

# Monthly Indicators



## October 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 7.5 percent for single family homes and 22.2 percent for townhouse-condo properties. Under Contracts increased 18.6 percent for single family homes and 32.6 percent for townhouse-condo properties.

The Median Sales Price was up 13.6 percent to \$499,900 for single family homes and 10.9 percent to \$345,000 for townhouse-condo properties. Days on Market decreased 24.3 percent for single family homes and 21.1 percent for townhouse-condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

## Activity Snapshot

**- 52.6%**    **+ 25.7%**    **+ 13.4%**

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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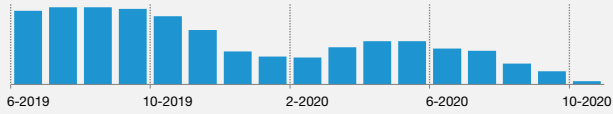
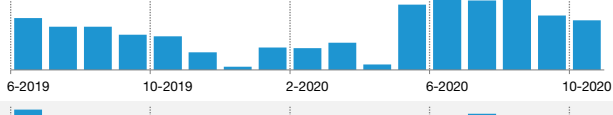
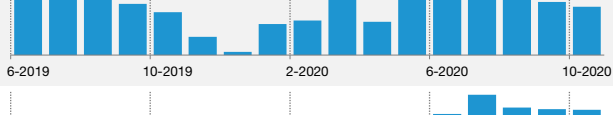
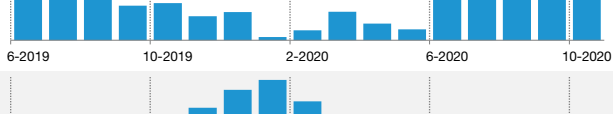
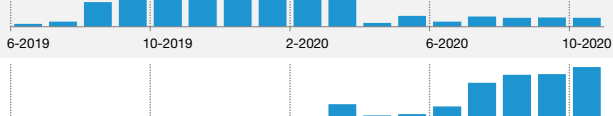
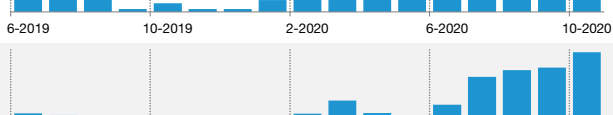
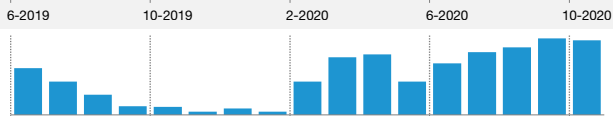
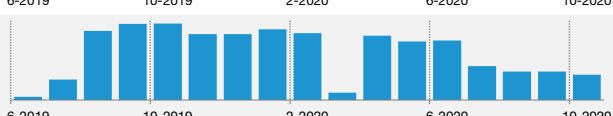

All residential real estate activity in the MLS of REcolorado® composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		10,970	4,576	- 58.3%	--	--	--
Under Contract		4,462	5,291	+ 18.6%	47,244	51,232	+ 8.4%
New Listings		4,898	5,266	+ 7.5%	58,635	55,657	- 5.1%
Sold Listings		4,716	5,961	+ 26.4%	45,124	48,065	+ 6.5%
Days on Market		37	28	- 24.3%	33	30	- 9.1%
Median Sales Price		\$440,000	\$499,900	+ 13.6%	\$440,000	\$475,000	+ 8.0%
Average Sales Price		\$509,795	\$609,465	+ 19.6%	\$515,501	\$560,020	+ 8.6%
Pct. of List Price Received		98.8%	100.2%	+ 1.4%	99.2%	99.8%	+ 0.6%
Affordability Index		91	85	- 6.6%	91	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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
Active Listings		4,181	2,580	- 38.3%	--	--	--
Under Contract		1,528	2,026	+ 32.6%	16,898	18,345	+ 8.6%
New Listings		1,835	2,243	+ 22.2%	21,334	21,521	+ 0.9%
Sold Listings		1,674	2,073	+ 23.8%	16,212	17,090	+ 5.4%
Days on Market		38	30	- 21.1%	32	32	0.0%
Median Sales Price		\$311,200	\$345,000	+ 10.9%	\$308,000	\$328,000	+ 6.5%
Average Sales Price		\$371,479	\$408,447	+ 10.0%	\$366,865	\$385,835	+ 5.2%
Pct. of List Price Received		98.8%	99.6%	+ 0.8%	99.2%	99.5%	+ 0.3%
Affordability Index		128	124	- 3.1%	130	130	0.0%

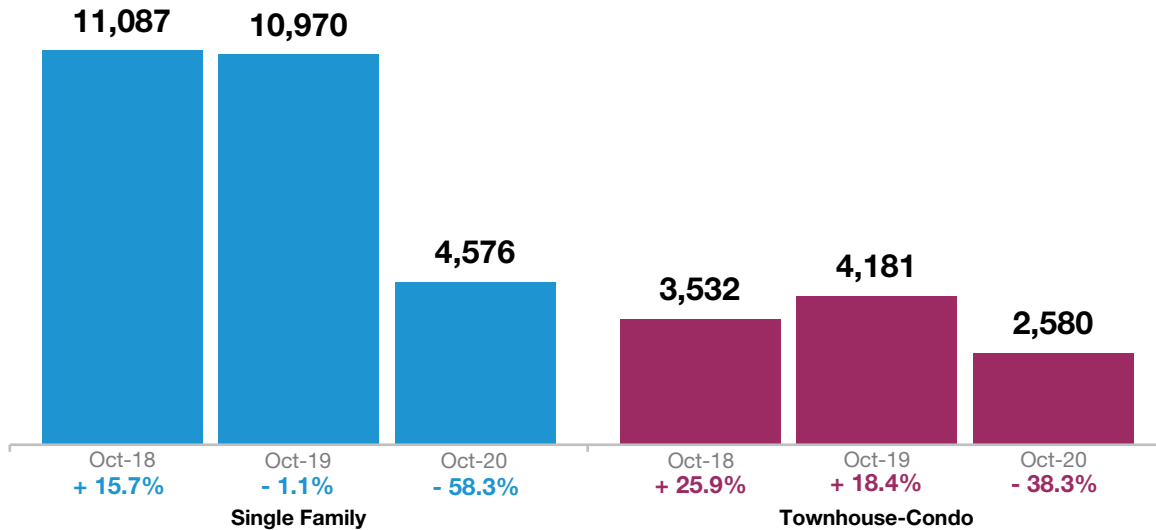
# Inventory of Active Listings

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



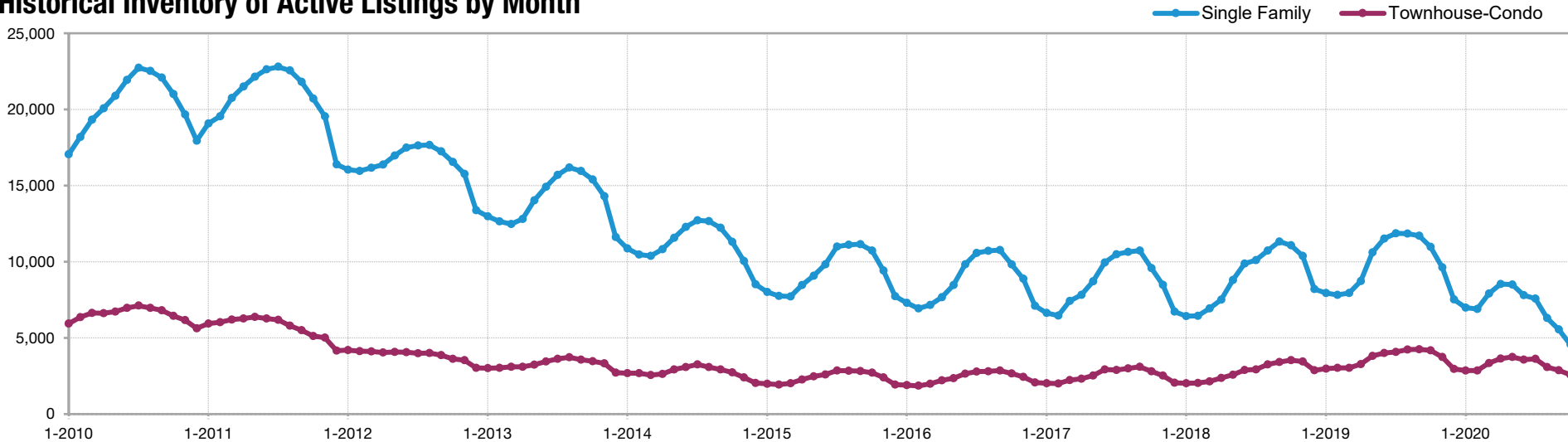
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## October



