

# Monthly Indicators



## November 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.5 percent for single family homes and 9.6 percent for townhouse-condo properties. Under Contracts increased 2.8 percent for single family homes but decreased 5.6 percent for townhouse-condo properties.

The Median Sales Price was up 5.5 percent to \$416,700 for single family homes and 8.3 percent to \$295,000 for townhouse-condo properties. Days on Market remained flat for single family homes but increased 17.2 percent for condo properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

## Activity Snapshot

**+ 3.7%**      **- 13.3%**      **+ 5.7%**

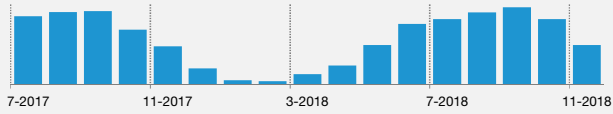
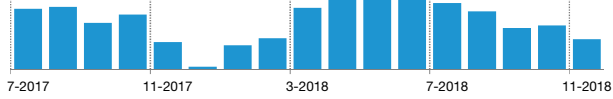
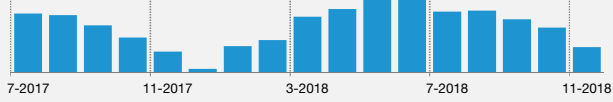
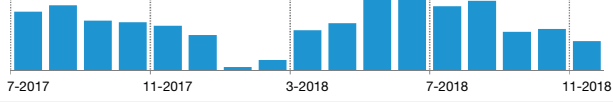
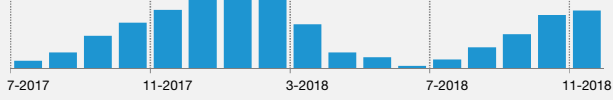
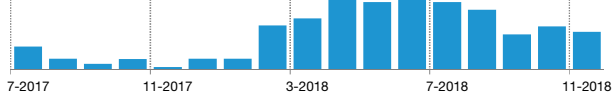

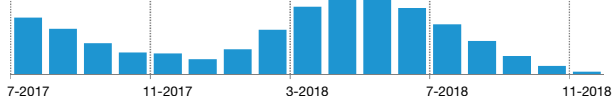
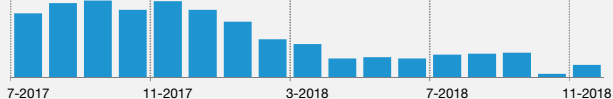
One-Year Change in <b>Active Listings</b> All Properties	One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties
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All residential real estate activity in the MLS of REcolorado®, comprised of 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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		8,208	<b>8,271</b>	+ 0.8%	--	--	--
Under Contract		3,444	<b>3,541</b>	+ 2.8%	46,641	<b>47,336</b>	+ 1.5%
New Listings		3,262	<b>3,571</b>	+ 9.5%	55,308	<b>58,899</b>	+ 6.5%
Sold Listings		4,169	<b>3,614</b>	- 13.3%	45,675	<b>45,952</b>	+ 0.6%
Days on Market		35	<b>35</b>	0.0%	30	<b>29</b>	- 3.3%
Median Sales Price		\$395,000	<b>\$416,700</b>	+ 5.5%	\$400,000	<b>\$425,500</b>	+ 6.4%
Average Sales Price		\$459,280	<b>\$483,001</b>	+ 5.2%	\$465,675	<b>\$501,268</b>	+ 7.6%
Pct. of List Price Received		99.0%	<b>98.6%</b>	- 0.4%	99.7%	<b>99.7%</b>	0.0%
Affordability Index		97	<b>81</b>	- 16.5%	96	<b>79</b>	- 17.7%

# 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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		2,430	<b>2,763</b>	+ 13.7%	--	--	--
Under Contract		1,294	<b>1,222</b>	- 5.6%	17,414	<b>17,075</b>	- 1.9%
New Listings		1,224	<b>1,341</b>	+ 9.6%	19,749	<b>20,665</b>	+ 4.6%
Sold Listings		1,545	<b>1,342</b>	- 13.1%	16,939	<b>16,780</b>	- 0.9%
Days on Market		29	<b>34</b>	+ 17.2%	24	<b>25</b>	+ 4.2%
Median Sales Price		\$272,500	<b>\$295,000</b>	+ 8.3%	\$269,900	<b>\$299,925</b>	+ 11.1%
Average Sales Price		\$322,703	<b>\$359,623</b>	+ 11.4%	\$319,984	<b>\$353,219</b>	+ 10.4%
Pct. of List Price Received		99.4%	<b>98.9%</b>	- 0.5%	100.2%	<b>100.0%</b>	- 0.2%
Affordability Index		141	<b>114</b>	- 19.1%	142	<b>112</b>	- 21.1%

