

# Monthly Indicators



## April 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 36.9 percent for single family homes and 36.3 percent for townhouse-condo properties. Under Contracts decreased 40.6 percent for single family homes and 49.5 percent for townhouse-condo properties.

The Median Sales Price was up 2.7 percent to \$457,000 for single family homes and 5.9 percent to \$321,000 for townhouse-condo properties. Days on Market decreased 21.9 percent for single family homes and 13.8 percent for condo properties.

While the effect of COVID-19 continues to vary widely across the country, it is expected that social distancing, higher unemployment, and lower overall economic activity is likely to continue to constrain real estate activity in the near term. At the same time, the industry is adapting to the current environment by conducting business using technologies such as virtual showings and e-signing to help buyers and sellers with their housing needs in the face of these challenges.

## Activity Snapshot

**- 18.1%**    **- 25.5%**    **+ 4.9%**

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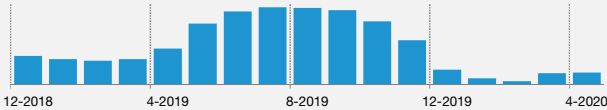
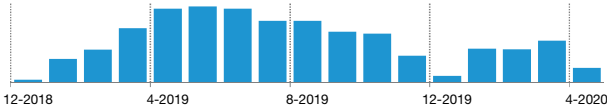
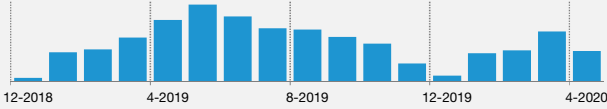
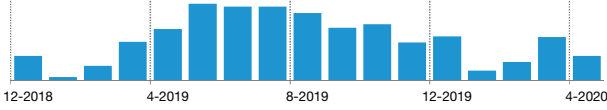
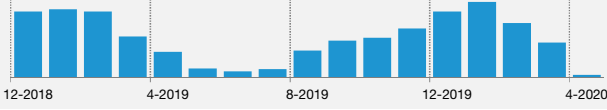
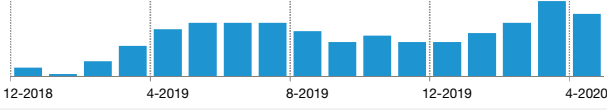
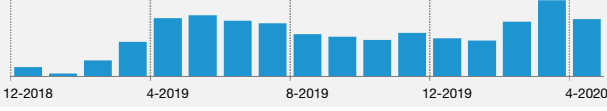
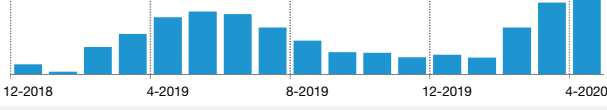
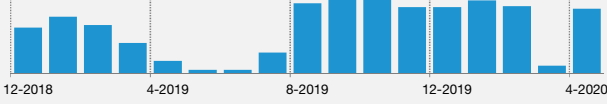
All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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# Single Family Market Overview



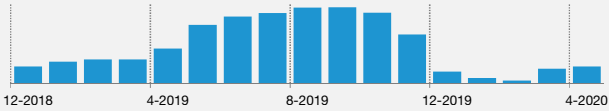
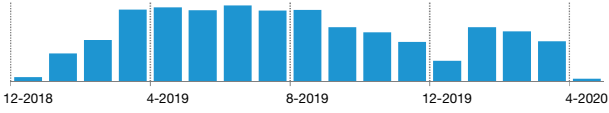
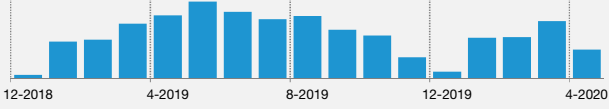
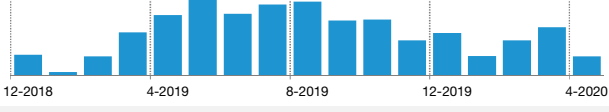
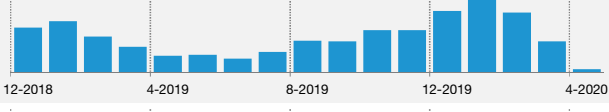
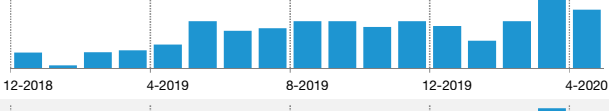
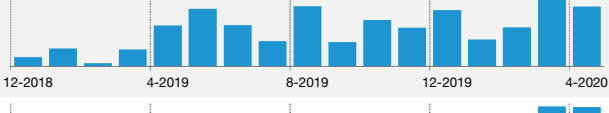
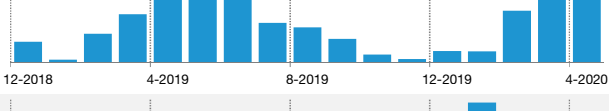
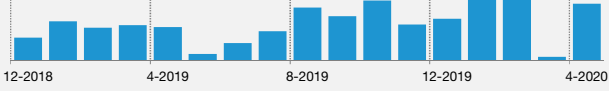
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		8,697	6,932	- 20.3%	--	--	--
Under Contract		5,390	3,202	- 40.6%	17,473	15,219	- 12.9%
New Listings		6,835	4,315	- 36.9%	20,885	18,710	- 10.4%
Sold Listings		4,537	3,506	- 22.7%	14,398	13,948	- 3.1%
Days on Market		32	25	- 21.9%	39	37	- 5.1%
Median Sales Price		\$445,000	\$457,000	+ 2.7%	\$429,900	\$455,000	+ 5.8%
Average Sales Price		\$528,048	\$527,332	- 0.1%	\$505,855	\$527,855	+ 4.3%
Pct. of List Price Received		99.5%	99.9%	+ 0.4%	99.1%	99.5%	+ 0.4%
Affordability Index		84	89	+ 6.0%	87	90	+ 3.4%

# Townhouse-Condo Market Overview



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

Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		3,255	2,858	- 12.2%	--	--	--
Under Contract		1,863	941	- 49.5%	6,412	5,528	- 13.8%
New Listings		2,330	1,485	- 36.3%	7,874	7,243	- 8.0%
Sold Listings		1,736	1,169	- 32.7%	5,353	5,299	- 1.0%
Days on Market		29	25	- 13.8%	33	38	+ 15.2%
Median Sales Price		\$303,000	\$321,000	+ 5.9%	\$299,900	\$317,900	+ 6.0%
Average Sales Price		\$369,287	\$378,183	+ 2.4%	\$360,289	\$374,394	+ 3.9%
Pct. of List Price Received		99.5%	99.6%	+ 0.1%	99.2%	99.3%	+ 0.1%
Affordability Index		123	127	+ 3.3%	125	129	+ 3.2%

