

Monthly Indicators

October 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 13.4 percent for single family homes but increased 21.2 percent for townhouse-condo properties. Pending Sales landed at 181 for single family homes and 36 for townhouse-condo properties.

The Median Sales Price was down 5.0 percent to \$370,250 for single family homes but increased 1.6 percent to \$309,728 for townhouse-condo properties. Days on Market decreased 6.8 percent for single family homes but increased 24.1 percent for townhouse-condo properties.

As we begin the slower time of year for home sales, historically low mortgage rates will continue to support buyer demand and may create additional lift to home prices as excellent affordability gives buyers the ability to offer more to secure their dream home. Throughout much of the country, the continued low level of housing inventory also continues to constrain sales activity from where it would likely be in a balanced market.

Activity Snapshot

+ 9.6%	- 5.3%	+ 2.6%
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	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		216	187	- 13.4%	2,446	2,498	+ 2.1%
Pending / Under Contract		127	181	+ 42.5%	1,775	1,883	+ 6.1%
Sold Listings		166	172	+ 3.6%	1,794	1,796	+ 0.1%
Median Sales Price		\$389,900	\$370,250	- 5.0%	\$390,000	\$400,000	+ 2.6%
Average Sales Price		\$439,745	\$429,546	- 2.3%	\$437,569	\$456,320	+ 4.3%
Pct. of List Price Received		99.7%	99.0%	- 0.7%	99.9%	99.3%	- 0.6%
Days on Market		74	69	- 6.8%	74	72	- 2.7%
Affordability Index		79	101	+ 27.8%	79	94	+ 19.0%
Active Listings		463	384	- 17.1%	--	--	--
Months Supply		2.6	2.2	- 15.4%	--	--	--

Townhouse-Condo Market Overview

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

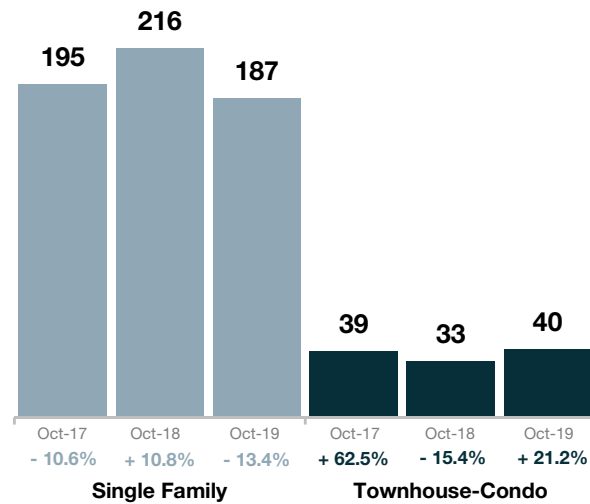


Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		33	40	+ 21.2%	389	461	+ 18.5%
Pending / Under Contract		38	36	- 5.3%	332	365	+ 9.9%
Sold Listings		21	33	+ 57.1%	330	333	+ 0.9%
Median Sales Price		\$304,900	\$309,728	+ 1.6%	\$300,000	\$310,000	+ 3.3%
Average Sales Price		\$319,280	\$333,160	+ 4.3%	\$308,965	\$322,922	+ 4.5%
Pct. of List Price Received		99.9%	99.9%	0.0%	100.6%	100.2%	- 0.4%
Days on Market		112	139	+ 24.1%	114	139	+ 21.9%
Affordability Index		101	121	+ 19.8%	103	121	+ 17.5%
Active Listings		84	111	+ 32.1%	--	--	--
Months Supply		2.6	3.4	+ 30.8%	--	--	--

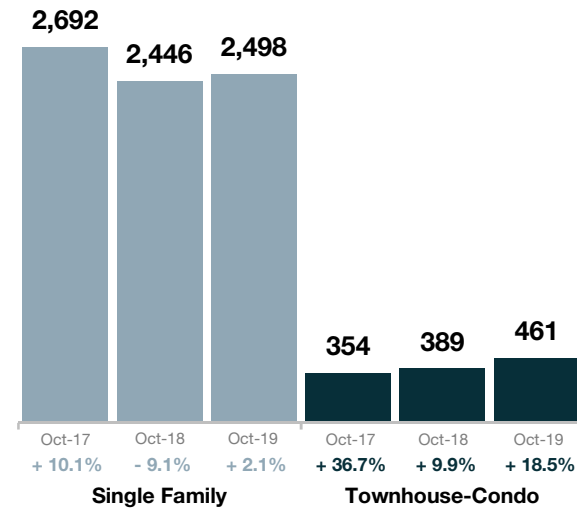
New Listings



October

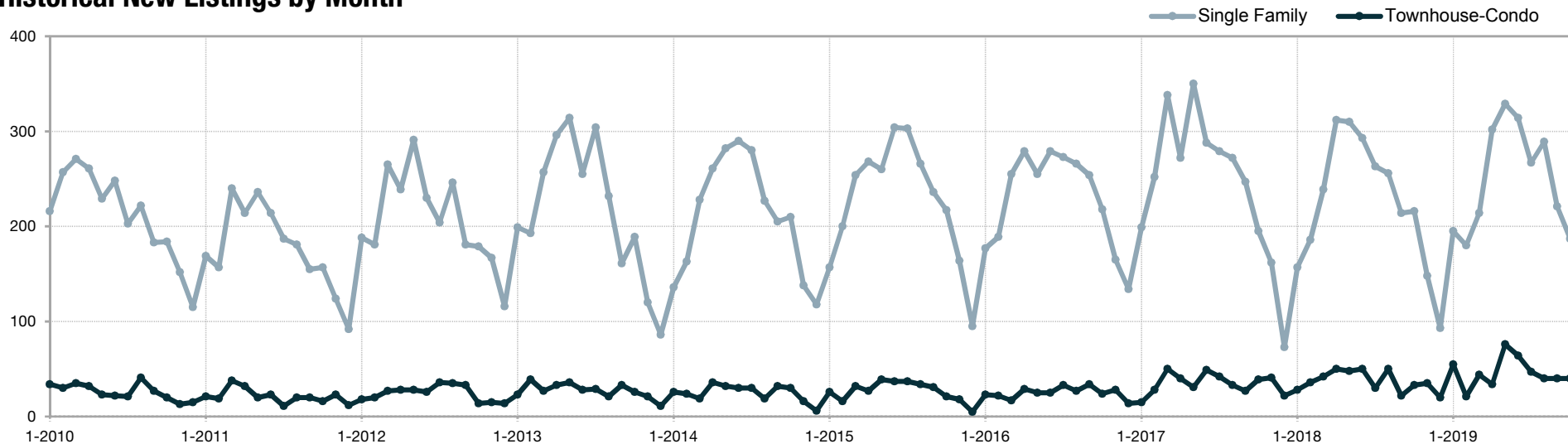


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	148	-8.6%	35	-14.6%
Dec-2018	93	+27.4%	20	-9.1%
Jan-2019	195	+24.2%	55	+96.4%
Feb-2019	180	-3.2%	21	-41.7%
Mar-2019	214	-10.5%	44	+4.8%
Apr-2019	302	-3.2%	34	-32.0%
May-2019	329	+6.1%	76	+58.3%
Jun-2019	314	+7.2%	64	+28.0%
Jul-2019	267	+1.5%	47	+56.7%
Aug-2019	289	+12.9%	40	-20.0%
Sep-2019	221	+3.3%	40	+81.8%
Oct-2019	187	-13.4%	40	+21.2%

