

Monthly Indicators



January 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 1.2 percent for single family homes but increased 5.6 percent for townhouse-condo properties. Under Contracts increased 13.3 percent for single family homes and 28.8 percent for townhouse-condo properties.

The Median Sales Price was up 8.1 percent to \$443,375 for single family homes and 4.4 percent to \$305,000 for townhouse-condo properties. Days on Market increased 4.3 percent for single family homes and 19.5 percent for townhouse-condo properties.

We start off the year with continued low interest rates, low unemployment, and rising rents nationally. These factors should encourage healthy buyer demand and sets us up for a strong start to the 2020 housing market and a lot of optimism for the coming spring market.

Activity Snapshot

- 26.7%	+ 11.3%	+ 6.5%
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.

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	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		7,899	5,694	- 27.9%	--	--	--
Under Contract		3,537	4,008	+ 13.3%	3,537	4,008	+ 13.3%
New Listings		4,193	4,143	- 1.2%	4,193	4,143	- 1.2%
Sold Listings		2,692	2,902	+ 7.8%	2,692	2,902	+ 7.8%
Days on Market		46	48	+ 4.3%	46	48	+ 4.3%
Median Sales Price		\$410,000	\$443,375	+ 8.1%	\$410,000	\$443,375	+ 8.1%
Average Sales Price		\$481,026	\$510,497	+ 6.1%	\$481,026	\$510,497	+ 6.1%
Pct. of List Price Received		98.4%	98.7%	+ 0.3%	98.4%	98.7%	+ 0.3%
Affordability Index		89	90	+ 1.1%	89	90	+ 1.1%

Townhouse/Condo Market Overview



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

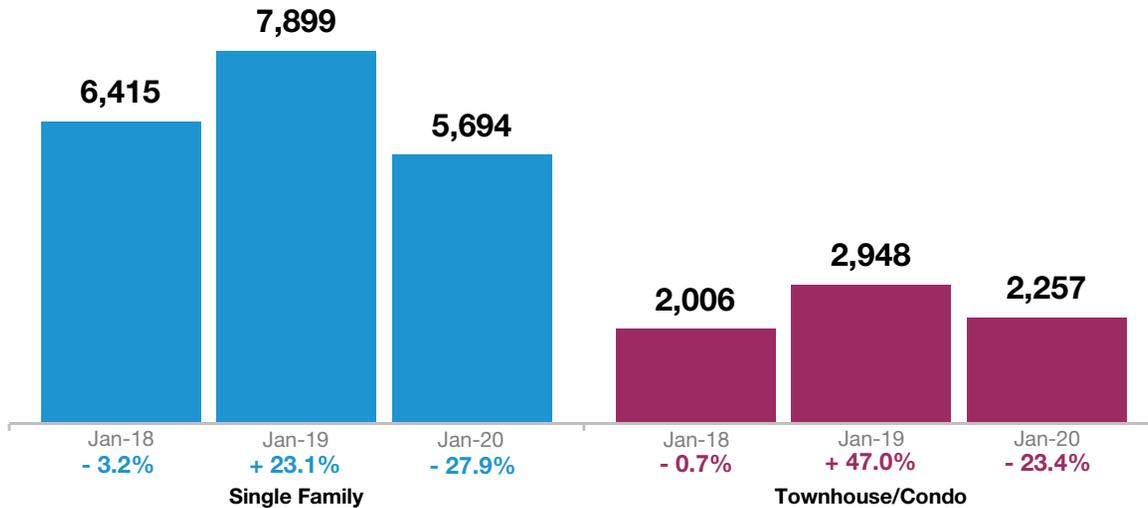
Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		2,948	2,257	- 23.4%	--	--	--
Under Contract		1,273	1,639	+ 28.8%	1,273	1,639	+ 28.8%
New Listings		1,684	1,778	+ 5.6%	1,684	1,778	+ 5.6%
Sold Listings		951	1,156	+ 21.6%	951	1,156	+ 21.6%
Days on Market		41	49	+ 19.5%	41	49	+ 19.5%
Median Sales Price		\$292,250	\$305,000	+ 4.4%	\$292,250	\$305,000	+ 4.4%
Average Sales Price		\$358,385	\$363,943	+ 1.6%	\$358,385	\$363,943	+ 1.6%
Pct. of List Price Received		98.7%	98.8%	+ 0.1%	98.7%	98.8%	+ 0.1%
Affordability Index		124	131	+ 5.6%	124	131	+ 5.6%

Inventory of Active Listings

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

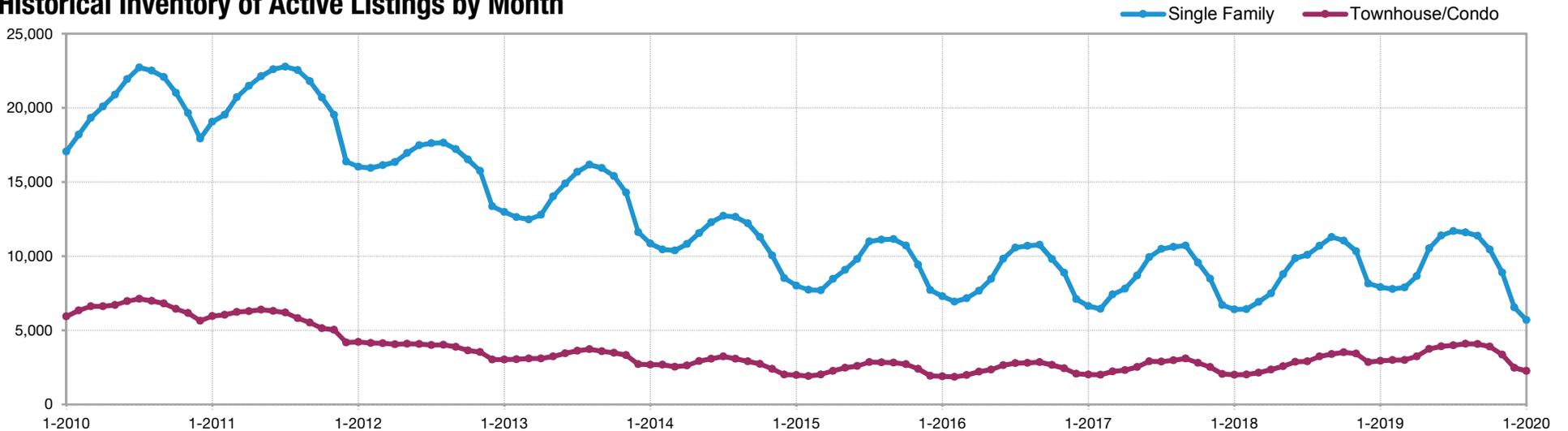


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	7,777	+21.1%	3,000	+48.1%
Mar-2019	7,898	+14.2%	2,993	+40.3%
Apr-2019	8,664	+15.7%	3,231	+37.2%
May-2019	10,516	+19.8%	3,742	+45.2%
Jun-2019	11,393	+15.5%	3,923	+36.5%
Jul-2019	11,684	+15.8%	3,985	+36.7%
Aug-2019	11,606	+8.4%	4,098	+26.4%
Sep-2019	11,370	+0.8%	4,075	+19.8%
Oct-2019	10,455	-5.4%	3,908	+11.4%
Nov-2019	8,903	-13.8%	3,360	-2.0%
Dec-2019	6,548	-19.7%	2,471	-13.2%
Jan-2020	5,694	-27.9%	2,257	-23.4%

