



colorado association of REALTORS[®]
HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS[®]

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Metro Region

Single Family and Townhouse-Condo

November 2018



Single Family Market Overview

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

November 2018
Metro Region

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Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		3,240	3,560	+ 9.9%	55,085	58,532	+ 6.3%
Pending / Under Contract		3,443	3,531	+ 2.6%	46,632	47,203	+ 1.2%
Sold Listings		4,169	3,614	- 13.3%	45,675	45,952	+ 0.6%
Median Sales Price		\$395,000	\$416,700	+ 5.5%	\$400,000	\$425,500	+ 6.4%
Average Sales Price		\$459,280	\$483,001	+ 5.2%	\$465,675	\$501,268	+ 7.6%
Percent of List Price Received		99.0%	98.6%	- 0.4%	99.7%	99.7%	0.0%
Days on Market Until Sale		35	35	0.0%	30	29	- 3.3%
Housing Affordability Index		91	76	- 16.5%	90	74	- 17.8%
Inventory of Active Listings		8,062	8,206	+ 1.8%	--	--	--
Months Supply of Inventory		2.0	2.0	0.0%	--	--	--

Townhouse-Condo Market Overview

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

November 2018
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Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		1,221	1,337	+ 9.5%	19,705	20,590	+ 4.5%
Pending / Under Contract		1,294	1,221	- 5.6%	17,411	17,042	- 2.1%
Sold Listings		1,545	1,342	- 13.1%	16,939	16,780	- 0.9%
Median Sales Price		\$272,500	\$295,000	+ 8.3%	\$269,900	\$299,925	+ 11.1%
Average Sales Price		\$322,703	\$359,623	+ 11.4%	\$319,984	\$353,219	+ 10.4%
Percent of List Price Received		99.4%	98.9%	- 0.5%	100.2%	100.0%	- 0.2%
Days on Market Until Sale		29	34	+ 17.2%	24	25	+ 4.2%
Housing Affordability Index		133	107	- 19.5%	134	105	- 21.6%
Inventory of Active Listings		2,407	2,753	+ 14.4%	--	--	--
Months Supply of Inventory		1.6	1.8	+ 12.5%	--	--	--

New Listings

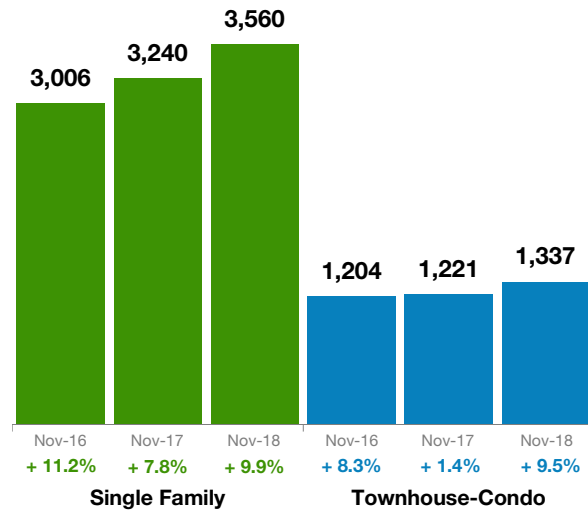
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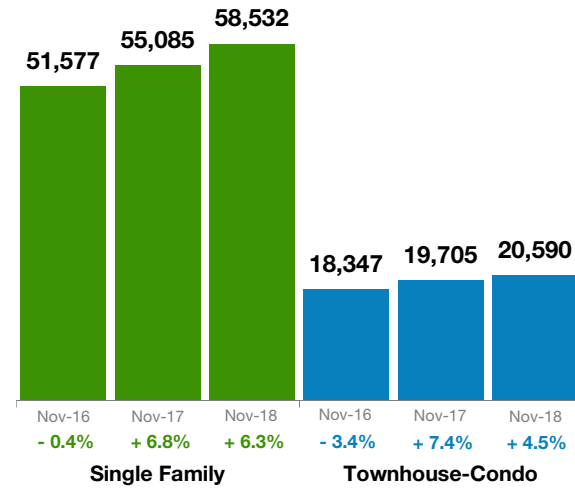
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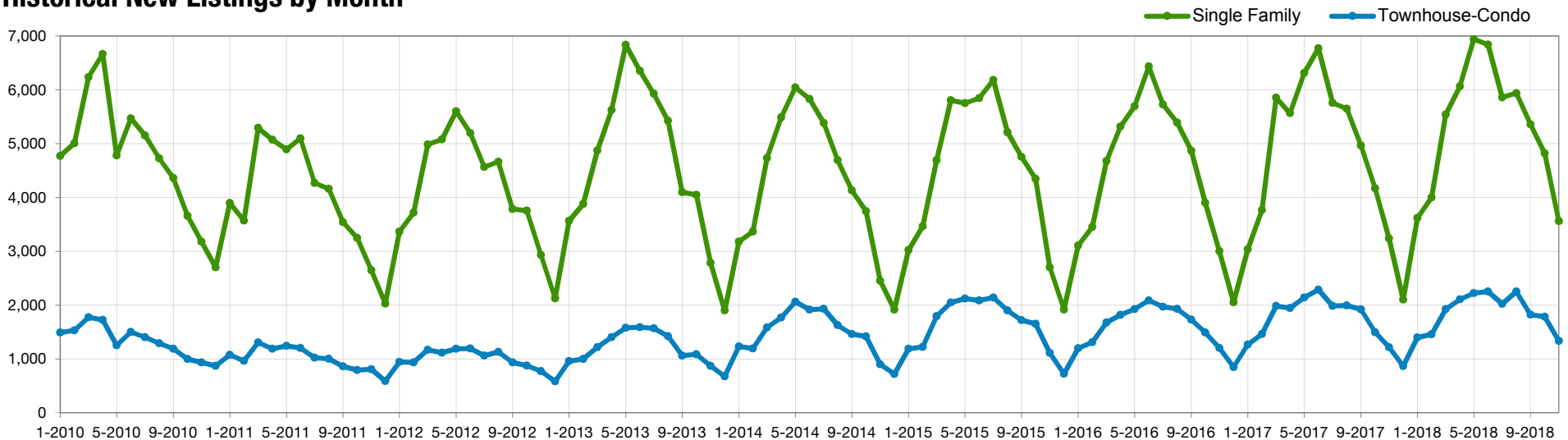


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	2,100	+2.3%	866	+2.4%
Jan-2018	3,621	+19.2%	1,397	+10.3%
Feb-2018	4,000	+6.2%	1,458	-0.3%
Mar-2018	5,540	-5.3%	1,925	-3.1%
Apr-2018	6,062	+8.9%	2,106	+8.2%
May-2018	6,939	+9.9%	2,224	+3.9%
Jun-2018	6,839	+1.0%	2,255	-1.4%
Jul-2018	5,860	+1.8%	2,026	+2.1%
Aug-2018	5,935	+5.1%	2,253	+13.0%
Sep-2018	5,355	+7.8%	1,825	-4.9%
Oct-2018	4,821	+15.6%	1,784	+19.2%
Nov-2018	3,560	+9.9%	1,337	+9.5%

