

# Monthly Indicators



## April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.4 percent for single family homes and 7.4 percent for townhouse-condo properties. Under Contracts increased 14.2 percent for single family homes and 6.9 percent for townhouse-condo properties.

The Median Sales Price was up 7.9 percent to \$437,000 for single family homes and 10.9 percent to \$299,500 for townhouse-condo properties. Days on Market decreased 7.4 percent for single family homes and 4.3 percent for condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Activity Snapshot

**- 22.3%**      **+ 2.3%**      **+ 8.3%**

One-Year Change in <b>Active Listings</b> All Properties	One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties
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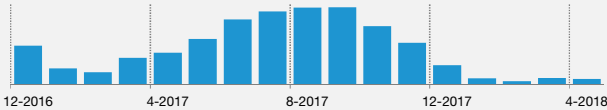
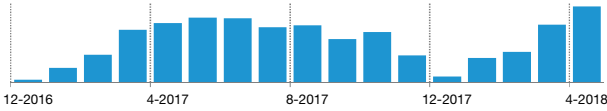
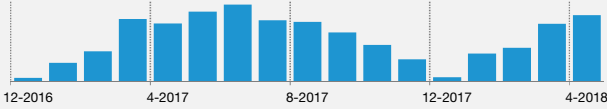
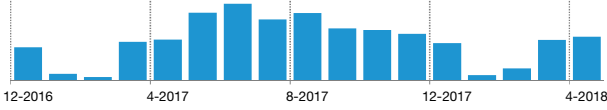
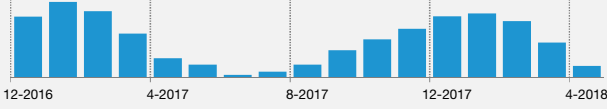
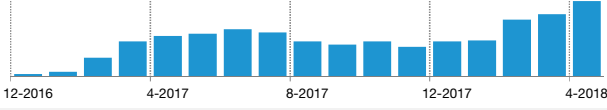
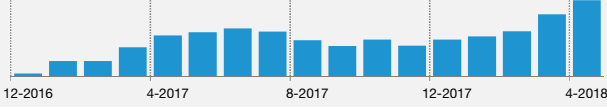

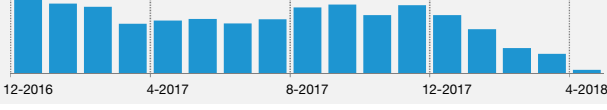
All residential real estate activity in the MLS of REcolorado®, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview



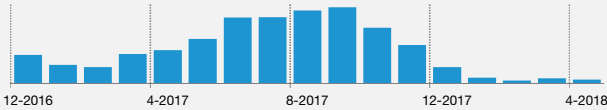
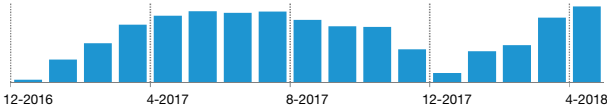
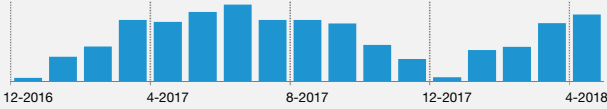
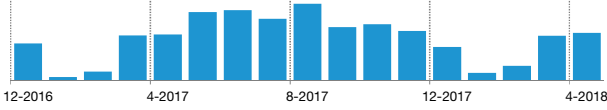
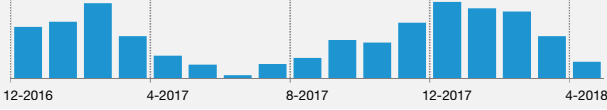
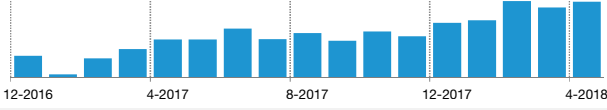
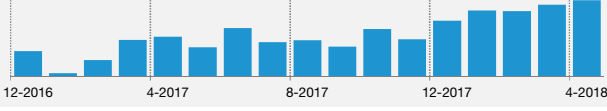

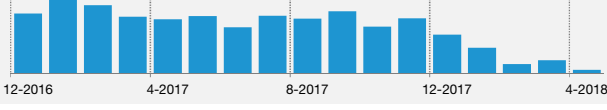
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		7,341	5,691	- 22.5%	--	--	--
Under Contract		4,726	5,398	+ 14.2%	15,583	16,973	+ 8.9%
New Listings		5,575	6,100	+ 9.4%	18,244	19,290	+ 5.7%
Sold Listings		3,932	4,037	+ 2.7%	13,019	13,475	+ 3.5%
Days on Market		27	25	- 7.4%	35	32	- 8.6%
Median Sales Price		\$405,000	\$437,000	+ 7.9%	\$391,500	\$424,900	+ 8.5%
Average Sales Price		\$472,535	\$518,154	+ 9.7%	\$454,755	\$495,042	+ 8.9%
Pct. of List Price Received		100.3%	100.5%	+ 0.2%	99.8%	100.0%	+ 0.2%
Affordability Index		94	82	- 12.8%	97	85	- 12.4%

# 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		2,218	1,732	- 21.9%	--	--	--
Under Contract		1,738	1,858	+ 6.9%	5,905	6,200	+ 5.0%
New Listings		1,952	2,097	+ 7.4%	6,672	6,882	+ 3.1%
Sold Listings		1,501	1,519	+ 1.2%	5,037	5,170	+ 2.6%
Days on Market		23	22	- 4.3%	27	27	0.0%
Median Sales Price		\$270,000	\$299,500	+ 10.9%	\$259,000	\$295,000	+ 13.9%
Average Sales Price		\$325,194	\$357,553	+ 10.0%	\$313,532	\$352,489	+ 12.4%
Pct. of List Price Received		100.8%	101.0%	+ 0.2%	100.3%	100.4%	+ 0.1%
Affordability Index		141	120	- 14.9%	147	122	- 17.0%

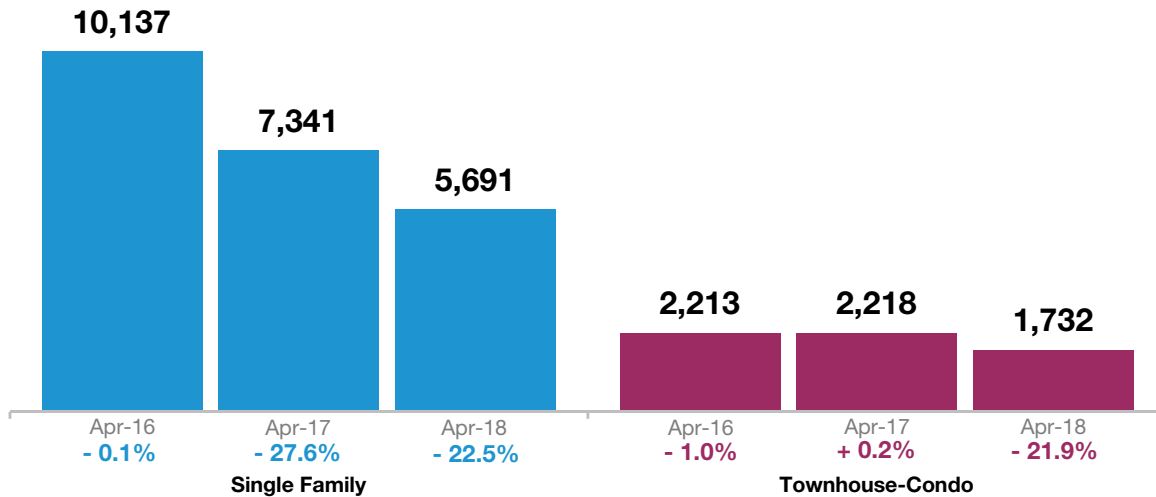
# Inventory of Active Listings

The number of properties available for sale in active status at the end of a given month.



