



Monthly Indicators

April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 31.1 percent for single family homes and 8.8 percent for townhouse-condo properties. Pending Sales landed at 120 for single family homes and 19 for townhouse-condo properties.

The Median Sales Price was down 0.4 percent to \$396,563 for single family homes but increased 8.8 percent to \$317,500 for townhouse-condo properties. Days on Market increased 7.2 percent for single family homes and 56.1 percent for townhouse-condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

Activity Snapshot

- 12.1%	+ 1.4%	+ 25.6%
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	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		302	208	- 31.1%	893	967	+ 8.3%
Pending / Under Contract		214	120	- 43.9%	711	696	- 2.1%
Sold Listings		194	163	- 16.0%	594	575	- 3.2%
Median Sales Price		\$398,000	\$396,563	- 0.4%	\$399,925	\$399,450	- 0.1%
Average Sales Price		\$437,384	\$462,430	+ 5.7%	\$446,495	\$458,270	+ 2.6%
Pct. of List Price Received		99.6%	99.9%	+ 0.3%	99.2%	99.4%	+ 0.2%
Days on Market		69	74	+ 7.2%	82	72	- 12.2%
Affordability Index		88	97	+ 10.2%	88	96	+ 9.1%
Active Listings		368	413	+ 12.2%	--	--	--
Months Supply		2.1	2.4	+ 14.3%	--	--	--

Townhouse-Condo Market Overview

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

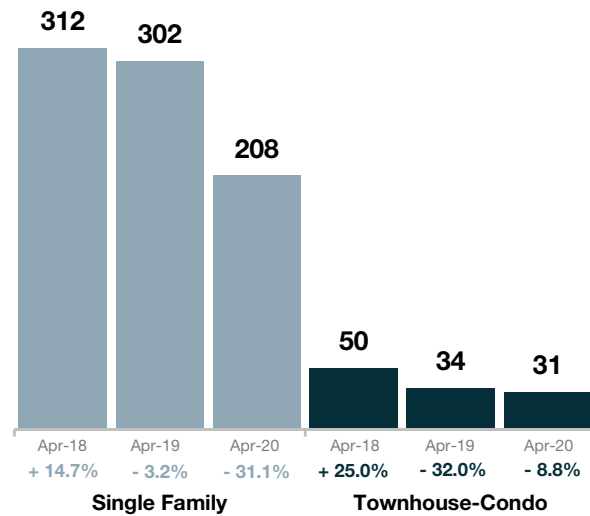


Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		34	31	- 8.8%	154	169	+ 9.7%
Pending / Under Contract		49	19	- 61.2%	144	131	- 9.0%
Sold Listings		38	41	+ 7.9%	108	126	+ 16.7%
Median Sales Price		\$291,750	\$317,500	+ 8.8%	\$300,200	\$303,277	+ 1.0%
Average Sales Price		\$299,362	\$322,357	+ 7.7%	\$309,908	\$326,673	+ 5.4%
Pct. of List Price Received		99.6%	101.6%	+ 2.0%	100.0%	100.6%	+ 0.6%
Days on Market		123	192	+ 56.1%	133	135	+ 1.5%
Affordability Index		120	121	+ 0.8%	117	127	+ 8.5%
Active Listings		83	122	+ 47.0%	--	--	--
Months Supply		2.6	3.5	+ 34.6%	--	--	--

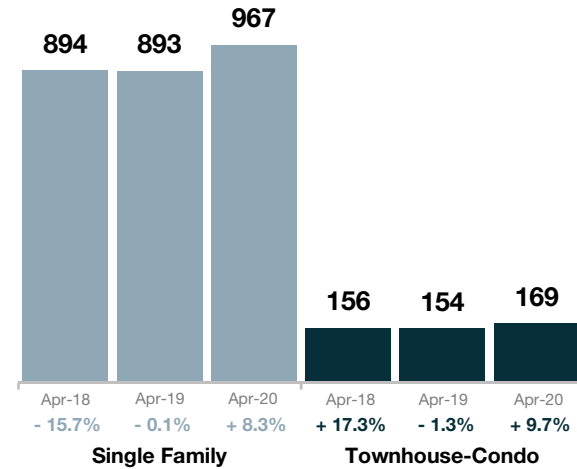
New Listings



April

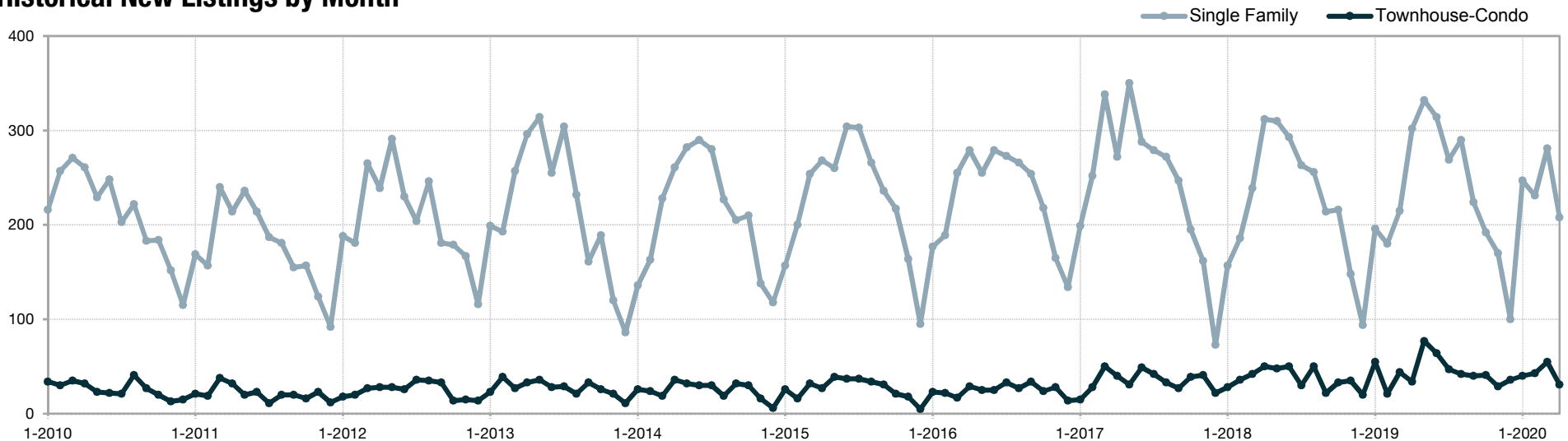


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	247	+26.0%	40	-27.3%
Feb-2020	231	+28.3%	43	+104.8%
Mar-2020	281	+30.7%	55	+25.0%
Apr-2020	208	-31.1%	31	-8.8%