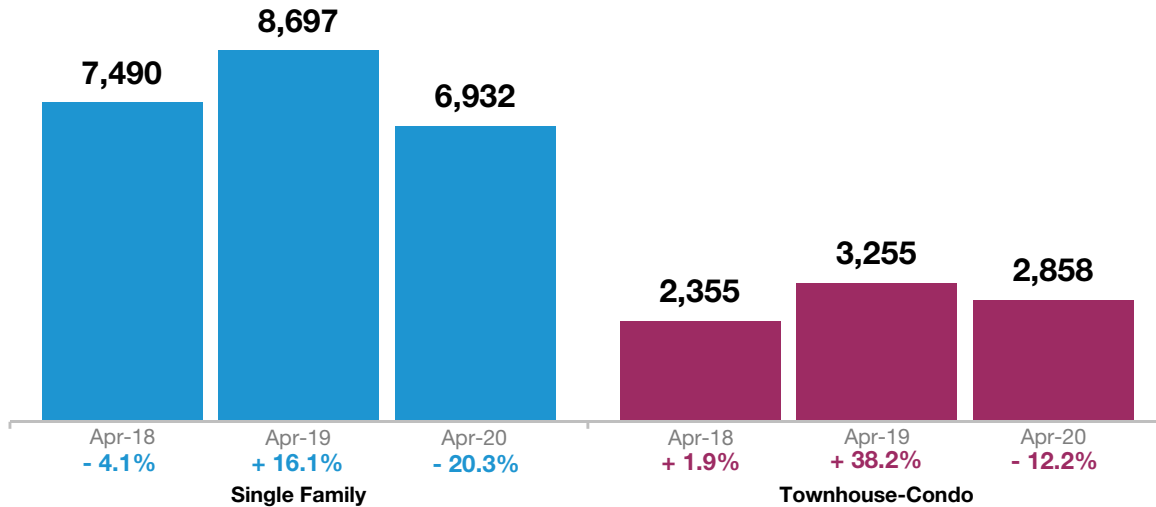
# Inventory of Active Listings

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



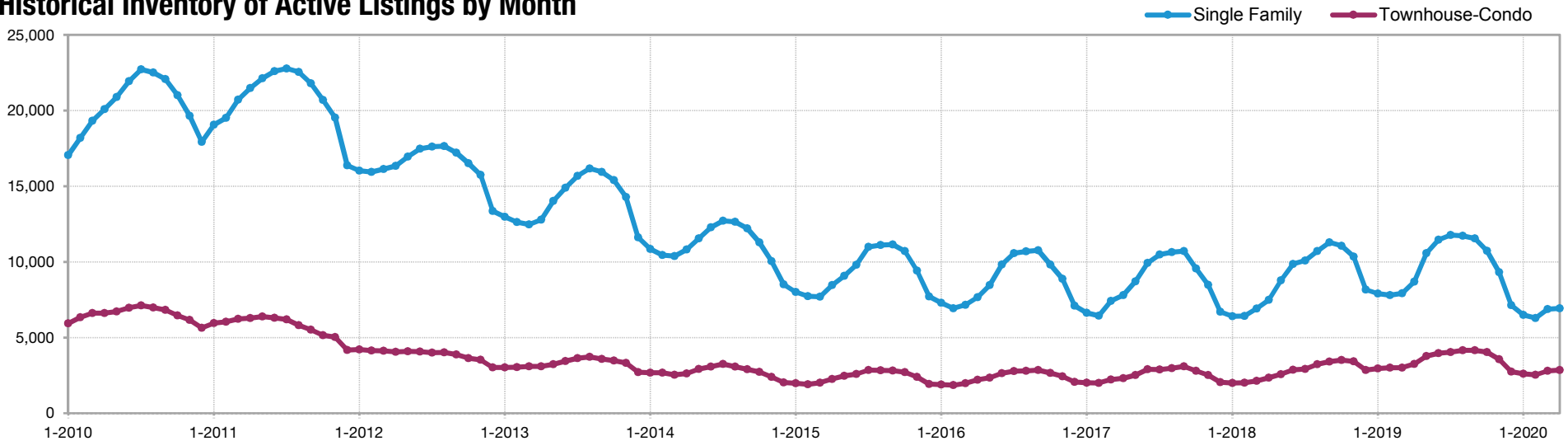
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## April



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	10,568	+20.4%	3,778	+46.5%
Jun-2019	11,461	+16.2%	3,962	+37.8%
Jul-2019	11,769	+16.7%	4,035	+38.3%
Aug-2019	11,724	+9.5%	4,158	+28.1%
Sep-2019	11,550	+2.3%	4,163	+22.3%
Oct-2019	10,731	-3.0%	4,040	+15.0%
Nov-2019	9,316	-10.0%	3,566	+3.8%
Dec-2019	7,138	-12.7%	2,742	-3.9%
Jan-2020	6,503	-17.8%	2,603	-12.0%
Feb-2020	6,290	-19.3%	2,543	-15.6%
Mar-2020	6,877	-13.2%	2,808	-6.7%
<b>Apr-2020</b>	<b>6,932</b>	<b>-20.3%</b>	<b>2,858</b>	<b>-12.2%</b>

## Historical Inventory of Active Listings by Month



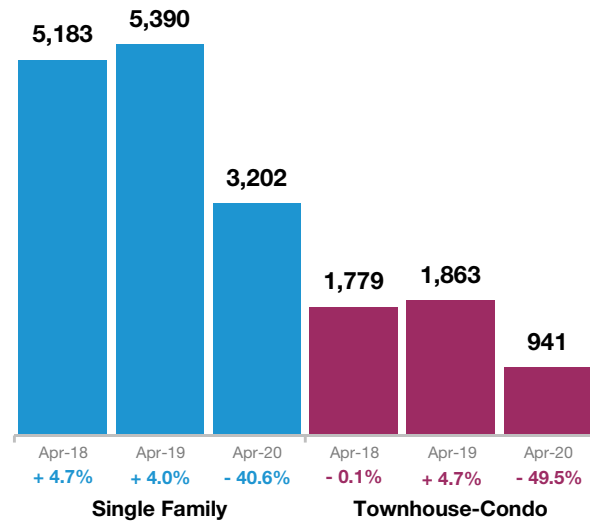
# Under Contract

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

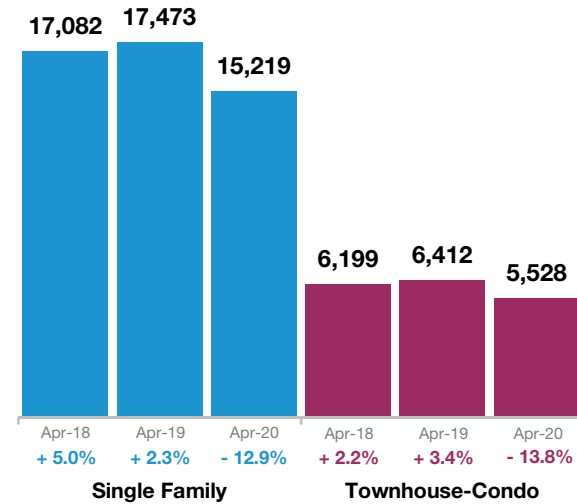


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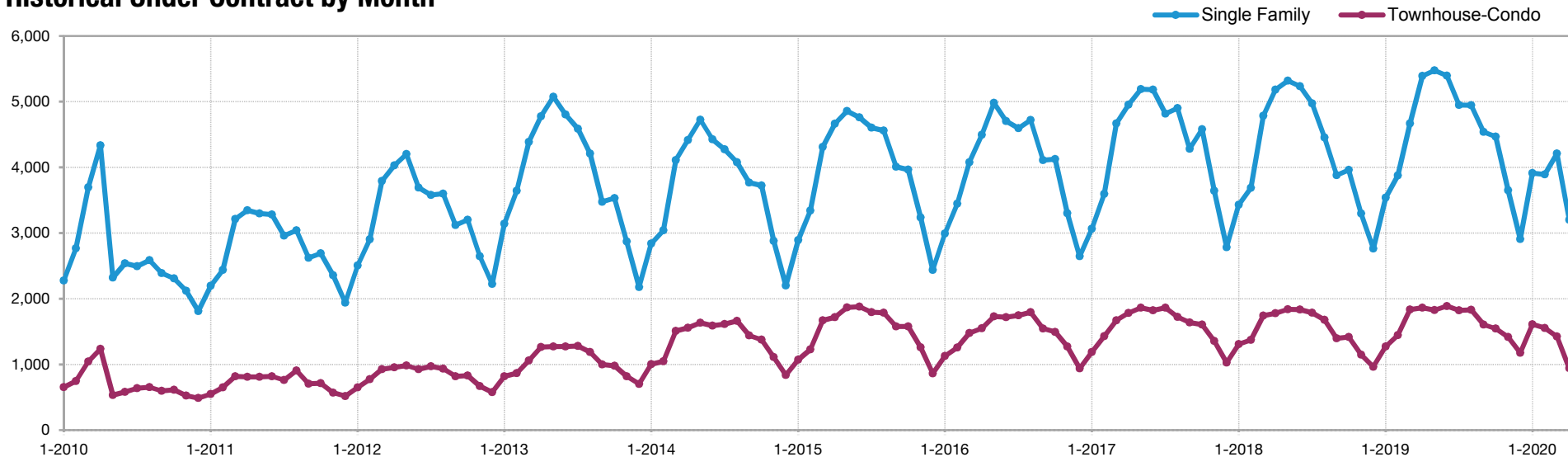


