

Monthly Indicators



June 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 3.8 percent for single family homes and 7.3 percent for townhouse-condo properties. Under Contracts increased 17.9 percent for single family homes and 15.1 percent for townhouse-condo properties.

The Median Sales Price was up 2.3 percent to \$450,000 for single family homes and 1.6 percent to \$310,000 for townhouse-condo properties. Days on Market increased 8.7 percent for single family homes and 40.0 percent for condo properties.

In terms of relative balance between buyer and seller interests, residential real estate markets across the country are performing well within an economic expansion that will become the longest in U.S. history in July. However, there are signs of a slowing economy. The Federal Reserve considers 2.0 percent a healthy inflation rate, but the U.S. is expected to remain below that this year. The Fed has received pressure from the White House to cut rates in order to spur further economic activity, and the possibility of a rate reduction in 2019 is definitely in play following a string of increases over the last several years.

Activity Snapshot

+ 4.0%

- 4.4%

+ 2.4%

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
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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.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
Inventory of Active Listings	4
Under Contract	5
New Listings	6
Sold Listings	7
Days on Market Until Sale	8
Median Sales Price	9
Average Sales Price	10
Percent of List Price Received	11
Housing Affordability Index	12
Total Market Overview	13
Sold Listings and Inventory by Price Range	14
Glossary of Terms	15

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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		9,875	9,853	- 0.2%	--	--	--
Under Contract		4,963	5,853	+ 17.9%	26,585	28,916	+ 8.8%
New Listings		6,875	7,137	+ 3.8%	33,161	36,077	+ 8.8%
Sold Listings		5,348	5,172	- 3.3%	24,390	24,941	+ 2.3%
Days on Market		23	25	+ 8.7%	29	33	+ 13.8%
Median Sales Price		\$439,788	\$450,000	+ 2.3%	\$429,900	\$437,000	+ 1.7%
Average Sales Price		\$516,660	\$527,249	+ 2.0%	\$503,685	\$515,736	+ 2.4%
Pct. of List Price Received		100.2%	99.6%	- 0.6%	100.1%	99.3%	- 0.8%
Affordability Index		82	83	+ 1.2%	84	86	+ 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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		2,904	3,436	+ 18.3%	--	--	--
Under Contract		1,770	2,037	+ 15.1%	9,587	10,362	+ 8.1%
New Listings		2,269	2,435	+ 7.3%	11,404	13,006	+ 14.0%
Sold Listings		1,812	1,675	- 7.6%	8,896	8,974	+ 0.9%
Days on Market		20	28	+ 40.0%	25	32	+ 28.0%
Median Sales Price		\$305,000	\$310,000	+ 1.6%	\$299,900	\$304,500	+ 1.5%
Average Sales Price		\$361,659	\$370,799	+ 2.5%	\$354,538	\$365,004	+ 3.0%
Pct. of List Price Received		100.5%	99.5%	- 1.0%	100.5%	99.3%	- 1.2%
Affordability Index		119	121	+ 1.7%	121	123	+ 1.7%

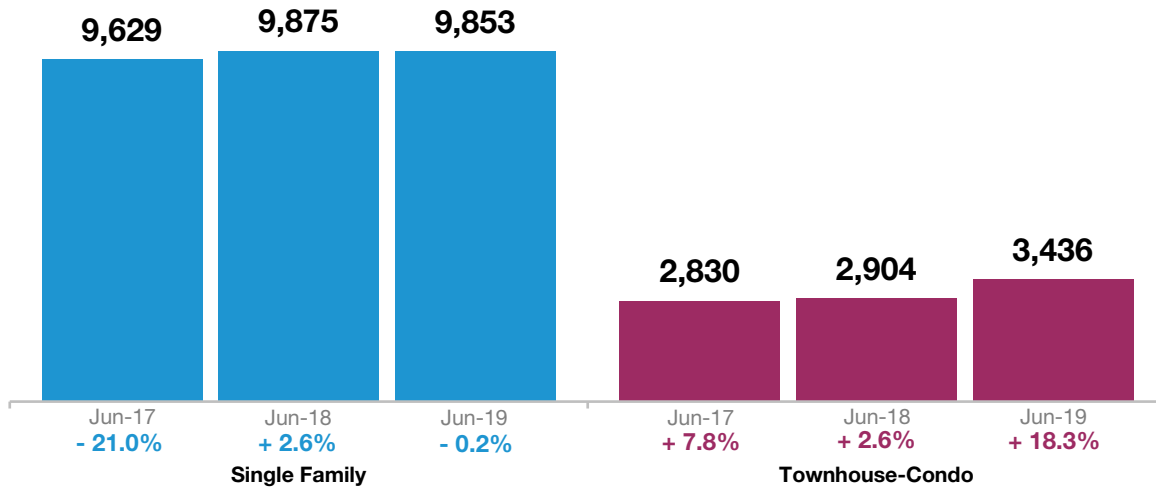
Inventory of Active Listings

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



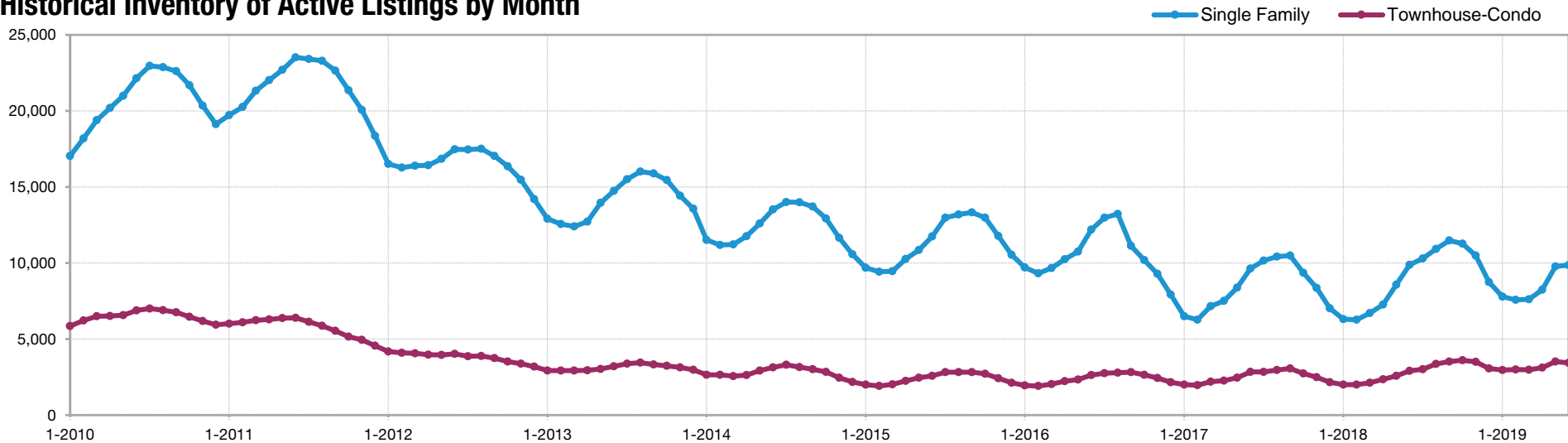
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June