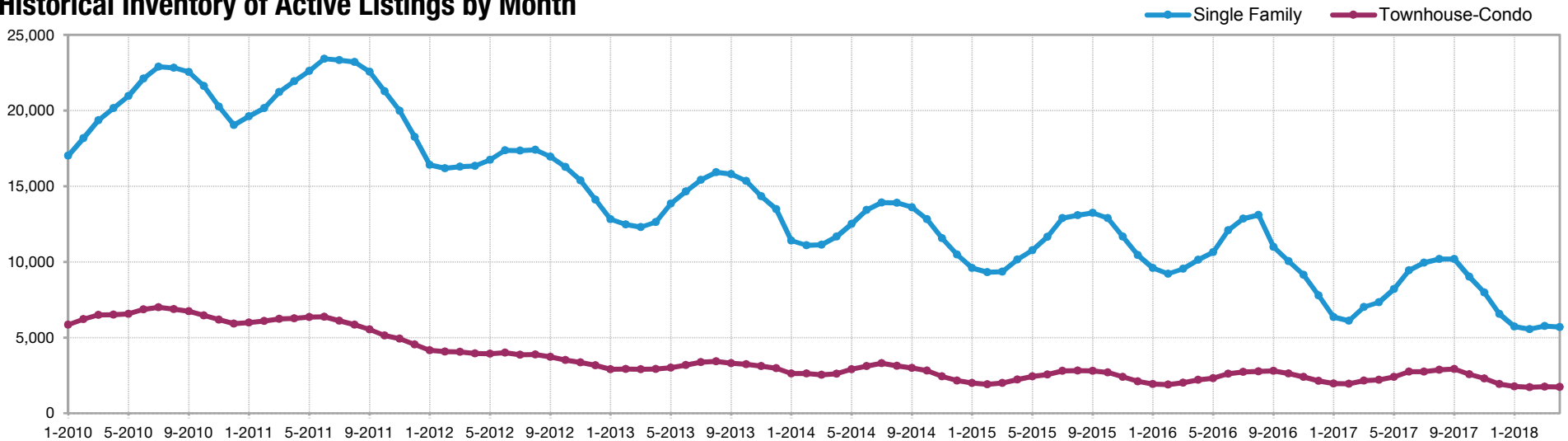
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**April**



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	8,206	-22.9%	2,402	+3.7%
Jun-2017	9,436	-21.9%	2,753	+5.7%
Jul-2017	9,946	-22.7%	2,757	+1.2%
Aug-2017	10,183	-22.2%	2,865	+3.8%
Sep-2017	10,198	-7.2%	2,919	+4.3%
Oct-2017	9,014	-10.4%	2,582	-1.6%
Nov-2017	7,973	-12.8%	2,300	-4.2%
Dec-2017	6,557	-15.7%	1,938	-9.2%
Jan-2018	5,728	-9.9%	1,766	-10.5%
Feb-2018	5,558	-9.2%	1,716	-11.5%
Mar-2018	5,758	-17.9%	1,755	-18.5%
<b>Apr-2018</b>	<b>5,691</b>	<b>-22.5%</b>	<b>1,732</b>	<b>-21.9%</b>

## Historical Inventory of Active Listings by Month



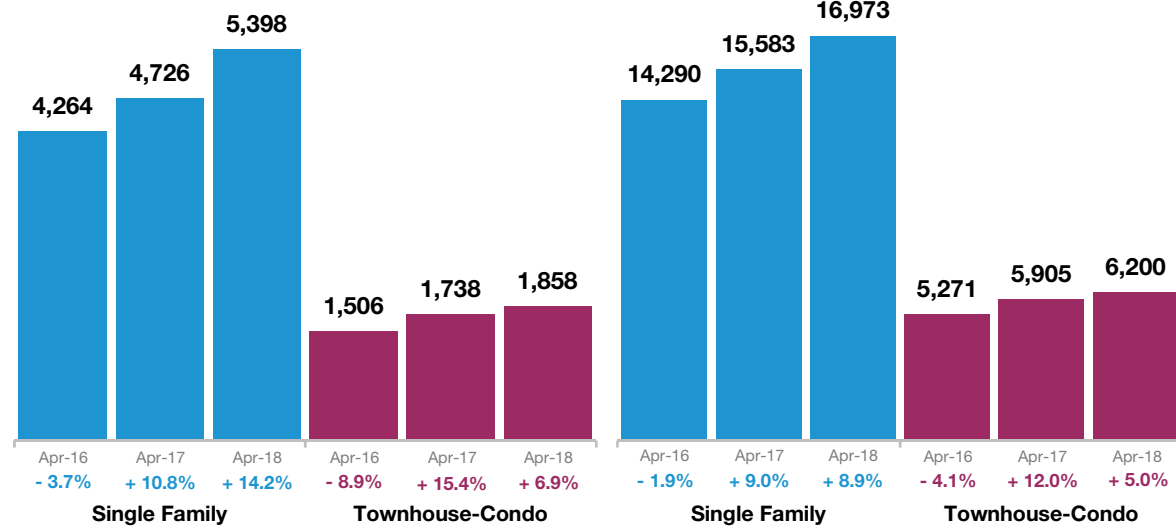
# Under Contract

A count of the properties that have offers accepted on them in a given month.