Historical New Listings by Month



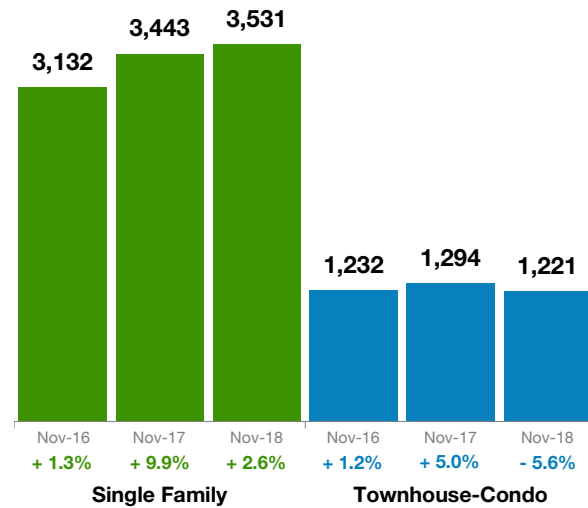
Pending / Under Contract

November 2018
Metro Region

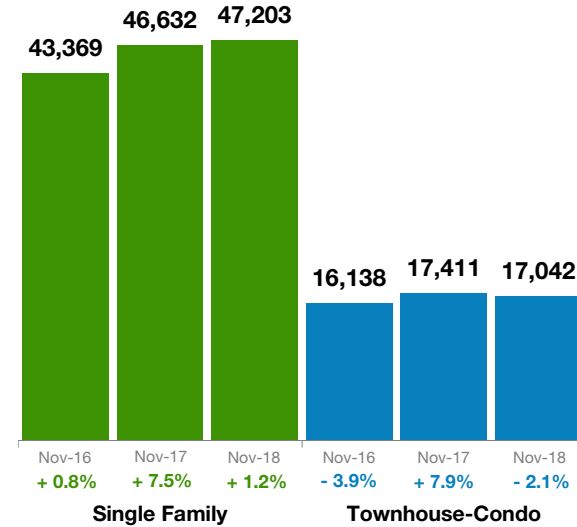
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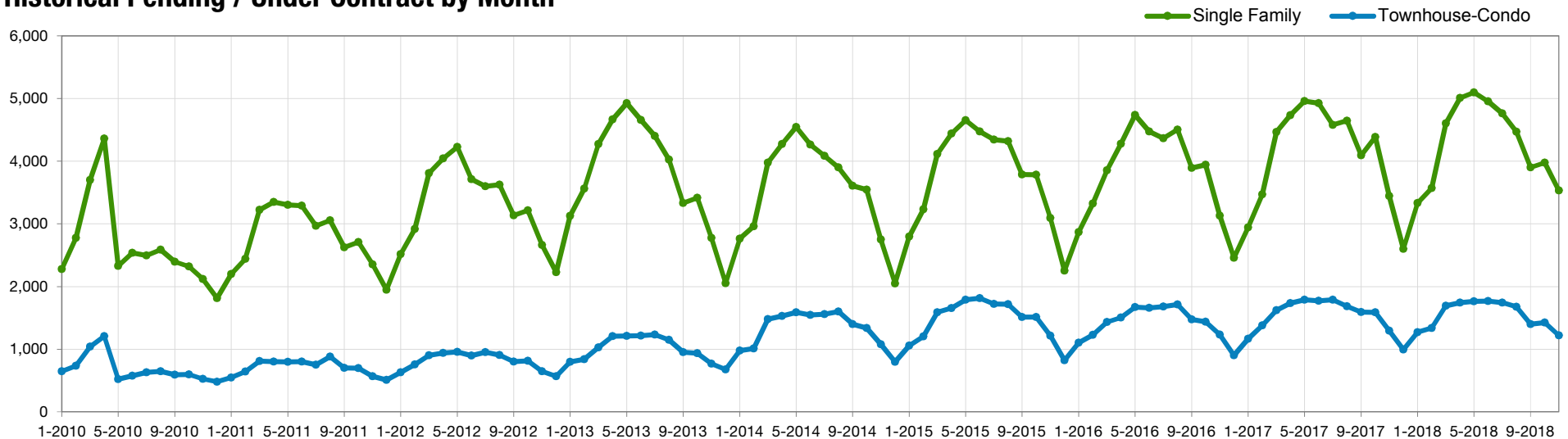


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	2,600	+5.8%	993	+10.0%
Jan-2018	3,333	+13.3%	1,270	+8.8%
Feb-2018	3,570	+2.9%	1,339	-3.0%
Mar-2018	4,604	+3.1%	1,693	+4.4%
Apr-2018	5,007	+5.8%	1,745	+0.7%
May-2018	5,097	+2.8%	1,763	-1.5%
Jun-2018	4,956	+0.6%	1,768	-0.2%
Jul-2018	4,763	+4.1%	1,742	-2.7%
Aug-2018	4,469	-3.8%	1,677	-0.4%
Sep-2018	3,899	-4.7%	1,399	-12.2%
Oct-2018	3,974	-9.4%	1,425	-10.3%
Nov-2018	3,531	+2.6%	1,221	-5.6%