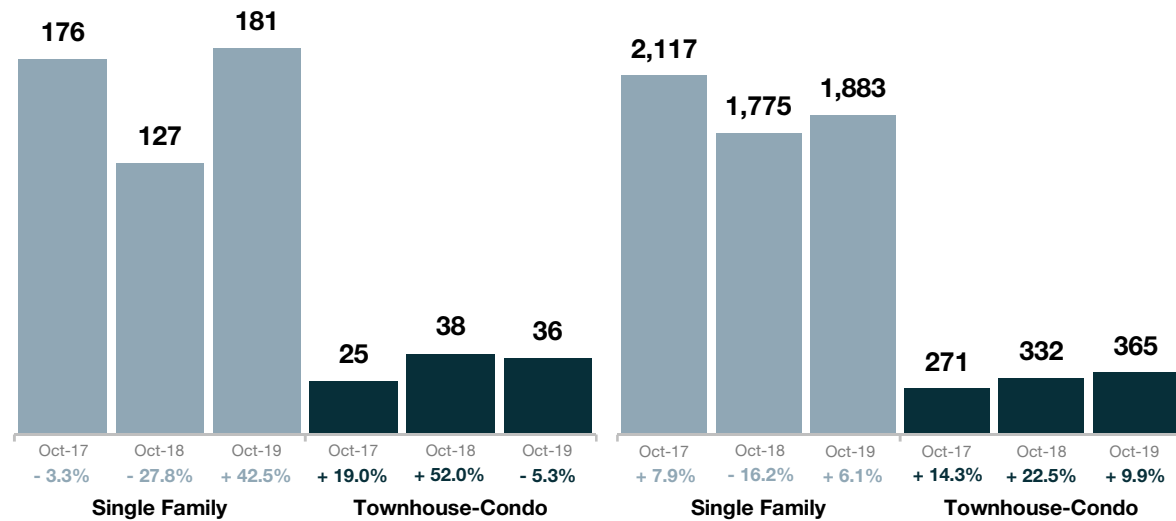
Historical New Listings by Month



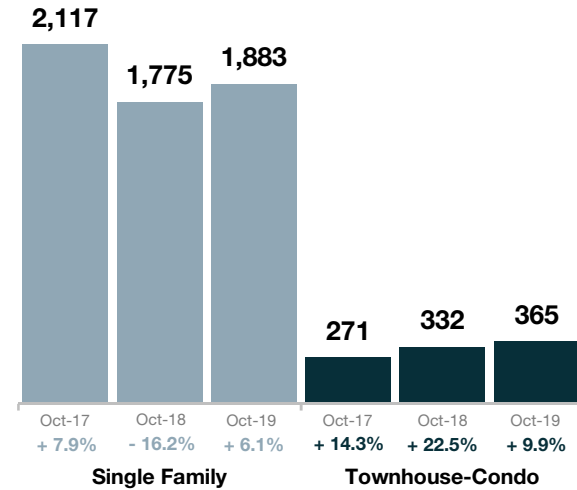
Pending / Under Contract



October

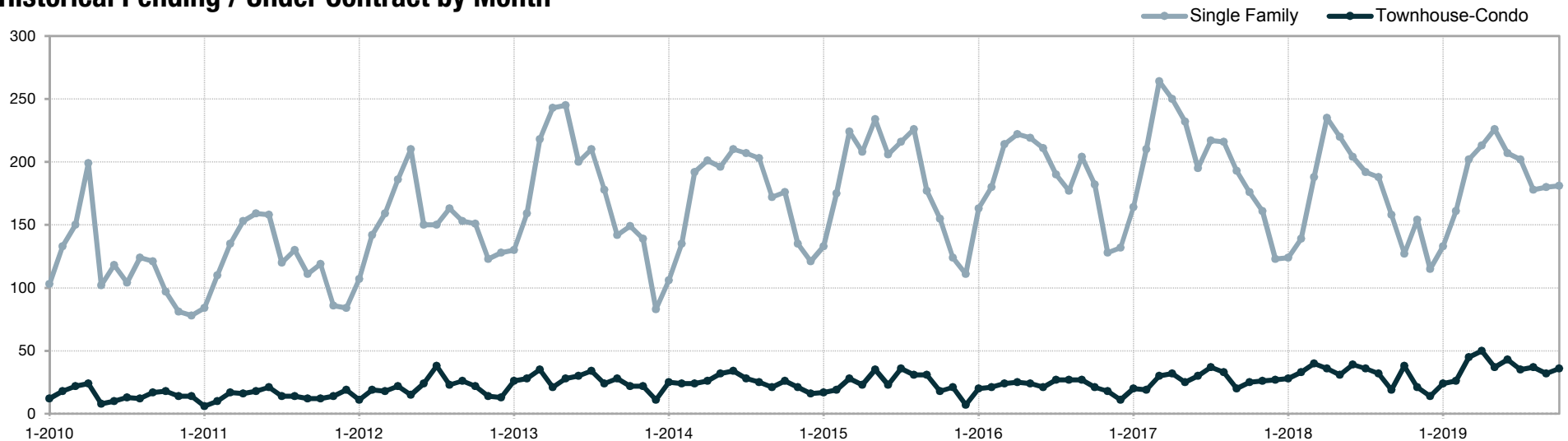


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	154	-4.3%	21	-19.2%
Dec-2018	115	-6.5%	14	-48.1%
Jan-2019	133	+7.3%	24	-14.3%
Feb-2019	161	+15.8%	26	-21.2%
Mar-2019	202	+7.4%	45	+12.5%
Apr-2019	213	-9.4%	50	+38.9%
May-2019	226	+2.7%	37	+19.4%
Jun-2019	207	+1.5%	43	+10.3%
Jul-2019	202	+5.2%	35	-2.8%
Aug-2019	178	-5.3%	37	+15.6%
Sep-2019	180	+13.9%	32	+68.4%
Oct-2019	181	+42.5%	36	-5.3%

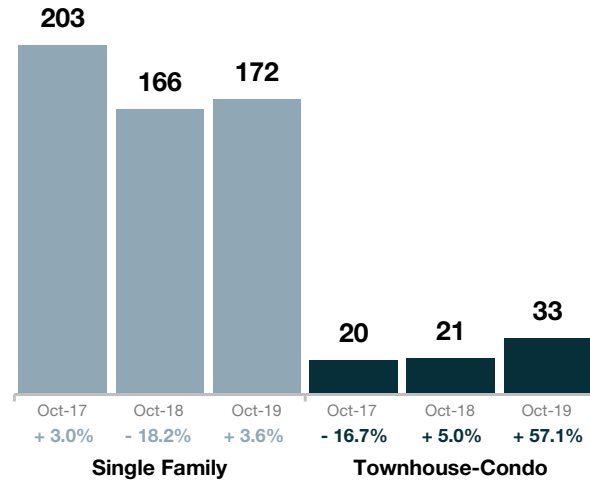
Historical Pending / Under Contract by Month