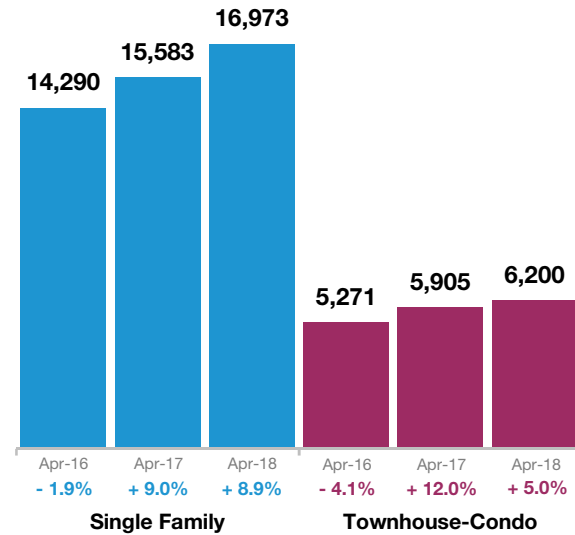


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## April

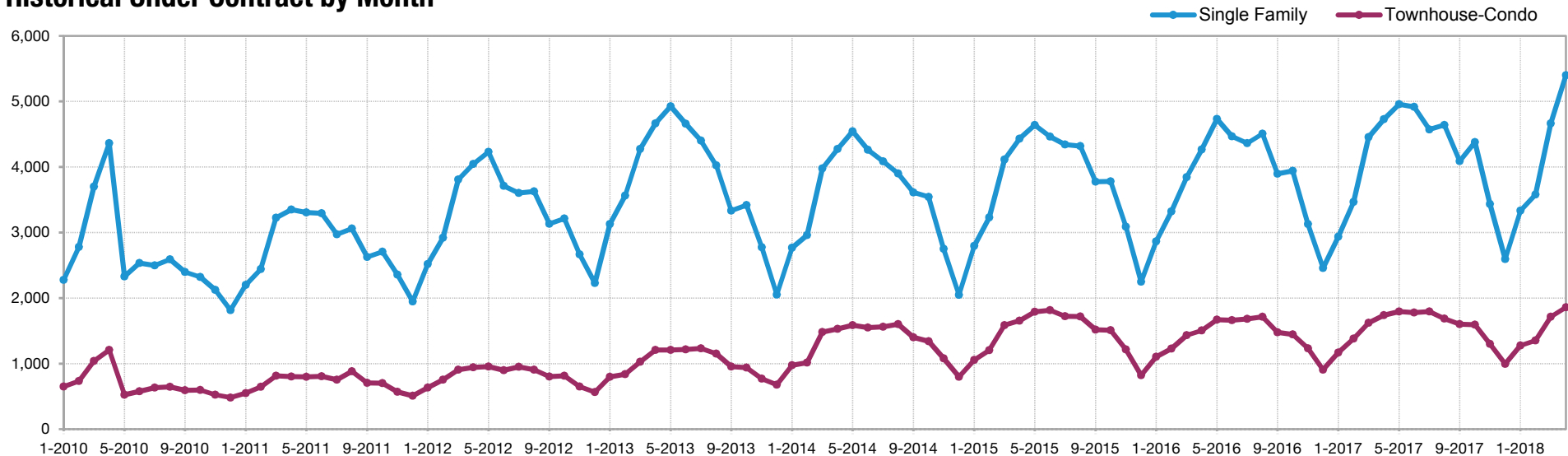


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	4,955	+4.8%	1,795	+7.6%
Jun-2017	4,918	+10.1%	1,776	+6.9%
Jul-2017	4,571	+4.8%	1,792	+6.7%
Aug-2017	4,640	+3.0%	1,684	-1.8%
Sep-2017	4,088	+5.0%	1,600	+8.5%
Oct-2017	4,376	+11.1%	1,593	+10.2%
Nov-2017	3,433	+9.8%	1,300	+5.4%
Dec-2017	2,592	+5.5%	994	+10.0%
Jan-2018	3,334	+13.5%	1,277	+9.5%
Feb-2018	3,579	+3.3%	1,353	-1.9%
Mar-2018	4,662	+4.6%	1,712	+5.5%
<b>Apr-2018</b>	<b>5,398</b>	<b>+14.2%</b>	<b>1,858</b>	<b>+6.9%</b>

## Historical Under Contract by Month



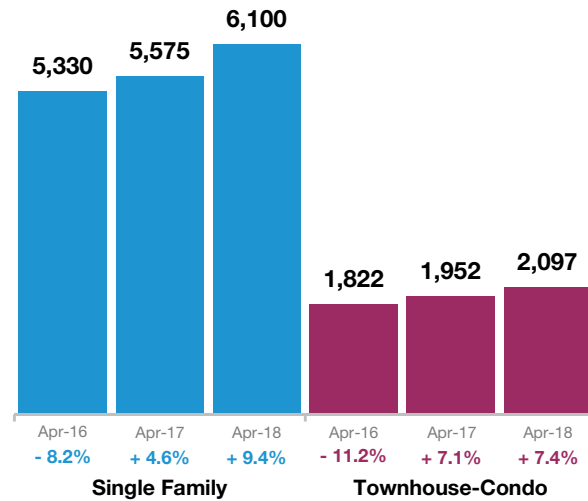
# New Listings

A count of the properties that have been newly listed on the market in a given month.

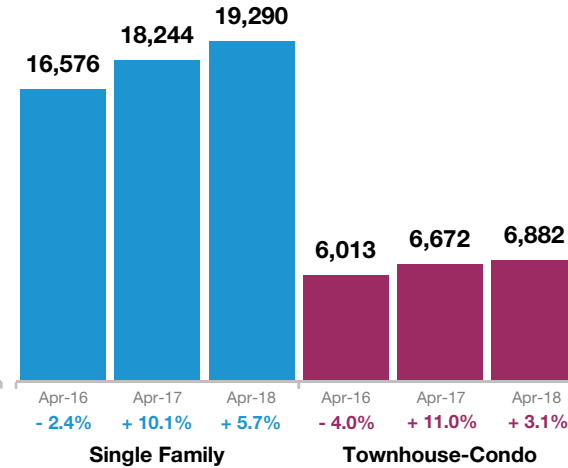


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## April

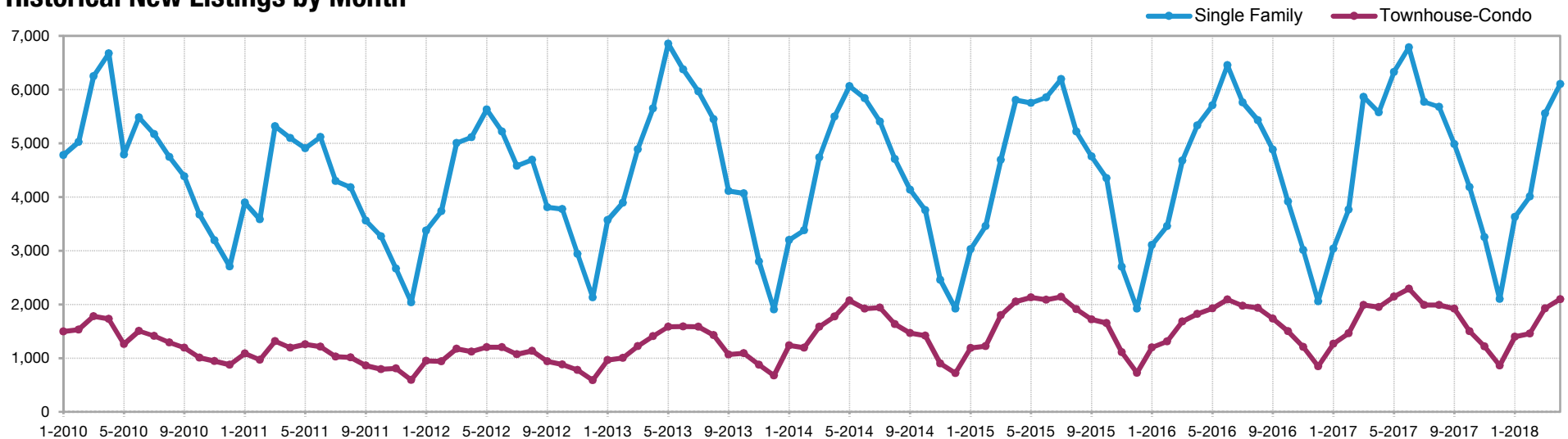


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	6,327	+10.9%	2,144	+11.3%
Jun-2017	6,786	+5.1%	2,291	+9.6%
Jul-2017	5,770	+0.2%	1,989	+0.7%
Aug-2017	5,678	+4.6%	1,992	+3.0%
Sep-2017	4,987	+2.2%	1,922	+10.7%
Oct-2017	4,186	+6.9%	1,500	-0.1%
Nov-2017	3,254	+7.9%	1,219	+1.0%
Dec-2017	2,101	+2.0%	865	+2.0%
Jan-2018	3,627	+19.3%	1,397	+10.3%
Feb-2018	4,009	+6.4%	1,460	-0.3%
Mar-2018	5,554	-5.3%	1,928	-3.0%
<b>Apr-2018</b>	<b>6,100</b>	<b>+9.4%</b>	<b>2,097</b>	<b>+7.4%</b>

## Historical New Listings by Month



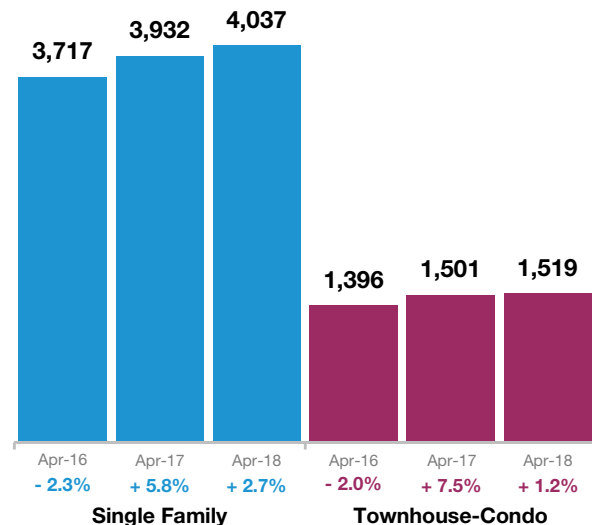
# Sold Listings

A count of the actual sales that closed in a given month.