Historical Pending / Under Contract by Month



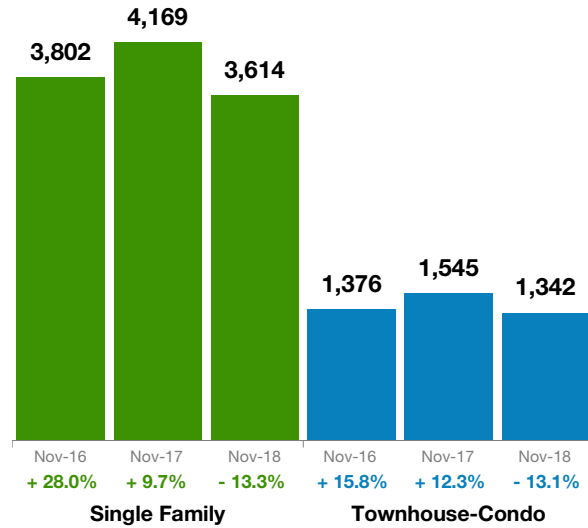
Sold Listings

November 2018
Metro Region

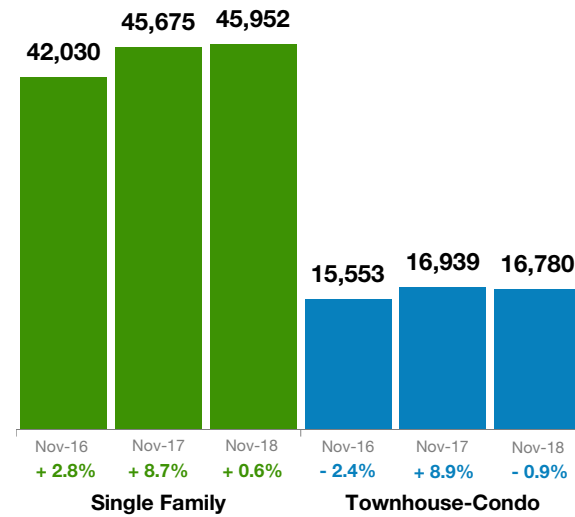
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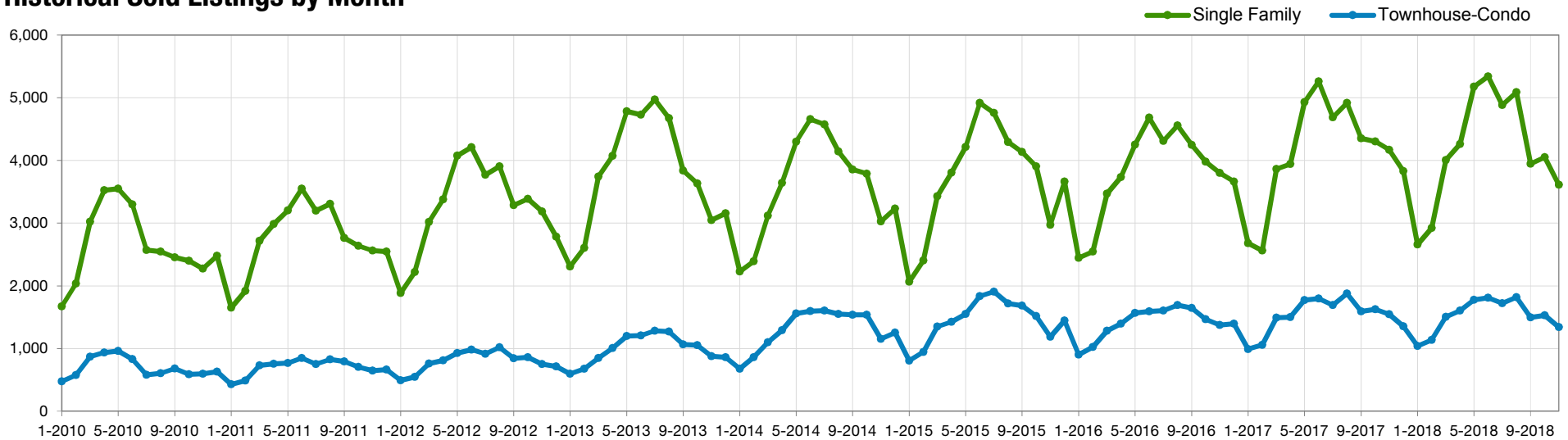


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	3,830	+4.6%	1,353	-3.0%
Jan-2018	2,659	-0.8%	1,041	+5.2%
Feb-2018	2,923	+14.0%	1,136	+7.6%
Mar-2018	4,007	+3.7%	1,504	+0.7%
Apr-2018	4,260	+8.0%	1,607	+7.0%
May-2018	5,176	+5.0%	1,777	+0.3%
Jun-2018	5,341	+1.6%	1,808	+0.7%
Jul-2018	4,884	+4.2%	1,722	+1.8%
Aug-2018	5,090	+3.5%	1,820	-2.9%
Sep-2018	3,948	-9.3%	1,495	-6.2%
Oct-2018	4,050	-5.9%	1,528	-6.0%
Nov-2018	3,614	-13.3%	1,342	-13.1%

Historical Sold Listings by Month



Median Sales Price

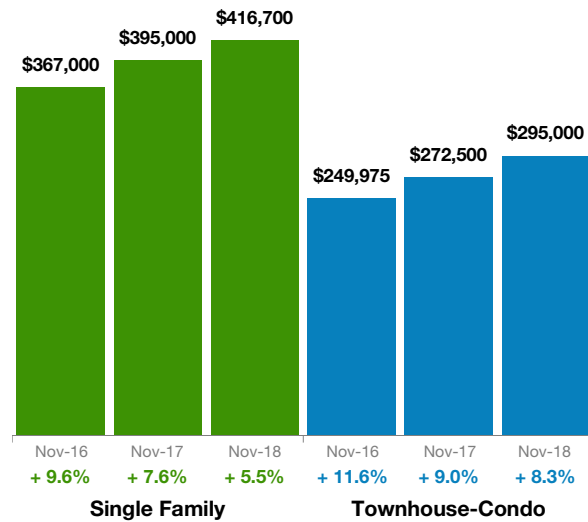
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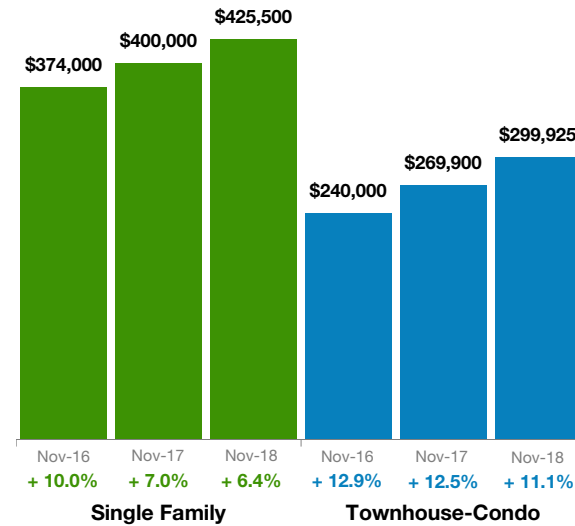
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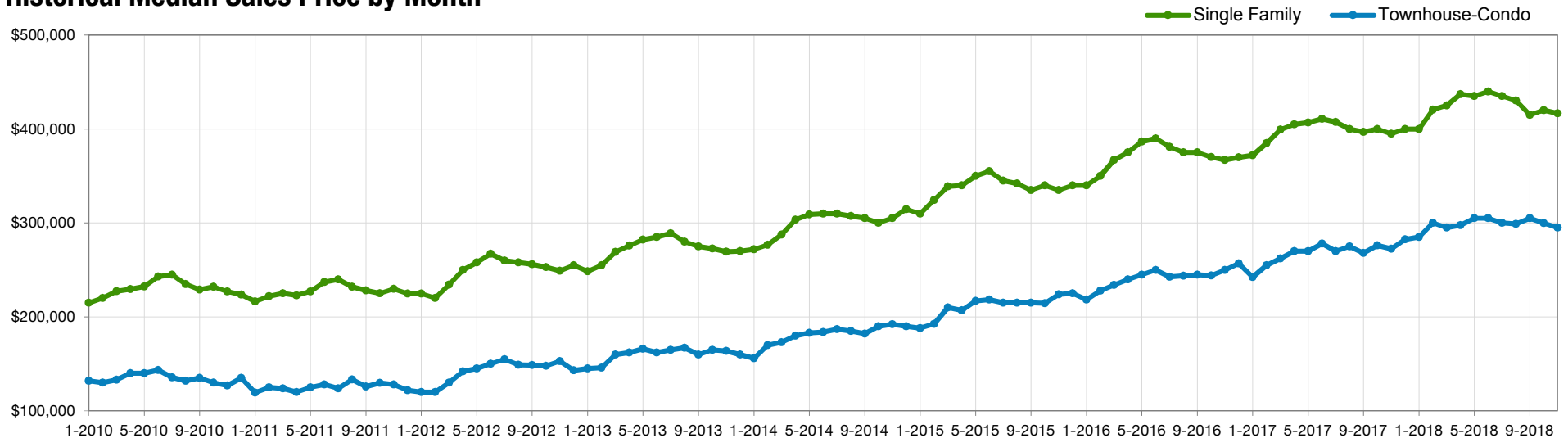