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	10,290	+1.3%	3,005	+5.7%
Aug-2018	10,914	+4.7%	3,357	+13.2%
Sep-2018	11,479	+9.5%	3,508	+14.8%
Oct-2018	11,268	+20.6%	3,597	+31.2%
Nov-2018	10,485	+25.5%	3,491	+40.5%
Dec-2018	8,751	+24.7%	3,064	+42.4%
Jan-2019	7,783	+23.4%	2,966	+47.9%
Feb-2019	7,577	+21.0%	2,994	+49.1%
Mar-2019	7,616	+13.7%	2,984	+40.7%
Apr-2019	8,230	+13.4%	3,123	+33.3%
May-2019	9,767	+14.1%	3,525	+36.8%
Jun-2019	9,853	-0.2%	3,436	+18.3%

Historical Inventory of Active Listings by Month



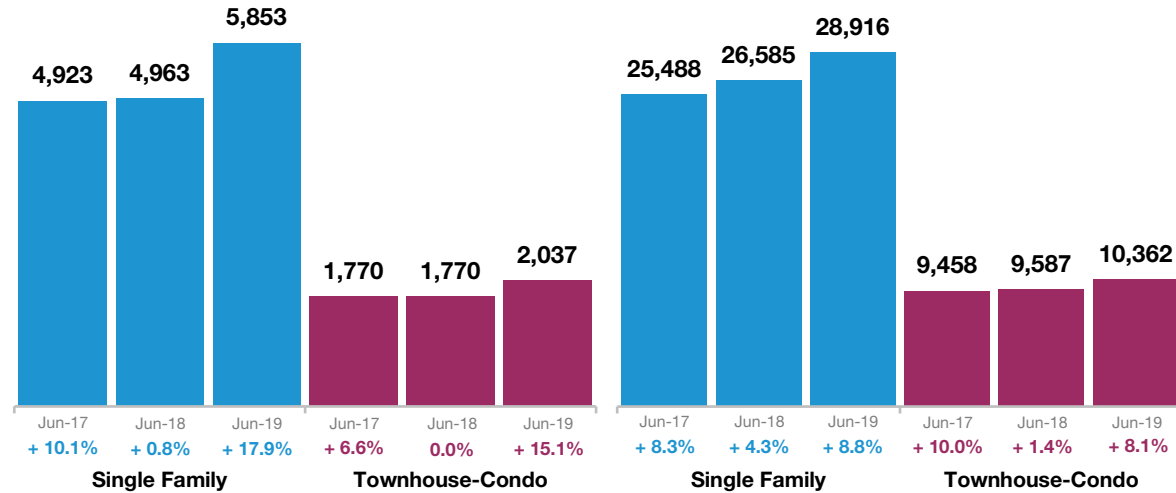
Under Contract

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

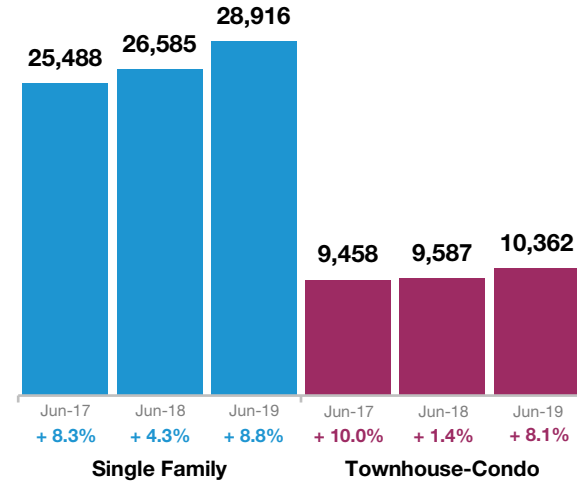


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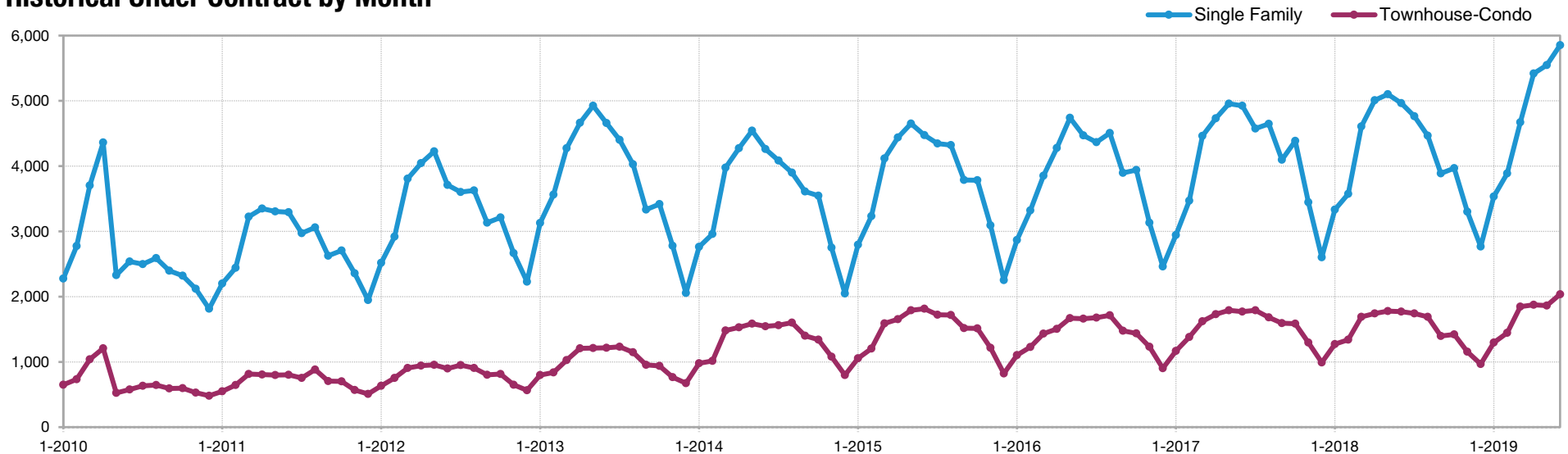


Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	4,764	+4.1%	1,742	-2.6%
Aug-2018	4,466	-3.9%	1,690	+0.4%
Sep-2018	3,888	-5.1%	1,395	-12.5%
Oct-2018	3,966	-9.6%	1,419	-10.5%
Nov-2018	3,302	-4.1%	1,155	-10.8%
Dec-2018	2,765	+6.3%	966	-2.5%
Jan-2019	3,536	+6.1%	1,297	+2.1%
Feb-2019	3,887	+8.8%	1,446	+8.1%
Mar-2019	4,673	+1.4%	1,846	+9.2%
Apr-2019	5,420	+8.2%	1,874	+7.6%
May-2019	5,547	+8.8%	1,862	+4.8%
Jun-2019	5,853	+17.9%	2,037	+15.1%

