14.3%	134	+69.6%
Aug-2019	71	0.0%	128	+14.3%
Sep-2019	61	-17.6%	131	+29.7%
Oct-2019	69	-6.8%	137	+22.3%
Nov-2019	77	+2.7%	150	+9.5%
Dec-2019	78	+2.6%	80	-30.4%
Jan-2020	73	-12.0%	103	-41.8%
Feb-2020	70	-18.6%	118	-24.4%
Mar-2020	71	-24.5%	91	-24.8%

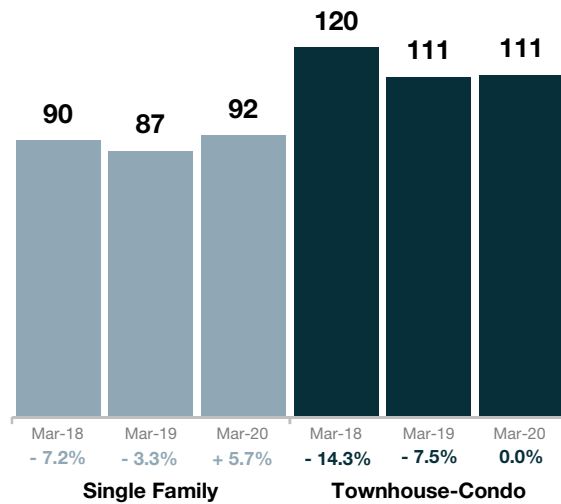
Historical Days on Market Until Sale by Month