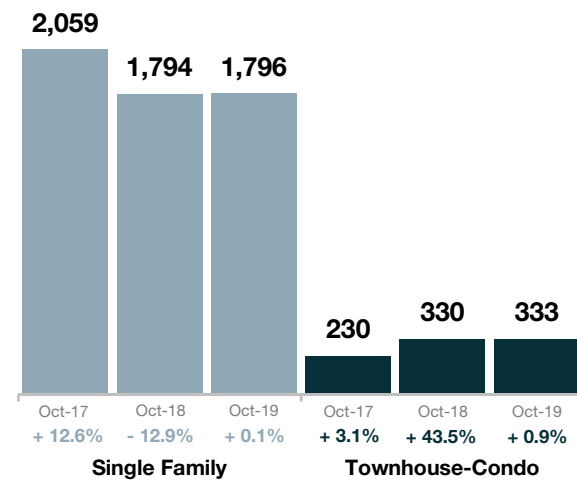
Sold Listings



October

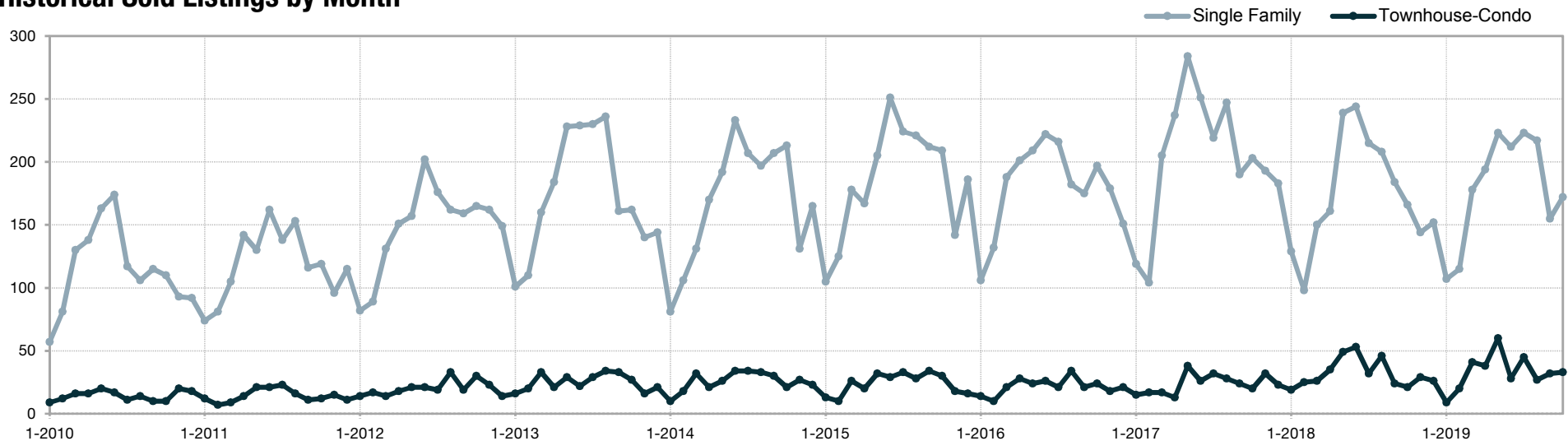


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	144	-25.4%	29	-9.4%
Dec-2018	152	-16.9%	26	+13.0%
Jan-2019	107	-17.1%	9	-52.6%
Feb-2019	115	+17.3%	20	-20.0%
Mar-2019	178	+18.7%	41	+57.7%
Apr-2019	194	+20.5%	38	+8.6%
May-2019	223	-6.7%	60	+22.4%
Jun-2019	212	-13.1%	28	-47.2%
Jul-2019	223	+3.7%	45	+40.6%
Aug-2019	217	+4.3%	27	-41.3%
Sep-2019	155	-15.8%	32	+33.3%
Oct-2019	172	+3.6%	33	+57.1%

