

# Monthly Indicators



## April 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 13.1 percent for single family homes and 10.6 percent for townhouse-condo properties. Under Contracts increased 16.8 percent for single family homes and 15.1 percent for townhouse-condo properties.

The Median Sales Price was up 1.8 percent to \$445,000 for single family homes and 2.3 percent to \$304,400 for townhouse-condo properties. Days on Market increased 19.2 percent for single family homes and 31.8 percent for condo properties.

Although hiring and wage gains have been below expectations, the national unemployment rate held firm at 3.8 percent. A historically low unemployment rate can provide reassurance to wary consumers. But in order for sales to increase on a grand scale, buyers will need more spending power, or sellers will need to reduce prices to land where buyers are most active. Neither situation is likely to occur in 2019, and yet inventory is straining to keep pace in the most competitive price ranges.

## Activity Snapshot

**+ 3.8%**

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

**+ 2.1%**

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

**+ 1.2%**

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

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

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# Single Family Market Overview



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

Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		7,244	7,204	- 0.6%	--	--	--
Under Contract		5,009	5,853	+ 16.8%	16,522	18,032	+ 9.1%
New Listings		6,081	6,880	+ 13.1%	19,312	20,915	+ 8.3%
Sold Listings		4,266	4,329	+ 1.5%	13,863	14,111	+ 1.8%
Days on Market		26	31	+ 19.2%	33	39	+ 18.2%
Median Sales Price		\$436,950	\$445,000	+ 1.8%	\$424,975	\$429,000	+ 0.9%
Average Sales Price		\$517,477	\$529,745	+ 2.4%	\$494,930	\$506,477	+ 2.3%
Pct. of List Price Received		100.4%	99.5%	- 0.9%	100.0%	99.1%	- 0.9%
Affordability Index		82	84	+ 2.4%	85	87	+ 2.4%

# 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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		2,332	2,739	+ 17.5%	--	--	--
Under Contract		1,745	2,009	+ 15.1%	6,044	6,640	+ 9.9%
New Listings		2,113	2,337	+ 10.6%	6,903	7,907	+ 14.5%
Sold Listings		1,609	1,671	+ 3.9%	5,292	5,285	- 0.1%
Days on Market		22	29	+ 31.8%	28	34	+ 21.4%
Median Sales Price		\$297,500	\$304,400	+ 2.3%	\$295,000	\$299,000	+ 1.4%
Average Sales Price		\$356,397	\$369,349	+ 3.6%	\$351,672	\$359,218	+ 2.1%
Pct. of List Price Received		101.0%	99.5%	- 1.5%	100.4%	99.2%	- 1.2%
Affordability Index		121	123	+ 1.7%	122	125	+ 2.5%

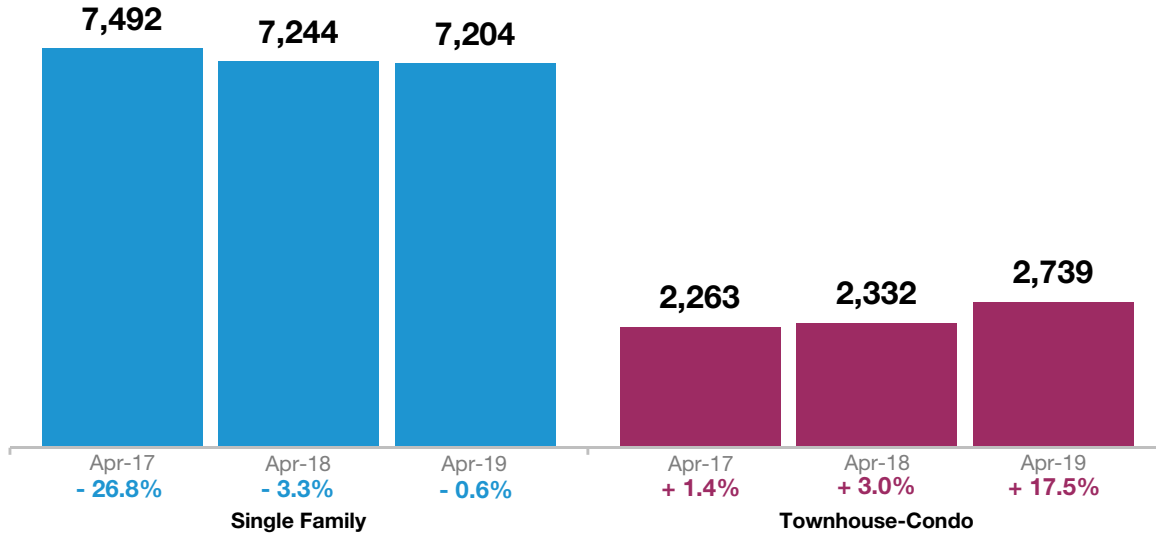
# Inventory of Active Listings

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



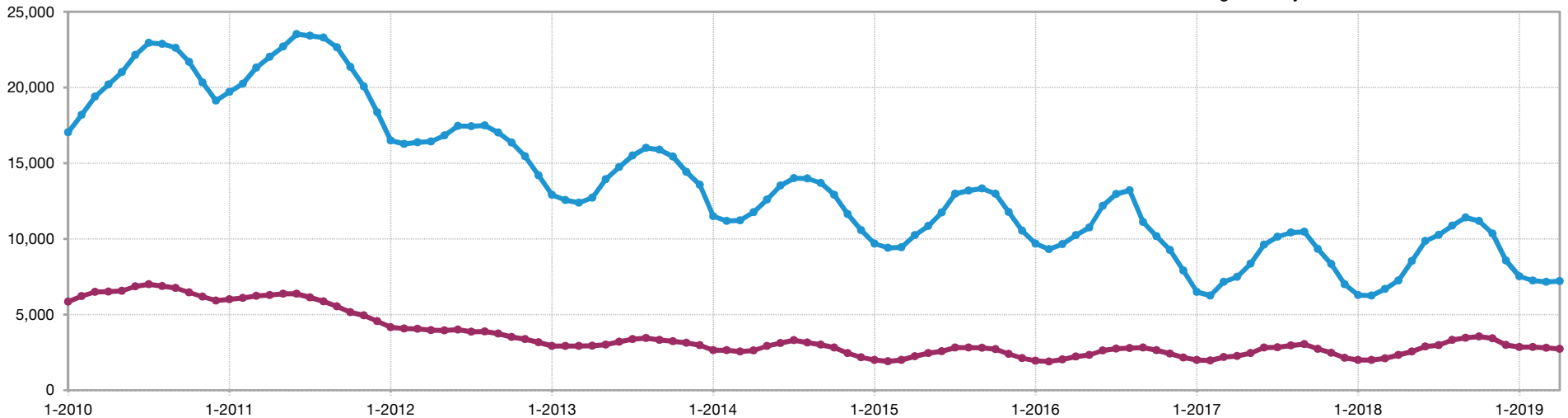
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## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	8,543	+2.1%	2,563	+4.4%
Jun-2018	9,852	+2.4%	2,885	+2.1%
Jul-2018	10,260	+1.1%	2,978	+4.9%
Aug-2018	10,866	+4.4%	3,326	+12.3%
Sep-2018	11,418	+9.1%	3,469	+13.7%
Oct-2018	11,176	+19.7%	3,544	+29.6%
Nov-2018	10,351	+24.1%	3,425	+38.3%
Dec-2018	8,571	+22.3%	2,989	+39.4%
Jan-2019	7,528	+19.6%	2,862	+43.2%
Feb-2019	7,246	+16.0%	2,855	+42.7%
Mar-2019	7,156	+7.1%	2,799	+32.5%
<b>Apr-2019</b>	<b>7,204</b>	<b>-0.6%</b>	<b>2,739</b>	<b>+17.5%</b>