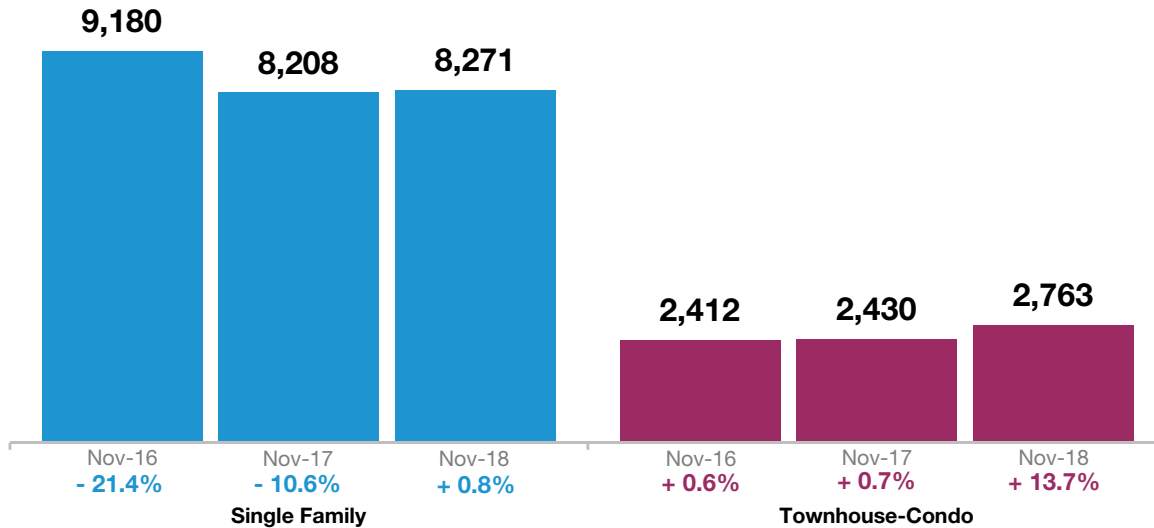
# Inventory of Active Listings

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



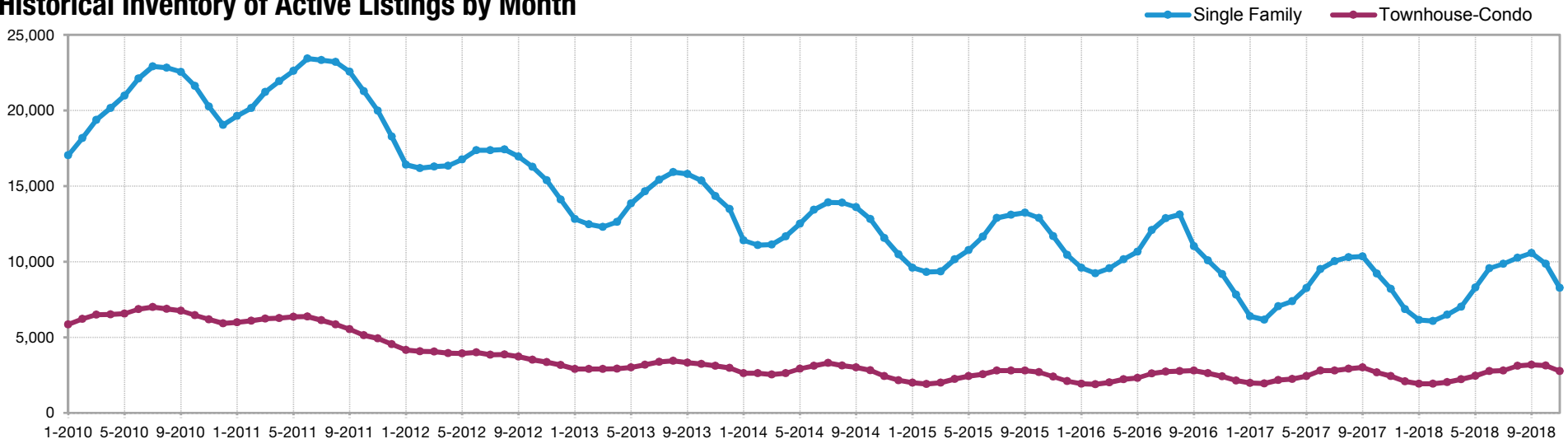
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Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	6,864	-12.2%	2,091	-2.6%
Jan-2018	6,140	-4.0%	1,939	-2.4%
Feb-2018	6,082	-1.3%	1,931	-1.1%
Mar-2018	6,499	-7.9%	2,031	-6.4%
Apr-2018	7,026	-4.8%	2,233	-0.3%
May-2018	8,287	+0.4%	2,459	+1.1%
Jun-2018	9,557	+0.6%	2,767	-1.1%
Jul-2018	9,851	-1.8%	2,810	0.0%
Aug-2018	10,265	-0.3%	3,122	+6.6%
Sep-2018	10,577	+2.2%	3,189	+6.1%
Oct-2018	9,863	+7.1%	3,127	+16.3%
<b>Nov-2018</b>	<b>8,271</b>	<b>+0.8%</b>	<b>2,763</b>	<b>+13.7%</b>

## Historical Inventory of Active Listings by Month



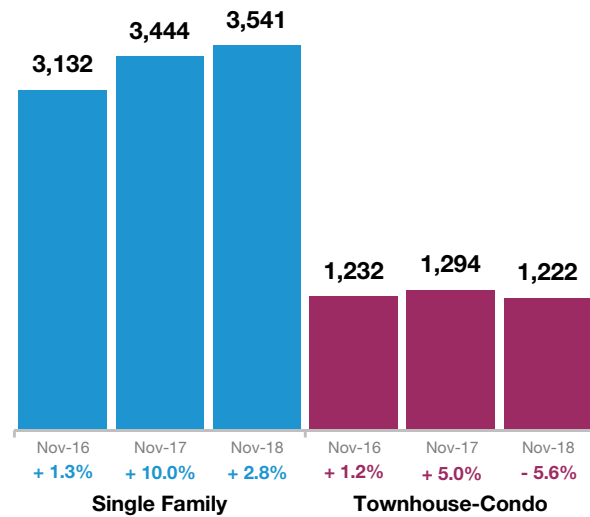
# Under Contract

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

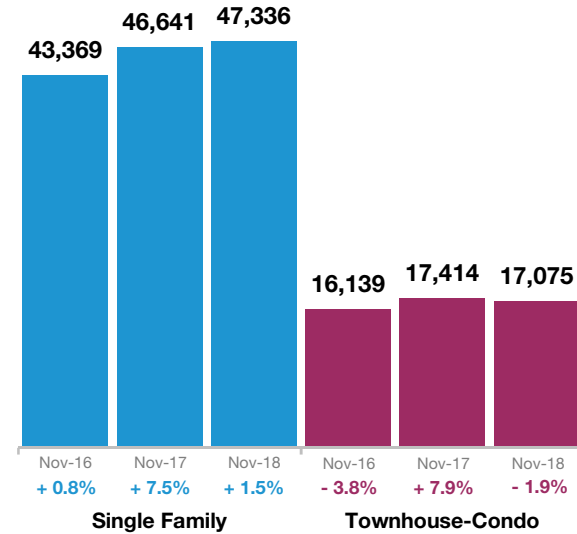


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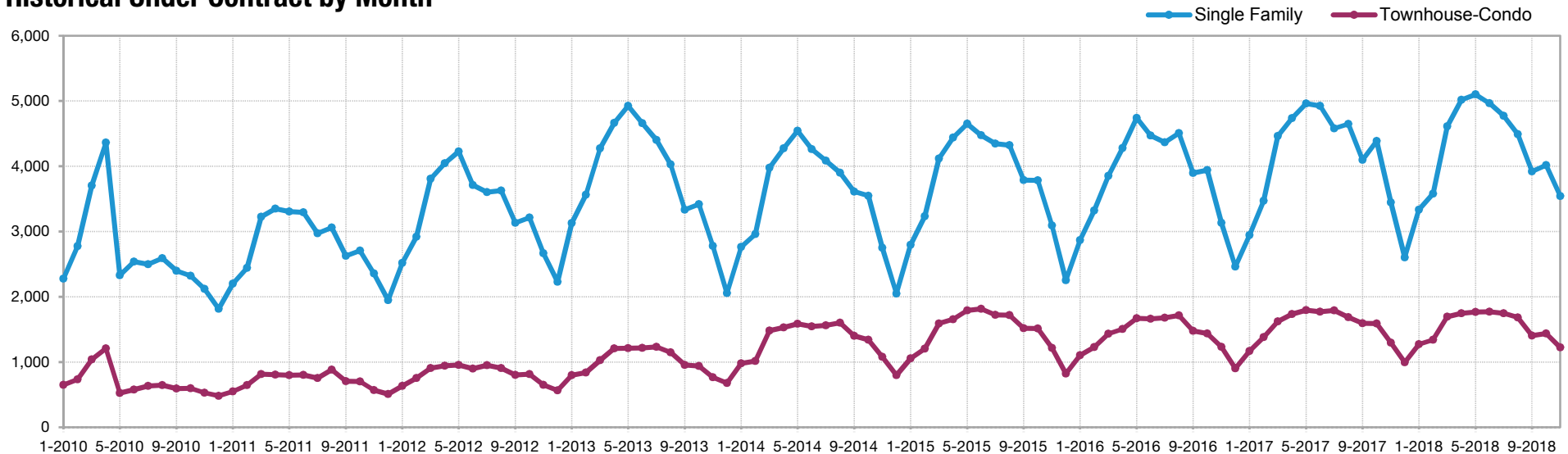


