

# Monthly Indicators



## March 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.4 percent for single family homes and 2.9 percent for townhouse-condo properties. Under Contracts decreased 2.3 percent for single family homes and 16.9 percent for townhouse-condo properties.

The Median Sales Price was up 8.1 percent to \$467,000 for single family homes and 10.0 percent to \$329,950 for townhouse-condo properties. Days on Market decreased 5.4 percent for single family homes but increased 6.3 percent for condo properties.

While the effect of COVID-19 is varied throughout the country, we are likely to see impacts to housing activity now and into the coming months. Its continued spread is leading many companies and consumers to change their daily activities. ShowingTime is closely monitoring the situation and releasing daily updates on changes in showing activity. See national and state showing activity trends at <https://www.showingtime.com/impact-of-coronavirus/>.

## Activity Snapshot

**- 22.5%**      **+ 0.4%**      **+ 7.7%**

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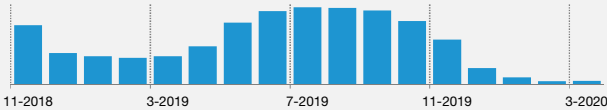
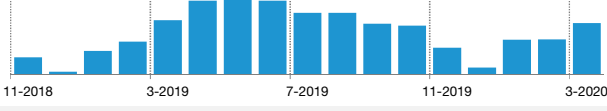
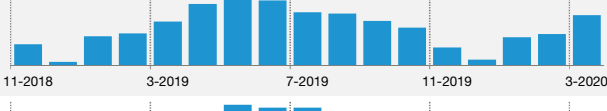
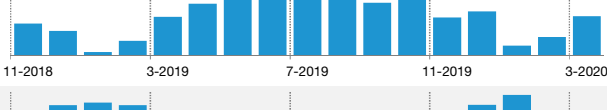
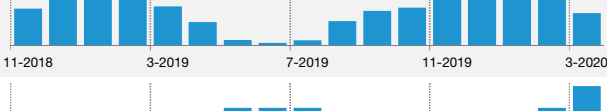
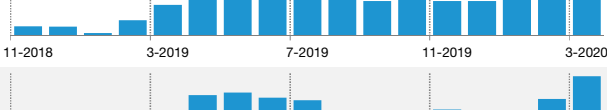
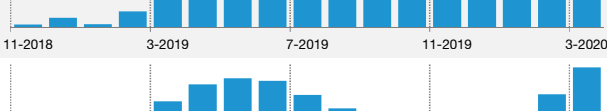
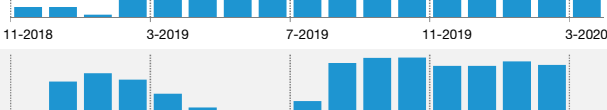
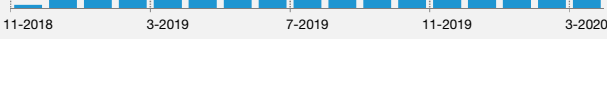
All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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



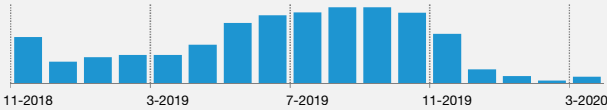
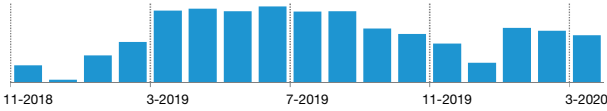
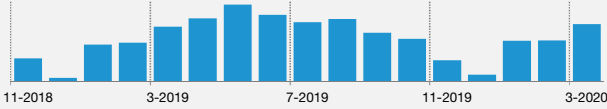
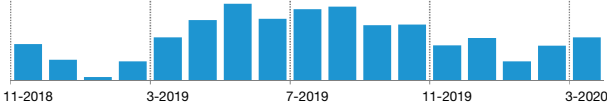
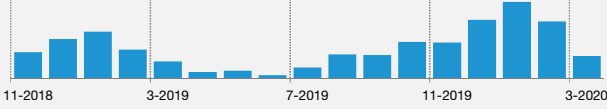
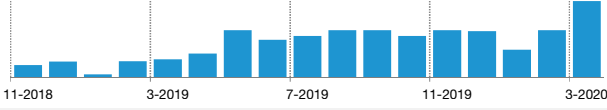
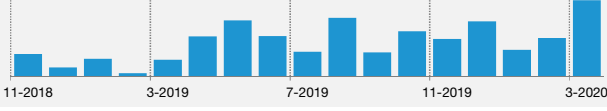
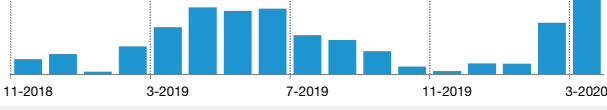
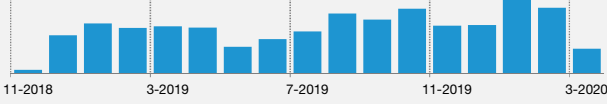
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		7,913	5,980	- 24.4%	--	--	--
Under Contract		4,669	4,561	- 2.3%	12,081	12,471	+ 3.2%
New Listings		5,409	5,919	+ 9.4%	14,048	14,435	+ 2.8%
Sold Listings		4,043	4,064	+ 0.5%	9,859	10,270	+ 4.2%
Days on Market		37	35	- 5.4%	42	41	- 2.4%
Median Sales Price		\$432,000	\$467,000	+ 8.1%	\$422,500	\$455,000	+ 7.7%
Average Sales Price		\$507,915	\$544,596	+ 7.2%	\$495,610	\$528,311	+ 6.6%
Pct. of List Price Received		99.2%	99.9%	+ 0.7%	98.9%	99.4%	+ 0.5%
Affordability Index		86	83	- 3.5%	88	86	- 2.3%

# 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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		3,006	2,488	- 17.2%	--	--	--
Under Contract		1,836	1,526	- 16.9%	4,550	4,730	+ 4.0%
New Listings		2,128	2,190	+ 2.9%	5,544	5,755	+ 3.8%
Sold Listings		1,500	1,499	- 0.1%	3,617	4,051	+ 12.0%
Days on Market		32	34	+ 6.3%	35	42	+ 20.0%
Median Sales Price		\$299,975	\$329,950	+ 10.0%	\$297,250	\$315,000	+ 6.0%
Average Sales Price		\$357,954	\$386,879	+ 8.1%	\$355,968	\$373,632	+ 5.0%
Pct. of List Price Received		99.2%	99.6%	+ 0.4%	99.0%	99.3%	+ 0.3%
Affordability Index		124	118	- 4.8%	125	124	- 0.8%