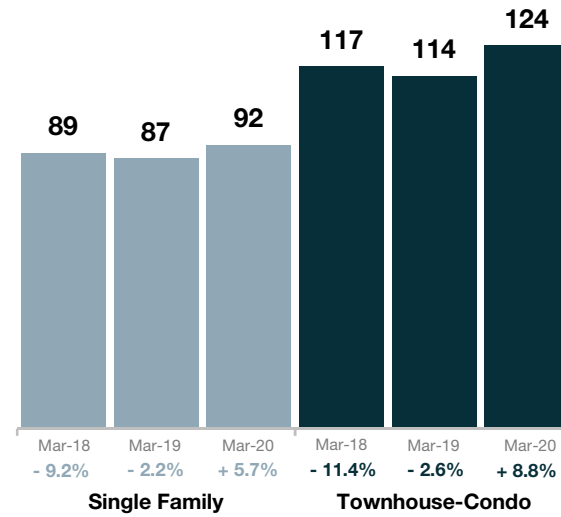
Housing Affordability Index



March

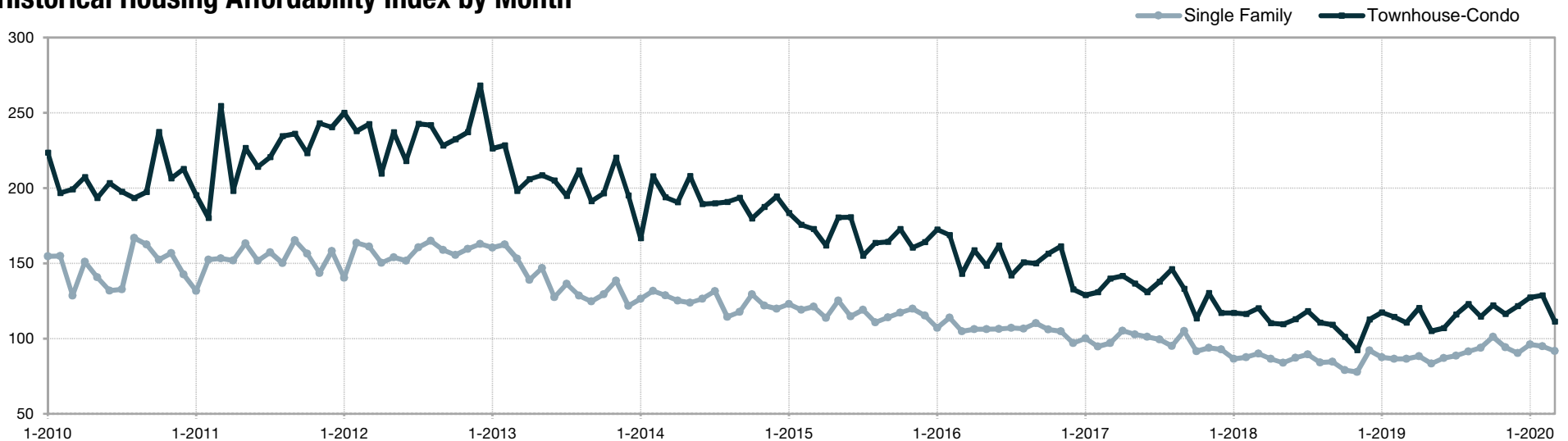


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	88	+1.1%	120	+9.1%
May-2019	83	-1.2%	105	-4.5%
Jun-2019	87	0.0%	107	-5.3%
Jul-2019	89	-1.1%	116	-1.7%
Aug-2019	92	+9.5%	123	+10.8%
Sep-2019	94	+10.6%	115	+5.5%
Oct-2019	101	+27.8%	122	+20.8%
Nov-2019	94	+20.5%	116	+26.1%
Dec-2019	90	-2.2%	122	+8.0%
Jan-2020	96	+9.1%	127	+8.5%
Feb-2020	95	+9.2%	129	+13.2%
Mar-2020	92	+5.7%	111	0.0%

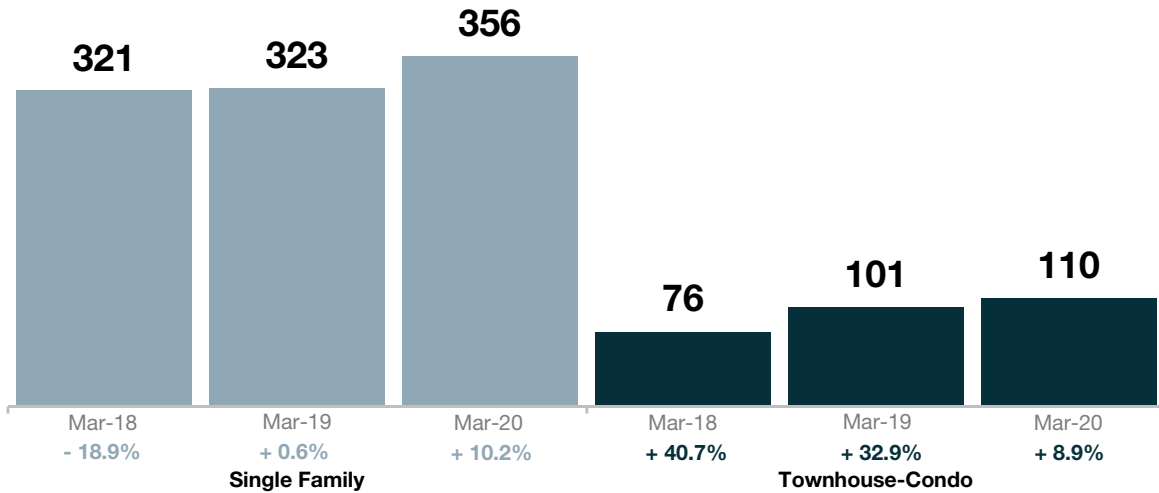
Historical Housing Affordability Index by Month