## Historical Inventory of Active Listings by Month



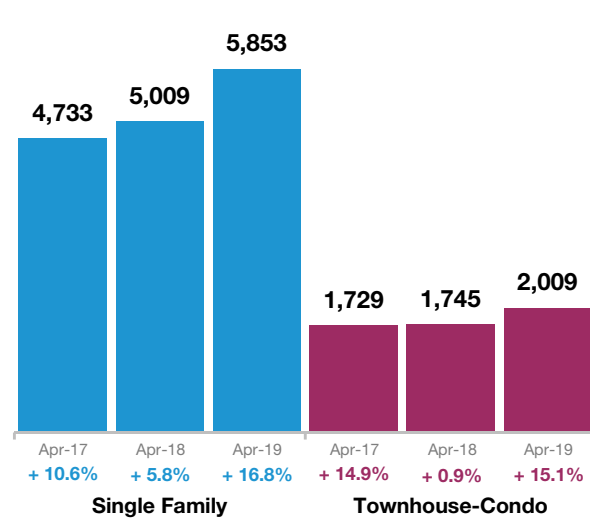
# Under Contract

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

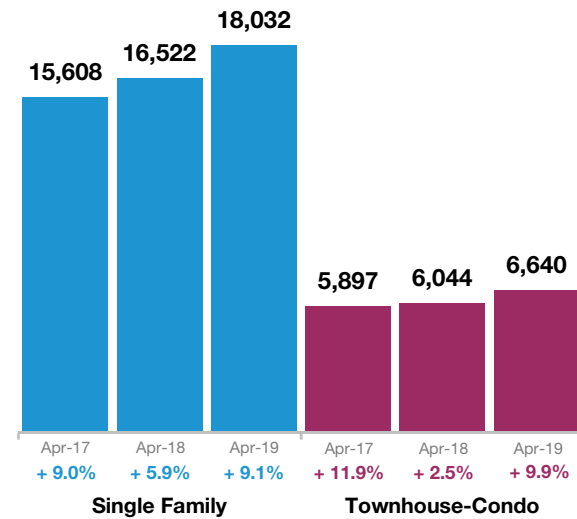


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## April

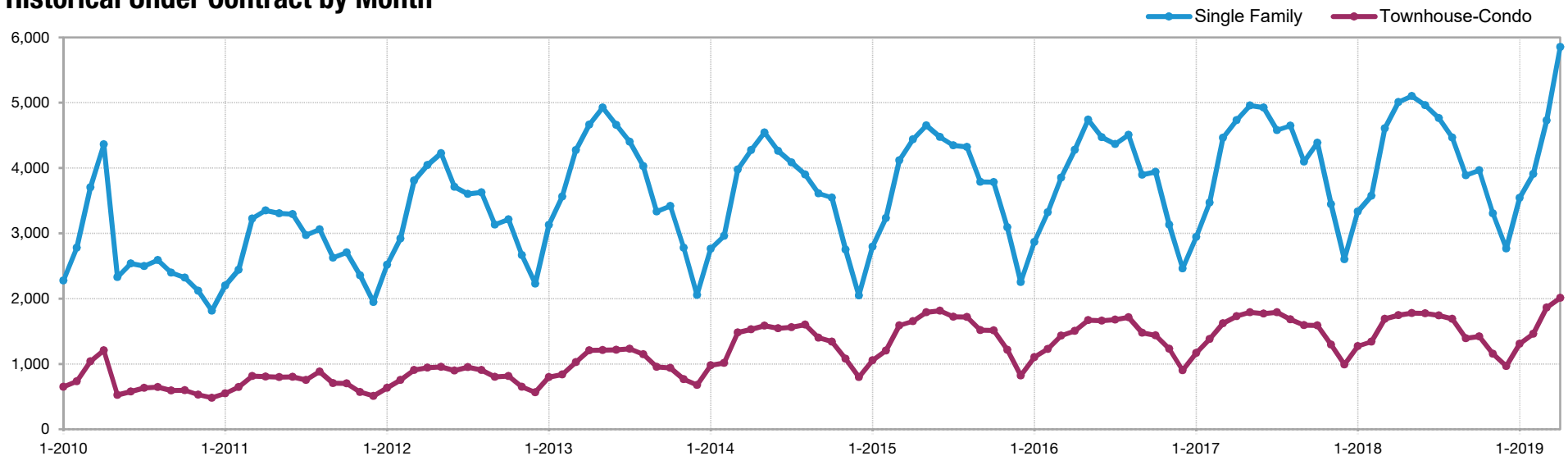


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	5,100	+2.9%	1,777	-0.8%
Jun-2018	4,962	+0.8%	1,772	+0.1%
Jul-2018	4,764	+4.1%	1,743	-2.6%
Aug-2018	4,467	-3.9%	1,690	+0.4%
Sep-2018	3,889	-5.1%	1,394	-12.5%
Oct-2018	3,965	-9.6%	1,419	-10.7%
Nov-2018	3,304	-4.1%	1,157	-10.7%
Dec-2018	2,767	+6.3%	965	-2.6%
Jan-2019	3,544	+6.3%	1,306	+2.8%
Feb-2019	3,909	+9.4%	1,462	+9.3%
Mar-2019	4,726	+2.6%	1,863	+10.2%
<b>Apr-2019</b>	<b>5,853</b>	<b>+16.8%</b>	<b>2,009</b>	<b>+15.1%</b>

## Historical Under Contract by Month



# New Listings

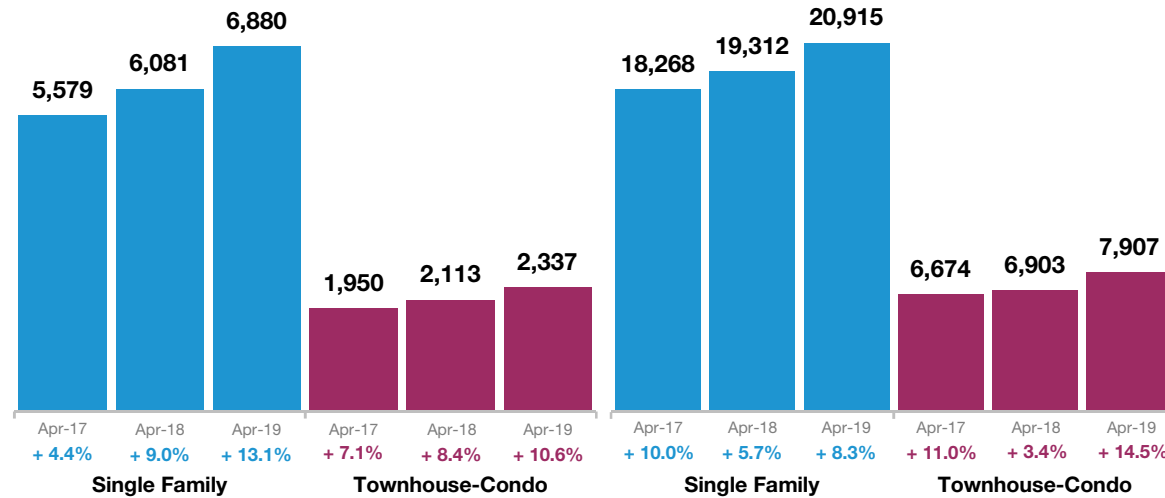
A count of the properties that have been newly listed on the market in a given month.



