

Monthly Indicators

July 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.4 percent for single family homes and 4.3 percent for townhouse-condo properties. Pending Sales landed at 290 for single family homes and 41 for townhouse-condo properties.

The Median Sales Price was up 0.4 percent to \$406,000 for single family homes and 7.5 percent to \$332,500 for townhouse-condo properties. Days on Market remained flat for single family homes but decreased 12.7 percent for townhouse-condo properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Activity Snapshot

+ 35.9%	+ 2.0%	- 3.9%
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	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		269	305	+ 13.4%	1,808	1,908	+ 5.5%
Pending / Under Contract		202	290	+ 43.6%	1,345	1,570	+ 16.7%
Sold Listings		225	313	+ 39.1%	1,255	1,309	+ 4.3%
Median Sales Price		\$404,495	\$406,000	+ 0.4%	\$402,000	\$400,000	- 0.5%
Average Sales Price		\$471,632	\$462,978	- 1.8%	\$457,661	\$458,591	+ 0.2%
Pct. of List Price Received		99.4%	99.8%	+ 0.4%	99.4%	99.6%	+ 0.2%
Days on Market		66	66	0.0%	74	71	- 4.1%
Affordability Index		89	97	+ 9.0%	89	99	+ 11.2%
Active Listings		477	335	- 29.8%	--	--	--
Months Supply		2.7	1.8	- 33.3%	--	--	--

Townhouse-Condo Market Overview

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

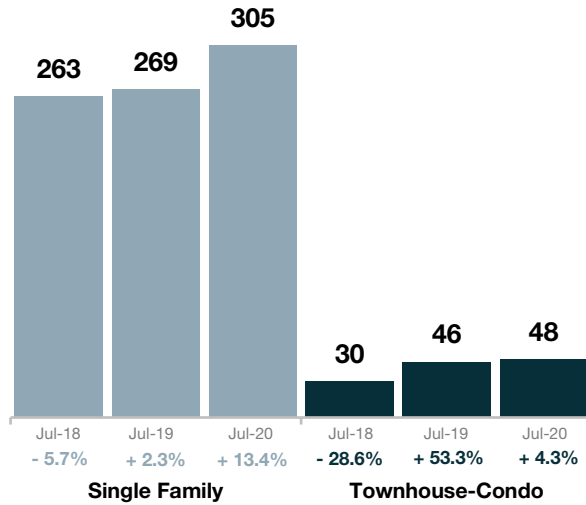


Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		46	48	+ 4.3%	341	301	- 11.7%
Pending / Under Contract		35	41	+ 17.1%	259	275	+ 6.2%
Sold Listings		45	54	+ 20.0%	241	249	+ 3.3%
Median Sales Price		\$309,243	\$332,500	+ 7.5%	\$310,000	\$310,000	0.0%
Average Sales Price		\$318,549	\$344,365	+ 8.1%	\$320,645	\$333,461	+ 4.0%
Pct. of List Price Received		100.3%	100.1%	- 0.2%	100.4%	100.5%	+ 0.1%
Days on Market		134	117	- 12.7%	141	141	0.0%
Affordability Index		116	119	+ 2.6%	116	127	+ 9.5%
Active Listings		132	87	- 34.1%	--	--	--
Months Supply		4.1	2.5	- 39.0%	--	--	--

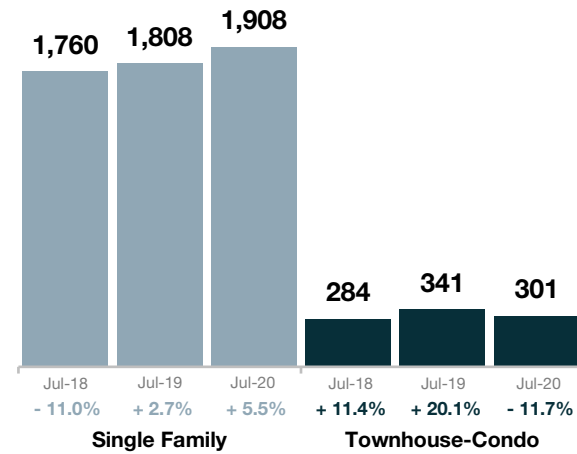
New Listings



July

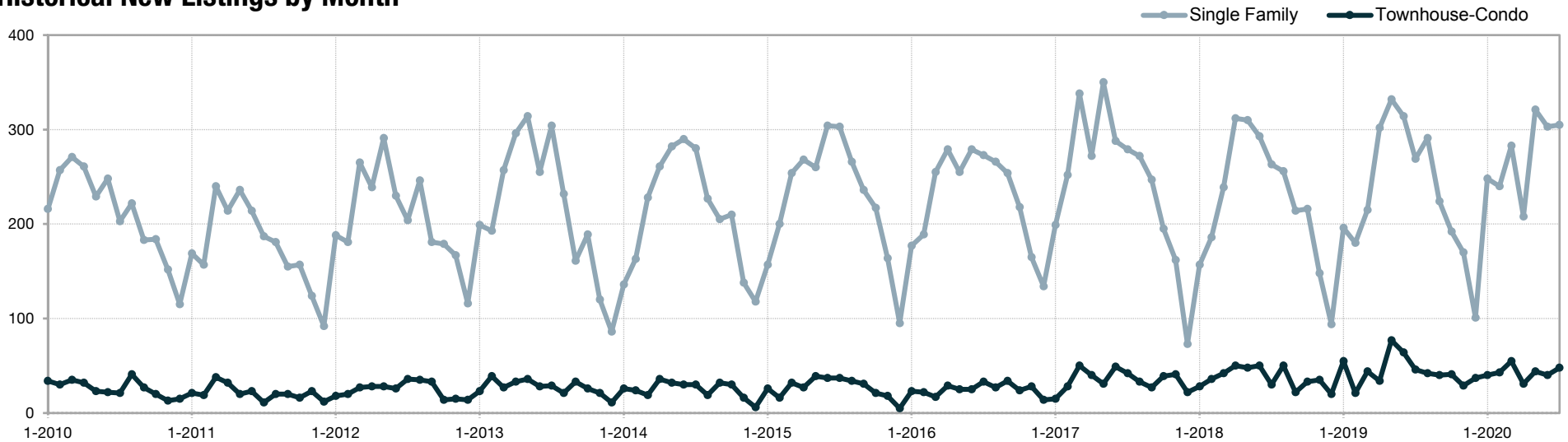


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	291	+13.7%	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	101	+7.4%	37	+85.0%
Jan-2020	248	+26.5%	40	-27.3%
Feb-2020	240	+33.3%	43	+104.8%
Mar-2020	283	+31.6%	55	+25.0%
Apr-2020	208	-31.1%	31	-8.8%
May-2020	321	-3.3%	44	-42.9%
Jun-2020	303	-3.5%	40	-37.5%
Jul-2020	305	+13.4%	48	+4.3%