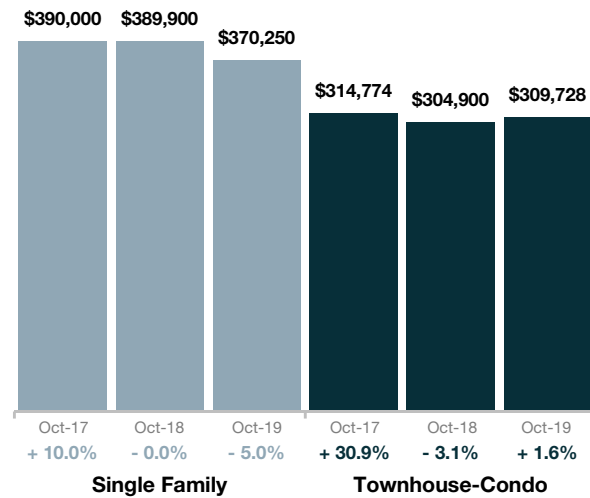
Historical Sold Listings by Month



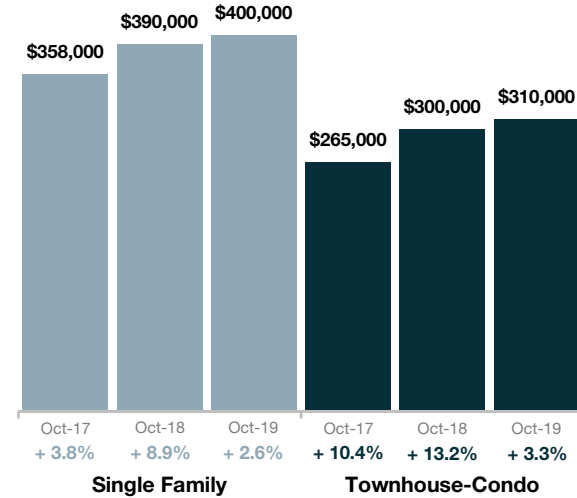
Median Sales Price



October

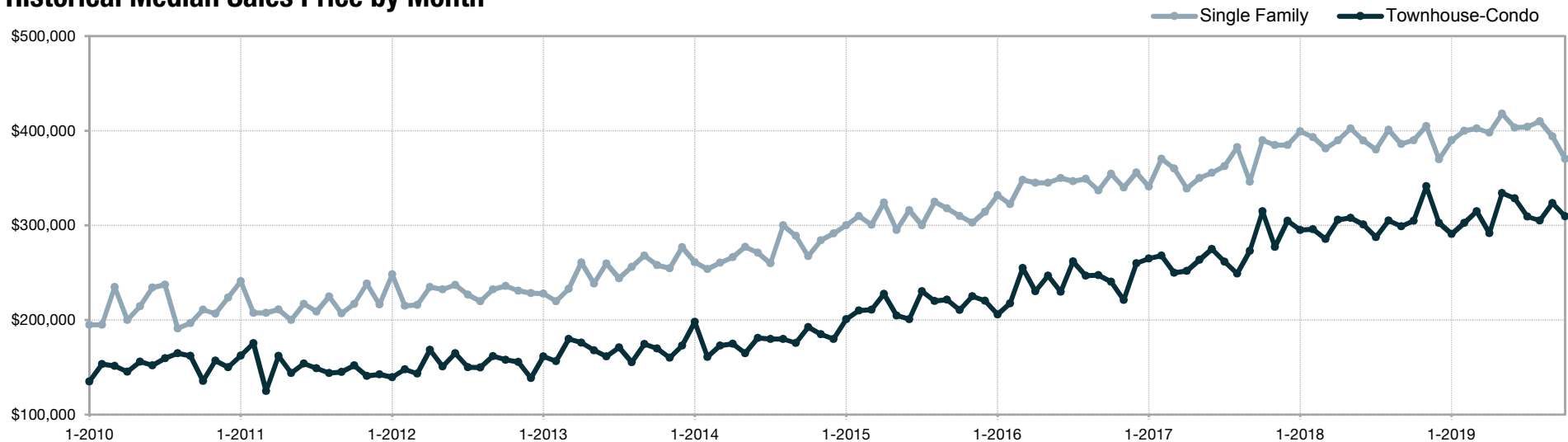


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	\$405,000	+5.2%	\$341,285	+23.1%
Dec-2018	\$369,950	-3.9%	\$302,700	-0.7%
Jan-2019	\$390,000	-2.4%	\$291,000	-1.4%
Feb-2019	\$400,000	+1.7%	\$302,500	+2.2%
Mar-2019	\$402,495	+5.6%	\$315,000	+10.3%
Apr-2019	\$398,000	+2.1%	\$291,750	-4.7%
May-2019	\$418,000	+3.9%	\$334,257	+8.5%
Jun-2019	\$403,225	+3.5%	\$328,574	+9.2%
Jul-2019	\$403,999	+6.3%	\$309,243	+7.6%
Aug-2019	\$410,000	+2.2%	\$305,000	0.0%
Sep-2019	\$394,000	+2.1%	\$323,450	+8.2%
Oct-2019	\$370,250	-5.0%	\$309,728	+1.6%

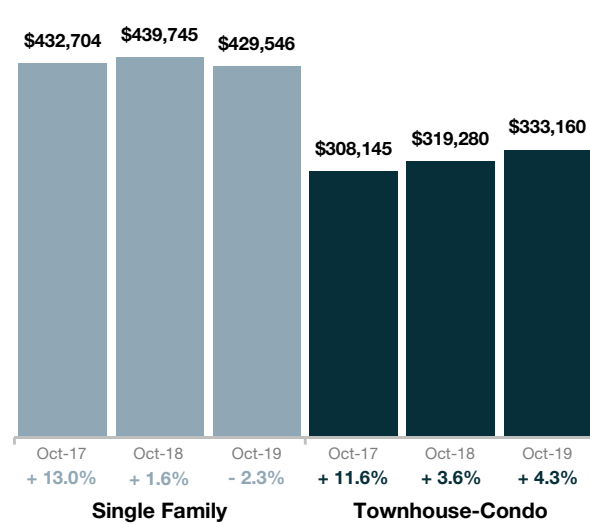
Historical Median Sales Price by Month



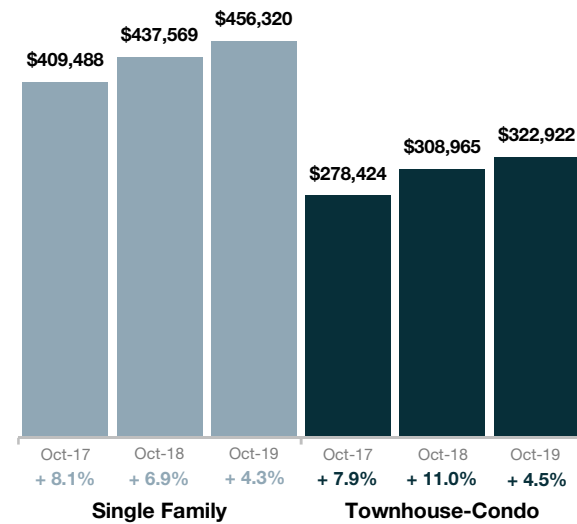
Average Sales Price



October

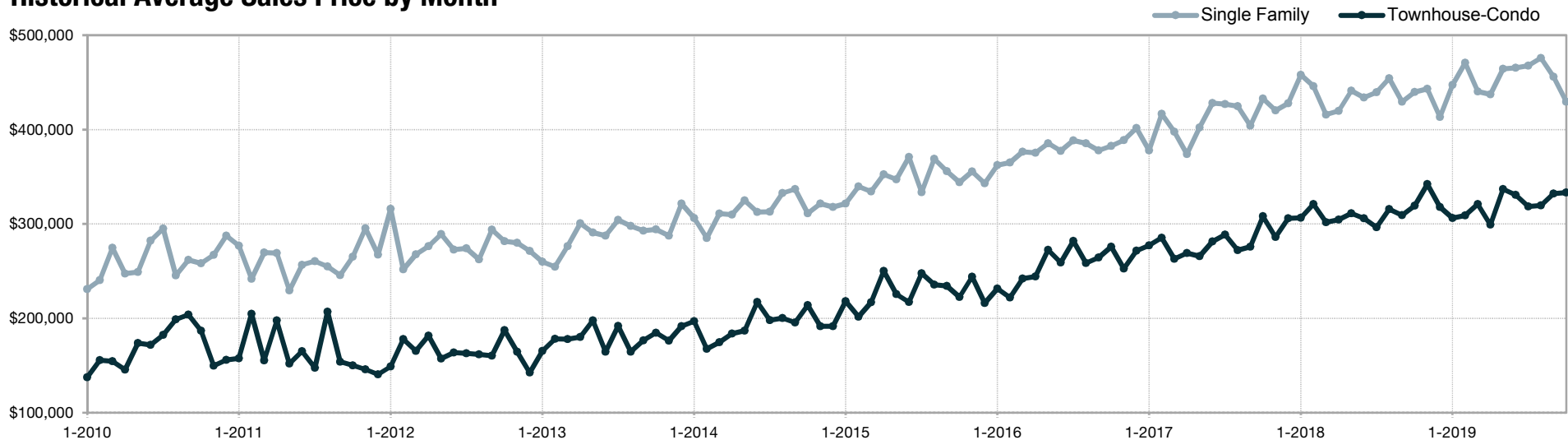


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	\$443,064	+5.4%	\$342,078	+19.5%
Dec-2018	\$413,377	-3.4%	\$317,939	+3.9%
Jan-2019	\$447,287	-2.3%	\$306,207	-0.1%
Feb-2019	\$470,735	+5.5%	\$309,025	-3.8%
Mar-2019	\$440,290	+5.9%	\$320,925	+6.3%
Apr-2019	\$437,384	+4.2%	\$299,362	-1.7%
May-2019	\$464,192	+5.2%	\$336,776	+8.2%
Jun-2019	\$465,399	+7.3%	\$330,860	+8.2%
Jul-2019	\$467,798	+6.5%	\$318,549	+7.5%
Aug-2019	\$475,858	+4.8%	\$319,716	+1.3%
Sep-2019	\$456,076	+6.2%	\$332,215	+7.4%
Oct-2019	\$429,546	-2.3%	\$333,160	+4.3%