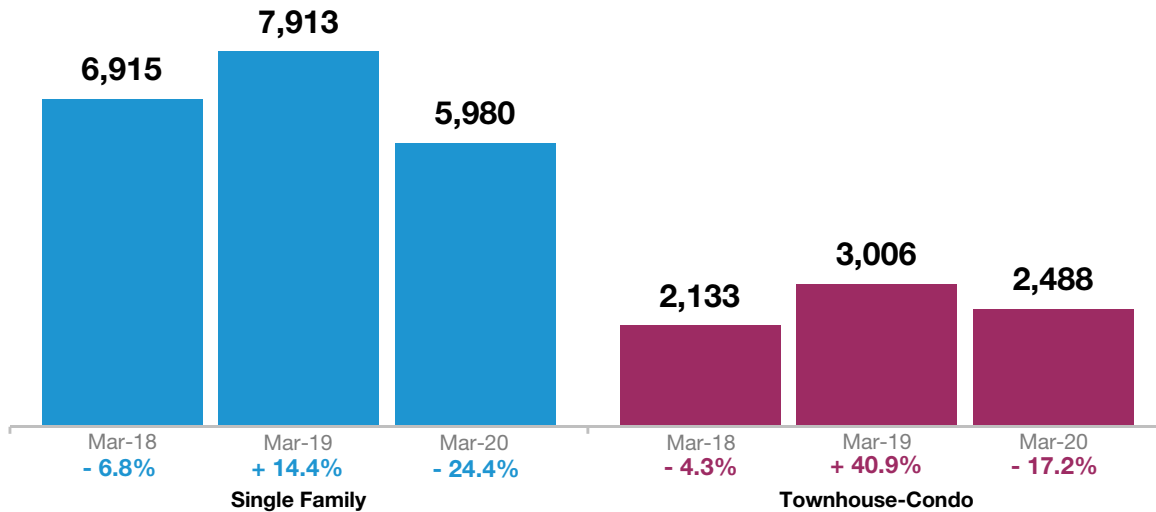
# Inventory of Active Listings

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



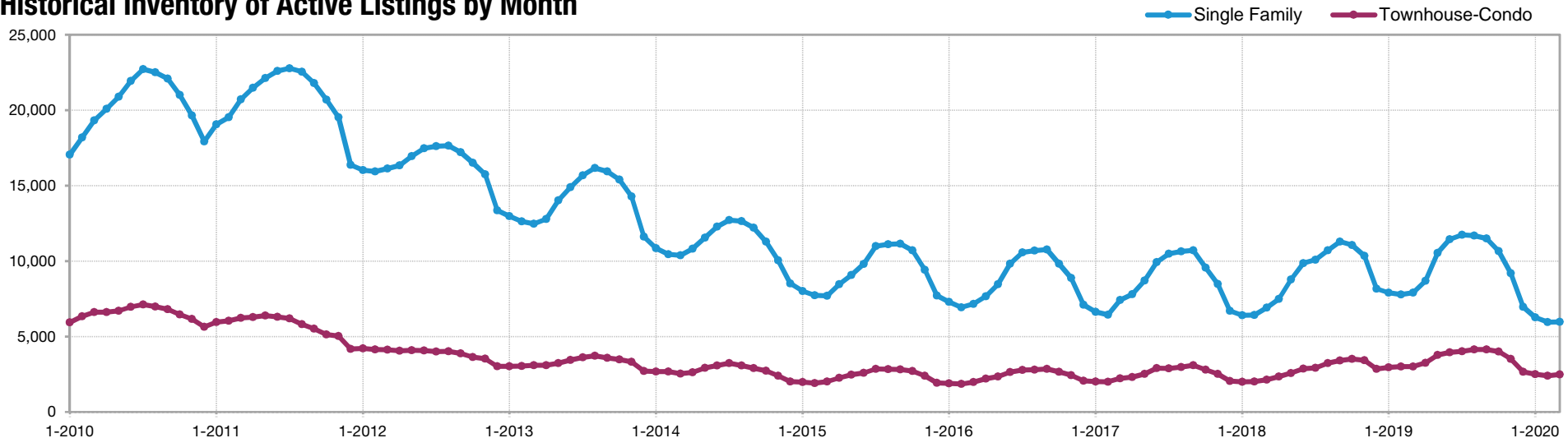
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## March



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	8,687	+16.0%	3,251	+38.0%
May-2019	10,547	+20.1%	3,772	+46.3%
Jun-2019	11,437	+15.9%	3,955	+37.6%
Jul-2019	11,735	+16.3%	4,023	+37.9%
Aug-2019	11,682	+9.1%	4,144	+27.7%
Sep-2019	11,496	+1.9%	4,142	+21.7%
Oct-2019	10,652	-3.6%	4,013	+14.2%
Nov-2019	9,200	-11.0%	3,515	+2.4%
Dec-2019	6,973	-14.6%	2,668	-6.5%
Jan-2020	6,268	-20.7%	2,504	-15.3%
Feb-2020	5,960	-23.5%	2,398	-20.4%
<b>Mar-2020</b>	<b>5,980</b>	<b>-24.4%</b>	<b>2,488</b>	<b>-17.2%</b>