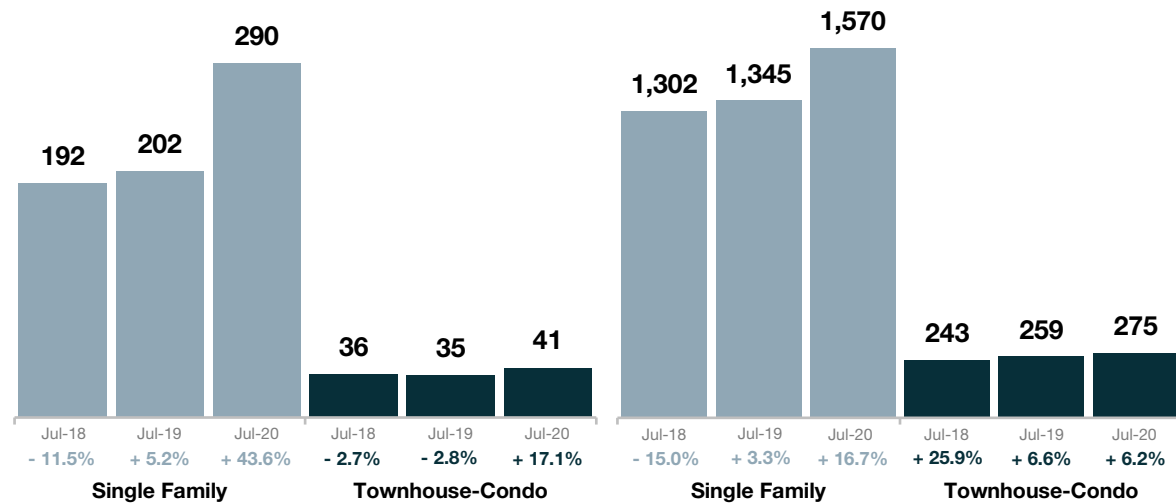
Historical New Listings by Month



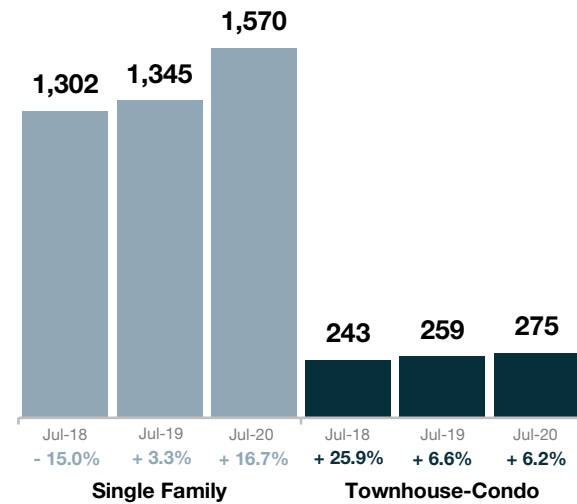
Pending / Under Contract



July

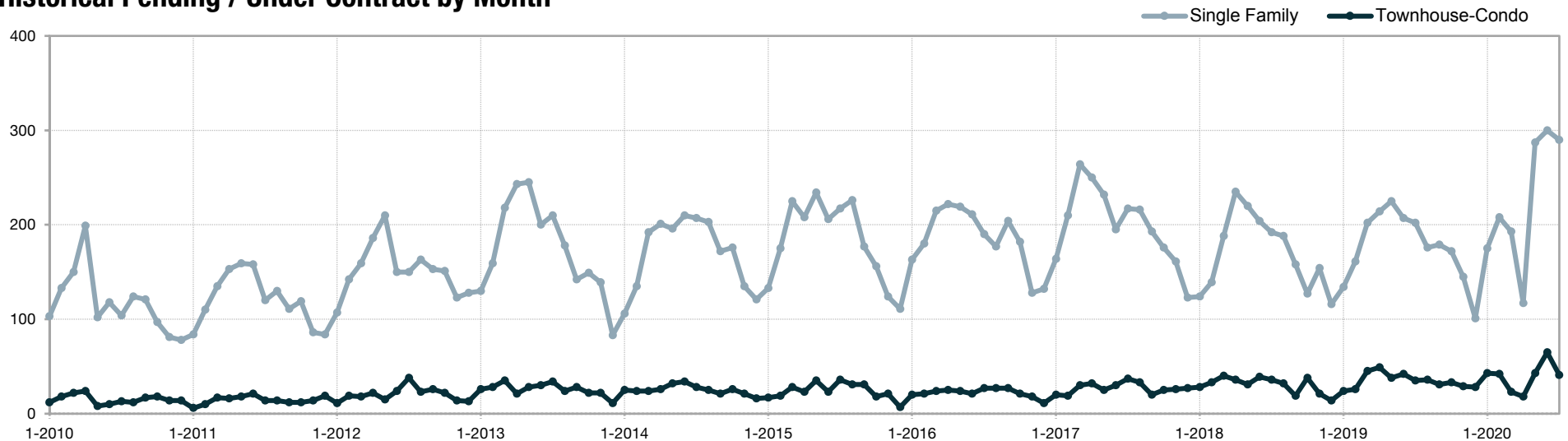


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	176	-6.4%	36	+12.5%
Sep-2019	179	+13.3%	31	+63.2%
Oct-2019	172	+35.4%	33	-13.2%
Nov-2019	145	-5.8%	29	+38.1%
Dec-2019	101	-12.9%	28	+100.0%
Jan-2020	175	+30.6%	43	+79.2%
Feb-2020	208	+29.2%	42	+61.5%
Mar-2020	193	-4.5%	23	-48.9%
Apr-2020	117	-45.3%	18	-63.3%
May-2020	287	+27.6%	43	+13.2%
Jun-2020	300	+44.9%	65	+54.8%
Jul-2020	290	+43.6%	41	+17.1%

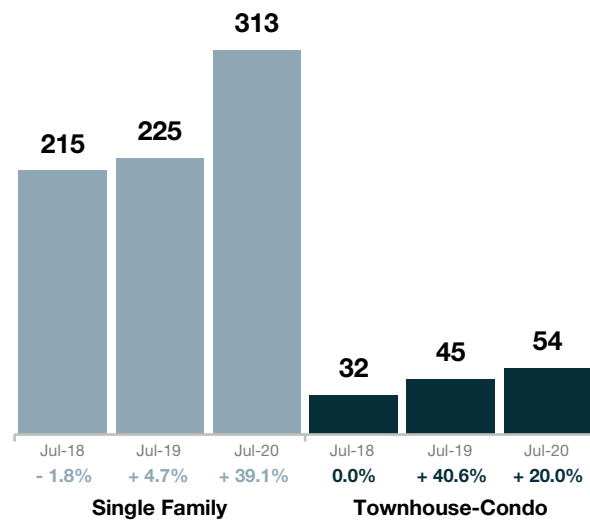
Historical Pending / Under Contract by Month



