

# Monthly Indicators



## October 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 16.2 percent for single family homes and 19.5 percent for townhouse-condo properties. Under Contracts decreased 3.0 percent for single family homes and 5.7 percent for townhouse-condo properties.

The Median Sales Price was up 5.0 percent to \$420,000 for single family homes and 8.7 percent to \$300,000 for townhouse-condo properties. Days on Market increased 3.0 percent for single family homes and 12.0 percent for condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

## Activity Snapshot

**+ 2.4%**

**- 8.6%**

**+ 6.3%**

One-Year Change in  
**Active Listings**  
All Properties

One-Year Change in  
**Sold Listings**  
All Properties

One-Year Change in  
**Median Sales Price**  
All Properties

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		9,204	<b>9,225</b>	+ 0.2%	--	--	--
Under Contract		4,384	<b>4,252</b>	- 3.0%	43,197	<b>44,088</b>	+ 2.1%
New Listings		4,192	<b>4,873</b>	+ 16.2%	52,045	<b>55,342</b>	+ 6.3%
Sold Listings		4,303	<b>3,937</b>	- 8.5%	41,504	<b>42,173</b>	+ 1.6%
Days on Market		33	<b>34</b>	+ 3.0%	29	<b>29</b>	0.0%
Median Sales Price		\$399,900	<b>\$420,000</b>	+ 5.0%	\$400,000	<b>\$428,000</b>	+ 7.0%
Average Sales Price		\$467,034	<b>\$506,276</b>	+ 8.4%	\$466,318	<b>\$502,926</b>	+ 7.9%
Pct. of List Price Received		99.1%	<b>98.7%</b>	- 0.4%	99.8%	<b>99.8%</b>	0.0%
Affordability Index		95	<b>78</b>	- 17.9%	95	<b>77</b>	- 18.9%

# 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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		2,683	2,943	+ 9.7%	--	--	--
Under Contract		1,589	1,499	- 5.7%	16,123	15,931	- 1.2%
New Listings		1,503	1,796	+ 19.5%	18,524	19,320	+ 4.3%
Sold Listings		1,625	1,479	- 9.0%	15,394	15,367	- 0.2%
Days on Market		25	28	+ 12.0%	24	24	0.0%
Median Sales Price		\$276,000	\$300,000	+ 8.7%	\$269,000	\$300,000	+ 11.5%
Average Sales Price		\$331,861	\$347,603	+ 4.7%	\$319,711	\$352,747	+ 10.3%
Pct. of List Price Received		99.6%	99.1%	- 0.5%	100.3%	100.1%	- 0.2%
Affordability Index		138	109	- 21.0%	141	109	- 22.7%

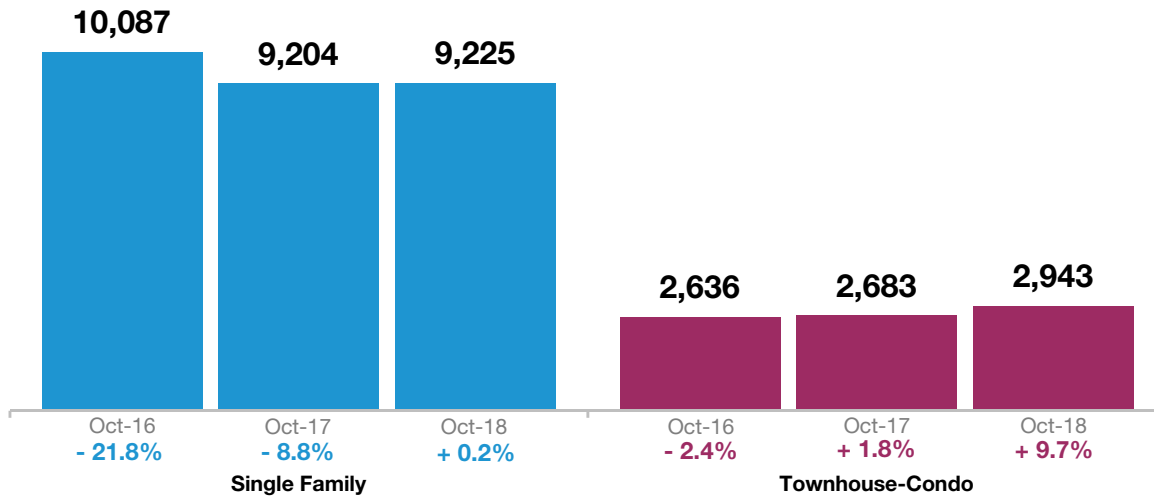
# Inventory of Active Listings

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



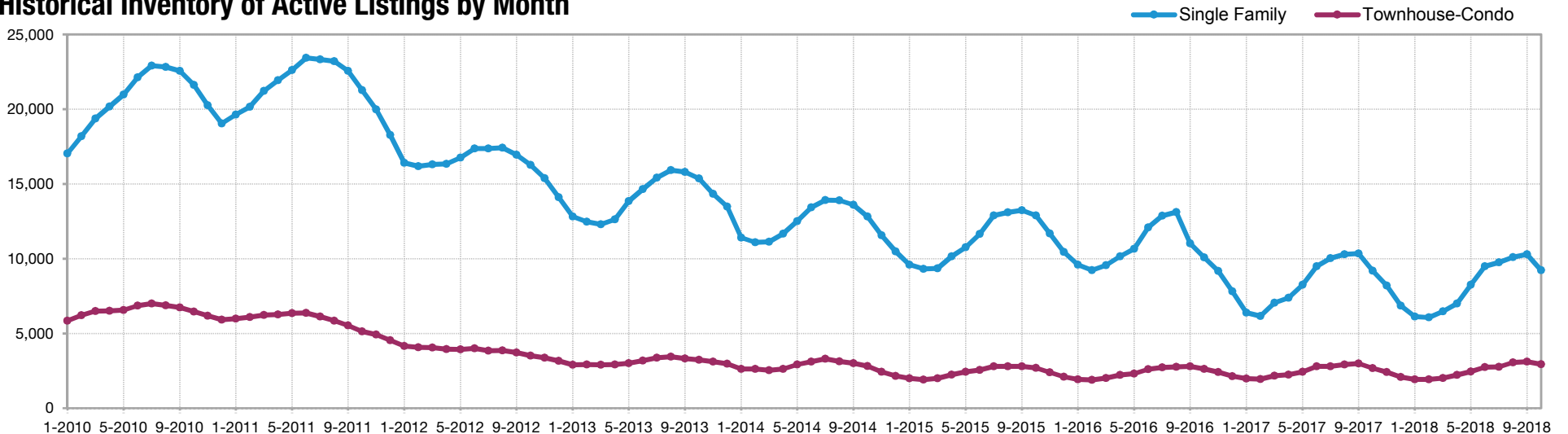
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## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	8,202	-10.6%	2,425	+0.5%
Dec-2017	6,856	-12.3%	2,084	-2.9%
Jan-2018	6,128	-4.1%	1,933	-2.7%
Feb-2018	6,070	-1.4%	1,925	-1.4%
Mar-2018	6,484	-8.1%	2,024	-6.7%
Apr-2018	7,002	-5.1%	2,222	-0.8%
May-2018	8,255	+0.1%	2,445	+0.6%
Jun-2018	9,498	-0.0%	2,746	-1.8%
Jul-2018	9,747	-2.8%	2,774	-1.2%
Aug-2018	10,095	-1.9%	3,068	+4.8%
Sep-2018	10,295	-0.5%	3,115	+3.8%
<b>Oct-2018</b>	<b>9,225</b>	<b>+0.2%</b>	<b>2,943</b>	<b>+9.7%</b>