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	9,626	-7.2%	3,737	+8.3%
Dec-2019	7,519	-8.3%	2,951	+2.9%
Jan-2020	6,988	-12.0%	2,855	-4.0%
Feb-2020	6,904	-11.8%	2,858	-5.6%
Mar-2020	7,912	-0.5%	3,335	+10.1%
Apr-2020	8,528	-2.3%	3,643	+11.1%
May-2020	8,501	-19.9%	3,738	-1.9%
Jun-2020	7,802	-32.3%	3,569	-10.9%
Jul-2020	7,571	-36.1%	3,617	-11.4%
Aug-2020	6,305	-46.8%	3,084	-27.0%
Sep-2020	5,550	-52.6%	2,864	-32.6%
<b>Oct-2020</b>	<b>4,576</b>	<b>-58.3%</b>	<b>2,580</b>	<b>-38.3%</b>

## Historical Inventory of Active Listings by Month



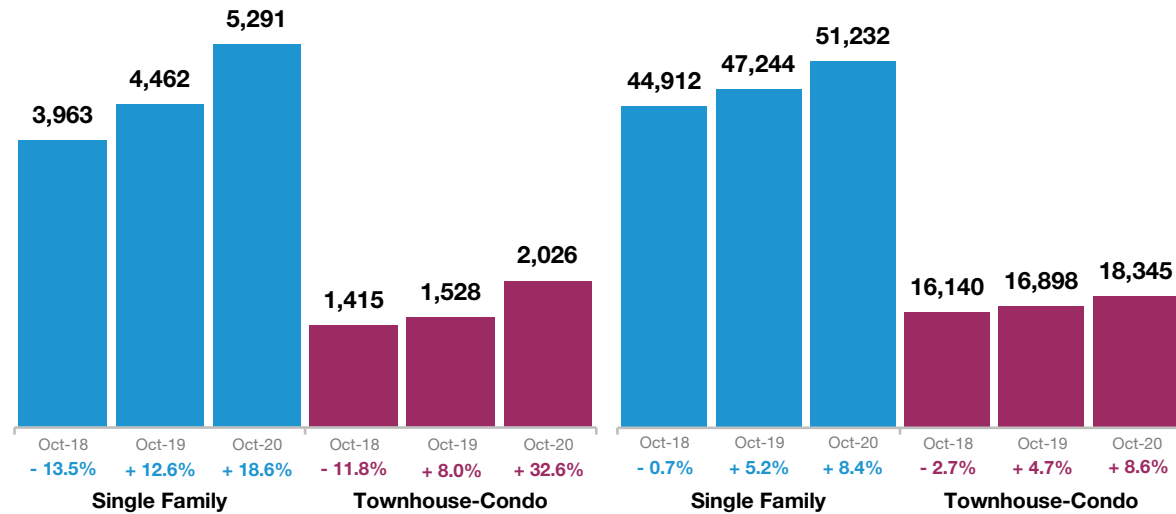
# Under Contract

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

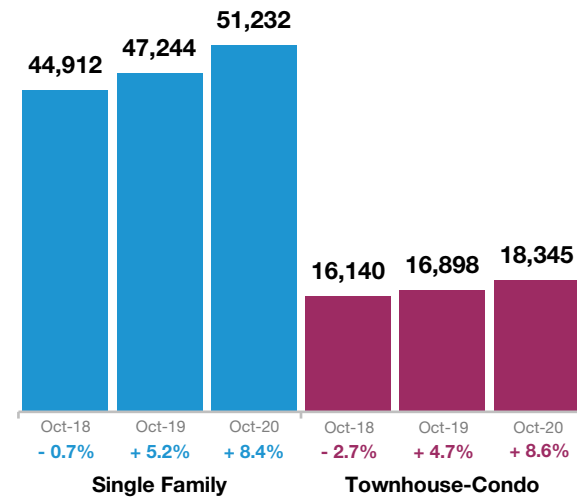


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## October

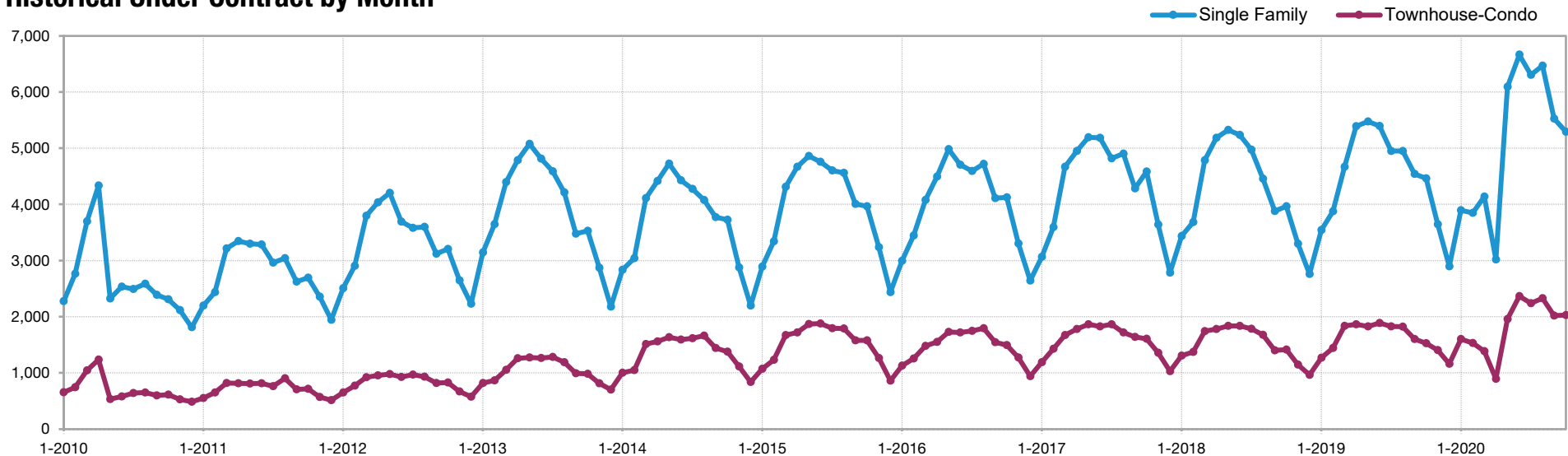


## Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	3,645	+10.5%	1,406	+22.7%
Dec-2019	2,896	+4.9%	1,161	+20.4%
Jan-2020	3,891	+9.9%	1,600	+26.1%
Feb-2020	3,846	-0.8%	1,529	+6.0%
Mar-2020	4,139	-11.4%	1,387	-24.4%
Apr-2020	3,015	-44.1%	895	-51.9%
May-2020	6,092	+11.3%	1,957	+7.1%
Jun-2020	6,662	+23.5%	2,365	+25.3%
Jul-2020	6,304	+27.4%	2,238	+22.7%
Aug-2020	6,465	+30.6%	2,328	+27.7%
Sep-2020	5,527	+21.7%	2,020	+26.2%
<b>Oct-2020</b>	<b>5,291</b>	<b>+18.6%</b>	<b>2,026</b>	<b>+32.6%</b>