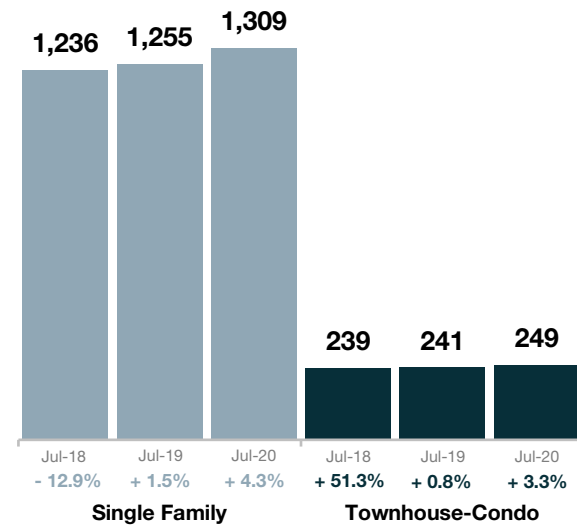
Sold Listings



July

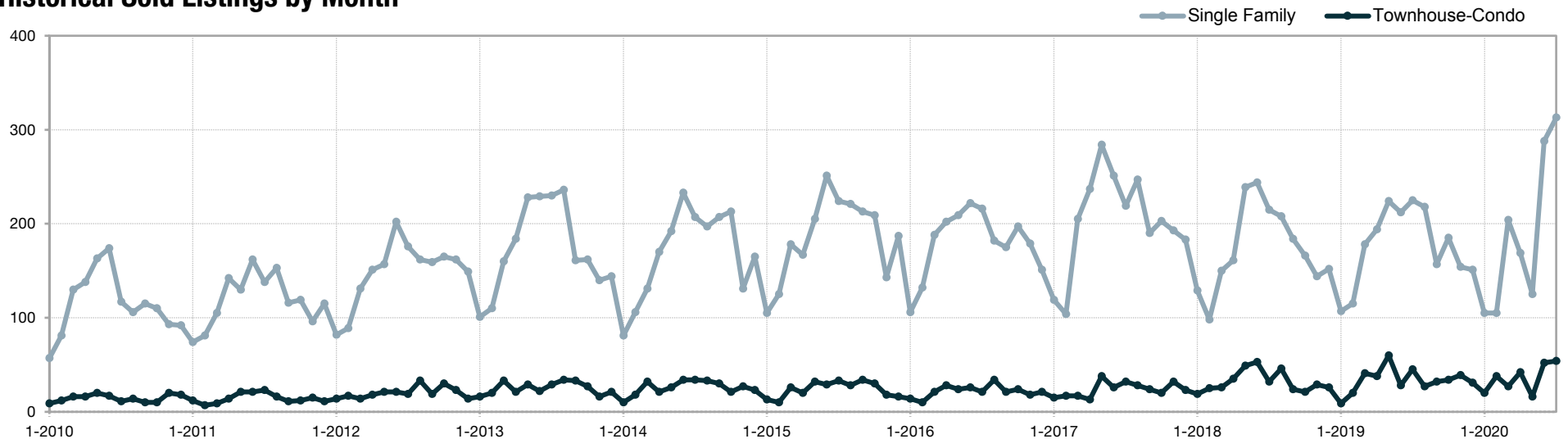


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	204	+14.6%	27	-34.1%
Apr-2020	169	-12.9%	42	+10.5%
May-2020	125	-44.2%	16	-73.3%
Jun-2020	288	+35.8%	52	+85.7%
Jul-2020	313	+39.1%	54	+20.0%

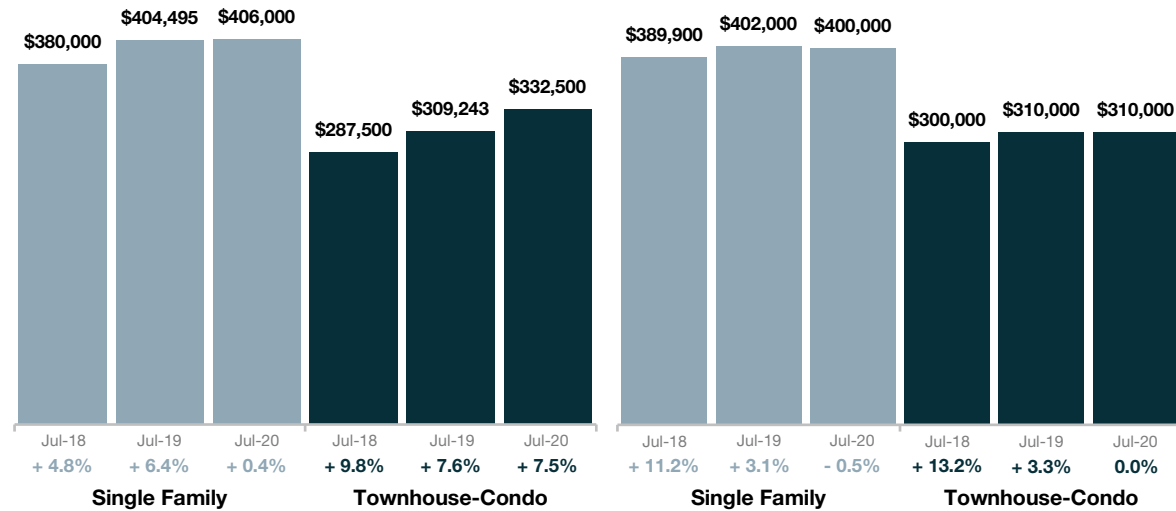
Historical Sold Listings by Month



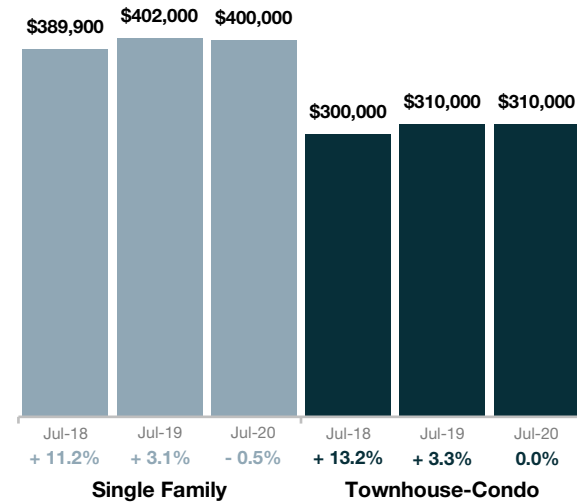
Median Sales Price



July

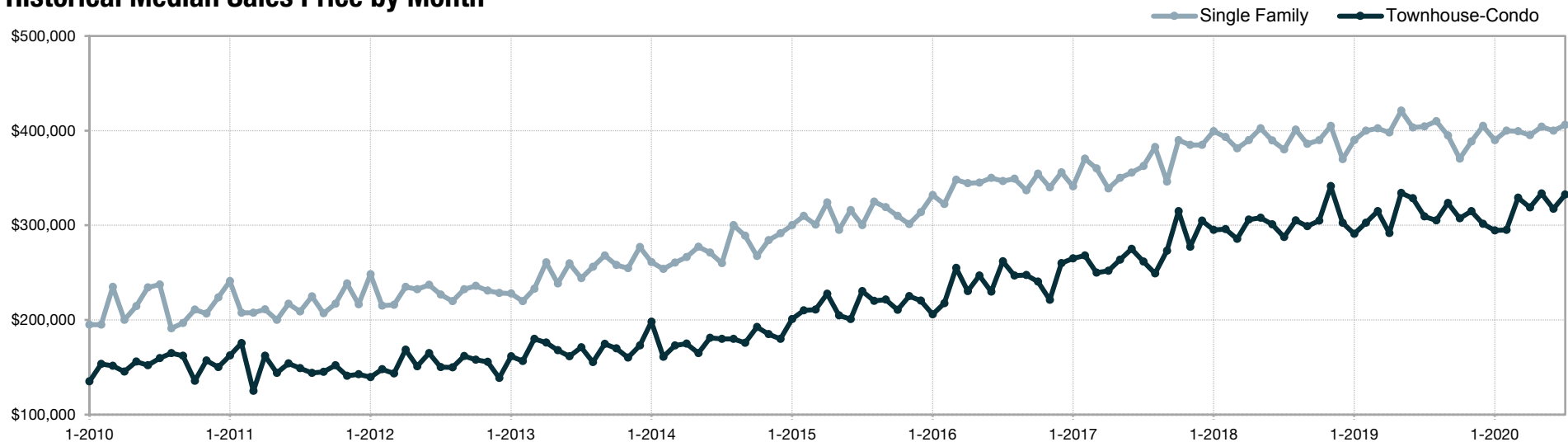


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	\$395,100	-0.7%	\$318,700	+9.2%
May-2020	\$404,000	-4.0%	\$333,525	-0.2%
Jun-2020	\$399,998	-0.8%	\$317,307	-3.4%
Jul-2020	\$406,000	+0.4%	\$332,500	+7.5%