## Historical Inventory of Active Listings by Month



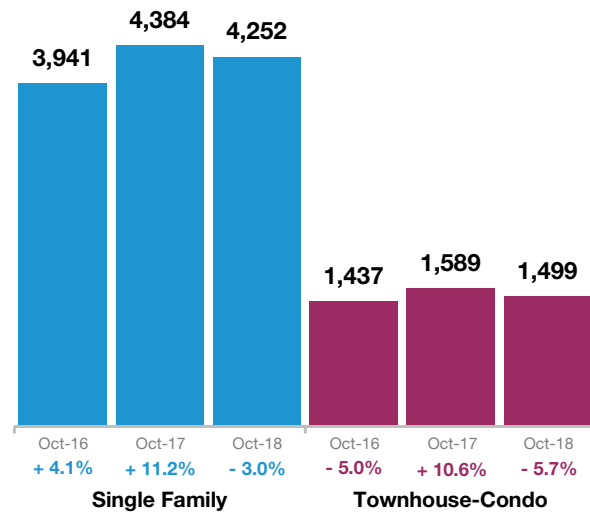
# Under Contract

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

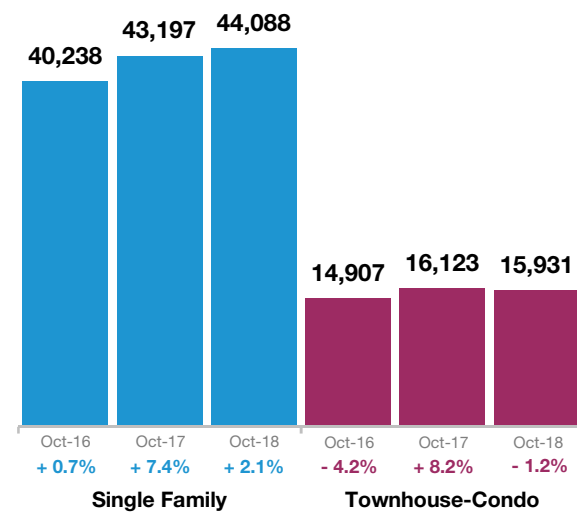


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## October

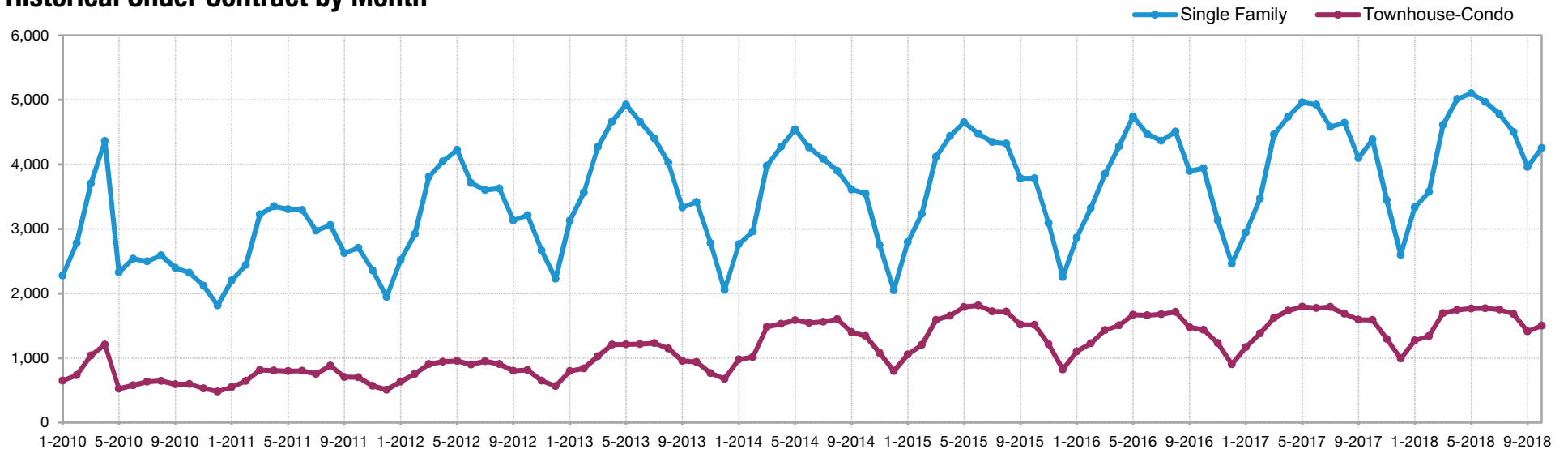


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	3,444	+10.0%	1,294	+5.0%
Dec-2017	2,599	+5.7%	992	+9.9%
Jan-2018	3,333	+13.3%	1,272	+9.0%
Feb-2018	3,574	+3.0%	1,340	-2.9%
Mar-2018	4,609	+3.2%	1,695	+4.6%
Apr-2018	5,014	+5.9%	1,745	+0.7%
May-2018	5,100	+2.8%	1,765	-1.6%
Jun-2018	4,969	+0.9%	1,770	-0.1%
Jul-2018	4,776	+4.3%	1,751	-2.2%
Aug-2018	4,501	-3.1%	1,681	-0.2%
Sep-2018	3,960	-3.3%	1,413	-11.3%
<b>Oct-2018</b>	<b>4,252</b>	<b>-3.0%</b>	<b>1,499</b>	<b>-5.7%</b>