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	\$400,000	+8.1%	\$282,500	+9.9%
Jan-2018	\$400,000	+7.5%	\$285,000	+17.5%
Feb-2018	\$420,500	+9.2%	\$300,000	+17.6%
Mar-2018	\$425,000	+6.4%	\$295,000	+12.5%
Apr-2018	\$437,000	+7.9%	\$297,500	+10.2%
May-2018	\$435,000	+6.9%	\$305,000	+13.0%
Jun-2018	\$439,900	+7.1%	\$305,000	+9.7%
Jul-2018	\$435,000	+6.7%	\$300,000	+11.1%
Aug-2018	\$430,175	+7.5%	\$299,000	+8.7%
Sep-2018	\$415,000	+4.5%	\$305,000	+13.8%
Oct-2018	\$420,000	+5.0%	\$299,950	+8.6%
Nov-2018	\$416,700	+5.5%	\$295,000	+8.3%

Historical Median Sales Price by Month



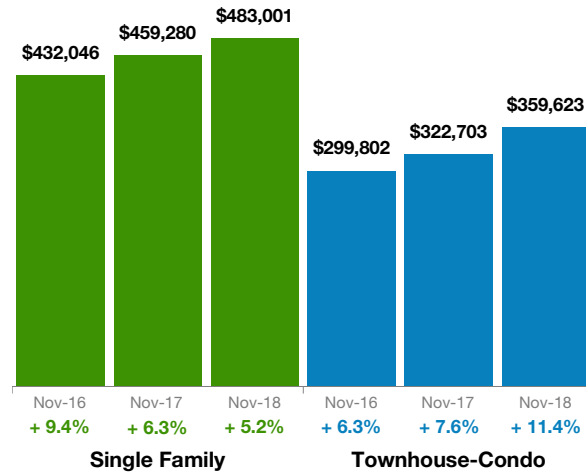
Average Sales Price

November 2018
Metro Region

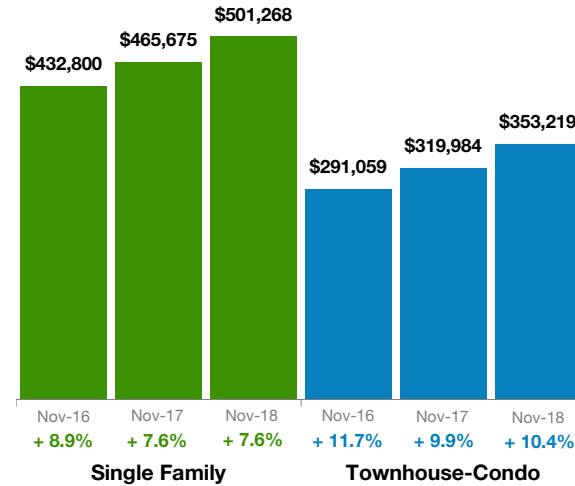
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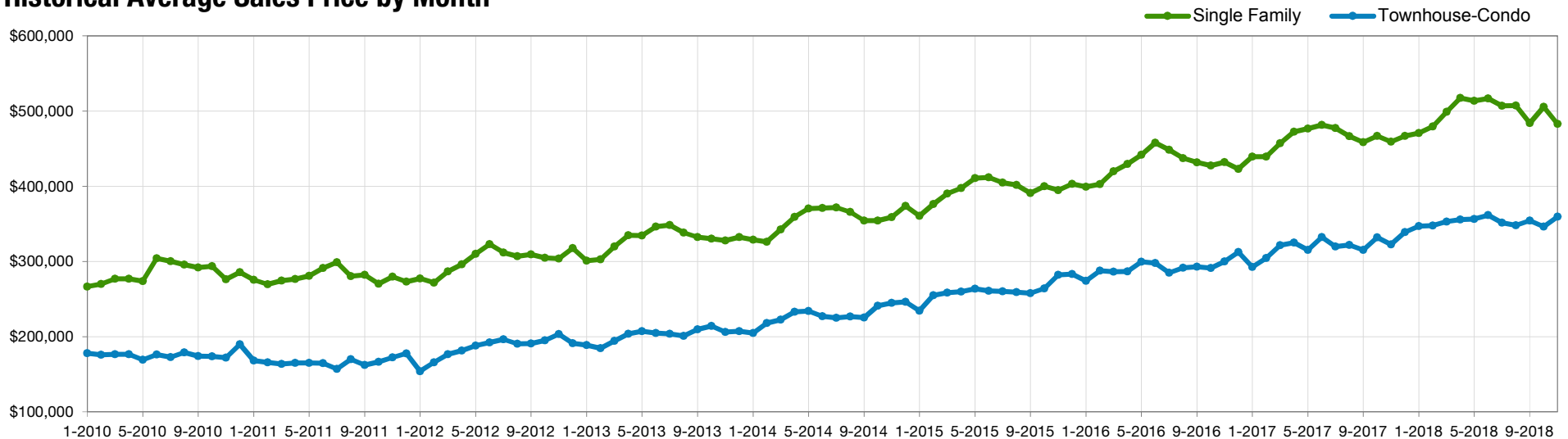


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	\$466,786	+10.3%	\$338,936	+8.5%
Jan-2018	\$470,558	+7.1%	\$347,018	+18.6%
Feb-2018	\$479,320	+9.1%	\$347,587	+14.2%
Mar-2018	\$498,884	+9.1%	\$353,024	+9.7%
Apr-2018	\$517,422	+9.5%	\$355,882	+9.5%
May-2018	\$513,456	+7.7%	\$356,267	+13.0%
Jun-2018	\$516,745	+7.3%	\$361,622	+8.8%
Jul-2018	\$507,057	+6.2%	\$351,555	+9.9%
Aug-2018	\$507,260	+8.7%	\$348,224	+8.2%
Sep-2018	\$483,793	+5.5%	\$354,501	+12.4%
Oct-2018	\$505,482	+8.2%	\$346,476	+4.4%
Nov-2018	\$483,001	+5.2%	\$359,623	+11.4%