Historical Inventory of Active Listings by Month

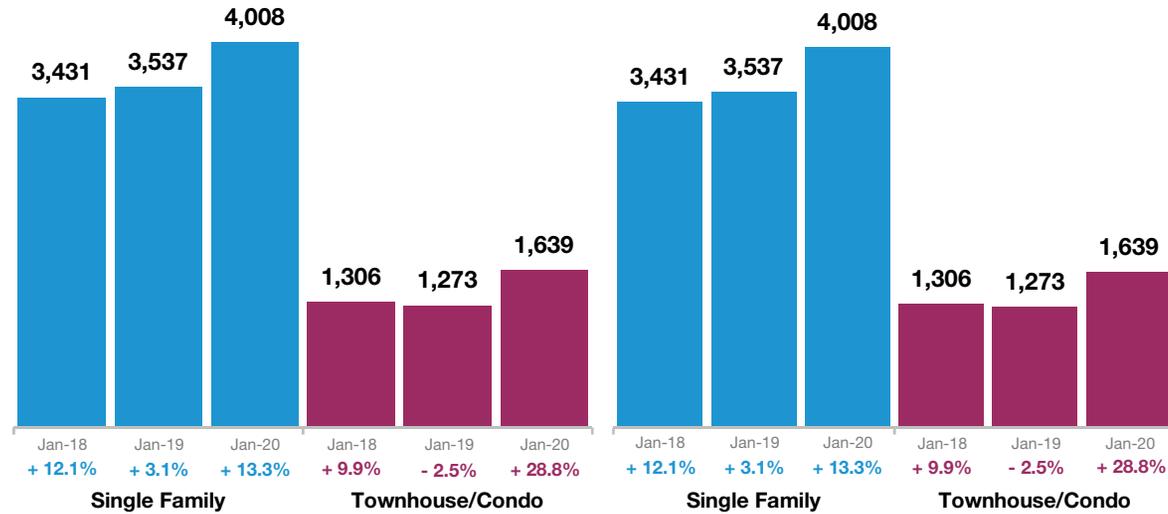


Under Contract

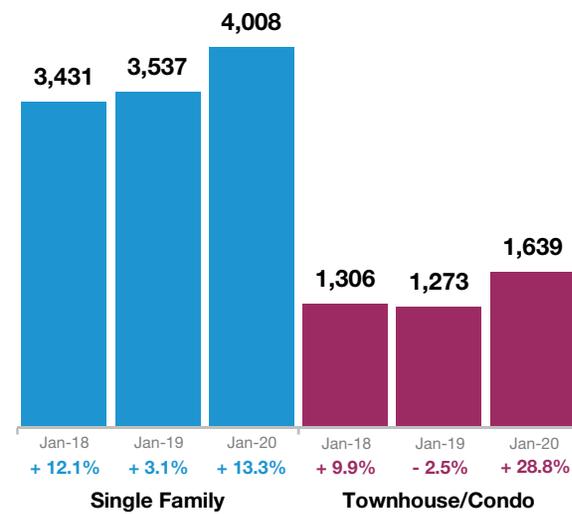
A count of the properties that have offers accepted on them in a given month.



January

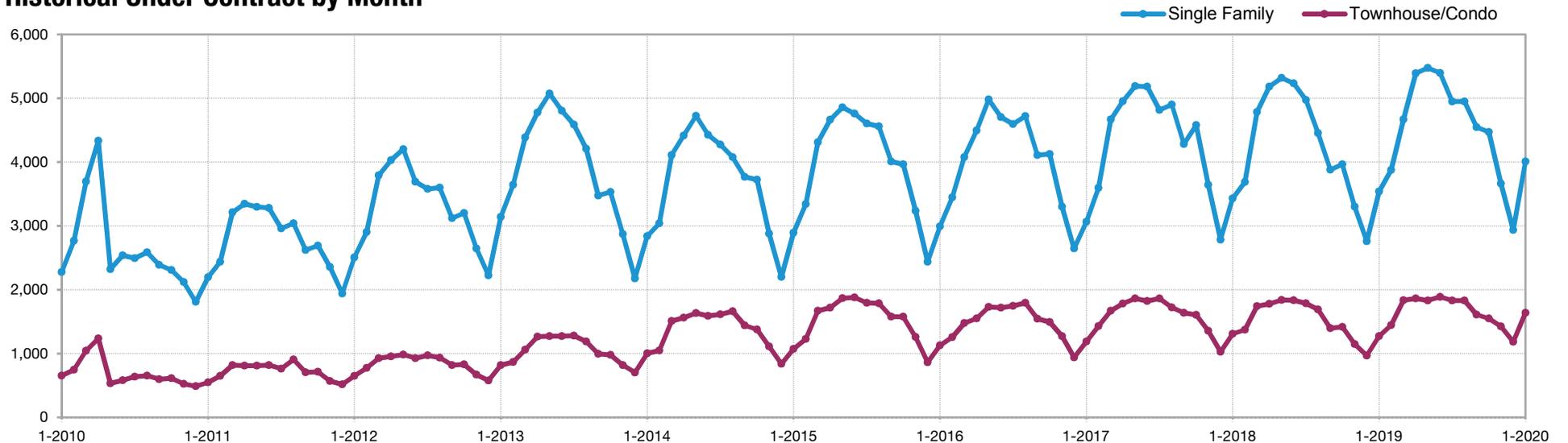


Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	3,876	+5.2%	1,444	+5.3%
Mar-2019	4,669	-2.4%	1,836	+5.3%
Apr-2019	5,391	+4.0%	1,864	+4.8%
May-2019	5,476	+2.9%	1,830	-0.4%
Jun-2019	5,396	+3.1%	1,888	+3.0%
Jul-2019	4,949	-0.4%	1,829	+2.4%
Aug-2019	4,948	+11.1%	1,832	+8.3%
Sep-2019	4,546	+17.2%	1,610	+15.2%
Oct-2019	4,470	+12.8%	1,549	+9.2%
Nov-2019	3,661	+11.0%	1,426	+24.1%
Dec-2019	2,934	+6.3%	1,185	+22.8%
Jan-2020	4,008	+13.3%	1,639	+28.8%