## Historical Under Contract by Month



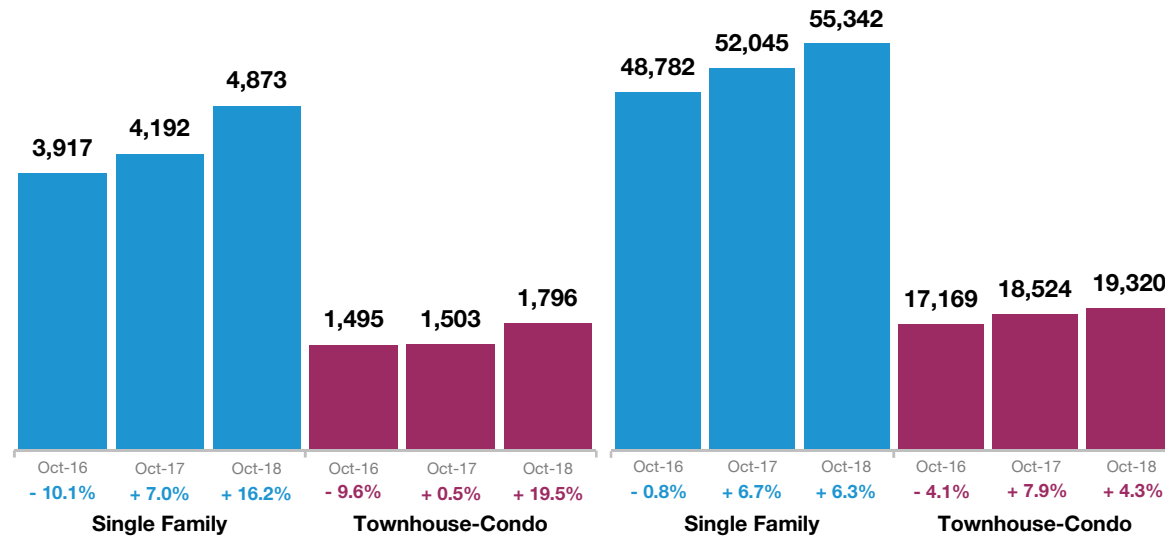
# New Listings

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



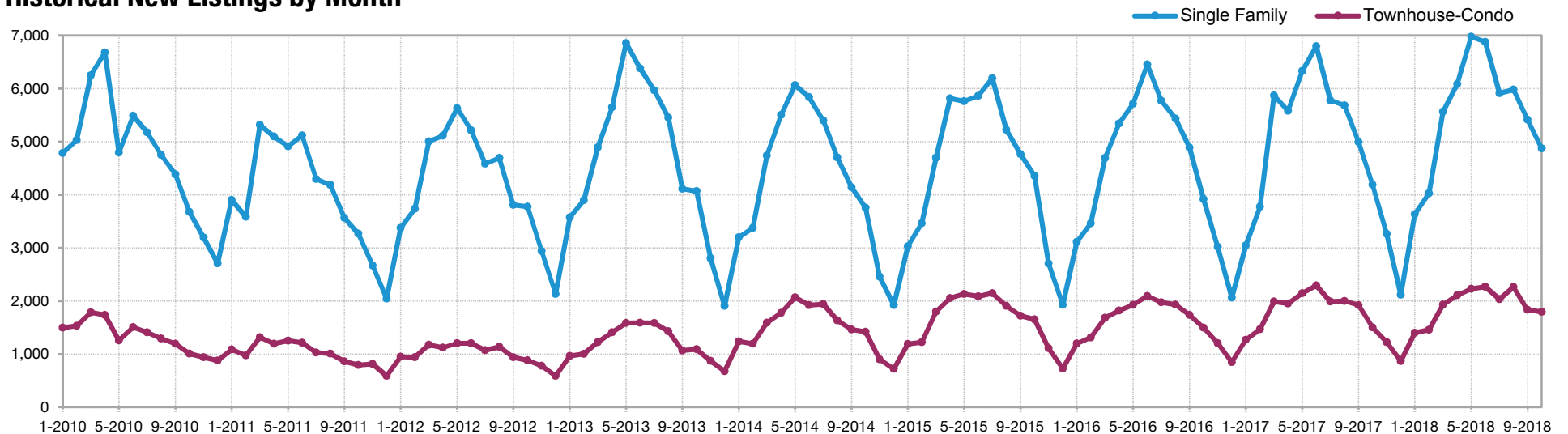
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## October



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	3,262	+8.1%	1,224	+1.6%
Dec-2017	2,117	+2.6%	867	+2.4%
Jan-2018	3,633	+19.3%	1,399	+10.3%
Feb-2018	4,029	+6.7%	1,460	-0.5%
Mar-2018	5,568	-5.1%	1,931	-2.9%
Apr-2018	6,081	+9.0%	2,109	+8.1%
May-2018	6,975	+10.2%	2,227	+3.8%
Jun-2018	6,878	+1.2%	2,267	-1.1%
Jul-2018	5,910	+2.2%	2,032	+2.2%
Aug-2018	5,981	+5.3%	2,264	+13.4%
Sep-2018	5,414	+8.3%	1,835	-4.6%
<b>Oct-2018</b>	<b>4,873</b>	<b>+16.2%</b>	<b>1,796</b>	<b>+19.5%</b>