## Historical Inventory of Active Listings by Month



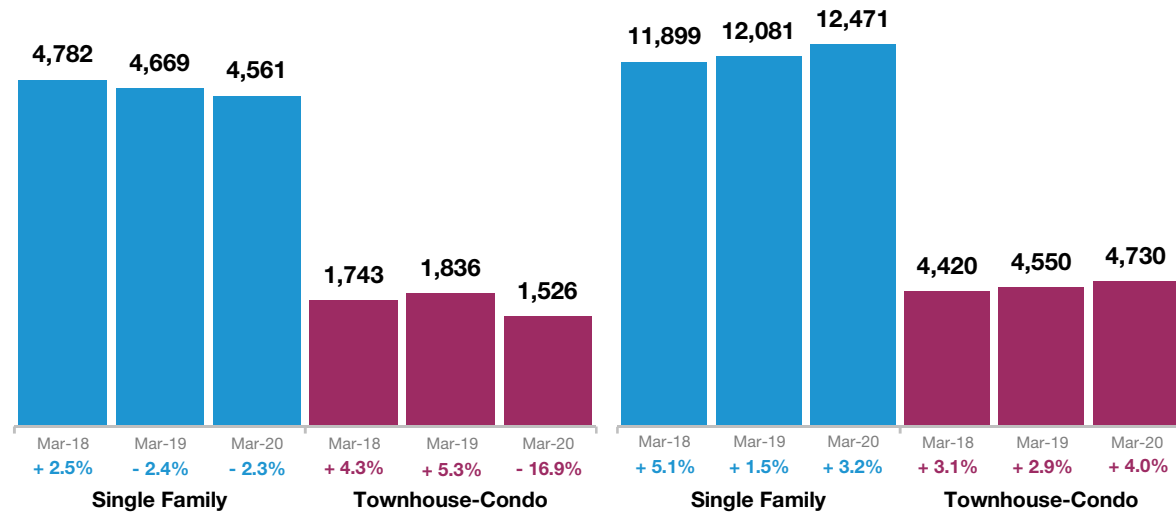
# Under Contract

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

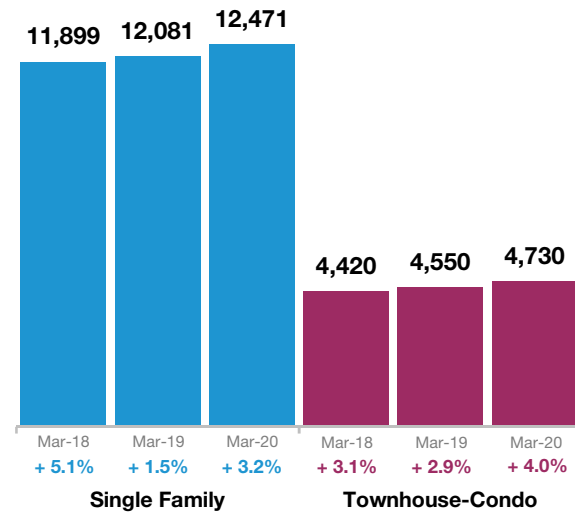


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## March

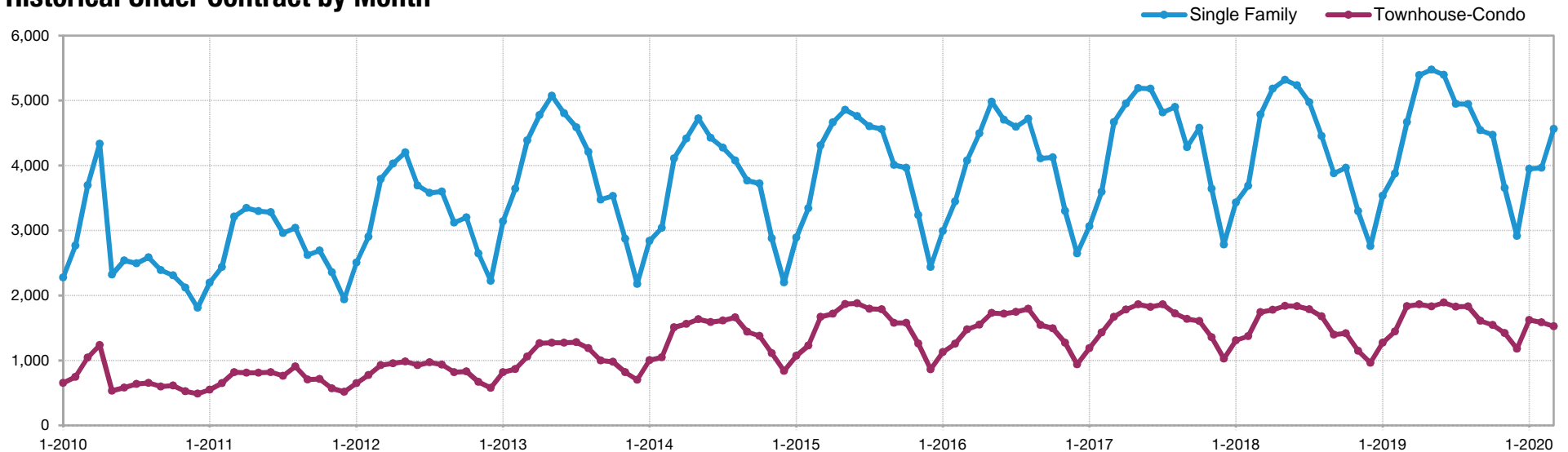


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	5,391	+4.0%	1,863	+4.7%
May-2019	5,476	+2.9%	1,829	-0.4%
Jun-2019	5,395	+3.1%	1,889	+3.1%
Jul-2019	4,948	-0.5%	1,825	+2.3%
Aug-2019	4,944	+11.0%	1,829	+9.0%
Sep-2019	4,543	+17.1%	1,609	+15.2%
Oct-2019	4,472	+12.9%	1,544	+8.9%
Nov-2019	3,655	+10.8%	1,422	+23.9%
Dec-2019	2,917	+5.7%	1,179	+22.3%
Jan-2020	3,947	+11.6%	1,620	+27.5%
Feb-2020	3,963	+2.2%	1,584	+9.8%
<b>Mar-2020</b>	<b>4,561</b>	<b>-2.3%</b>	<b>1,526</b>	<b>-16.9%</b>

## Historical Under Contract by Month



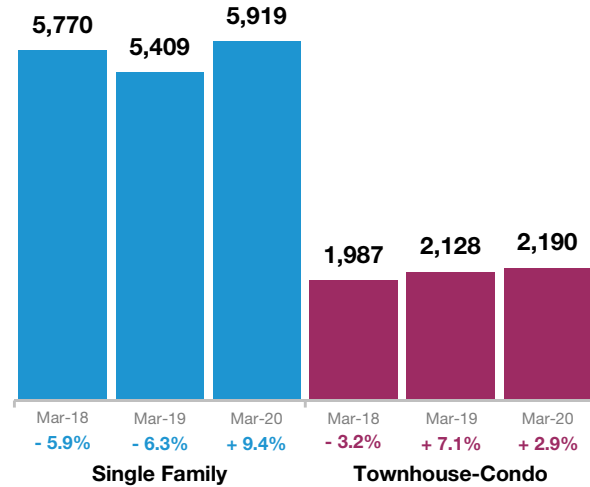
# New Listings

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

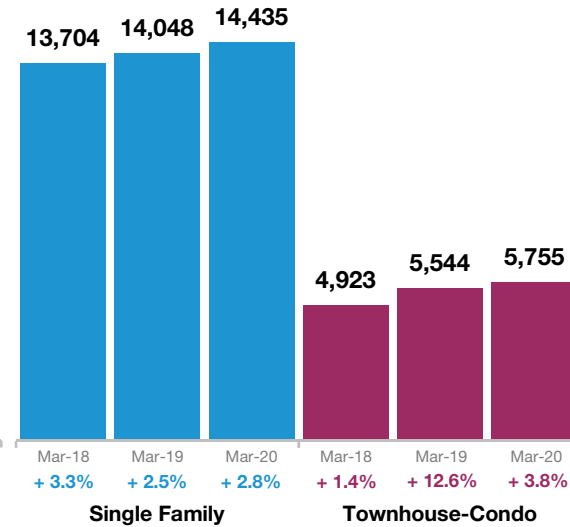


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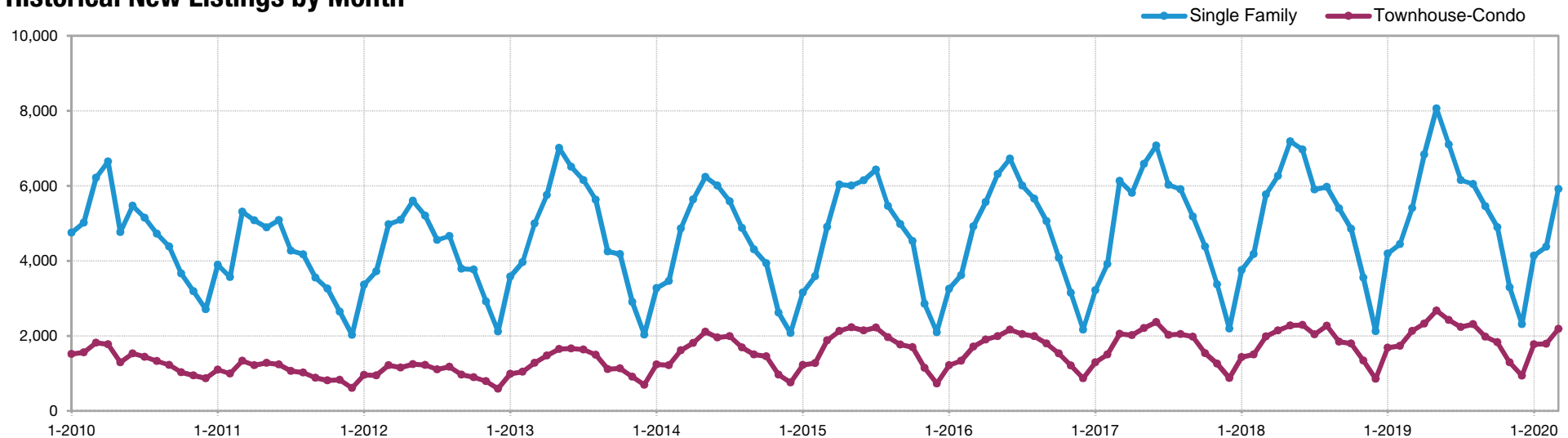


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	6,835	+9.1%	2,330	+8.7%
May-2019	8,064	+12.3%	2,673	+17.3%
Jun-2019	7,098	+1.9%	2,422	+5.7%
Jul-2019	6,152	+4.2%	2,238	+9.5%
Aug-2019	6,047	+1.3%	2,315	+2.0%
Sep-2019	5,453	+1.0%	1,977	+7.2%
Oct-2019	4,901	+0.9%	1,830	+1.8%
Nov-2019	3,295	-7.3%	1,293	-3.7%
Dec-2019	2,310	+8.7%	940	+9.6%
Jan-2020	4,140	-1.3%	1,776	+5.5%
Feb-2020	4,376	-1.6%	1,789	+3.3%
<b>Mar-2020</b>	<b>5,919</b>	<b>+9.4%</b>	<b>2,190</b>	<b>+2.9%</b>

