

Monthly Indicators



September 2021

Percent changes calculated using year-over-year comparisons.

New Listings were down 5.1 percent for single family homes and 13.8 percent for townhouse-condo properties. Under Contracts decreased 10.8 percent for single family homes and 6.2 percent for townhouse-condo properties.

The Median Sales Price was up 14.6 percent to \$550,000 for single family homes and 12.1 percent to \$380,000 for townhouse-condo properties. Days on Market decreased 38.9 percent for single family homes and 37.8 percent for townhouse-condo properties.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Activity Snapshot

- 43.4% **- 17.9%** **+ 14.6%**

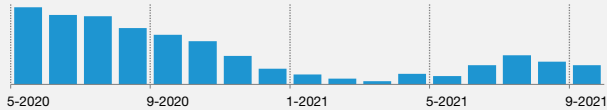
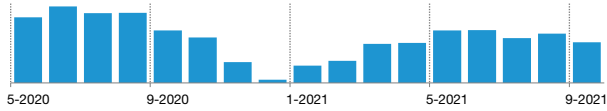
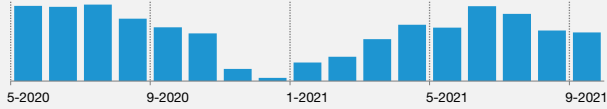
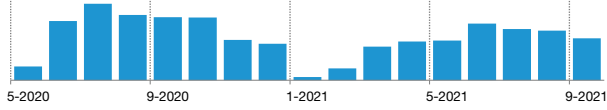
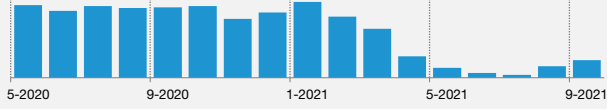
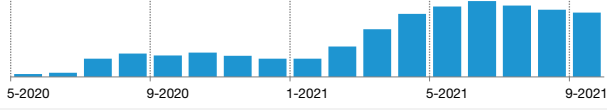
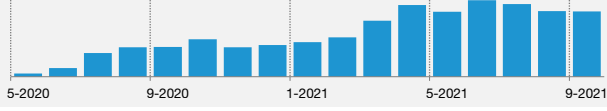
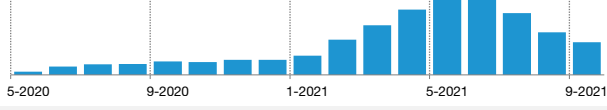
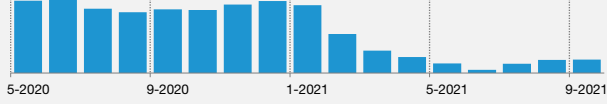
One-Year Change in Active Listings All Properties	One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties
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All residential real estate activity in the MLS of REcolorado® composed of single-family properties, 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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		9,168	5,808	- 36.6%	--	--	--
Under Contract		7,294	6,504	- 10.8%	61,437	57,990	- 5.6%
New Listings		7,530	7,143	- 5.1%	69,316	64,070	- 7.6%
Sold Listings		8,019	6,508	- 18.8%	56,401	54,810	- 2.8%
Days on Market		36	22	- 38.9%	39	23	- 41.0%
Median Sales Price		\$480,000	\$550,000	+ 14.6%	\$460,000	\$545,000	+ 18.5%
Average Sales Price		\$577,652	\$661,852	+ 14.6%	\$544,195	\$657,306	+ 20.8%
Pct. of List Price Received		100.1%	101.6%	+ 1.5%	99.7%	103.3%	+ 3.6%
Affordability Index		88	75	- 14.8%	92	76	- 17.4%

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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		4,143	1,716	- 58.6%	--	--	--
Under Contract		2,456	2,304	- 6.2%	19,900	21,003	+ 5.5%
New Listings		2,808	2,420	- 13.8%	24,202	22,263	- 8.0%
Sold Listings		2,609	2,213	- 15.2%	18,427	19,901	+ 8.0%
Days on Market		37	23	- 37.8%	40	27	- 32.5%
Median Sales Price		\$339,000	\$380,000	+ 12.1%	\$327,324	\$374,500	+ 14.4%
Average Sales Price		\$395,822	\$452,647	+ 14.4%	\$381,907	\$440,058	+ 15.2%
Pct. of List Price Received		99.6%	101.7%	+ 2.1%	99.4%	102.1%	+ 2.7%
Affordability Index		125	108	- 13.6%	129	110	- 14.7%