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	5,476	+2.9%	1,827	-0.5%
Jun-2019	5,395	+3.1%	1,888	+3.0%
Jul-2019	4,947	-0.5%	1,824	+2.2%
Aug-2019	4,946	+11.1%	1,829	+9.0%
Sep-2019	4,539	+17.0%	1,607	+15.0%
Oct-2019	4,467	+12.8%	1,543	+8.8%
Nov-2019	3,652	+10.7%	1,416	+23.3%
Dec-2019	2,906	+5.3%	1,174	+21.8%
Jan-2020	3,913	+10.6%	1,608	+26.6%
Feb-2020	3,893	+0.4%	1,553	+7.6%
Mar-2020	4,211	-9.8%	1,426	-22.3%
<b>Apr-2020</b>	<b>3,202</b>	<b>-40.6%</b>	<b>941</b>	<b>-49.5%</b>

## Historical Under Contract by Month



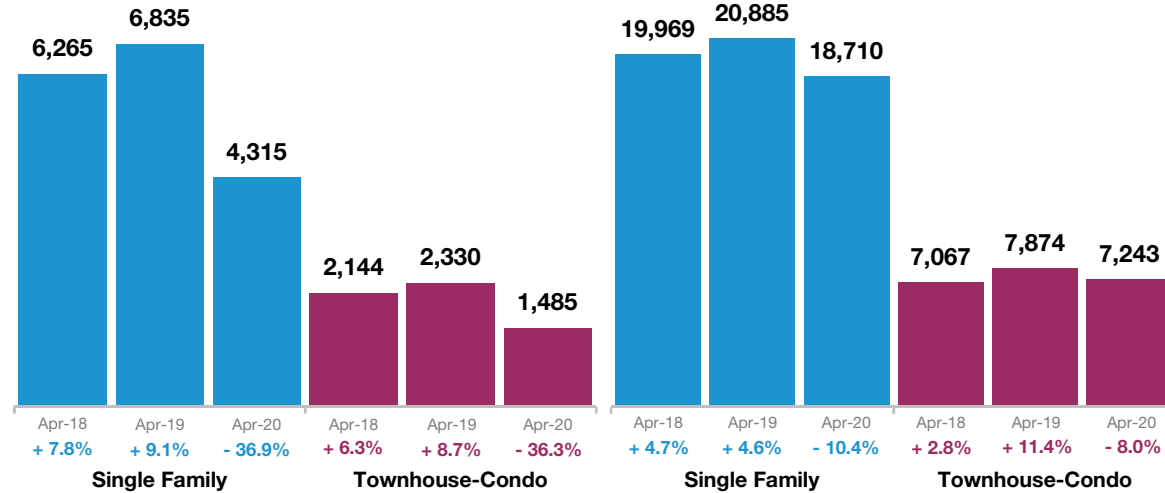
# New Listings

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

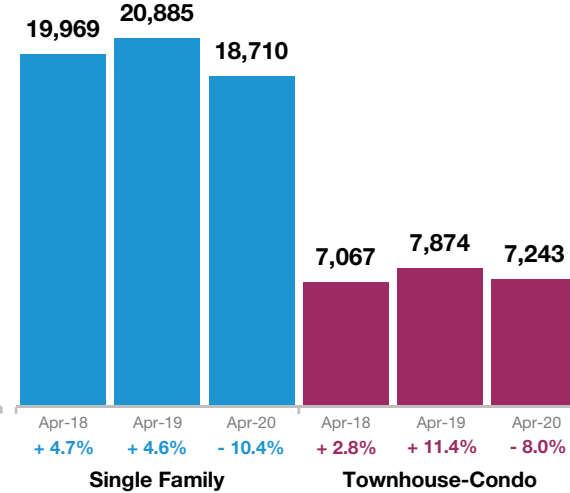


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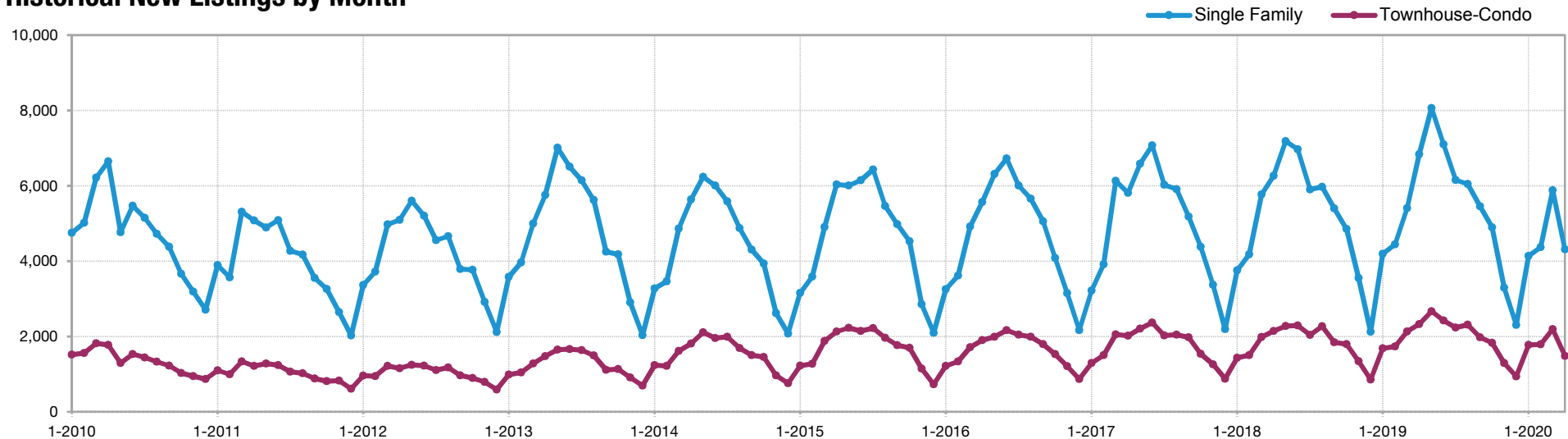


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	8,065	+12.3%	2,671	+17.2%
Jun-2019	7,099	+1.9%	2,422	+5.7%
Jul-2019	6,153	+4.2%	2,237	+9.5%
Aug-2019	6,047	+1.3%	2,316	+2.0%
Sep-2019	5,453	+1.0%	1,977	+7.2%
Oct-2019	4,898	+0.9%	1,831	+1.9%
Nov-2019	3,294	-7.3%	1,294	-3.6%
Dec-2019	2,307	+8.5%	940	+9.6%
Jan-2020	4,139	-1.3%	1,777	+5.5%
Feb-2020	4,372	-1.7%	1,790	+3.3%
Mar-2020	5,884	+8.8%	2,191	+3.0%
<b>Apr-2020</b>	<b>4,315</b>	<b>-36.9%</b>	<b>1,485</b>	<b>-36.3%</b>