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	2,601	+5.7%	993	+10.0%
Jan-2018	3,333	+13.3%	1,272	+9.0%
Feb-2018	3,577	+3.1%	1,339	-3.0%
Mar-2018	4,610	+3.3%	1,695	+4.6%
Apr-2018	5,015	+5.9%	1,745	+0.7%
May-2018	5,100	+2.8%	1,765	-1.5%
Jun-2018	4,966	+0.9%	1,770	-0.1%
Jul-2018	4,772	+4.3%	1,744	-2.6%
Aug-2018	4,489	-3.4%	1,681	-0.2%
Sep-2018	3,918	-4.3%	1,405	-11.8%
Oct-2018	4,015	-8.4%	1,437	-9.6%
<b>Nov-2018</b>	<b>3,541</b>	<b>+2.8%</b>	<b>1,222</b>	<b>-5.6%</b>

## Historical Under Contract by Month



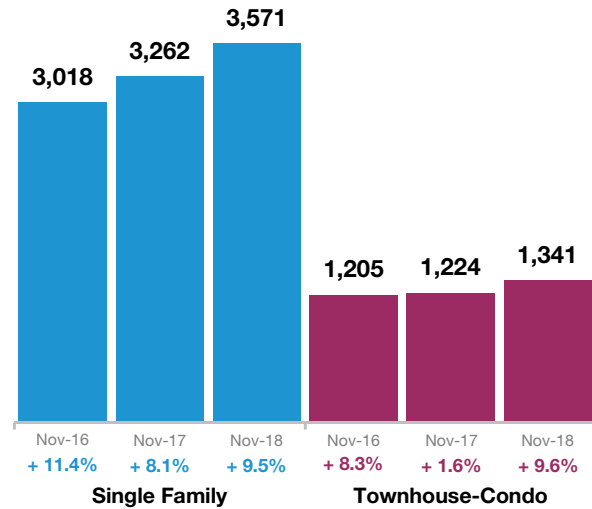
# New Listings

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

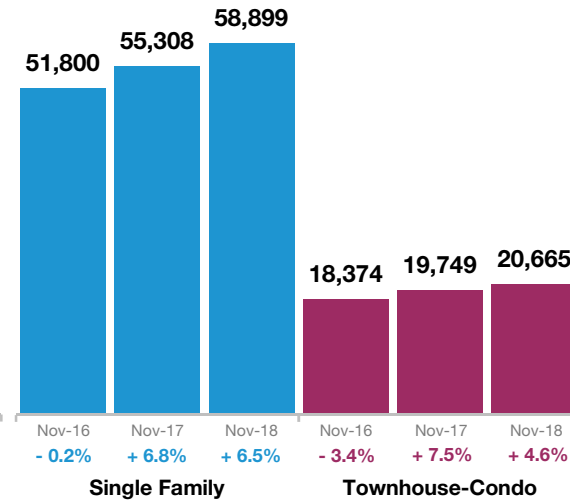


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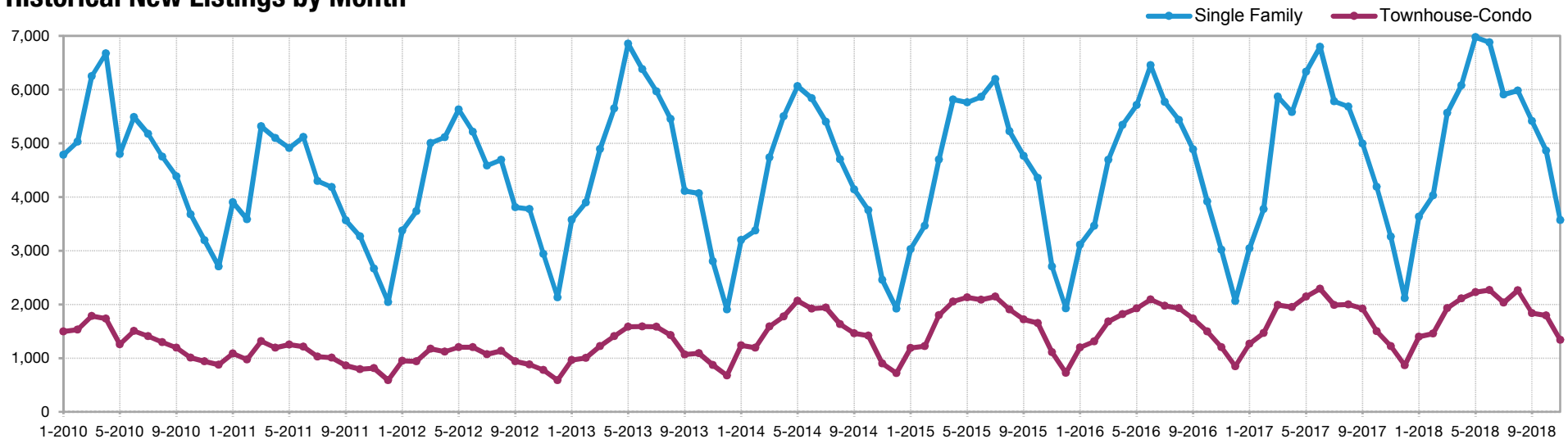


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	2,117	+2.6%	868	+2.5%
Jan-2018	3,633	+19.3%	1,398	+10.3%
Feb-2018	4,030	+6.8%	1,459	-0.5%
Mar-2018	5,568	-5.1%	1,931	-2.9%
Apr-2018	6,080	+9.0%	2,110	+8.2%
May-2018	6,974	+10.1%	2,228	+3.8%
Jun-2018	6,877	+1.2%	2,268	-1.0%
Jul-2018	5,909	+2.2%	2,033	+2.2%
Aug-2018	5,982	+5.3%	2,265	+13.4%
Sep-2018	5,413	+8.3%	1,837	-4.5%
Oct-2018	4,862	+16.0%	1,795	+19.4%
<b>Nov-2018</b>	<b>3,571</b>	<b>+9.5%</b>	<b>1,341</b>	<b>+9.6%</b>