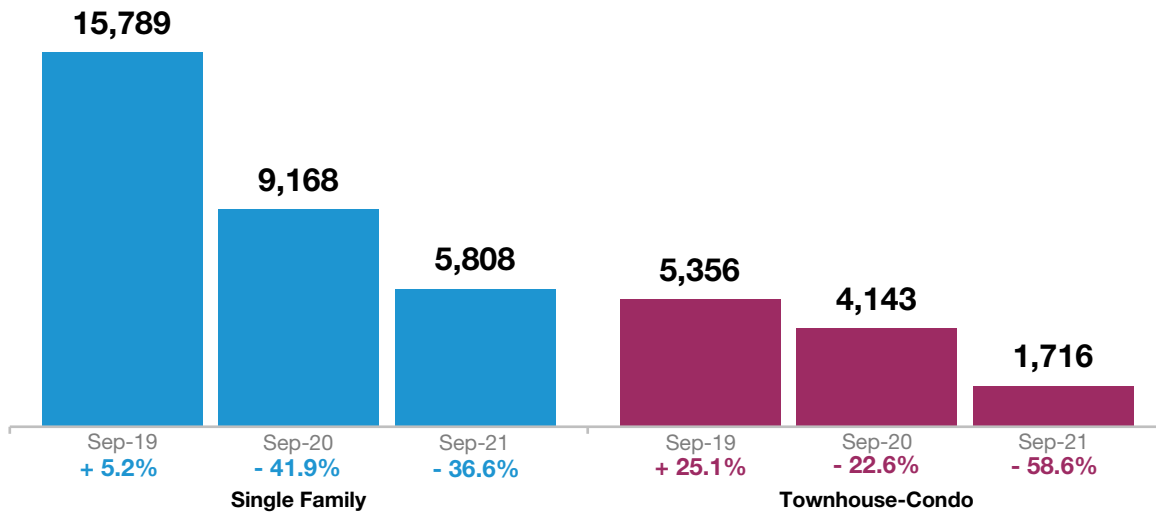
Inventory of Active Listings

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



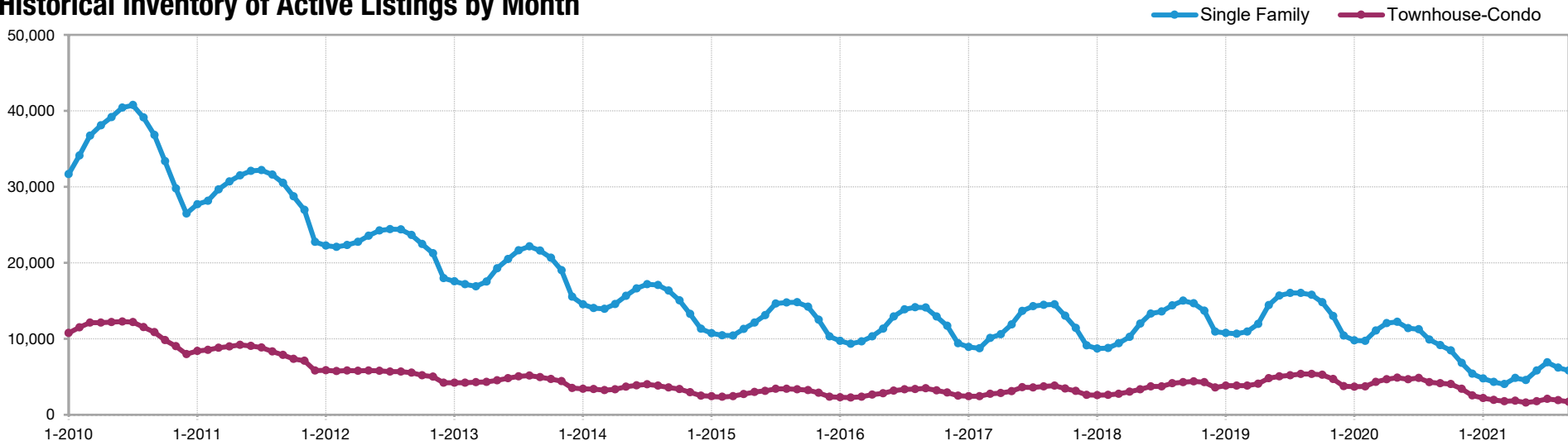
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September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	8,476	-42.8%	4,040	-23.2%
Nov-2020	6,807	-47.6%	3,403	-27.5%
Dec-2020	5,394	-48.1%	2,551	-32.3%
Jan-2021	4,752	-51.4%	2,202	-40.3%
Feb-2021	4,310	-55.7%	1,933	-47.9%
Mar-2021	4,023	-63.7%	1,756	-59.2%
Apr-2021	4,832	-60.0%	1,847	-60.5%
May-2021	4,570	-62.6%	1,597	-67.1%
Jun-2021	5,805	-49.0%	1,784	-61.9%
Jul-2021	6,881	-38.8%	2,081	-56.9%
Aug-2021	6,188	-37.5%	1,911	-55.4%
Sep-2021	5,808	-36.6%	1,716	-58.6%