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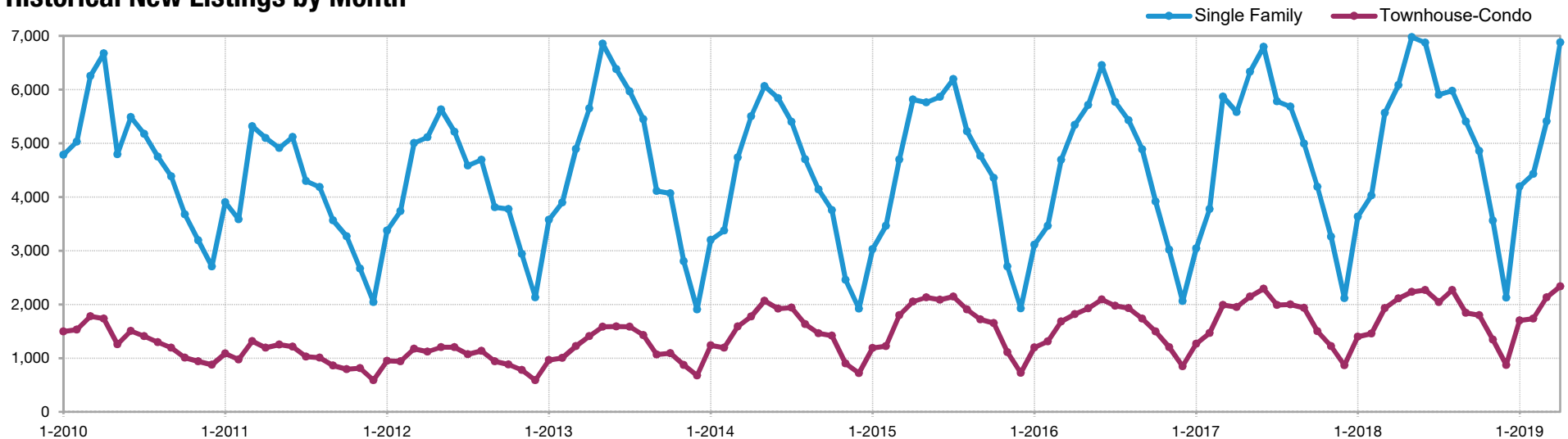
## April

## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	6,975	+10.2%	2,232	+4.0%
Jun-2018	6,875	+1.2%	2,269	-1.0%
Jul-2018	5,904	+2.1%	2,042	+2.6%
Aug-2018	5,977	+5.2%	2,270	+13.7%
Sep-2018	5,404	+8.2%	1,842	-4.9%
Oct-2018	4,857	+15.9%	1,798	+19.6%
Nov-2018	3,561	+9.1%	1,344	+9.8%
Dec-2018	2,124	+0.3%	874	+0.7%
Jan-2019	4,197	+15.5%	1,700	+21.5%
Feb-2019	4,430	+9.9%	1,738	+19.1%
Mar-2019	5,408	-2.9%	2,132	+10.4%
<b>Apr-2019</b>	<b>6,880</b>	<b>+13.1%</b>	<b>2,337</b>	<b>+10.6%</b>

