

# Monthly Indicators



## August 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 1.5 percent for single family homes and 3.0 percent for townhouse-condo properties. Under Contracts increased 19.3 percent for single family homes and 17.6 percent for townhouse-condo properties.

The Median Sales Price was up 3.5 percent to \$445,000 for single family homes and 4.2 percent to \$312,500 for townhouse-condo properties. Days on Market increased 18.5 percent for single family homes and 52.2 percent for condo properties.

As many homeowners refinanced their homes to take advantage of declining interest rates, consumer confidence in housing was reported to be at historically high levels. Even so, real estate professionals will need to monitor the market for signs of continued imbalances. Although the inventory of affordable homes at this point remains largely stable, it is stable at historically low levels, which may continue to push prices higher and affect potential buyers across the U.S.

## Activity Snapshot

**- 5.5%**

**- 2.0%**

**+ 4.3%**

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® 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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		10,954	10,025	- 8.5%	--	--	--
Under Contract		4,461	5,323	+ 19.3%	35,808	38,722	+ 8.1%
New Listings		5,977	6,065	+ 1.5%	45,037	48,261	+ 7.2%
Sold Listings		5,105	4,925	- 3.5%	34,390	35,474	+ 3.2%
Days on Market		27	32	+ 18.5%	28	32	+ 14.3%
Median Sales Price		\$430,000	\$445,000	+ 3.5%	\$430,000	\$440,000	+ 2.3%
Average Sales Price		\$507,119	\$517,231	+ 2.0%	\$504,726	\$517,084	+ 2.4%
Pct. of List Price Received		99.4%	99.1%	- 0.3%	100.0%	99.3%	- 0.7%
Affordability Index		84	90	+ 7.1%	84	91	+ 8.3%

# 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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		3,383	3,528	+ 4.3%	--	--	--
Under Contract		1,689	1,986	+ 17.6%	13,012	14,035	+ 7.9%
New Listings		2,271	2,339	+ 3.0%	15,723	17,603	+ 12.0%
Sold Listings		1,833	1,872	+ 2.1%	12,460	12,816	+ 2.9%
Days on Market		23	35	+ 52.2%	24	32	+ 33.3%
Median Sales Price		\$299,900	\$312,500	+ 4.2%	\$299,900	\$305,000	+ 1.7%
Average Sales Price		\$348,567	\$378,100	+ 8.5%	\$353,259	\$366,271	+ 3.7%
Pct. of List Price Received		99.6%	99.0%	- 0.6%	100.3%	99.2%	- 1.1%
Affordability Index		120	128	+ 6.7%	120	131	+ 9.2%

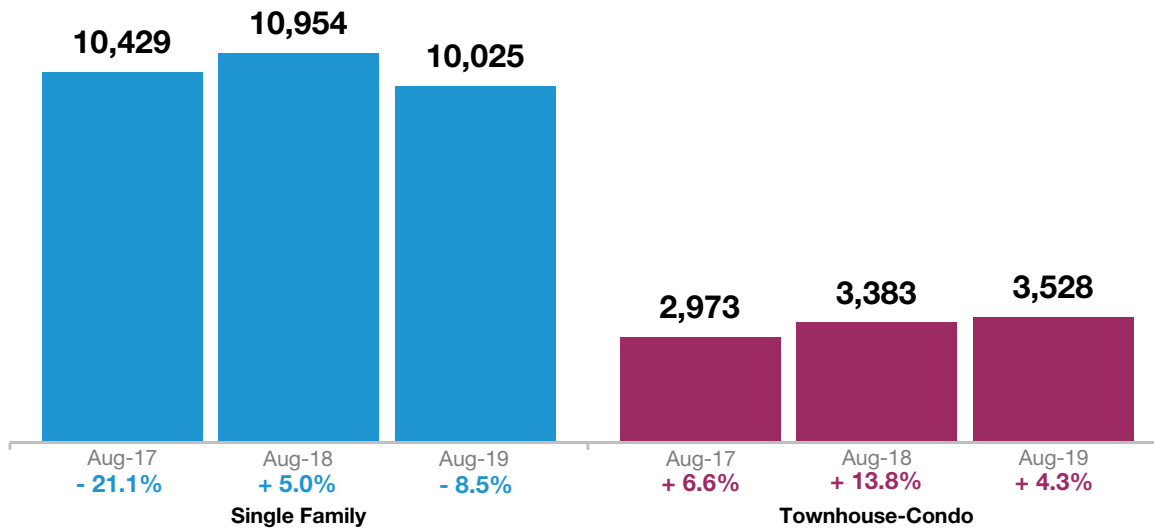
# Inventory of Active Listings

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



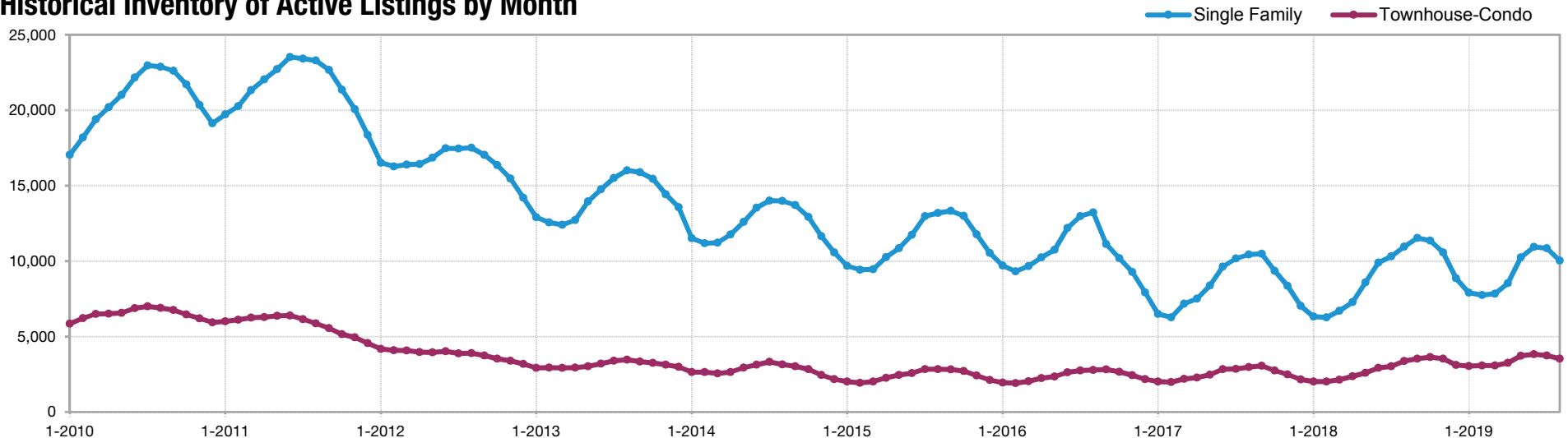
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## August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	11,529	+9.9%	3,540	+15.6%
Oct-2018	11,349	+21.3%	3,634	+32.2%
Nov-2018	10,581	+26.5%	3,538	+42.0%
Dec-2018	8,861	+26.0%	3,118	+44.4%
Jan-2019	7,911	+25.2%	3,039	+50.9%
Feb-2019	7,749	+23.5%	3,075	+52.3%
Mar-2019	7,830	+16.6%	3,085	+44.7%
Apr-2019	8,540	+17.4%	3,258	+38.1%
May-2019	10,248	+19.5%	3,728	+43.9%
Jun-2019	10,938	+10.6%	3,836	+31.3%
Jul-2019	10,855	+5.3%	3,747	+23.7%
<b>Aug-2019</b>	<b>10,025</b>	<b>-8.5%</b>	<b>3,528</b>	<b>+4.3%</b>