## Historical New Listings by Month



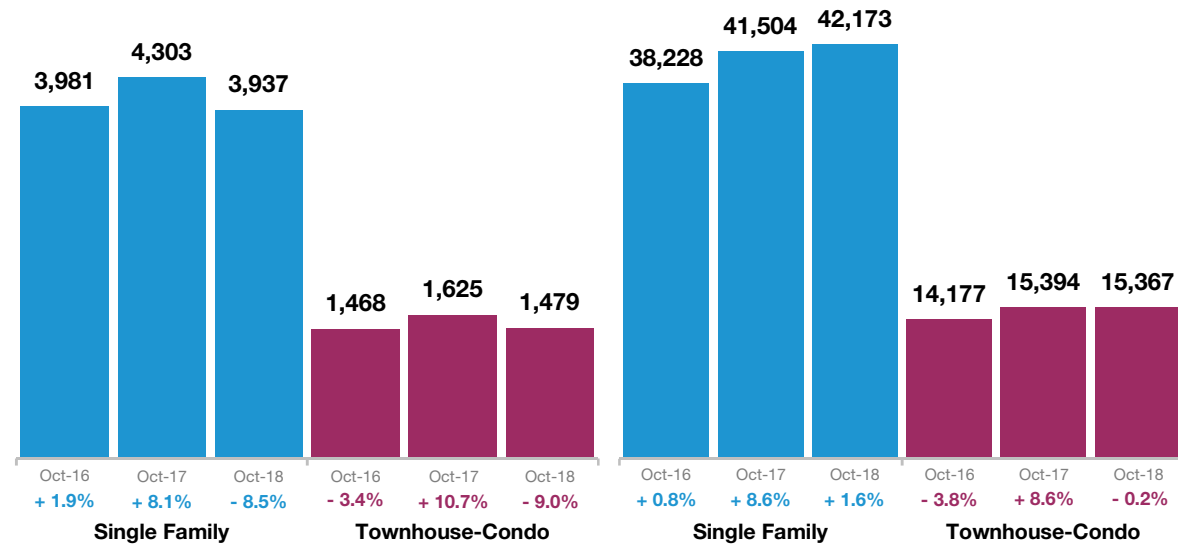
# Sold Listings

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



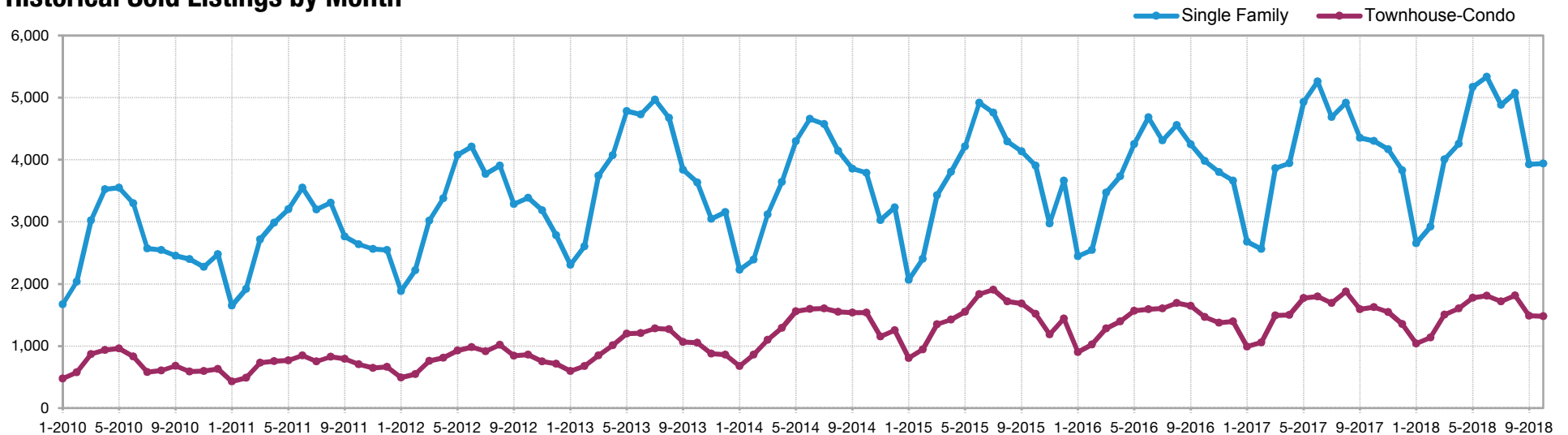
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## October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	4,169	+9.7%	1,545	+12.3%
Dec-2017	3,829	+4.6%	1,353	-3.0%
Jan-2018	2,655	-1.0%	1,041	+5.2%
Feb-2018	2,922	+14.0%	1,135	+7.5%
Mar-2018	4,006	+3.7%	1,504	+0.7%
Apr-2018	4,258	+8.0%	1,606	+6.9%
May-2018	5,174	+5.0%	1,776	+0.3%
Jun-2018	5,334	+1.4%	1,808	+0.6%
Jul-2018	4,882	+4.1%	1,719	+1.7%
Aug-2018	5,077	+3.2%	1,813	-3.3%
Sep-2018	3,928	-9.8%	1,486	-6.7%
<b>Oct-2018</b>	<b>3,937</b>	<b>-8.5%</b>	<b>1,479</b>	<b>-9.0%</b>

## Historical Sold Listings by Month



# Days on Market Until Sale

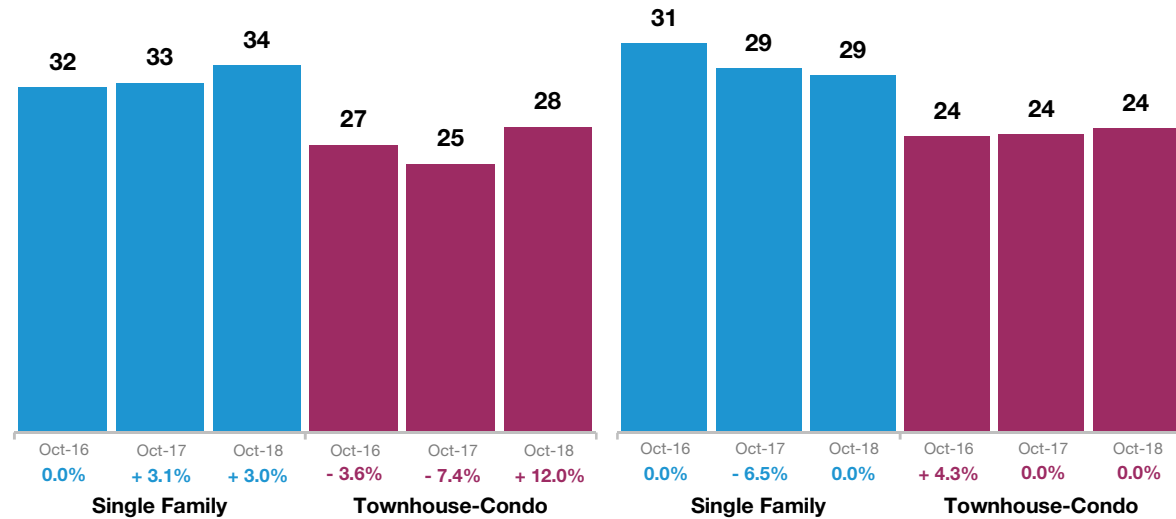
Average number of days between when a property is listed and when an offer is accepted in a given month.



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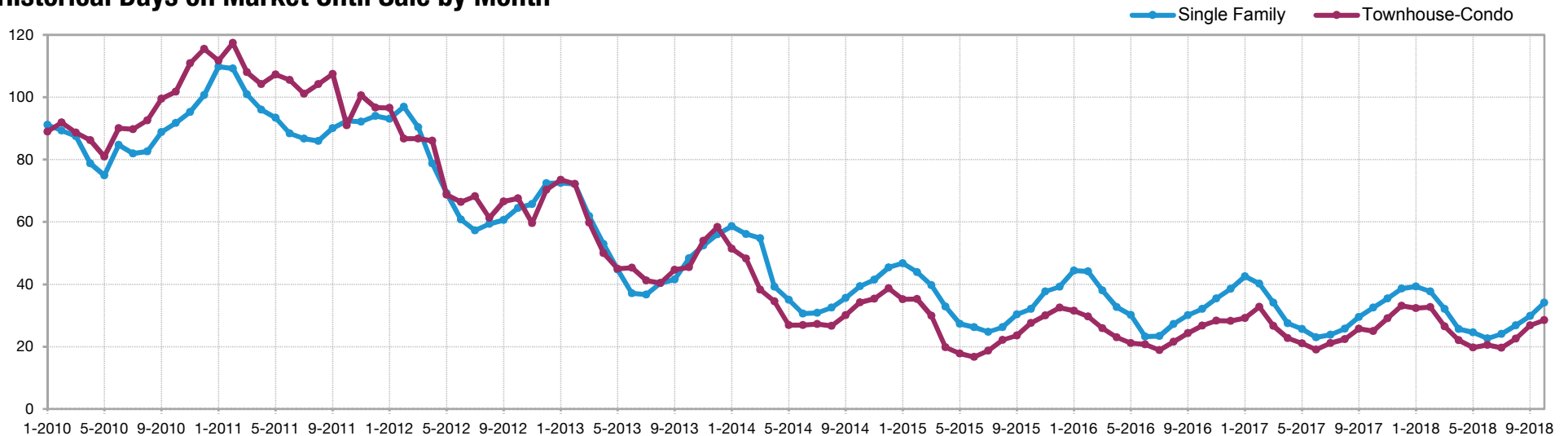
## October

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	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%	21	+10.5%
Jul-2018	24	0.0%	20	-4.8%
Aug-2018	27	+3.8%	23	+4.5%
Sep-2018	30	0.0%	27	+3.8%
<b>Oct-2018</b>	<b>34</b>	<b>+3.0%</b>	<b>28</b>	<b>+12.0%</b>