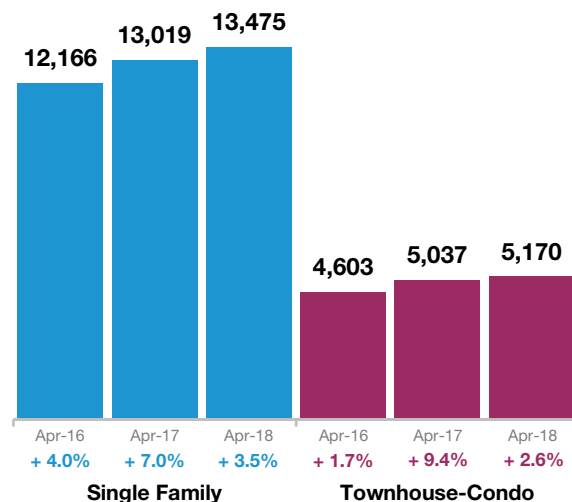


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## April

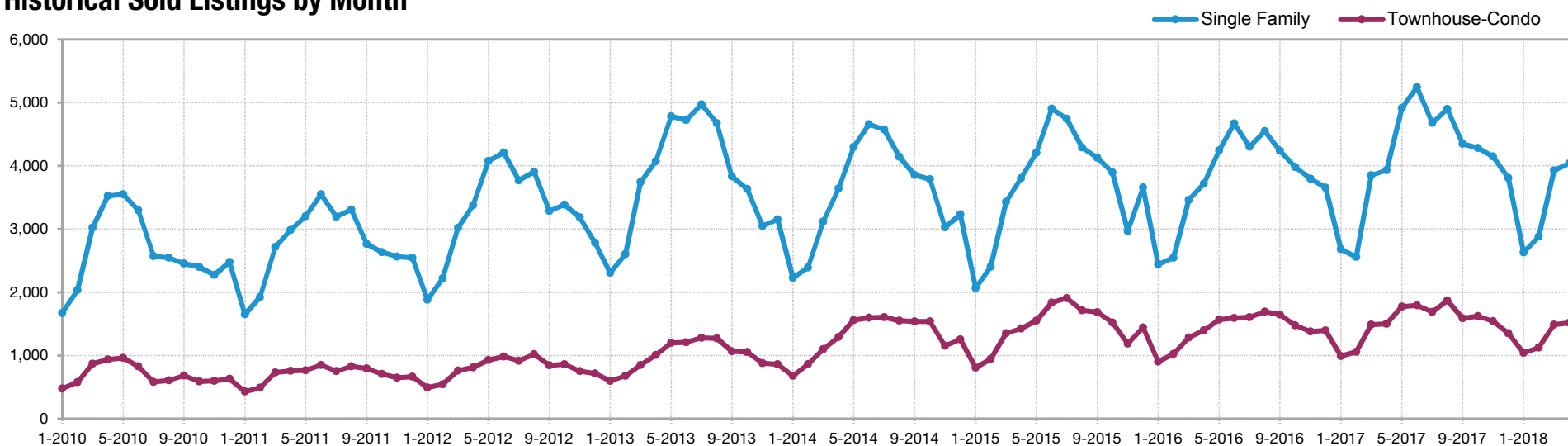


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	4,914	+15.8%	1,772	+13.1%
Jun-2017	5,247	+12.3%	1,793	+12.7%
Jul-2017	4,678	+8.7%	1,690	+5.2%
Aug-2017	4,902	+7.7%	1,870	+10.4%
Sep-2017	4,347	+2.5%	1,589	-3.5%
Oct-2017	4,281	+7.6%	1,623	+10.0%
Nov-2017	4,148	+9.2%	1,544	+12.0%
Dec-2017	3,808	+4.2%	1,352	-3.0%
Jan-2018	2,631	-1.8%	1,039	+4.9%
Feb-2018	2,881	+12.7%	1,125	+6.5%
Mar-2018	3,926	+1.9%	1,487	-0.2%
<b>Apr-2018</b>	<b>4,037</b>	<b>+2.7%</b>	<b>1,519</b>	<b>+1.2%</b>

## Historical Sold Listings by Month



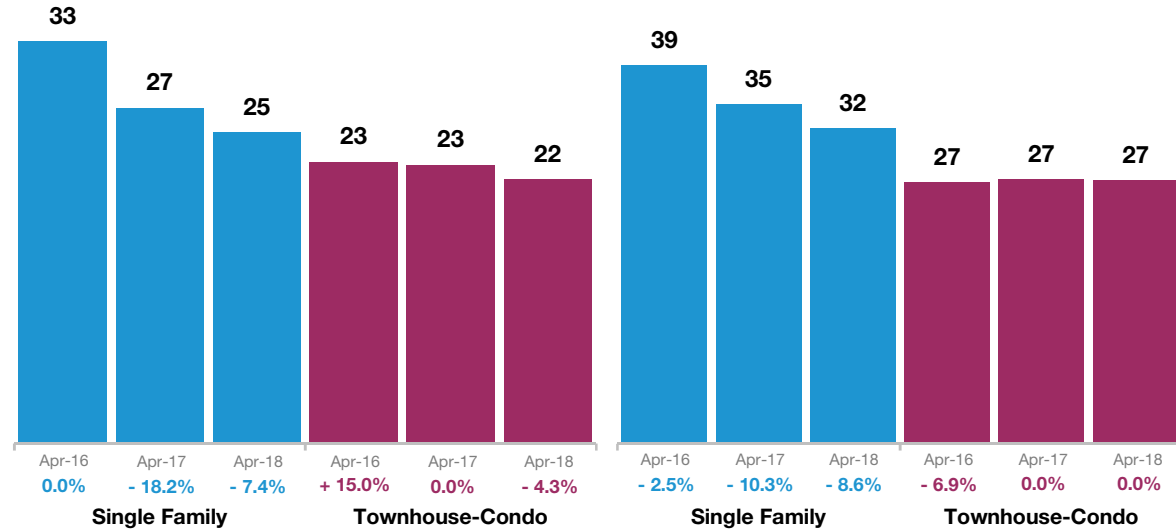
# Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