## Historical Inventory of Active Listings by Month



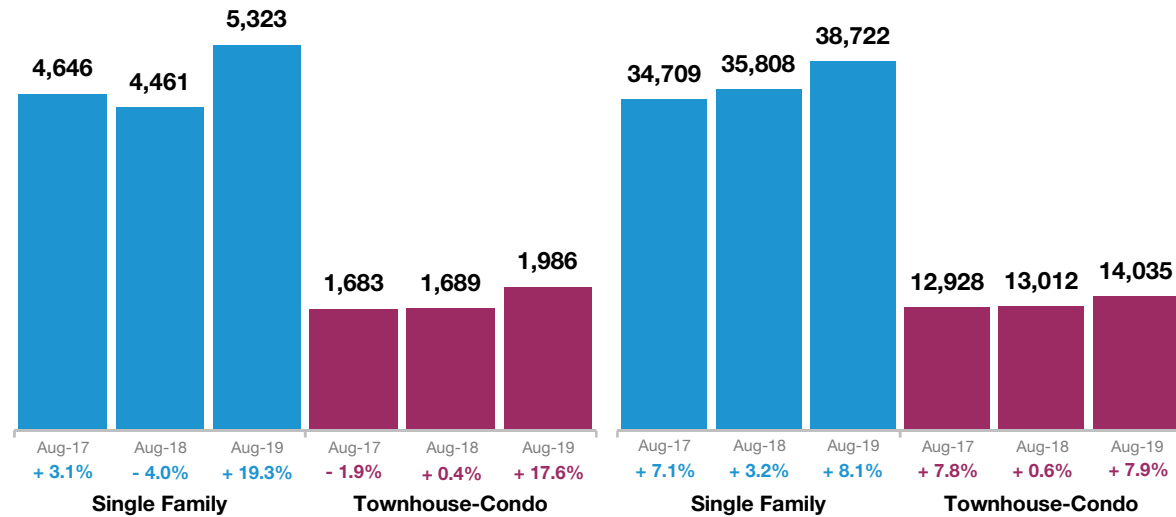
# Under Contract

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

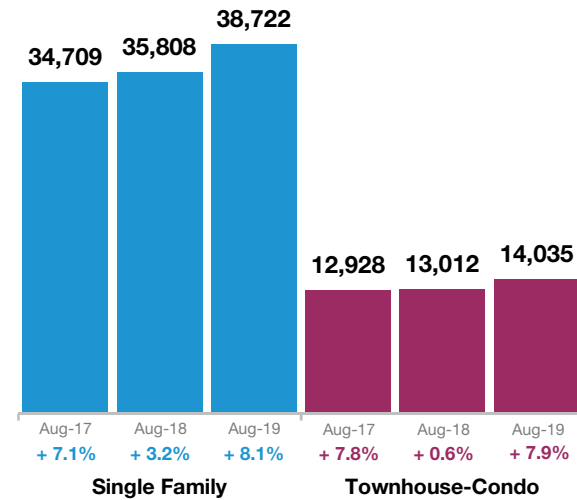


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## August

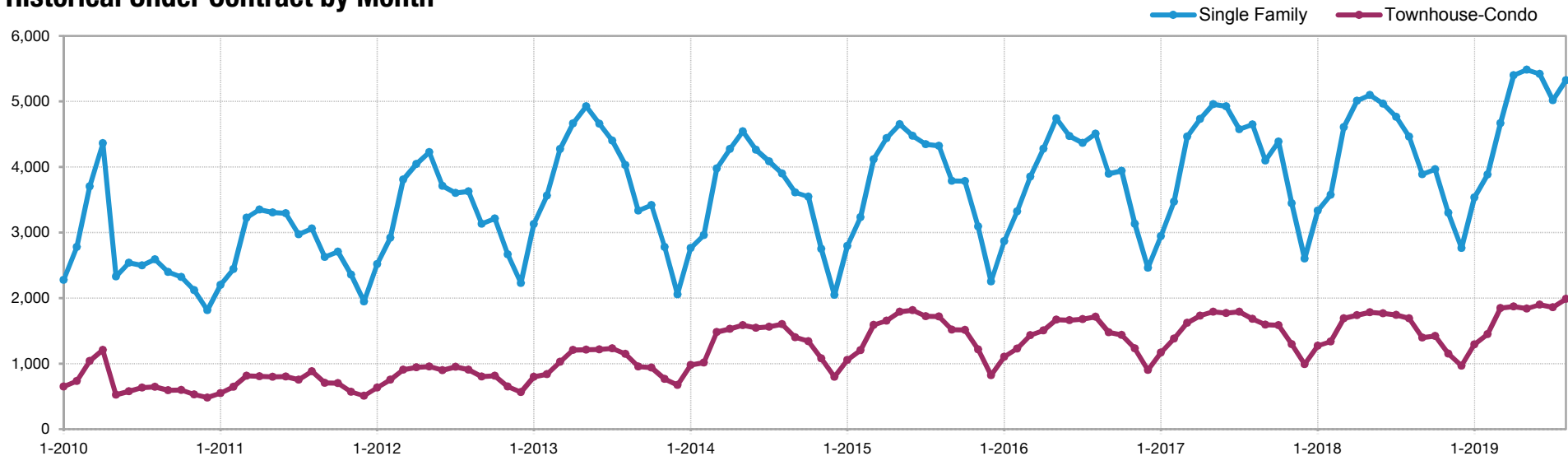


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	3,888	-5.1%	1,395	-12.5%
Oct-2018	3,964	-9.6%	1,419	-10.5%
Nov-2018	3,299	-4.2%	1,151	-11.1%
Dec-2018	2,763	+6.2%	965	-2.6%
Jan-2019	3,536	+6.1%	1,290	+1.6%
Feb-2019	3,882	+8.6%	1,447	+8.2%
Mar-2019	4,667	+1.3%	1,847	+9.3%
Apr-2019	5,398	+7.8%	1,869	+7.5%
May-2019	5,482	+7.5%	1,839	+3.3%
Jun-2019	5,418	+9.2%	1,900	+7.5%
Jul-2019	5,016	+5.3%	1,857	+6.7%
<b>Aug-2019</b>	<b>5,323</b>	<b>+19.3%</b>	<b>1,986</b>	<b>+17.6%</b>