Historical Under Contract by Month

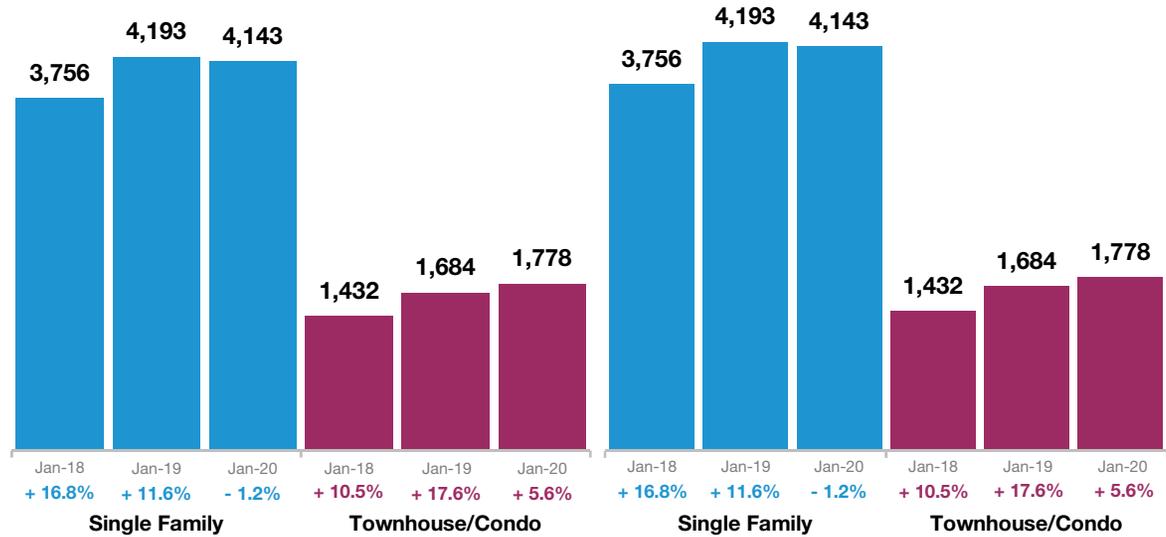


New Listings

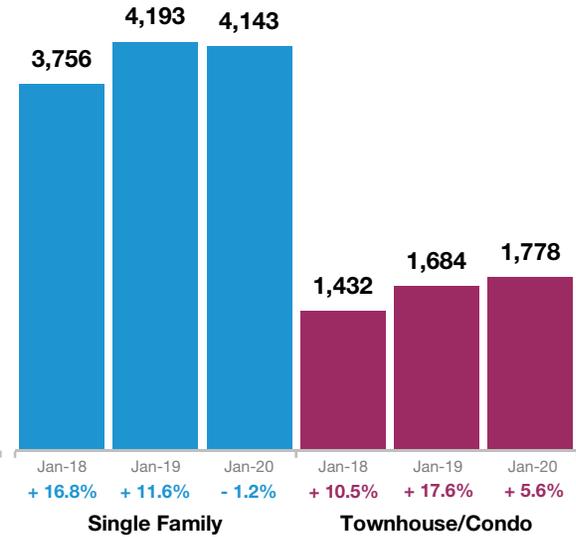
A count of the properties that have been newly listed on the market in a given month.



January

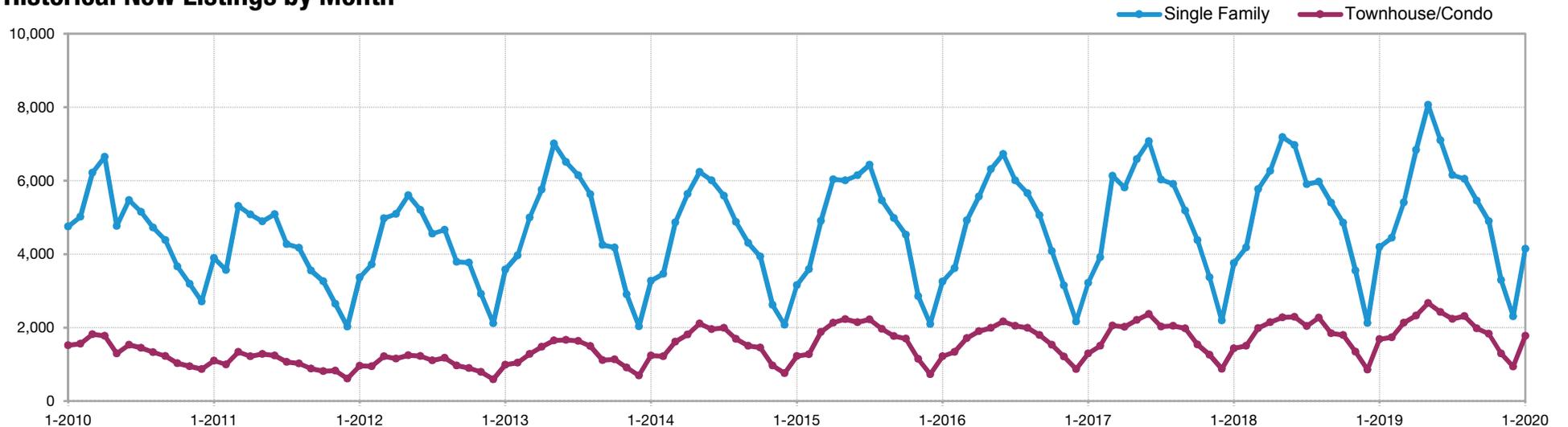


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	4,446	+6.4%	1,732	+15.2%
Mar-2019	5,409	-6.3%	2,128	+7.1%
Apr-2019	6,835	+9.1%	2,330	+8.7%
May-2019	8,065	+12.3%	2,671	+17.2%
Jun-2019	7,099	+1.9%	2,422	+5.7%
Jul-2019	6,152	+4.2%	2,238	+9.5%
Aug-2019	6,046	+1.3%	2,316	+2.0%
Sep-2019	5,454	+1.0%	1,975	+7.0%
Oct-2019	4,899	+0.9%	1,831	+1.9%
Nov-2019	3,298	-7.2%	1,292	-3.8%
Dec-2019	2,309	+8.6%	940	+9.6%
Jan-2020	4,143	-1.2%	1,778	+5.6%

Historical New Listings by Month

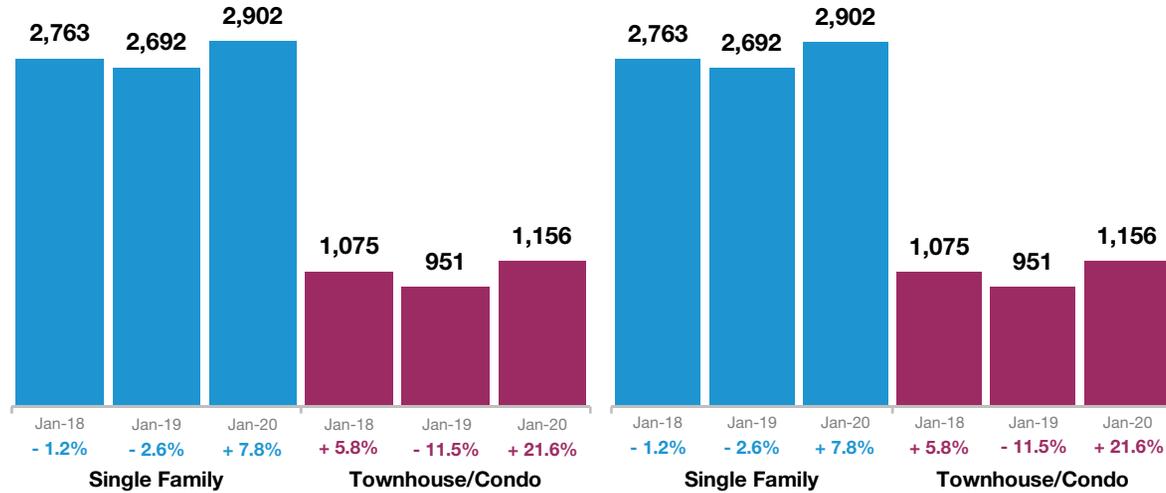


Sold Listings

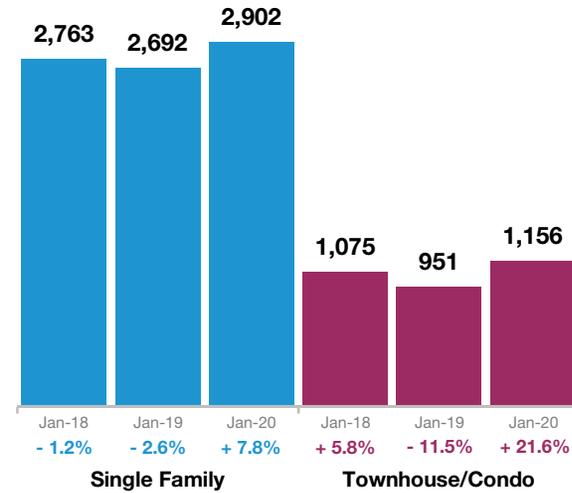
A count of the actual sales that closed in a given month.