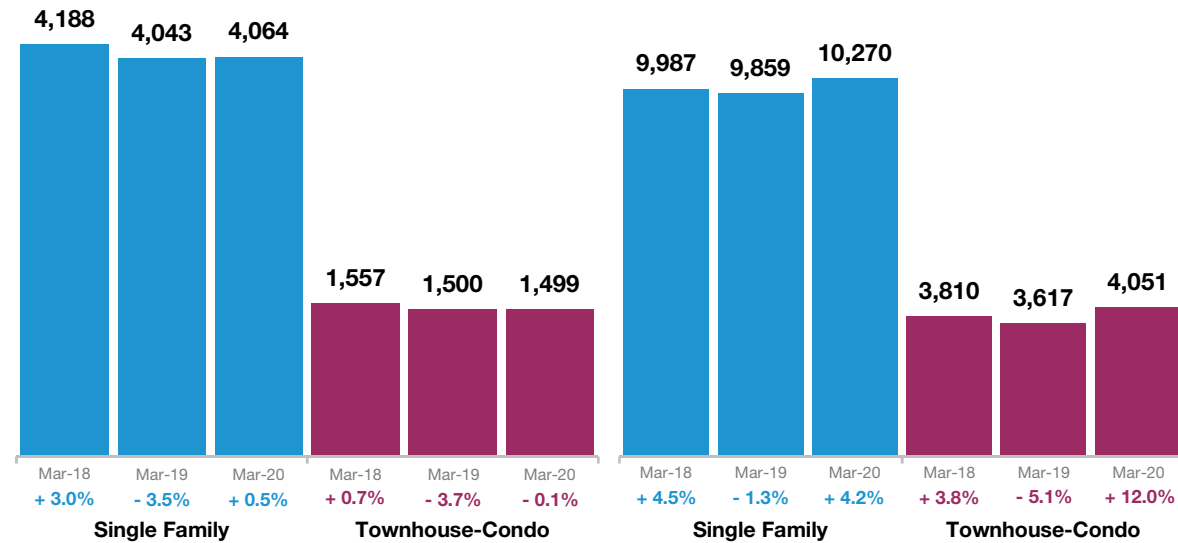
## Historical New Listings by Month



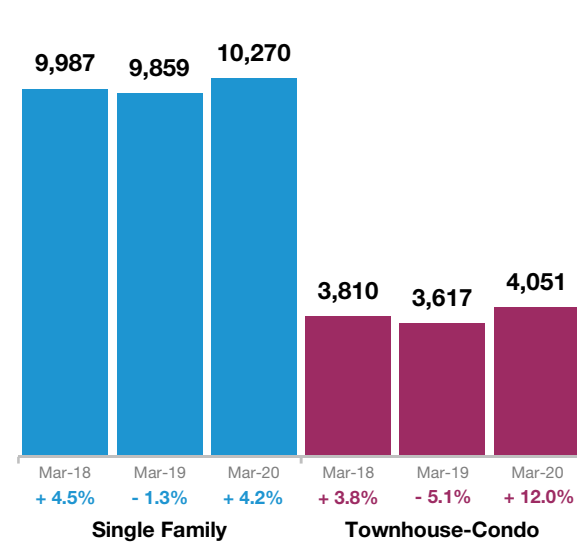
# Sold Listings

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

## March

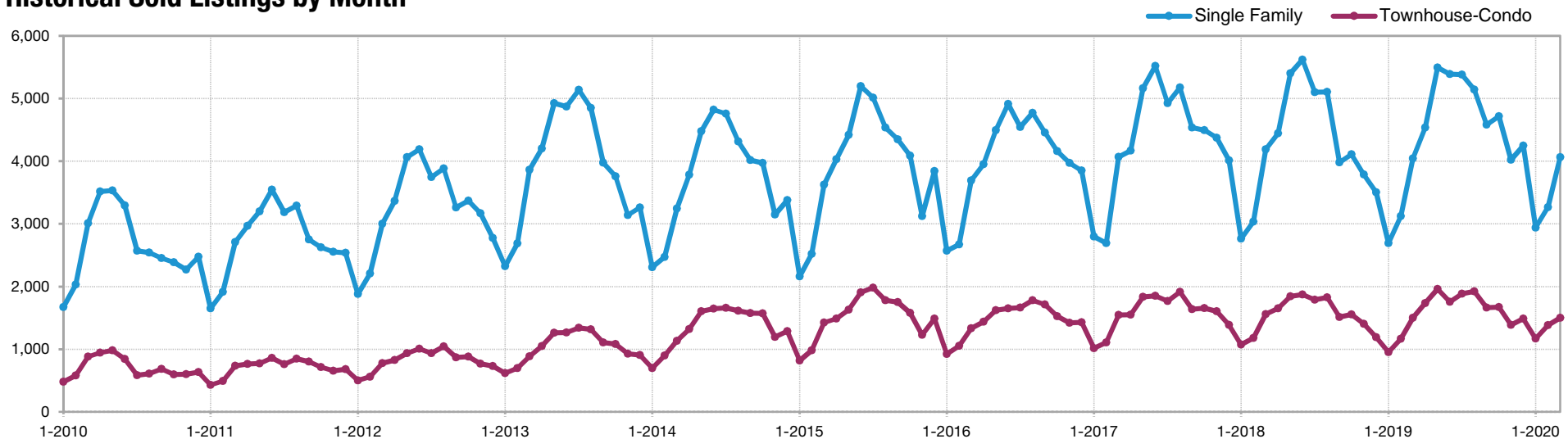


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	4,537	+2.1%	1,736	+5.2%
May-2019	5,496	+1.7%	1,961	+6.4%
Jun-2019	5,391	-4.1%	1,755	-6.3%
Jul-2019	5,383	+5.5%	1,885	+5.5%
Aug-2019	5,144	+0.8%	1,922	+5.2%
Sep-2019	4,583	+15.1%	1,664	+9.8%
Oct-2019	4,716	+14.8%	1,673	+7.5%
Nov-2019	4,021	+6.1%	1,388	-1.1%
Dec-2019	4,247	+21.2%	1,490	+25.0%
Jan-2020	2,939	+9.1%	1,170	+23.0%
Feb-2020	3,267	+4.6%	1,382	+18.5%
<b>Mar-2020</b>	<b>4,064</b>	<b>+0.5%</b>	<b>1,499</b>	<b>-0.1%</b>