Historical Average Sales Price by Month

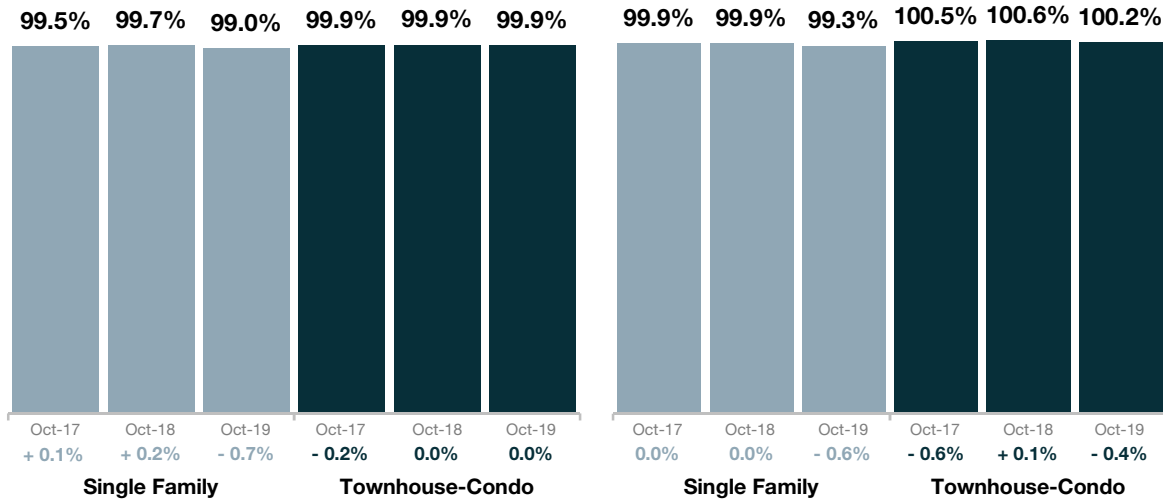


Percent of List Price Received



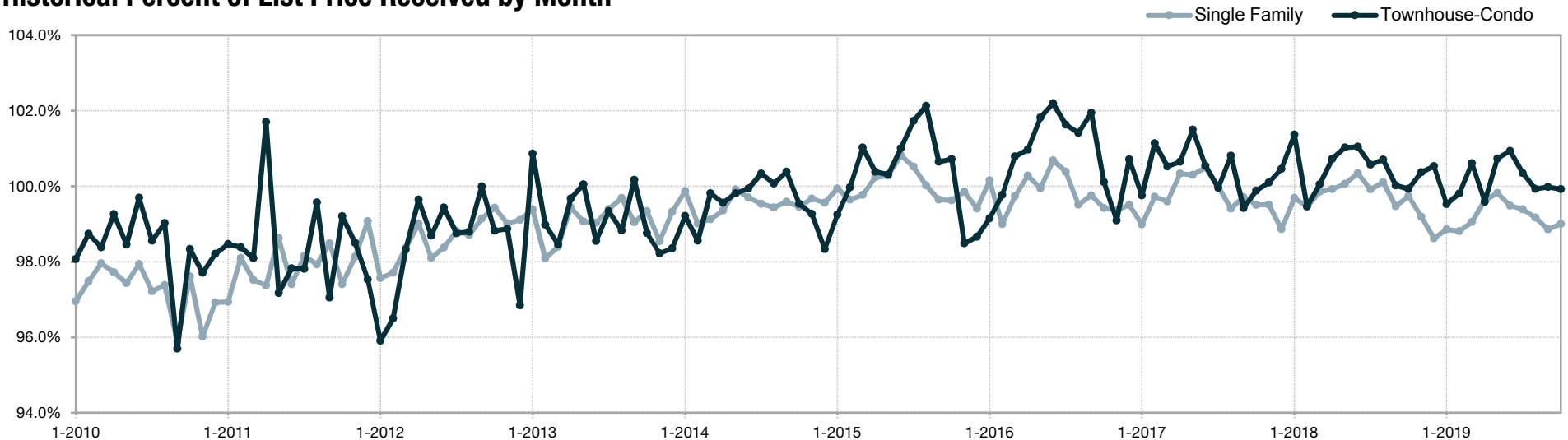
October

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	99.2%	-0.3%	100.4%	+0.3%
Dec-2018	98.6%	-0.3%	100.5%	0.0%
Jan-2019	98.9%	-0.8%	99.5%	-1.9%
Feb-2019	98.8%	-0.7%	99.8%	+0.3%
Mar-2019	99.1%	-0.8%	100.6%	+0.5%
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	98.9%	-0.6%	100.0%	0.0%
Oct-2019	99.0%	-0.7%	99.9%	0.0%

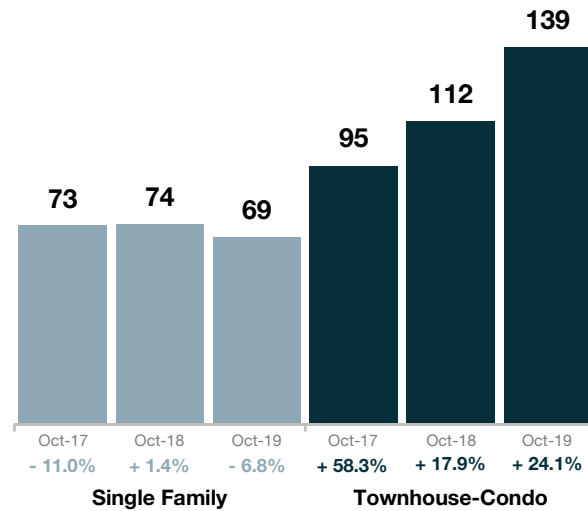
Historical Percent of List Price Received by Month



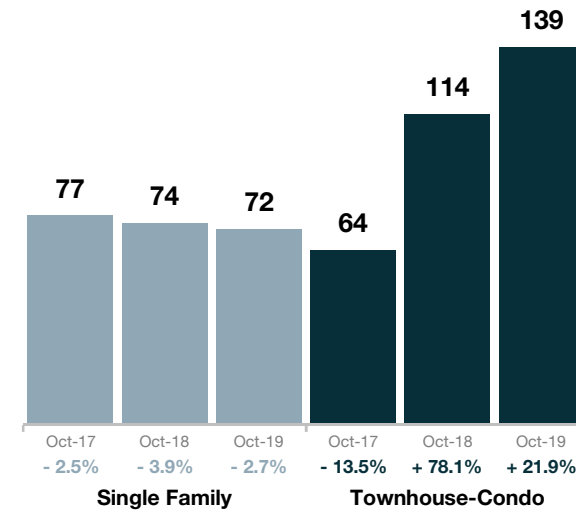
Days on Market Until Sale



October

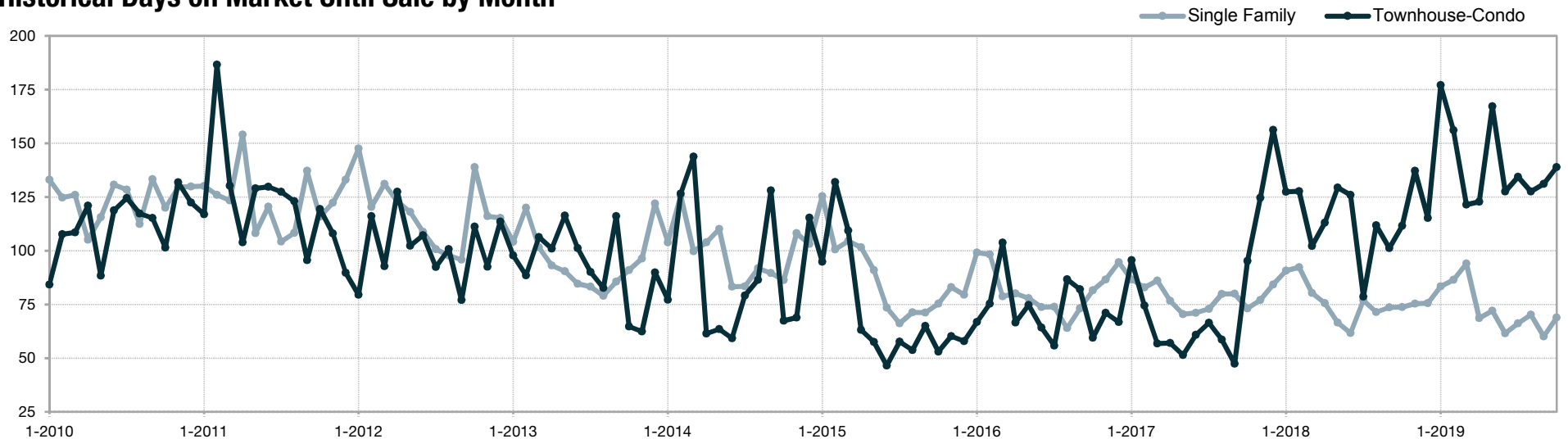


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	75	-2.6%	137	+9.6%
Dec-2018	76	-9.5%	115	-26.3%
Jan-2019	83	-8.8%	177	+39.4%
Feb-2019	86	-6.5%	156	+21.9%
Mar-2019	94	+17.5%	121	+18.6%
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	70	-1.4%	128	+14.3%
Sep-2019	60	-18.9%	131	+29.7%
Oct-2019	69	-6.8%	139	+24.1%