Historical Average Sales Price by Month



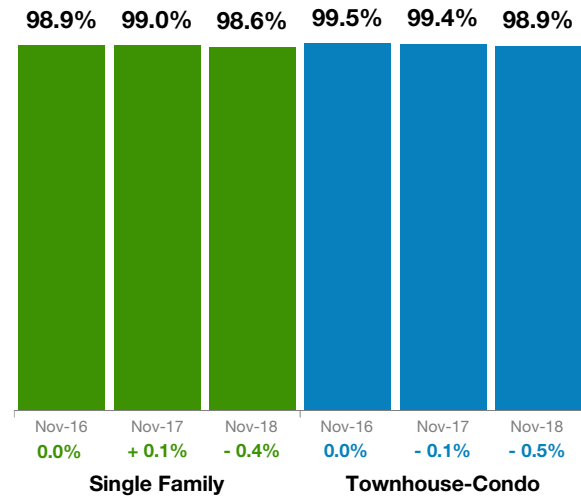
Percent of List Price Received

November 2018
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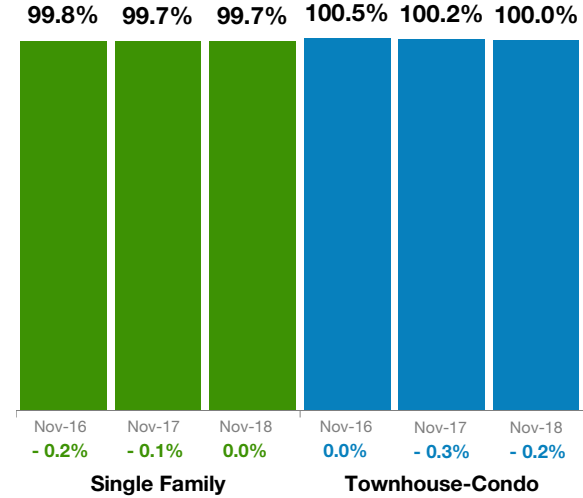
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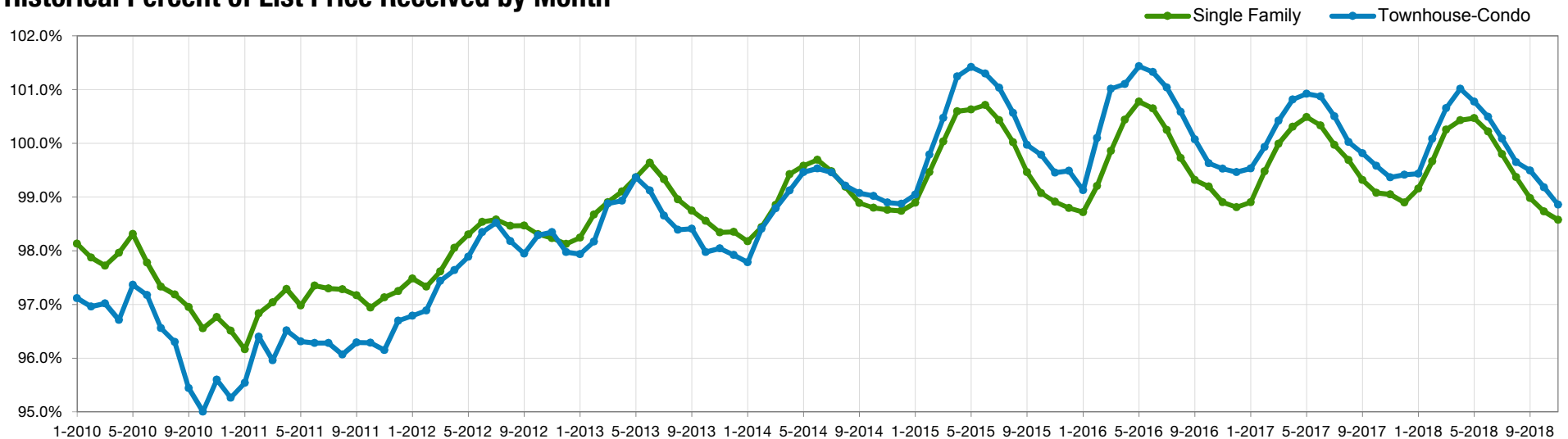


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	98.9%	+0.1%	99.4%	-0.1%
Jan-2018	99.2%	+0.3%	99.4%	-0.1%
Feb-2018	99.7%	+0.2%	100.1%	+0.2%
Mar-2018	100.3%	+0.3%	100.7%	+0.3%
Apr-2018	100.4%	+0.1%	101.0%	+0.2%
May-2018	100.5%	0.0%	100.8%	-0.1%
Jun-2018	100.2%	-0.1%	100.5%	-0.4%
Jul-2018	99.8%	-0.2%	100.1%	-0.4%
Aug-2018	99.4%	-0.3%	99.6%	-0.4%
Sep-2018	99.0%	-0.3%	99.5%	-0.3%
Oct-2018	98.7%	-0.4%	99.2%	-0.4%
Nov-2018	98.6%	-0.4%	98.9%	-0.5%

Historical Percent of List Price Received by Month



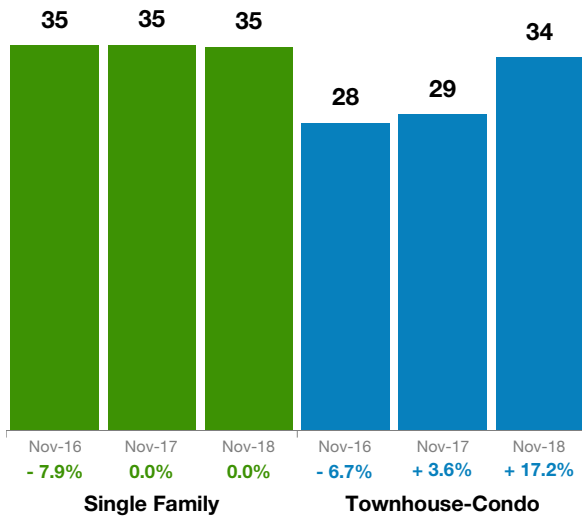
Days on Market Until Sale

November 2018
Metro Region

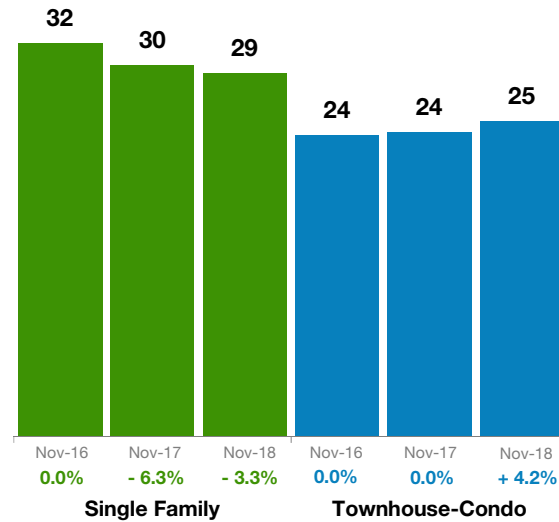
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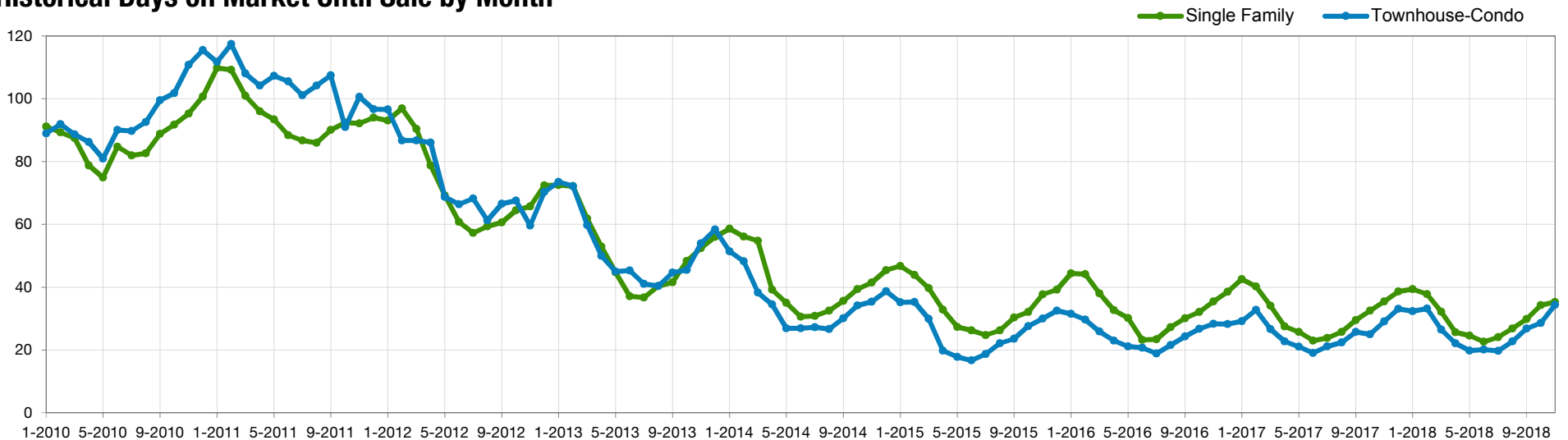