January

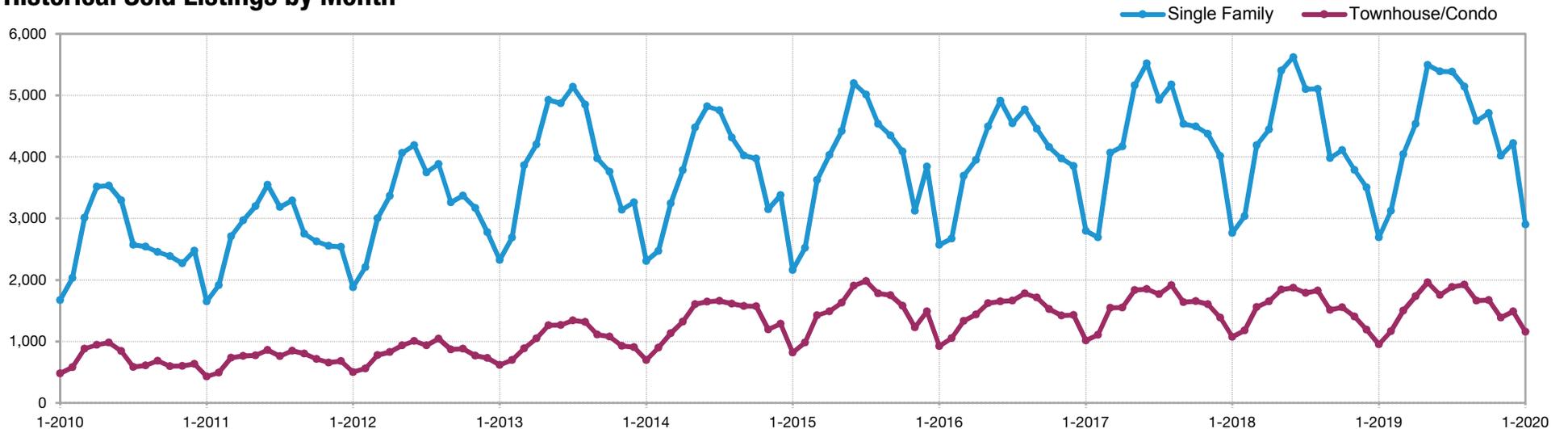


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	3,123	+2.9%	1,166	-1.0%
Mar-2019	4,041	-3.5%	1,500	-3.7%
Apr-2019	4,537	+2.1%	1,736	+5.2%
May-2019	5,495	+1.7%	1,961	+6.4%
Jun-2019	5,391	-4.1%	1,754	-6.4%
Jul-2019	5,384	+5.5%	1,884	+5.4%
Aug-2019	5,144	+0.8%	1,922	+5.2%
Sep-2019	4,584	+15.1%	1,664	+9.8%
Oct-2019	4,711	+14.7%	1,672	+7.5%
Nov-2019	4,017	+6.0%	1,387	-1.2%
Dec-2019	4,223	+20.5%	1,490	+25.0%
Jan-2020	2,902	+7.8%	1,156	+21.6%