## Historical New Listings by Month



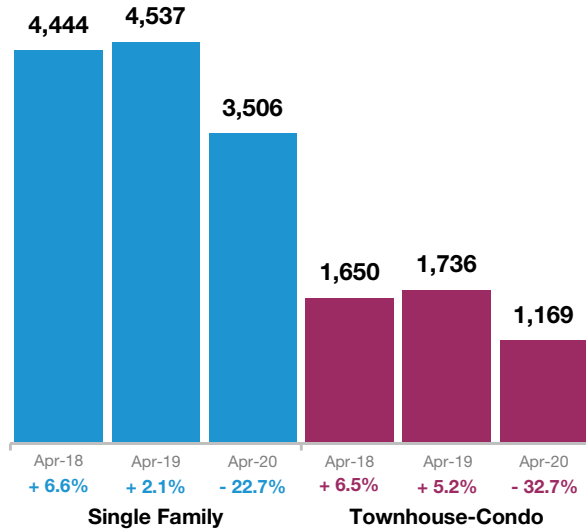
# Sold Listings

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

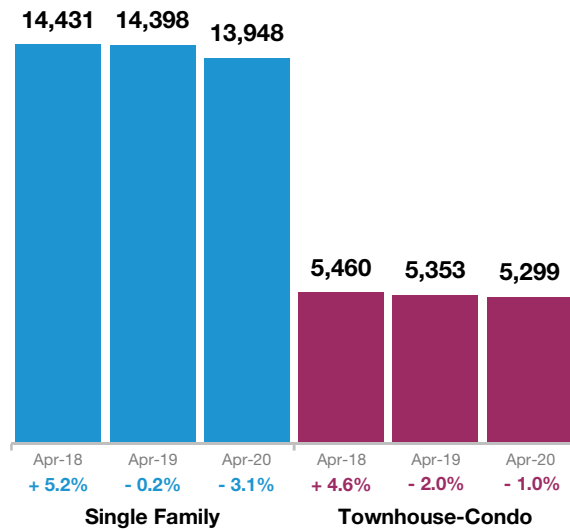


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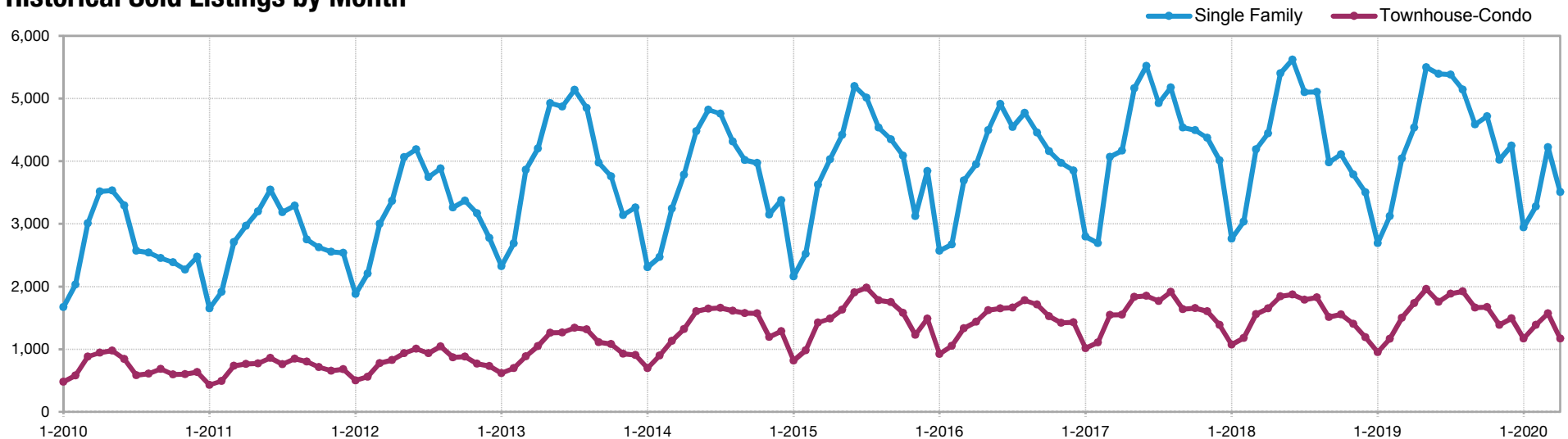


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	5,498	+1.8%	1,961	+6.4%
Jun-2019	5,392	-4.1%	1,755	-6.3%
Jul-2019	5,383	+5.5%	1,884	+5.4%
Aug-2019	5,143	+0.8%	1,922	+5.2%
Sep-2019	4,585	+15.2%	1,663	+9.8%
Oct-2019	4,715	+14.8%	1,674	+7.6%
Nov-2019	4,023	+6.1%	1,389	-1.1%
Dec-2019	4,246	+21.2%	1,491	+25.1%
Jan-2020	2,944	+9.3%	1,172	+23.2%
Feb-2020	3,277	+4.9%	1,387	+19.0%
Mar-2020	4,221	+4.4%	1,571	+4.7%
<b>Apr-2020</b>	<b>3,506</b>	<b>-22.7%</b>	<b>1,169</b>	<b>-32.7%</b>

## Historical Sold Listings by Month



# Days on Market Until Sale

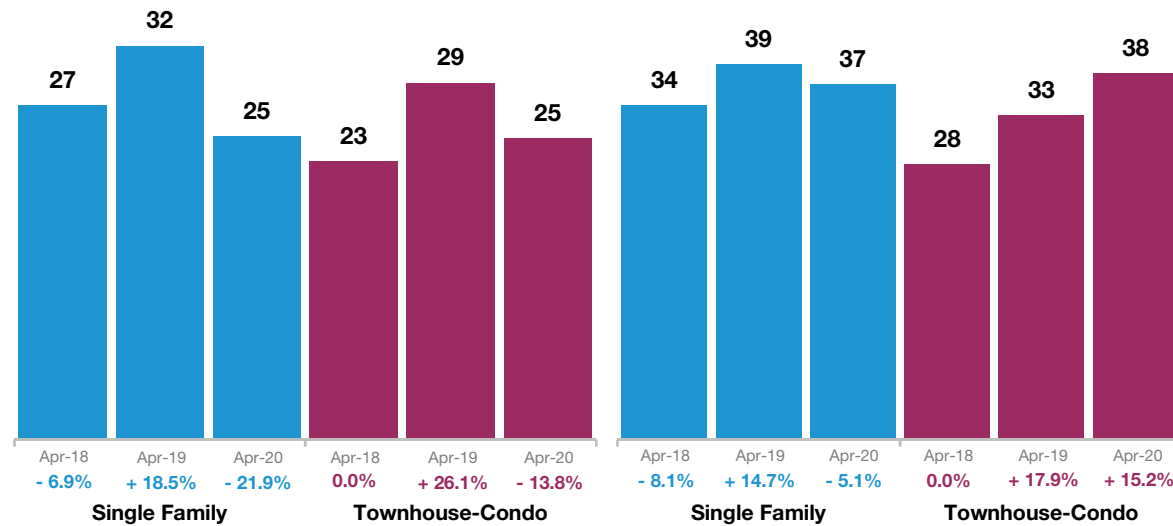
Average number of days between when a property is listed and when an offer is accepted in a given month.