## Historical New Listings by Month



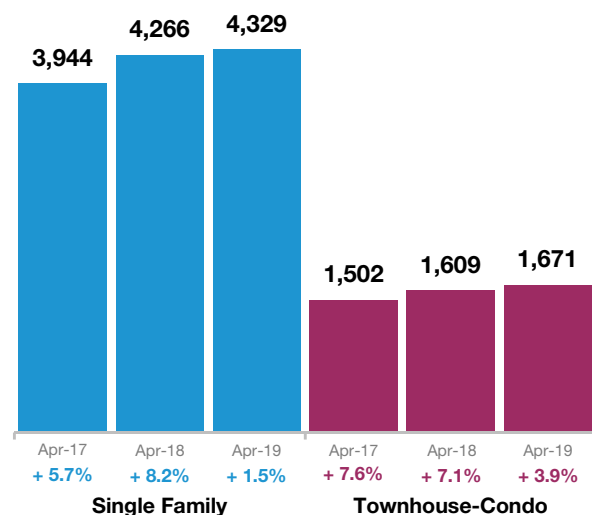
# Sold Listings

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

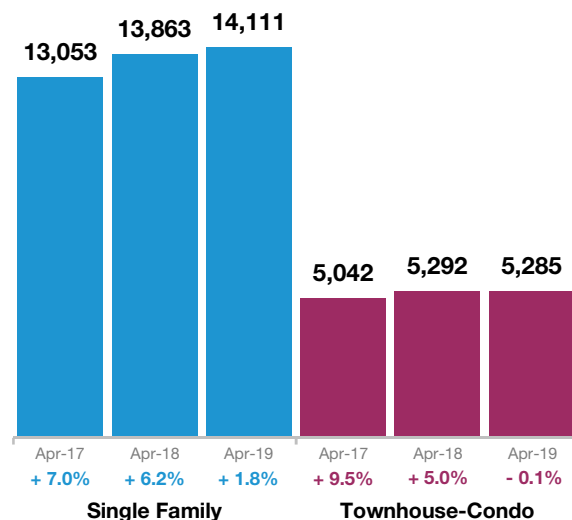


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## April

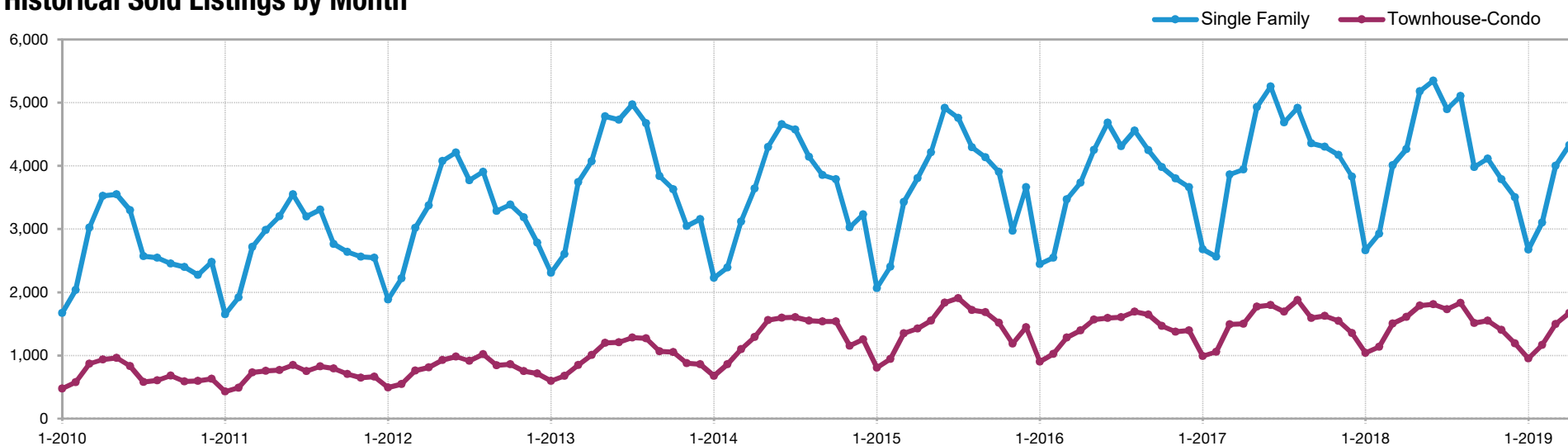


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	5,179	+5.1%	1,791	+1.1%
Jun-2018	5,347	+1.7%	1,812	+0.9%
Jul-2018	4,895	+4.4%	1,729	+2.2%
Aug-2018	5,105	+3.8%	1,832	-2.3%
Sep-2018	3,979	-8.6%	1,511	-5.1%
Oct-2018	4,115	-4.3%	1,552	-4.6%
Nov-2018	3,789	-9.2%	1,406	-9.1%
Dec-2018	3,505	-8.5%	1,190	-12.0%
Jan-2019	2,677	+0.6%	954	-8.4%
Feb-2019	3,103	+6.0%	1,165	+2.6%
Mar-2019	4,002	-0.2%	1,495	-0.7%
<b>Apr-2019</b>	<b>4,329</b>	<b>+1.5%</b>	<b>1,671</b>	<b>+3.9%</b>

## Historical Sold Listings by Month



# Days on Market Until Sale

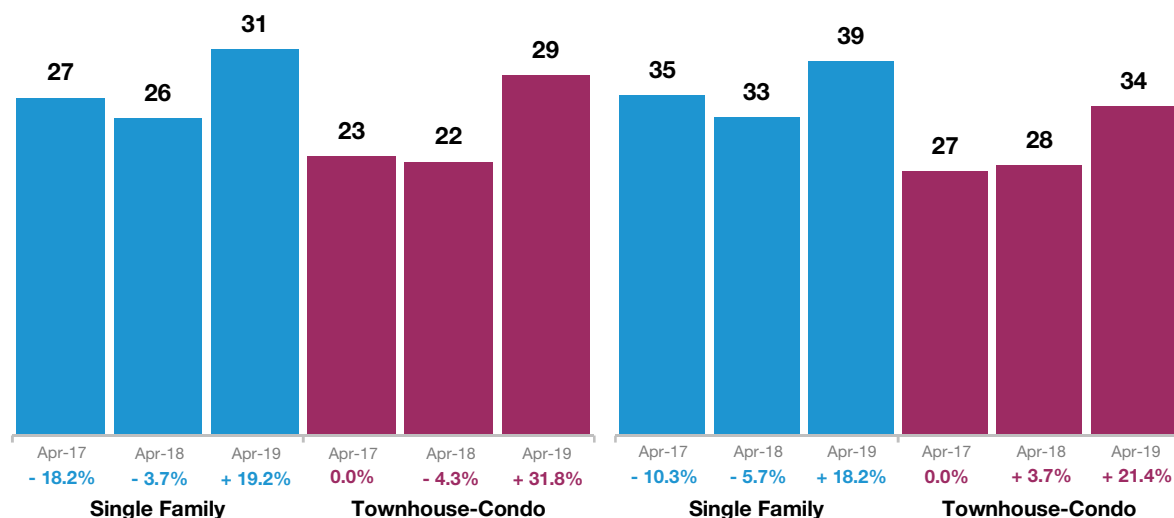
Average number of days between when a property is listed and when an offer is accepted in a given month.



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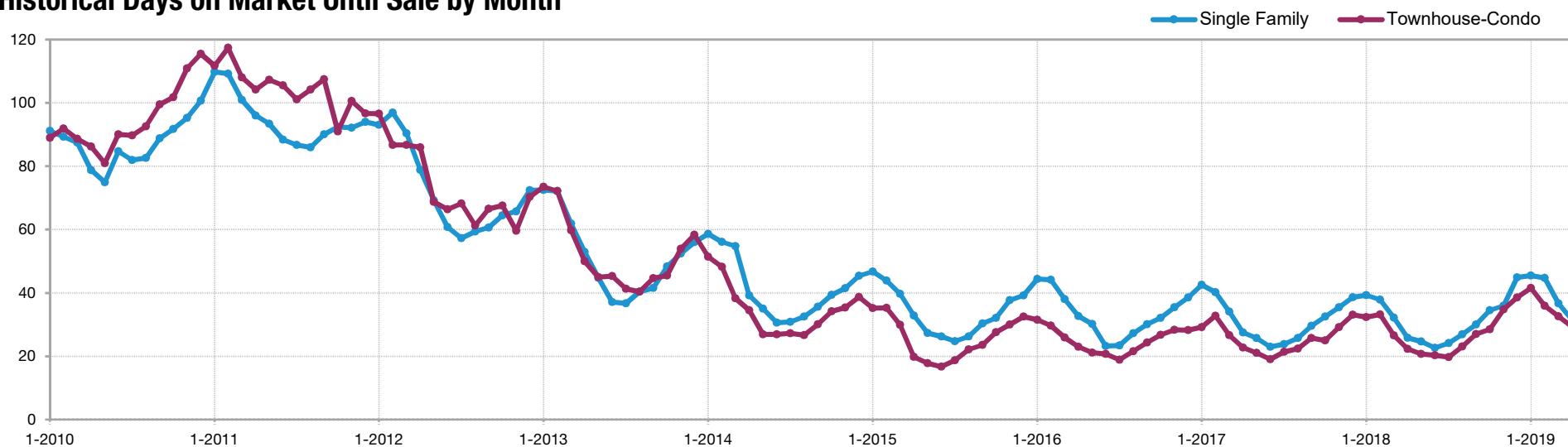
## April

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	25	-3.8%	21	0.0%
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	35	+6.1%	29	+16.0%
Nov-2018	36	+2.9%	35	+20.7%
Dec-2018	45	+15.4%	39	+18.2%
Jan-2019	45	+15.4%	42	+31.3%
Feb-2019	45	+18.4%	36	+9.1%
Mar-2019	37	+15.6%	33	+22.2%
<b>Apr-2019</b>	<b>31</b>	<b>+19.2%</b>	<b>29</b>	<b>+31.8%</b>