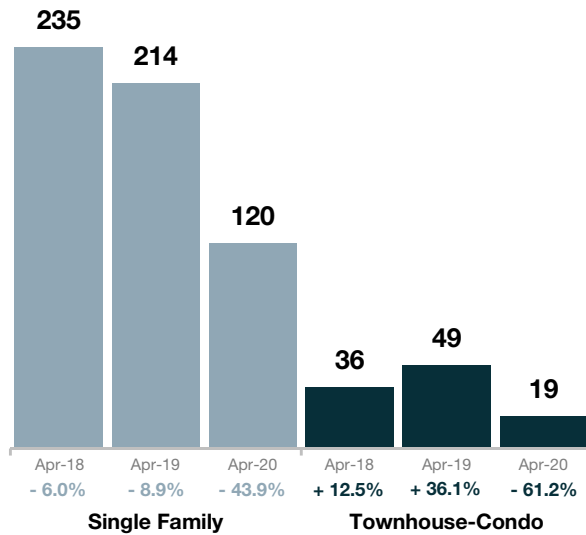
Historical New Listings by Month



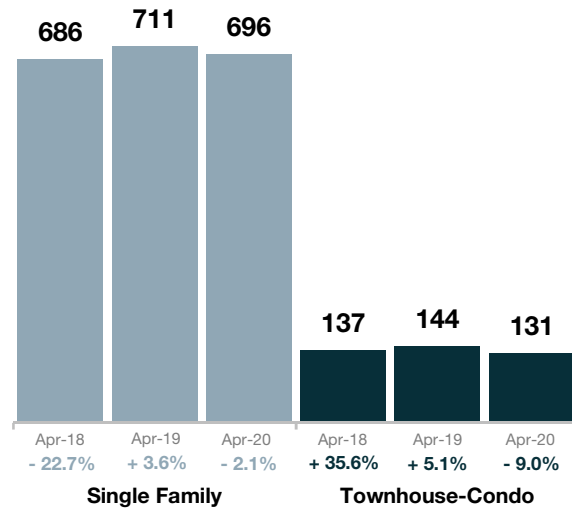
Pending / Under Contract



April

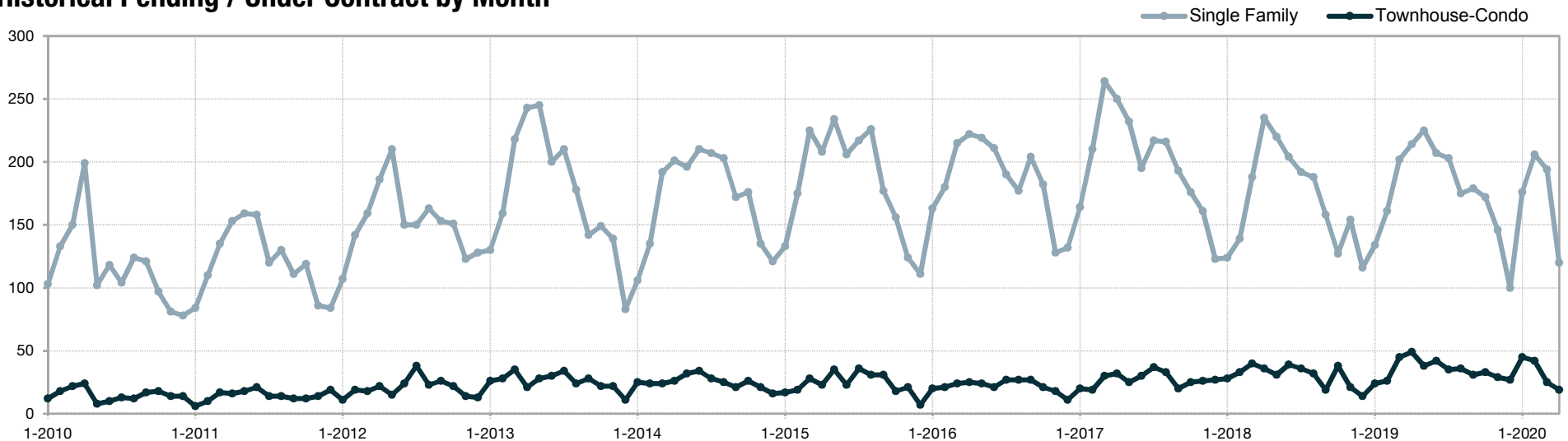


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	100	-13.8%	27	+92.9%
Jan-2020	176	+31.3%	45	+87.5%
Feb-2020	206	+28.0%	42	+61.5%
Mar-2020	194	-4.0%	25	-44.4%
Apr-2020	120	-43.9%	19	-61.2%

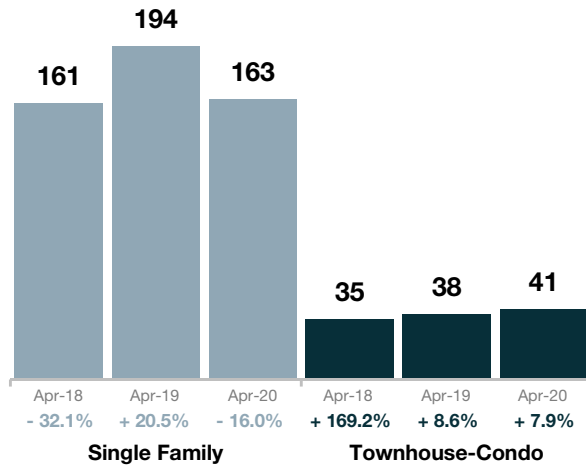
Historical Pending / Under Contract by Month