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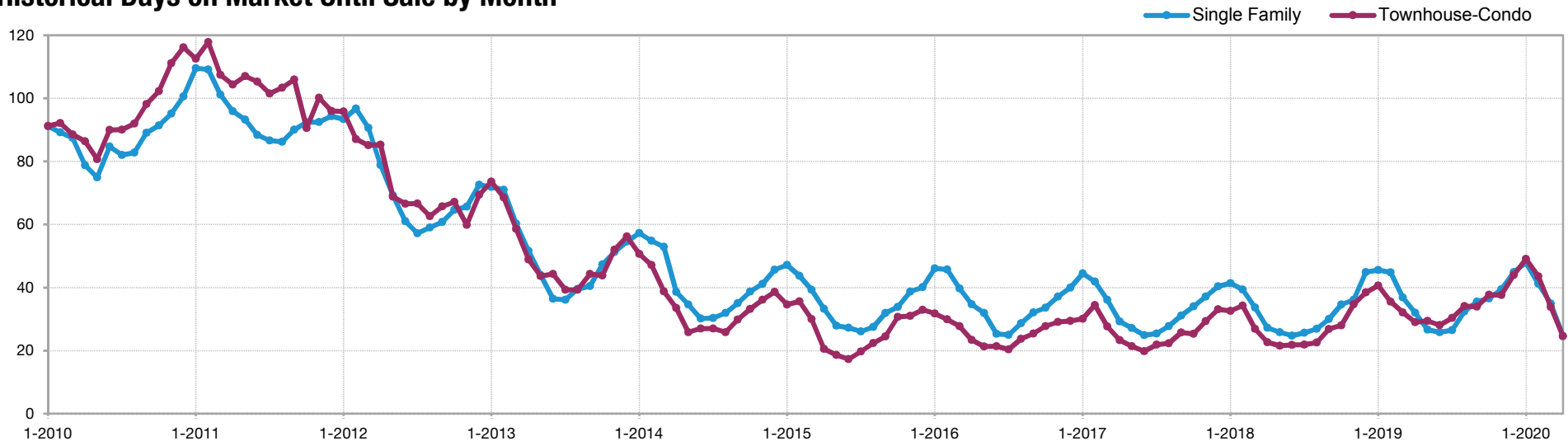
## April

## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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%
Mar-2020	35	-5.4%	34	+6.3%
<b>Apr-2020</b>	<b>25</b>	<b>-21.9%</b>	<b>25</b>	<b>-13.8%</b>

## Historical Days on Market Until Sale by Month





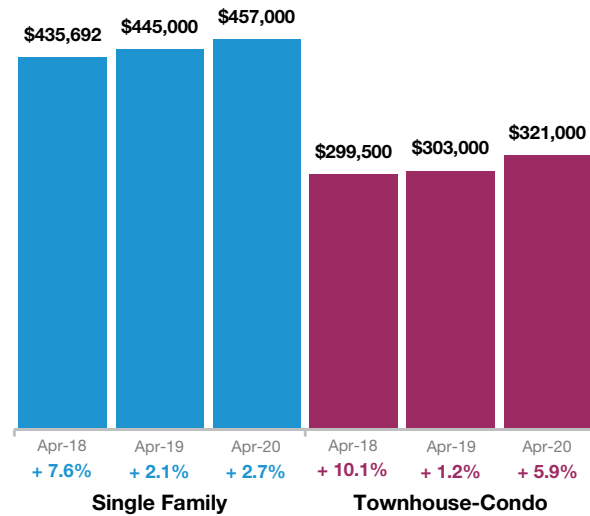
# Median Sales Price

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

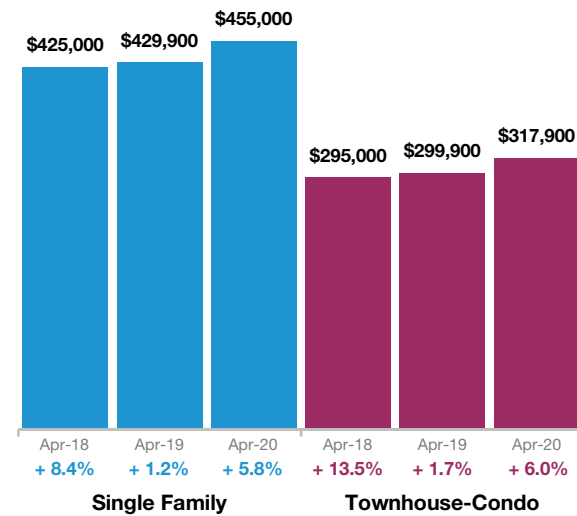


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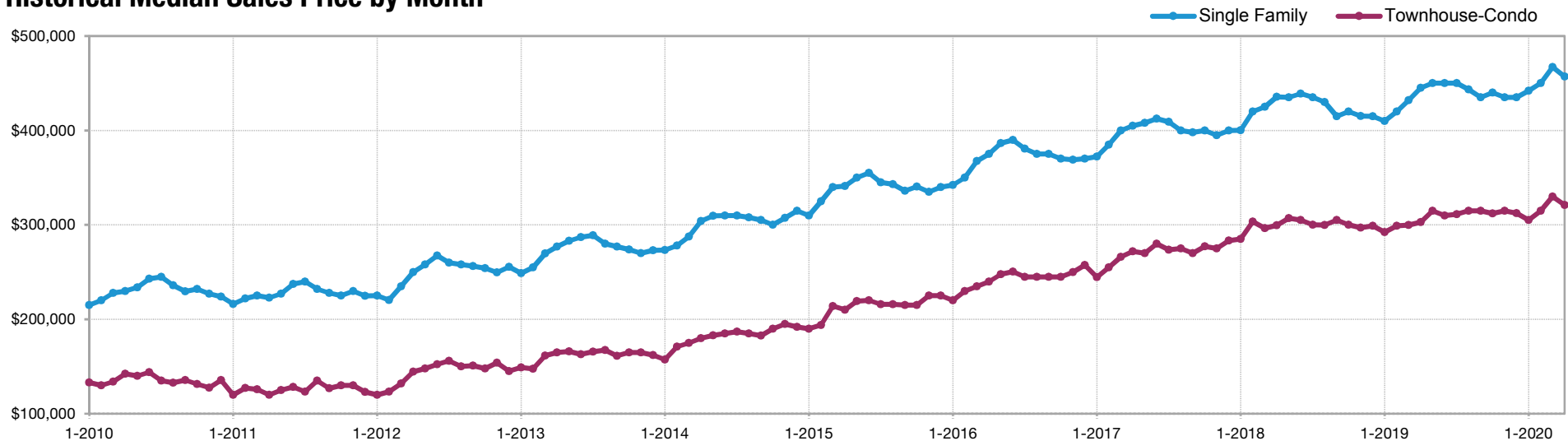


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$443,500	+3.1%	\$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	\$435,000	+4.7%	\$315,000	+6.1%
Dec-2019	\$435,000	+4.8%	\$312,500	+4.6%
Jan-2020	\$442,000	+7.8%	\$305,000	+4.4%
Feb-2020	\$450,000	+7.2%	\$315,000	+5.4%
Mar-2020	\$467,000	+8.1%	\$330,000	+10.0%
<b>Apr-2020</b>	<b>\$457,000</b>	<b>+2.7%</b>	<b>\$321,000</b>	<b>+5.9%</b>