## Historical Under Contract by Month



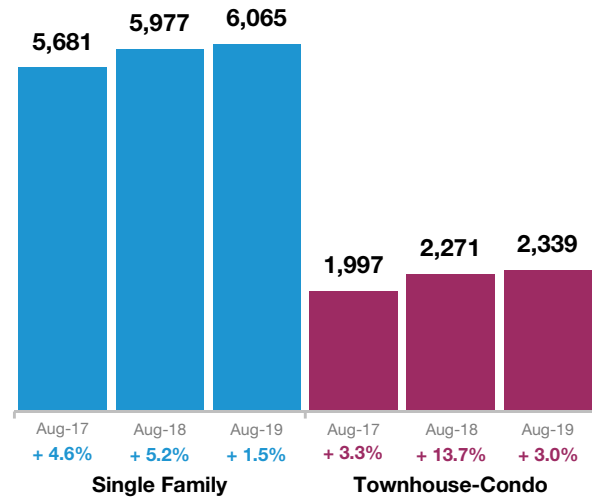
# New Listings

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

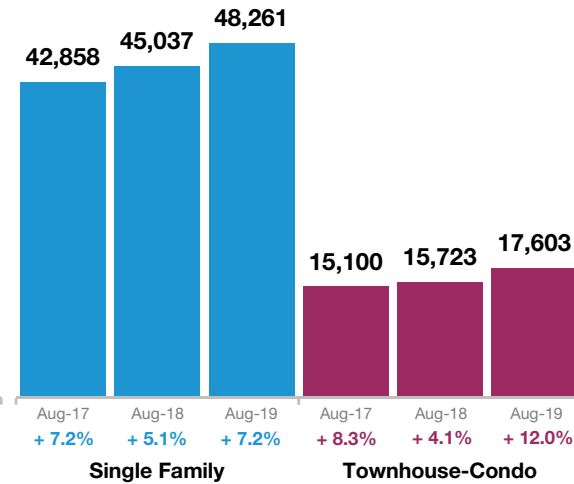


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## August

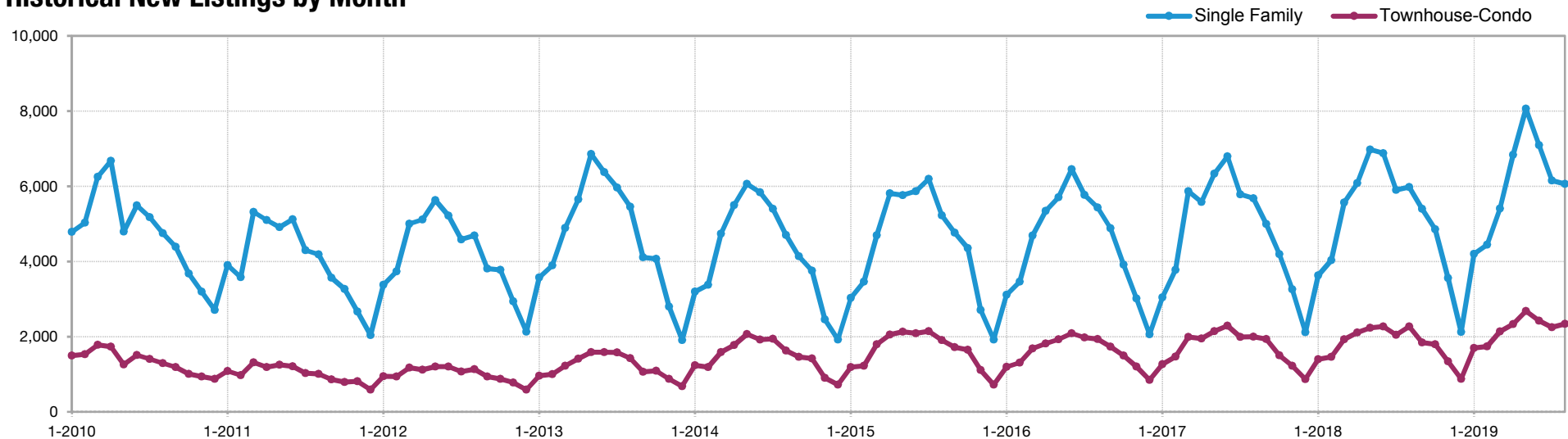


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	5,401	+8.1%	1,845	-4.7%
Oct-2018	4,857	+15.9%	1,797	+19.6%
Nov-2018	3,559	+9.1%	1,345	+9.9%
Dec-2018	2,123	+0.3%	874	+0.7%
Jan-2019	4,198	+15.6%	1,700	+21.5%
Feb-2019	4,444	+10.2%	1,741	+19.2%
Mar-2019	5,406	-2.9%	2,138	+10.7%
Apr-2019	6,837	+12.5%	2,331	+10.3%
May-2019	8,063	+15.6%	2,679	+20.0%
Jun-2019	7,095	+3.2%	2,427	+7.0%
Jul-2019	6,153	+4.3%	2,248	+9.9%
<b>Aug-2019</b>	<b>6,065</b>	<b>+1.5%</b>	<b>2,339</b>	<b>+3.0%</b>