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	39	0.0%	33	+17.9%
Jan-2018	39	-9.3%	32	+10.3%
Feb-2018	38	-5.0%	33	0.0%
Mar-2018	32	-5.9%	26	-3.7%
Apr-2018	26	-3.7%	22	-4.3%
May-2018	25	-3.8%	20	-4.8%
Jun-2018	23	0.0%	20	+5.3%
Jul-2018	24	0.0%	20	-4.8%
Aug-2018	27	+3.8%	23	+4.5%
Sep-2018	30	0.0%	27	+3.8%
Oct-2018	34	+3.0%	29	+16.0%
Nov-2018	35	0.0%	34	+17.2%

Historical Days on Market Until Sale by Month



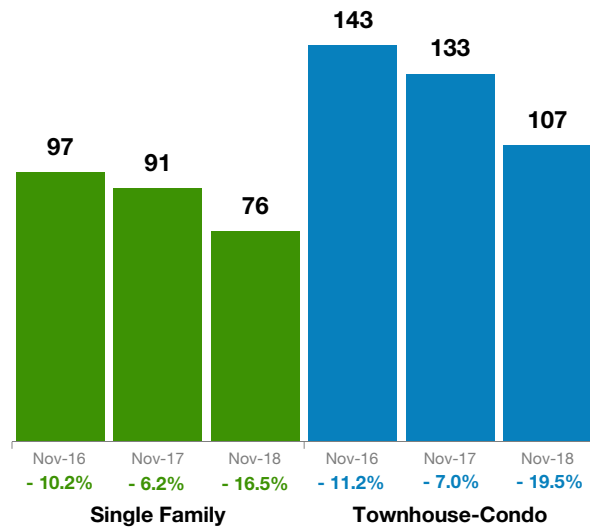
Housing Affordability Index

November 2018
Metro Region

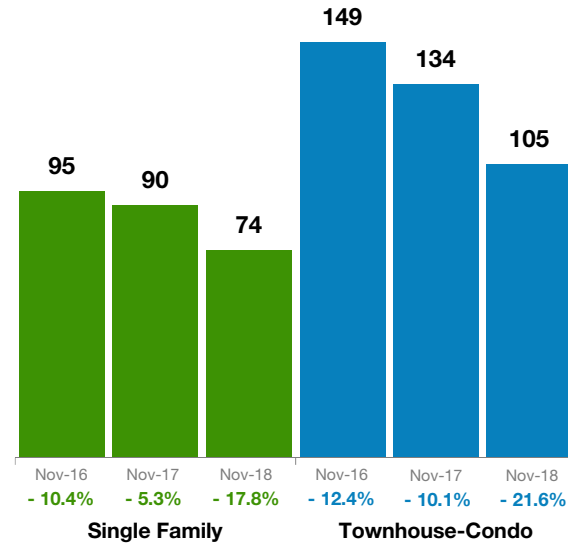
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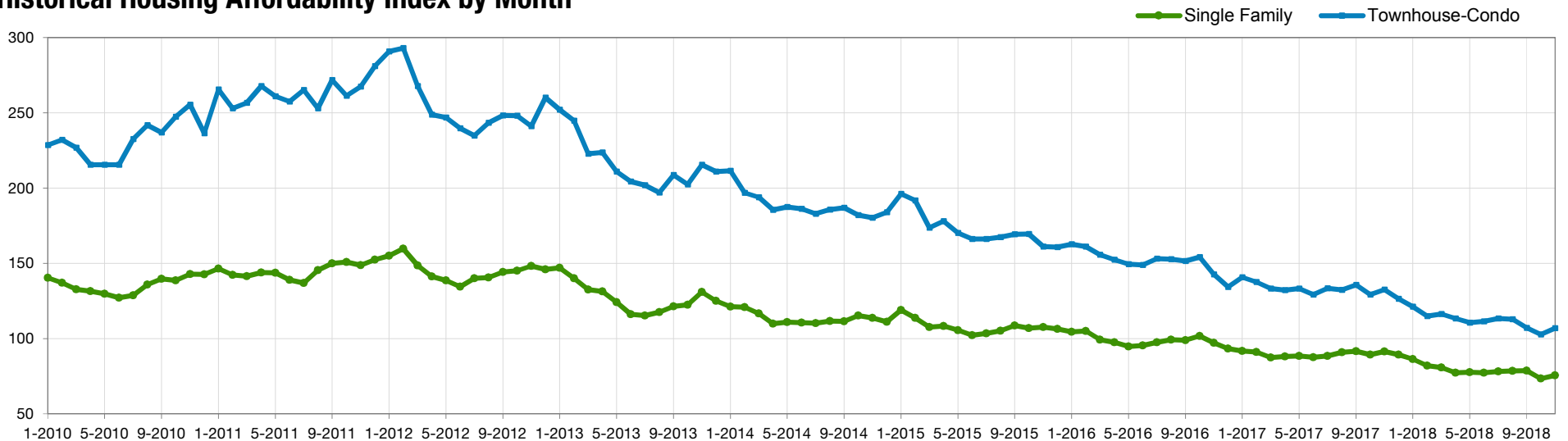


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	89	-4.3%	126	-6.0%
Jan-2018	86	-6.5%	121	-14.2%
Feb-2018	82	-9.9%	115	-16.7%
Mar-2018	81	-6.9%	116	-12.8%
Apr-2018	77	-12.5%	113	-14.4%
May-2018	78	-11.4%	111	-16.5%
Jun-2018	77	-12.5%	111	-14.0%
Jul-2018	78	-11.4%	113	-15.7%
Aug-2018	78	-14.3%	113	-14.4%
Sep-2018	79	-14.1%	107	-21.3%
Oct-2018	73	-18.0%	103	-20.2%
Nov-2018	76	-16.5%	107	-19.5%