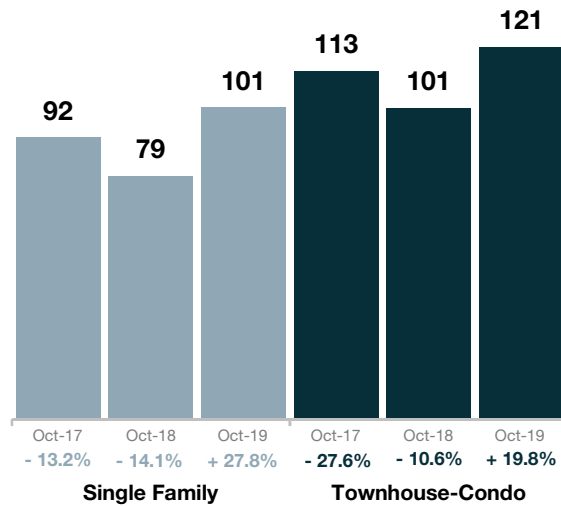
Historical Days on Market Until Sale by Month



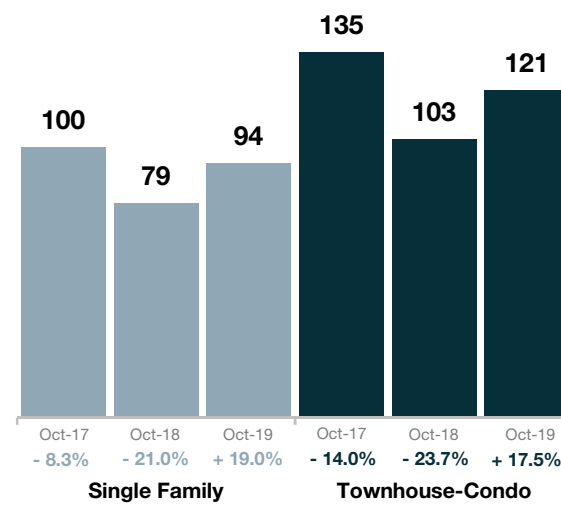
Housing Affordability Index



October

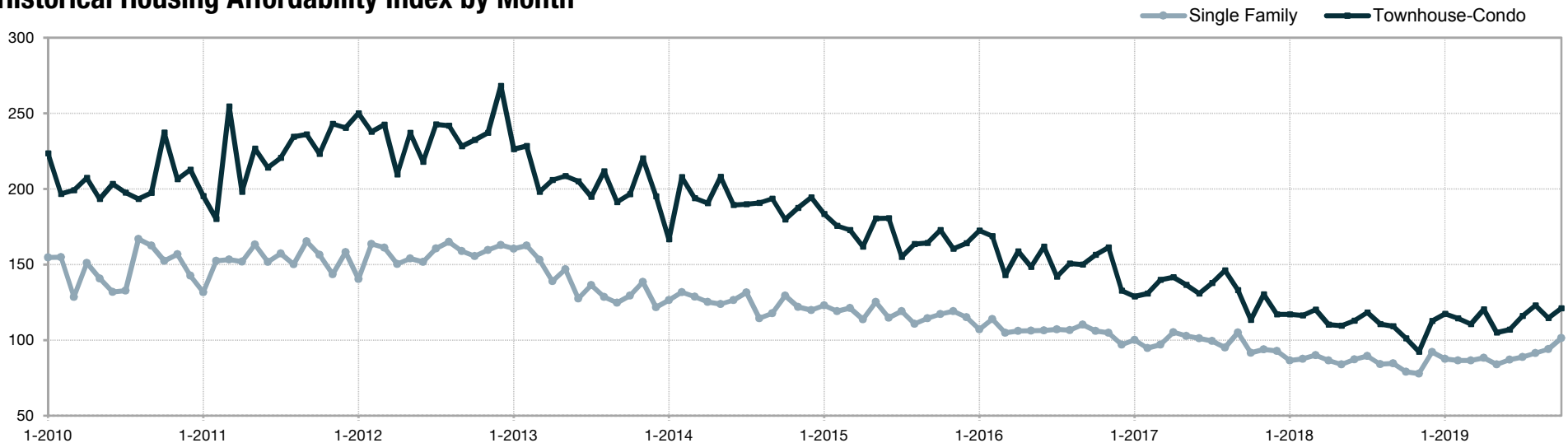


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	78	-17.0%	92	-29.2%
Dec-2018	92	-1.1%	113	-3.4%
Jan-2019	88	+2.3%	117	0.0%
Feb-2019	87	-1.1%	114	-1.7%
Mar-2019	87	-3.3%	111	-7.5%
Apr-2019	88	+1.1%	120	+9.1%
May-2019	84	0.0%	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%	121	+19.8%

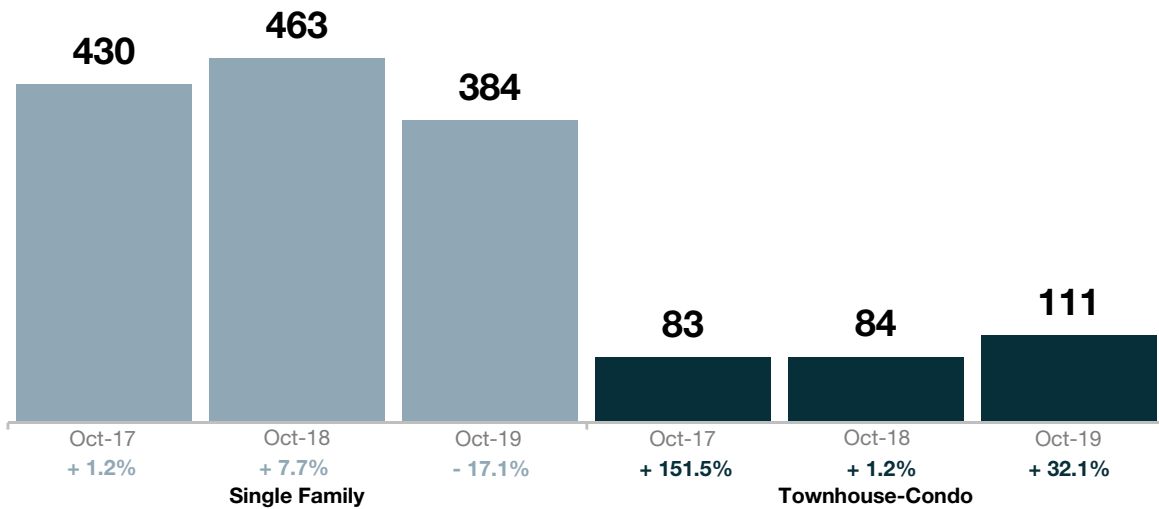
Historical Housing Affordability Index by Month