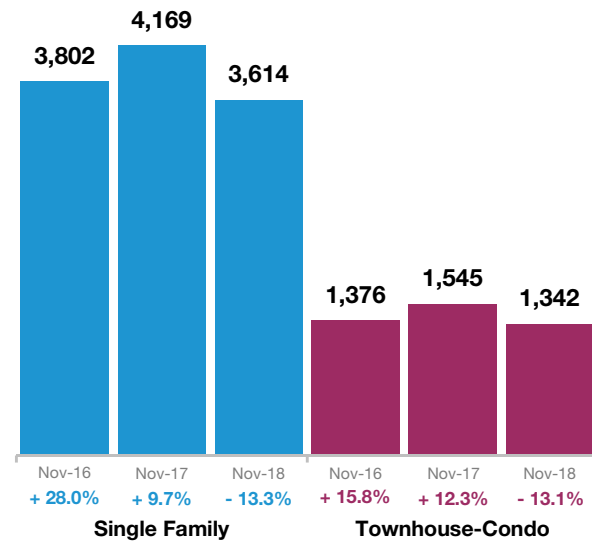
## Historical New Listings by Month



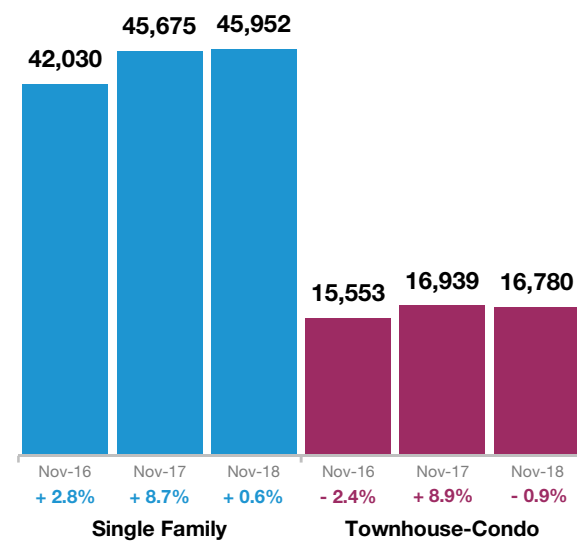
# Sold Listings

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

## November

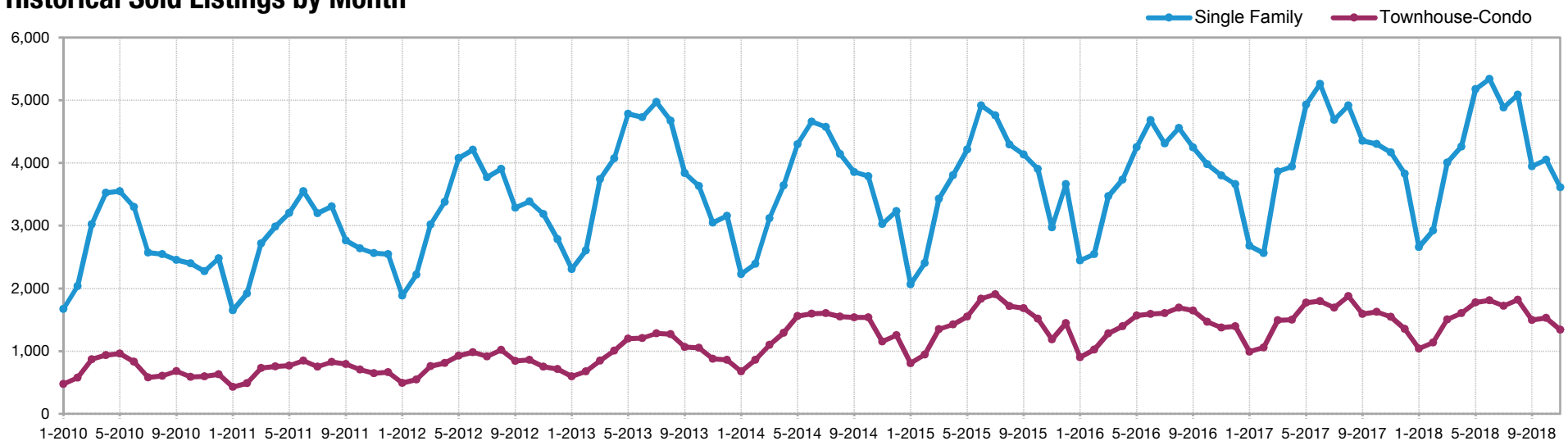


## Year to Date



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%
<b>Nov-2018</b>	<b>3,614</b>	<b>-13.3%</b>	<b>1,342</b>	<b>-13.1%</b>

## Historical Sold Listings by Month



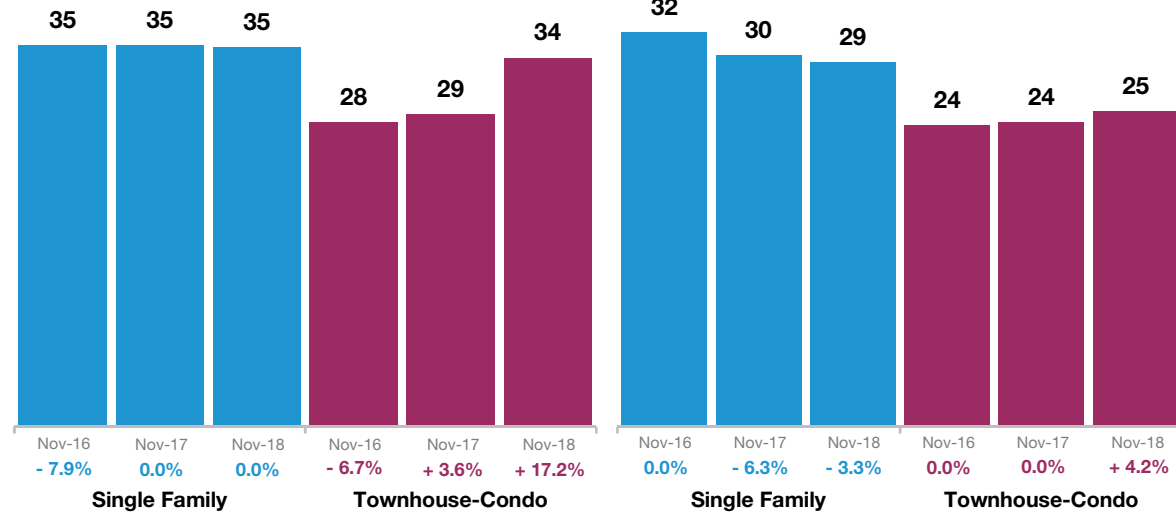
# Days on Market Until Sale

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



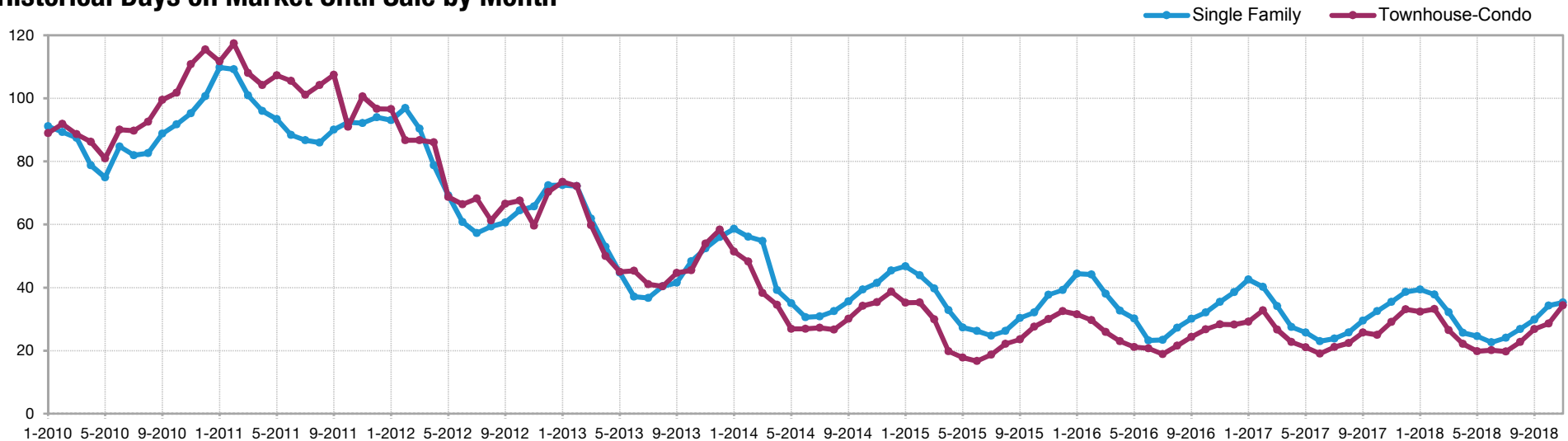
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Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	39	0.0%	33	+17.9%
Jan-2018	39	-9.3%	32	+10.3%
Feb-2018	38	-5.0%	33	0.0%
Mar-2018	32	-5.9%	26	-3.7%
Apr-2018	26	-3.7%	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%
<b>Nov-2018</b>	<b>35</b>	<b>0.0%</b>	<b>34</b>	<b>+17.2%</b>