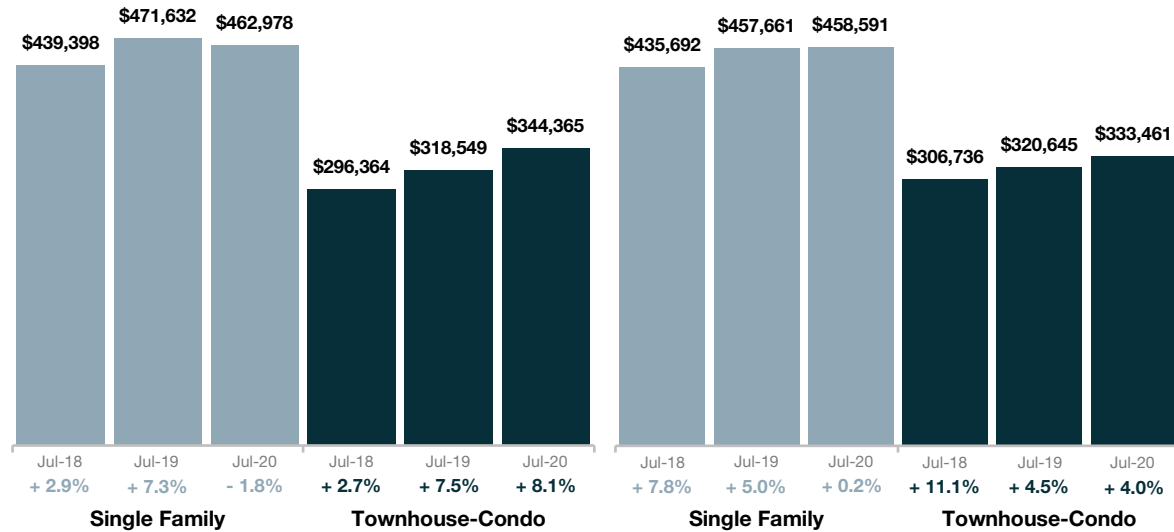
Historical Median Sales Price by Month



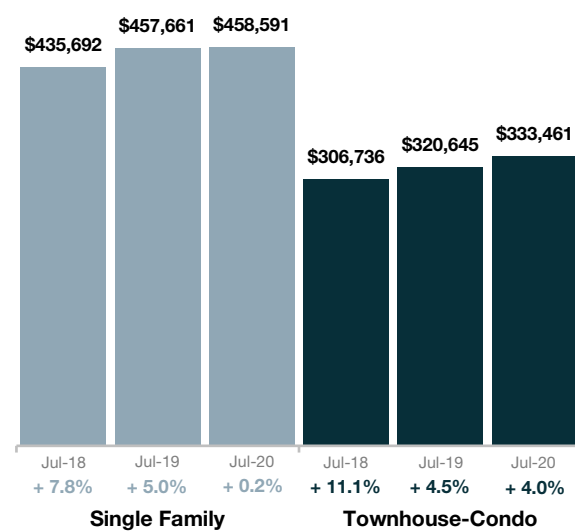
Average Sales Price



July

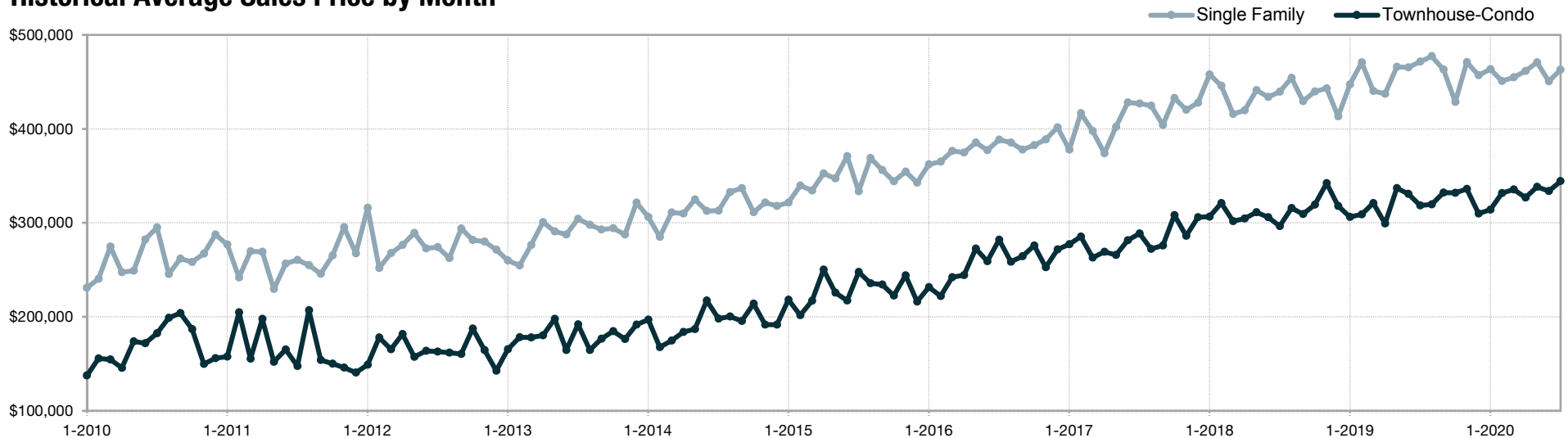


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$331,541	+7.3%
Mar-2020	\$454,713	+3.3%	\$335,462	+4.5%
Apr-2020	\$461,640	+5.5%	\$326,851	+9.2%
May-2020	\$470,685	+1.0%	\$338,322	+0.5%
Jun-2020	\$450,538	-3.2%	\$333,767	+0.9%
Jul-2020	\$462,978	-1.8%	\$344,365	+8.1%