## Historical Sold Listings by Month



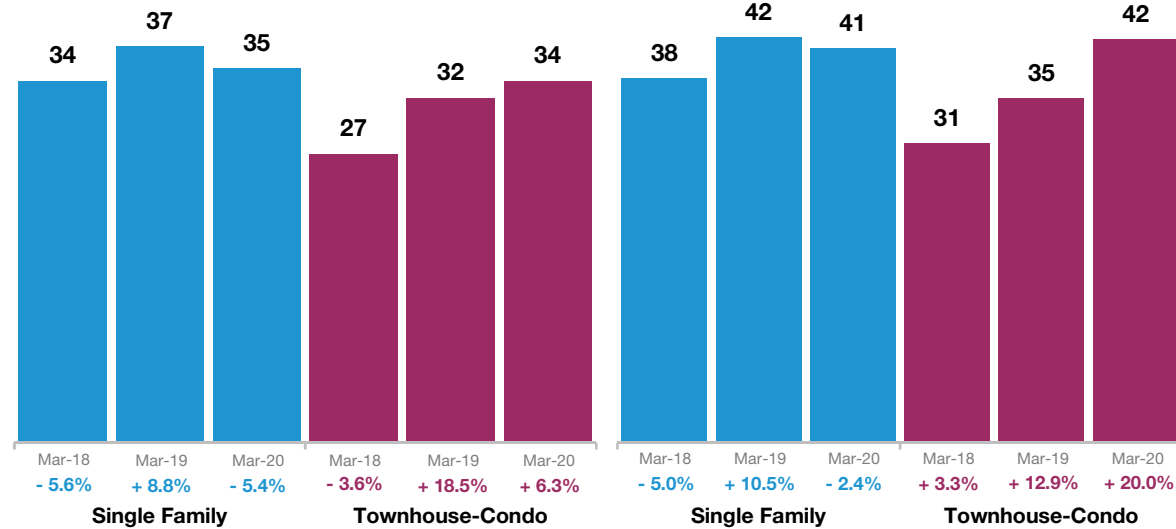
# Days on Market Until Sale

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

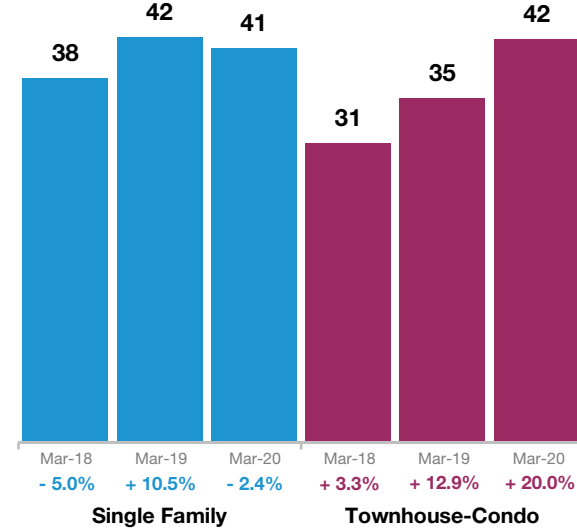


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## March

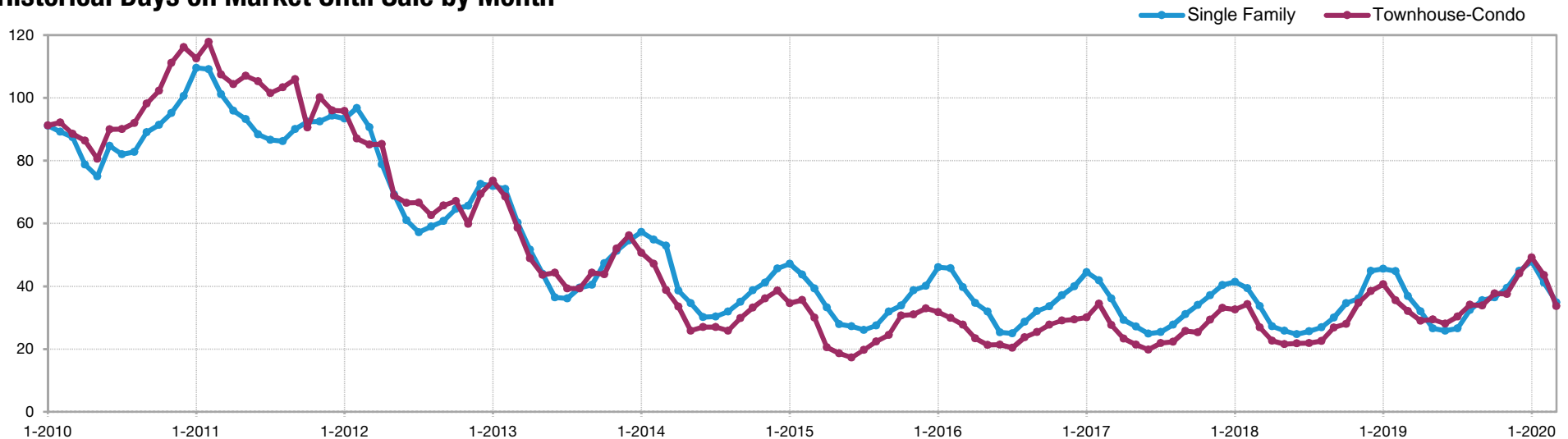


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Feb-2020	41	-8.9%	44	+22.2%
<b>Mar-2020</b>	<b>35</b>	<b>-5.4%</b>	<b>34</b>	<b>+6.3%</b>

## Historical Days on Market Until Sale by Month





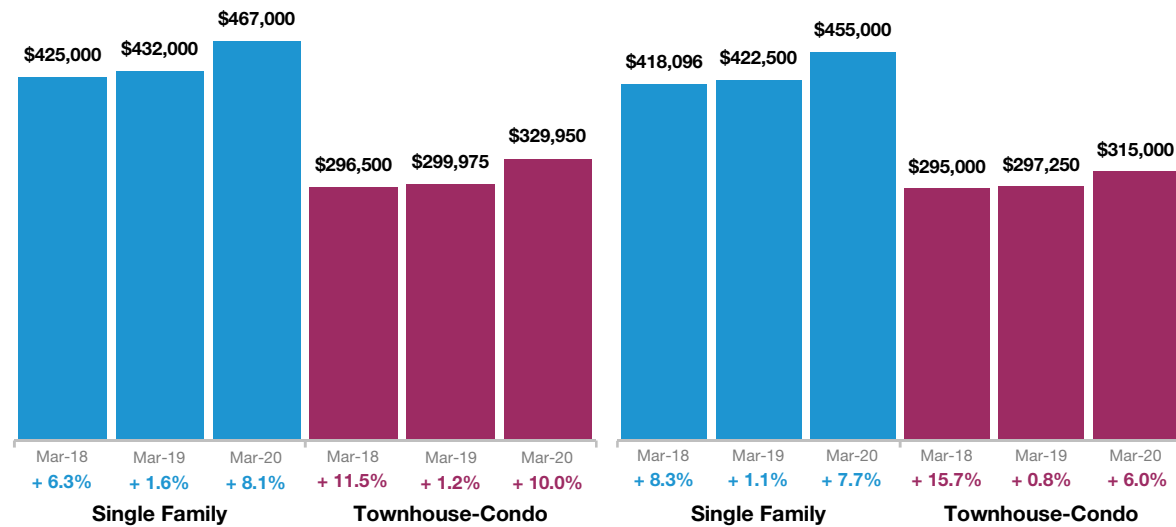
# Median Sales Price

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

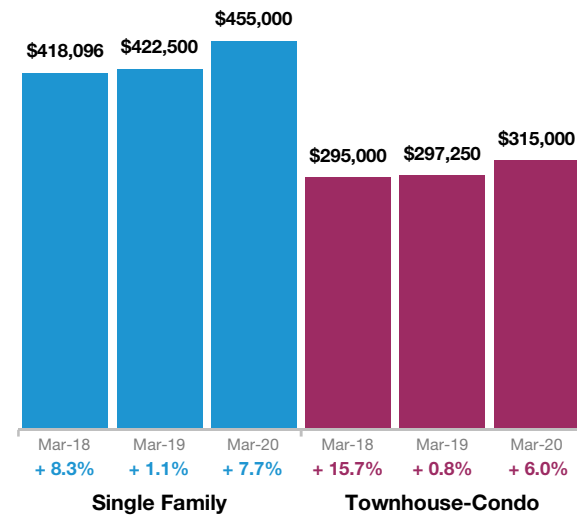


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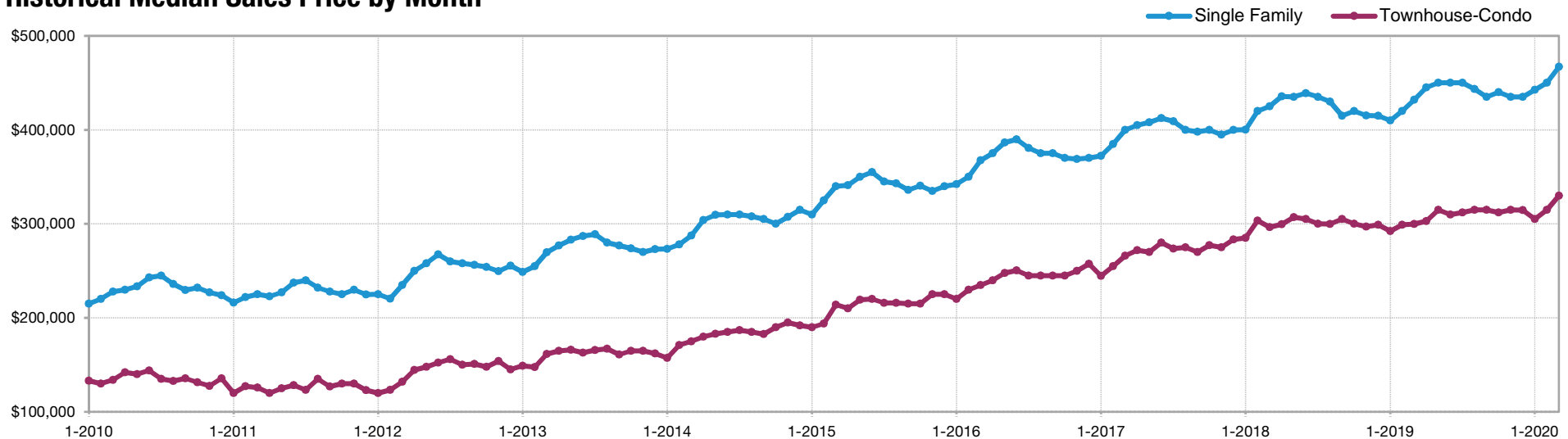


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$312,000	+4.0%
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%	\$314,500	+5.2%
Jan-2020	\$442,500	+7.9%	\$305,000	+4.4%
Feb-2020	\$450,000	+7.2%	\$315,000	+5.4%
<b>Mar-2020</b>	<b>\$467,000</b>	<b>+8.1%</b>	<b>\$329,950</b>	<b>+10.0%</b>