Inventory of Active Listings

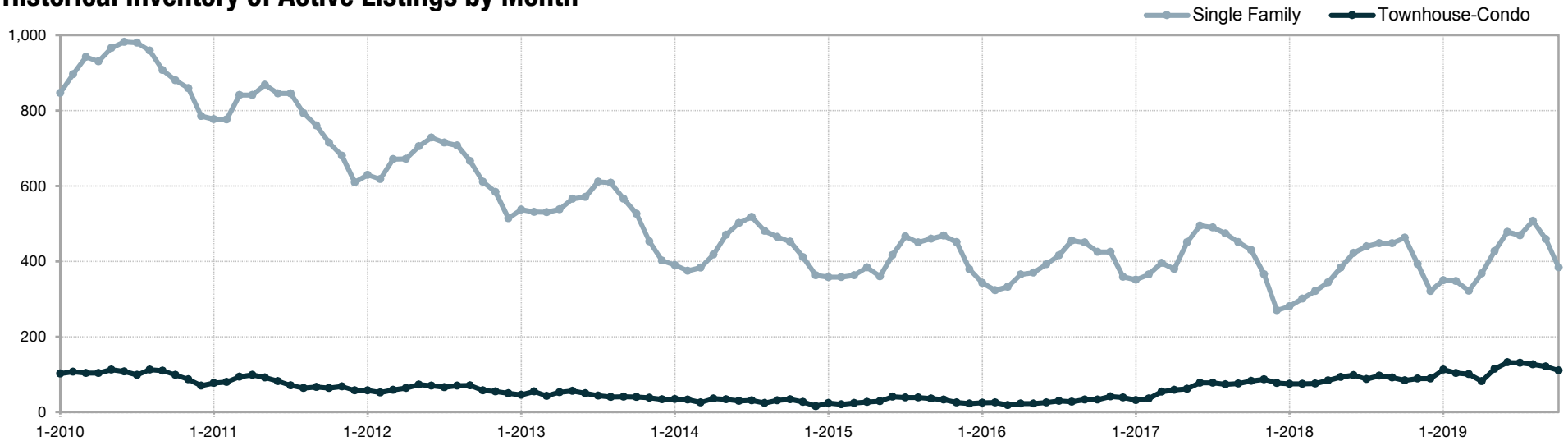


October



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	393	+7.4%	89	+2.3%
Dec-2018	321	+18.9%	89	+15.6%
Jan-2019	350	+24.6%	113	+50.7%
Feb-2019	348	+15.6%	104	+38.7%
Mar-2019	322	+0.3%	101	+32.9%
Apr-2019	368	+7.0%	82	-2.4%
May-2019	427	+11.5%	115	+23.7%
Jun-2019	478	+13.3%	132	+34.7%
Jul-2019	469	+6.6%	131	+48.9%
Aug-2019	507	+13.2%	127	+30.9%
Sep-2019	459	+2.5%	121	+31.5%
Oct-2019	384	-17.1%	111	+32.1%

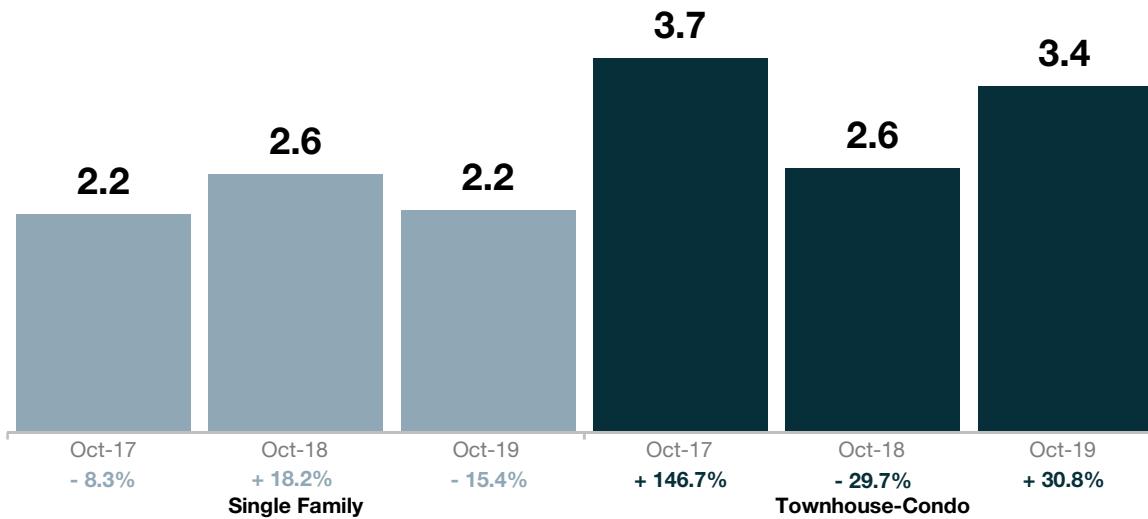
Historical Inventory of Active Listings by Month



Months Supply of Inventory

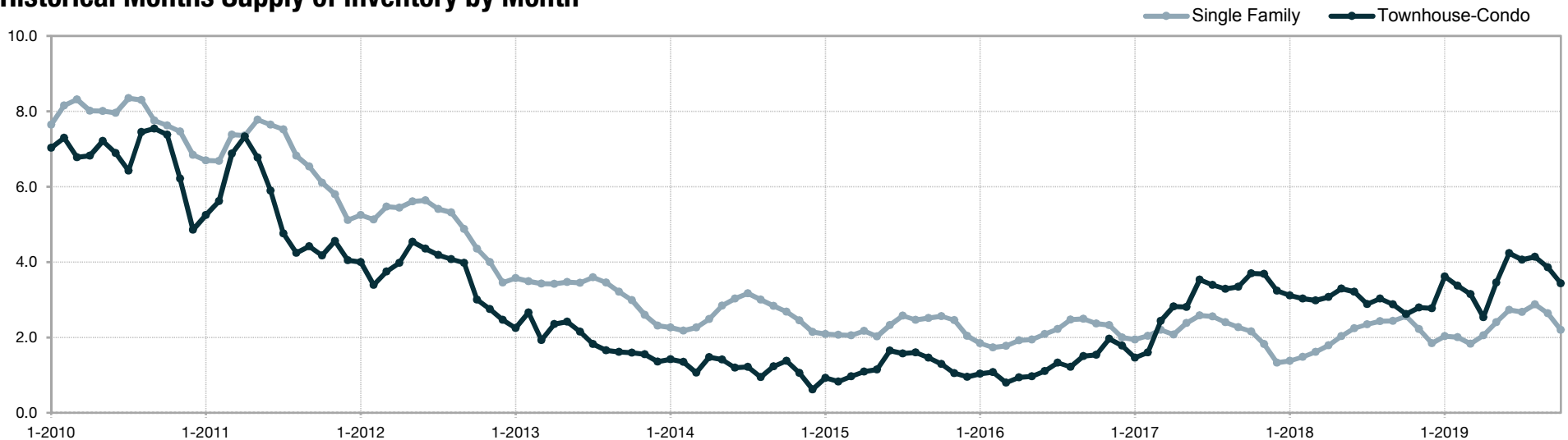


October



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2018	2.2	+22.2%	2.8	-24.3%
Dec-2018	1.8	+38.5%	2.8	-12.5%
Jan-2019	2.0	+42.9%	3.6	+16.1%
Feb-2019	2.0	+33.3%	3.4	+13.3%
Mar-2019	1.8	+12.5%	3.1	+3.3%
Apr-2019	2.1	+16.7%	2.5	-19.4%
May-2019	2.4	+20.0%	3.5	+6.1%
Jun-2019	2.7	+22.7%	4.2	+31.3%
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.9	+20.8%	4.1	+36.7%
Sep-2019	2.6	+8.3%	3.9	+34.5%
Oct-2019	2.2	-15.4%	3.4	+30.8%

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.