Historical Average Sales Price by Month

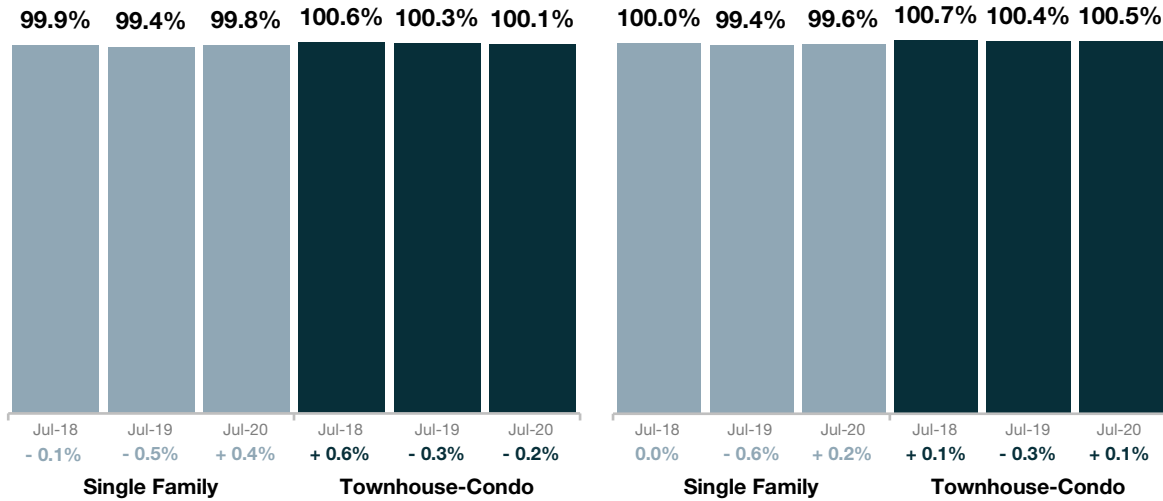


Percent of List Price Received



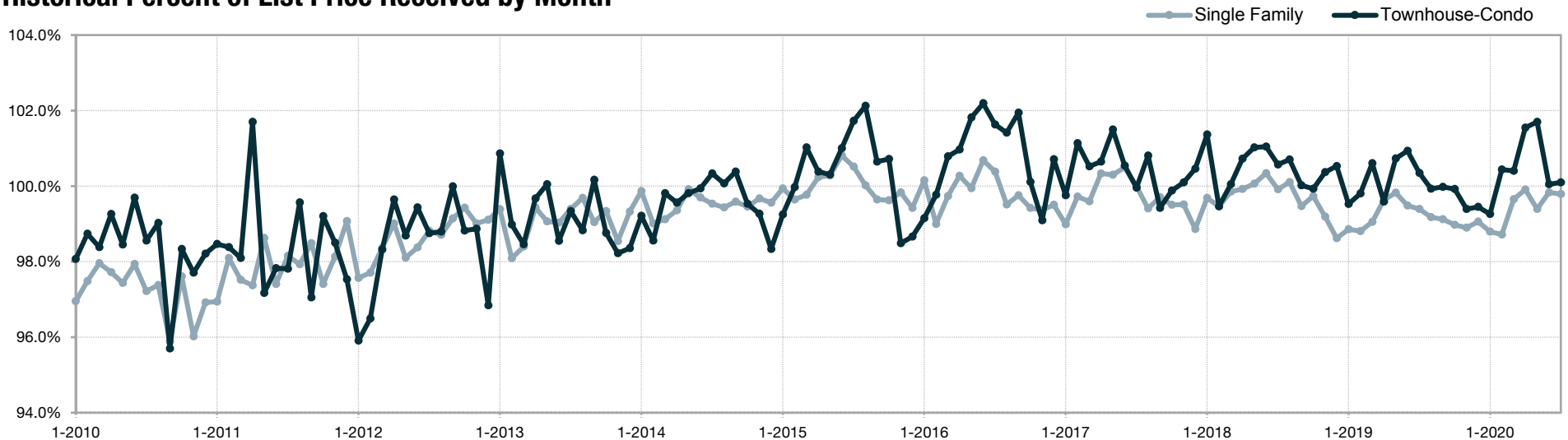
July

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	100.4%	+0.6%
Mar-2020	99.6%	+0.5%	100.4%	-0.2%
Apr-2020	99.9%	+0.3%	101.5%	+1.9%
May-2020	99.4%	-0.4%	101.7%	+1.0%
Jun-2020	99.8%	+0.3%	100.1%	-0.8%
Jul-2020	99.8%	+0.4%	100.1%	-0.2%