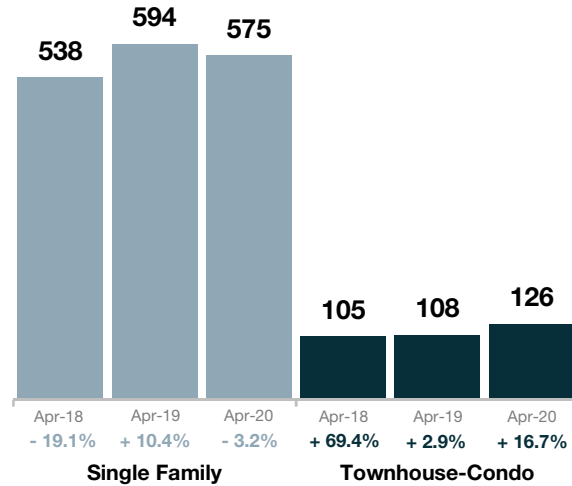
Sold Listings



April

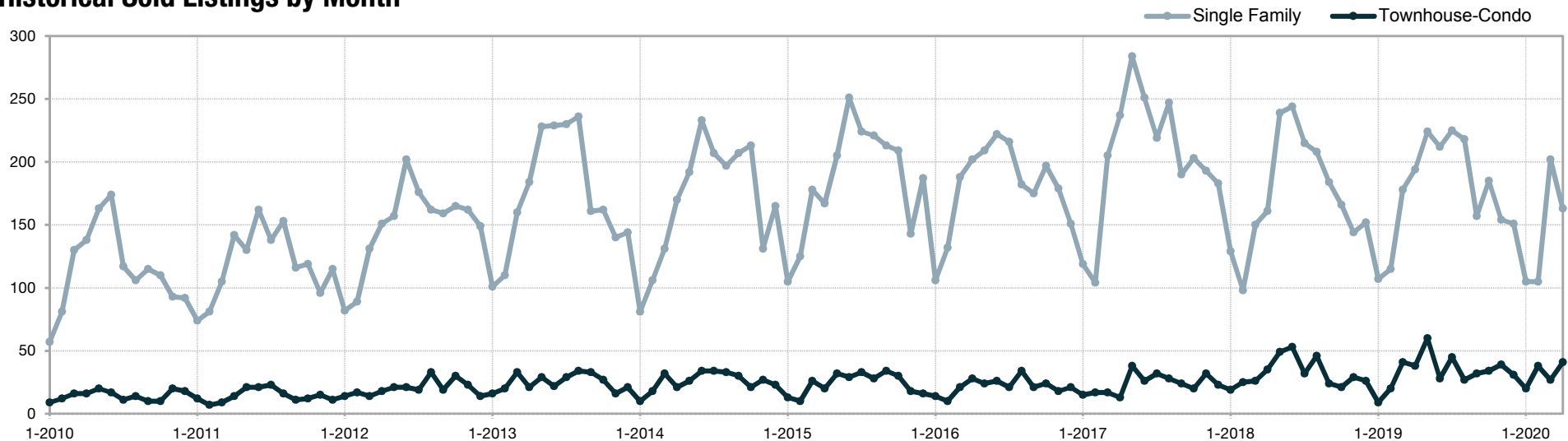


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	38	+90.0%
Mar-2020	202	+13.5%	27	-34.1%
Apr-2020	163	-16.0%	41	+7.9%

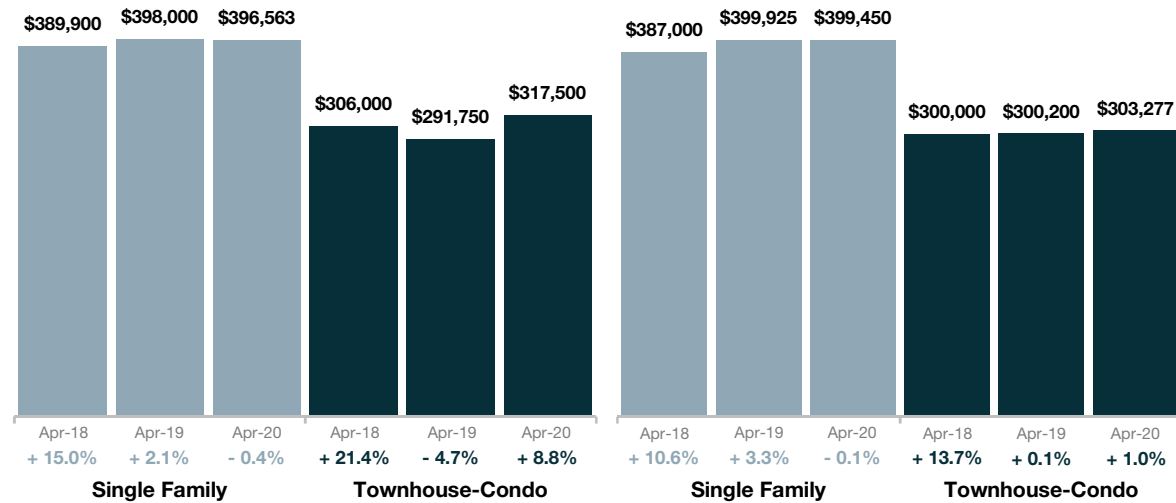
Historical Sold Listings by Month



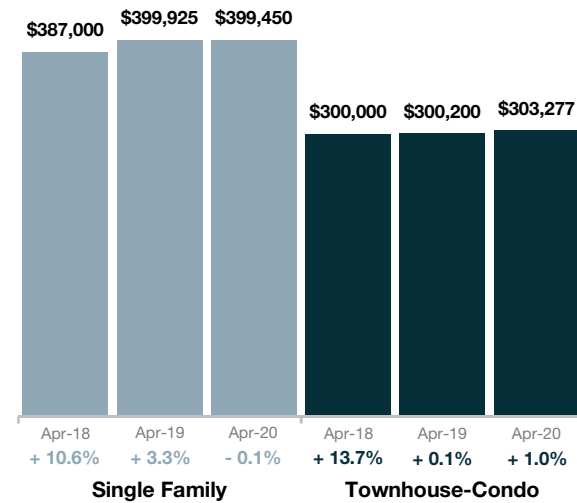
Median Sales Price



April

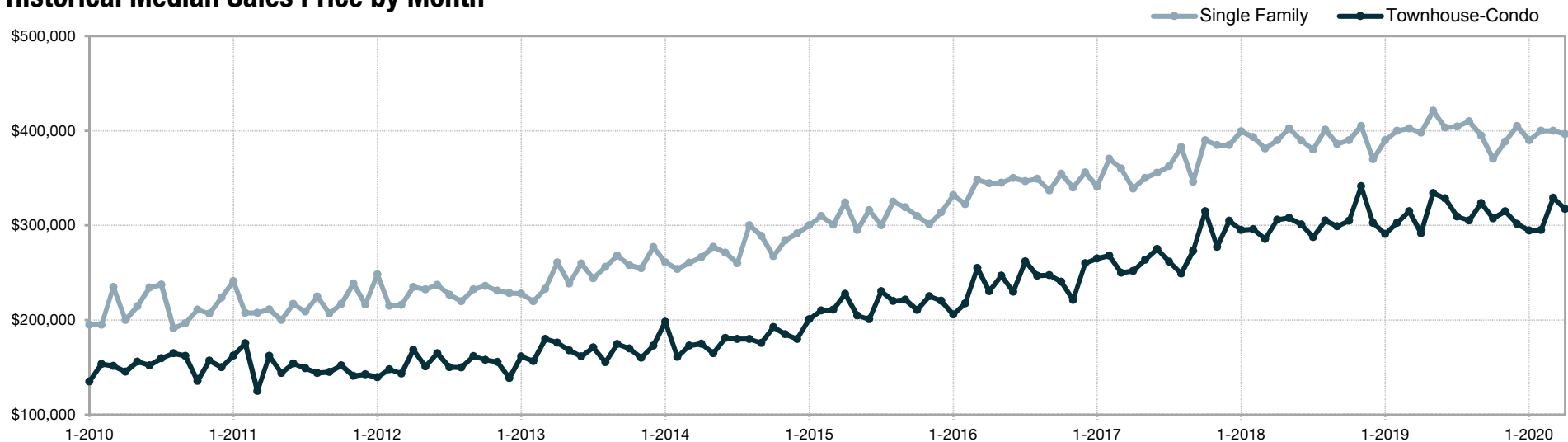


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$399,950	-0.6%	\$329,000	+4.4%
Apr-2020	\$396,563	-0.4%	\$317,500	+8.8%