## Historical Under Contract by Month



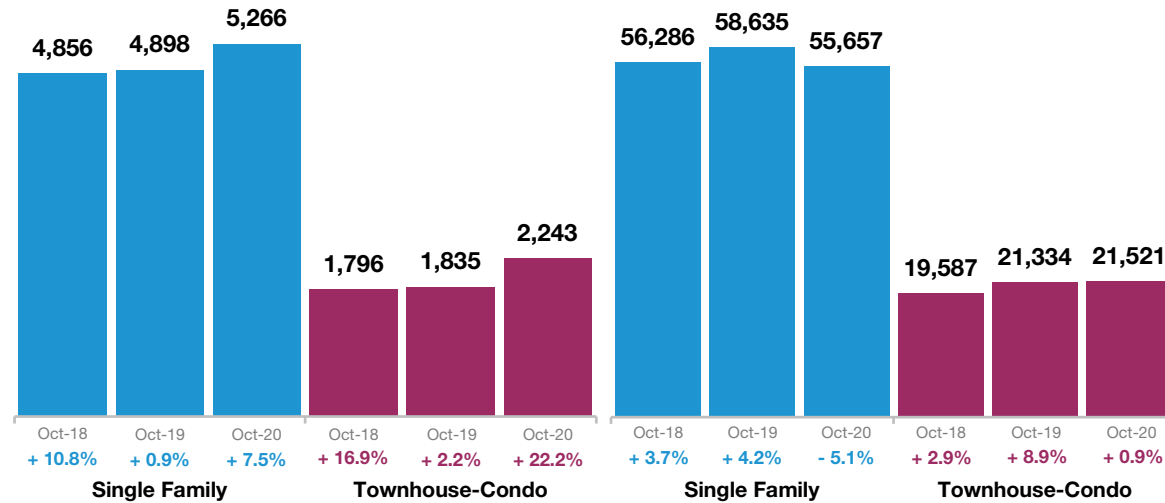
# New Listings

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



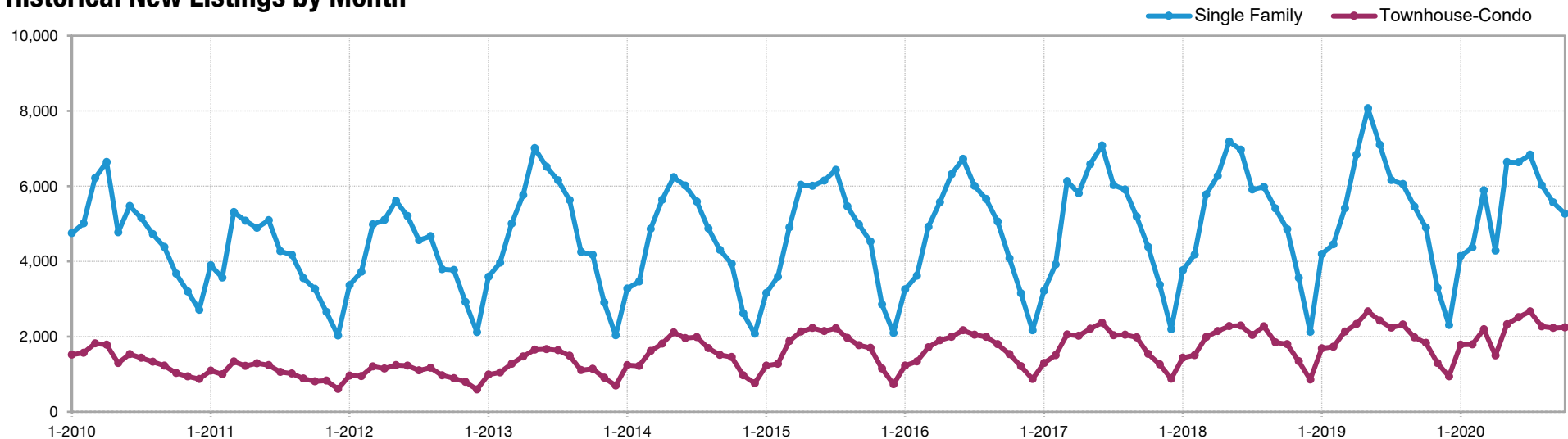
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## October



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	3,294	-7.4%	1,296	-3.6%
Dec-2019	2,308	+8.5%	943	+9.9%
Jan-2020	4,139	-1.3%	1,782	+5.8%
Feb-2020	4,370	-1.8%	1,793	+3.6%
Mar-2020	5,885	+8.7%	2,197	+3.1%
Apr-2020	4,287	-37.3%	1,496	-35.8%
May-2020	6,644	-17.6%	2,325	-13.0%
Jun-2020	6,635	-6.6%	2,513	+3.7%
Jul-2020	6,834	+11.0%	2,670	+19.4%
Aug-2020	6,028	-0.4%	2,273	-1.9%
Sep-2020	5,569	+2.1%	2,229	+12.9%
<b>Oct-2020</b>	<b>5,266</b>	<b>+7.5%</b>	<b>2,243</b>	<b>+22.2%</b>