## Historical New Listings by Month



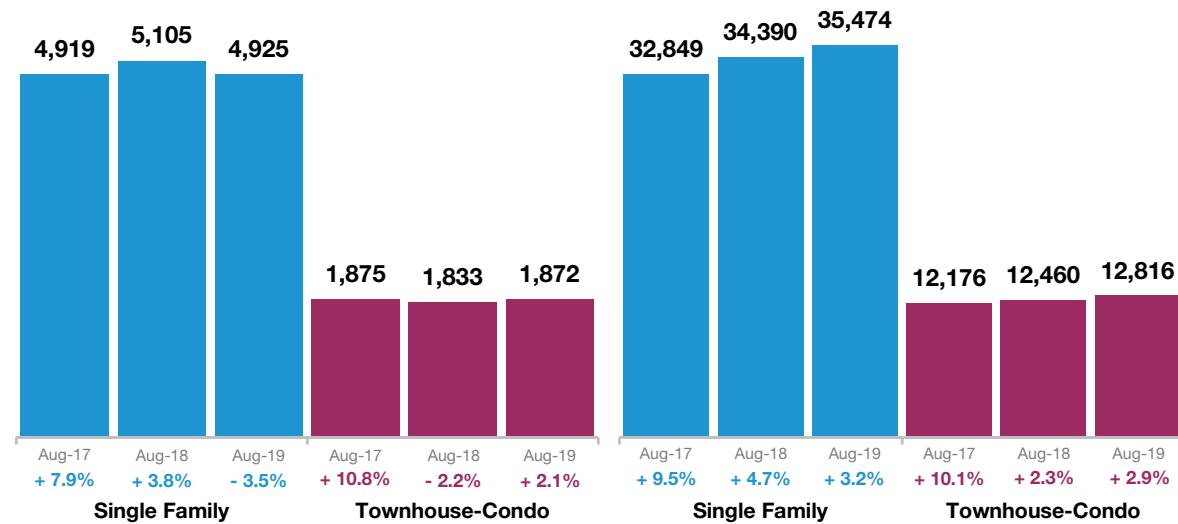
# Sold Listings

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



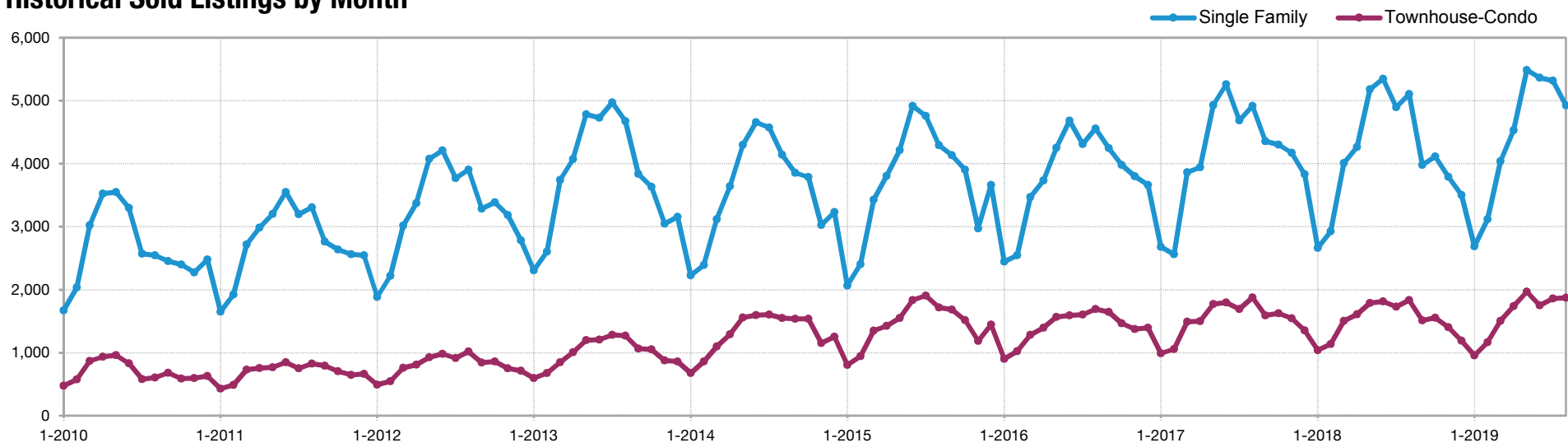
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## August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	3,982	-8.6%	1,513	-5.0%
Oct-2018	4,115	-4.4%	1,553	-4.6%
Nov-2018	3,791	-9.1%	1,406	-9.1%
Dec-2018	3,505	-8.5%	1,193	-11.8%
Jan-2019	2,687	+1.0%	956	-8.3%
Feb-2019	3,120	+6.6%	1,166	+2.6%
Mar-2019	4,040	+0.7%	1,506	+0.1%
Apr-2019	4,533	+6.3%	1,738	+7.9%
May-2019	5,486	+5.9%	1,967	+9.8%
Jun-2019	5,364	+0.3%	1,750	-3.5%
Jul-2019	5,319	+8.6%	1,861	+7.6%
<b>Aug-2019</b>	<b>4,925</b>	<b>-3.5%</b>	<b>1,872</b>	<b>+2.1%</b>

## Historical Sold Listings by Month



# Days on Market Until Sale

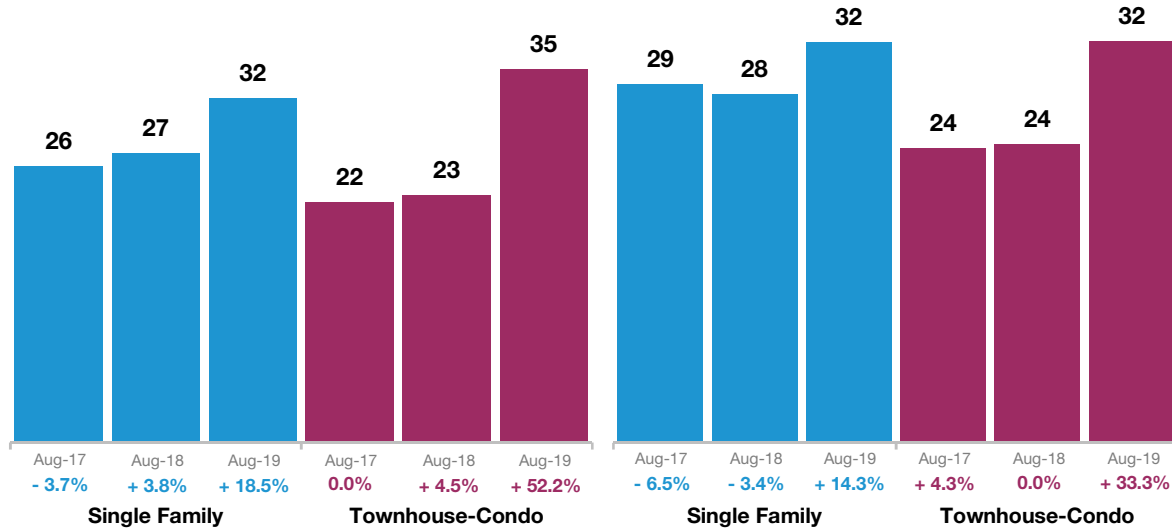
Average number of days between when a property is listed and when an offer is accepted in a given month.



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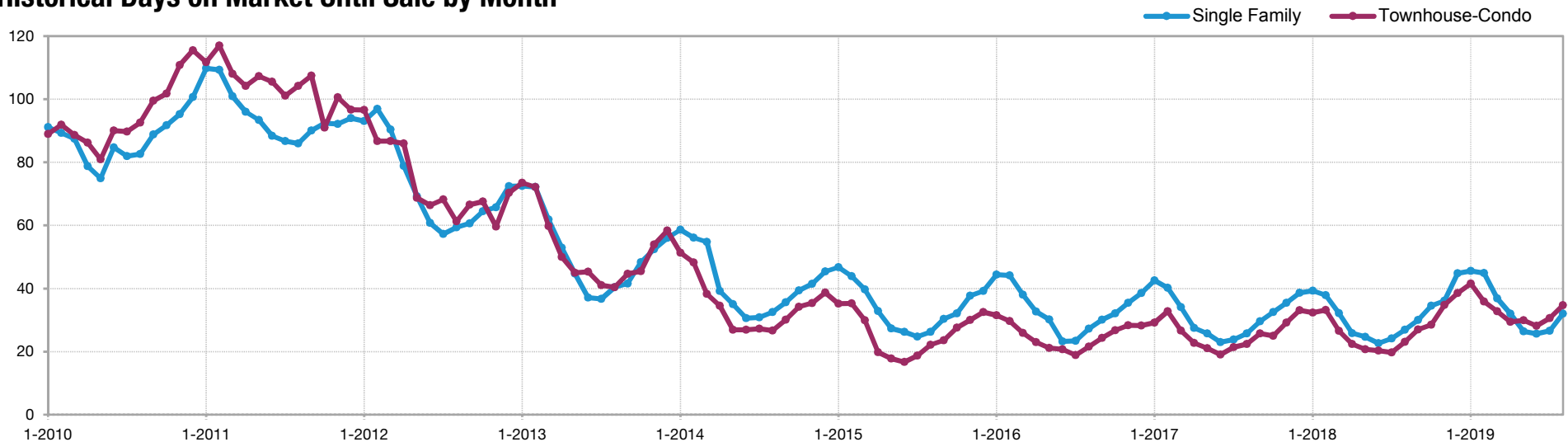
## August

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	26	+13.0%	28	+40.0%
Jul-2019	27	+12.5%	31	+55.0%
<b>Aug-2019</b>	<b>32</b>	<b>+18.5%</b>	<b>35</b>	<b>+52.2%</b>