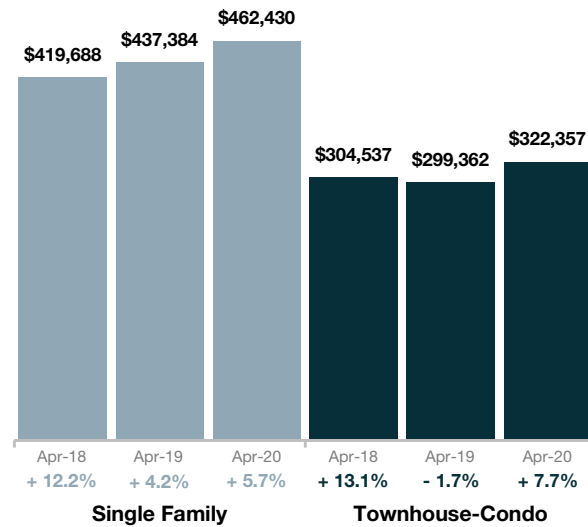
Historical Median Sales Price by Month



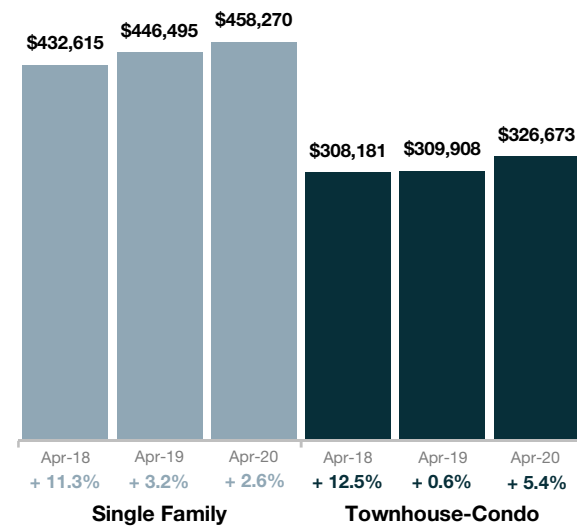
Average Sales Price



April

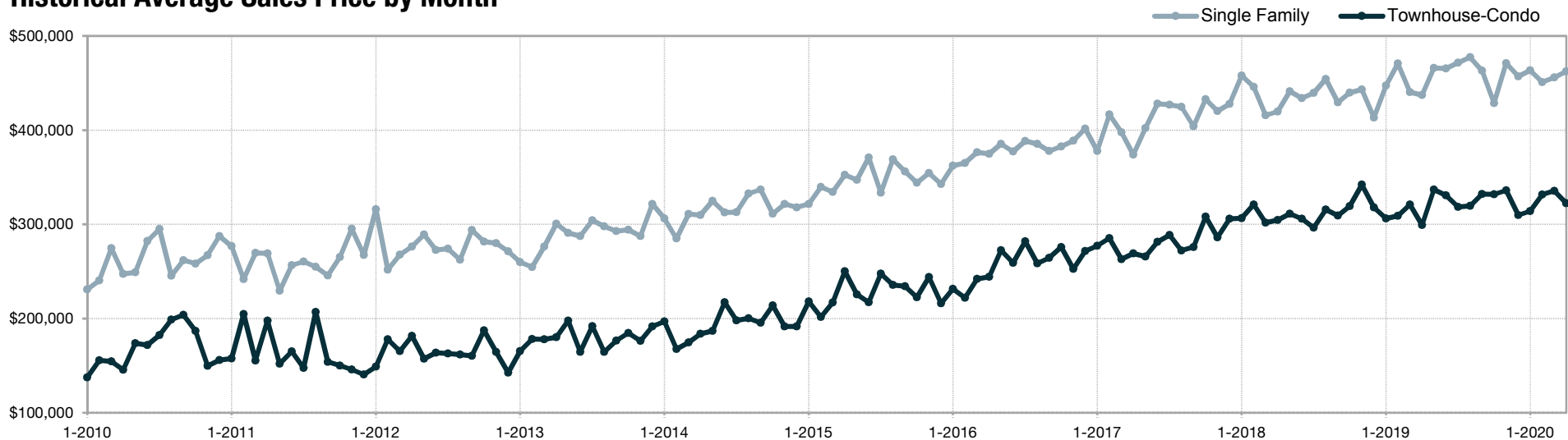


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$331,673	+7.3%
Mar-2020	\$456,032	+3.6%	\$335,462	+4.5%
Apr-2020	\$462,430	+5.7%	\$322,357	+7.7%