## Historical Days on Market Until Sale by Month





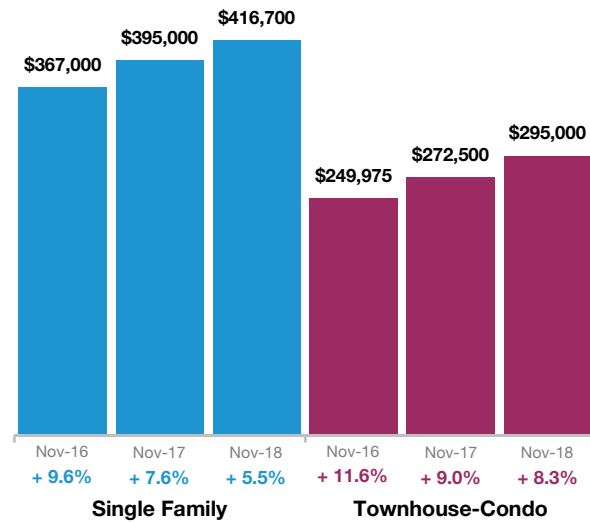
# Median Sales Price

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

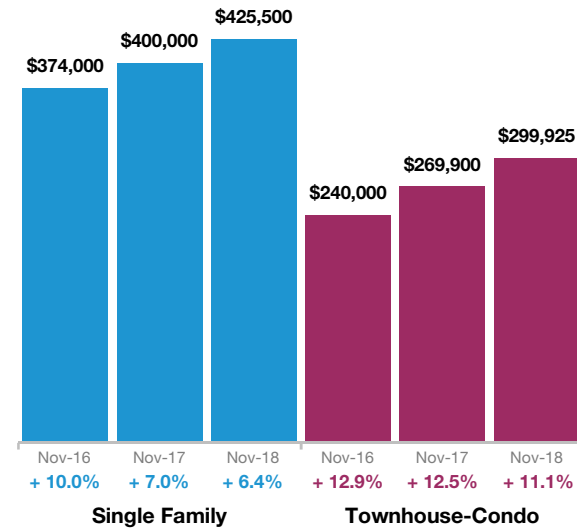


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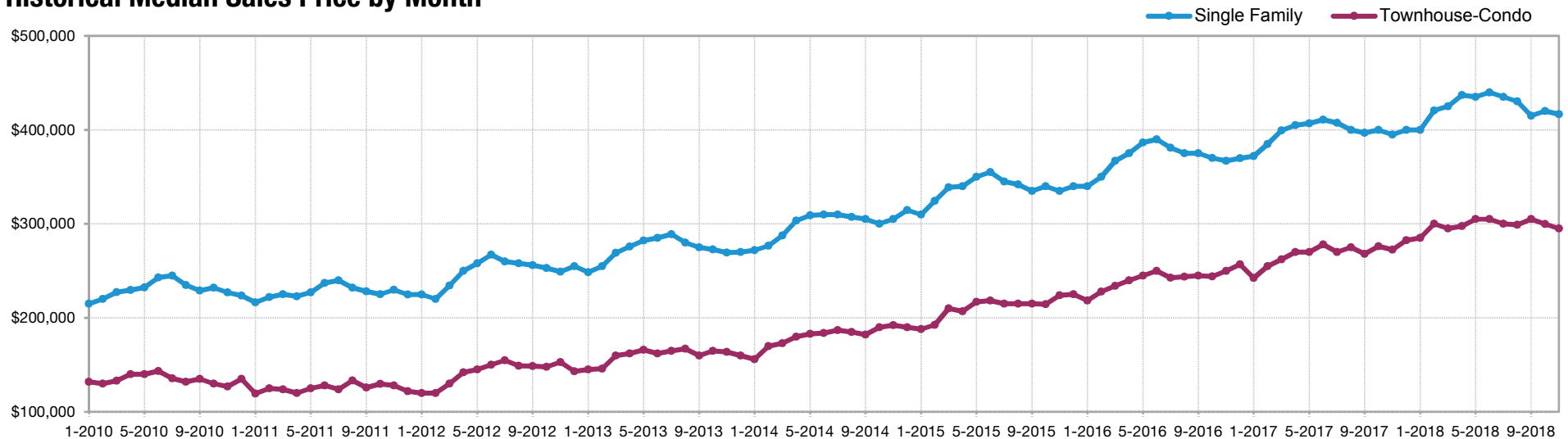


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
<b>Nov-2018</b>	<b>\$416,700</b>	<b>+5.5%</b>	<b>\$295,000</b>	<b>+8.3%</b>