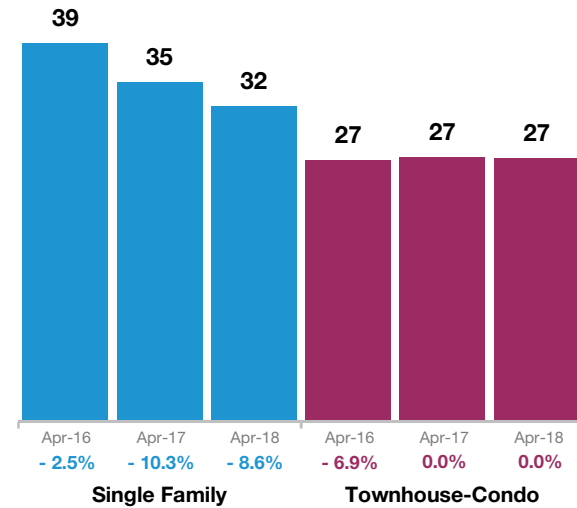


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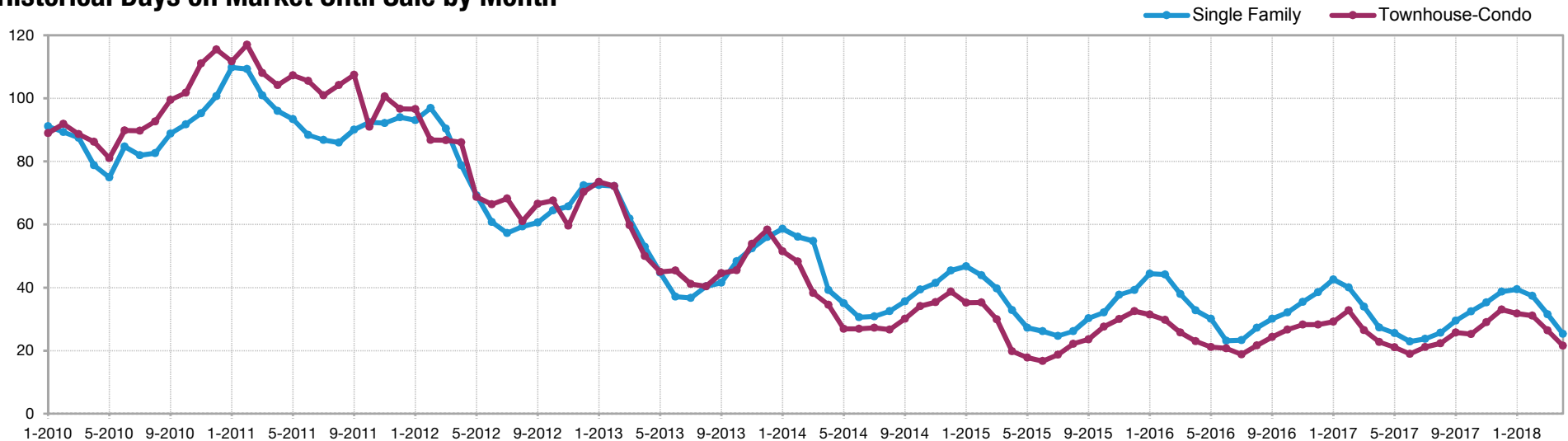


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	26	-13.3%	21	0.0%
Jun-2017	23	0.0%	19	-9.5%
Jul-2017	24	+4.3%	21	+10.5%
Aug-2017	26	-3.7%	22	0.0%
Sep-2017	30	0.0%	26	+8.3%
Oct-2017	32	0.0%	25	-7.4%
Nov-2017	35	0.0%	29	+3.6%
Dec-2017	39	0.0%	33	+17.9%
Jan-2018	39	-9.3%	32	+10.3%
Feb-2018	37	-7.5%	31	-6.1%
Mar-2018	32	-5.9%	26	0.0%
<b>Apr-2018</b>	<b>25</b>	<b>-7.4%</b>	<b>22</b>	<b>-4.3%</b>

## Historical Days on Market Until Sale by Month





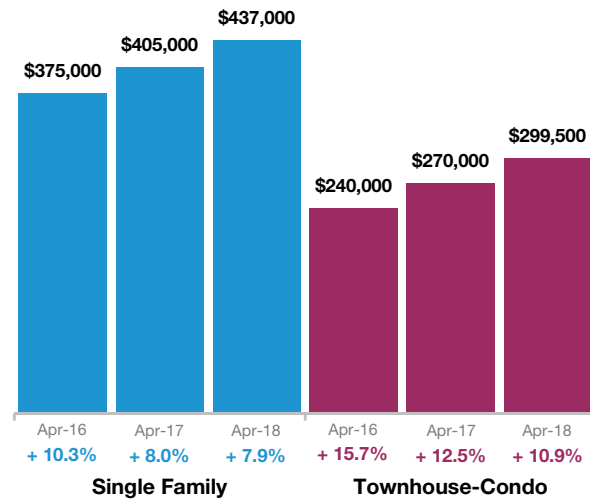
# Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

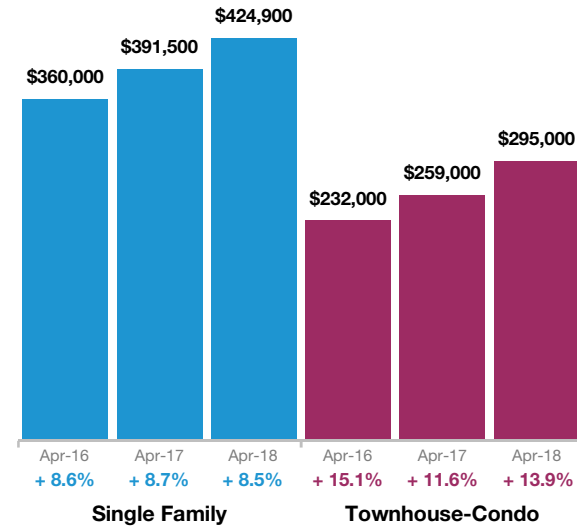


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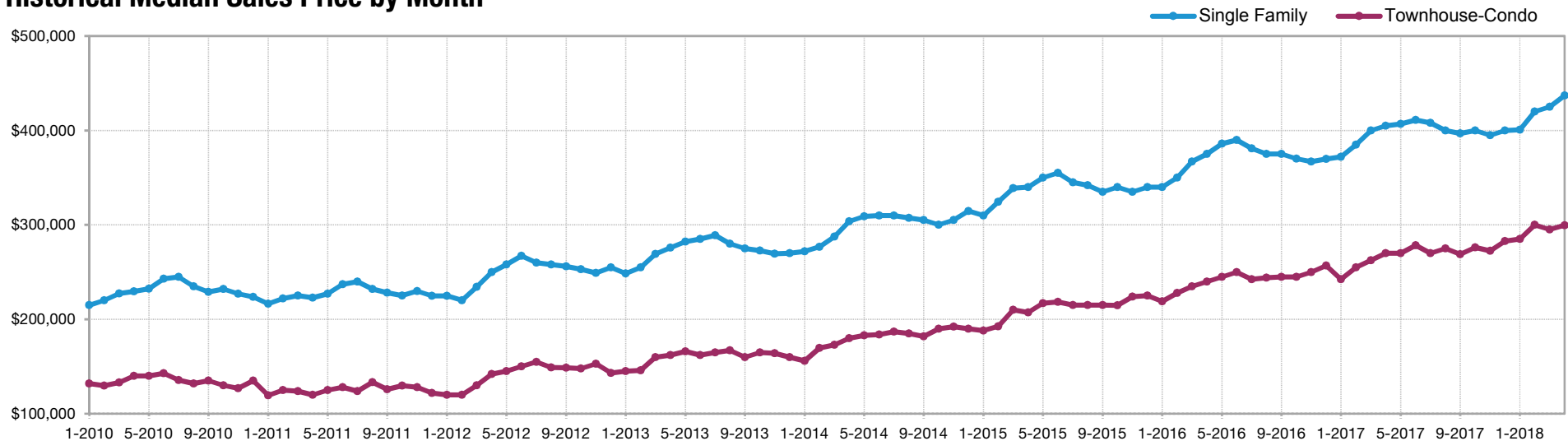


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$407,000	+5.4%	\$269,949	+10.2%
Jun-2017	\$411,000	+5.4%	\$278,500	+11.4%
Jul-2017	\$408,000	+7.1%	\$270,050	+11.4%
Aug-2017	\$400,000	+6.7%	\$275,000	+12.7%
Sep-2017	\$396,900	+5.8%	\$269,000	+9.8%
Oct-2017	\$399,900	+8.1%	\$276,260	+12.8%
Nov-2017	\$395,000	+7.6%	\$272,500	+9.0%
Dec-2017	\$400,000	+8.1%	\$282,915	+10.1%
Jan-2018	\$400,785	+7.7%	\$285,000	+17.5%
Feb-2018	\$420,000	+9.1%	\$300,000	+17.6%
Mar-2018	\$425,000	+6.3%	\$295,000	+12.4%
<b>Apr-2018</b>	<b>\$437,000</b>	<b>+7.9%</b>	<b>\$299,500</b>	<b>+10.9%</b>

## Historical Median Sales Price by Month



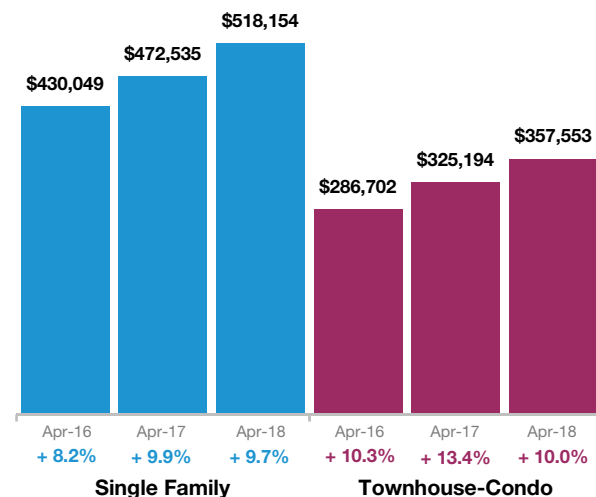
# Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.