Historical Inventory of Active Listings by Month



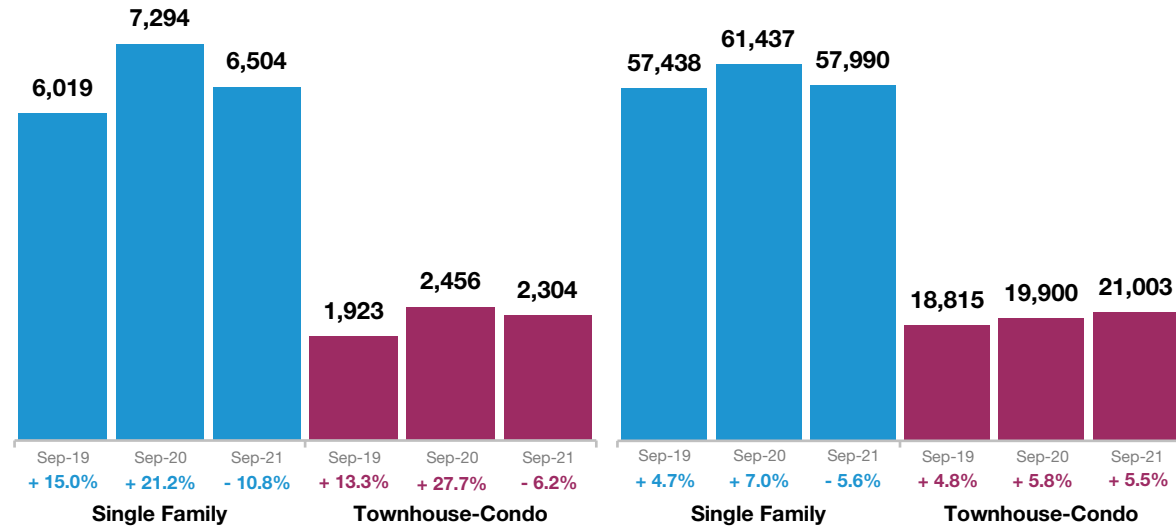
Under Contract

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

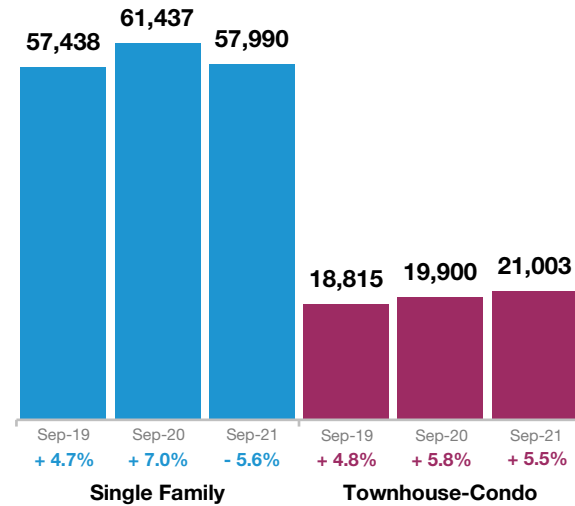


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September

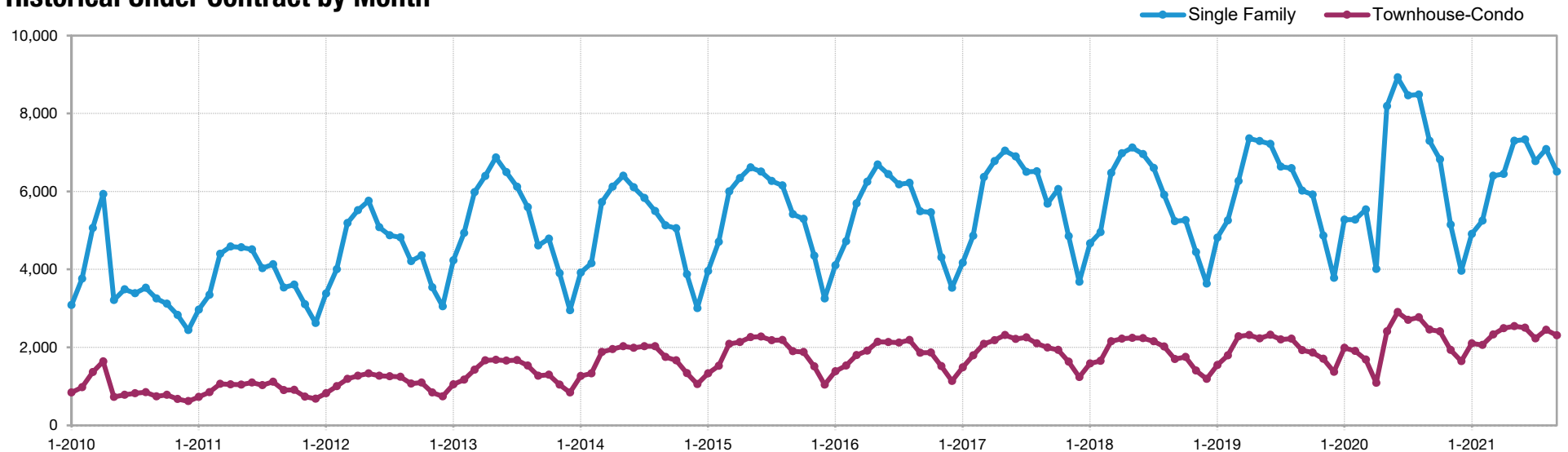


Year to Date



Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	6,821	+15.3%	2,404	+29.0%
Nov-2020	5,144	+5.8%	1,930	+13.5%
Dec-2020	3,958	+4.8%	1,644	+20.2%
Jan-2021	4,906	-7.0%	2,101	+5.8%
Feb-2021	5,250	-0.5%	2,061	+8.0%
Mar-2021	6,398	+15.6%	2,330	+38.4%
Apr-2021	6,446	+60.9%	2,488	+128.0%
May-2021	7,298	-10.9%	2,540	+5.5%
Jun-2021	7,330	-17.8%	2,502	-13.8%
Jul-2021	6,775	-20.0%	2,229	-17.4%
Aug-2021	7,083	-16.5%	2,448	-11.6%
Sep-2021	6,504	-10.8%	2,304	-6.2%