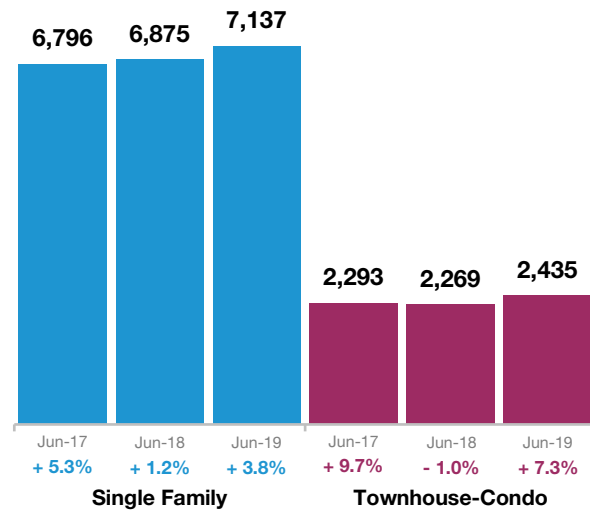
Historical Under Contract by Month



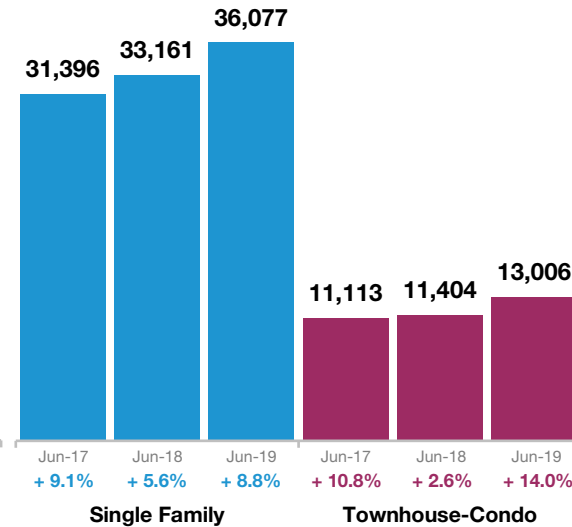
New Listings

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

June

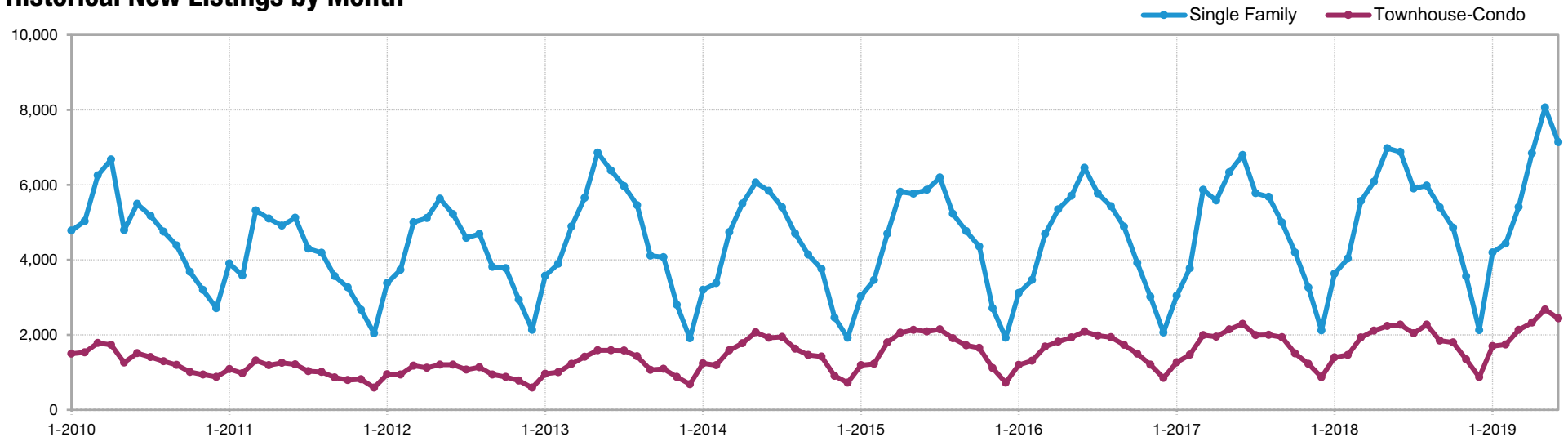


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	5,903	+2.1%	2,043	+2.7%
Aug-2018	5,977	+5.2%	2,271	+13.7%
Sep-2018	5,402	+8.1%	1,844	-4.8%
Oct-2018	4,857	+15.9%	1,798	+19.6%
Nov-2018	3,562	+9.2%	1,343	+9.7%
Dec-2018	2,123	+0.3%	873	+0.6%
Jan-2019	4,197	+15.5%	1,700	+21.5%
Feb-2019	4,430	+9.9%	1,739	+19.2%
Mar-2019	5,408	-2.9%	2,131	+10.3%
Apr-2019	6,842	+12.5%	2,326	+10.1%
May-2019	8,063	+15.6%	2,675	+19.8%
Jun-2019	7,137	+3.8%	2,435	+7.3%

Historical New Listings by Month

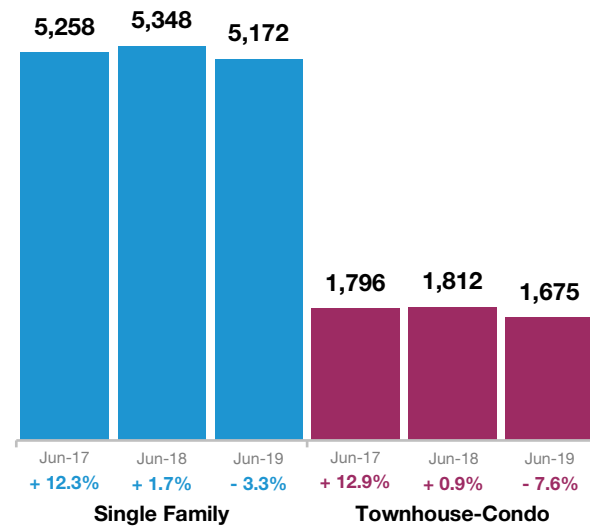


Sold Listings

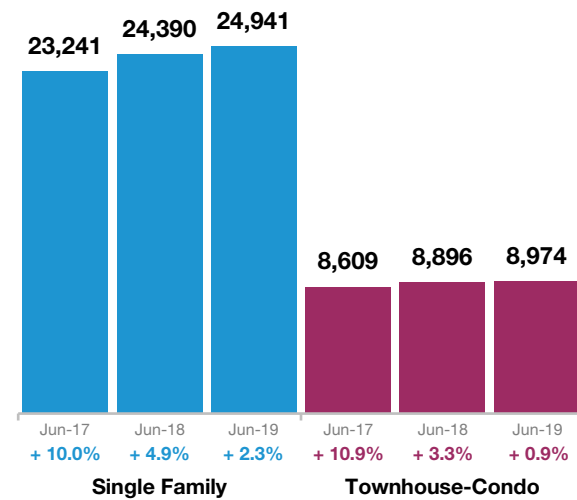
A count of the actual sales that closed in a given month.