## Historical Days on Market Until Sale by Month





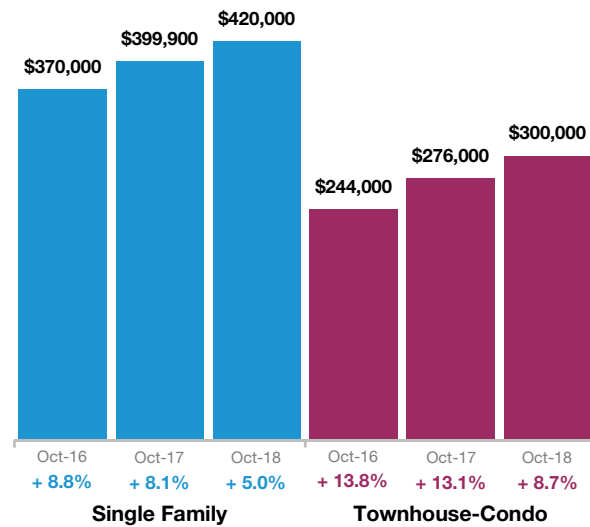
# Median Sales Price

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

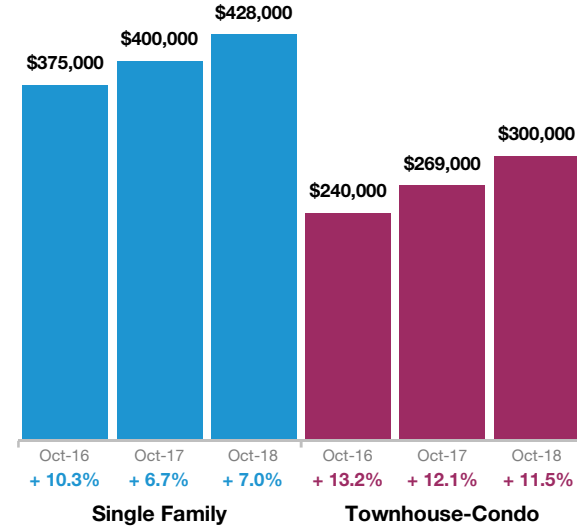


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## October

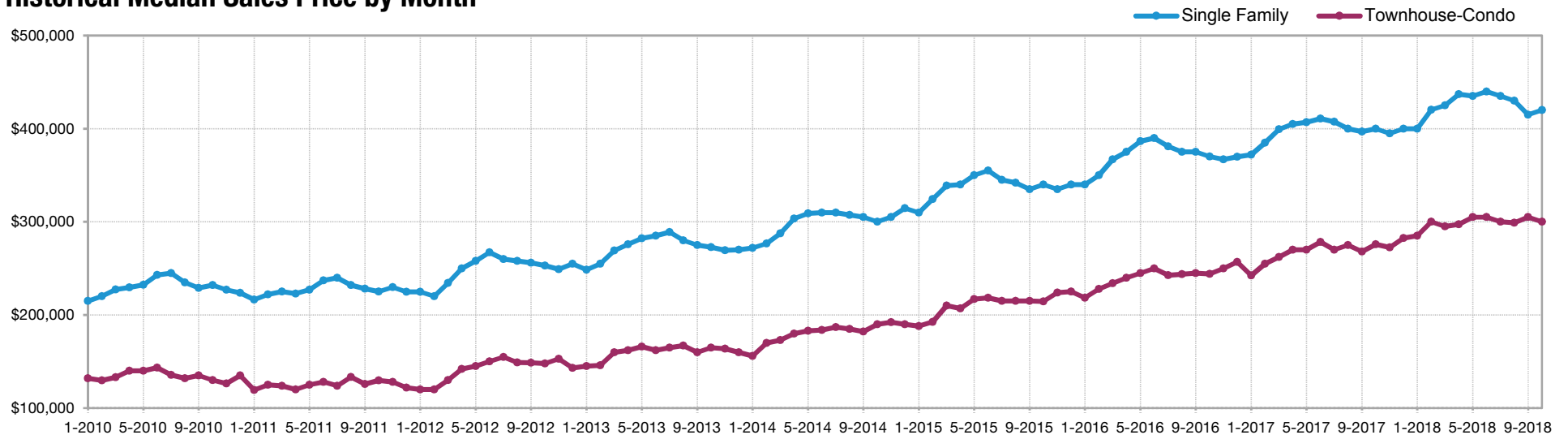


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$395,000	+7.6%	\$272,500	+9.0%
Dec-2017	\$400,000	+8.1%	\$282,500	+9.9%
Jan-2018	\$400,000	+7.5%	\$285,000	+17.5%
Feb-2018	\$420,250	+9.2%	\$300,000	+17.6%
Mar-2018	\$425,000	+6.4%	\$295,000	+12.5%
Apr-2018	\$437,000	+7.9%	\$297,250	+10.1%
May-2018	\$435,000	+6.9%	\$305,000	+13.0%
Jun-2018	\$439,900	+7.1%	\$305,000	+9.5%
Jul-2018	\$435,000	+6.7%	\$300,000	+11.1%
Aug-2018	\$430,000	+7.5%	\$299,000	+8.7%
Sep-2018	\$415,000	+4.5%	\$305,000	+13.8%
<b>Oct-2018</b>	<b>\$420,000</b>	<b>+5.0%</b>	<b>\$300,000</b>	<b>+8.7%</b>