Historical Percent of List Price Received by Month

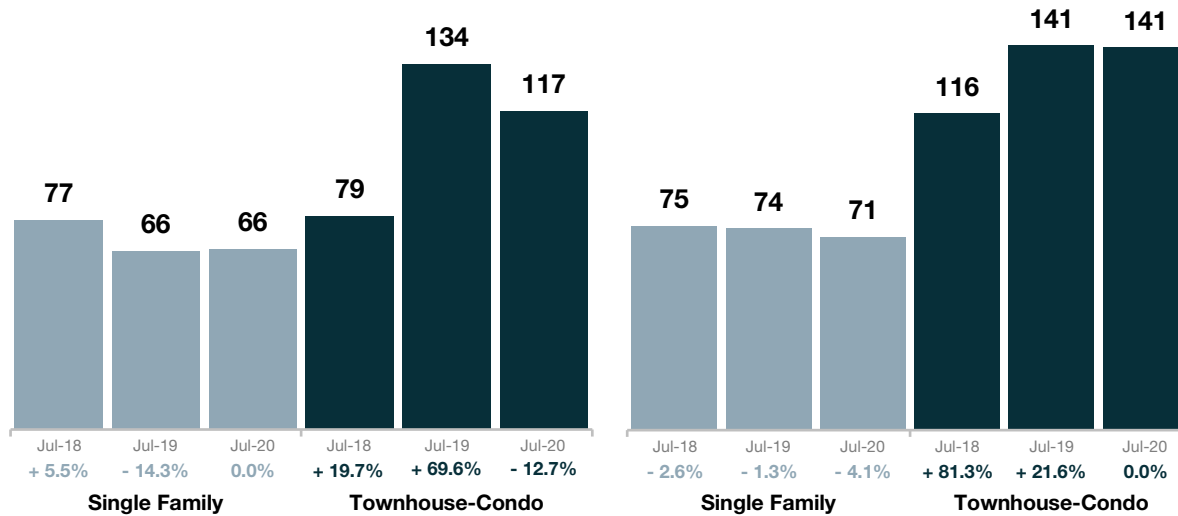


Days on Market Until Sale



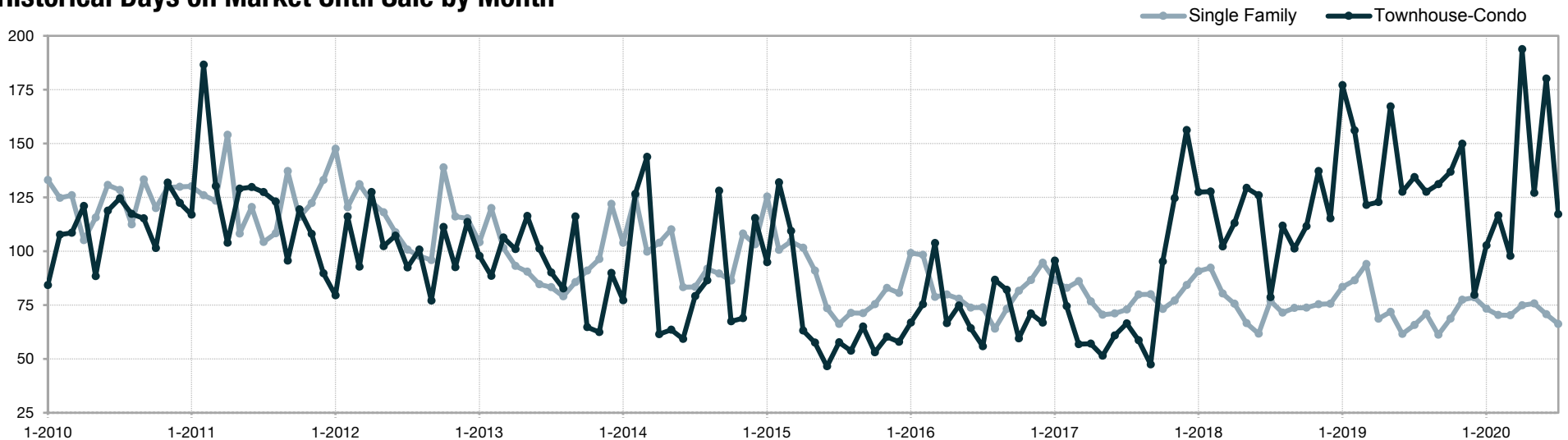
July

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	70	-25.5%	98	-19.0%
Apr-2020	75	+8.7%	194	+57.7%
May-2020	76	+5.6%	127	-24.0%
Jun-2020	71	+14.5%	180	+40.6%
Jul-2020	66	0.0%	117	-12.7%

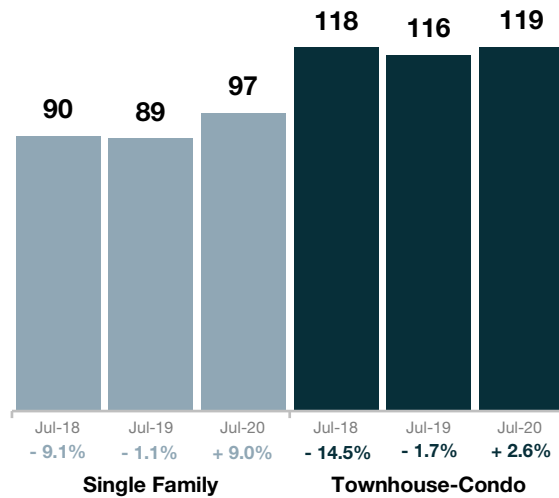
Historical Days on Market Until Sale by Month



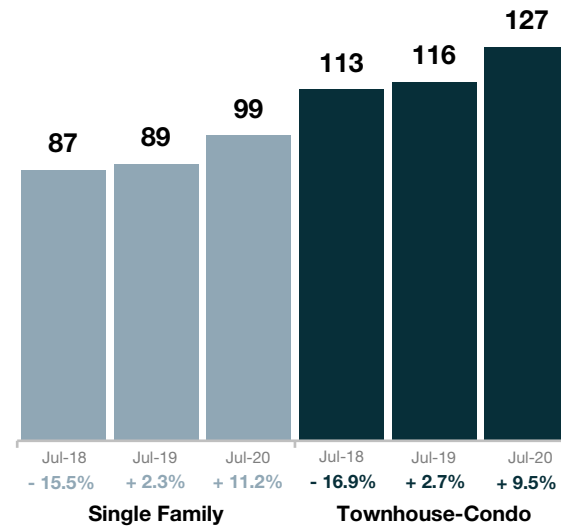
Housing Affordability Index



July

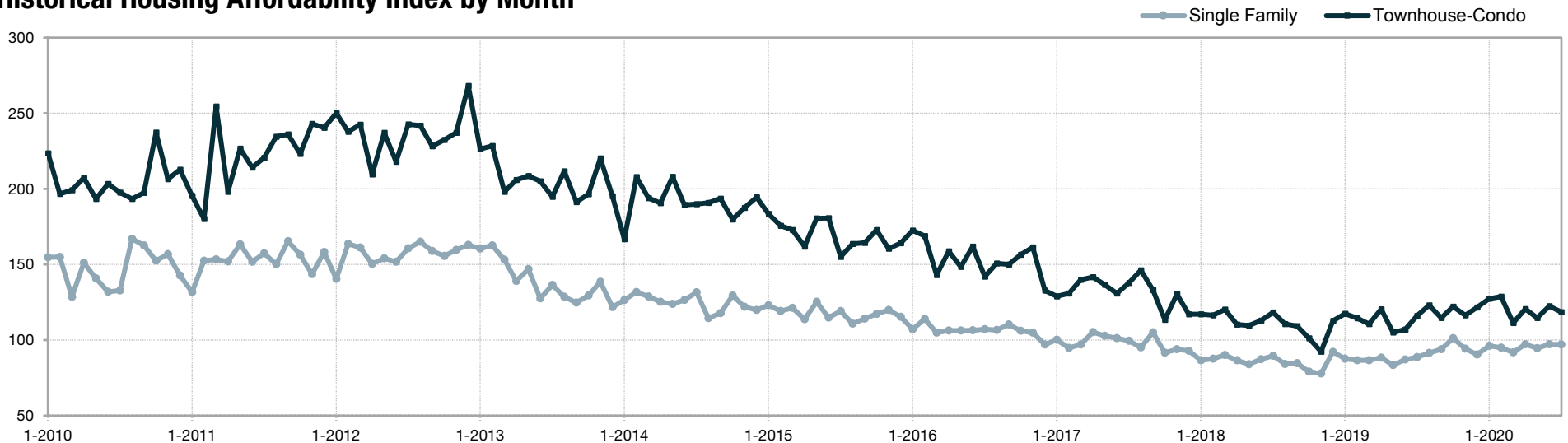


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
May-2020	95	+14.5%	115	+9.5%
Jun-2020	97	+11.5%	123	+15.0%
Jul-2020	97	+9.0%	119	+2.6%

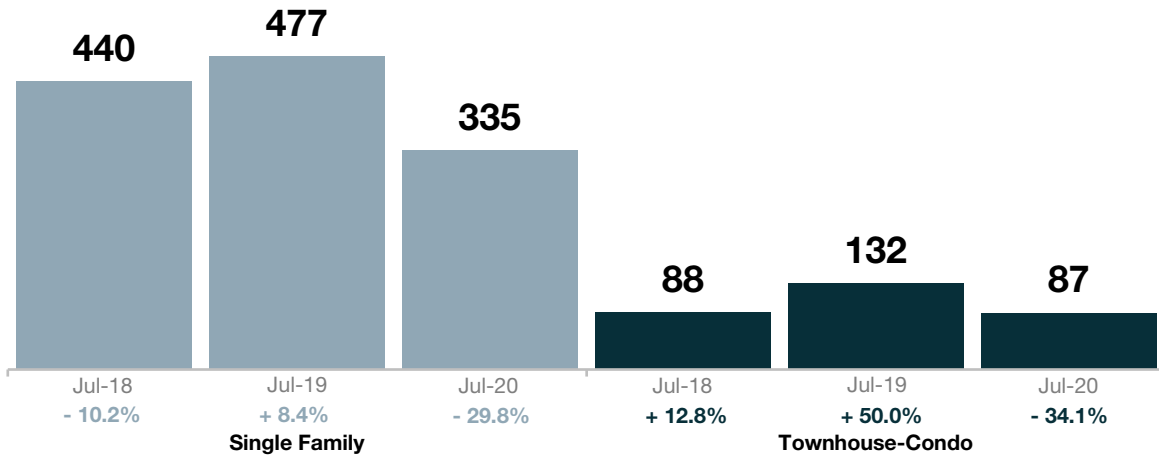
Historical Housing Affordability Index by Month