Historical Under Contract by Month



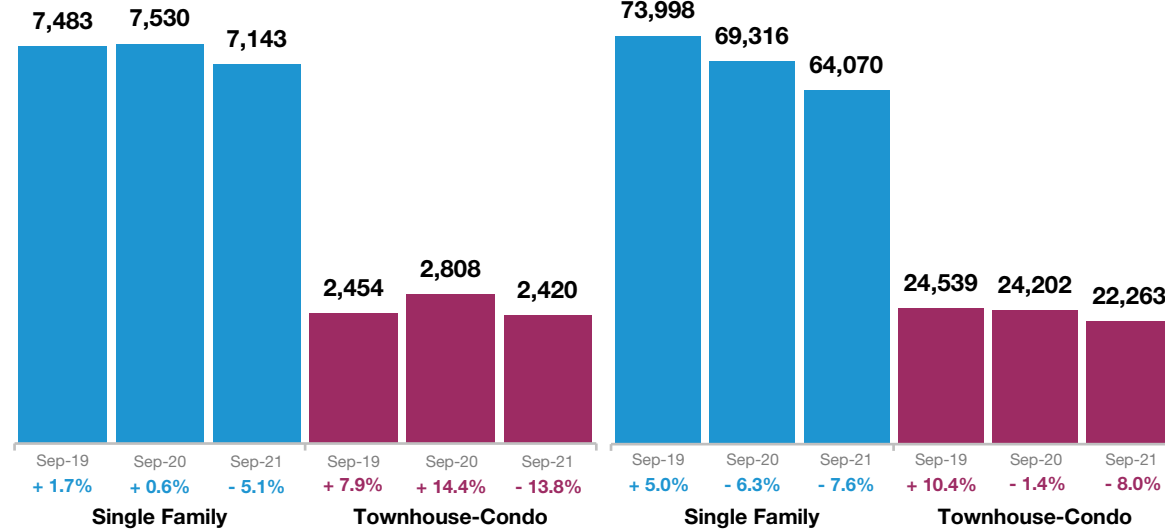
New Listings

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

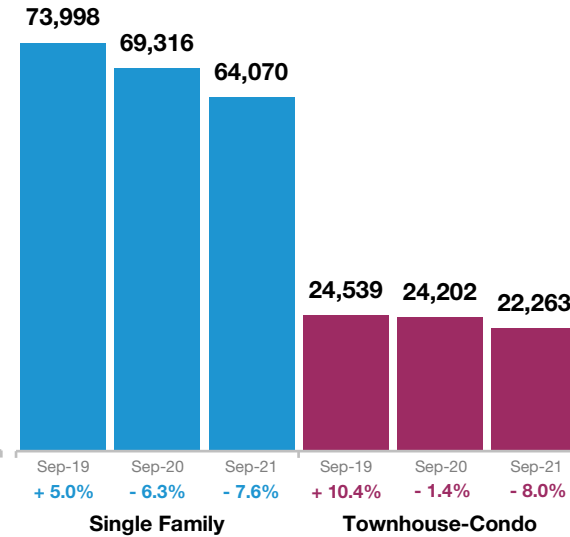


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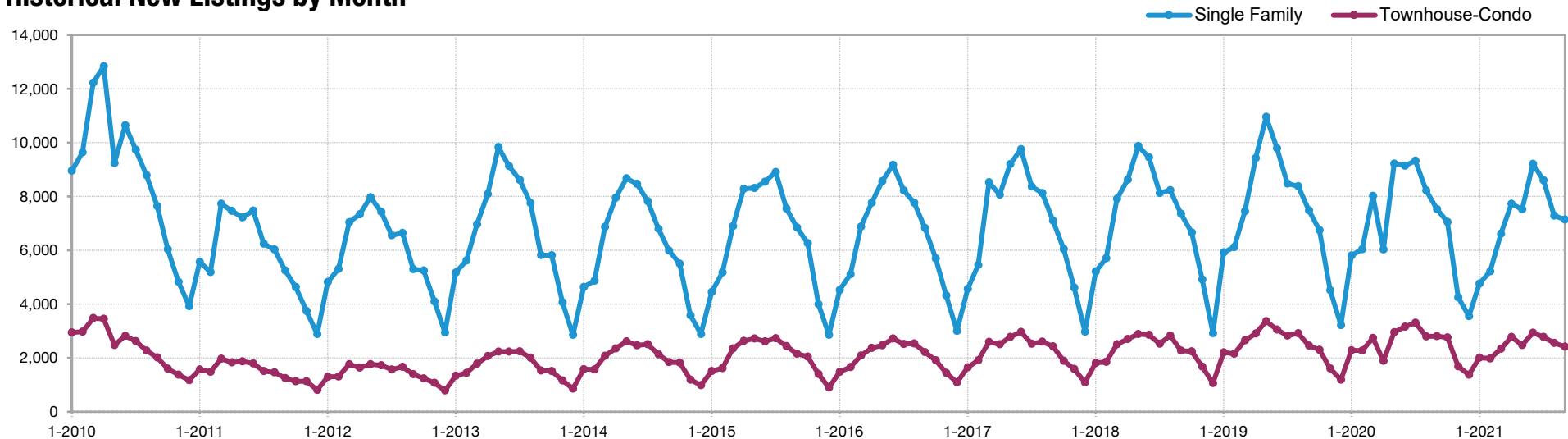