Historical Average Sales Price by Month

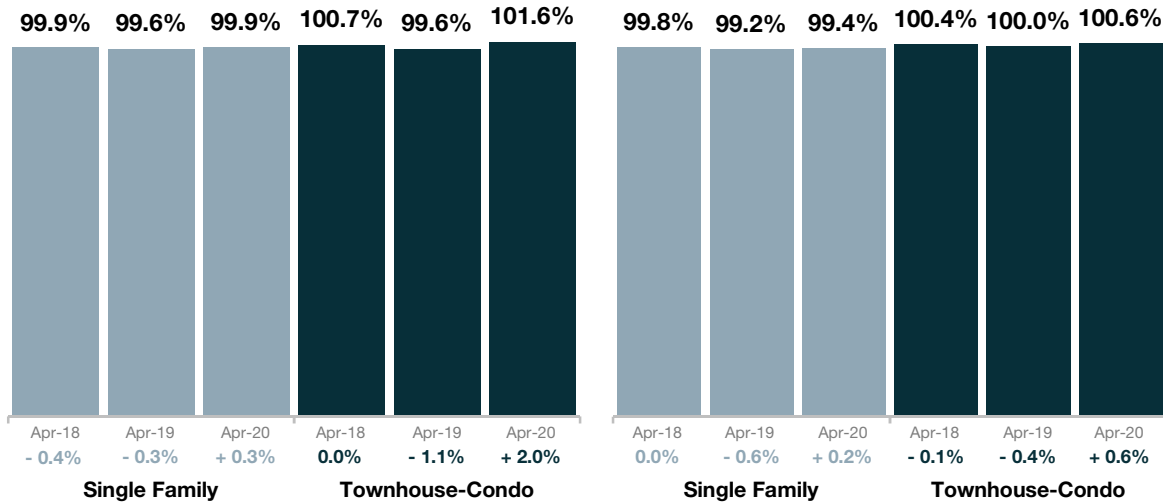


Percent of List Price Received



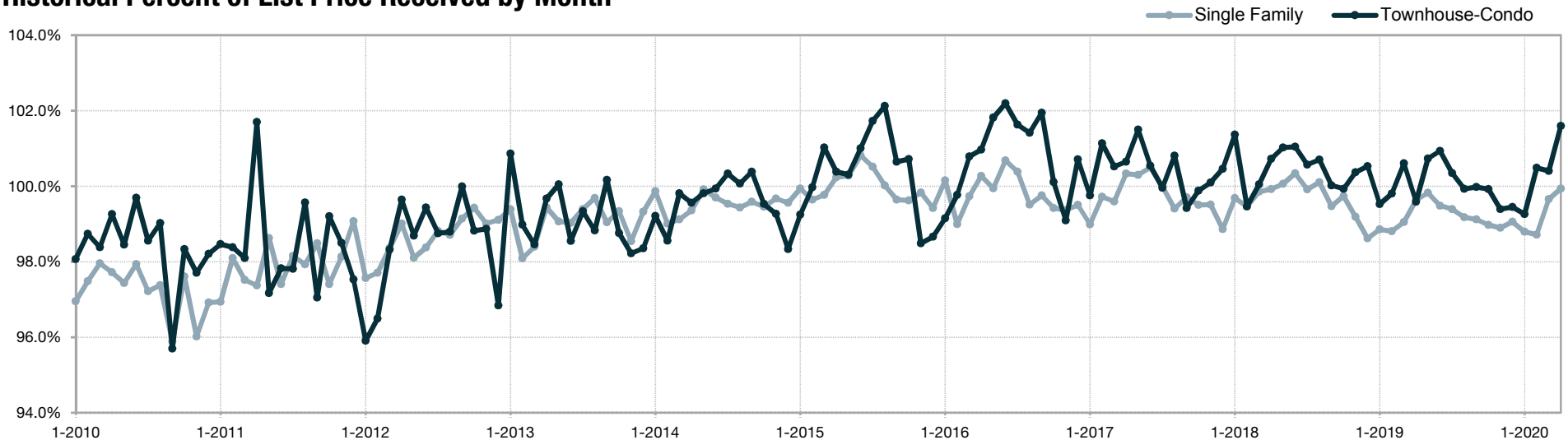
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	99.9%	+0.3%	101.6%	+2.0%

Historical Percent of List Price Received by Month

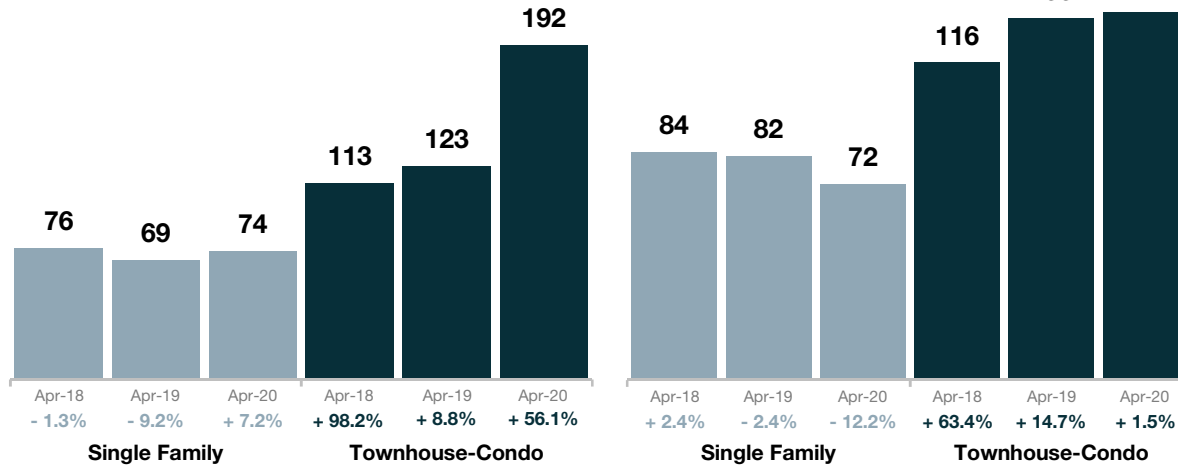


Days on Market Until Sale



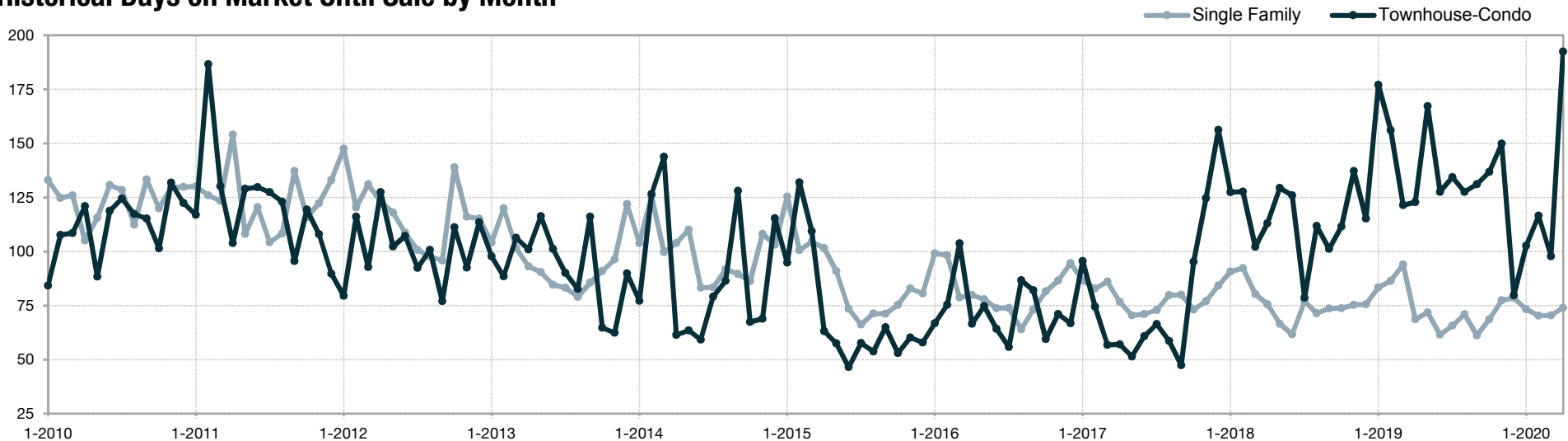
April

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	117	-25.0%
Mar-2020	71	-24.5%	98	-19.0%
Apr-2020	74	+7.2%	192	+56.1%