## Historical Median Sales Price by Month



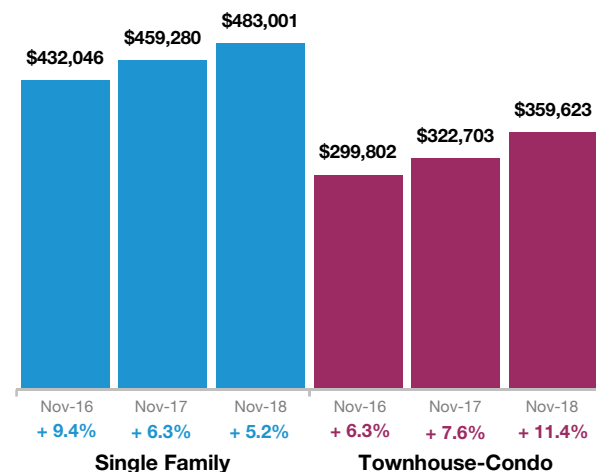
# Average Sales Price

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

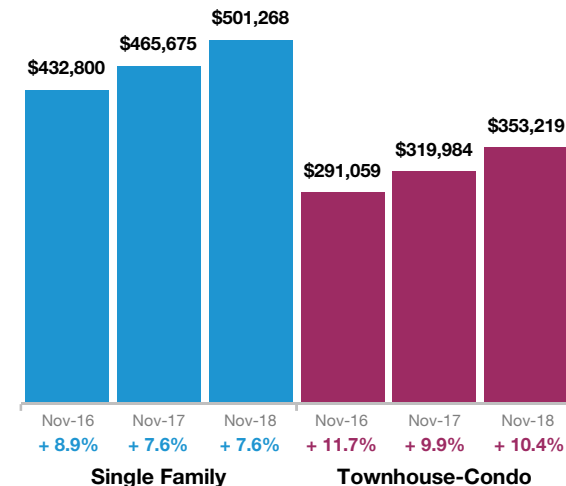


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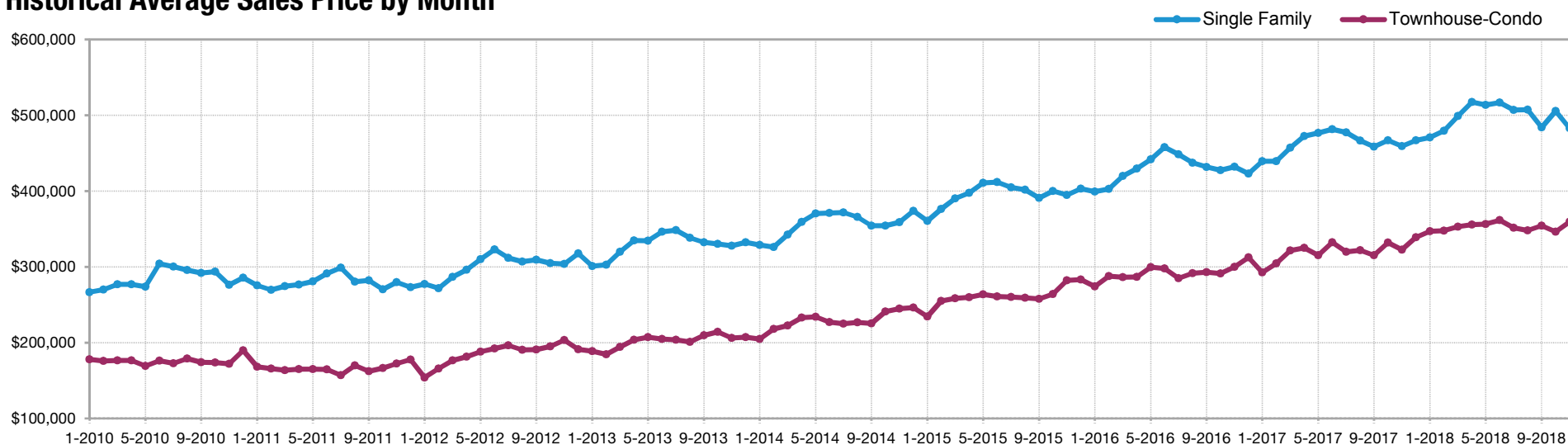


## Year to Date



Avg. 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%
<b>Nov-2018</b>	<b>\$483,001</b>	<b>+5.2%</b>	<b>\$359,623</b>	<b>+11.4%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

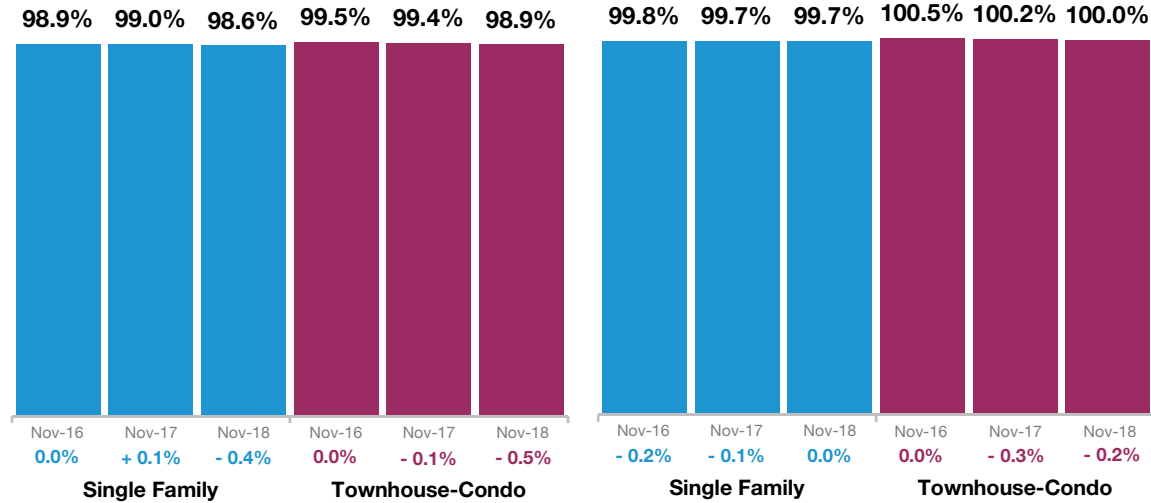
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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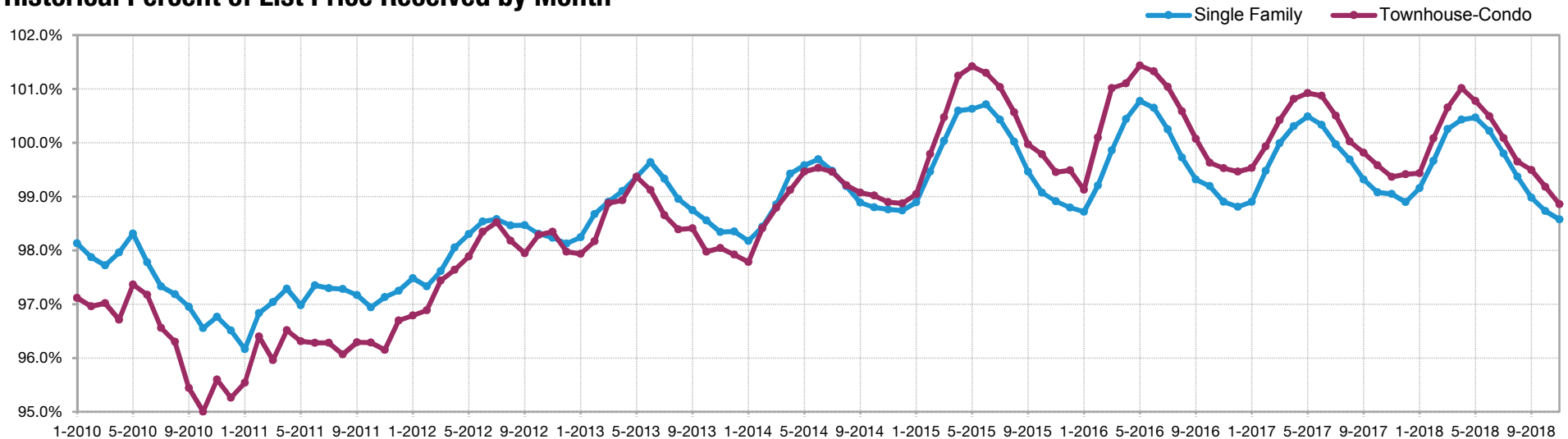
## November

## 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%
<b>Nov-2018</b>	<b>98.6%</b>	<b>-0.4%</b>	<b>98.9%</b>	<b>-0.5%</b>

## Historical Percent of List Price Received by Month



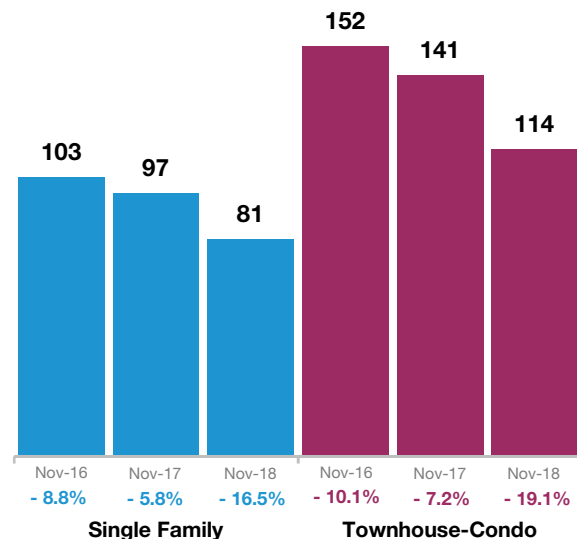
# Housing Affordability Index

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.