## Historical Median Sales Price by Month



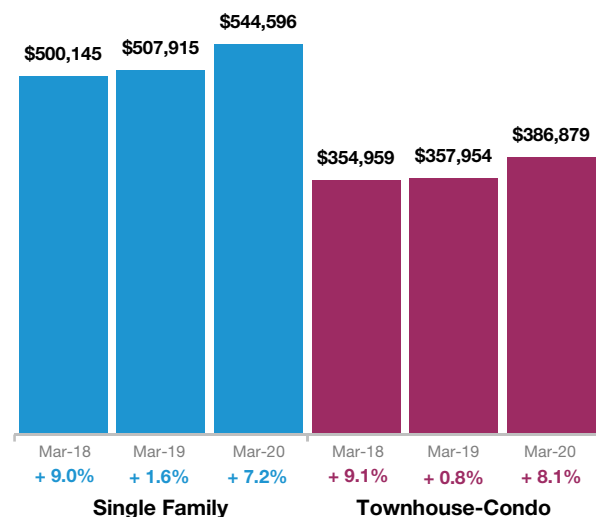
# Average Sales Price

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

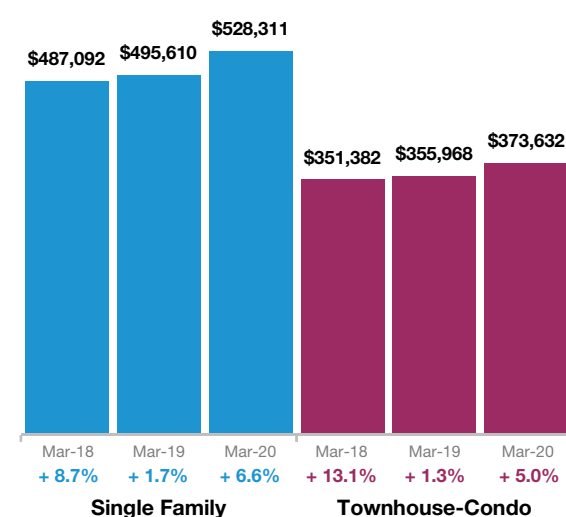


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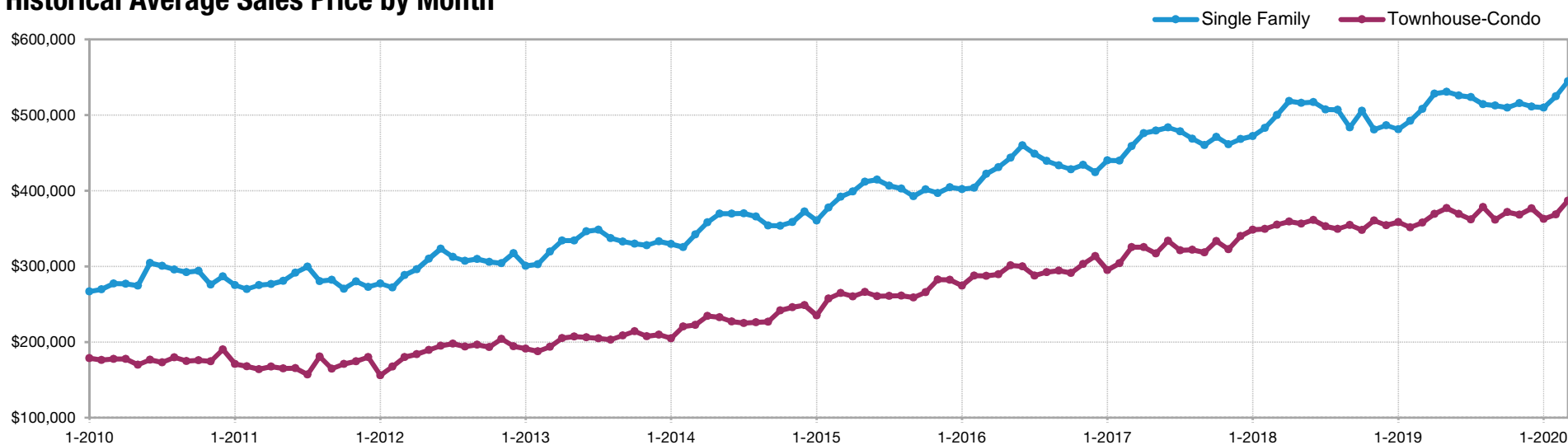


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	\$528,048	+1.9%	\$369,287	+2.8%
May-2019	\$530,528	+2.8%	\$377,032	+5.8%
Jun-2019	\$525,847	+1.7%	\$369,392	+2.2%
Jul-2019	\$523,784	+3.3%	\$361,836	+2.6%
Aug-2019	\$514,431	+1.4%	\$378,341	+8.3%
Sep-2019	\$512,375	+5.9%	\$361,485	+1.9%
Oct-2019	\$509,889	+0.9%	\$371,791	+6.9%
Nov-2019	\$515,542	+7.3%	\$368,098	+2.0%
Dec-2019	\$511,153	+5.1%	\$376,643	+6.3%
Jan-2020	\$509,587	+5.9%	\$362,742	+1.2%
Feb-2020	\$524,906	+6.6%	\$368,488	+4.8%
<b>Mar-2020</b>	<b>\$544,596</b>	<b>+7.2%</b>	<b>\$386,879</b>	<b>+8.1%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

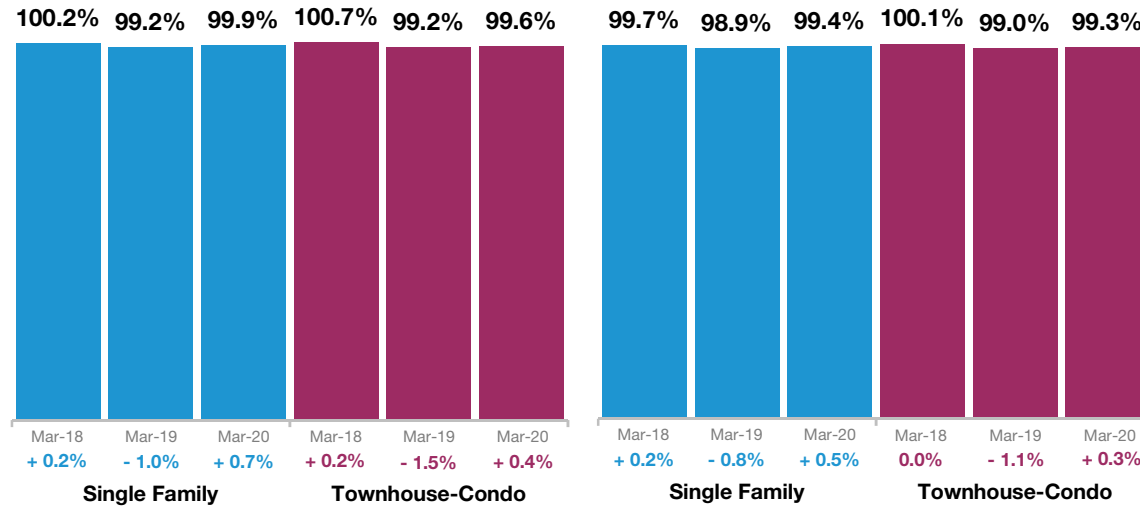
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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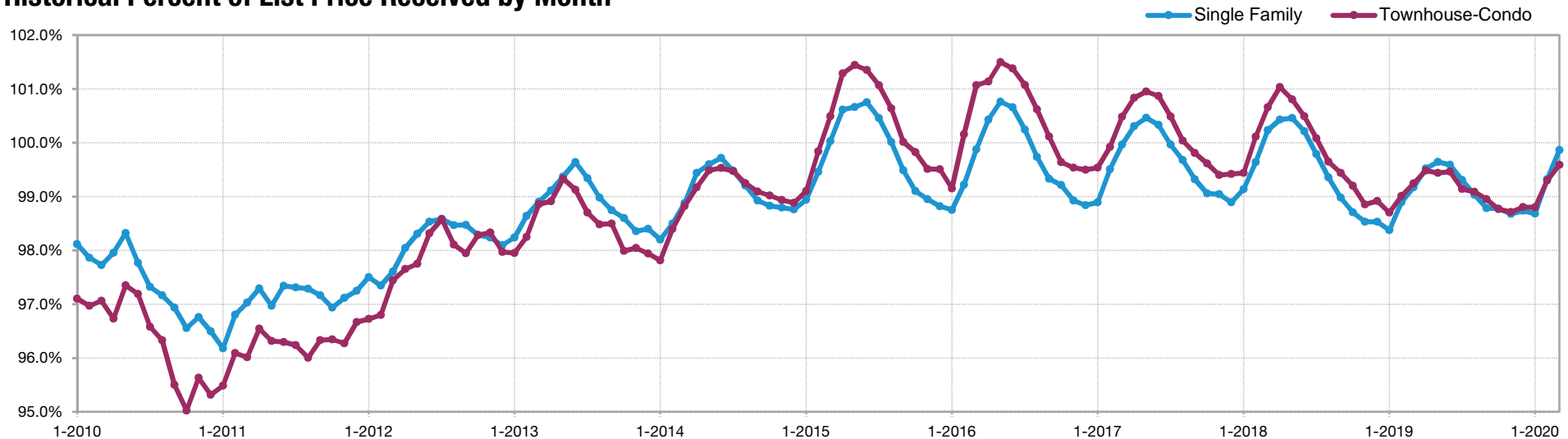
## March