## Historical New Listings by Month



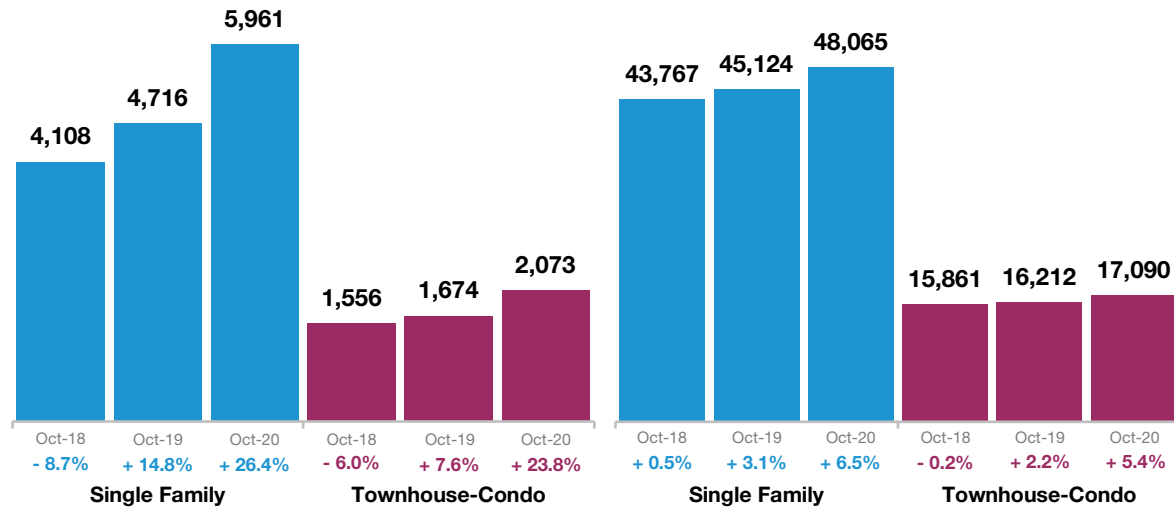
# Sold Listings

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



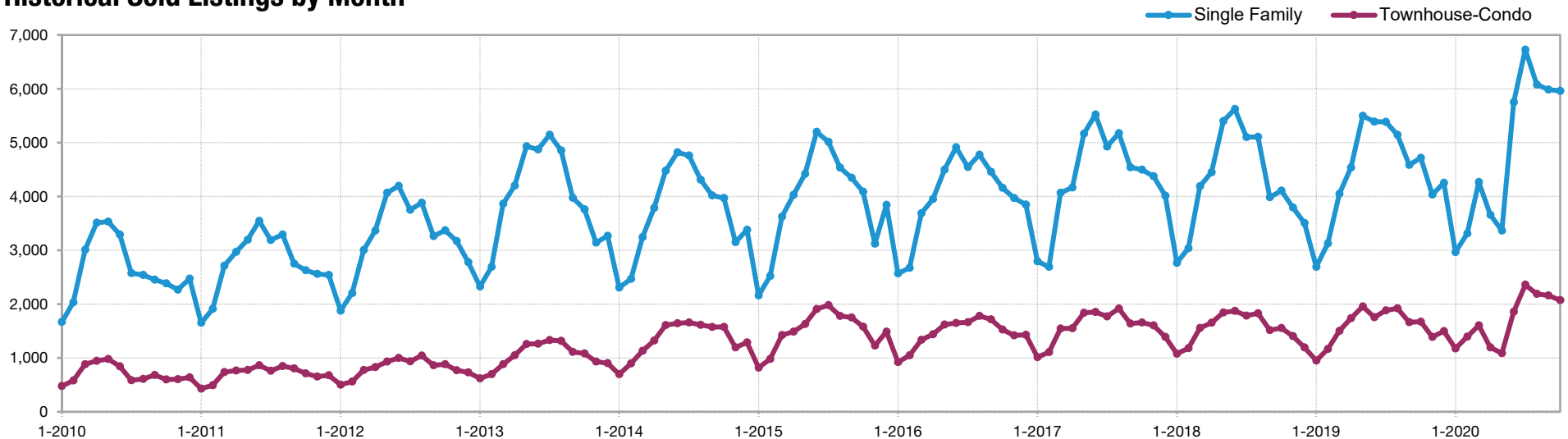
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## October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	4,033	+6.3%	1,391	-0.9%
Dec-2019	4,253	+21.3%	1,498	+25.6%
Jan-2020	2,967	+10.2%	1,174	+23.4%
Feb-2020	3,310	+6.0%	1,392	+19.3%
Mar-2020	4,266	+5.4%	1,602	+6.8%
Apr-2020	3,656	-19.4%	1,196	-31.1%
May-2020	3,364	-38.8%	1,085	-44.6%
Jun-2020	5,749	+6.6%	1,860	+5.9%
Jul-2020	6,728	+24.9%	2,358	+25.2%
Aug-2020	6,080	+18.2%	2,189	+13.8%
Sep-2020	5,984	+30.5%	2,161	+29.9%
<b>Oct-2020</b>	<b>5,961</b>	<b>+26.4%</b>	<b>2,073</b>	<b>+23.8%</b>

## Historical Sold Listings by Month



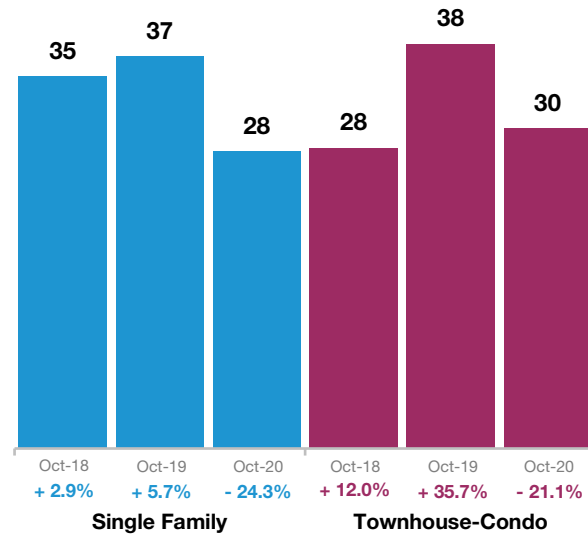
# Days on Market Until Sale

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

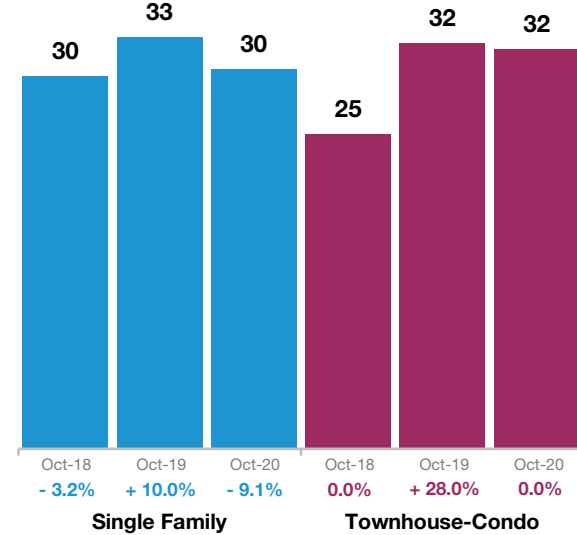


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## October

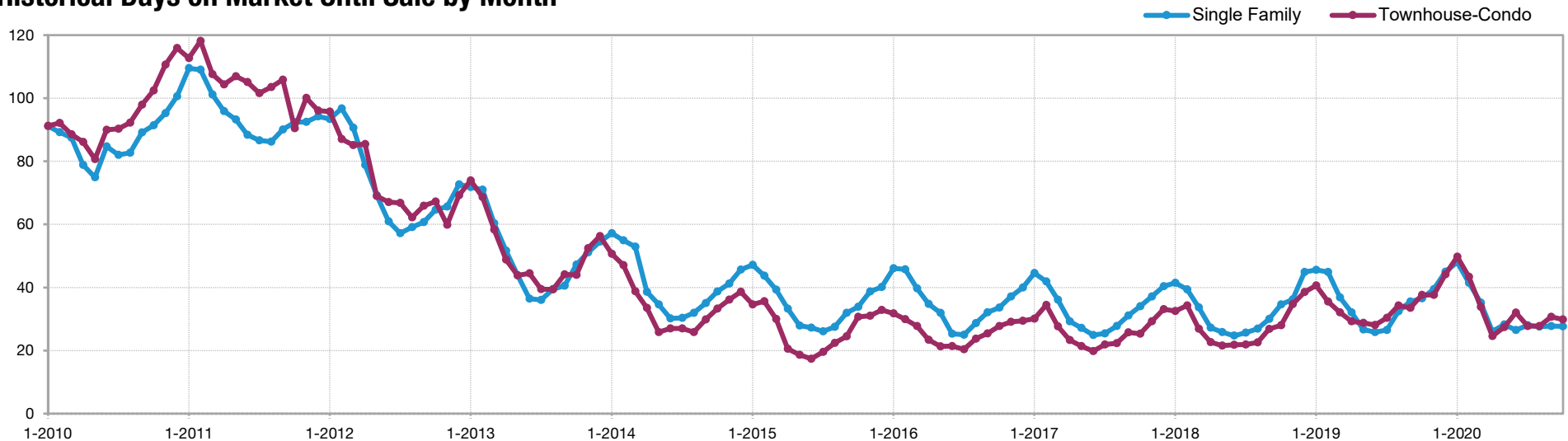


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	39	+8.3%	38	+8.6%
Dec-2019	45	0.0%	44	+12.8%
Jan-2020	48	+4.3%	50	+22.0%
Feb-2020	41	-8.9%	43	+19.4%
Mar-2020	35	-5.4%	34	+6.3%
Apr-2020	26	-18.8%	25	-13.8%
May-2020	28	+3.7%	27	-6.9%
Jun-2020	26	0.0%	32	+14.3%
Jul-2020	28	+3.7%	28	-6.7%
Aug-2020	28	-12.5%	28	-17.6%
Sep-2020	28	-22.2%	31	-6.1%
<b>Oct-2020</b>	<b>28</b>	<b>-24.3%</b>	<b>30</b>	<b>-21.1%</b>