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	7,048	+4.3%	2,759	+19.8%
Nov-2020	4,257	-5.7%	1,690	+5.0%
Dec-2020	3,547	+10.1%	1,375	+16.0%
Jan-2021	4,758	-18.0%	2,007	-12.1%
Feb-2021	5,218	-13.6%	1,977	-12.8%
Mar-2021	6,609	-17.5%	2,340	-14.6%
Apr-2021	7,724	+28.2%	2,779	+46.8%
May-2021	7,517	-18.5%	2,477	-16.0%
Jun-2021	9,206	+0.8%	2,931	-7.4%
Jul-2021	8,605	-7.7%	2,777	-16.0%
Aug-2021	7,290	-11.3%	2,555	-8.6%
Sep-2021	7,143	-5.1%	2,420	-13.8%

Historical New Listings by Month



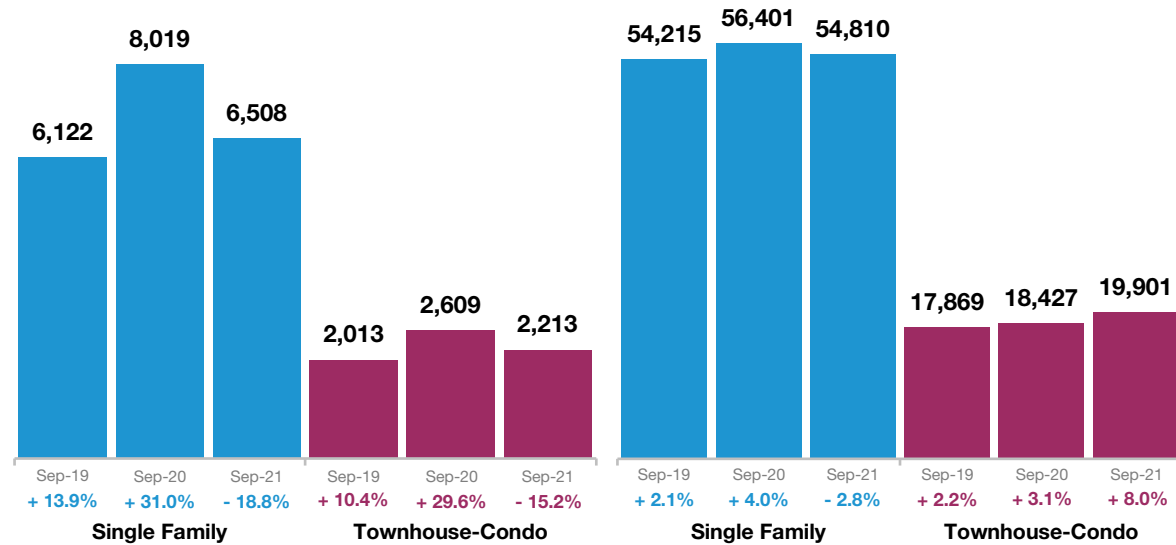
Sold Listings

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



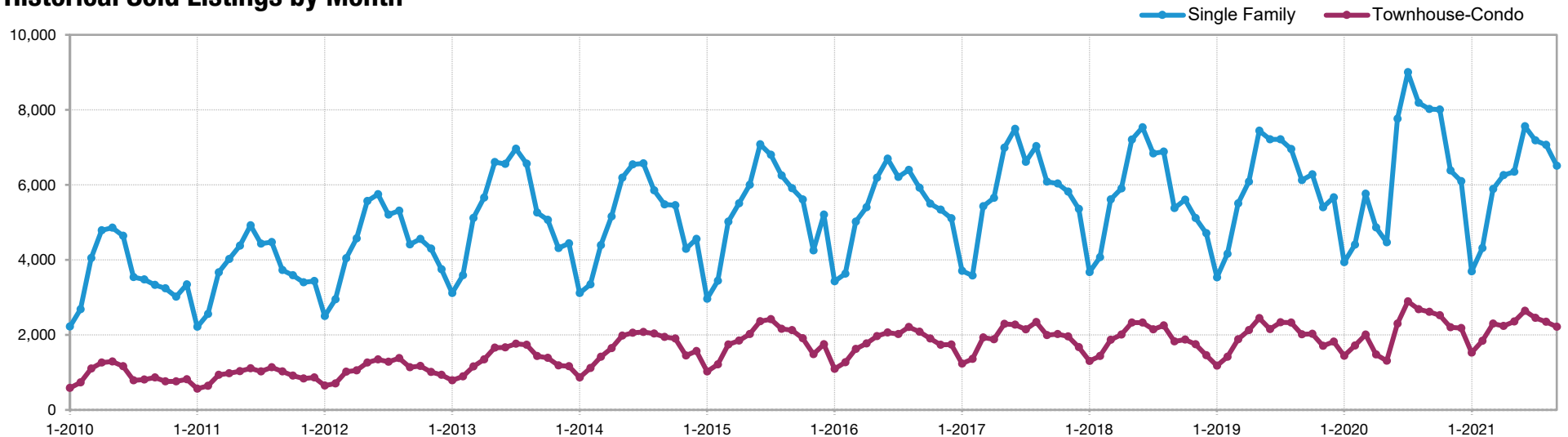