## Historical Median Sales Price by Month



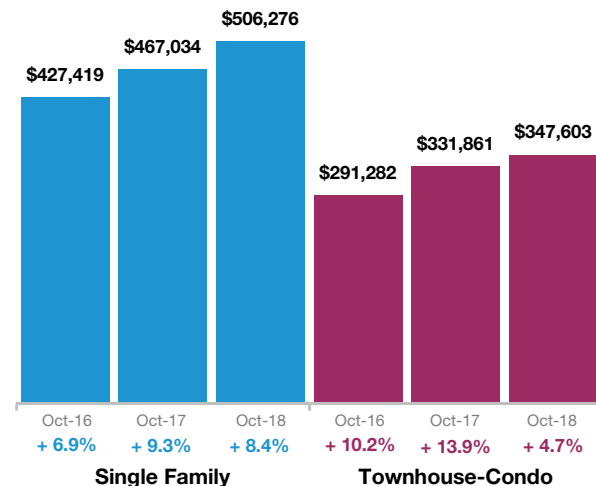
# Average Sales Price

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

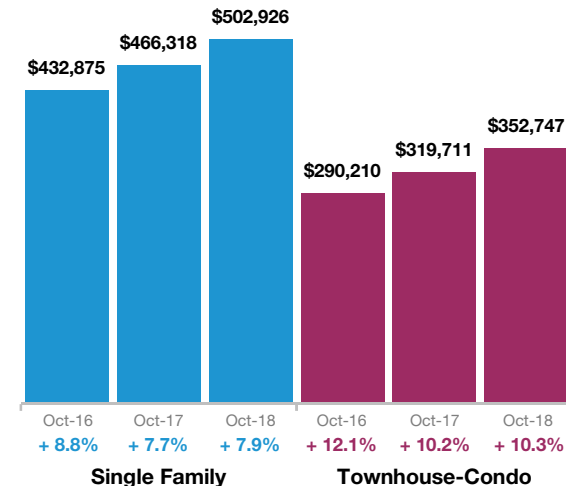


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## October

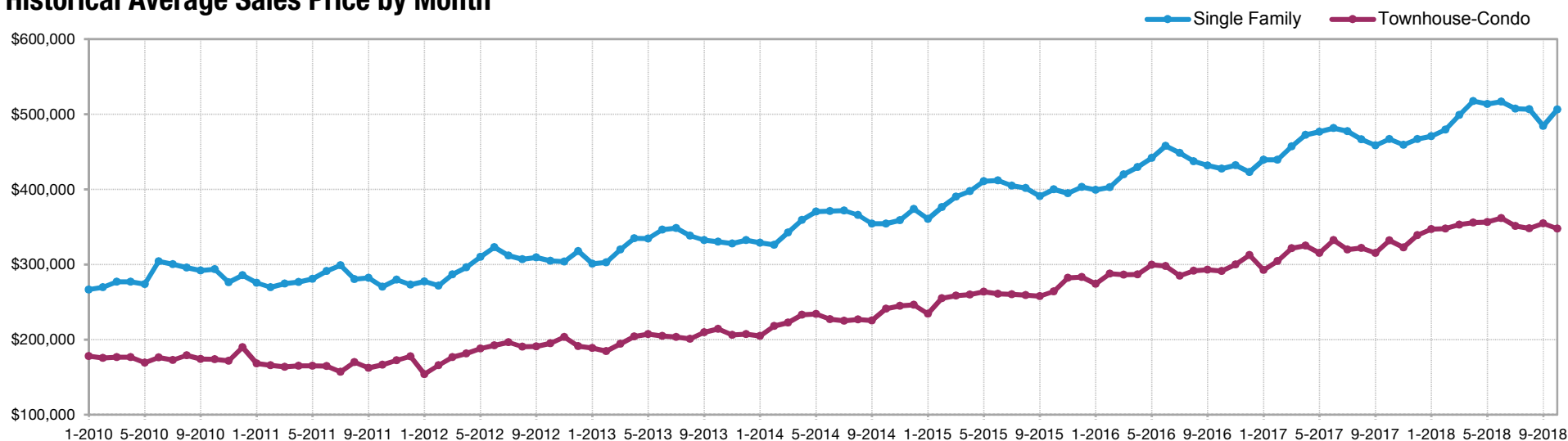


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$459,280	+6.3%	\$322,703	+7.6%
Dec-2017	\$466,851	+10.3%	\$338,936	+8.5%
Jan-2018	\$470,650	+7.2%	\$347,018	+18.6%
Feb-2018	\$479,335	+9.1%	\$347,538	+14.2%
Mar-2018	\$498,973	+9.1%	\$353,031	+9.8%
Apr-2018	\$517,514	+9.5%	\$355,825	+9.5%
May-2018	\$513,500	+7.7%	\$356,264	+13.0%
Jun-2018	\$516,760	+7.3%	\$361,777	+8.8%
Jul-2018	\$507,182	+6.2%	\$351,087	+9.7%
Aug-2018	\$506,771	+8.6%	\$348,207	+8.2%
Sep-2018	\$484,191	+5.6%	\$354,516	+12.4%
<b>Oct-2018</b>	<b>\$506,276</b>	<b>+8.4%</b>	<b>\$347,603</b>	<b>+4.7%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

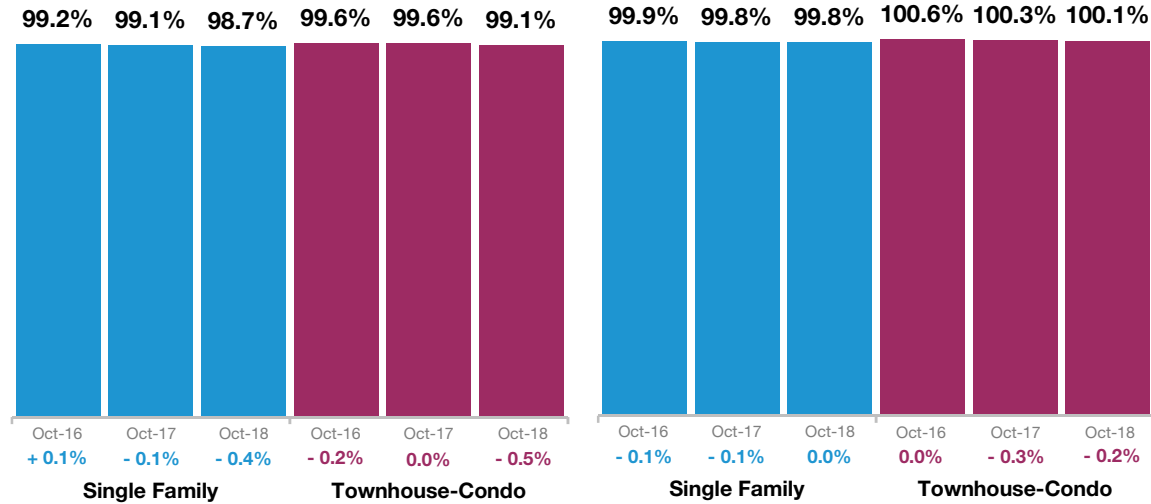
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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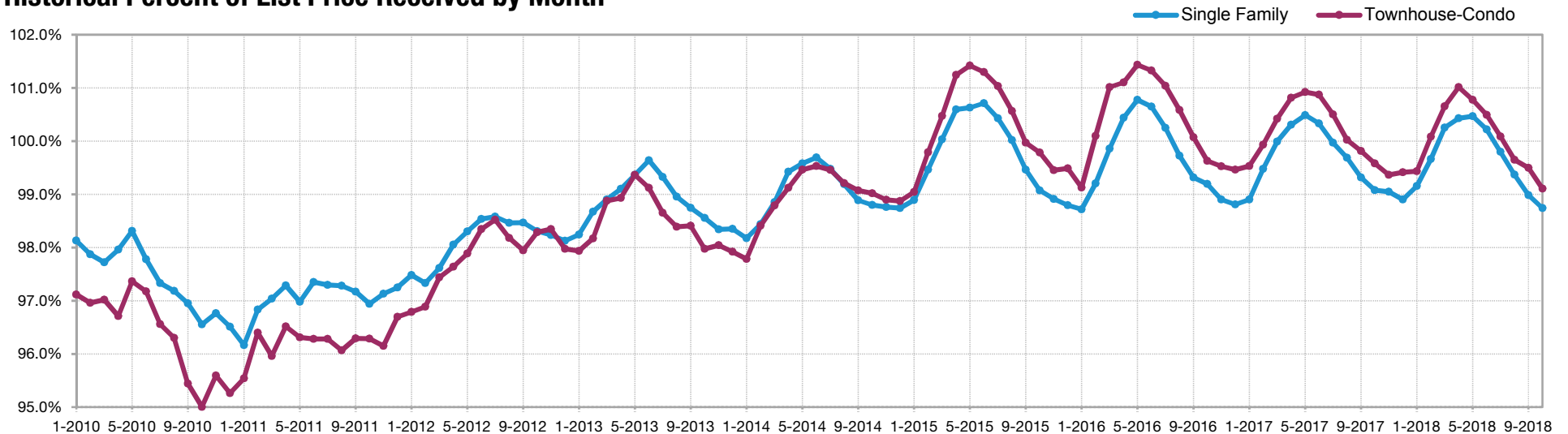
## October

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	99.0%	+0.1%	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%	100.7%	+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%
<b>Oct-2018</b>	<b>98.7%</b>	<b>-0.4%</b>	<b>99.1%</b>	<b>-0.5%</b>

## Historical Percent of List Price Received by Month



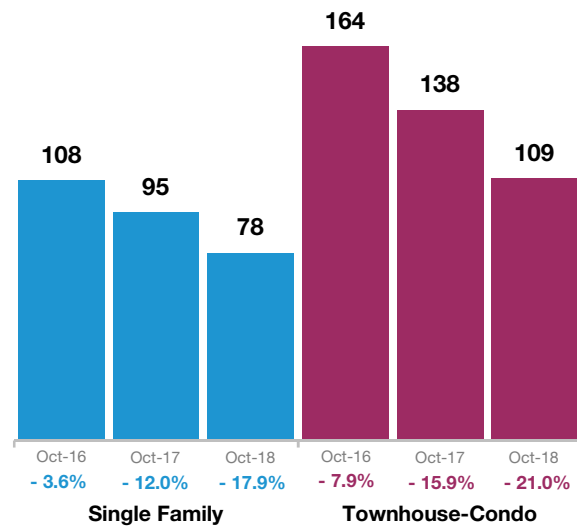
# Housing Affordability Index

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.