## Historical Days on Market Until Sale by Month





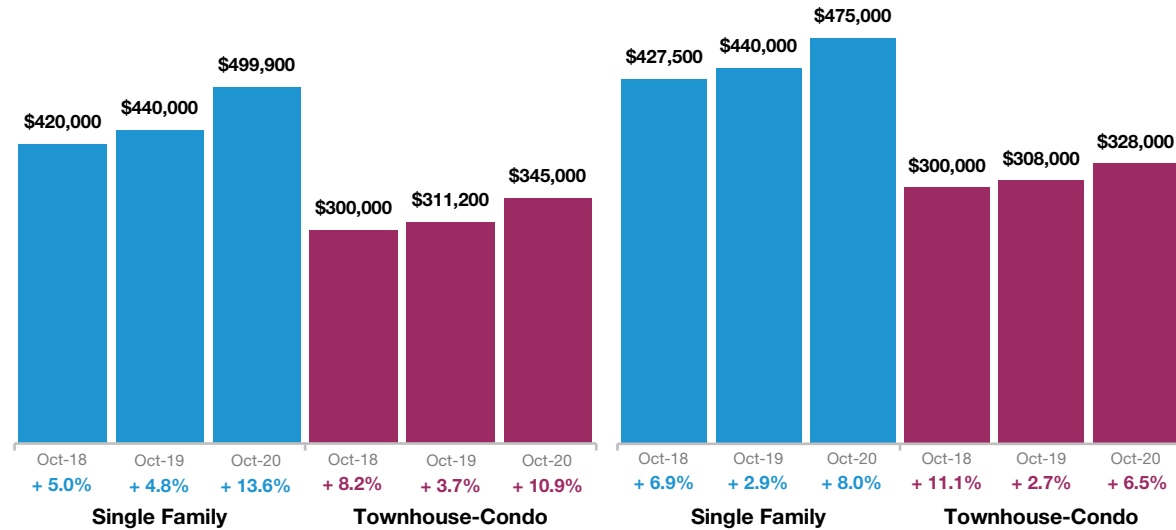
# Median Sales Price

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

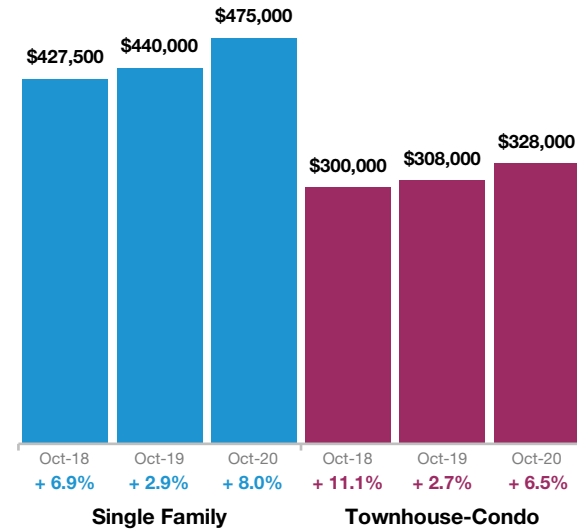


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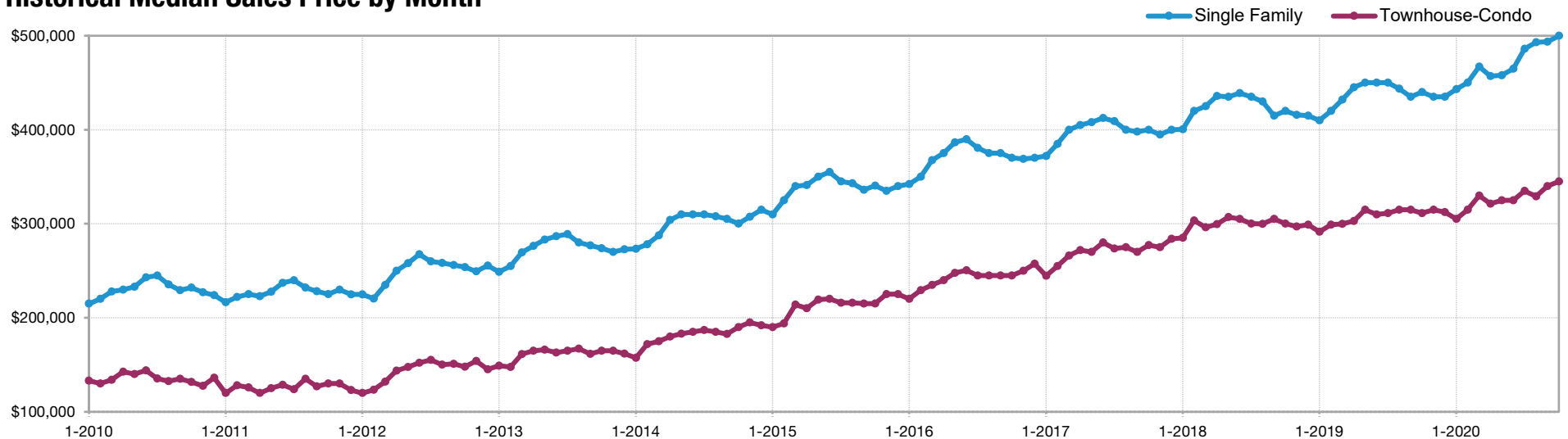


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$435,000	+4.6%	\$315,000	+6.1%
Dec-2019	\$435,000	+4.8%	\$312,380	+4.5%
Jan-2020	\$443,000	+8.0%	\$305,000	+4.6%
Feb-2020	\$450,000	+7.2%	\$314,900	+5.3%
Mar-2020	\$467,000	+8.1%	\$330,000	+10.0%
Apr-2020	\$457,000	+2.7%	\$321,250	+6.0%
May-2020	\$457,950	+1.8%	\$325,000	+3.2%
Jun-2020	\$465,000	+3.3%	\$325,000	+4.8%
Jul-2020	\$486,050	+8.0%	\$334,900	+7.6%
Aug-2020	\$493,000	+11.1%	\$329,000	+4.4%
Sep-2020	\$493,500	+13.4%	\$340,000	+7.9%
<b>Oct-2020</b>	<b>\$499,900</b>	<b>+13.6%</b>	<b>\$345,000</b>	<b>+10.9%</b>