Historical Sold Listings by Month

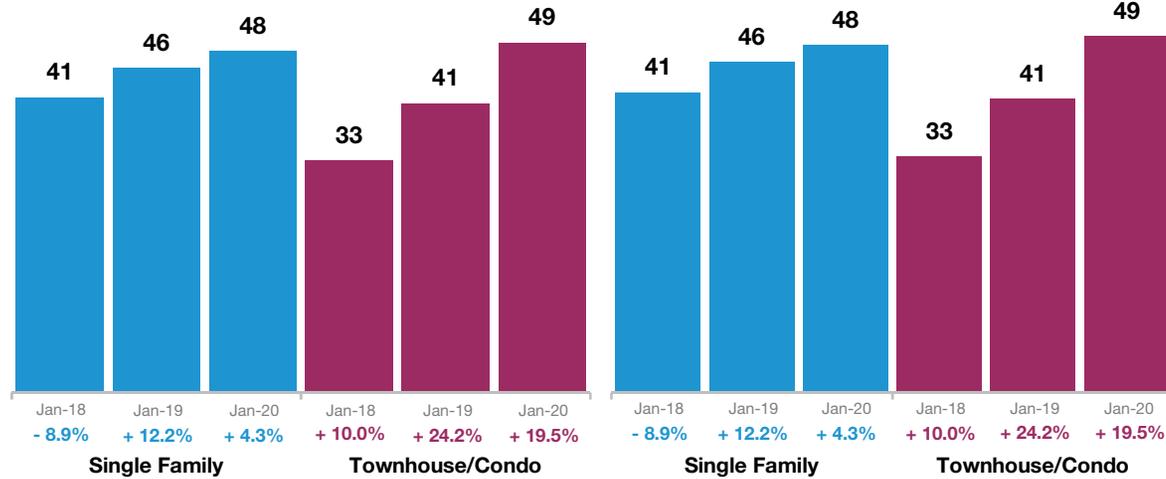


Days on Market Until Sale

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

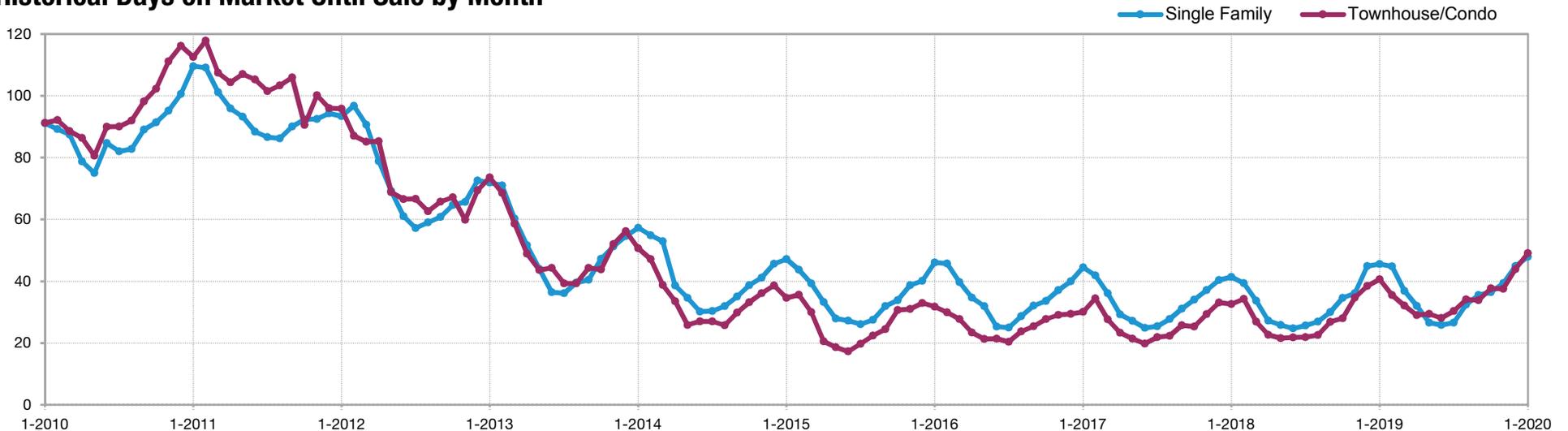
January

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	45	+15.4%	36	+5.9%
Mar-2019	37	+8.8%	32	+18.5%
Apr-2019	32	+18.5%	29	+26.1%
May-2019	27	+3.8%	29	+31.8%
Jun-2019	26	+4.0%	28	+27.3%
Jul-2019	27	+3.8%	30	+36.4%
Aug-2019	32	+18.5%	34	+47.8%
Sep-2019	36	+20.0%	34	+25.9%
Oct-2019	36	+2.9%	38	+35.7%
Nov-2019	39	+8.3%	38	+8.6%
Dec-2019	45	0.0%	44	+15.8%
Jan-2020	48	+4.3%	49	+19.5%

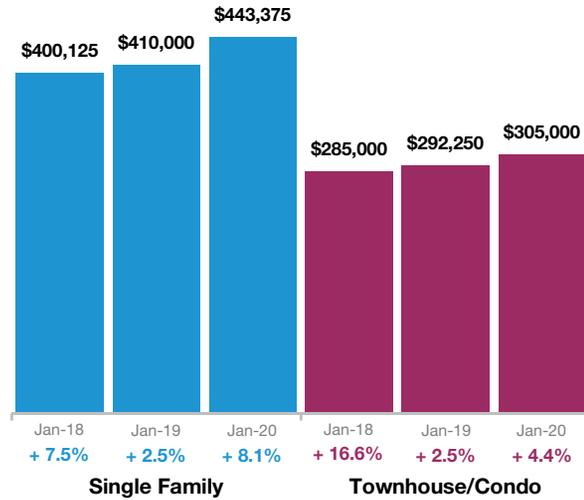
Historical Days on Market Until Sale by Month



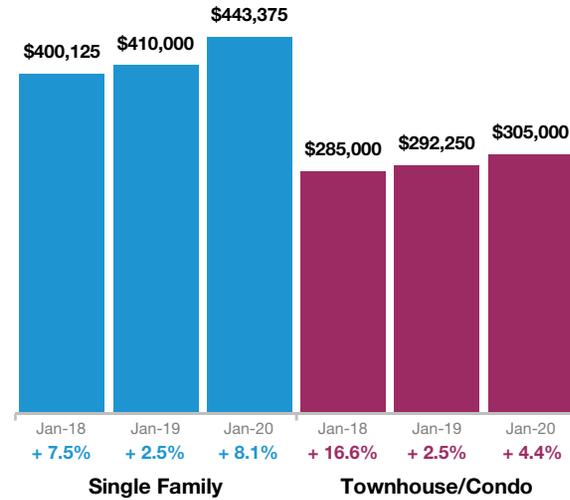
Median Sales Price

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

January

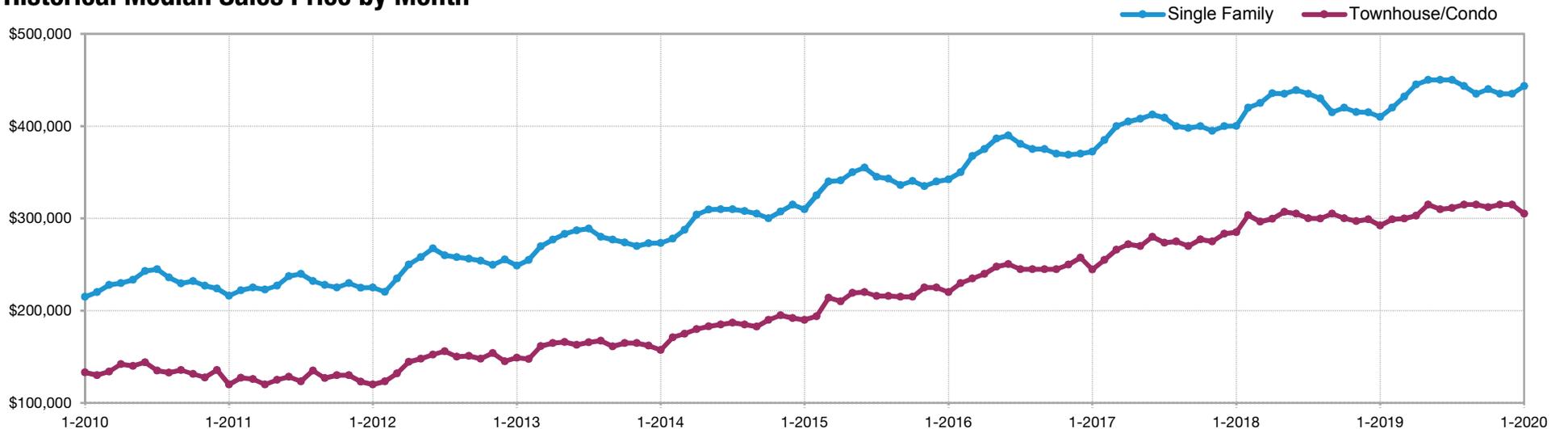


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$419,900	-0.0%	\$299,000	-1.5%
Mar-2019	\$432,000	+1.6%	\$299,975	+1.2%
Apr-2019	\$445,000	+2.2%	\$303,000	+1.2%
May-2019	\$450,000	+3.4%	\$315,000	+2.6%
Jun-2019	\$450,000	+2.5%	\$310,000	+1.6%
Jul-2019	\$450,000	+3.4%	\$311,375	+3.8%
Aug-2019	\$443,550	+3.2%	\$315,000	+5.0%
Sep-2019	\$435,000	+4.8%	\$315,000	+3.3%
Oct-2019	\$440,000	+4.8%	\$312,000	+4.0%
Nov-2019	\$434,950	+4.7%	\$315,000	+6.1%
Dec-2019	\$435,000	+4.8%	\$315,000	+5.4%
Jan-2020	\$443,375	+8.1%	\$305,000	+4.4%