Inventory of Active Listings

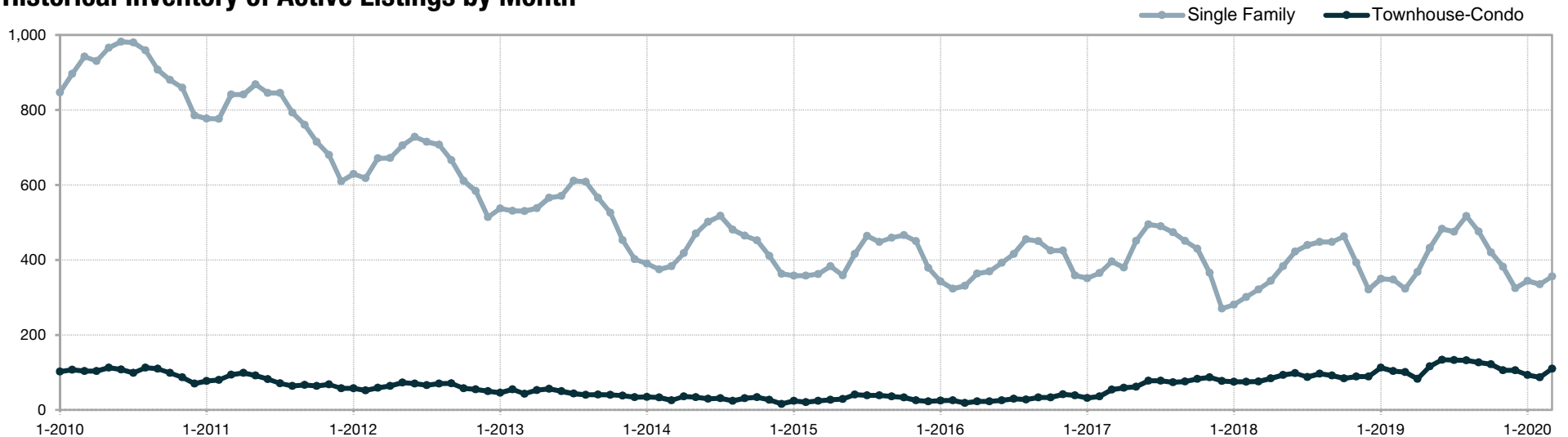


March



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	368	+7.0%	83	-1.2%
May-2019	432	+12.8%	116	+24.7%
Jun-2019	483	+14.5%	134	+36.7%
Jul-2019	475	+8.0%	133	+51.1%
Aug-2019	517	+15.4%	132	+36.1%
Sep-2019	476	+6.3%	127	+38.0%
Oct-2019	420	-9.3%	122	+45.2%
Nov-2019	382	-2.8%	106	+19.1%
Dec-2019	325	+1.2%	106	+19.1%
Jan-2020	344	-1.7%	93	-17.7%
Feb-2020	335	-3.7%	87	-16.3%
Mar-2020	356	+10.2%	110	+8.9%

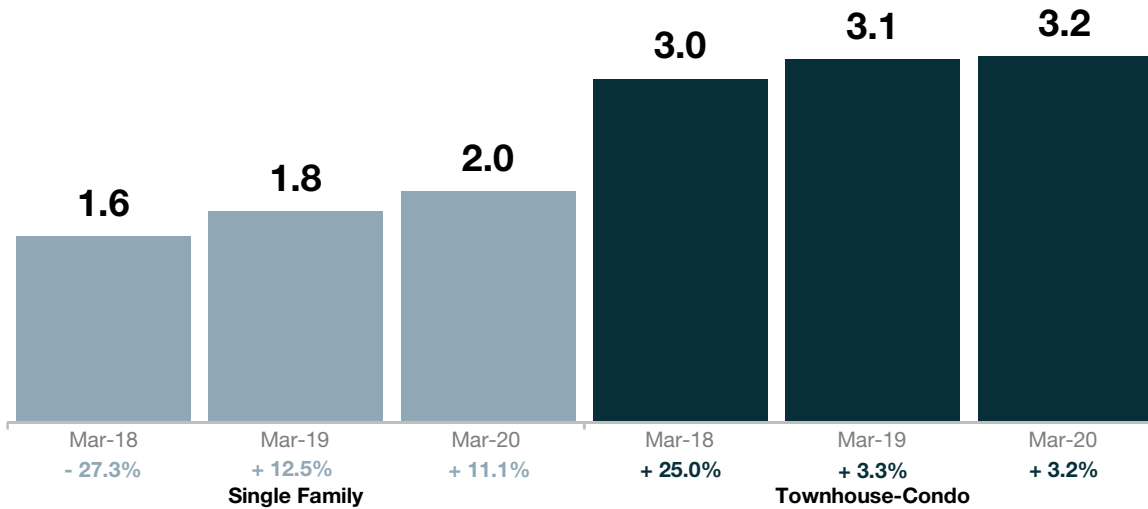
Historical Inventory of Active Listings by Month