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	99.0%	-0.4%
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%
Feb-2020	99.3%	+0.4%	99.3%	+0.3%
<b>Mar-2020</b>	<b>99.9%</b>	<b>+0.7%</b>	<b>99.6%</b>	<b>+0.4%</b>

## Historical Percent of List Price Received by Month



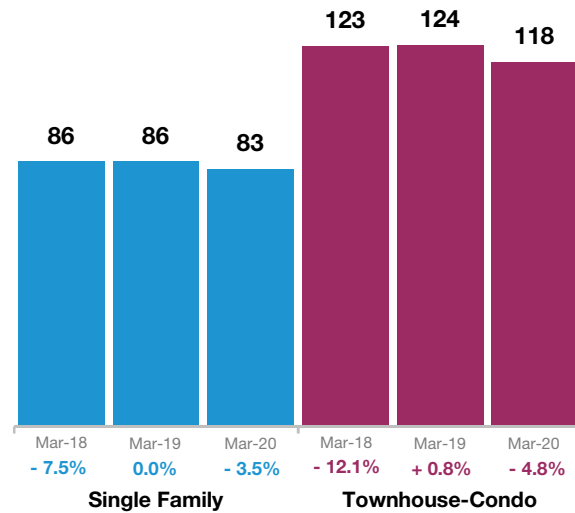
# Housing Affordability Index



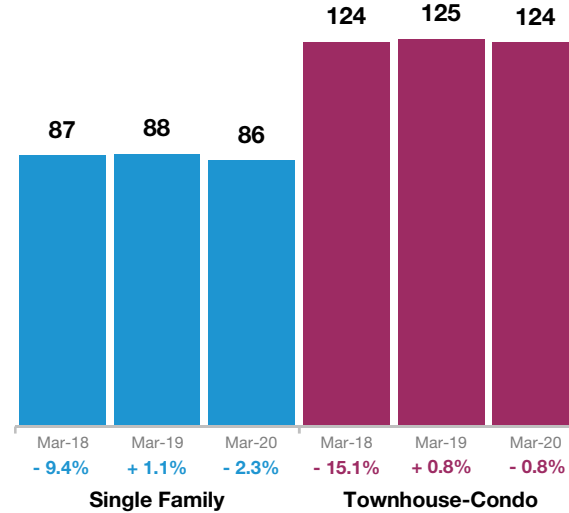
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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater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

## March

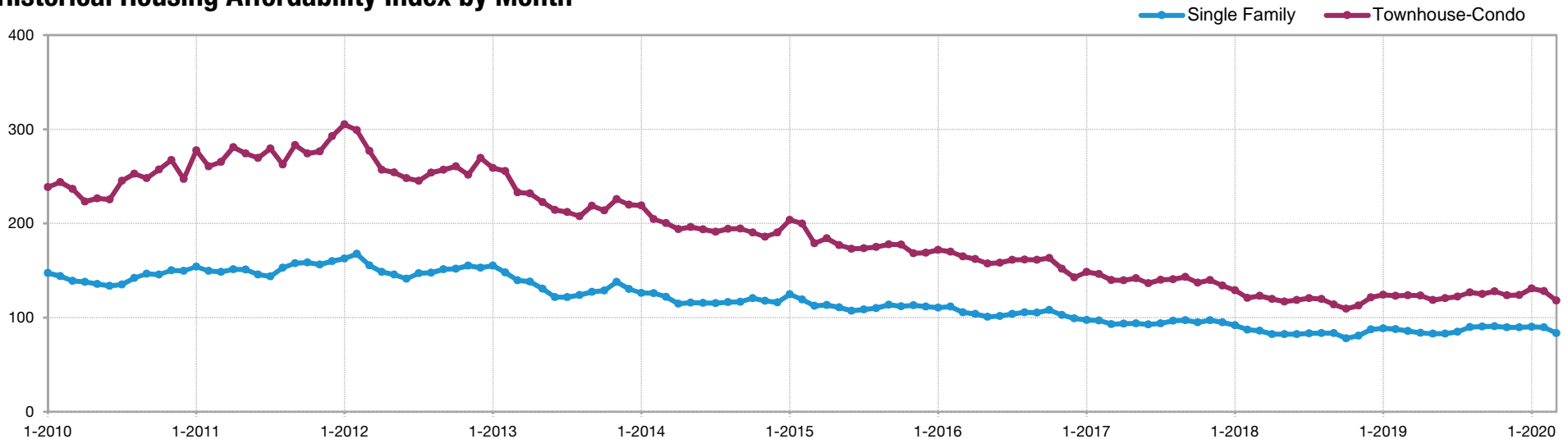


## Year to Date



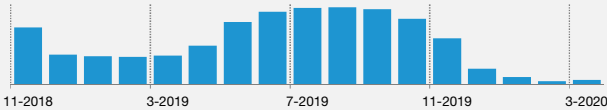
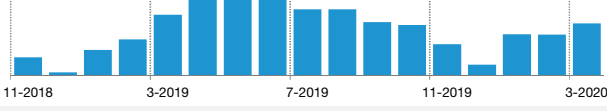
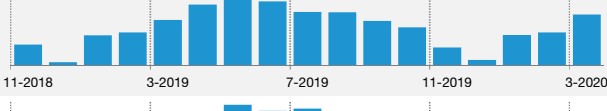
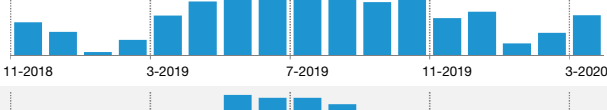
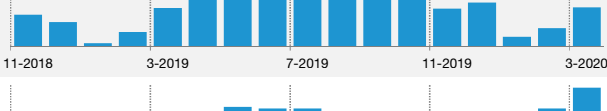
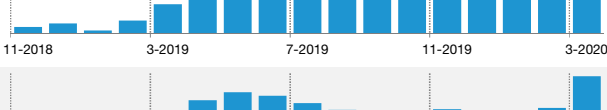
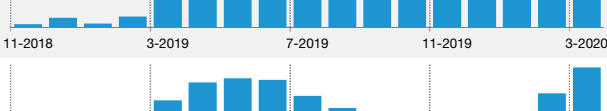
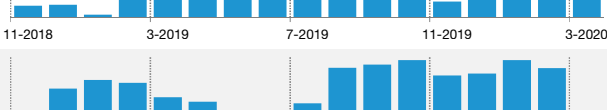
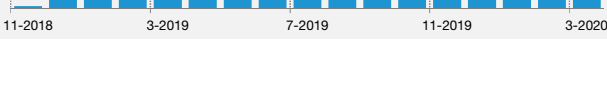
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Apr-2019	84	+2.4%	123	+2.5%
May-2019	83	0.0%	119	+1.7%
Jun-2019	83	+1.2%	121	+1.7%
Jul-2019	85	+2.4%	122	+0.8%
Aug-2019	90	+7.1%	127	+5.8%
Sep-2019	91	+8.3%	125	+9.6%
Oct-2019	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%
Feb-2020	90	+2.3%	128	+4.1%
Mar-2020	83	-3.5%	118	-4.8%