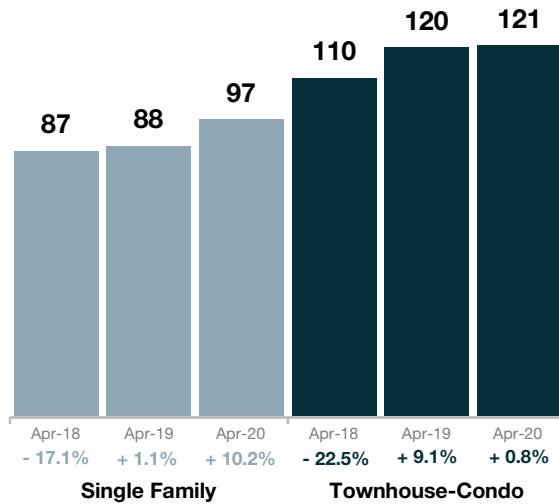
Historical Days on Market Until Sale by Month



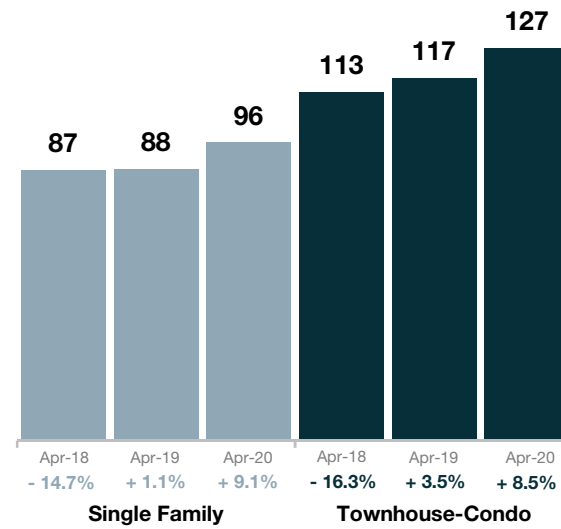
Housing Affordability Index



April

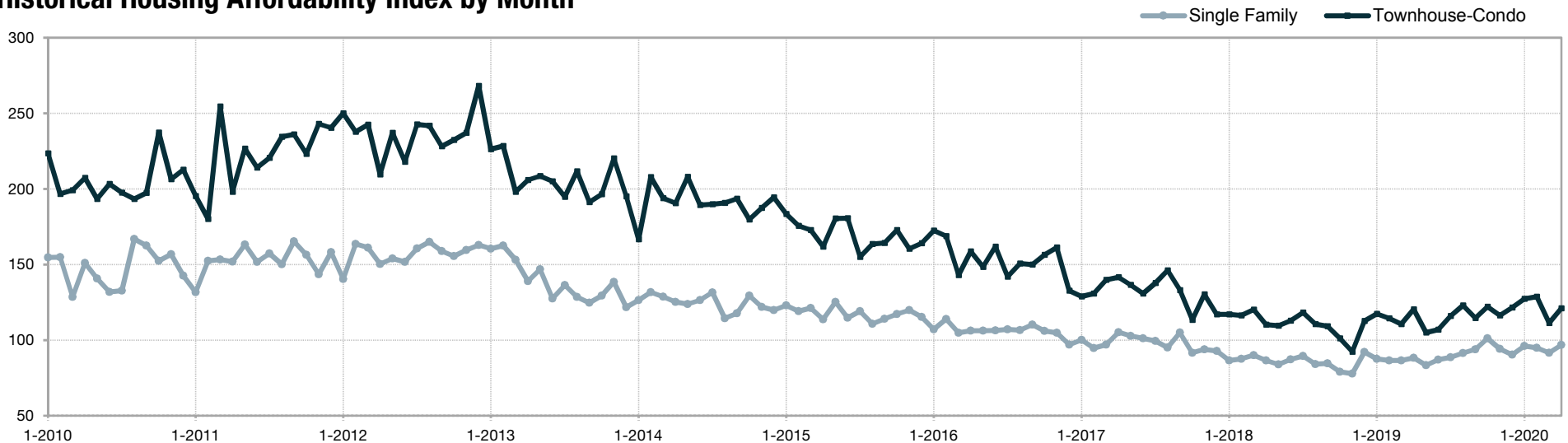


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	97	+10.2%	121	+0.8%

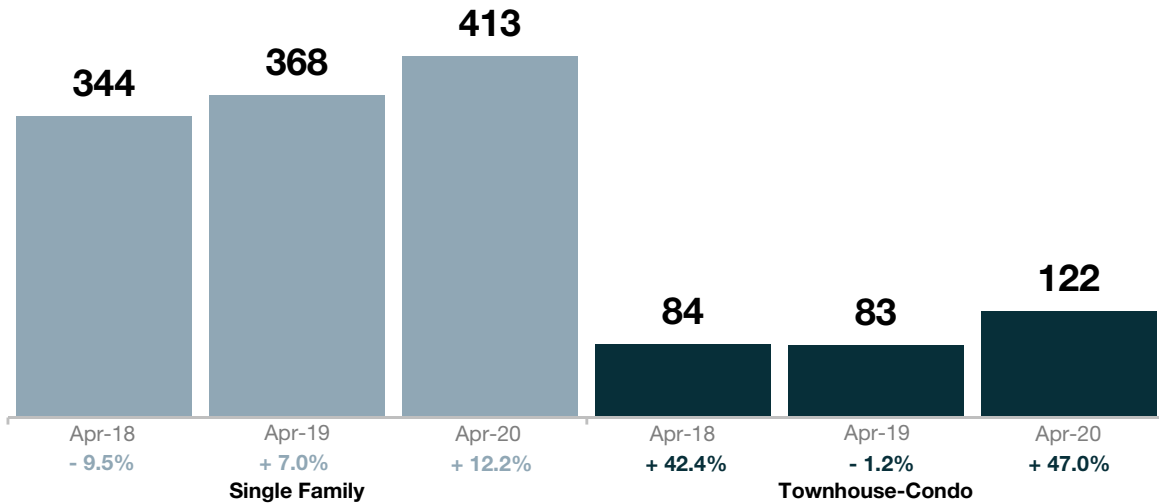
Historical Housing Affordability Index by Month