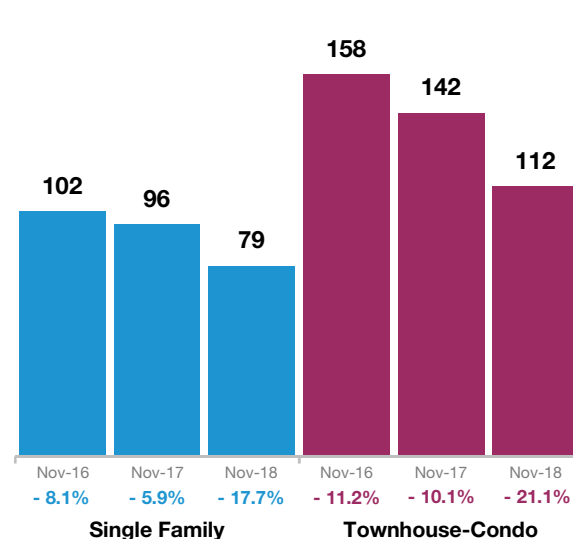


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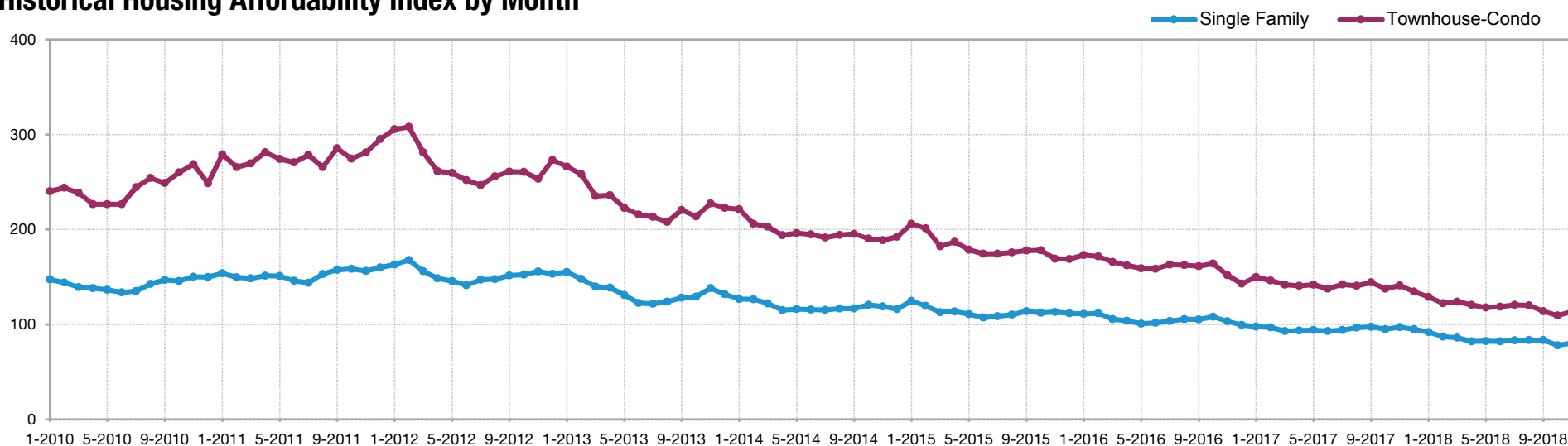


## Year to Date



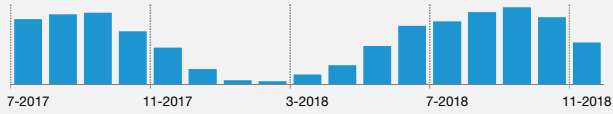
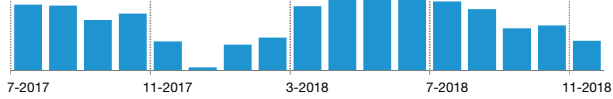
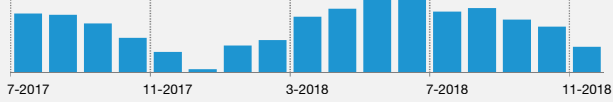
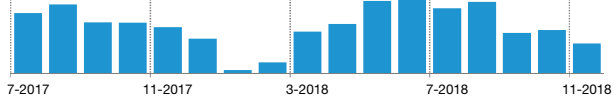
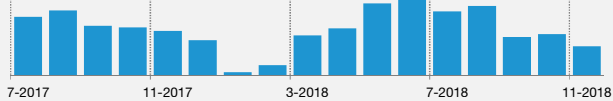
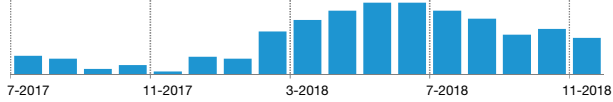
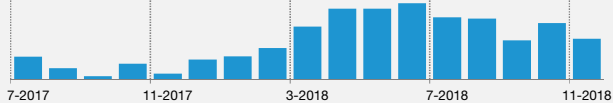
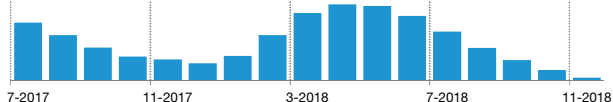
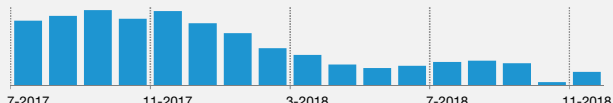
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	95	-4.0%	135	-5.6%
Jan-2018	92	-6.1%	129	-14.0%
Feb-2018	87	-10.3%	122	-16.4%
Mar-2018	86	-7.5%	124	-12.7%
Apr-2018	82	-12.8%	121	-14.2%
May-2018	83	-11.7%	118	-16.9%
Jun-2018	82	-11.8%	119	-13.8%
Jul-2018	83	-11.7%	121	-14.8%
Aug-2018	84	-13.4%	120	-14.9%
Sep-2018	84	-13.4%	114	-20.8%
Oct-2018	78	-17.9%	109	-21.0%
<b>Nov-2018</b>	<b>81</b>	<b>-16.5%</b>	<b>114</b>	<b>-19.1%</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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
Active Listings		10,638	<b>11,034</b>	+ 3.7%	--	--	--
Under Contract		4,738	<b>4,763</b>	+ 0.5%	64,055	<b>64,411</b>	+ 0.6%
New Listings		4,486	<b>4,912</b>	+ 9.5%	75,057	<b>79,564</b>	+ 6.0%
Sold Listings		5,714	<b>4,956</b>	- 13.3%	62,614	<b>62,732</b>	+ 0.2%
Days on Market		34	<b>35</b>	+ 2.9%	28	<b>28</b>	0.0%
Median Sales Price		\$367,000	<b>\$387,975</b>	+ 5.7%	\$370,000	<b>\$400,000</b>	+ 8.1%
Average Sales Price		\$422,344	<b>\$449,579</b>	+ 6.4%	\$426,255	<b>\$461,663</b>	+ 8.3%
Pct. of List Price Received		99.1%	<b>98.7%</b>	- 0.4%	99.9%	<b>99.8%</b>	- 0.1%
Affordability Index		105	<b>86</b>	- 18.1%	104	<b>84</b>	- 19.2%