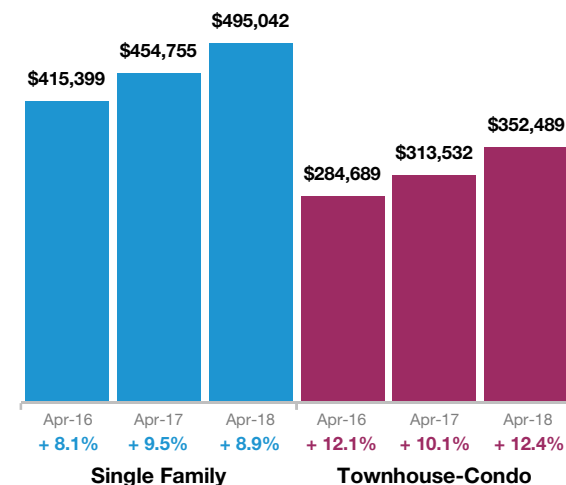


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## April

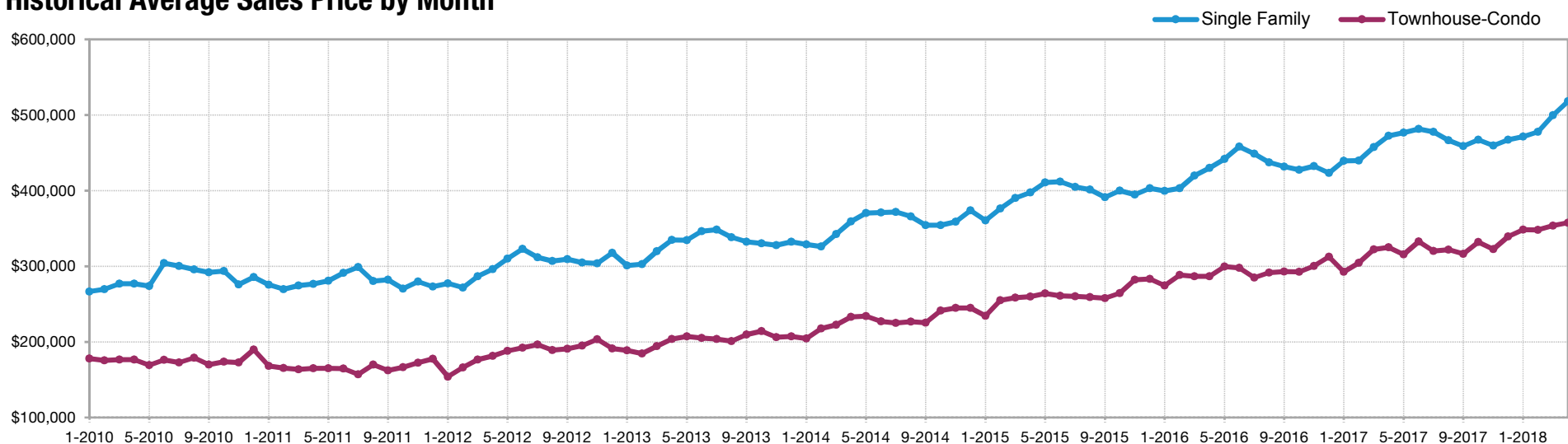


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$476,548	+7.9%	\$315,540	+5.3%
Jun-2017	\$481,566	+5.1%	\$332,711	+11.7%
Jul-2017	\$477,690	+6.5%	\$320,233	+12.3%
Aug-2017	\$466,560	+6.7%	\$321,973	+10.4%
Sep-2017	\$458,833	+6.3%	\$316,323	+8.0%
Oct-2017	\$467,369	+9.3%	\$331,994	+13.5%
Nov-2017	\$459,517	+6.3%	\$322,657	+7.5%
Dec-2017	\$467,127	+10.4%	\$339,368	+8.6%
Jan-2018	\$471,398	+7.3%	\$348,419	+19.1%
Feb-2018	\$477,814	+8.7%	\$347,892	+14.3%
Mar-2018	\$499,765	+9.3%	\$353,639	+9.8%
<b>Apr-2018</b>	<b>\$518,154</b>	<b>+9.7%</b>	<b>\$357,553</b>	<b>+10.0%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

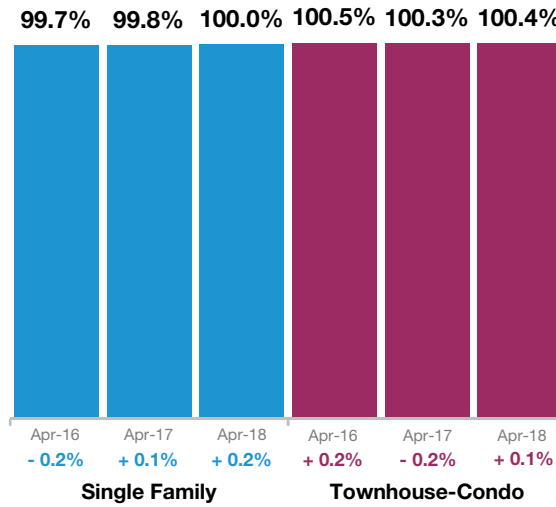
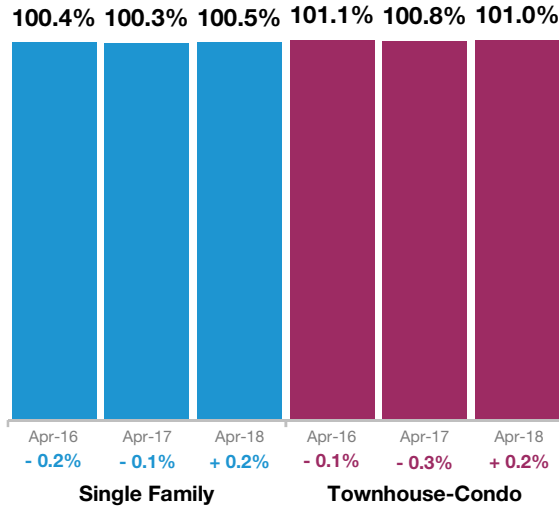
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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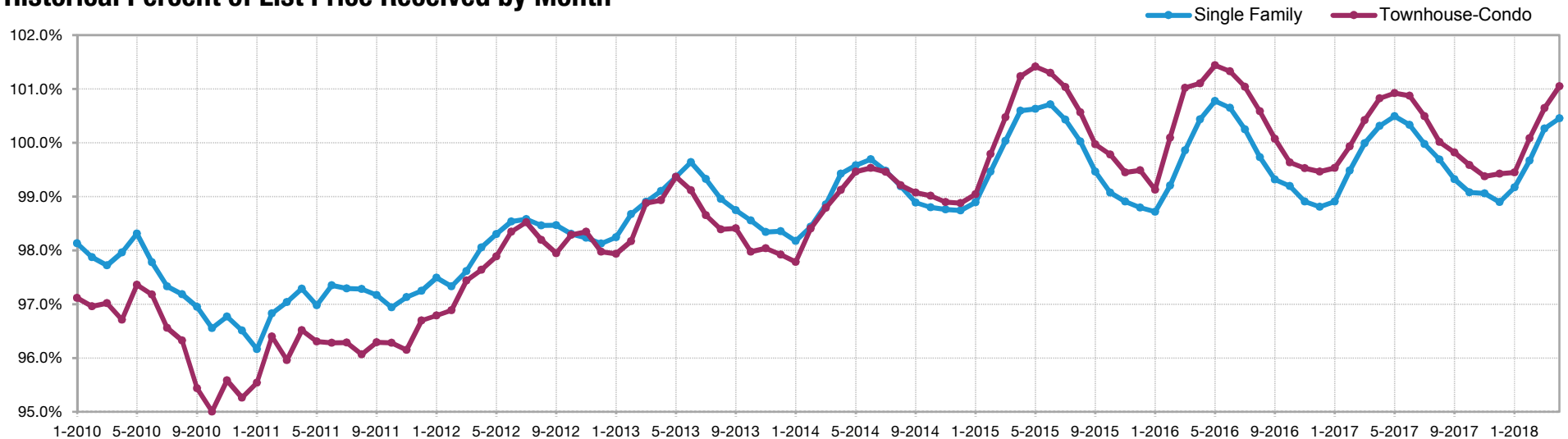
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	100.5%	-0.3%	100.9%	-0.5%
Jun-2017	100.3%	-0.3%	100.9%	-0.4%
Jul-2017	100.0%	-0.2%	100.5%	-0.5%
Aug-2017	99.7%	0.0%	100.0%	-0.6%
Sep-2017	99.3%	0.0%	99.8%	-0.3%
Oct-2017	99.1%	-0.1%	99.6%	0.0%
Nov-2017	99.1%	+0.2%	99.4%	-0.1%
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%	100.6%	+0.2%
<b>Apr-2018</b>	<b>100.5%</b>	<b>+0.2%</b>	<b>101.0%</b>	<b>+0.2%</b>