Inventory of Active Listings

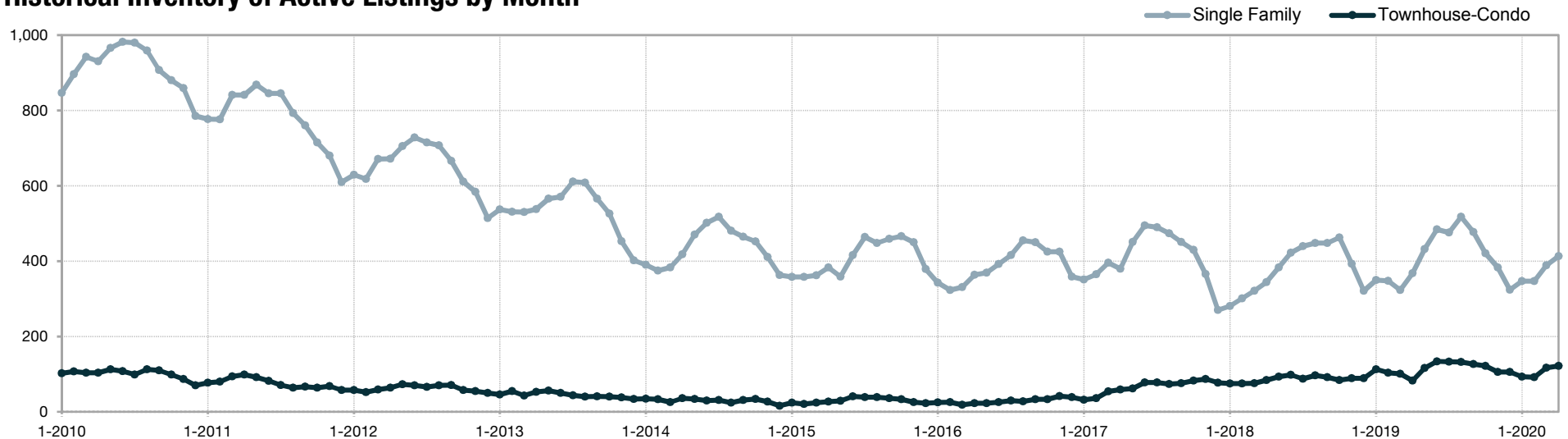


April



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	432	+12.8%	116	+24.7%
Jun-2019	484	+14.7%	134	+36.7%
Jul-2019	476	+8.2%	133	+51.1%
Aug-2019	518	+15.6%	132	+36.1%
Sep-2019	477	+6.5%	127	+38.0%
Oct-2019	421	-9.1%	122	+45.2%
Nov-2019	383	-2.5%	106	+19.1%
Dec-2019	324	+0.9%	106	+19.1%
Jan-2020	347	-0.9%	93	-17.7%
Feb-2020	347	-0.3%	92	-11.5%
Mar-2020	389	+20.4%	117	+15.8%
Apr-2020	413	+12.2%	122	+47.0%

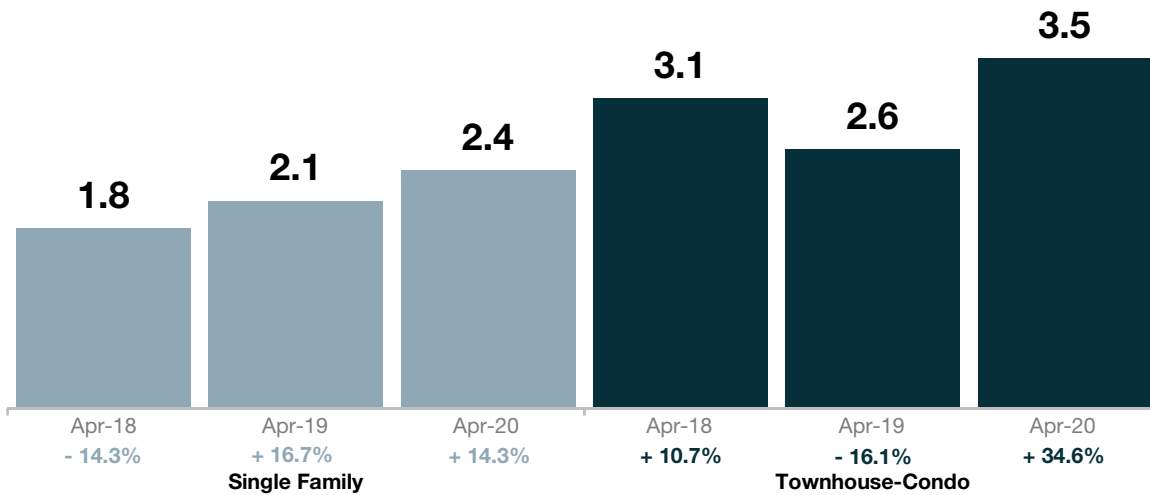
Historical Inventory of Active Listings by Month



Months Supply of Inventory

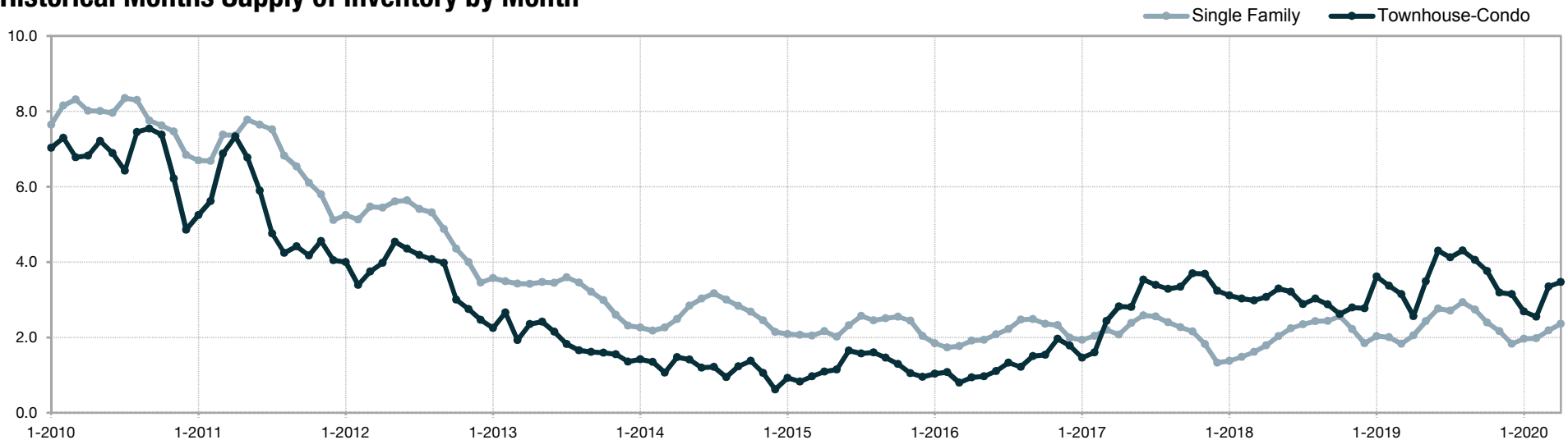


April



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	2.0	0.0%	2.7	-25.0%
Feb-2020	2.0	0.0%	2.5	-26.5%
Mar-2020	2.2	+22.2%	3.4	+9.7%
Apr-2020	2.4	+14.3%	3.5	+34.6%

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.