Inventory of Active Listings

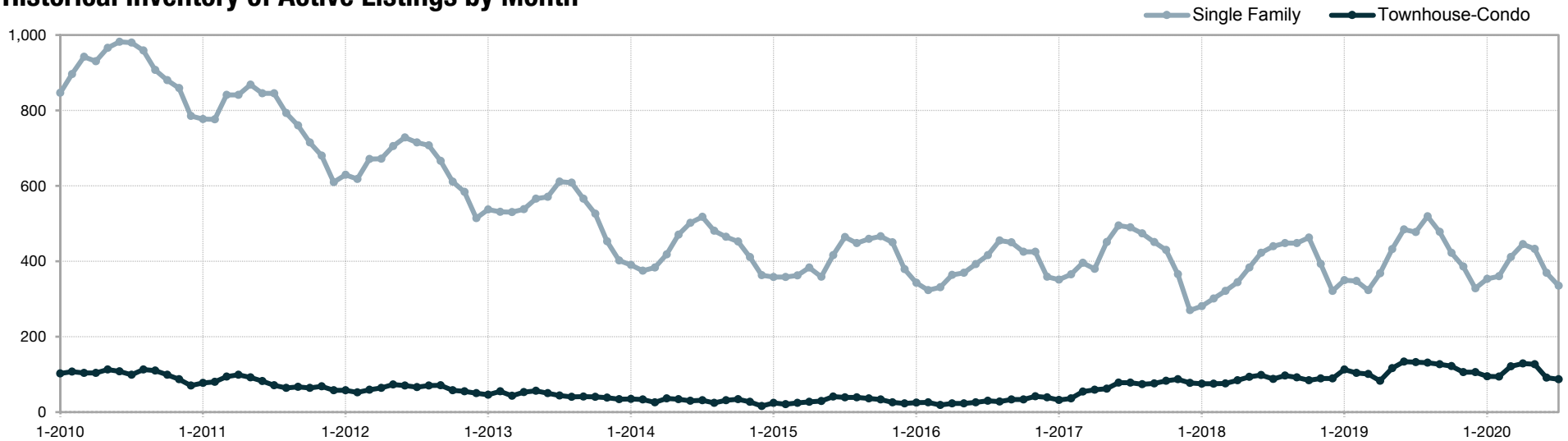


July



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	519	+15.8%	131	+35.1%
Sep-2019	478	+6.7%	127	+38.0%
Oct-2019	422	-8.9%	122	+45.2%
Nov-2019	386	-1.8%	106	+19.1%
Dec-2019	328	+2.2%	106	+19.1%
Jan-2020	353	+0.9%	95	-15.9%
Feb-2020	360	+3.4%	94	-9.6%
Mar-2020	411	+27.2%	121	+19.8%
Apr-2020	445	+20.9%	129	+55.4%
May-2020	433	+0.2%	127	+9.5%
Jun-2020	369	-23.8%	91	-32.1%
Jul-2020	335	-29.8%	87	-34.1%

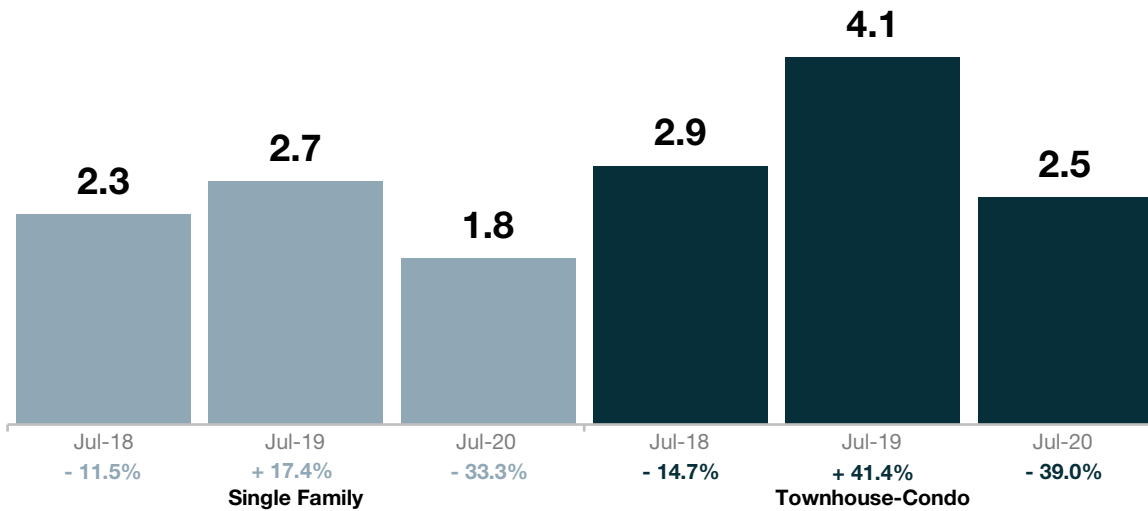
Historical Inventory of Active Listings by Month



Months Supply of Inventory

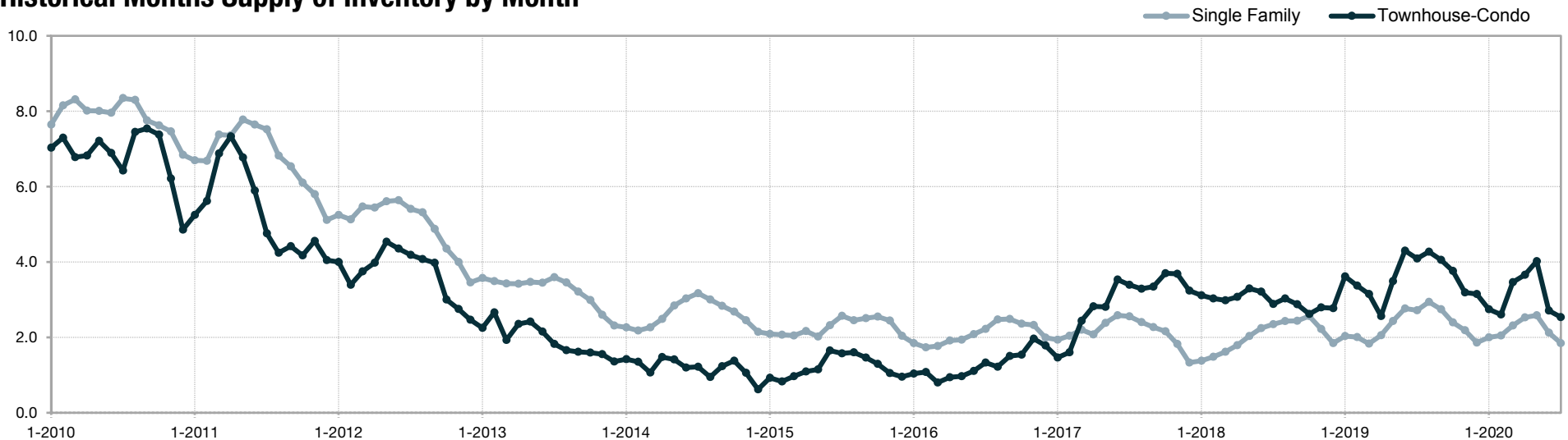


July



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	1.9	+5.6%	3.1	+10.7%
Jan-2020	2.0	0.0%	2.7	-25.0%
Feb-2020	2.0	0.0%	2.6	-23.5%
Mar-2020	2.3	+27.8%	3.5	+12.9%
Apr-2020	2.5	+19.0%	3.7	+42.3%
May-2020	2.6	+8.3%	4.0	+14.3%
Jun-2020	2.1	-25.0%	2.7	-37.2%
Jul-2020	1.8	-33.3%	2.5	-39.0%

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.