June

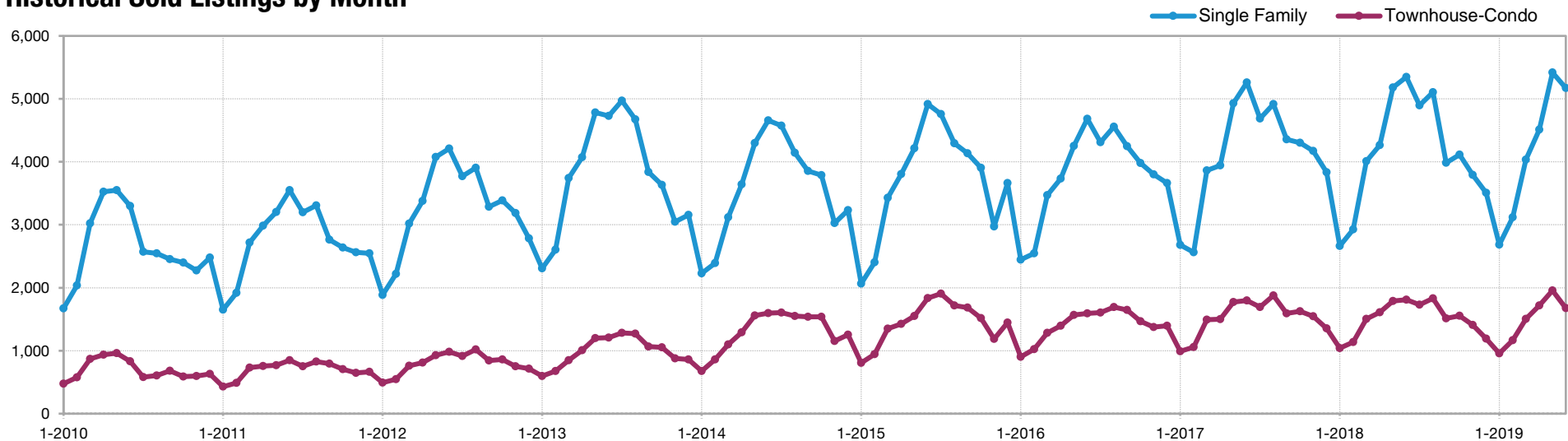


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	4,896	+4.4%	1,729	+2.2%
Aug-2018	5,105	+3.8%	1,832	-2.3%
Sep-2018	3,983	-8.5%	1,512	-5.1%
Oct-2018	4,115	-4.4%	1,553	-4.6%
Nov-2018	3,791	-9.1%	1,407	-9.0%
Dec-2018	3,506	-8.5%	1,192	-11.9%
Jan-2019	2,686	+0.9%	955	-8.3%
Feb-2019	3,118	+6.6%	1,165	+2.6%
Mar-2019	4,035	+0.6%	1,503	-0.1%
Apr-2019	4,512	+5.8%	1,720	+6.8%
May-2019	5,418	+4.6%	1,956	+9.2%
Jun-2019	5,172	-3.3%	1,675	-7.6%