Historical Housing Affordability Index by Month



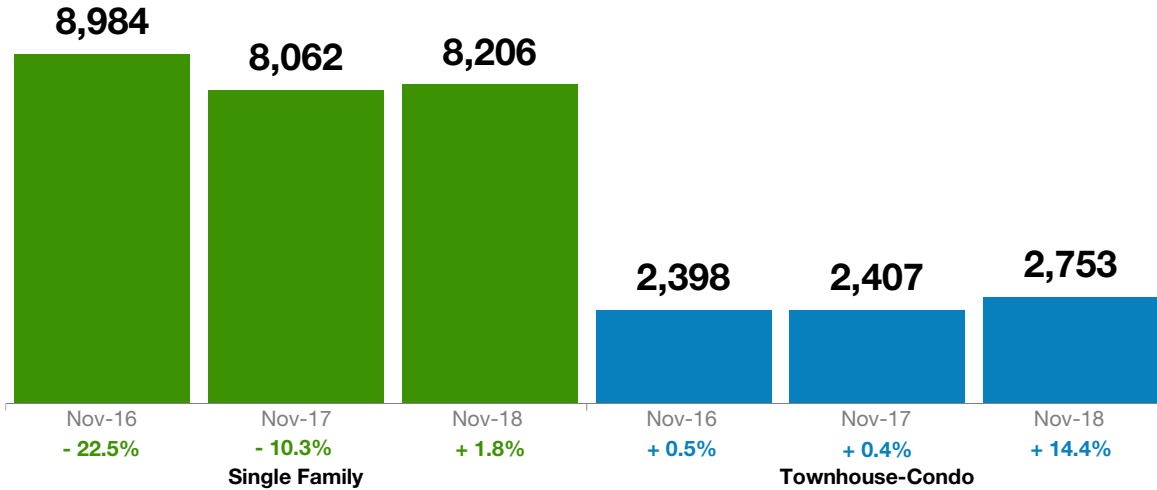
Inventory of Active Listings

November 2018
Metro Region

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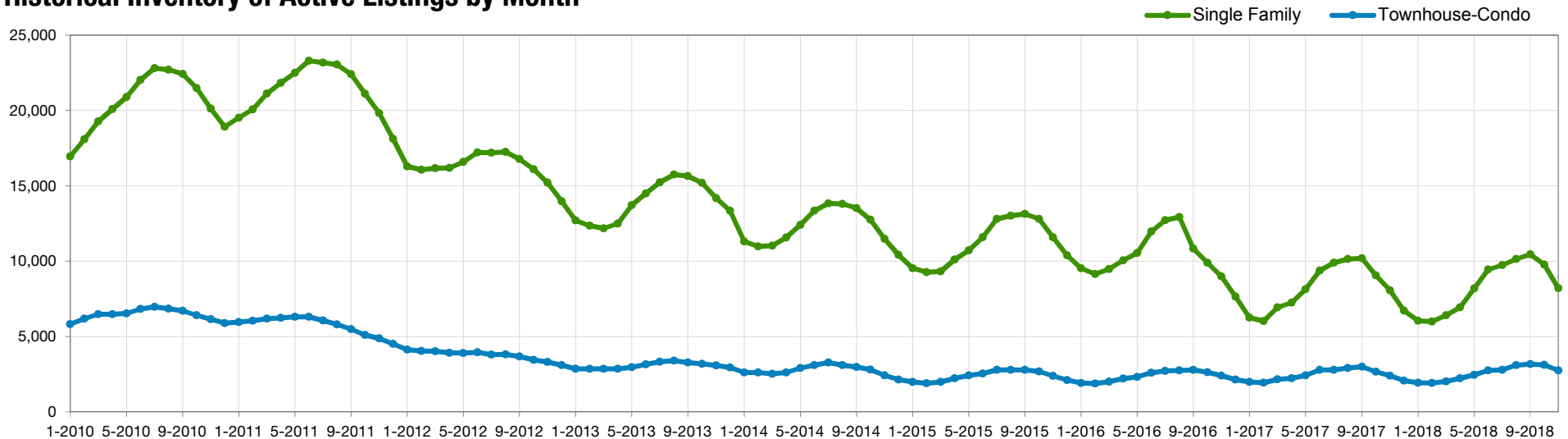



November



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	6,731	-11.9%	2,071	-3.0%
Jan-2018	6,047	-3.2%	1,925	-2.6%
Feb-2018	5,985	-0.7%	1,919	-1.0%
Mar-2018	6,405	-7.5%	2,017	-6.4%
Apr-2018	6,938	-4.3%	2,221	-0.1%
May-2018	8,193	+0.8%	2,448	+1.4%
Jun-2018	9,449	+0.8%	2,747	-1.2%
Jul-2018	9,733	-1.6%	2,790	+0.1%
Aug-2018	10,144	-0.0%	3,099	+6.5%
Sep-2018	10,445	+2.4%	3,165	+6.0%
Oct-2018	9,765	+7.8%	3,111	+16.8%
Nov-2018	8,206	+1.8%	2,753	+14.4%