## Historical Days on Market Until Sale by Month





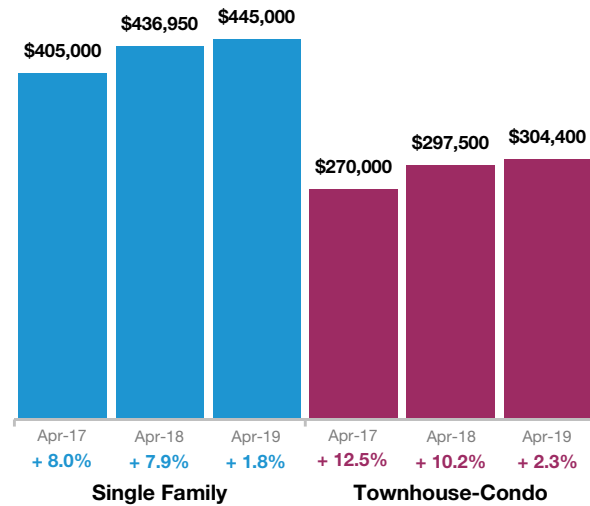
# Median Sales Price

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

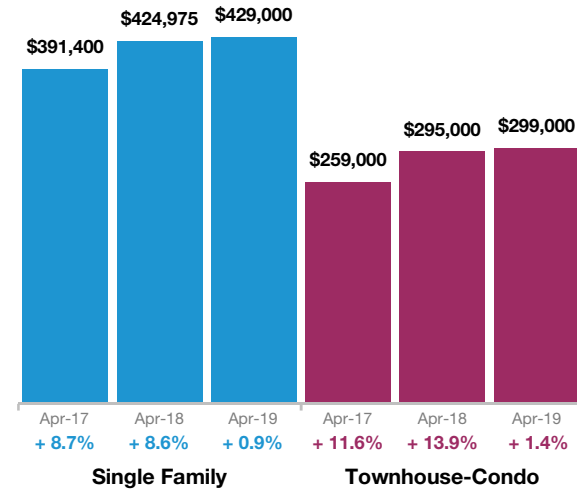


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## April

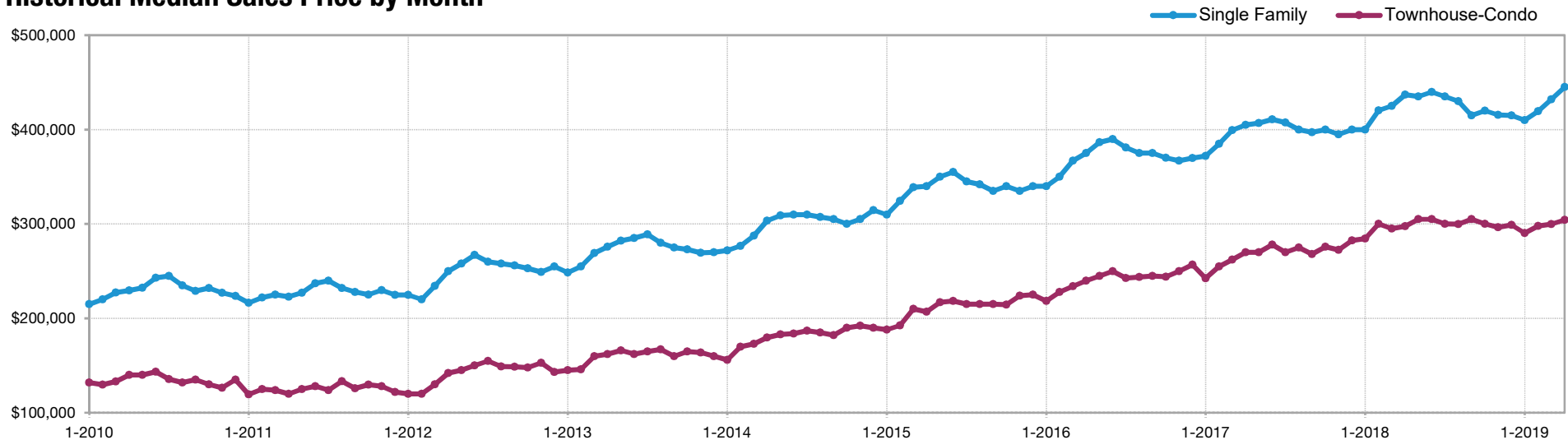


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$435,000	+6.9%	\$305,000	+13.0%
Jun-2018	\$439,675	+7.0%	\$305,000	+9.7%
Jul-2018	\$435,000	+6.7%	\$300,000	+11.1%
Aug-2018	\$430,000	+7.5%	\$299,700	+9.0%
Sep-2018	\$415,000	+4.5%	\$305,000	+13.8%
Oct-2018	\$420,000	+5.0%	\$300,000	+8.7%
Nov-2018	\$415,600	+5.2%	\$296,500	+8.8%
Dec-2018	\$415,000	+3.8%	\$298,900	+5.8%
Jan-2019	\$410,000	+2.5%	\$290,250	+2.0%
Feb-2019	\$419,476	-0.2%	\$298,000	-0.7%
Mar-2019	\$432,000	+1.6%	\$299,900	+1.7%
<b>Apr-2019</b>	<b>\$445,000</b>	<b>+1.8%</b>	<b>\$304,400</b>	<b>+2.3%</b>