Historical Sold Listings by Month

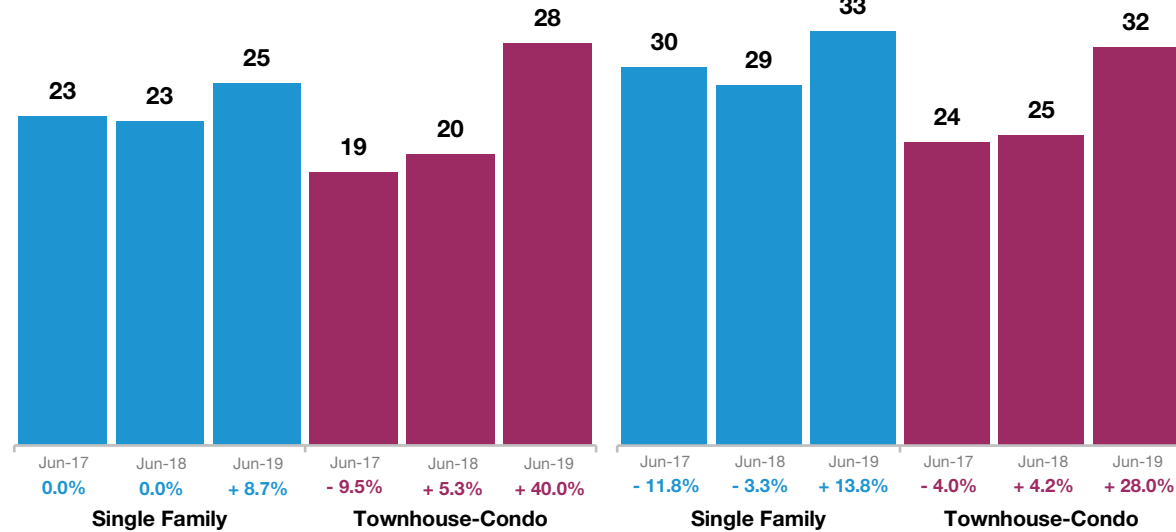


Days on Market Until Sale

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

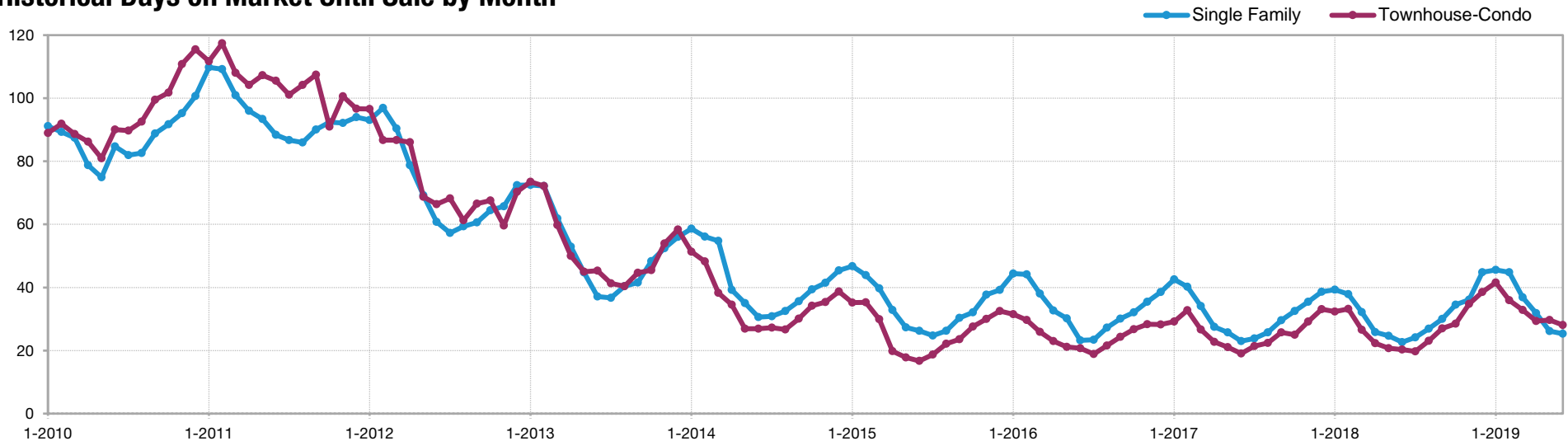
June

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	46	+17.9%	42	+31.3%
Feb-2019	45	+18.4%	36	+9.1%
Mar-2019	37	+15.6%	33	+22.2%
Apr-2019	32	+23.1%	29	+31.8%
May-2019	26	+4.0%	30	+42.9%
Jun-2019	25	+8.7%	28	+40.0%

Historical Days on Market Until Sale by Month



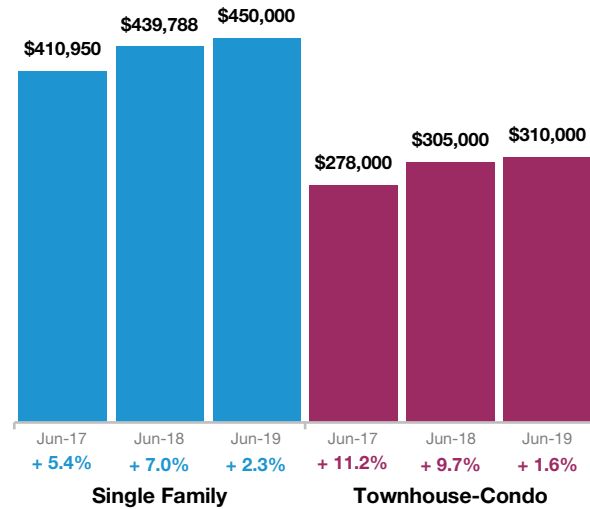
Median Sales Price

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

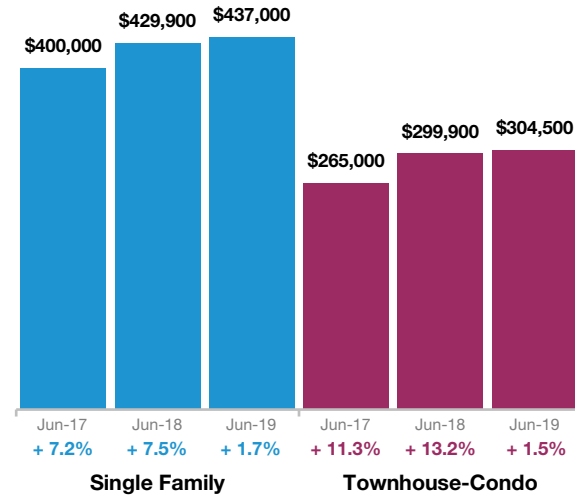


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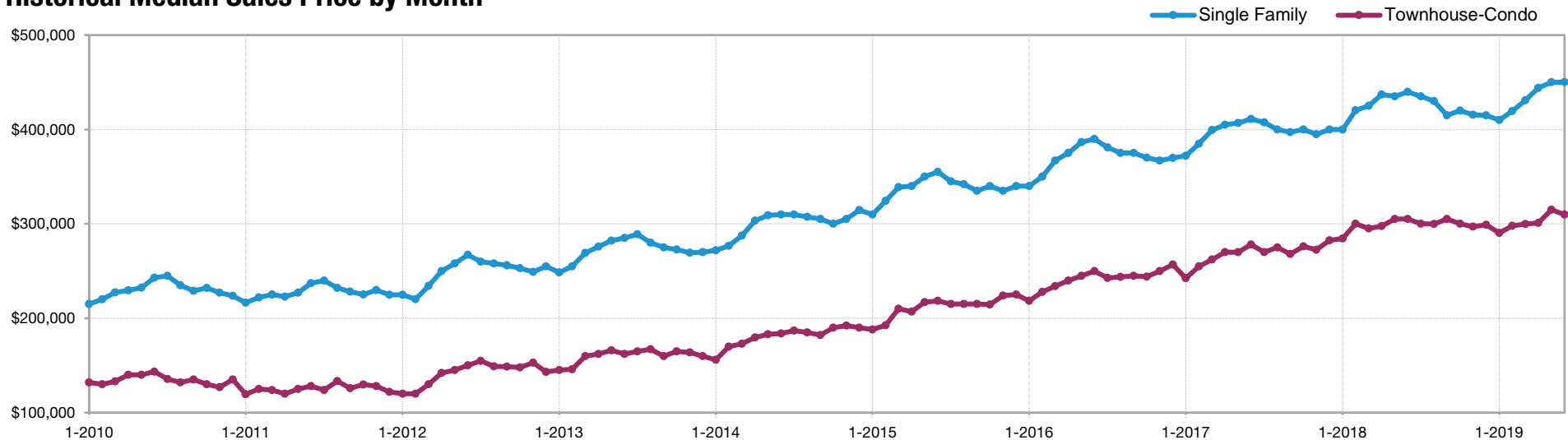


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	+8.6%
Nov-2018	\$415,600	+5.2%	\$297,000	+9.0%
Dec-2018	\$415,000	+3.8%	\$298,900	+5.8%
Jan-2019	\$410,000	+2.5%	\$290,345	+2.1%
Feb-2019	\$419,500	-0.2%	\$298,000	-0.7%
Mar-2019	\$431,000	+1.4%	\$299,900	+1.7%
Apr-2019	\$444,000	+1.6%	\$301,000	+1.2%
May-2019	\$450,000	+3.4%	\$315,000	+3.3%
Jun-2019	\$450,000	+2.3%	\$310,000	+1.6%