Historical Inventory of Active Listings by Month



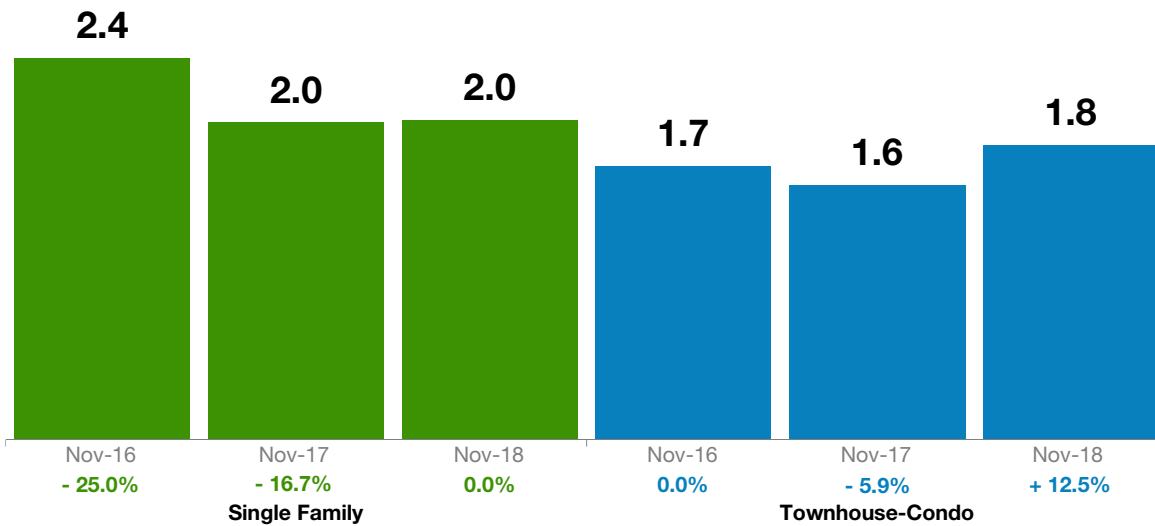
Months Supply of Inventory

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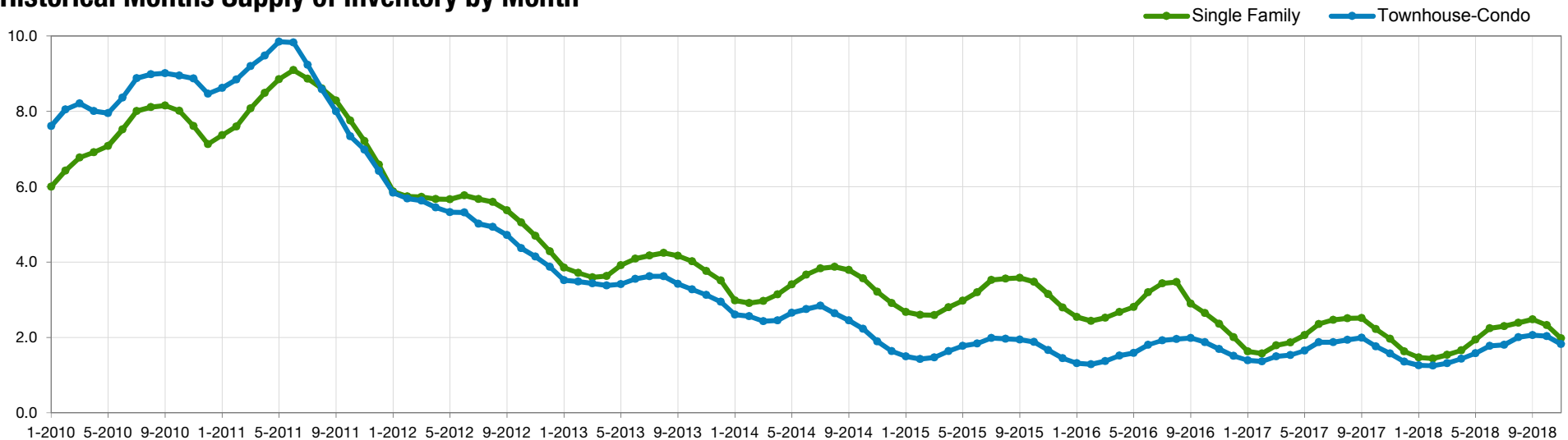



November



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	1.6	-20.0%	1.4	-6.7%
Jan-2018	1.5	-6.3%	1.3	-7.1%
Feb-2018	1.4	-12.5%	1.2	-14.3%
Mar-2018	1.5	-16.7%	1.3	-13.3%
Apr-2018	1.7	-10.5%	1.4	-6.7%
May-2018	1.9	-9.5%	1.6	0.0%
Jun-2018	2.2	-8.3%	1.8	-5.3%
Jul-2018	2.3	-8.0%	1.8	-5.3%
Aug-2018	2.4	-4.0%	2.0	+5.3%
Sep-2018	2.5	0.0%	2.1	+5.0%
Oct-2018	2.3	+4.5%	2.0	+11.1%
Nov-2018	2.0	0.0%	1.8	+12.5%

Historical Months Supply of Inventory by Month



Total Market Overview Report

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

November 2018
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Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		4,461	4,897	+ 9.8%	74,790	79,122	+ 5.8%
Pending / Under Contract		4,737	4,752	+ 0.3%	64,043	64,245	+ 0.3%
Sold Listings		5,714	4,956	- 13.3%	62,614	62,732	+ 0.2%
Median Sales Price		\$367,000	\$387,975	+ 5.7%	\$370,000	\$400,000	+ 8.1%
Average Sales Price		\$422,344	\$449,579	+ 6.4%	\$426,255	\$461,663	+ 8.3%
Percent of List Price Received		99.1%	98.7%	- 0.4%	99.9%	99.8%	- 0.1%
Days on Market Until Sale		34	35	+ 2.9%	28	28	0.0%
Housing Affordability Index		98	81	- 17.3%	98	79	- 19.4%
Inventory of Active Listings		10,469	10,959	+ 4.7%	--	--	--
Months Supply of Inventory		1.9	1.9	0.0%	--	--	--

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®

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New Listings

A measure of how much new supply is coming onto the market from sellers.

Pending/Under Contract

A count of all the listings that went into Pending / Under Contract during the reported period. Pending / Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending / Under Contract, out of Pending / Under Contract, then back into Pending / Under Contract all in one reported period, this listing would only be counted once. 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.

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

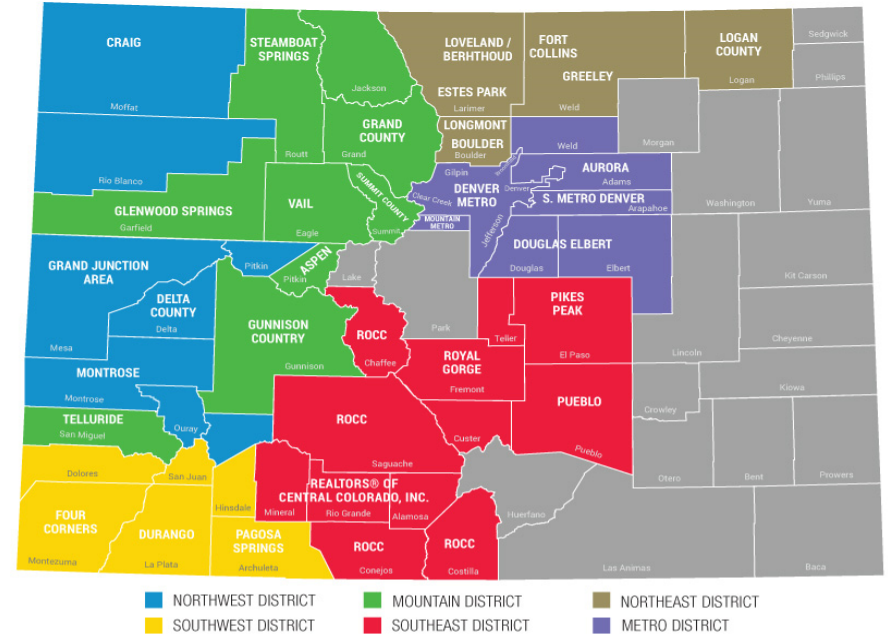
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

Inventory of 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.



Colorado Association of REALTORS® Board Map Associations/Boards by District

Metro

Aurora Association
Denver Metro Association
Denver Metro Commercial Assn.
Douglas Elbert Association
Mountain Metro Association
South Metro Association

Mountain

Aspen Board
Glenwood Springs Association
Grand County Board
Gunnison Country Association
Steamboat Springs Board
Summit Association
Telluride Association
Vail Board

Northeast

Boulder Area Association
Estes Park Board
Fort Collins Board
Greeley Area Association
Logan County Board
Longmont Association
Loveland/Berthoud Association
Northern Colorado Commercial Assn.

Northwest

Craig Association
Delta Board
Grand Junction Area Association
Montrose Association

Southeast

Pikes Peak Association
Pueblo Association
REALTORS® of Central Colorado, Inc. (ROCC)
Royal Gorge Association

Southwest

Durango Area Association
Four Corners Board
Pagosa Springs Area Association

The gray areas are not represented by a local association/board of REALTORS® or Multiple Listing Service. Transaction numbers in those areas are low and would not affect the overall state statistics.