## Historical Days on Market Until Sale by Month





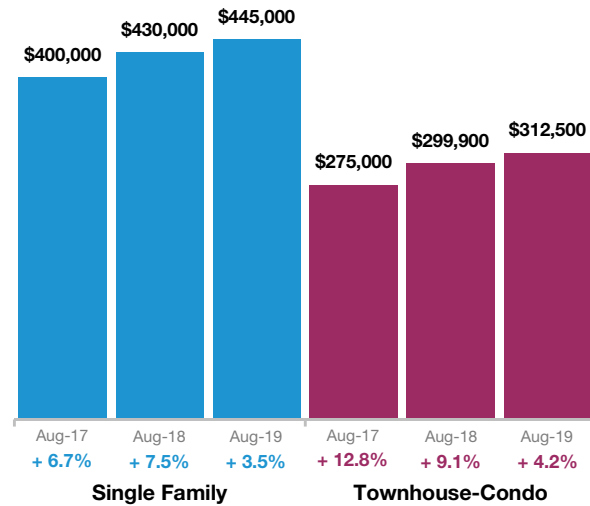
# Median Sales Price

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

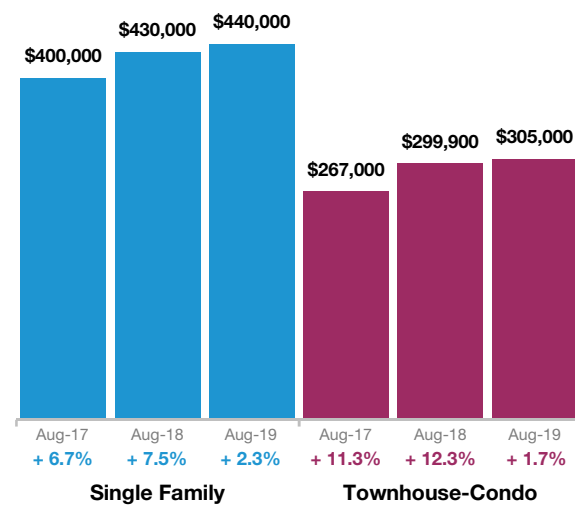


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## August

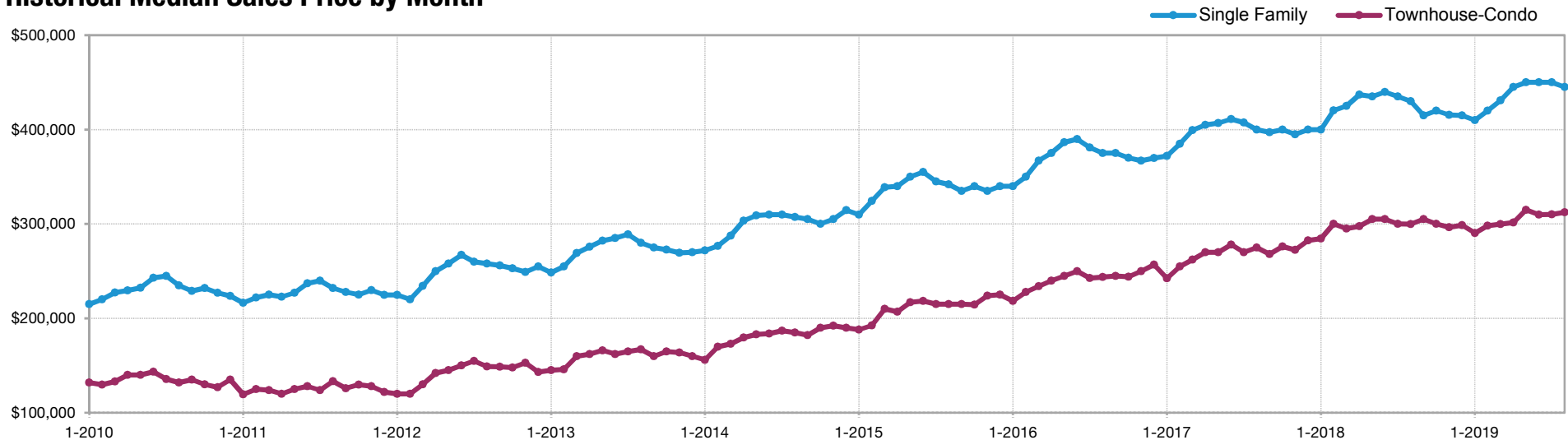


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$296,500	+8.8%
Dec-2018	\$415,000	+3.8%	\$298,675	+5.7%
Jan-2019	\$410,000	+2.5%	\$290,440	+2.1%
Feb-2019	\$419,900	-0.1%	\$298,050	-0.6%
Mar-2019	\$431,005	+1.4%	\$299,900	+1.7%
Apr-2019	\$445,000	+1.8%	\$301,387	+1.3%
May-2019	\$450,000	+3.4%	\$315,000	+3.3%
Jun-2019	\$450,000	+2.3%	\$310,000	+1.6%
Jul-2019	\$450,000	+3.4%	\$310,154	+3.4%
<b>Aug-2019</b>	<b>\$445,000</b>	<b>+3.5%</b>	<b>\$312,500</b>	<b>+4.2%</b>