## Historical Median Sales Price by Month



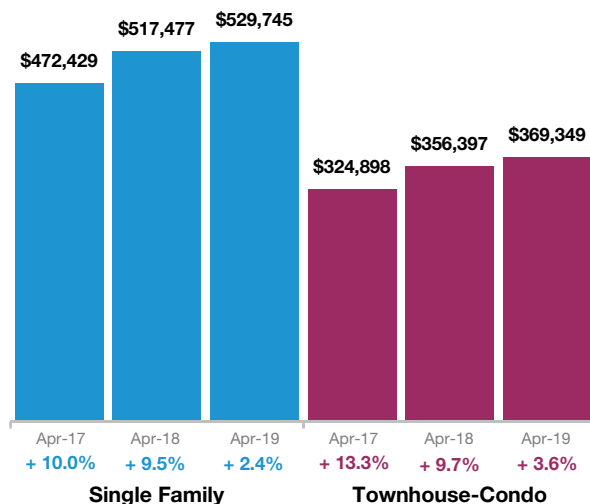
# Average Sales Price

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

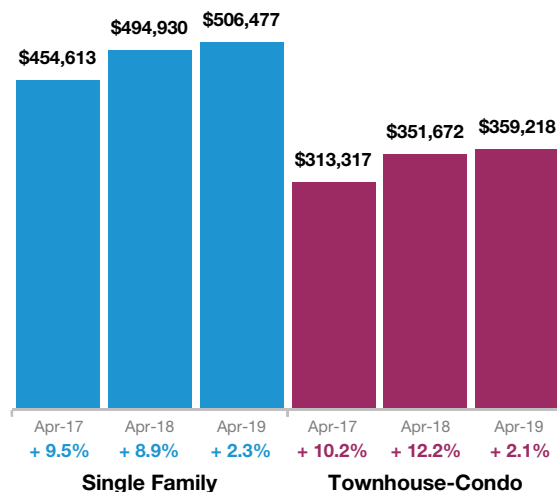


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## April

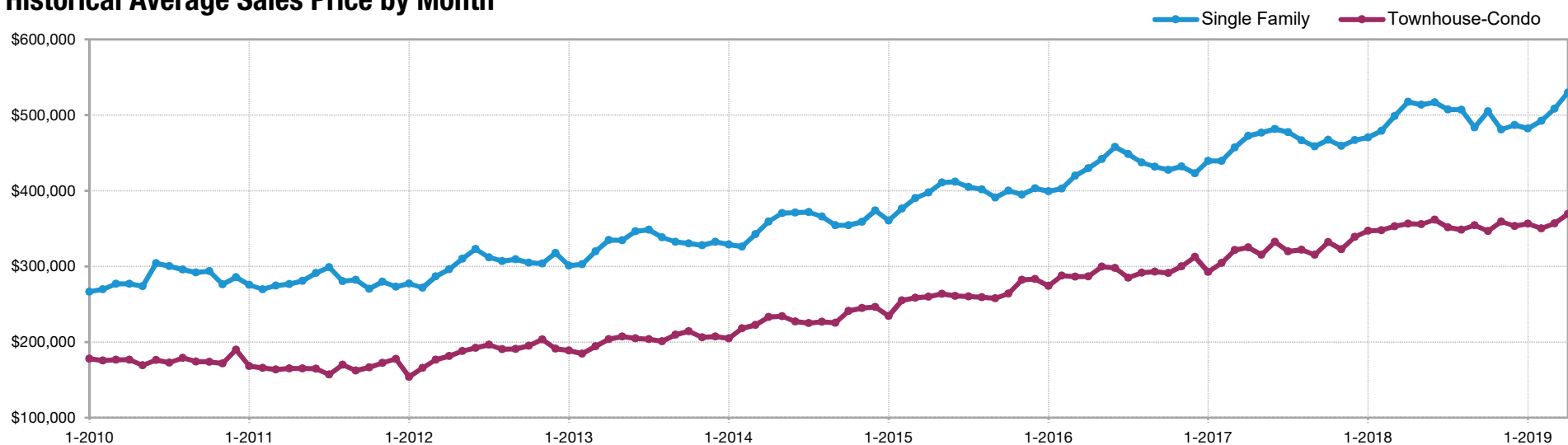


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	\$513,727	+7.8%	\$355,881	+12.9%
Jun-2018	\$516,609	+7.3%	\$361,659	+8.8%
Jul-2018	\$507,459	+6.3%	\$351,514	+9.9%
Aug-2018	\$507,113	+8.7%	\$348,506	+8.3%
Sep-2018	\$483,521	+5.4%	\$354,495	+12.4%
Oct-2018	\$504,972	+8.1%	\$346,658	+4.5%
Nov-2018	\$480,798	+4.7%	\$359,268	+11.3%
Dec-2018	\$486,648	+4.2%	\$353,273	+4.2%
Jan-2019	\$482,113	+2.5%	\$356,406	+2.7%
Feb-2019	\$492,487	+2.8%	\$350,273	+0.8%
Mar-2019	\$508,448	+2.0%	\$356,656	+1.0%
<b>Apr-2019</b>	<b>\$529,745</b>	<b>+2.4%</b>	<b>\$369,349</b>	<b>+3.6%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

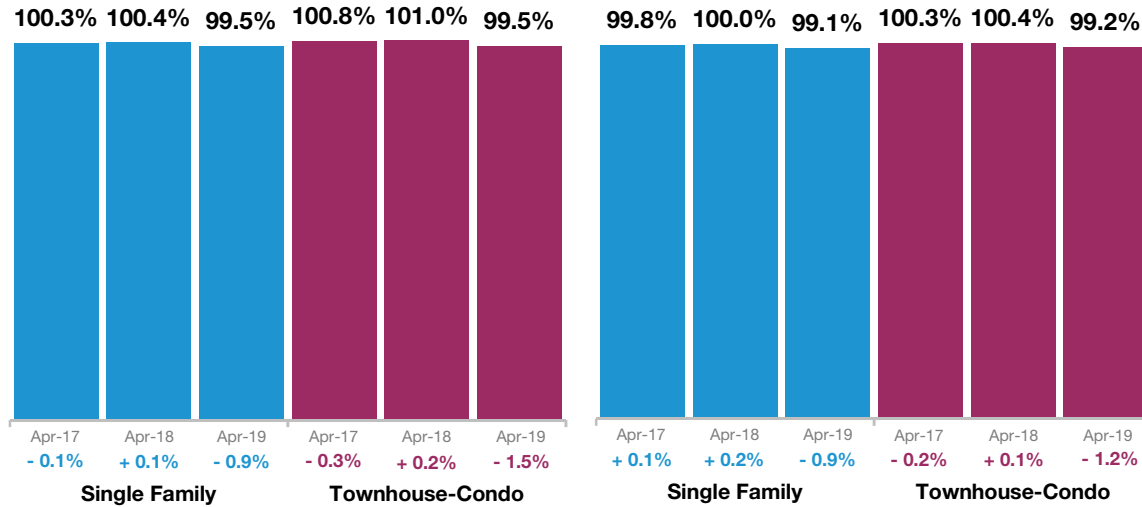
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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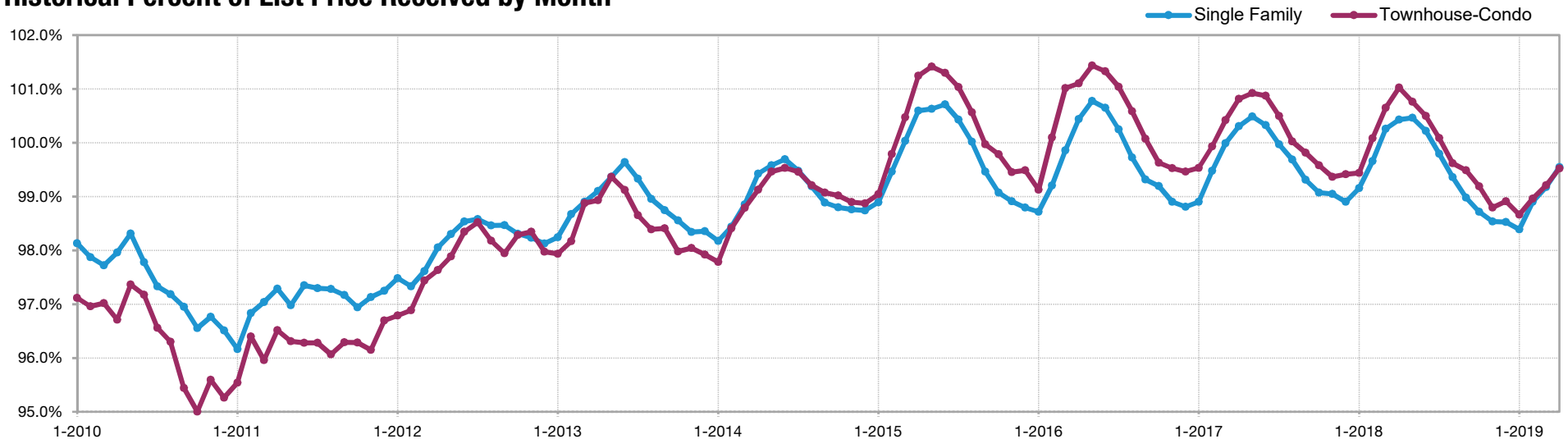
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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	98.5%	-0.5%	98.8%	-0.6%
Dec-2018	98.5%	-0.4%	98.9%	-0.5%
Jan-2019	98.4%	-0.8%	98.7%	-0.7%
Feb-2019	98.9%	-0.8%	99.0%	-1.1%
Mar-2019	99.2%	-1.1%	99.2%	-1.4%
<b>Apr-2019</b>	<b>99.5%</b>	<b>-0.9%</b>	<b>99.5%</b>	<b>-1.5%</b>

## Historical Percent of List Price Received by Month



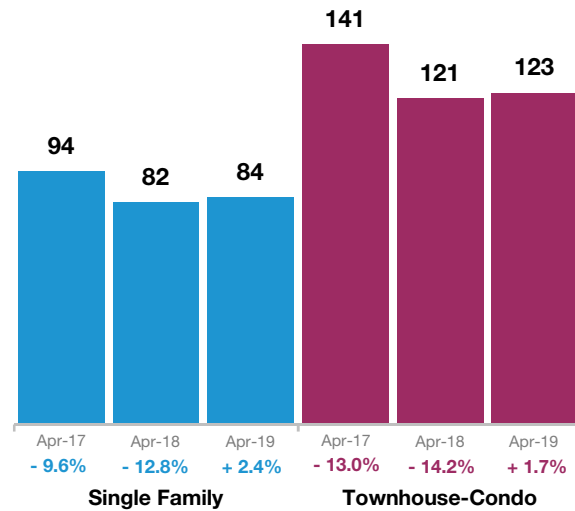
# Housing Affordability Index

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.