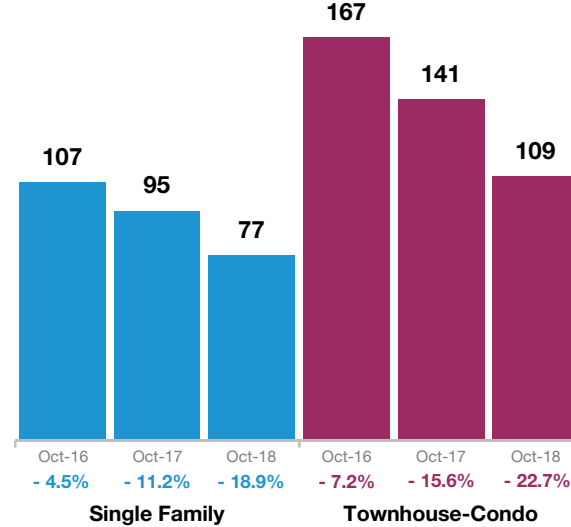


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## October

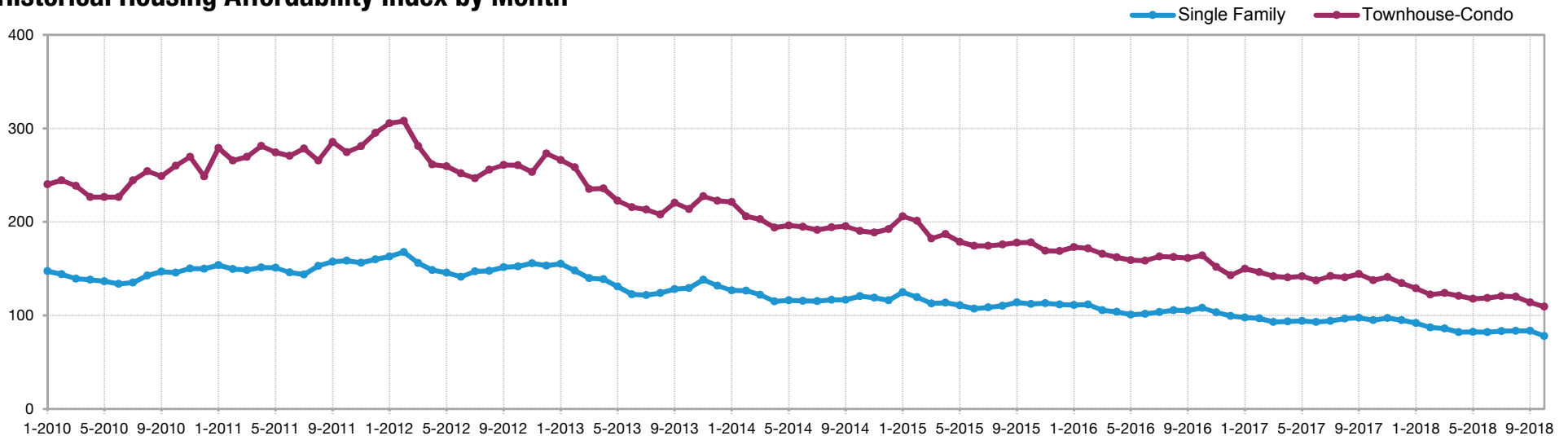


## Year to Date



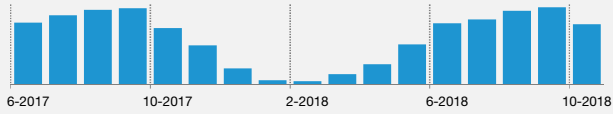
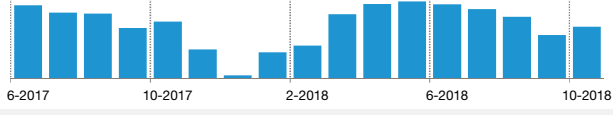
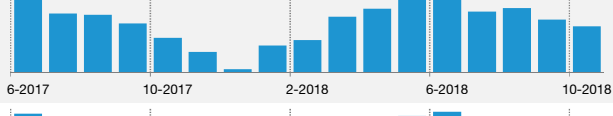
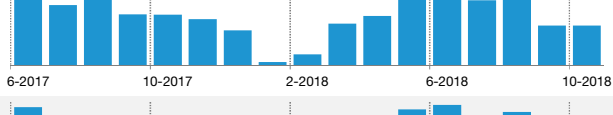
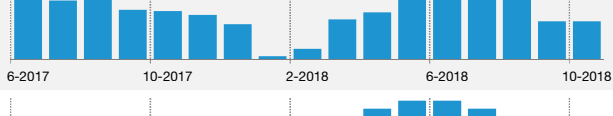
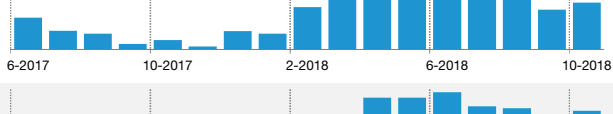
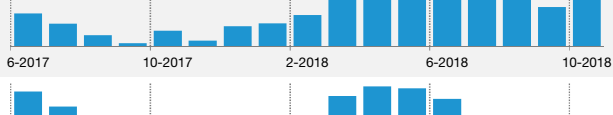
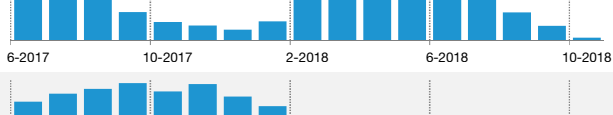
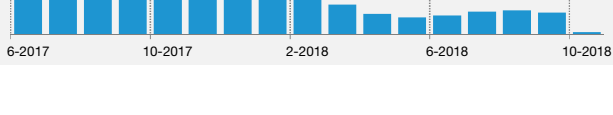
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	97	-5.8%	141	-7.2%
Dec-2017	95	-4.0%	135	-5.6%
Jan-2018	92	-6.1%	129	-14.0%
Feb-2018	87	-10.3%	122	-16.4%
Mar-2018	86	-7.5%	124	-12.7%
Apr-2018	82	-12.8%	121	-14.2%
May-2018	83	-11.7%	118	-16.9%
Jun-2018	82	-11.8%	119	-13.1%
Jul-2018	83	-11.7%	121	-14.8%
Aug-2018	84	-13.4%	120	-14.9%
Sep-2018	84	-13.4%	114	-20.8%
<b>Oct-2018</b>	<b>78</b>	<b>-17.9%</b>	<b>109</b>	<b>-21.0%</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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		11,887	<b>12,168</b>	+ 2.4%	--	--	--
Under Contract		5,973	<b>5,751</b>	- 3.7%	59,320	<b>60,019</b>	+ 1.2%
New Listings		5,695	<b>6,669</b>	+ 17.1%	70,569	<b>74,662</b>	+ 5.8%
Sold Listings		5,928	<b>5,416</b>	- 8.6%	56,898	<b>57,540</b>	+ 1.1%
Days on Market		30	<b>33</b>	+ 10.0%	28	<b>27</b>	- 3.6%
Median Sales Price		\$371,000	<b>\$394,500</b>	+ 6.3%	\$371,000	<b>\$400,000</b>	+ 7.8%
Average Sales Price		\$429,968	<b>\$462,930</b>	+ 7.7%	\$426,647	<b>\$462,815</b>	+ 8.5%
Pct. of List Price Received		99.2%	<b>98.8%</b>	- 0.4%	99.9%	<b>99.9%</b>	0.0%
Affordability Index		102	<b>83</b>	- 18.6%	102	<b>82</b>	- 19.6%