Historical Median Sales Price by Month



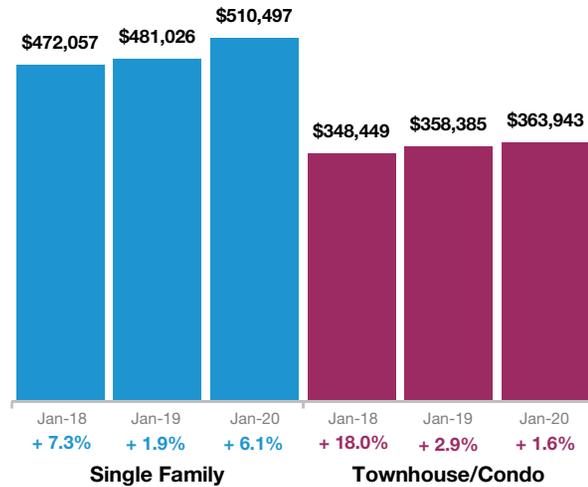
Average Sales Price

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

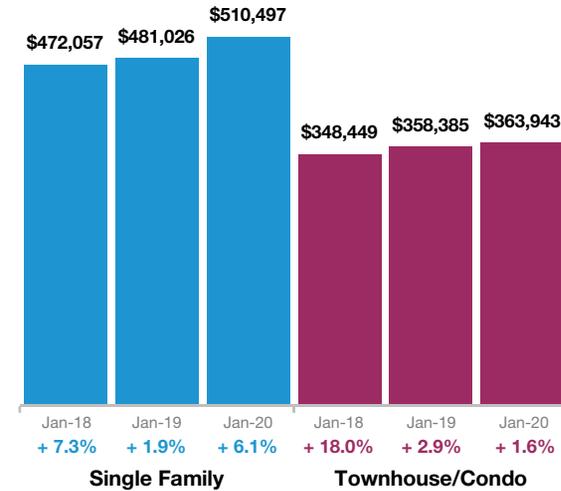


DENVER METRO
ASSOCIATION OF REALTORS®

January

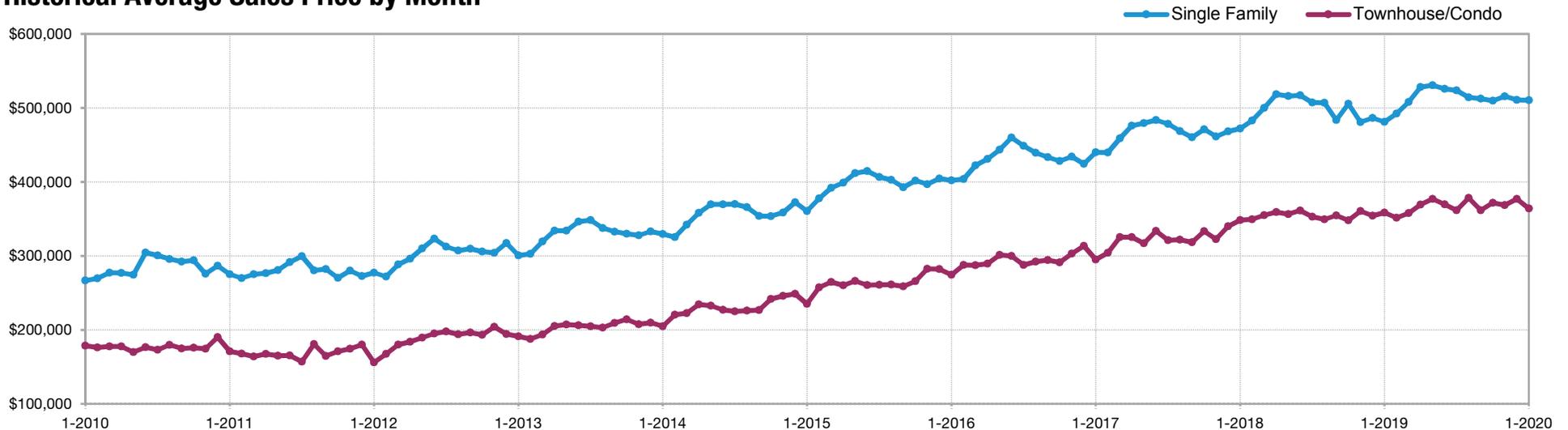


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	\$492,215	+2.0%	\$351,445	+0.6%
Mar-2019	\$507,977	+1.6%	\$357,954	+0.8%
Apr-2019	\$528,048	+1.9%	\$369,287	+2.8%
May-2019	\$530,581	+2.8%	\$377,032	+5.8%
Jun-2019	\$525,847	+1.7%	\$369,511	+2.2%
Jul-2019	\$523,760	+3.3%	\$361,818	+2.6%
Aug-2019	\$514,431	+1.4%	\$378,341	+8.3%
Sep-2019	\$512,372	+5.9%	\$361,479	+1.9%
Oct-2019	\$509,735	+0.8%	\$371,834	+6.9%
Nov-2019	\$515,622	+7.3%	\$368,470	+2.1%
Dec-2019	\$510,934	+5.0%	\$377,074	+6.5%
Jan-2020	\$510,497	+6.1%	\$363,943	+1.6%

Historical Average Sales Price by Month

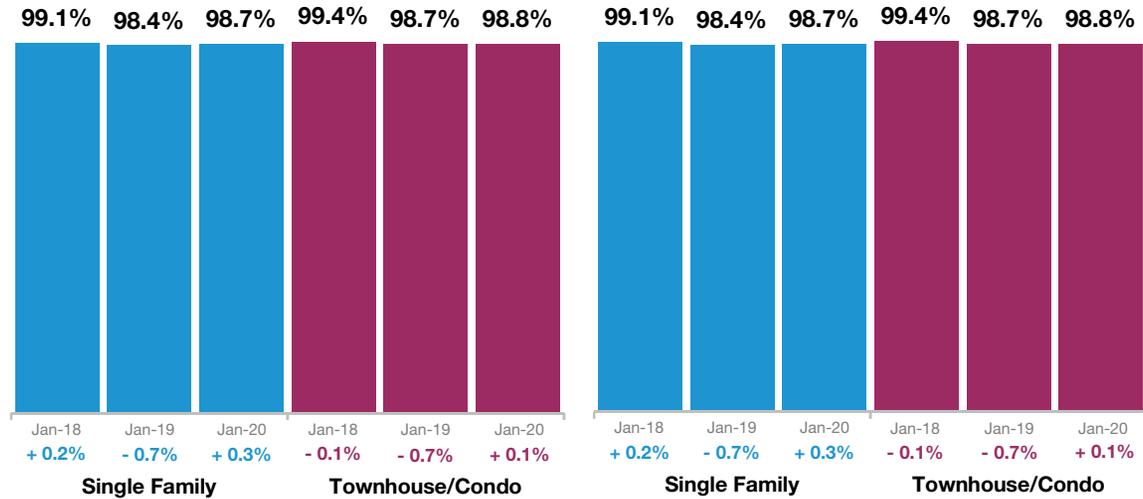


Percent of List Price Received

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.