Months Supply of Inventory

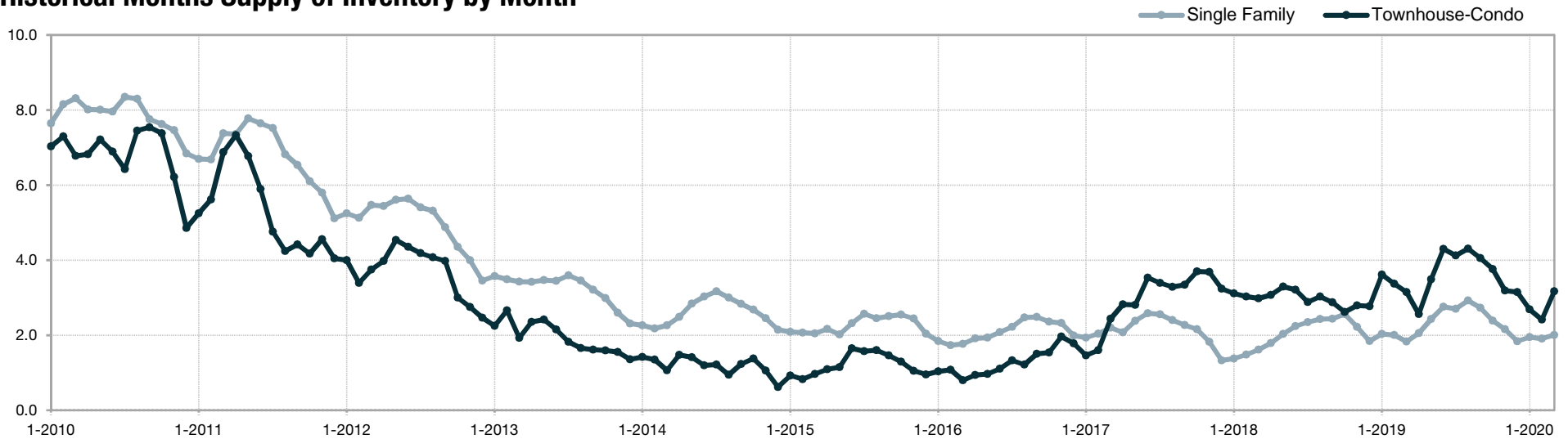


March



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	2.1	+16.7%	2.6	-16.1%
May-2019	2.4	+20.0%	3.5	+6.1%
Jun-2019	2.8	+27.3%	4.3	+34.4%
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.9	+20.8%	4.3	+43.3%
Sep-2019	2.7	+12.5%	4.1	+41.4%
Oct-2019	2.4	-7.7%	3.8	+46.2%
Nov-2019	2.2	0.0%	3.2	+14.3%
Dec-2019	1.8	0.0%	3.1	+10.7%
Jan-2020	1.9	-5.0%	2.7	-25.0%
Feb-2020	1.9	-5.0%	2.4	-29.4%
Mar-2020	2.0	+11.1%	3.2	+3.2%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



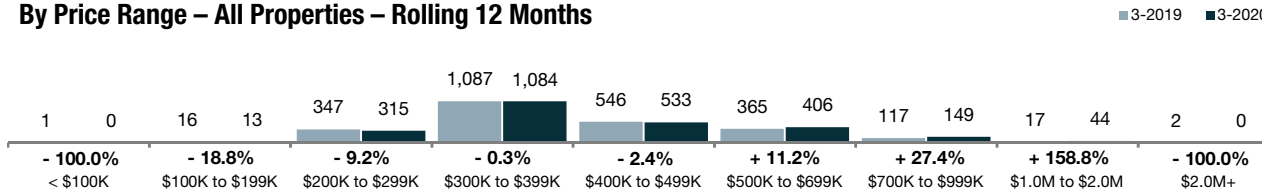
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		259	333	+ 28.6%	711	893	+ 25.6%
Pending / Under Contract		247	233	- 5.7%	592	717	+ 21.1%
Sold Listings		219	223	+ 1.8%	470	490	+ 4.3%
Median Sales Price		\$382,619	\$390,000	+ 1.9%	\$382,310	\$382,689	+ 0.1%
Average Sales Price		\$417,943	\$442,948	+ 6.0%	\$430,766	\$435,526	+ 1.1%
Pct. of List Price Received		99.3%	99.8%	+ 0.5%	99.1%	99.4%	+ 0.3%
Days on Market		99	74	- 25.3%	96	77	- 19.8%
Affordability Index		91	94	+ 3.3%	91	96	+ 5.5%
Active Listings		424	466	+ 9.9%	--	--	--
Months Supply		2.0	2.2	+ 10.0%	--	--	--