## 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	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		11,005	<b>8,532</b>	- 22.5%	--	--	--
Under Contract		6,512	<b>6,094</b>	- 6.4%	16,652	<b>17,218</b>	+ 3.4%
New Listings		7,544	<b>8,119</b>	+ 7.6%	19,624	<b>20,231</b>	+ 3.1%
Sold Listings		5,551	<b>5,573</b>	+ 0.4%	13,496	<b>14,336</b>	+ 6.2%
Days on Market		36	<b>35</b>	- 2.8%	40	<b>41</b>	+ 2.5%
Median Sales Price		\$404,000	<b>\$435,000</b>	+ 7.7%	\$395,000	<b>\$422,000</b>	+ 6.8%
Average Sales Price		\$466,796	<b>\$501,501</b>	+ 7.4%	\$457,600	<b>\$484,213</b>	+ 5.8%
Pct. of List Price Received		99.2%	<b>99.8%</b>	+ 0.6%	98.9%	<b>99.3%</b>	+ 0.4%
Affordability Index		92	<b>90</b>	- 2.2%	94	<b>92</b>	- 2.1%

# Sold Listings

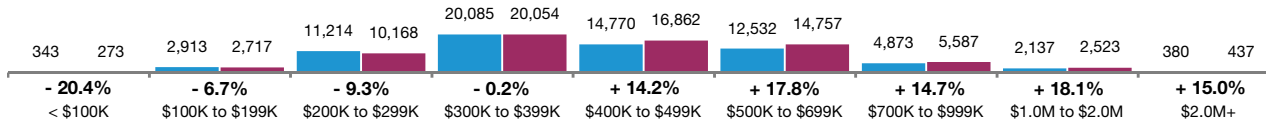
Actual sales that have closed in a given month.



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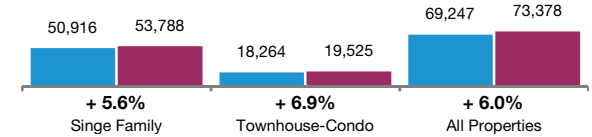
## By Price Range – All Properties – Rolling 12 Months

■ 3-2019 ■ 3-2020



## By Property Type

■ 3-2019 ■ 3-2020



### Rolling 12 Months

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	232	207	-10.8%	71	34	-52.1%
\$100,000 to \$199,999	759	631	-16.9%	2,143	2,071	-3.4%
\$200,000 to \$299,999	4,368	3,439	-21.3%	6,841	6,724	-1.7%
\$300,000 to \$399,999	15,694	14,940	-4.8%	4,382	5,103	+16.5%
\$400,000 to \$499,999	12,570	14,509	+15.4%	2,198	2,351	+7.0%
\$500,000 to \$699,999	10,910	12,739	+16.8%	1,622	2,018	+24.4%
\$700,000 to \$999,999	4,106	4,739	+15.4%	767	848	+10.6%
\$1,000,000 to \$1,999,999	1,932	2,183	+13.0%	205	340	+65.9%
\$2,000,000 and Above	345	401	+16.2%	35	36	+2.9%
<b>All Price Ranges</b>	<b>50,916</b>	<b>53,788</b>	<b>+5.6%</b>	<b>18,264</b>	<b>19,525</b>	<b>+6.9%</b>

### Compared to Prior Month

	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
	16	12	-25.0%	0	2	--
	41	42	+2.4%	160	148	-7.5%
	183	213	+16.4%	462	455	-1.5%
	838	915	+9.2%	351	419	+19.4%
	951	1,153	+21.2%	174	195	+12.1%
	815	1,112	+36.4%	147	172	+17.0%
	257	401	+56.0%	67	75	+11.9%
	144	175	+21.5%	19	32	+68.4%
	22	41	+86.4%	2	1	-50.0%
<b>All Price Ranges</b>	<b>3,267</b>	<b>4,064</b>	<b>+24.4%</b>	<b>1,382</b>	<b>1,499</b>	<b>+8.5%</b>

### Year to Date

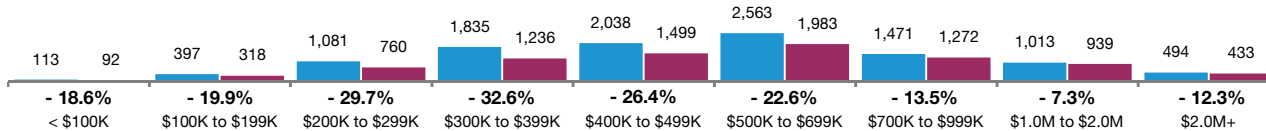
	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
	57	37	-35.1%	13	3	-76.9%
	144	126	-12.5%	444	438	-1.4%
	850	620	-27.1%	1,385	1,344	-3.0%
	3,133	2,551	-18.6%	832	1,066	+28.1%
	2,486	2,877	+15.7%	434	507	+16.8%
	2,067	2,648	+28.1%	302	430	+42.4%
	695	905	+30.2%	158	188	+19.0%
	359	427	+18.9%	42	69	+64.3%
	68	79	+16.2%	7	6	-14.3%
<b>All Price Ranges</b>	<b>9,859</b>	<b>10,270</b>	<b>+4.2%</b>	<b>3,617</b>	<b>4,051</b>	<b>+12.0%</b>

# Inventory of Active Listings

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

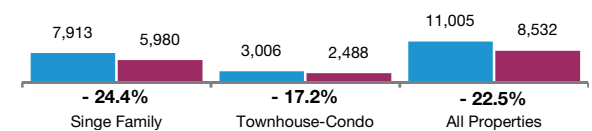
## By Price Range – All Properties

■ 3-2019 ■ 3-2020



## By Property Type

■ 3-2019 ■ 3-2020



### Year over Year

By Price Range	Single Family			Condo		
	3-2019	3-2020	Change	3-2019	3-2020	Change
\$99,999 and Below	72	60	-16.7%	8	9	+12.5%
\$100,000 to \$199,999	166	135	-18.7%	209	158	-24.4%
\$200,000 to \$299,999	404	267	-33.9%	661	486	-26.5%
\$300,000 to \$399,999	1,155	705	-39.0%	674	525	-22.1%
\$400,000 to \$499,999	1,580	1,070	-32.3%	453	427	-5.7%
\$500,000 to \$699,999	2,047	1,543	-24.6%	514	439	-14.6%
\$700,000 to \$999,999	1,159	1,007	-13.1%	311	265	-14.8%
\$1,000,000 to \$1,999,999	872	800	-8.3%	141	139	-1.4%
\$2,000,000 and Above	458	393	-14.2%	35	40	+14.3%
<b>All Price Ranges</b>	<b>7,913</b>	<b>5,980</b>	<b>-24.4%</b>	<b>3,006</b>	<b>2,488</b>	<b>-17.2%</b>

### Compared to Prior Month

	Single Family			Condo		
	2-2020	3-2020	Change	2-2020	3-2020	Change
	66	60	-9.1%	6	9	+50.0%
	142	135	-4.9%	143	158	+10.5%
	291	267	-8.2%	451	486	+7.8%
	737	705	-4.3%	527	525	-0.4%
	1,106	1,070	-3.3%	398	427	+7.3%
	1,491	1,543	+3.5%	412	439	+6.6%
	952	1,007	+5.8%	263	265	+0.8%
	783	800	+2.2%	146	139	-4.8%
	392	393	+0.3%	52	40	-23.1%
<b>All Price Ranges</b>	<b>5,960</b>	<b>5,980</b>	<b>+0.3%</b>	<b>2,398</b>	<b>2,488</b>	<b>+3.8%</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.