## Historical Median Sales Price by Month



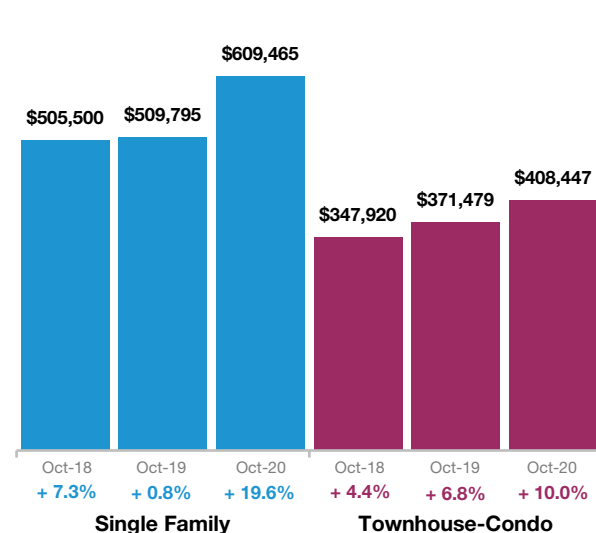
# Average Sales Price

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

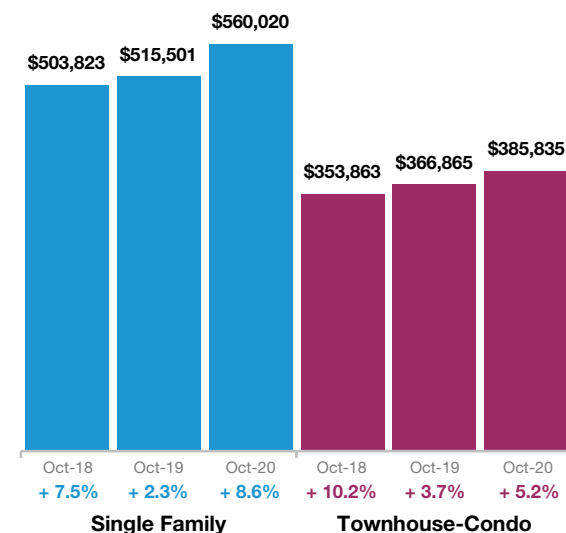


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## October

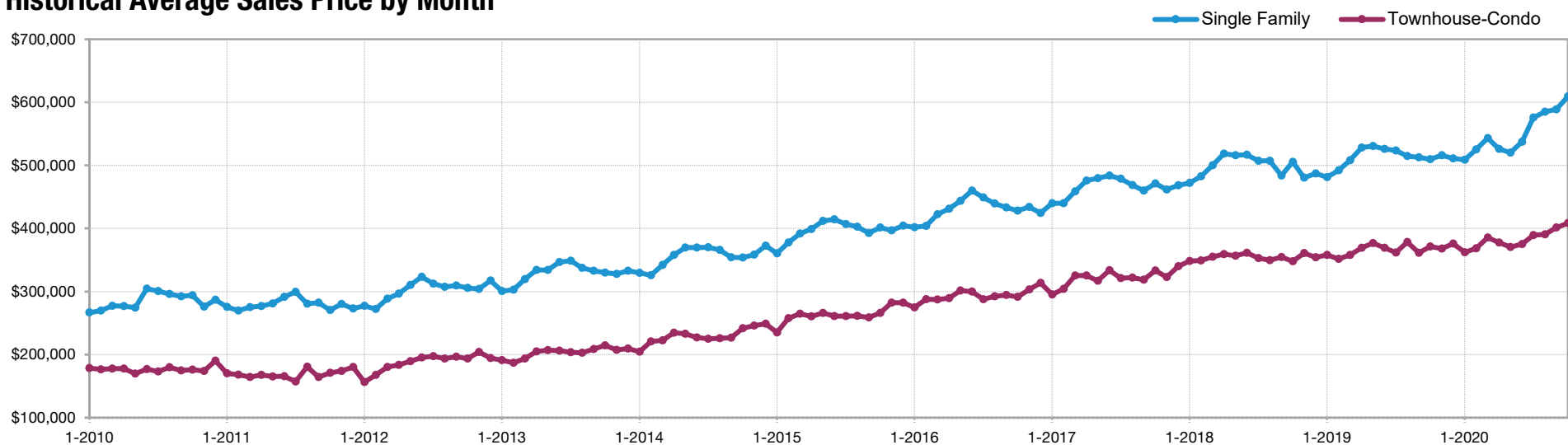


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$515,976	+7.4%	\$368,078	+2.1%
Dec-2019	\$511,034	+4.9%	\$376,054	+6.2%
Jan-2020	\$509,006	+5.8%	\$362,129	+1.1%
Feb-2020	\$525,223	+6.7%	\$368,210	+4.7%
Mar-2020	\$543,320	+7.0%	\$385,705	+7.8%
Apr-2020	\$526,231	-0.3%	\$377,629	+2.3%
May-2020	\$520,100	-2.0%	\$370,571	-1.7%
Jun-2020	\$537,412	+2.2%	\$375,170	+1.6%
Jul-2020	\$575,959	+10.0%	\$389,122	+7.5%
Aug-2020	\$585,118	+13.7%	\$390,423	+3.2%
Sep-2020	\$588,656	+14.8%	\$401,632	+11.2%
<b>Oct-2020</b>	<b>\$609,465</b>	<b>+19.6%</b>	<b>\$408,447</b>	<b>+10.0%</b>

## Historical Average Sales Price by Month



# Percent of List Price Received

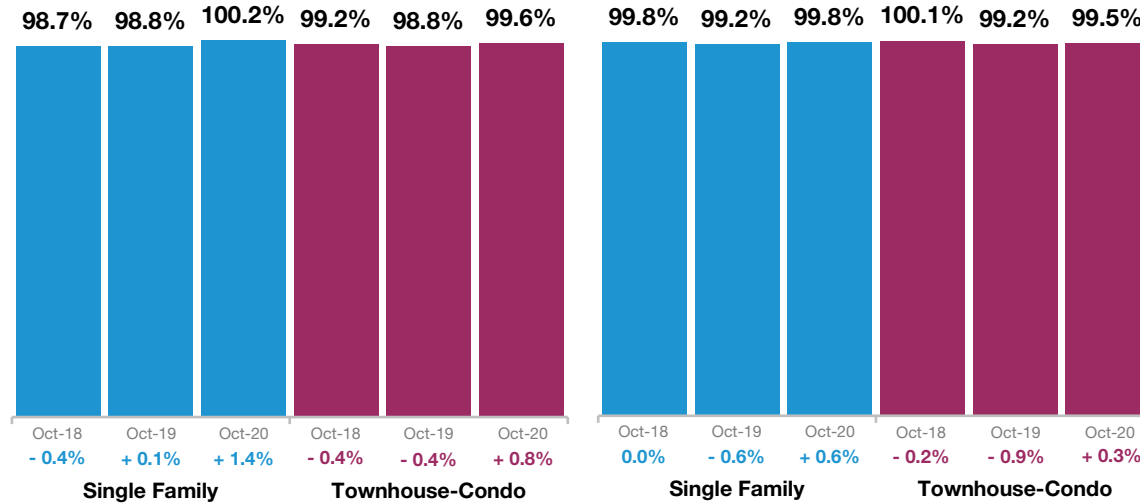
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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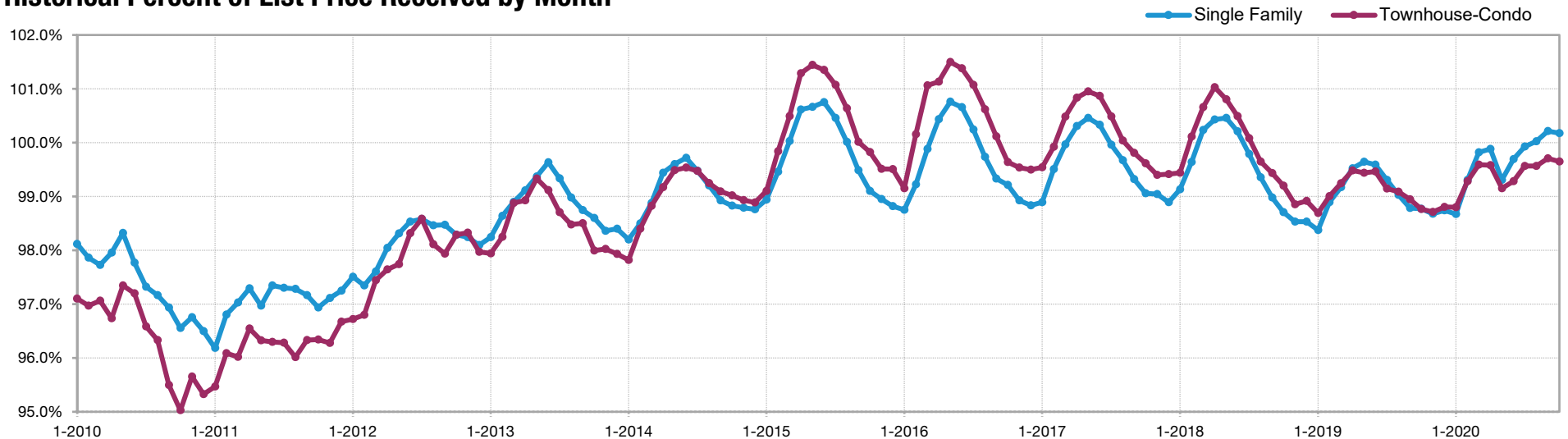
## October

## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Apr-2020	99.9%	+0.4%	99.6%	+0.1%
May-2020	99.3%	-0.3%	99.2%	-0.2%
Jun-2020	99.7%	+0.1%	99.3%	-0.2%
Jul-2020	99.9%	+0.6%	99.6%	+0.5%
Aug-2020	100.0%	+1.0%	99.6%	+0.5%
Sep-2020	100.2%	+1.4%	99.7%	+0.8%
<b>Oct-2020</b>	<b>100.2%</b>	<b>+1.4%</b>	<b>99.6%</b>	<b>+0.8%</b>

## Historical Percent of List Price Received by Month



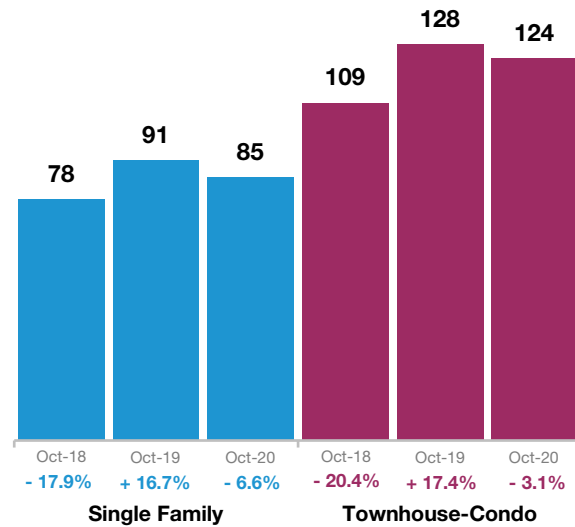
# Housing Affordability Index

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.

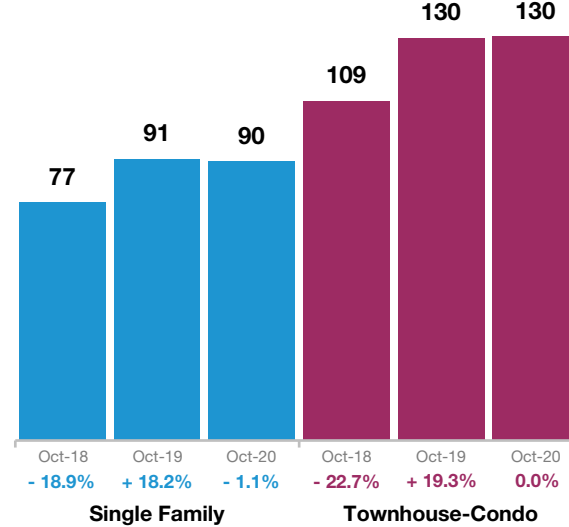


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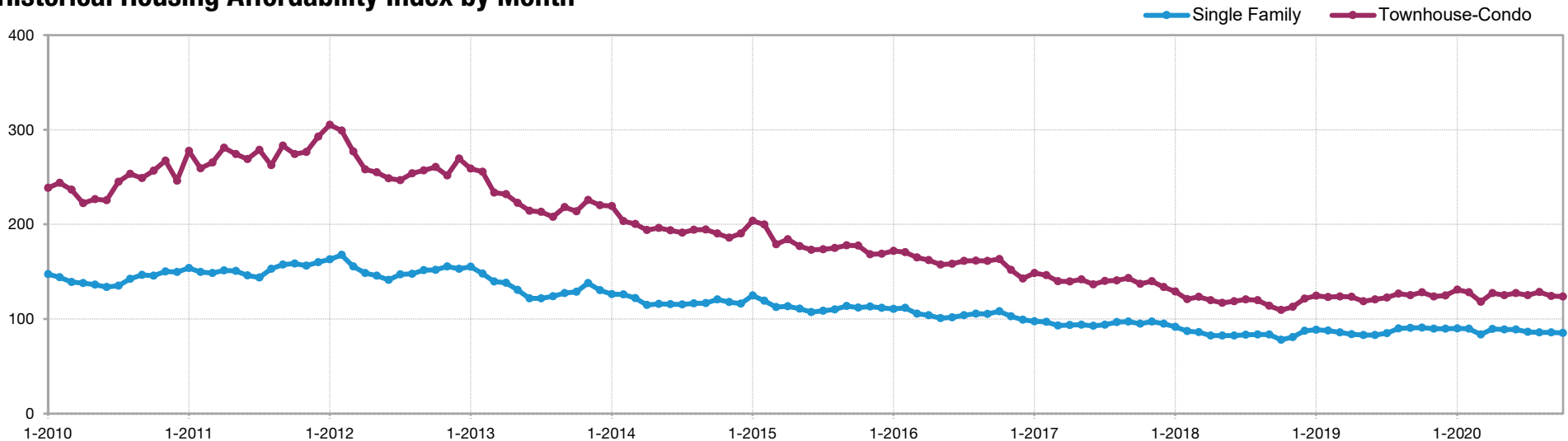


## Year to Date



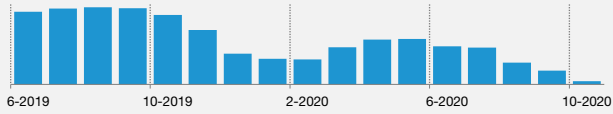
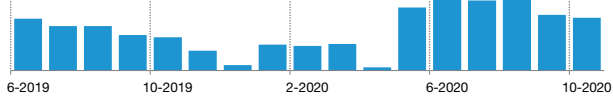
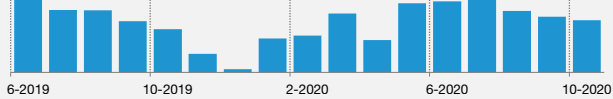
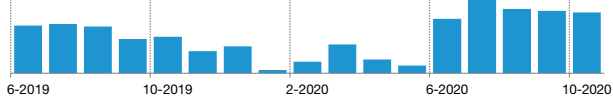
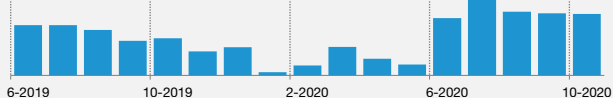
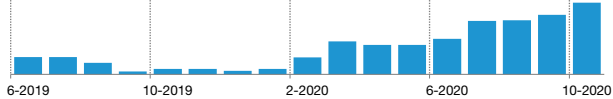
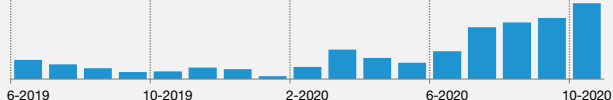
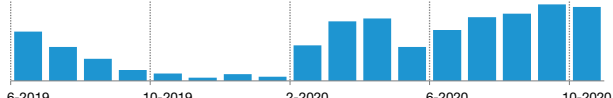

Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	90	+11.1%	124	+9.7%
Dec-2019	90	+3.4%	125	+3.3%
Jan-2020	90	+1.1%	131	+4.8%
Feb-2020	90	+2.3%	128	+4.1%
Mar-2020	83	-3.5%	118	-4.8%
Apr-2020	89	+6.0%	127	+3.3%
May-2020	89	+7.2%	125	+5.0%
Jun-2020	89	+7.2%	127	+5.0%
Jul-2020	86	+1.2%	125	+1.6%
Aug-2020	86	-4.4%	128	+0.8%
Sep-2020	86	-5.5%	124	-0.8%
<b>Oct-2020</b>	<b>85</b>	<b>-6.6%</b>	<b>124</b>	<b>-3.1%</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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>Active Listings</b>		15,211	7,203	- 52.6%	--	--	--
<b>Under Contract</b>		5,996	7,338	+ 22.4%	64,201	69,647	+ 8.5%
<b>New Listings</b>		6,738	7,522	+ 11.6%	80,051	77,284	- 3.5%
<b>Sold Listings</b>		6,404	8,048	+ 25.7%	61,394	65,209	+ 6.2%
<b>Days on Market</b>		37	28	- 24.3%	33	31	- 6.1%
<b>Median Sales Price</b>		\$410,000	\$465,000	+ 13.4%	\$410,000	\$440,000	+ 7.3%
<b>Average Sales Price</b>		\$472,939	\$556,794	+ 17.7%	\$475,895	\$514,045	+ 8.0%
<b>Pct. of List Price Received</b>		98.8%	100.0%	+ 1.2%	99.2%	99.7%	+ 0.5%
<b>Affordability Index</b>		97	92	- 5.2%	97	97	0.0%

# Sold Listings

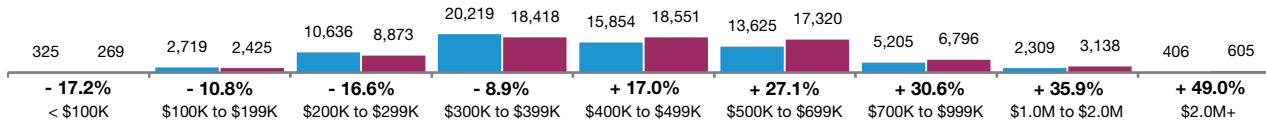
Actual sales that have closed in a given month.



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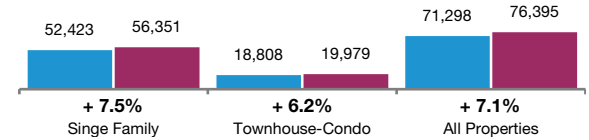
## By Price Range – All Properties – Rolling 12 Months

10-2019 10-2020



## By Property Type

10-2019 10-2020



### Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	232	215	-7.3%	56	26	-53.6%
\$100,000 to \$199,999	651	628	-3.5%	2,053	1,782	-13.2%
\$200,000 to \$299,999	3,823	2,716	-29.0%	6,809	6,151	-9.7%
\$300,000 to \$399,999	15,492	12,715	-17.9%	4,718	5,688	+20.6%
\$400,000 to \$499,999	13,649	15,788	+15.7%	2,203	2,762	+25.4%
\$500,000 to \$699,999	11,784	15,103	+28.2%	1,841	2,217	+20.4%
\$700,000 to \$999,999	4,400	5,827	+32.4%	805	969	+20.4%
\$1,000,000 to \$1,999,999	2,028	2,794	+37.8%	281	344	+22.4%
\$2,000,000 and Above	364	565	+55.2%	42	40	-4.8%
<b>All Price Ranges</b>	<b>52,423</b>	<b>56,351</b>	<b>+7.5%</b>	<b>18,808</b>	<b>19,979</b>	<b>+6.2%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
	21	21	0.0%	0	1	--
	50	68	+36.0%	168	160	-4.8%
	206	235	+14.1%	599	552	-7.8%
	1,145	1,037	-9.4%	629	574	-8.7%
	1,653	1,626	-1.6%	351	318	-9.4%
	1,728	1,700	-1.6%	250	278	+11.2%
	747	744	-0.4%	113	141	+24.8%
	344	433	+25.9%	40	46	+15.0%
	90	97	+7.8%	11	3	-72.7%
<b>All Price Ranges</b>	<b>5,984</b>	<b>5,961</b>	<b>-0.4%</b>	<b>2,161</b>	<b>2,073</b>	<b>-4.1%</b>

### Year to Date

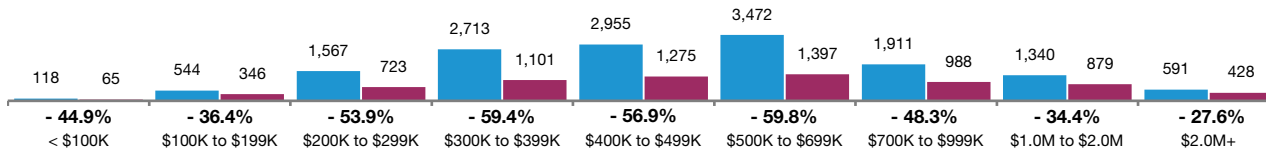
	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
	193	180	-6.7%	40	22	-45.0%
	536	514	-4.1%	1,743	1,446	-17.0%
	3,084	2,133	-30.8%	5,814	5,193	-10.7%
	13,060	10,248	-21.5%	4,112	4,929	+19.9%
	11,927	13,589	+13.9%	1,923	2,410	+25.3%
	10,329	13,257	+28.3%	1,609	1,934	+20.2%
	3,878	5,176	+33.5%	688	838	+21.8%
	1,798	2,475	+37.7%	249	281	+12.9%
	319	493	+54.5%	34	37	+8.8%
<b>All Price Ranges</b>	<b>45,124</b>	<b>48,065</b>	<b>+6.5%</b>	<b>16,212</b>	<b>17,090</b>	<b>+5.4%</b>

# Inventory of Active Listings

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

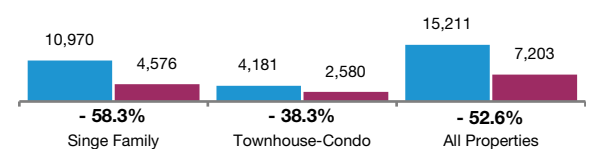
## By Price Range – All Properties

10-2019 10-2020



## By Property Type

10-2019 10-2020



### Year over Year

By Price Range	Single Family			Townhouse-Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$99,999 and Below	91	41	-54.9%	4	7	+75.0%
\$100,000 to \$199,999	219	116	-47.0%	309	212	-31.4%
\$200,000 to \$299,999	527	195	-63.0%	1,030	525	-49.0%
\$300,000 to \$399,999	1,758	544	-69.1%	950	551	-42.0%
\$400,000 to \$499,999	2,309	886	-61.6%	644	387	-39.9%
\$500,000 to \$699,999	2,801	984	-64.9%	668	413	-38.2%
\$700,000 to \$999,999	1,550	724	-53.3%	361	263	-27.1%
\$1,000,000 to \$1,999,999	1,169	709	-39.3%	171	170	-0.6%
\$2,000,000 and Above	546	376	-31.1%	44	52	+18.2%
<b>All Price Ranges</b>	<b>10,970</b>	<b>4,576</b>	<b>-58.3%</b>	<b>4,181</b>	<b>2,580</b>	<b>-38.3%</b>

### Compared to Prior Month

	Single Family			Townhouse-Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
	44	41	-6.8%	8	7	-12.5%
	135	116	-14.1%	233	212	-9.0%
	213	195	-8.5%	604	525	-13.1%
	763	544	-28.7%	611	551	-9.8%
	1,007	886	-12.0%	430	387	-10.0%
	1,257	984	-21.7%	461	413	-10.4%
	850	724	-14.8%	281	263	-6.4%
	821	709	-13.6%	178	170	-4.5%
	459	376	-18.1%	58	52	-10.3%
<b>All Price Ranges</b>	<b>5,550</b>	<b>4,576</b>	<b>-17.5%</b>	<b>2,864</b>	<b>2,580</b>	<b>-9.9%</b>

### Year to Date

Single Family	Townhouse-Condo
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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.