Sold Listings

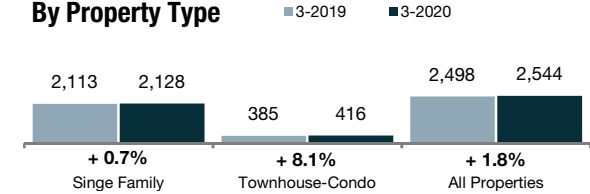
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	9	9	0.0%	7	4	-42.9%
\$200,000 to \$299,999	172	141	-18.0%	175	174	-0.6%
\$300,000 to \$399,999	928	910	-1.9%	159	174	+9.4%
\$400,000 to \$499,999	503	480	-4.6%	43	53	+23.3%
\$500,000 to \$699,999	364	395	+8.5%	1	11	+1000.0%
\$700,000 to \$999,999	117	149	+27.4%	0	0	--
\$1,000,000 to \$1,999,999	17	44	+158.8%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	2,113	2,128	+0.7%	385	416	+8.1%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	0	0	--
\$200,000 to \$299,999	4	12	+200.0%	21	11	-47.6%
\$300,000 to \$399,999	43	87	+102.3%	9	9	0.0%
\$400,000 to \$499,999	30	50	+66.7%	3	5	+66.7%
\$500,000 to \$699,999	17	33	+94.1%	4	0	-100.0%
\$700,000 to \$999,999	8	10	+25.0%	0	0	--
\$1,000,000 to \$1,999,999	1	5	+400.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	105	198	+88.6%	37	25	-32.4%

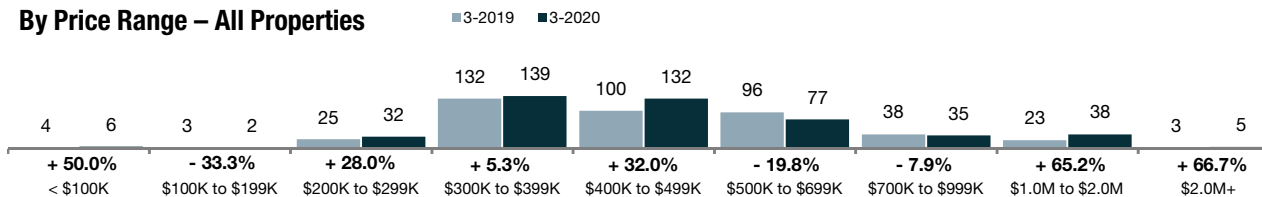
Year to Date

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	5	+150.0%	1	0	-100.0%
\$200,000 to \$299,999	28	23	-17.9%	30	42	+40.0%
\$300,000 to \$399,999	170	176	+3.5%	32	25	-21.9%
\$400,000 to \$499,999	109	98	-10.1%	7	10	+42.9%
\$500,000 to \$699,999	56	69	+23.2%	0	5	--
\$700,000 to \$999,999	27	28	+3.7%	0	0	--
\$1,000,000 to \$1,999,999	6	9	+50.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	400	408	+2.0%	70	82	+17.1%

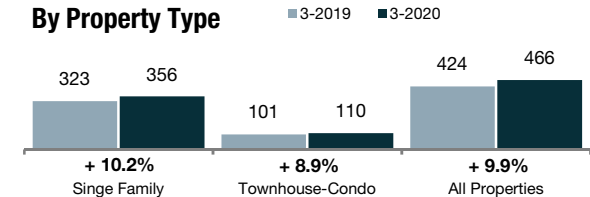
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	4	6	+50.0%	0	0	--
\$100,000 to \$199,999	1	0	-100.0%	2	2	0.0%
\$200,000 to \$299,999	9	9	0.0%	16	23	+43.8%
\$300,000 to \$399,999	72	85	+18.1%	60	54	-10.0%
\$400,000 to \$499,999	85	111	+30.6%	15	21	+40.0%
\$500,000 to \$699,999	88	67	-23.9%	8	10	+25.0%
\$700,000 to \$999,999	38	35	-7.9%	0	0	--
\$1,000,000 to \$1,999,999	23	38	+65.2%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	323	356	+10.2%	101	110	+8.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	0	0	--	2	2	0.0%
\$200,000 to \$299,999	11	9	-18.2%	16	23	+43.8%
\$300,000 to \$399,999	87	85	-2.3%	49	54	+10.2%
\$400,000 to \$499,999	102	111	+8.8%	10	21	+110.0%
\$500,000 to \$699,999	50	67	+34.0%	10	10	0.0%
\$700,000 to \$999,999	39	35	-10.3%	0	0	--
\$1,000,000 to \$1,999,999	37	38	+2.7%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	335	356	+6.3%	87	110	+26.4%

Year to Date

Single Family	Condo
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There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a leading indicator of buyer demand. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.