## Historical Median Sales Price by Month



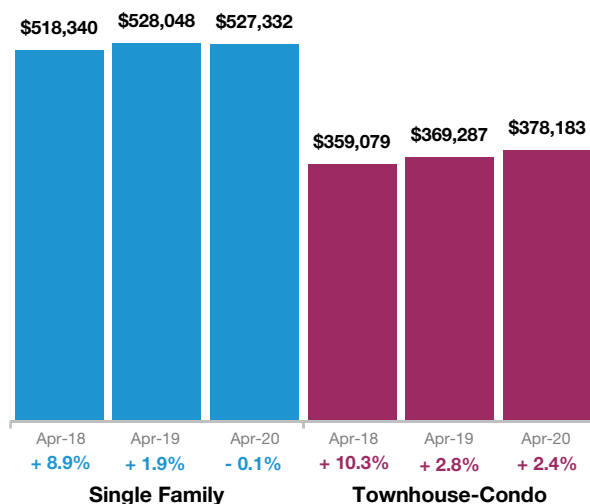
# Average Sales Price

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

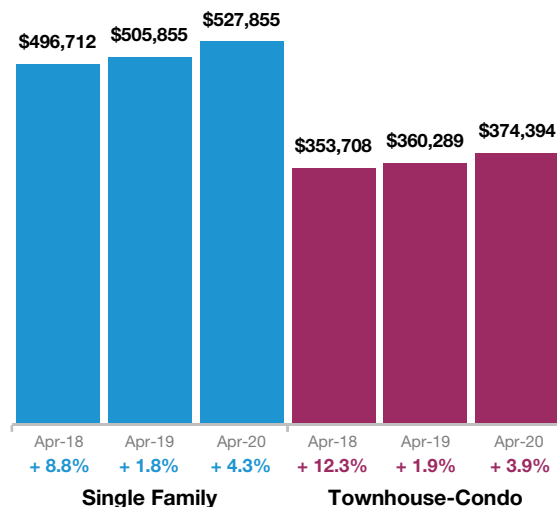


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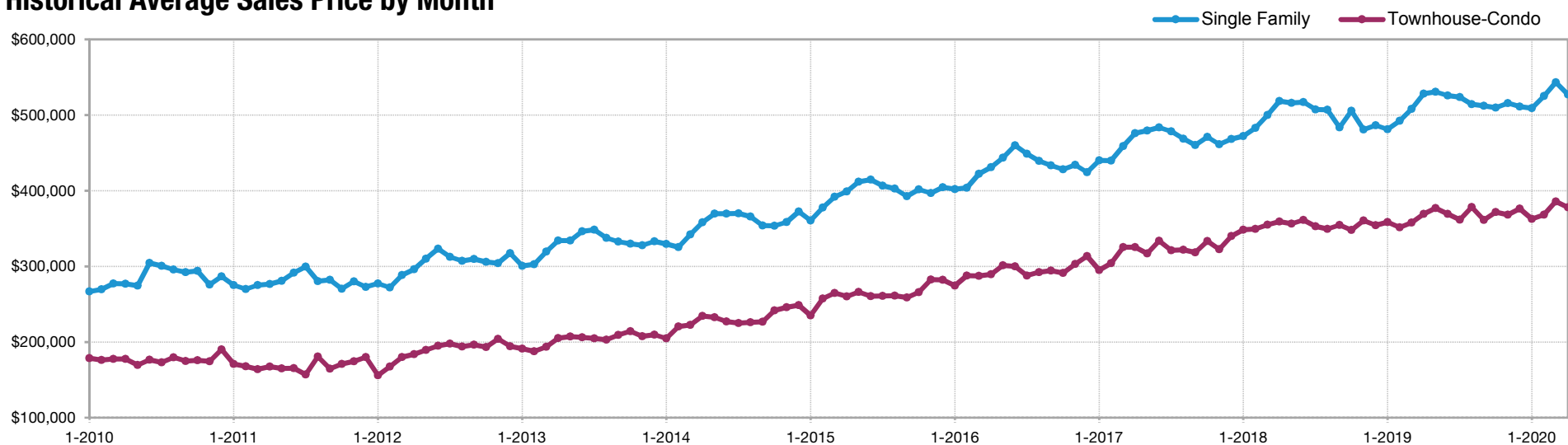


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2019	\$530,594	+2.8%	\$377,032	+5.8%
Jun-2019	\$525,840	+1.7%	\$369,392	+2.2%
Jul-2019	\$523,760	+3.3%	\$361,817	+2.6%
Aug-2019	\$514,442	+1.4%	\$378,341	+8.3%
Sep-2019	\$512,343	+5.9%	\$361,426	+1.9%
Oct-2019	\$509,787	+0.8%	\$371,706	+6.8%
Nov-2019	\$515,570	+7.3%	\$368,175	+2.1%
Dec-2019	\$511,064	+5.0%	\$376,407	+6.3%
Jan-2020	\$509,194	+5.8%	\$362,536	+1.2%
Feb-2020	\$525,242	+6.7%	\$368,304	+4.8%
Mar-2020	\$543,339	+7.0%	\$385,801	+7.8%
<b>Apr-2020</b>	<b>\$527,332</b>	<b>-0.1%</b>	<b>\$378,183</b>	<b>+2.4%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

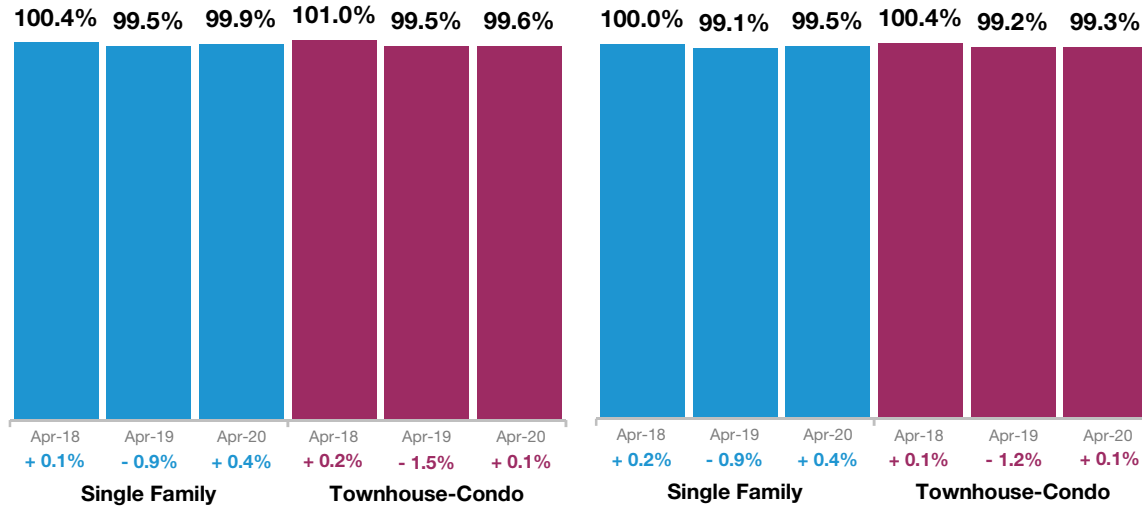
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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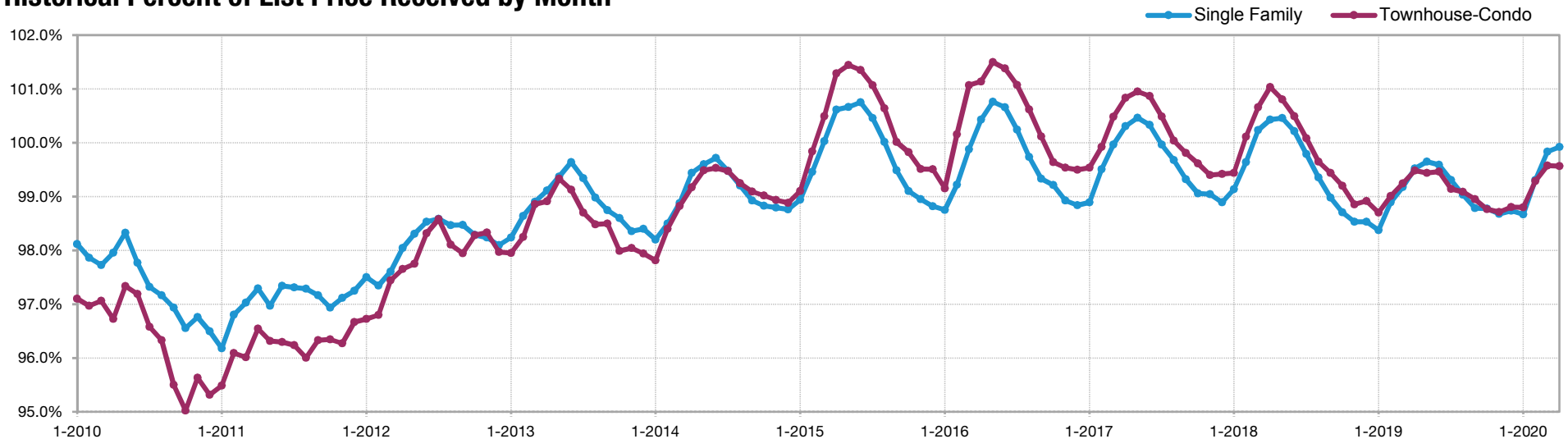
## April