# Sold Listings

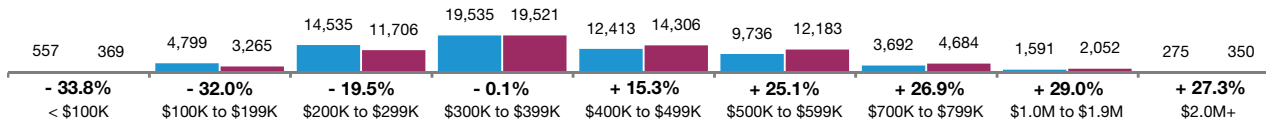
Actual sales that have closed in a given month.



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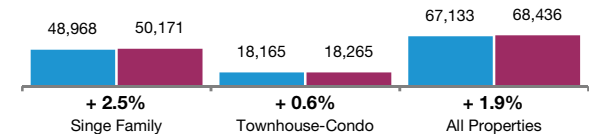
## By Price Range – All Properties – Rolling 12 Months

■ 10-2017 ■ 10-2018



## By Property Type

■ 10-2017 ■ 10-2018



### Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	288	234	-18.8%	269	135	-49.8%
\$100,000 to \$199,999	1,117	851	-23.8%	3,682	2,414	-34.4%
\$200,000 to \$299,999	7,451	4,905	-34.2%	7,084	6,801	-4.0%
\$300,000 to \$399,999	16,125	15,362	-4.7%	3,410	4,159	+22.0%
\$400,000 to \$499,999	10,705	12,145	+13.5%	1,708	2,161	+26.5%
\$500,000 to \$699,999	8,512	10,549	+23.9%	1,224	1,634	+33.5%
\$700,000 to \$999,999	3,115	3,950	+26.8%	577	734	+27.2%
\$1,000,000 to \$1,999,999	1,398	1,857	+32.8%	193	195	+1.0%
\$2,000,000 and Above	257	318	+23.7%	18	32	+77.8%
<b>All Price Ranges</b>	<b>48,968</b>	<b>50,171</b>	<b>+2.5%</b>	<b>18,165</b>	<b>18,265</b>	<b>+0.6%</b>

### Compared to Prior Month

	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
	20	17	-15.0%	6	11	+83.3%
	74	61	-17.6%	142	189	+33.1%
	391	365	-6.6%	564	536	-5.0%
	1,298	1,272	-2.0%	365	360	-1.4%
	942	944	+0.2%	190	197	+3.7%
	754	782	+3.7%	141	122	-13.5%
	304	313	+3.0%	60	45	-25.0%
	122	138	+13.1%	18	17	-5.6%
	23	45	+95.7%	0	2	--
<b>All Price Ranges</b>	<b>3,928</b>	<b>3,937</b>	<b>+0.2%</b>	<b>1,486</b>	<b>1,479</b>	<b>-0.5%</b>

### Year to Date

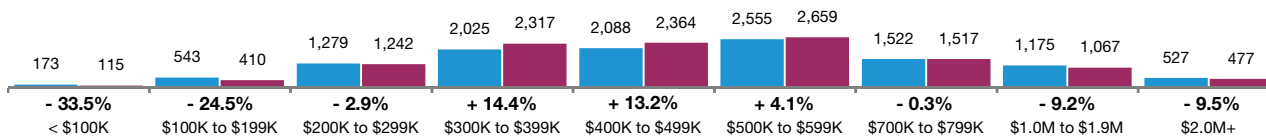
	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
	246	193	-21.5%	216	98	-54.6%
	854	665	-22.1%	2,994	1,903	-36.4%
	5,831	3,786	-35.1%	6,054	5,665	-6.4%
	13,657	12,665	-7.3%	2,936	3,602	+22.7%
	9,213	10,415	+13.0%	1,488	1,861	+25.1%
	7,515	9,106	+21.2%	1,032	1,416	+37.2%
	2,739	3,441	+25.6%	493	631	+28.0%
	1,229	1,620	+31.8%	165	165	0.0%
	220	282	+28.2%	16	26	+62.5%
<b>All Price Ranges</b>	<b>41,504</b>	<b>42,173</b>	<b>+1.6%</b>	<b>15,394</b>	<b>15,367</b>	<b>-0.2%</b>

# Inventory of Active Listings

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

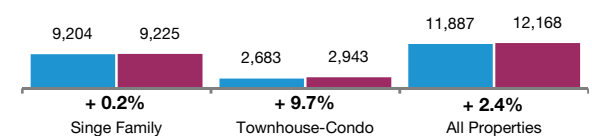
## By Price Range – All Properties

■ 10-2017 ■ 10-2018



## By Property Type

■ 10-2017 ■ 10-2018



### Year over Year

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	118	79	-33.1%	55	36	-34.5%
\$100,000 to \$199,999	280	172	-38.6%	263	238	-9.5%
\$200,000 to \$299,999	685	498	-27.3%	594	744	+25.3%
\$300,000 to \$399,999	1,552	1,686	+8.6%	473	631	+33.4%
\$400,000 to \$499,999	1,663	1,971	+18.5%	425	393	-7.5%
\$500,000 to \$699,999	2,139	2,232	+4.3%	416	427	+2.6%
\$700,000 to \$999,999	1,242	1,210	-2.6%	280	307	+9.6%
\$1,000,000 to \$1,999,999	1,048	936	-10.7%	127	131	+3.1%
\$2,000,000 and Above	477	441	-7.5%	50	36	-28.0%
<b>All Price Ranges</b>	<b>9,204</b>	<b>9,225</b>	<b>+0.2%</b>	<b>2,683</b>	<b>2,943</b>	<b>+9.7%</b>

### Compared to Prior Month

	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
	92	79	-14.1%	45	36	-20.0%
	211	172	-18.5%	265	238	-10.2%
	555	498	-10.3%	762	744	-2.4%
	1,847	1,686	-8.7%	677	631	-6.8%
	2,126	1,971	-7.3%	417	393	-5.8%
	2,532	2,232	-11.8%	443	427	-3.6%
	1,392	1,210	-13.1%	310	307	-1.0%
	1,053	936	-11.1%	151	131	-13.2%
	487	441	-9.4%	45	36	-20.0%
<b>All Price Ranges</b>	<b>10,295</b>	<b>9,225</b>	<b>-10.4%</b>	<b>3,115</b>	<b>2,943</b>	<b>-5.5%</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.