# Sold Listings

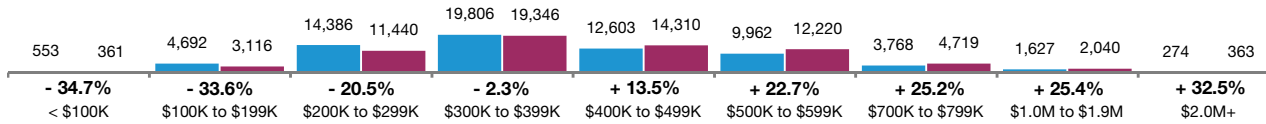
Actual sales that have closed in a given month.



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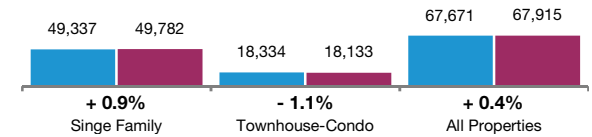
## By Price Range – All Properties – Rolling 12 Months

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



### Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	291	234	-19.6%	262	127	-51.5%
\$100,000 to \$199,999	1,074	823	-23.4%	3,618	2,293	-36.6%
\$200,000 to \$299,999	7,191	4,698	-34.7%	7,195	6,742	-6.3%
\$300,000 to \$399,999	16,328	15,171	-7.1%	3,478	4,175	+20.0%
\$400,000 to \$499,999	10,858	12,142	+11.8%	1,745	2,168	+24.2%
\$500,000 to \$699,999	8,730	10,570	+21.1%	1,232	1,650	+33.9%
\$700,000 to \$999,999	3,184	3,973	+24.8%	584	746	+27.7%
\$1,000,000 to \$1,999,999	1,428	1,845	+29.2%	199	195	-2.0%
\$2,000,000 and Above	253	326	+28.9%	21	37	+76.2%
<b>All Price Ranges</b>	<b>49,337</b>	<b>49,782</b>	<b>+0.9%</b>	<b>18,334</b>	<b>18,133</b>	<b>-1.1%</b>

### Compared to Prior Month

	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
	16	24	+50.0%	12	12	0.0%
	65	61	-6.2%	199	153	-23.1%
	377	360	-4.5%	554	526	-5.1%
	1,314	1,191	-9.4%	368	315	-14.4%
	964	868	-10.0%	204	140	-31.4%
	804	707	-12.1%	126	119	-5.6%
	321	274	-14.6%	45	55	+22.2%
	144	104	-27.8%	18	14	-22.2%
	45	25	-44.4%	2	8	+300.0%
<b>All Price Ranges</b>	<b>4,050</b>	<b>3,614</b>	<b>-10.8%</b>	<b>1,528</b>	<b>1,342</b>	<b>-12.2%</b>

### Year to Date

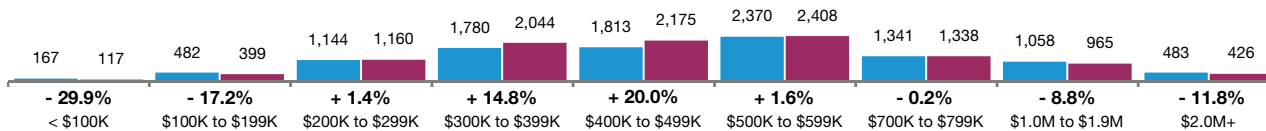
	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
	269	216	-19.7%	238	112	-52.9%
	947	730	-22.9%	3,281	2,069	-36.9%
	6,421	4,167	-35.1%	6,663	6,215	-6.7%
	15,097	13,914	-7.8%	3,247	3,929	+21.0%
	10,119	11,318	+11.8%	1,631	2,011	+23.3%
	8,233	9,844	+19.6%	1,141	1,541	+35.1%
	2,999	3,724	+24.2%	539	689	+27.8%
	1,352	1,731	+28.0%	180	180	0.0%
	238	308	+29.4%	19	34	+78.9%
<b>All Price Ranges</b>	<b>45,675</b>	<b>45,952</b>	<b>+0.6%</b>	<b>16,939</b>	<b>16,780</b>	<b>-0.9%</b>

# Inventory of Active Listings

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

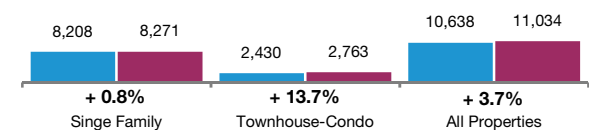
## By Price Range – All Properties

■ 11-2017 ■ 11-2018



## By Property Type

■ 11-2017 ■ 11-2018



### Year over Year

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$99,999 and Below	116	76	-34.5%	51	41	-19.6%
\$100,000 to \$199,999	256	169	-34.0%	226	230	+1.8%
\$200,000 to \$299,999	637	472	-25.9%	507	688	+35.7%
\$300,000 to \$399,999	1,356	1,482	+9.3%	424	562	+32.5%
\$400,000 to \$499,999	1,424	1,774	+24.6%	389	401	+3.1%
\$500,000 to \$699,999	1,972	2,011	+2.0%	398	397	-0.3%
\$700,000 to \$999,999	1,076	1,060	-1.5%	265	278	+4.9%
\$1,000,000 to \$1,999,999	932	835	-10.4%	126	130	+3.2%
\$2,000,000 and Above	439	390	-11.2%	44	36	-18.2%
<b>All Price Ranges</b>	<b>8,208</b>	<b>8,271</b>	<b>+0.8%</b>	<b>2,430</b>	<b>2,763</b>	<b>+13.7%</b>

### Compared to Prior Month

	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
	82	76	-7.3%	37	41	+10.8%
	192	169	-12.0%	254	230	-9.4%
	542	472	-12.9%	805	688	-14.5%
	1,849	1,482	-19.8%	679	562	-17.2%
	2,114	1,774	-16.1%	418	401	-4.1%
	2,392	2,011	-15.9%	449	397	-11.6%
	1,279	1,060	-17.1%	317	278	-12.3%
	963	835	-13.3%	131	130	-0.8%
	450	390	-13.3%	37	36	-2.7%
<b>All Price Ranges</b>	<b>9,863</b>	<b>8,271</b>	<b>-16.1%</b>	<b>3,127</b>	<b>2,763</b>	<b>-11.6%</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.