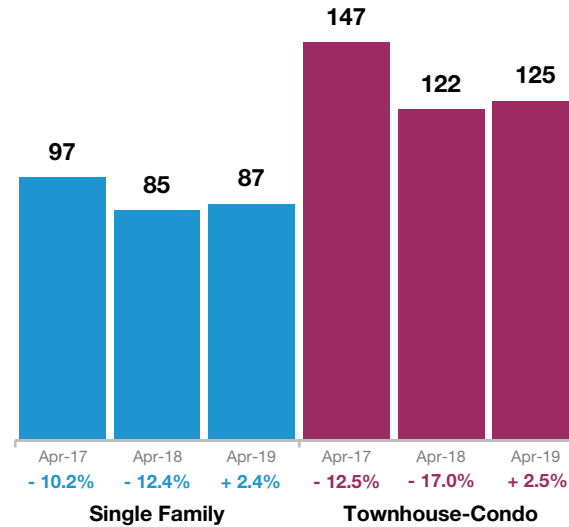


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## April

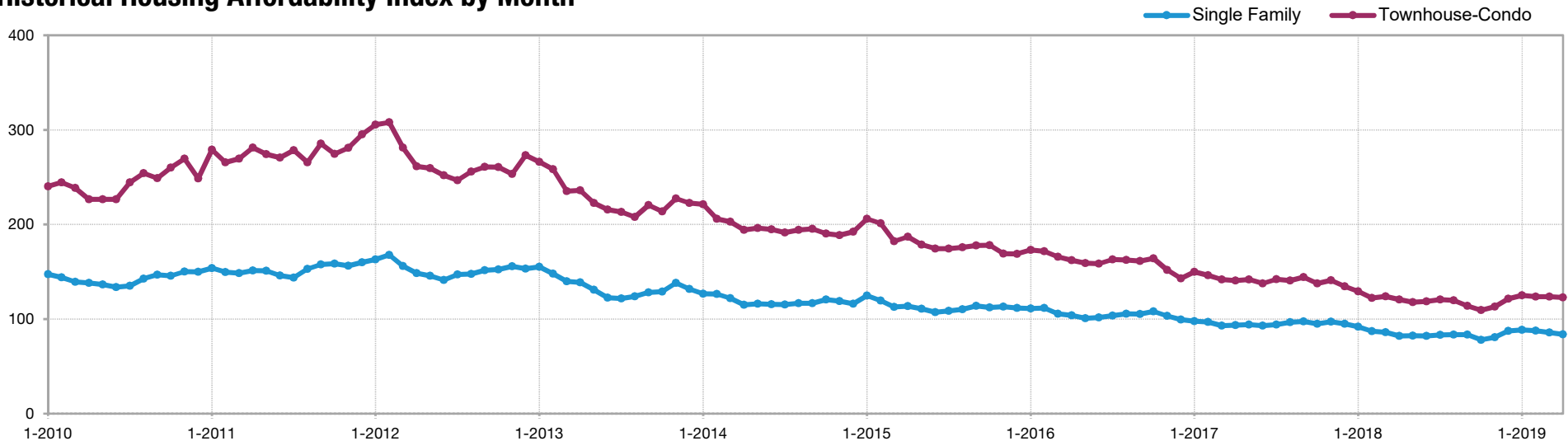


## Year to Date



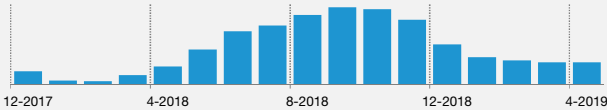
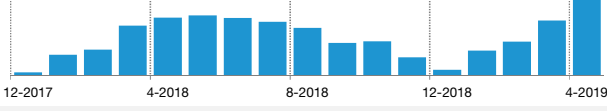
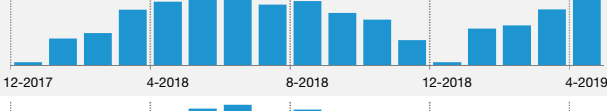
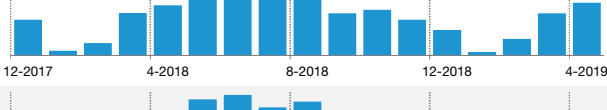
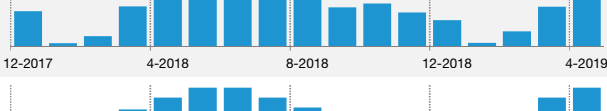
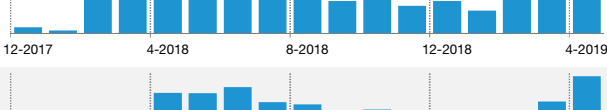
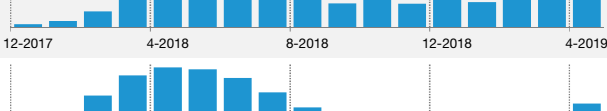
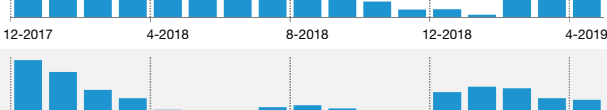
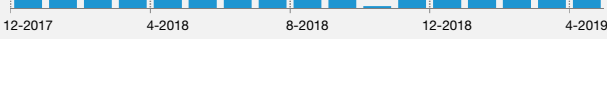
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2018	83	-11.7%	118	-16.9%
Jun-2018	82	-11.8%	119	-13.8%
Jul-2018	83	-11.7%	121	-14.8%
Aug-2018	84	-13.4%	120	-14.9%
Sep-2018	84	-13.4%	114	-20.8%
Oct-2018	78	-17.9%	109	-21.0%
Nov-2018	81	-16.5%	113	-19.9%
Dec-2018	87	-8.4%	121	-10.4%
Jan-2019	89	-3.3%	125	-3.1%
Feb-2019	88	+1.1%	124	+1.6%
Mar-2019	86	0.0%	124	0.0%
<b>Apr-2019</b>	<b>84</b>	<b>+2.4%</b>	<b>123</b>	<b>+1.7%</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	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		9,576	<b>9,943</b>	+ 3.8%	--	--	--
Under Contract		6,754	<b>7,862</b>	+ 16.4%	22,566	<b>24,672</b>	+ 9.3%
New Listings		8,194	<b>9,217</b>	+ 12.5%	26,215	<b>28,822</b>	+ 9.9%
Sold Listings		5,875	<b>6,000</b>	+ 2.1%	19,155	<b>19,396</b>	+ 1.3%
Days on Market		25	<b>31</b>	+ 24.0%	31	<b>37</b>	+ 19.4%
Median Sales Price		\$405,000	<b>\$410,000</b>	+ 1.2%	\$395,000	<b>\$400,000</b>	+ 1.3%
Average Sales Price		\$473,347	<b>\$485,060</b>	+ 2.5%	\$455,346	<b>\$466,347</b>	+ 2.4%
Pct. of List Price Received		100.6%	<b>99.5%</b>	- 1.1%	100.1%	<b>99.1%</b>	- 1.0%
Affordability Index		89	<b>91</b>	+ 2.2%	91	<b>93</b>	+ 2.2%

# Sold Listings

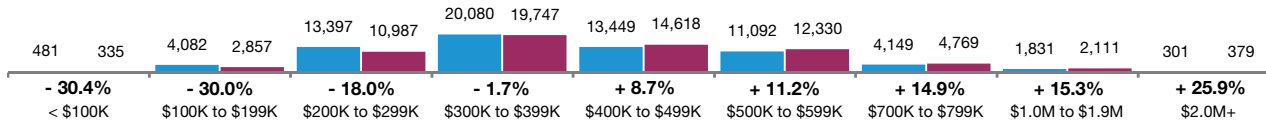
Actual sales that have closed in a given month.