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-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%
Feb-2020	99.3%	+0.4%	99.3%	+0.3%
Mar-2020	99.8%	+0.6%	99.6%	+0.4%
<b>Apr-2020</b>	<b>99.9%</b>	<b>+0.4%</b>	<b>99.6%</b>	<b>+0.1%</b>

## Historical Percent of List Price Received by Month



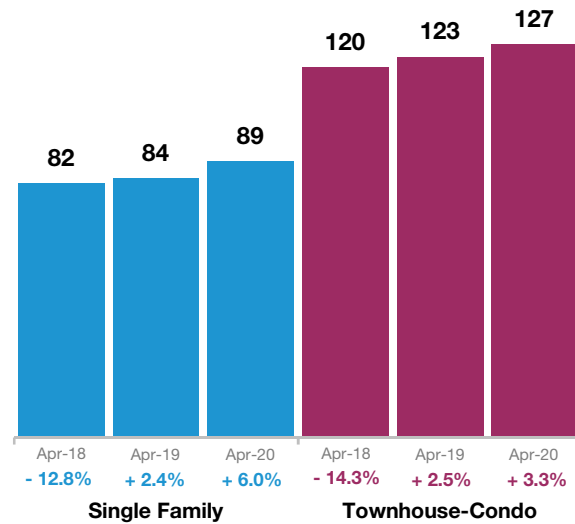
# Housing Affordability Index



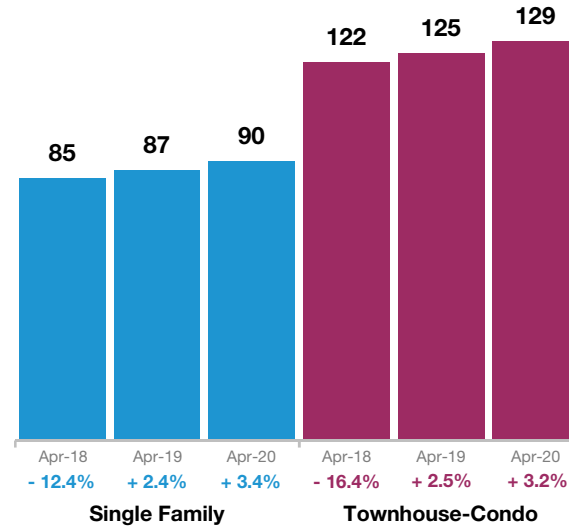
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This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater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

## April

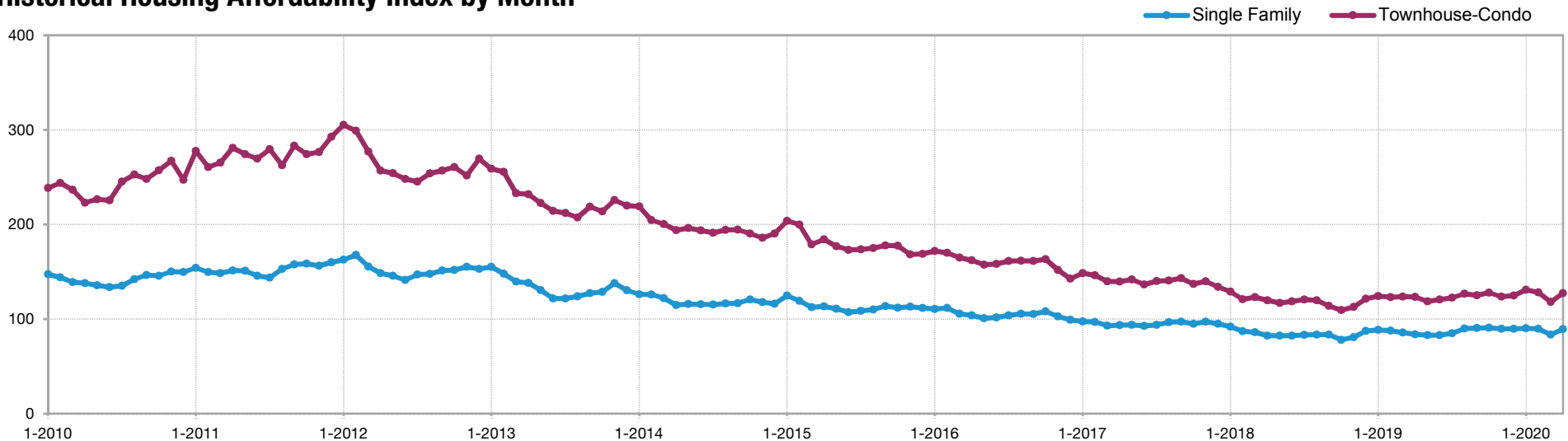


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	125	+3.3%
Jan-2020	90	+1.1%	131	+5.6%
Feb-2020	90	+2.3%	128	+4.1%
Mar-2020	83	-3.5%	118	-4.8%
<b>Apr-2020</b>	<b>89</b>	<b>+6.0%</b>	<b>127</b>	<b>+3.3%</b>

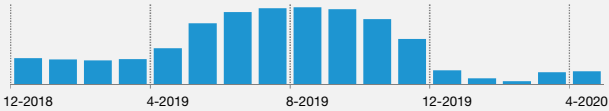
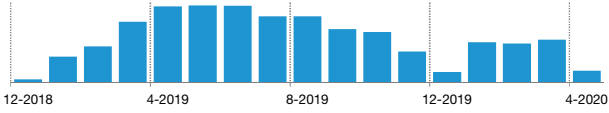
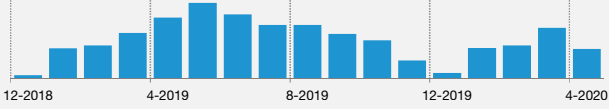
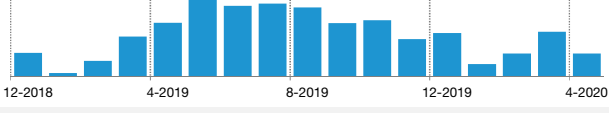
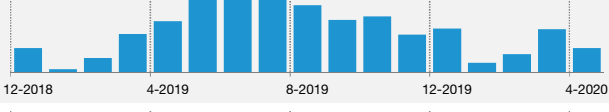
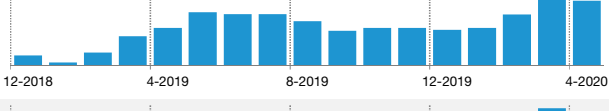
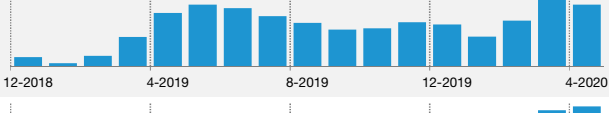
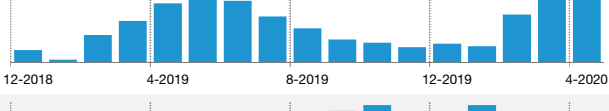
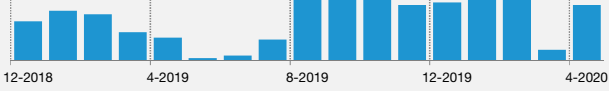
## Historical Housing Affordability Index by Month