## Historical Median Sales Price by Month



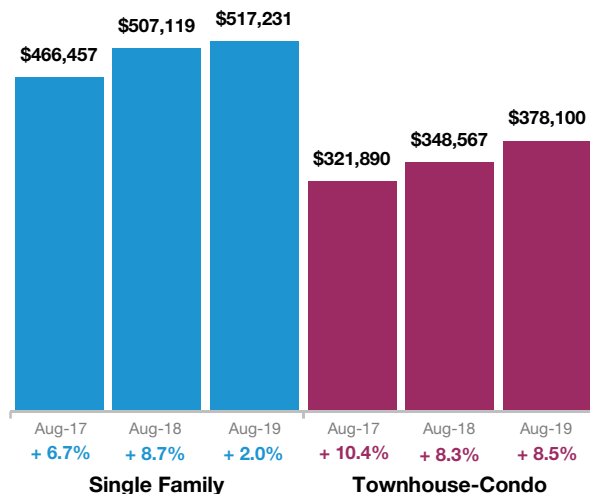
# Average Sales Price

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

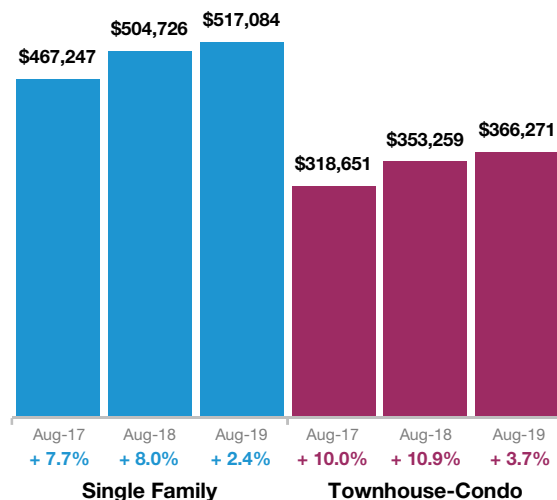


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## August

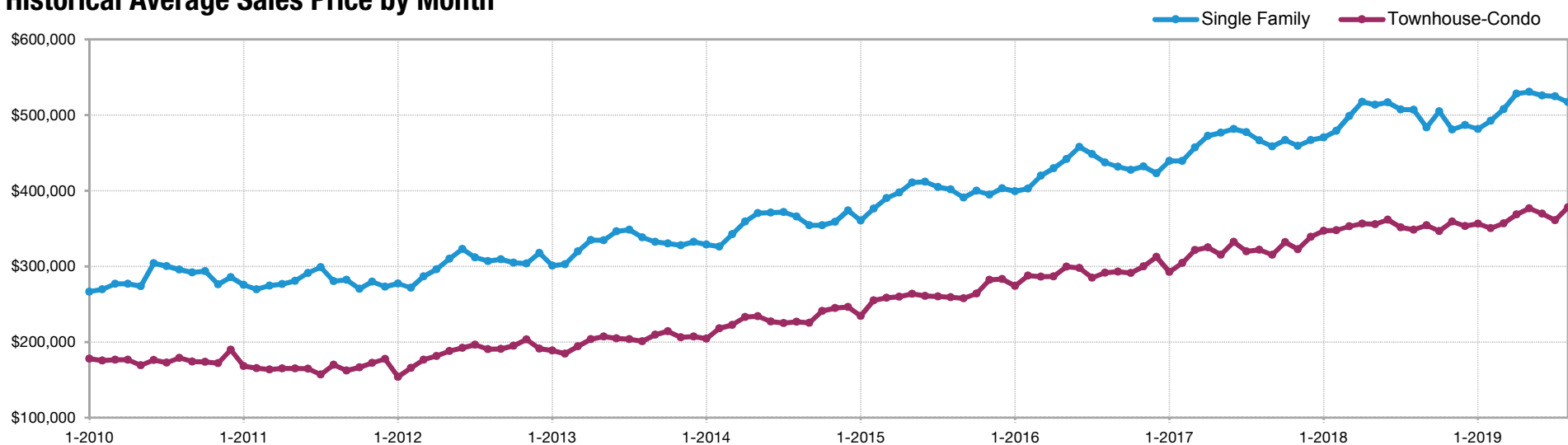


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	\$483,624	+5.4%	\$354,268	+12.3%
Oct-2018	\$504,936	+8.1%	\$346,728	+4.5%
Nov-2018	\$480,866	+4.7%	\$359,083	+11.3%
Dec-2018	\$486,729	+4.3%	\$353,171	+4.2%
Jan-2019	\$481,372	+2.3%	\$356,264	+2.7%
Feb-2019	\$492,217	+2.7%	\$350,511	+0.8%
Mar-2019	\$507,672	+1.8%	\$356,779	+1.1%
Apr-2019	\$528,257	+2.1%	\$368,685	+3.5%
May-2019	\$530,519	+3.3%	\$376,492	+5.8%
Jun-2019	\$525,776	+1.8%	\$369,566	+2.2%
Jul-2019	\$524,571	+3.4%	\$360,911	+2.6%
<b>Aug-2019</b>	<b>\$517,231</b>	<b>+2.0%</b>	<b>\$378,100</b>	<b>+8.5%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

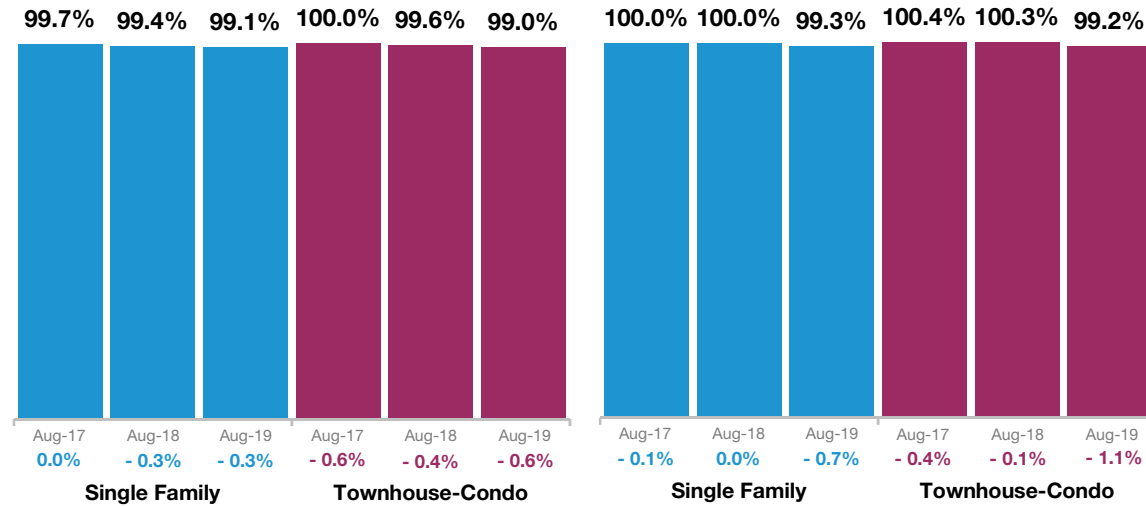
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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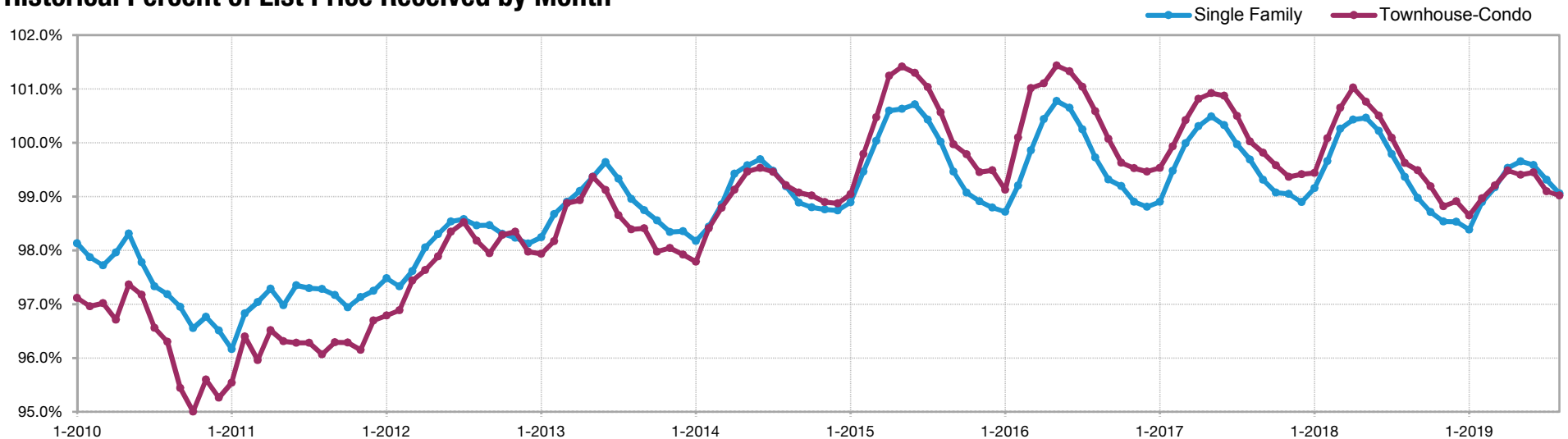
## August

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	98.6%	-0.8%
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%	99.4%	-1.1%
Jul-2019	99.3%	-0.5%	99.1%	-1.0%
<b>Aug-2019</b>	<b>99.1%</b>	<b>-0.3%</b>	<b>99.0%</b>	<b>-0.6%</b>