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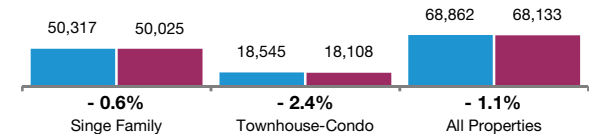
## By Price Range – All Properties – Rolling 12 Months

■ 4-2018 ■ 4-2019



## By Property Type

■ 4-2018 ■ 4-2019



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	280	220	-21.4%	201	115	-42.8%
\$100,000 to \$199,999	972	734	-24.5%	3,110	2,123	-31.7%
\$200,000 to \$299,999	6,185	4,236	-31.5%	7,212	6,751	-6.4%
\$300,000 to \$399,999	16,345	15,386	-5.9%	3,735	4,361	+16.8%
\$400,000 to \$499,999	11,462	12,487	+8.9%	1,987	2,131	+7.2%
\$500,000 to \$699,999	9,684	10,713	+10.6%	1,408	1,617	+14.8%
\$700,000 to \$999,999	3,474	4,010	+15.4%	675	759	+12.4%
\$1,000,000 to \$1,999,999	1,641	1,892	+15.3%	190	219	+15.3%
\$2,000,000 and Above	274	347	+26.6%	27	32	+18.5%
<b>All Price Ranges</b>	<b>50,317</b>	<b>50,025</b>	<b>-0.6%</b>	<b>18,545</b>	<b>18,108</b>	<b>-2.4%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	15	11	-26.7%	13	5	-61.5%
\$100,000 to \$199,999	44	44	0.0%	172	192	+11.6%
\$200,000 to \$299,999	296	288	-2.7%	567	611	+7.8%
\$300,000 to \$399,999	1,216	1,244	+2.3%	343	416	+21.3%
\$400,000 to \$499,999	1,049	1,144	+9.1%	190	175	-7.9%
\$500,000 to \$699,999	888	1,000	+12.6%	126	163	+29.4%
\$700,000 to \$999,999	311	359	+15.4%	62	71	+14.5%
\$1,000,000 to \$1,999,999	151	195	+29.1%	18	35	+94.4%
\$2,000,000 and Above	32	44	+37.5%	4	3	-25.0%
<b>All Price Ranges</b>	<b>4,002</b>	<b>4,329</b>	<b>+8.2%</b>	<b>1,495</b>	<b>1,671</b>	<b>+11.8%</b>

### Year to Date

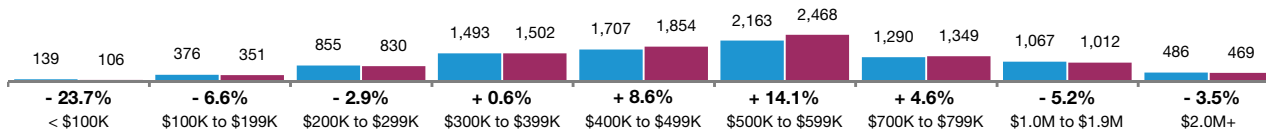
	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	80	68	-15.0%	42	36	-14.3%
\$100,000 to \$199,999	244	188	-23.0%	749	634	-15.4%
\$200,000 to \$299,999	1,449	1,128	-22.2%	1,940	1,991	+2.6%
\$300,000 to \$399,999	4,157	4,349	+4.6%	1,123	1,239	+10.3%
\$400,000 to \$499,999	3,336	3,616	+8.4%	636	604	-5.0%
\$500,000 to \$699,999	2,965	3,045	+2.7%	513	466	-9.2%
\$700,000 to \$999,999	1,015	1,050	+3.4%	222	228	+2.7%
\$1,000,000 to \$1,999,999	525	555	+5.7%	55	77	+40.0%
\$2,000,000 and Above	92	112	+21.7%	12	10	-16.7%
<b>All Price Ranges</b>	<b>13,863</b>	<b>14,111</b>	<b>+1.8%</b>	<b>5,292</b>	<b>5,285</b>	<b>-0.1%</b>

# Inventory of Active Listings

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

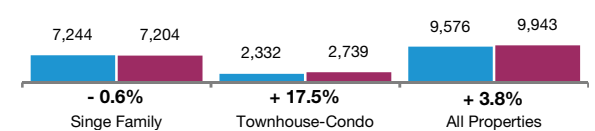
## By Price Range – All Properties

■ 4-2018 ■ 4-2019



## By Property Type

■ 4-2018 ■ 4-2019



### Year over Year

By Price Range	Single Family			Condo		
	4-2018	4-2019	Change	4-2018	4-2019	Change
\$99,999 and Below	87	49	-43.7%	52	57	+9.6%
\$100,000 to \$199,999	199	145	-27.1%	177	206	+16.4%
\$200,000 to \$299,999	452	290	-35.8%	403	540	+34.0%
\$300,000 to \$399,999	1,029	921	-10.5%	464	581	+25.2%
\$400,000 to \$499,999	1,346	1,423	+5.7%	361	431	+19.4%
\$500,000 to \$699,999	1,754	1,989	+13.4%	409	479	+17.1%
\$700,000 to \$999,999	1,020	1,074	+5.3%	270	275	+1.9%
\$1,000,000 to \$1,999,999	927	880	-5.1%	140	132	-5.7%
\$2,000,000 and Above	430	431	+0.2%	56	38	-32.1%
<b>All Price Ranges</b>	<b>7,244</b>	<b>7,204</b>	<b>-0.6%</b>	<b>2,332</b>	<b>2,739</b>	<b>+17.5%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2019	4-2019	Change	3-2019	4-2019	Change
\$99,999 and Below	59	49	-16.9%	53	57	+7.5%
\$100,000 to \$199,999	137	145	+5.8%	209	206	-1.4%
\$200,000 to \$299,999	362	290	-19.9%	606	540	-10.9%
\$300,000 to \$399,999	986	921	-6.6%	611	581	-4.9%
\$400,000 to \$499,999	1,419	1,423	+0.3%	399	431	+8.0%
\$500,000 to \$699,999	1,884	1,989	+5.6%	454	479	+5.5%
\$700,000 to \$999,999	1,067	1,074	+0.7%	301	275	-8.6%
\$1,000,000 to \$1,999,999	820	880	+7.3%	133	132	-0.8%
\$2,000,000 and Above	420	431	+2.6%	33	38	+15.2%
<b>All Price Ranges</b>	<b>7,156</b>	<b>7,204</b>	<b>+0.7%</b>	<b>2,799</b>	<b>2,739</b>	<b>-2.1%</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.