Historical Median Sales Price by Month



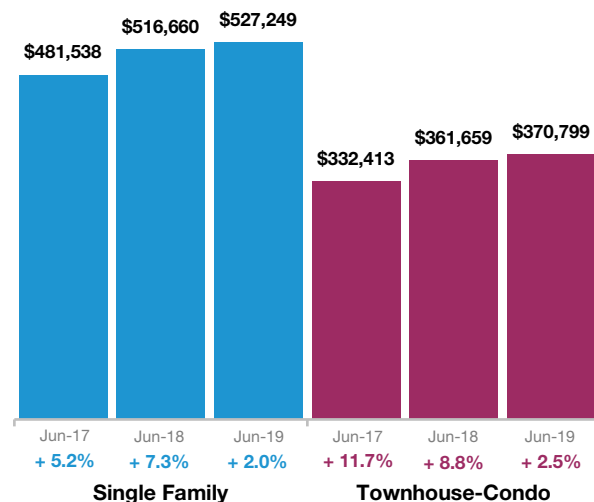
Average Sales Price

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

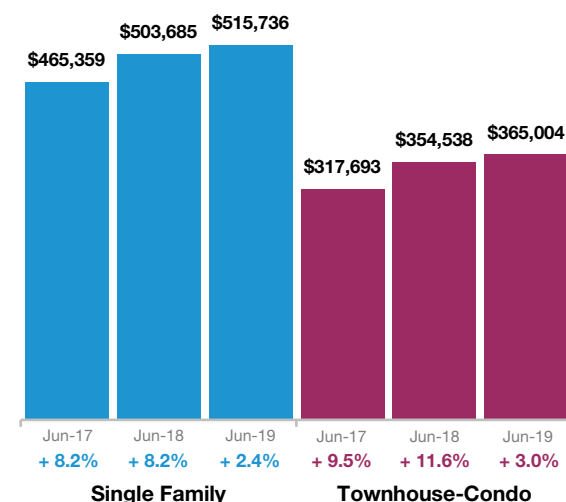


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June

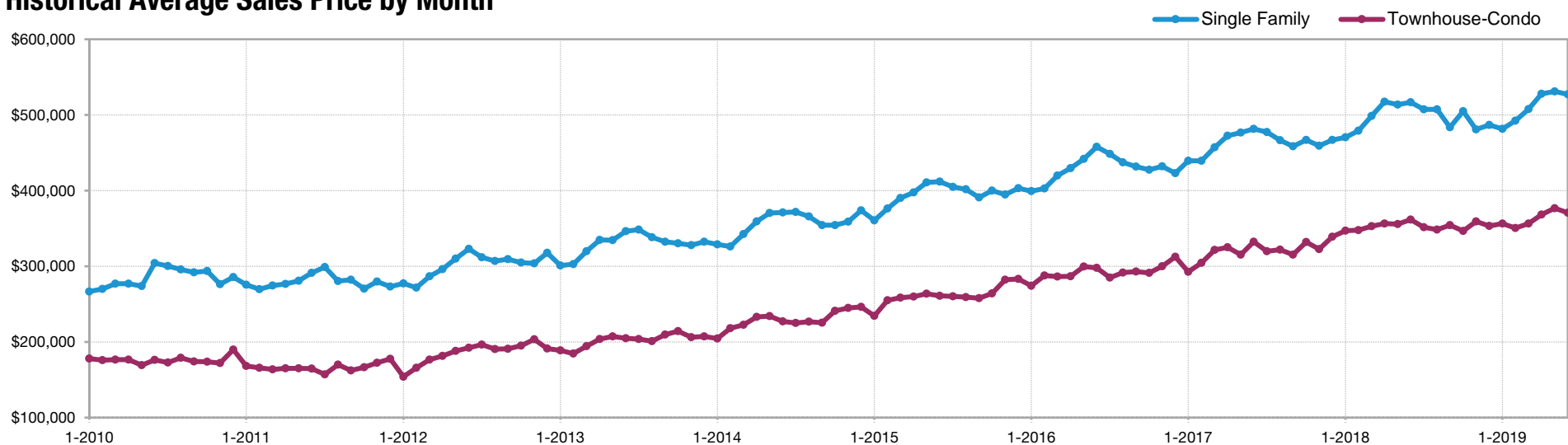


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jul-2018	\$507,399	+6.3%	\$351,524	+9.9%
Aug-2018	\$507,139	+8.7%	\$348,507	+8.3%
Sep-2018	\$483,546	+5.4%	\$354,418	+12.4%
Oct-2018	\$504,981	+8.1%	\$346,650	+4.5%
Nov-2018	\$480,876	+4.7%	\$359,355	+11.3%
Dec-2018	\$486,638	+4.2%	\$353,238	+4.2%
Jan-2019	\$481,665	+2.4%	\$356,330	+2.7%
Feb-2019	\$492,217	+2.7%	\$350,554	+0.9%
Mar-2019	\$507,760	+1.8%	\$356,367	+1.0%
Apr-2019	\$527,803	+2.0%	\$368,131	+3.3%
May-2019	\$531,054	+3.4%	\$376,765	+5.9%
Jun-2019	\$527,249	+2.0%	\$370,799	+2.5%

Historical Average Sales Price by Month

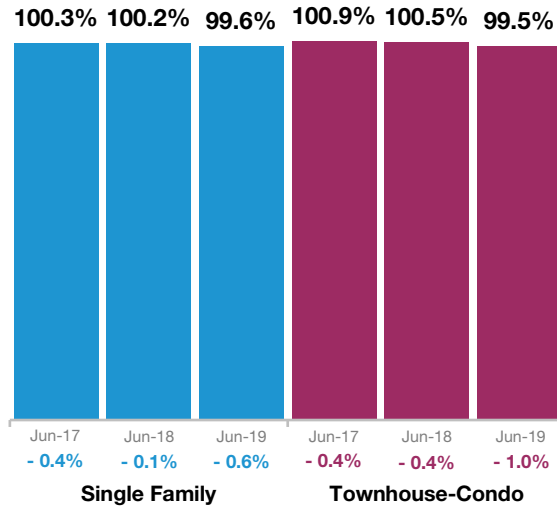


Percent of List Price Received

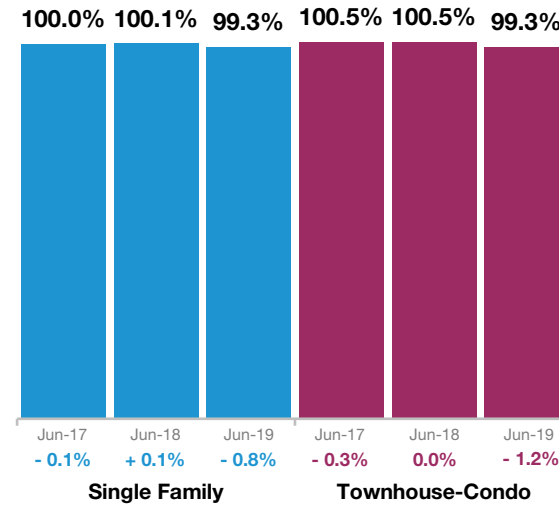
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