## Historical Percent of List Price Received by Month



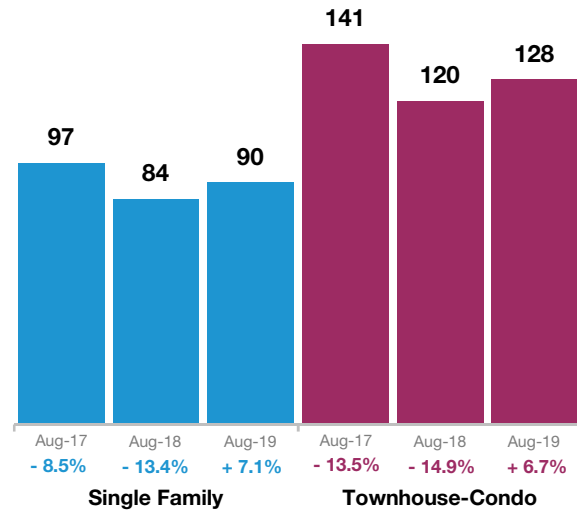
# Housing Affordability Index



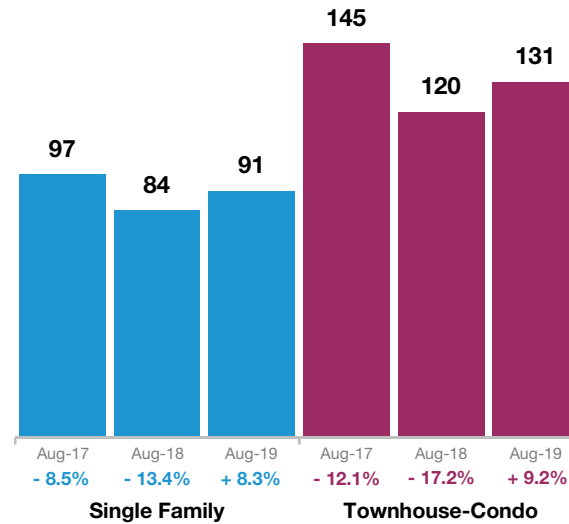
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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater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

## August

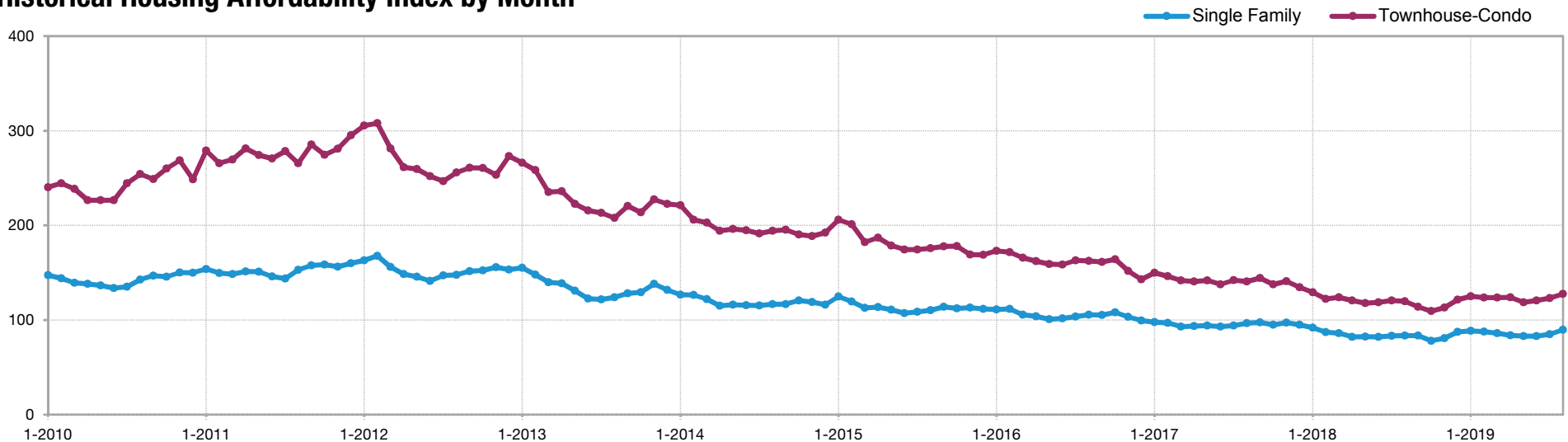


## Year to Date



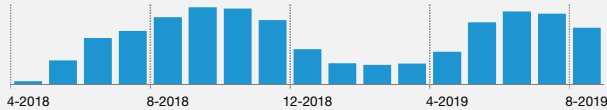
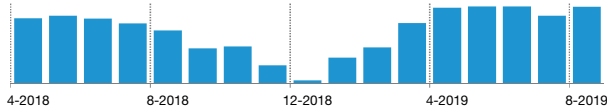
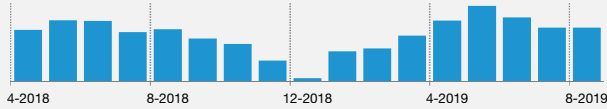
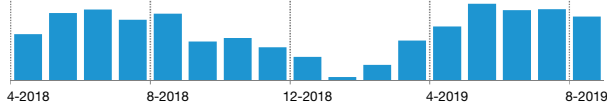
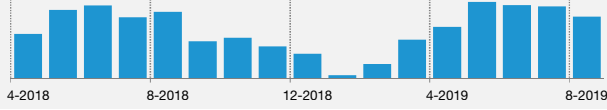
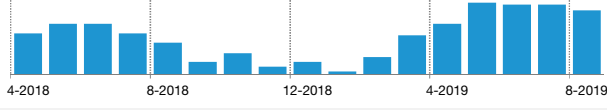
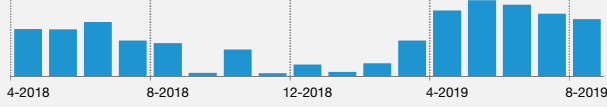
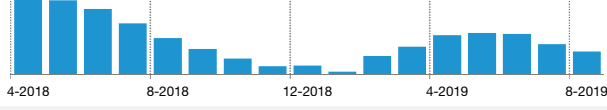
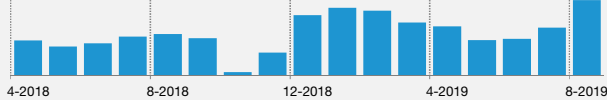
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2018	84	-13.4%	114	-20.8%
Oct-2018	78	-17.9%	109	-21.0%
Nov-2018	81	-16.5%	113	-19.9%
Dec-2018	87	-8.4%	122	-9.6%
Jan-2019	89	-3.3%	125	-3.1%
Feb-2019	88	+1.1%	124	+1.6%
Mar-2019	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%
Jul-2019	85	+2.4%	123	+1.7%
<b>Aug-2019</b>	<b>90</b>	<b>+7.1%</b>	<b>128</b>	<b>+6.7%</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	8-2018	8-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
Active Listings		14,337	13,553	- 5.5%	--	--	--
Under Contract		6,150	7,309	+ 18.8%	48,820	52,757	+ 8.1%
New Listings		8,248	8,404	+ 1.9%	60,760	65,864	+ 8.4%
Sold Listings		6,938	6,797	- 2.0%	46,850	48,290	+ 3.1%
Days on Market		26	33	+ 26.9%	27	32	+ 18.5%
Median Sales Price		\$400,000	\$417,000	+ 4.3%	\$400,000	\$410,000	+ 2.5%
Average Sales Price		\$465,212	\$478,927	+ 2.9%	\$464,435	\$477,058	+ 2.7%
Pct. of List Price Received		99.4%	99.0%	- 0.4%	100.1%	99.3%	- 0.8%
Affordability Index		90	96	+ 6.7%	90	97	+ 7.8%