# Total Market Overview



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

Key Metrics	Historical Sparkbars	4-2019	4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		12,037	9,853	- 18.1%	--	--	--
Under Contract		7,258	4,146	- 42.9%	23,911	20,767	- 13.1%
New Listings		9,173	5,809	- 36.7%	28,799	26,003	- 9.7%
Sold Listings		6,276	4,677	- 25.5%	19,774	19,264	- 2.6%
Days on Market		31	25	- 19.4%	37	37	0.0%
Median Sales Price		\$410,000	\$430,000	+ 4.9%	\$400,000	\$425,000	+ 6.3%
Average Sales Price		\$483,949	\$489,875	+ 1.2%	\$465,985	\$485,309	+ 4.1%
Pct. of List Price Received		99.5%	99.8%	+ 0.3%	99.1%	99.4%	+ 0.3%
Affordability Index		91	95	+ 4.4%	93	96	+ 3.2%

# Sold Listings

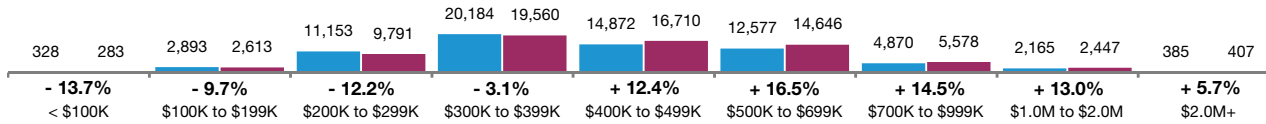
Actual sales that have closed in a given month.



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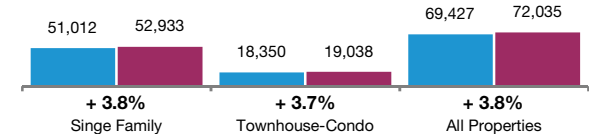
## By Price Range – All Properties – Rolling 12 Months

■ 4-2019 ■ 4-2020



## By Property Type

■ 4-2019 ■ 4-2020



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	223	215	-3.6%	68	36	-47.1%
\$100,000 to \$199,999	741	618	-16.6%	2,140	1,981	-7.4%
\$200,000 to \$299,999	4,287	3,309	-22.8%	6,861	6,477	-5.6%
\$300,000 to \$399,999	15,719	14,508	-7.7%	4,456	5,041	+13.1%
\$400,000 to \$499,999	12,705	14,383	+13.2%	2,165	2,325	+7.4%
\$500,000 to \$699,999	10,944	12,659	+15.7%	1,633	1,987	+21.7%
\$700,000 to \$999,999	4,101	4,742	+15.6%	769	836	+8.7%
\$1,000,000 to \$1,999,999	1,939	2,127	+9.7%	226	320	+41.6%
\$2,000,000 and Above	353	372	+5.4%	32	35	+9.4%
<b>All Price Ranges</b>	<b>51,012</b>	<b>52,933</b>	<b>+3.8%</b>	<b>18,350</b>	<b>19,038</b>	<b>+3.7%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
	15	19	+26.7%	2	5	+150.0%
	44	37	-15.9%	154	98	-36.4%
	217	171	-21.2%	476	371	-22.1%
	955	804	-15.8%	444	343	-22.7%
	1,192	1,036	-13.1%	207	144	-30.4%
	1,158	925	-20.1%	176	132	-25.0%
	419	358	-14.6%	79	57	-27.8%
	180	140	-22.2%	32	17	-46.9%
	41	16	-61.0%	1	2	+100.0%
<b>All Price Ranges</b>	<b>4,221</b>	<b>3,506</b>	<b>-16.9%</b>	<b>1,571</b>	<b>1,169</b>	<b>-25.6%</b>

### Year to Date

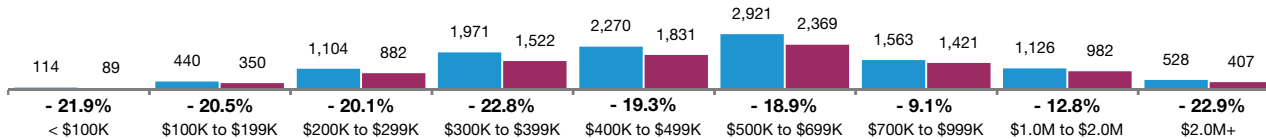
	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
	71	59	-16.9%	16	8	-50.0%
	195	165	-15.4%	639	543	-15.0%
	1,155	795	-31.2%	2,030	1,739	-14.3%
	4,419	3,404	-23.0%	1,263	1,436	+13.7%
	3,690	3,953	+7.1%	616	664	+7.8%
	3,126	3,623	+15.9%	469	566	+20.7%
	1,070	1,282	+19.8%	231	249	+7.8%
	559	572	+2.3%	79	86	+8.9%
	113	95	-15.9%	10	8	-20.0%
<b>All Price Ranges</b>	<b>14,398</b>	<b>13,948</b>	<b>-3.1%</b>	<b>5,353</b>	<b>5,299</b>	<b>-1.0%</b>

# Inventory of Active Listings

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

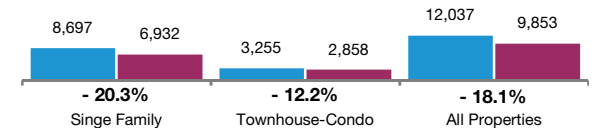
## By Price Range – All Properties

■ 4-2019 ■ 4-2020



## By Property Type

■ 4-2019 ■ 4-2020



### Year over Year

By Price Range	Single Family			Condo		
	4-2019	4-2020	Change	4-2019	4-2020	Change
\$99,999 and Below	71	62	-12.7%	7	7	0.0%
\$100,000 to \$199,999	188	135	-28.2%	229	190	-17.0%
\$200,000 to \$299,999	416	288	-30.8%	674	588	-12.8%
\$300,000 to \$399,999	1,237	872	-29.5%	728	642	-11.8%
\$400,000 to \$499,999	1,752	1,368	-21.9%	515	461	-10.5%
\$500,000 to \$699,999	2,324	1,854	-20.2%	595	513	-13.8%
\$700,000 to \$999,999	1,250	1,134	-9.3%	313	287	-8.3%
\$1,000,000 to \$1,999,999	973	846	-13.1%	153	136	-11.1%
\$2,000,000 and Above	486	373	-23.3%	41	34	-17.1%
<b>All Price Ranges</b>	<b>8,697</b>	<b>6,932</b>	<b>-20.3%</b>	<b>3,255</b>	<b>2,858</b>	<b>-12.2%</b>

### Compared to Prior Month

	Single Family			Condo		
	3-2020	4-2020	Change	3-2020	4-2020	Change
	70	62	-11.4%	12	7	-41.7%
	153	135	-11.8%	184	190	+3.3%
	318	288	-9.4%	575	588	+2.3%
	886	872	-1.6%	607	642	+5.8%
	1,283	1,368	+6.6%	467	461	-1.3%
	1,742	1,854	+6.4%	481	513	+6.7%
	1,136	1,134	-0.2%	296	287	-3.0%
	878	846	-3.6%	145	136	-6.2%
	411	373	-9.2%	41	34	-17.1%
<b>All Price Ranges</b>	<b>6,877</b>	<b>6,932</b>	<b>+0.8%</b>	<b>2,808</b>	<b>2,858</b>	<b>+1.8%</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.