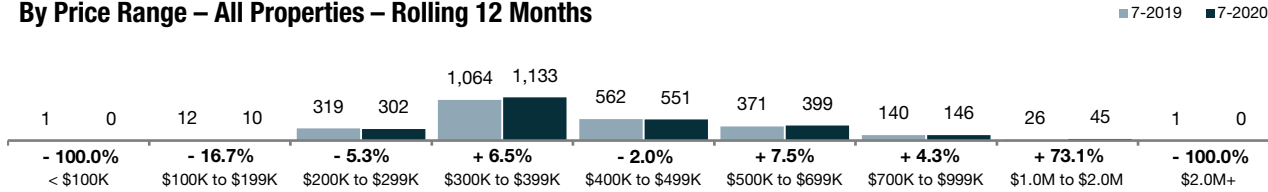
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		315	353	+ 12.1%	2,149	2,209	+ 2.8%
Pending / Under Contract		237	331	+ 39.7%	1,604	1,845	+ 15.0%
Sold Listings		270	367	+ 35.9%	1,496	1,558	+ 4.1%
Median Sales Price		\$386,500	\$394,400	+ 2.0%	\$385,400	\$390,000	+ 1.2%
Average Sales Price		\$446,118	\$445,525	- 0.1%	\$435,589	\$438,593	+ 0.7%
Pct. of List Price Received		99.6%	99.8%	+ 0.2%	99.5%	99.7%	+ 0.2%
Days on Market		77	74	- 3.9%	85	82	- 3.5%
Affordability Index		93	100	+ 7.5%	93	101	+ 8.6%
Active Listings		609	422	- 30.7%	--	--	--
Months Supply		2.9	2.0	- 31.0%	--	--	--

Sold Listings

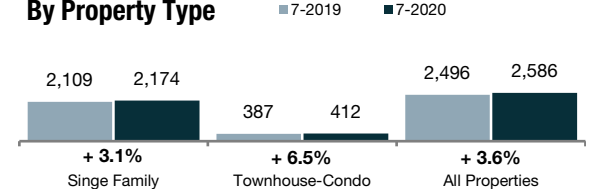
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	9	7	-22.2%	3	3	0.0%
\$200,000 to \$299,999	153	134	-12.4%	166	168	+1.2%
\$300,000 to \$399,999	899	953	+6.0%	165	180	+9.1%
\$400,000 to \$499,999	511	504	-1.4%	51	47	-7.8%
\$500,000 to \$699,999	369	385	+4.3%	2	14	+600.0%
\$700,000 to \$999,999	140	146	+4.3%	0	0	--
\$1,000,000 to \$1,999,999	26	45	+73.1%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	2,109	2,174	+3.1%	387	412	+6.5%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	0	--
\$200,000 to \$299,999	11	14	+27.3%	21	21	0.0%
\$300,000 to \$399,999	133	132	-0.8%	23	26	+13.0%
\$400,000 to \$499,999	82	90	+9.8%	7	5	-28.6%
\$500,000 to \$699,999	44	47	+6.8%	1	2	+100.0%
\$700,000 to \$999,999	11	26	+136.4%	0	0	--
\$1,000,000 to \$1,999,999	7	4	-42.9%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	288	313	+8.7%	52	54	+3.8%

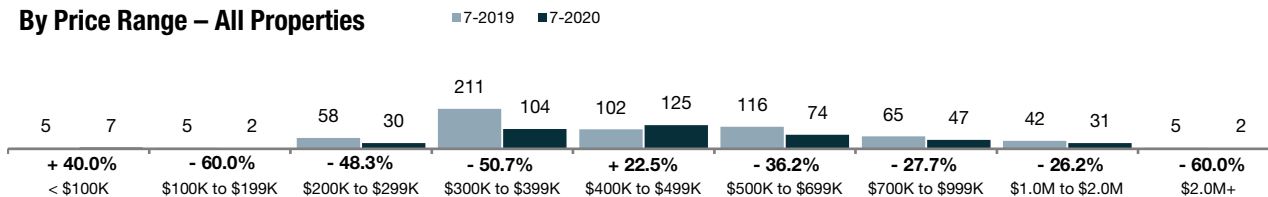
Year to Date

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	1	0	-100.0%	0	0	--
\$100,000 to \$199,999	5	6	+20.0%	2	0	-100.0%
\$200,000 to \$299,999	73	61	-16.4%	98	104	+6.1%
\$300,000 to \$399,999	528	577	+9.3%	110	109	-0.9%
\$400,000 to \$499,999	327	340	+4.0%	30	27	-10.0%
\$500,000 to \$699,999	209	212	+1.4%	1	9	+800.0%
\$700,000 to \$999,999	91	89	-2.2%	0	0	--
\$1,000,000 to \$1,999,999	20	24	+20.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	1,255	1,309	+4.3%	241	249	+3.3%

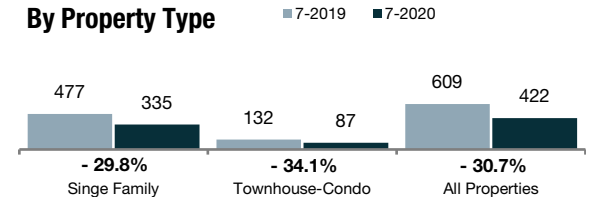
Inventory of Active Listings

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		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$99,999 and Below	5	7	+40.0%	0	0	--
\$100,000 to \$199,999	2	0	-100.0%	3	2	-33.3%
\$200,000 to \$299,999	23	12	-47.8%	35	18	-48.6%
\$300,000 to \$399,999	134	60	-55.2%	77	44	-42.9%
\$400,000 to \$499,999	91	105	+15.4%	11	20	+81.8%
\$500,000 to \$699,999	110	71	-35.5%	6	3	-50.0%
\$700,000 to \$999,999	65	47	-27.7%	0	0	--
\$1,000,000 to \$1,999,999	42	31	-26.2%	0	0	--
\$2,000,000 and Above	5	2	-60.0%	0	0	--
All Price Ranges	477	335	-29.8%	132	87	-34.1%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$99,999 and Below	6	7	+16.7%	0	0	--
\$100,000 to \$199,999	0	0	--	2	2	0.0%
\$200,000 to \$299,999	10	12	+20.0%	22	18	-18.2%
\$300,000 to \$399,999	69	60	-13.0%	45	44	-2.2%
\$400,000 to \$499,999	117	105	-10.3%	18	20	+11.1%
\$500,000 to \$699,999	72	71	-1.4%	4	3	-25.0%
\$700,000 to \$999,999	49	47	-4.1%	0	0	--
\$1,000,000 to \$1,999,999	42	31	-26.2%	0	0	--
\$2,000,000 and Above	4	2	-50.0%	0	0	--
All Price Ranges	369	335	-9.2%	91	87	-4.4%

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.