# Sold Listings

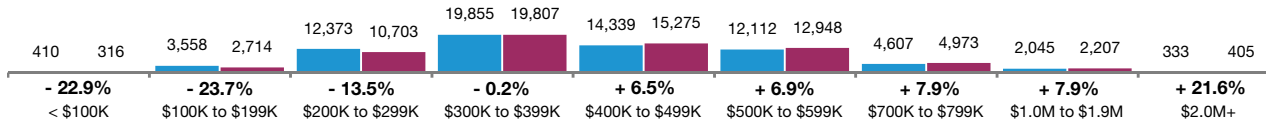
Actual sales that have closed in a given month.



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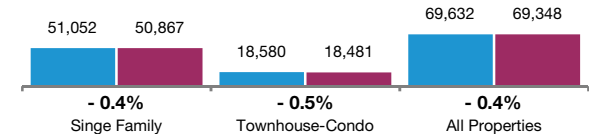
## By Price Range – All Properties – Rolling 12 Months

■ 8-2018 ■ 8-2019



## By Property Type

■ 8-2018 ■ 8-2019



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	250	215	-14.0%	160	101	-36.9%
\$100,000 to \$199,999	913	673	-26.3%	2,645	2,041	-22.8%
\$200,000 to \$299,999	5,341	3,962	-25.8%	7,032	6,741	-4.1%
\$300,000 to \$399,999	15,767	15,235	-3.4%	4,088	4,572	+11.8%
\$400,000 to \$499,999	12,233	13,057	+6.7%	2,106	2,218	+5.3%
\$500,000 to \$699,999	10,536	11,223	+6.5%	1,576	1,725	+9.5%
\$700,000 to \$999,999	3,862	4,188	+8.4%	745	785	+5.4%
\$1,000,000 to \$1,999,999	1,851	1,947	+5.2%	194	260	+34.0%
\$2,000,000 and Above	299	367	+22.7%	34	38	+11.8%
<b>All Price Ranges</b>	<b>51,052</b>	<b>50,867</b>	<b>-0.4%</b>	<b>18,580</b>	<b>18,481</b>	<b>-0.5%</b>

### Compared to Prior Month

	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
	23	10	-56.5%	8	8	0.0%
	64	51	-20.3%	199	190	-4.5%
	321	332	+3.4%	628	654	+4.1%
	1,456	1,361	-6.5%	513	473	-7.8%
	1,425	1,348	-5.4%	227	213	-6.2%
	1,243	1,196	-3.8%	178	203	+14.0%
	530	391	-26.2%	79	95	+20.3%
	225	203	-9.8%	26	31	+19.2%
	32	33	+3.1%	3	5	+66.7%
<b>All Price Ranges</b>	<b>5,319</b>	<b>4,925</b>	<b>-7.4%</b>	<b>1,861</b>	<b>1,872</b>	<b>+0.6%</b>

### Year to Date

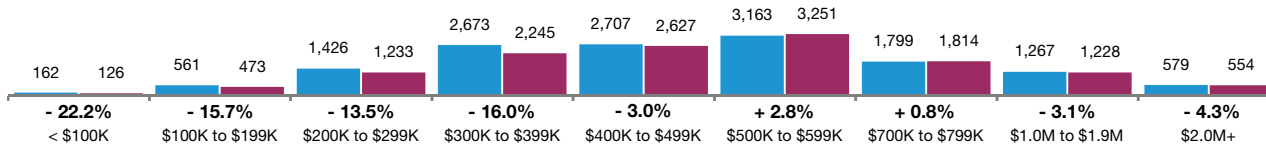
	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
	157	140	-10.8%	82	62	-24.4%
	532	416	-21.8%	1,580	1,382	-12.5%
	3,038	2,443	-19.6%	4,576	4,613	+0.8%
	10,128	10,163	+0.3%	2,897	3,224	+11.3%
	8,543	9,396	+10.0%	1,482	1,532	+3.4%
	7,590	8,178	+7.7%	1,157	1,218	+5.3%
	2,823	3,033	+7.4%	532	564	+6.0%
	1,364	1,450	+6.3%	130	193	+48.5%
	215	255	+18.6%	24	28	+16.7%
<b>All Price Ranges</b>	<b>34,390</b>	<b>35,474</b>	<b>+3.2%</b>	<b>12,460</b>	<b>12,816</b>	<b>+2.9%</b>

# Inventory of Active Listings

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

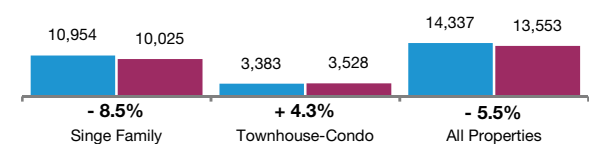
## By Price Range – All Properties

■ 8-2018 ■ 8-2019



## By Property Type

■ 8-2018 ■ 8-2019



### Year over Year

By Price Range	Single Family			Condo		
	8-2018	8-2019	Change	8-2018	8-2019	Change
\$99,999 and Below	116	74	-36.2%	46	52	+13.0%
\$100,000 to \$199,999	271	186	-31.4%	290	287	-1.0%
\$200,000 to \$299,999	651	408	-37.3%	775	825	+6.5%
\$300,000 to \$399,999	1,937	1,514	-21.8%	736	731	-0.7%
\$400,000 to \$499,999	2,207	2,086	-5.5%	500	541	+8.2%
\$500,000 to \$699,999	2,658	2,676	+0.7%	505	575	+13.9%
\$700,000 to \$999,999	1,474	1,482	+0.5%	325	332	+2.2%
\$1,000,000 to \$1,999,999	1,117	1,091	-2.3%	150	137	-8.7%
\$2,000,000 and Above	523	506	-3.3%	56	48	-14.3%
<b>All Price Ranges</b>	<b>10,954</b>	<b>10,025</b>	<b>-8.5%</b>	<b>3,383</b>	<b>3,528</b>	<b>+4.3%</b>

### Compared to Prior Month

	Single Family			Condo		
	7-2019	8-2019	Change	7-2019	8-2019	Change
	75	74	-1.3%	48	52	+8.3%
	191	186	-2.6%	316	287	-9.2%
	451	408	-9.5%	870	825	-5.2%
	1,669	1,514	-9.3%	806	731	-9.3%
	2,219	2,086	-6.0%	592	541	-8.6%
	2,893	2,676	-7.5%	588	575	-2.2%
	1,637	1,482	-9.5%	329	332	+0.9%
	1,179	1,091	-7.5%	153	137	-10.5%
	539	506	-6.1%	45	48	+6.7%
<b>All Price Ranges</b>	<b>10,855</b>	<b>10,025</b>	<b>-7.6%</b>	<b>3,747</b>	<b>3,528</b>	<b>-5.8%</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.