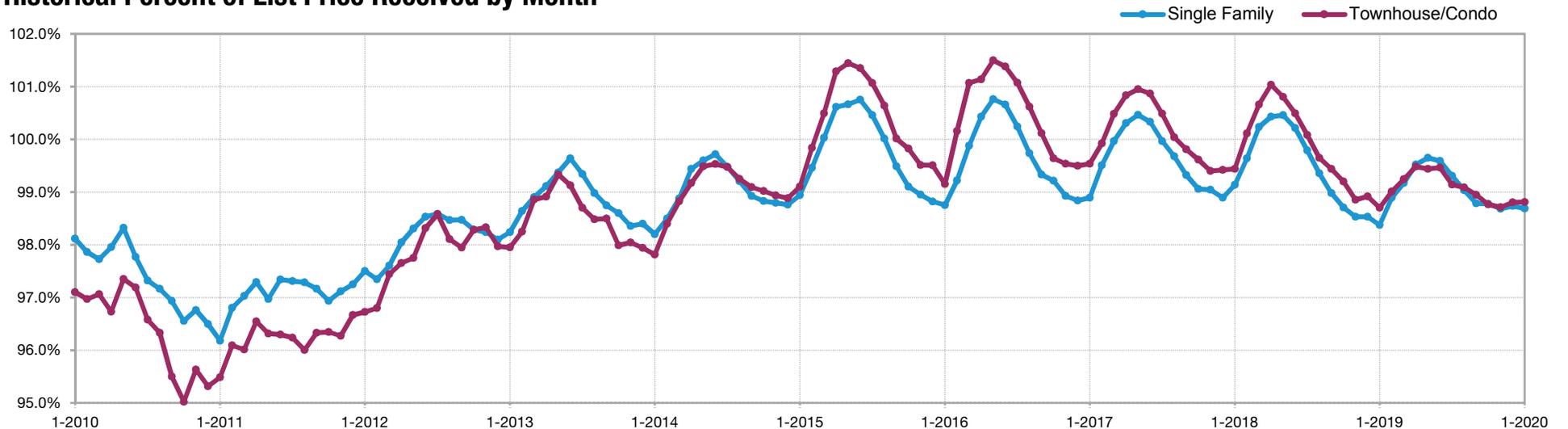
January

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	98.9%	-0.7%	99.0%	-1.1%
Mar-2019	99.2%	-1.0%	99.2%	-1.5%
Apr-2019	99.5%	-0.9%	99.5%	-1.5%
May-2019	99.6%	-0.9%	99.4%	-1.4%
Jun-2019	99.6%	-0.6%	99.5%	-1.0%
Jul-2019	99.3%	-0.5%	99.1%	-1.0%
Aug-2019	99.0%	-0.4%	99.1%	-0.5%
Sep-2019	98.8%	-0.2%	98.9%	-0.5%
Oct-2019	98.8%	+0.1%	98.8%	-0.4%
Nov-2019	98.7%	+0.2%	98.7%	-0.2%
Dec-2019	98.7%	+0.2%	98.8%	-0.1%
Jan-2020	98.7%	+0.3%	98.8%	+0.1%

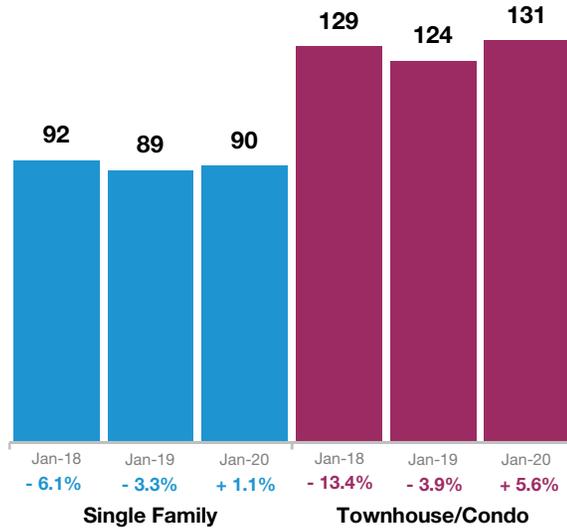
Historical Percent of List Price Received by Month



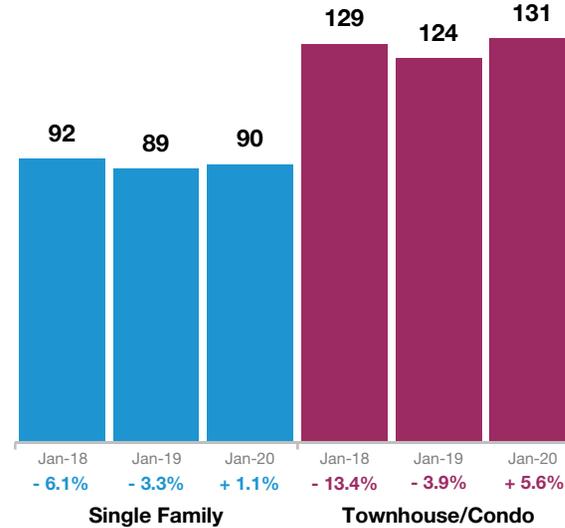
Housing Affordability Index

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.

January

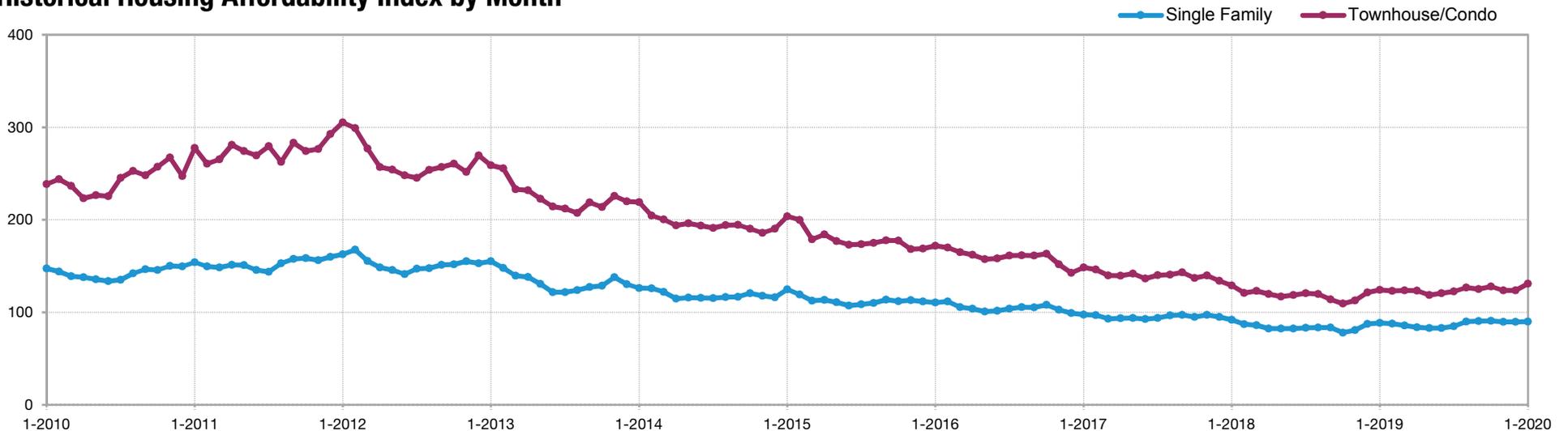


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Feb-2019	88	+1.1%	123	+1.7%
Mar-2019	86	0.0%	124	+0.8%
Apr-2019	84	+2.4%	123	+2.5%
May-2019	83	0.0%	119	+1.7%
Jun-2019	83	+1.2%	121	+1.7%
Jul-2019	85	+2.4%	123	+1.7%
Aug-2019	90	+7.1%	127	+5.8%
Sep-2019	91	+8.3%	125	+9.6%
Oct-2019	91	+16.7%	128	+17.4%
Nov-2019	90	+11.1%	124	+9.7%
Dec-2019	90	+3.4%	124	+2.5%
Jan-2020	90	+1.1%	131	+5.6%