## Historical Percent of List Price Received by Month



# Housing Affordability Index

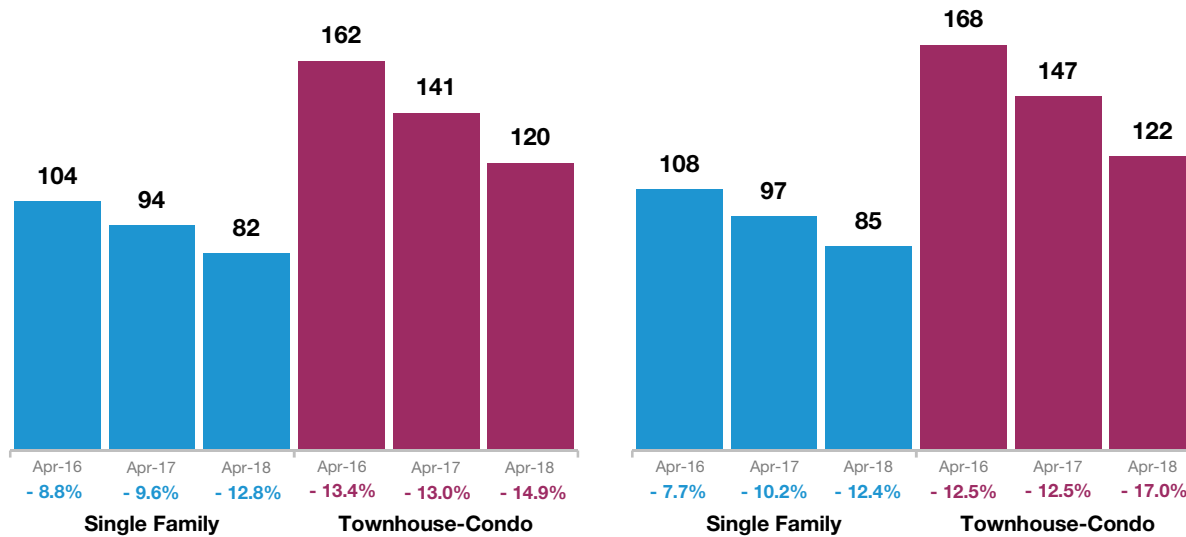


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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

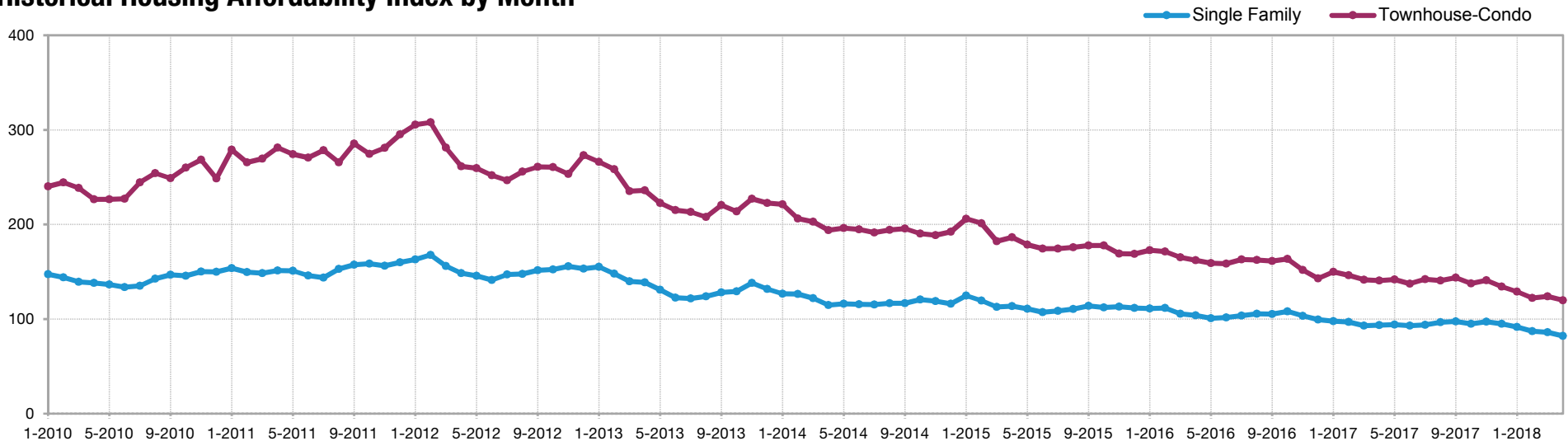
## April

## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	94	-6.9%	142	-10.7%
Jun-2017	93	-8.8%	137	-13.3%
Jul-2017	94	-9.6%	142	-12.9%
Aug-2017	97	-8.5%	141	-13.0%
Sep-2017	97	-7.6%	144	-10.6%
Oct-2017	95	-12.0%	138	-15.3%
Nov-2017	97	-5.8%	141	-7.2%
Dec-2017	95	-4.0%	134	-6.3%
Jan-2018	92	-6.1%	129	-14.0%
Feb-2018	87	-10.3%	122	-16.4%
Mar-2018	86	-7.5%	124	-12.7%
<b>Apr-2018</b>	<b>82</b>	<b>-12.8%</b>	<b>120</b>	<b>-14.9%</b>

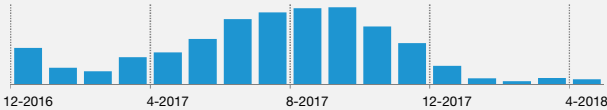
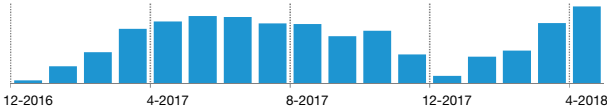
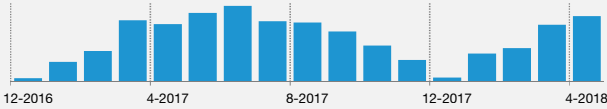
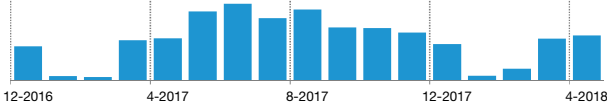
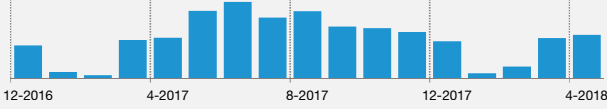
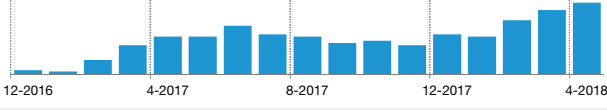
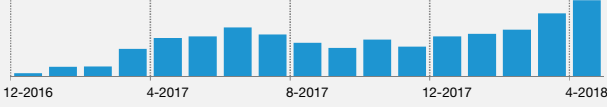