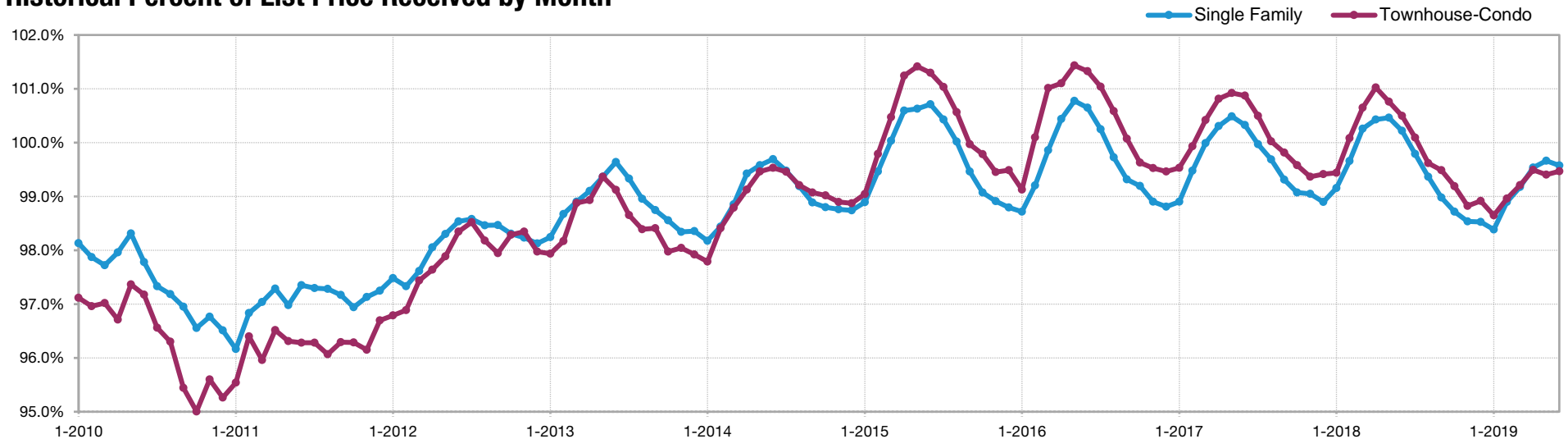


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2019	99.5%	-0.9%	99.5%	-1.5%
May-2019	99.7%	-0.8%	99.4%	-1.4%
Jun-2019	99.6%	-0.6%	99.5%	-1.0%

Historical Percent of List Price Received by Month

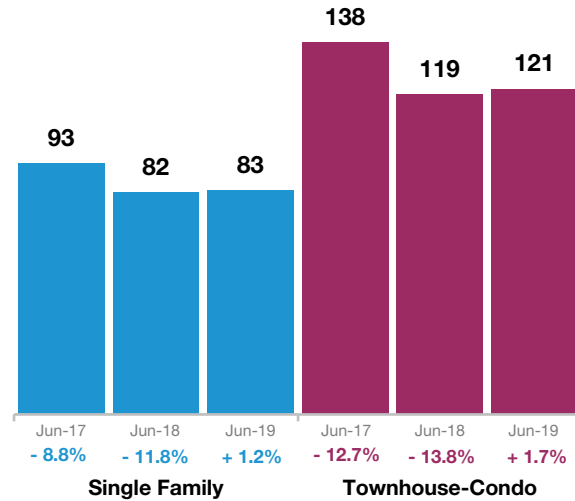


Housing Affordability Index

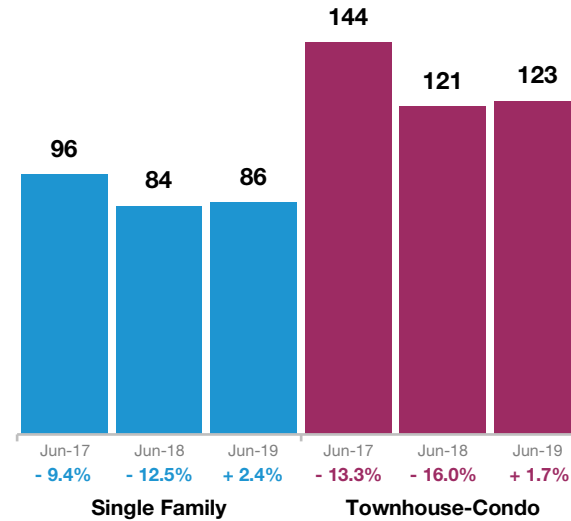
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

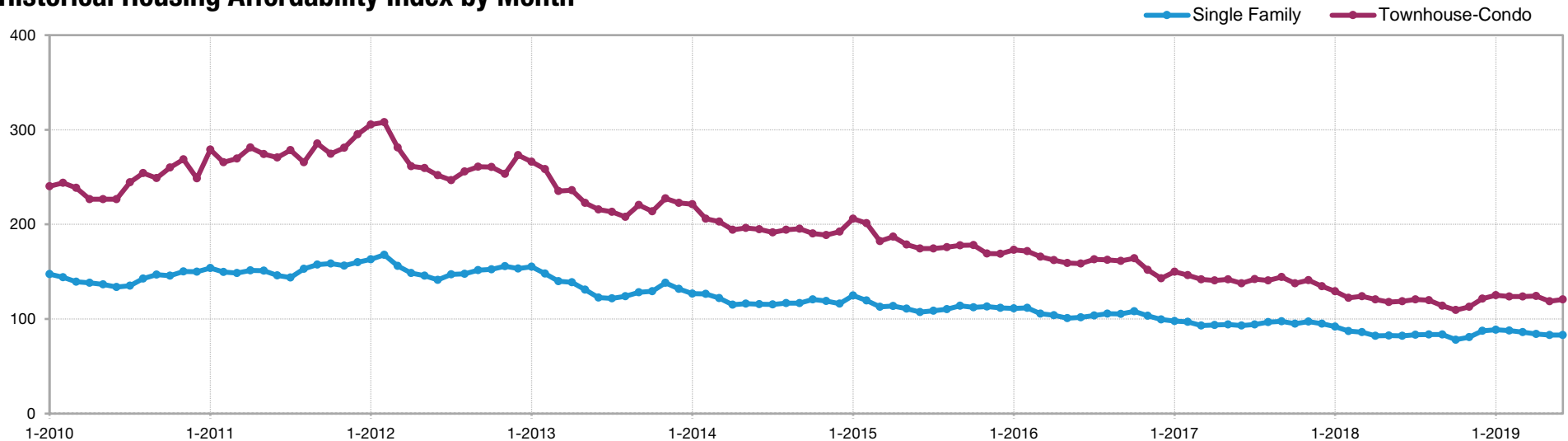


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2019	84	+2.4%	124	+2.5%
May-2019	83	0.0%	119	+0.8%
Jun-2019	83	+1.2%	121	+1.7%