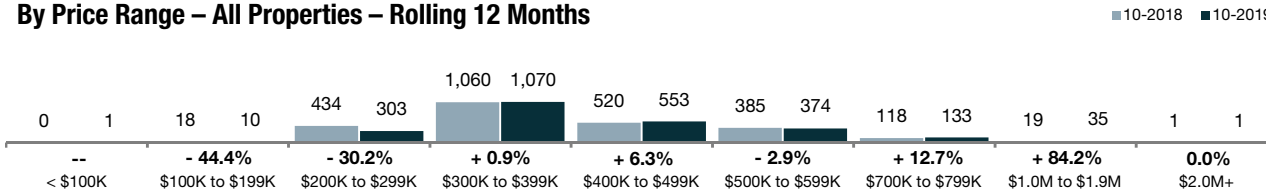
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		249	227	- 8.8%	2,835	2,959	+ 4.4%
Pending / Under Contract		165	217	+ 31.5%	2,107	2,248	+ 6.7%
Sold Listings		187	205	+ 9.6%	2,124	2,129	+ 0.2%
Median Sales Price		\$380,000	\$360,000	- 5.3%	\$375,000	\$385,000	+ 2.7%
Average Sales Price		\$426,217	\$414,030	- 2.9%	\$417,579	\$435,455	+ 4.3%
Pct. of List Price Received		99.8%	99.2%	- 0.6%	100.0%	99.4%	- 0.6%
Days on Market		78	80	+ 2.6%	80	82	+ 2.5%
Affordability Index		81	104	+ 28.4%	82	97	+ 18.3%
Active Listings		547	495	- 9.5%	--	--	--
Months Supply		2.6	2.4	- 7.7%	--	--	--

Sold Listings

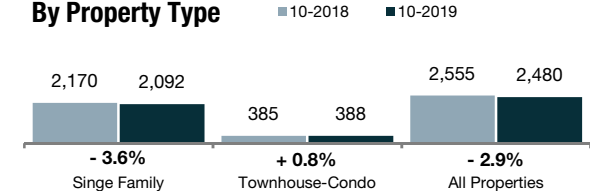
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	9	5	-44.4%	9	5	-44.4%
\$200,000 to \$299,999	248	144	-41.9%	186	159	-14.5%
\$300,000 to \$399,999	904	906	+0.2%	156	164	+5.1%
\$400,000 to \$499,999	487	498	+2.3%	33	55	+66.7%
\$500,000 to \$699,999	385	369	-4.2%	0	5	--
\$700,000 to \$999,999	117	133	+13.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	19	35	+84.2%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,170	2,092	-3.6%	385	388	+0.8%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	2	1	-50.0%
\$200,000 to \$299,999	13	18	+38.5%	11	14	+27.3%
\$300,000 to \$399,999	73	81	+11.0%	11	12	+9.1%
\$400,000 to \$499,999	23	31	+34.8%	7	4	-42.9%
\$500,000 to \$699,999	35	30	-14.3%	1	2	+100.0%
\$700,000 to \$999,999	7	10	+42.9%	0	0	--
\$1,000,000 to \$1,999,999	4	2	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	155	172	+11.0%	32	33	+3.1%

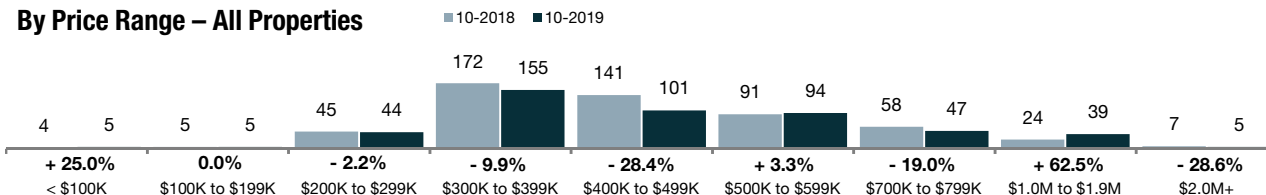
Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	5	-37.5%	8	5	-37.5%
\$200,000 to \$299,999	183	119	-35.0%	154	133	-13.6%
\$300,000 to \$399,999	758	768	+1.3%	136	147	+8.1%
\$400,000 to \$499,999	411	429	+4.4%	31	44	+41.9%
\$500,000 to \$699,999	315	321	+1.9%	0	4	--
\$700,000 to \$999,999	102	119	+16.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	16	33	+106.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,794	1,796	+0.1%	330	333	+0.9%

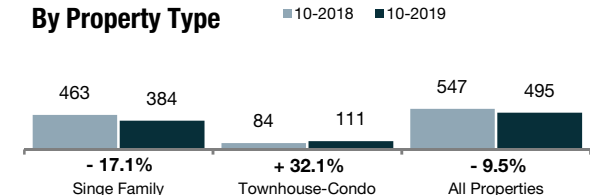
Inventory of Active Listings

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		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	3	3	0.0%	2	2	0.0%
\$200,000 to \$299,999	19	17	-10.5%	26	27	+3.8%
\$300,000 to \$399,999	133	92	-30.8%	39	63	+61.5%
\$400,000 to \$499,999	125	88	-29.6%	16	13	-18.8%
\$500,000 to \$699,999	90	88	-2.2%	1	6	+500.0%
\$700,000 to \$999,999	58	47	-19.0%	0	0	--
\$1,000,000 to \$1,999,999	24	39	+62.5%	0	0	--
\$2,000,000 and Above	7	5	-28.6%	0	0	--
All Price Ranges	463	384	-17.1%	84	111	+32.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2019	10-2019	Change	9-2019	10-2019	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	1	3	+200.0%	2	2	0.0%
\$200,000 to \$299,999	28	17	-39.3%	33	27	-18.2%
\$300,000 to \$399,999	124	92	-25.8%	67	63	-6.0%
\$400,000 to \$499,999	87	88	+1.1%	12	13	+8.3%
\$500,000 to \$699,999	111	88	-20.7%	7	6	-14.3%
\$700,000 to \$999,999	62	47	-24.2%	0	0	--
\$1,000,000 to \$1,999,999	36	39	+8.3%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	459	384	-16.3%	121	111	-8.3%

Year to Date

By Price Range	Single Family			Condo		
	10-2018	10-2019	Change	10-2018	10-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	5	-37.5%	8	5	-37.5%
\$200,000 to \$299,999	183	119	-35.0%	154	133	-13.6%
\$300,000 to \$399,999	758	768	+1.3%	136	147	+8.1%
\$400,000 to \$499,999	411	429	+4.4%	31	44	+41.9%
\$500,000 to \$699,999	315	321	+1.9%	0	4	--
\$700,000 to \$999,999	102	119	+16.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	16	33	+106.3%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,794	1,796	+0.1%	330	333	+0.9%

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.