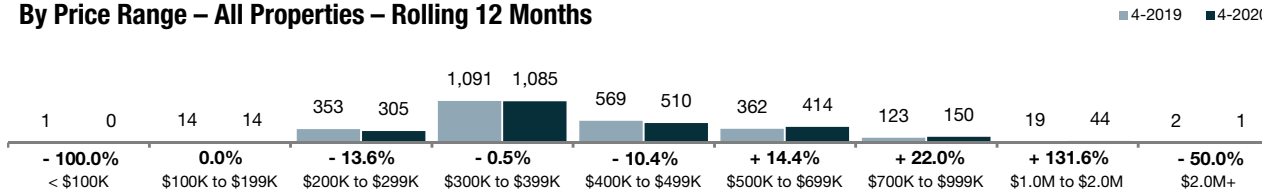
Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		336	239	- 28.9%	1,047	1,136	+ 8.5%
Pending / Under Contract		263	139	- 47.1%	855	827	- 3.3%
Sold Listings		232	204	- 12.1%	702	701	- 0.1%
Median Sales Price		\$381,000	\$386,250	+ 1.4%	\$382,000	\$385,000	+ 0.8%
Average Sales Price		\$414,776	\$434,139	+ 4.7%	\$425,482	\$434,583	+ 2.1%
Pct. of List Price Received		99.6%	100.3%	+ 0.7%	99.3%	99.6%	+ 0.3%
Days on Market		78	98	+ 25.6%	90	83	- 7.8%
Affordability Index		92	99	+ 7.6%	92	100	+ 8.7%
Active Listings		451	535	+ 18.6%	--	--	--
Months Supply		2.1	2.5	+ 19.0%	--	--	--

Sold Listings

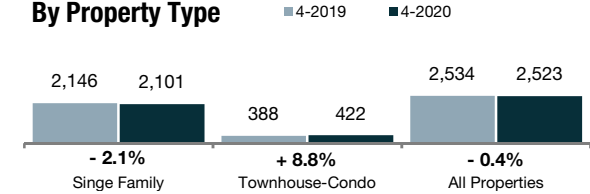
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	8	10	+25.0%	6	4	-33.3%
\$200,000 to \$299,999	171	137	-19.9%	182	168	-7.7%
\$300,000 to \$399,999	935	899	-3.9%	156	186	+19.2%
\$400,000 to \$499,999	526	457	-13.1%	43	53	+23.3%
\$500,000 to \$699,999	361	403	+11.6%	1	11	+1000.0%
\$700,000 to \$999,999	123	150	+22.0%	0	0	--
\$1,000,000 to \$1,999,999	19	44	+131.6%	0	0	--
\$2,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	2,146	2,101	-2.1%	388	422	+8.8%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	1	0.0%	0	0	--
\$200,000 to \$299,999	12	7	-41.7%	11	14	+27.3%
\$300,000 to \$399,999	88	75	-14.8%	11	25	+127.3%
\$400,000 to \$499,999	53	34	-35.8%	5	2	-60.0%
\$500,000 to \$699,999	33	30	-9.1%	0	0	--
\$700,000 to \$999,999	10	13	+30.0%	0	0	--
\$1,000,000 to \$1,999,999	5	2	-60.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	202	163	-19.3%	27	41	+51.9%

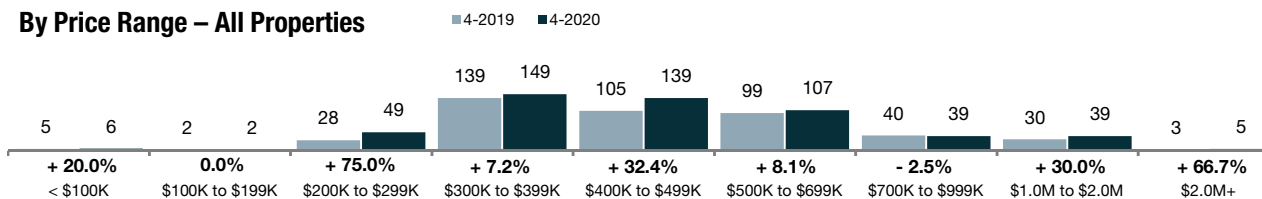
Year to Date

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	2	6	+200.0%	1	0	-100.0%
\$200,000 to \$299,999	39	30	-23.1%	51	57	+11.8%
\$300,000 to \$399,999	257	252	-1.9%	47	52	+10.6%
\$400,000 to \$499,999	169	135	-20.1%	9	12	+33.3%
\$500,000 to \$699,999	78	99	+26.9%	0	5	--
\$700,000 to \$999,999	39	41	+5.1%	0	0	--
\$1,000,000 to \$1,999,999	8	11	+37.5%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	594	575	-3.2%	108	126	+16.7%

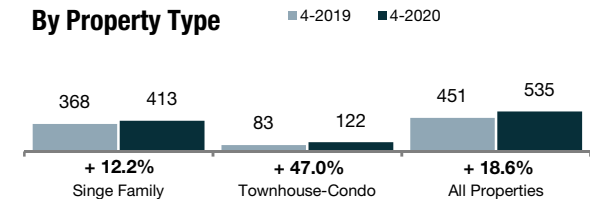
Inventory of Active Listings

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		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	5	6	+20.0%	0	0	--
\$100,000 to \$199,999	0	0	--	2	2	0.0%
\$200,000 to \$299,999	14	14	0.0%	14	35	+150.0%
\$300,000 to \$399,999	87	95	+9.2%	52	54	+3.8%
\$400,000 to \$499,999	96	118	+22.9%	9	21	+133.3%
\$500,000 to \$699,999	93	97	+4.3%	6	10	+66.7%
\$700,000 to \$999,999	40	39	-2.5%	0	0	--
\$1,000,000 to \$1,999,999	30	39	+30.0%	0	0	--
\$2,000,000 and Above	3	5	+66.7%	0	0	--
All Price Ranges	368	413	+12.2%	83	122	+47.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	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	10	14	+40.0%	25	35	+40.0%
\$300,000 to \$399,999	102	95	-6.9%	60	54	-10.0%
\$400,000 to \$499,999	120	118	-1.7%	21	21	0.0%
\$500,000 to \$699,999	70	97	+38.6%	9	10	+11.1%
\$700,000 to \$999,999	35	39	+11.4%	0	0	--
\$1,000,000 to \$1,999,999	41	39	-4.9%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	389	413	+6.2%	117	122	+4.3%

Year to Date

Property Type	4-2019	4-2020	% Change
Single Family	368	413	+12.2%
Townhouse-Condo	83	122	+47.0%
All Properties	451	535	+18.6%

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.