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	6-2018	6-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		12,779	13,289	+ 4.0%	--	--	--
Under Contract		6,733	7,890	+ 17.2%	36,172	39,278	+ 8.6%
New Listings		9,144	9,572	+ 4.7%	44,565	49,083	+ 10.1%
Sold Listings		7,160	6,847	- 4.4%	33,286	33,915	+ 1.9%
Days on Market		22	26	+ 18.2%	28	33	+ 17.9%
Median Sales Price		\$410,000	\$420,000	+ 2.4%	\$400,000	\$409,950	+ 2.5%
Average Sales Price		\$477,433	\$488,970	+ 2.4%	\$463,817	\$475,848	+ 2.6%
Pct. of List Price Received		100.3%	99.6%	- 0.7%	100.2%	99.3%	- 0.9%
Affordability Index		88	89	+ 1.1%	90	91	+ 1.1%

Sold Listings

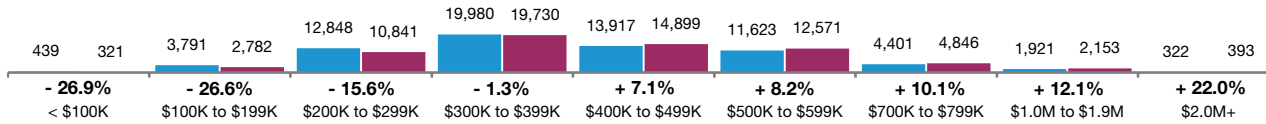
Actual sales that have closed in a given month.



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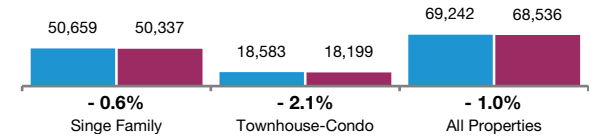
By Price Range – All Properties – Rolling 12 Months

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	267	214	-19.9%	172	107	-37.8%
\$100,000 to \$199,999	920	712	-22.6%	2,871	2,070	-27.9%
\$200,000 to \$299,999	5,757	4,090	-29.0%	7,091	6,751	-4.8%
\$300,000 to \$399,999	16,018	15,308	-4.4%	3,962	4,422	+11.6%
\$400,000 to \$499,999	11,849	12,732	+7.5%	2,068	2,167	+4.8%
\$500,000 to \$699,999	10,139	10,915	+7.7%	1,484	1,656	+11.6%
\$700,000 to \$999,999	3,689	4,091	+10.9%	712	755	+6.0%
\$1,000,000 to \$1,999,999	1,731	1,915	+10.6%	190	238	+25.3%
\$2,000,000 and Above	289	360	+24.6%	33	33	0.0%
All Price Ranges	50,659	50,337	-0.6%	18,583	18,199	-2.1%

Compared to Prior Month

	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
	22	11	-50.0%	6	5	-16.7%
	52	51	-1.9%	206	139	-32.5%
	282	333	+18.1%	650	617	-5.1%
	1,461	1,403	-4.0%	523	434	-17.0%
	1,479	1,382	-6.6%	245	224	-8.6%
	1,329	1,226	-7.8%	193	166	-14.0%
	521	504	-3.3%	94	62	-34.0%
	233	225	-3.4%	35	22	-37.1%
	39	37	-5.1%	4	6	+50.0%
All Price Ranges	5,418	5,172	-4.5%	1,956	1,675	-14.4%

Year to Date

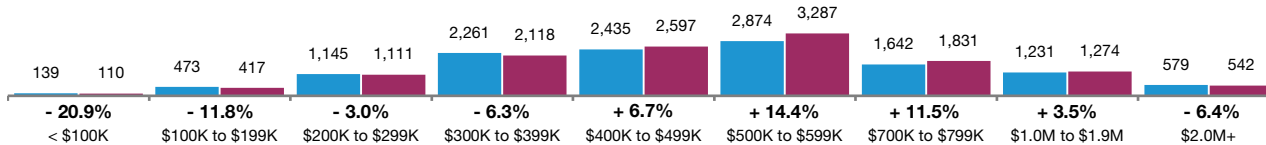
	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
	120	102	-15.0%	60	46	-23.3%
	376	298	-20.7%	1,154	986	-14.6%
	2,234	1,767	-20.9%	3,240	3,288	+1.5%
	7,166	7,275	+1.5%	2,032	2,208	+8.7%
	6,016	6,541	+8.7%	1,075	1,078	+0.3%
	5,382	5,662	+5.2%	836	827	-1.1%
	1,976	2,089	+5.7%	384	386	+0.5%
	965	1,019	+5.6%	94	135	+43.6%
	155	188	+21.3%	21	20	-4.8%
All Price Ranges	24,390	24,941	+2.3%	8,896	8,974	+0.9%

Inventory of Active Listings

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

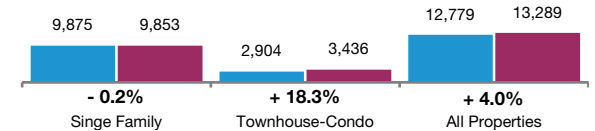
By Price Range – All Properties

■ 6-2018 ■ 6-2019



By Property Type

■ 6-2018 ■ 6-2019



Year over Year

By Price Range	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
\$99,999 and Below	98	63	-35.7%	41	47	+14.6%
\$100,000 to \$199,999	250	154	-38.4%	223	263	+17.9%
\$200,000 to \$299,999	567	342	-39.7%	578	769	+33.0%
\$300,000 to \$399,999	1,623	1,392	-14.2%	638	726	+13.8%
\$400,000 to \$499,999	1,953	2,037	+4.3%	482	560	+16.2%
\$500,000 to \$699,999	2,416	2,757	+14.1%	458	530	+15.7%
\$700,000 to \$999,999	1,355	1,489	+9.9%	287	342	+19.2%
\$1,000,000 to \$1,999,999	1,087	1,116	+2.7%	144	158	+9.7%
\$2,000,000 and Above	526	501	-4.8%	53	41	-22.6%
All Price Ranges	9,875	9,853	-0.2%	2,904	3,436	+18.3%

Compared to Prior Month

	Single Family			Condo		
	5-2019	6-2019	Change	5-2019	6-2019	Change
	59	63	+6.8%	60	47	-21.7%
	171	154	-9.9%	271	263	-3.0%
	412	342	-17.0%	777	769	-1.0%
	1,450	1,392	-4.0%	772	726	-6.0%
	1,945	2,037	+4.7%	581	560	-3.6%
	2,737	2,757	+0.7%	551	530	-3.8%
	1,427	1,489	+4.3%	322	342	+6.2%
	1,081	1,116	+3.2%	154	158	+2.6%
	483	501	+3.7%	37	41	+10.8%
All Price Ranges	9,767	9,853	+0.9%	3,525	3,436	-2.5%

Year to Date

	Single Family			Condo		
	6-2018	6-2019	Change	6-2018	6-2019	Change
	9,875	9,853	-0.2%	2,904	3,436	+18.3%
	12,779	13,289	+4.0%			

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®

Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Under Contract	A count of the properties that have offers accepted on them in a given month.
New Listings	A measure of how much new supply is coming onto the market from sellers.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.