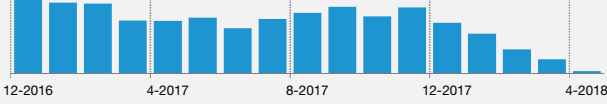
## Historical Housing Affordability Index by Month



# 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		9,559	7,423	- 22.3%	--	--	--
Under Contract		6,464	7,256	+ 12.3%	21,488	23,173	+ 7.8%
New Listings		7,527	8,197	+ 8.9%	24,916	26,172	+ 5.0%
Sold Listings		5,433	5,556	+ 2.3%	18,056	18,645	+ 3.3%
Days on Market		26	24	- 7.7%	33	31	- 6.1%
Median Sales Price		\$375,000	\$406,000	+ 8.3%	\$361,000	\$395,000	+ 9.4%
Average Sales Price		\$431,821	\$474,238	+ 9.8%	\$415,352	\$455,510	+ 9.7%
Pct. of List Price Received		100.5%	100.6%	+ 0.1%	99.9%	100.1%	+ 0.2%
Affordability Index		101	88	- 12.9%	105	91	- 13.3%

# Sold Listings

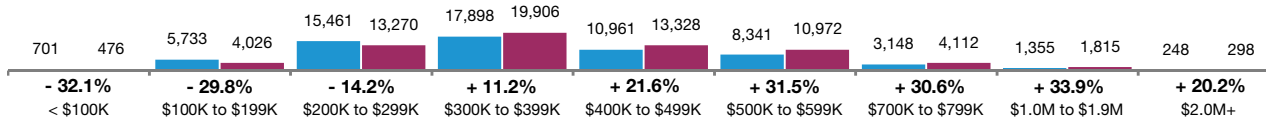
Actual sales that have closed in a given month.



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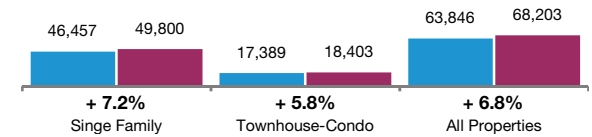
## By Price Range – All Properties – Rolling 12 Months

■ 4-2017 ■ 4-2018



## By Property Type

■ 4-2017 ■ 4-2018



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	310	276	-11.0%	391	200	-48.8%
\$100,000 to \$199,999	1,351	946	-30.0%	4,382	3,080	-29.7%
\$200,000 to \$299,999	8,941	6,116	-31.6%	6,520	7,154	+9.7%
\$300,000 to \$399,999	14,942	16,201	+8.4%	2,956	3,705	+25.3%
\$400,000 to \$499,999	9,580	11,356	+18.5%	1,381	1,972	+42.8%
\$500,000 to \$699,999	7,245	9,571	+32.1%	1,096	1,401	+27.8%
\$700,000 to \$999,999	2,663	3,438	+29.1%	485	674	+39.0%
\$1,000,000 to \$1,999,999	1,195	1,625	+36.0%	160	190	+18.8%
\$2,000,000 and Above	230	271	+17.8%	18	27	+50.0%
<b>All Price Ranges</b>	<b>46,457</b>	<b>49,800</b>	<b>+7.2%</b>	<b>17,389</b>	<b>18,403</b>	<b>+5.8%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
	17	21	+23.5%	8	11	+37.5%
	76	61	-19.7%	199	184	-7.5%
	363	350	-3.6%	551	569	+3.3%
	1,185	1,136	-4.1%	317	329	+3.8%
	952	976	+2.5%	177	201	+13.6%
	866	935	+8.0%	163	140	-14.1%
	292	349	+19.5%	55	66	+20.0%
	145	176	+21.4%	14	13	-7.1%
	30	33	+10.0%	3	6	+100.0%
<b>All Price Ranges</b>	<b>3,926</b>	<b>4,037</b>	<b>+2.8%</b>	<b>1,487</b>	<b>1,519</b>	<b>+2.2%</b>

### Year to Date

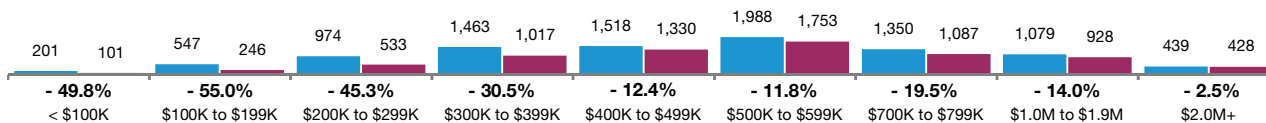
	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
	86	76	-11.6%	93	42	-54.8%
	311	229	-26.4%	1,143	725	-36.6%
	2,211	1,402	-36.6%	1,917	1,894	-1.2%
	4,150	4,052	-2.4%	879	1,100	+25.1%
	2,810	3,254	+15.8%	439	622	+41.7%
	2,238	2,872	+28.3%	355	501	+41.1%
	789	991	+25.6%	144	219	+52.1%
	350	510	+45.7%	60	55	-8.3%
	74	89	+20.3%	7	12	+71.4%
<b>All Price Ranges</b>	<b>13,019</b>	<b>13,475</b>	<b>+3.5%</b>	<b>5,037</b>	<b>5,170</b>	<b>+2.6%</b>

# Inventory of Active Listings

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

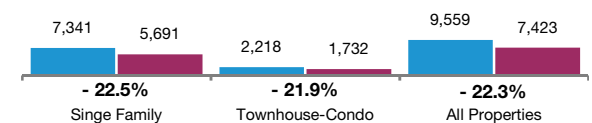
## By Price Range – All Properties

■ 4-2017 ■ 4-2018



## By Property Type

■ 4-2017 ■ 4-2018



### Year over Year

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	124	66	-46.8%	77	35	-54.5%
\$100,000 to \$199,999	284	125	-56.0%	263	121	-54.0%
\$200,000 to \$299,999	558	273	-51.1%	416	260	-37.5%
\$300,000 to \$399,999	1,095	669	-38.9%	368	348	-5.4%
\$400,000 to \$499,999	1,229	1,038	-15.5%	289	292	+1.0%
\$500,000 to \$699,999	1,619	1,457	-10.0%	369	296	-19.8%
\$700,000 to \$999,999	1,069	872	-18.4%	281	215	-23.5%
\$1,000,000 to \$1,999,999	965	811	-16.0%	114	117	+2.6%
\$2,000,000 and Above	398	380	-4.5%	41	48	+17.1%
<b>All Price Ranges</b>	<b>7,341</b>	<b>5,691</b>	<b>-22.5%</b>	<b>2,218</b>	<b>1,732</b>	<b>-21.9%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
	68	66	-2.9%	40	35	-12.5%
	153	125	-18.3%	155	121	-21.9%
	326	273	-16.3%	299	260	-13.0%
	765	669	-12.5%	320	348	+8.7%
	1,028	1,038	+1.0%	284	292	+2.8%
	1,411	1,457	+3.3%	292	296	+1.4%
	847	872	+3.0%	222	215	-3.2%
	797	811	+1.8%	98	117	+19.4%
	363	380	+4.7%	45	48	+6.7%
<b>All Price Ranges</b>	<b>5,758</b>	<b>5,691</b>	<b>-1.2%</b>	<b>1,755</b>	<b>1,732</b>	<b>-1.3%</b>

### Year to Date

Single Family	Condo
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®



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<b>Inventory of Active Listings</b>	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.
<b>Under Contract</b>	A count of the properties that have offers accepted on them in a given month.
<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Housing Affordability Index</b>	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.