Historical Housing Affordability Index by Month



Total Market Overview



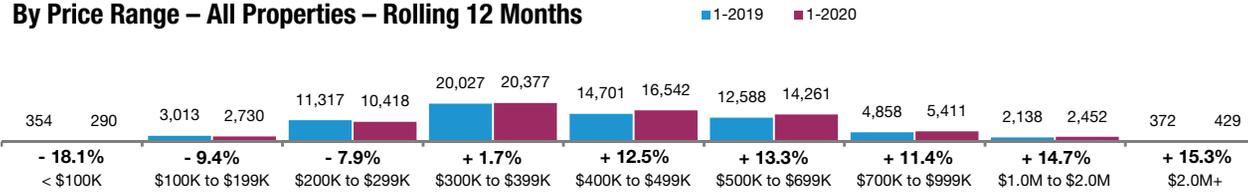
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	1-2019	1-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		10,934	8,011	- 26.7%	--	--	--
Under Contract		4,821	5,648	+ 17.2%	4,821	5,648	+ 17.2%
New Listings		5,896	5,936	+ 0.7%	5,896	5,936	+ 0.7%
Sold Listings		3,650	4,061	+ 11.3%	3,650	4,061	+ 11.3%
Days on Market		45	48	+ 6.7%	45	48	+ 6.7%
Median Sales Price		\$385,000	\$410,000	+ 6.5%	\$385,000	\$410,000	+ 6.5%
Average Sales Price		\$448,314	\$468,533	+ 4.5%	\$448,314	\$468,533	+ 4.5%
Pct. of List Price Received		98.4%	98.7%	+ 0.3%	98.4%	98.7%	+ 0.3%
Affordability Index		94	97	+ 3.2%	94	97	+ 3.2%

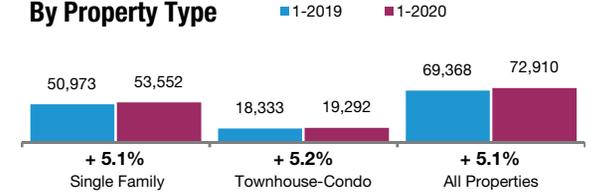
Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

Compared to Prior Month

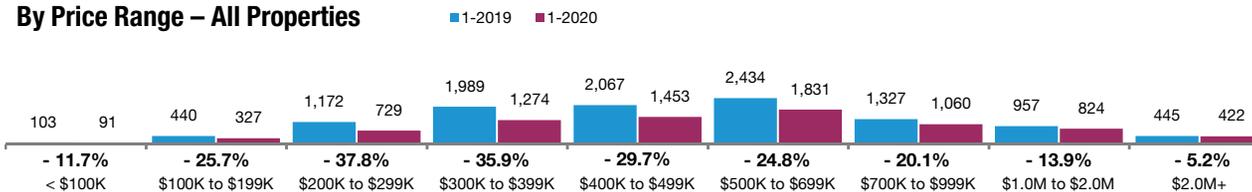
Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2019	1-2020	Change	1-2019	1-2020	Change	12-2019	1-2020	Change	12-2019	1-2020	Change	1-2019	1-2020	Change	1-2019	1-2020	Change
\$99,999 and Below	240	212	-11.7%	79	41	-48.1%	20	10	-50.0%	2	1	-50.0%	25	10	-60.0%	4	1	-75.0%
\$100,000 to \$199,999	794	642	-19.1%	2,206	2,076	-5.9%	49	43	-12.2%	167	127	-24.0%	50	43	-14.0%	127	127	0.0%
\$200,000 to \$299,999	4,516	3,606	-20.2%	6,797	6,807	+0.1%	287	218	-24.0%	503	419	-16.7%	277	218	-21.3%	374	419	+12.0%
\$300,000 to \$399,999	15,634	15,418	-1.4%	4,384	4,949	+12.9%	1,280	789	-38.4%	397	294	-25.9%	887	789	-11.0%	212	294	+38.7%
\$400,000 to \$499,999	12,493	14,228	+13.9%	2,207	2,312	+4.8%	1,134	763	-32.7%	163	138	-15.3%	646	763	+18.1%	104	138	+32.7%
\$500,000 to \$699,999	10,930	12,334	+12.8%	1,658	1,927	+16.2%	947	709	-25.1%	142	110	-22.5%	521	709	+36.1%	73	110	+50.7%
\$700,000 to \$999,999	4,094	4,590	+12.1%	764	821	+7.5%	309	246	-20.4%	74	46	-37.8%	180	246	+36.7%	45	46	+2.2%
\$1,000,000 to \$1,999,999	1,934	2,131	+10.2%	204	321	+57.4%	160	108	-32.5%	41	18	-56.1%	91	108	+18.7%	10	18	+80.0%
\$2,000,000 and Above	338	391	+15.7%	34	38	+11.8%	37	16	-56.8%	1	3	+200.0%	15	16	+6.7%	2	3	+50.0%
All Price Ranges	50,973	53,552	+5.1%	18,333	19,292	+5.2%	4,223	2,902	-31.3%	1,490	1,156	-22.4%	2,692	2,902	+7.8%	951	1,156	+21.6%

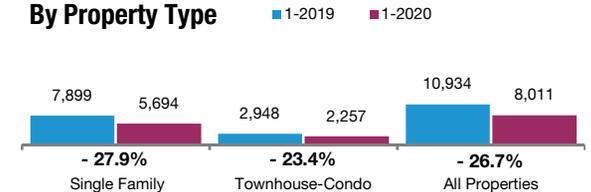
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	1-2019	1-2020	Change	1-2019	1-2020	Change	12-2019	1-2020	Change	12-2019	1-2020	Change	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.			
\$99,999 and Below	65	62	-4.6%	8	6	-25.0%	63	62	-1.6%	1	6	+500.0%				
\$100,000 to \$199,999	171	144	-15.8%	243	161	-33.7%	168	144	-14.3%	194	161	-17.0%				
\$200,000 to \$299,999	458	282	-38.4%	699	440	-37.1%	334	282	-15.6%	537	440	-18.1%				
\$300,000 to \$399,999	1,350	765	-43.3%	632	504	-20.3%	950	765	-19.5%	529	504	-4.7%				
\$400,000 to \$499,999	1,612	1,084	-32.8%	449	367	-18.3%	1,320	1,084	-17.9%	395	367	-7.1%				
\$500,000 to \$699,999	1,981	1,441	-27.3%	451	389	-13.7%	1,645	1,441	-12.4%	420	389	-7.4%				
\$700,000 to \$999,999	1,025	842	-17.9%	301	218	-27.6%	934	842	-9.9%	237	218	-8.0%				
\$1,000,000 to \$1,999,999	830	695	-16.3%	127	129	+1.6%	733	695	-5.2%	120	129	+7.5%				
\$2,000,000 and Above	407	379	-6.9%	38	43	+13.2%	401	379	-5.5%	38	43	+13.2%				
All Price Ranges	7,899	5,694	-27.9%	2,948	2,257	-23.4%	6,548	5,694	-13.0%	2,471	2,257	-8.7%				

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



DENVER METRO
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.