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Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	8,004	+27.5%	2,525	+24.7%
Nov-2020	6,381	+18.1%	2,202	+29.3%
Dec-2020	6,098	+7.6%	2,181	+19.9%
Jan-2021	3,690	-6.3%	1,527	+6.0%
Feb-2021	4,313	-2.1%	1,836	+7.1%
Mar-2021	5,891	+2.3%	2,296	+14.3%
Apr-2021	6,257	+28.6%	2,238	+51.6%
May-2021	6,347	+42.2%	2,352	+80.0%
Jun-2021	7,558	-2.6%	2,641	+15.0%
Jul-2021	7,183	-20.2%	2,452	-15.2%
Aug-2021	7,063	-13.7%	2,346	-12.6%
Sep-2021	6,508	-18.8%	2,213	-15.2%

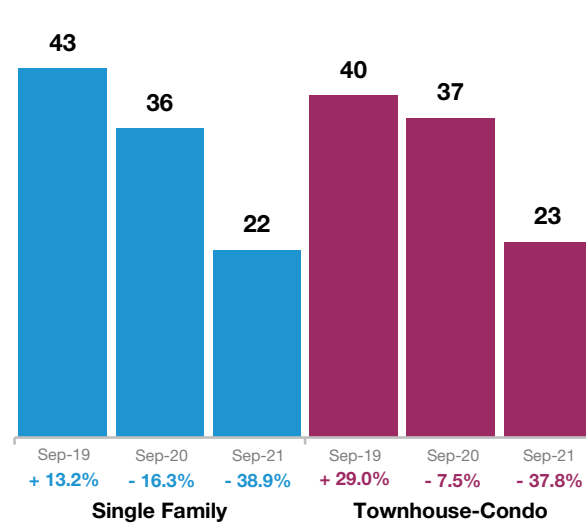
Historical Sold Listings by Month



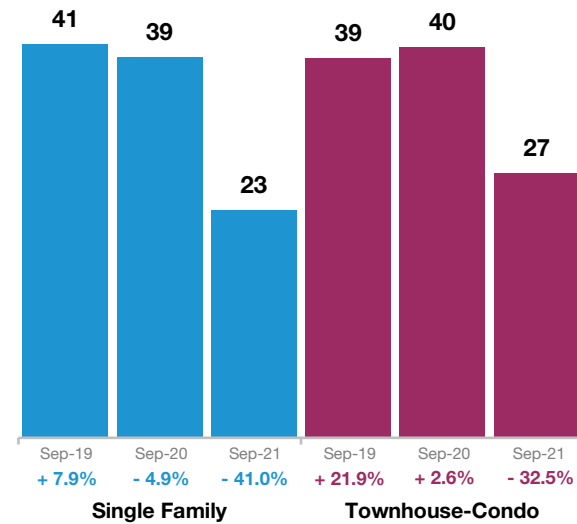
Days on Market Until Sale

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

September

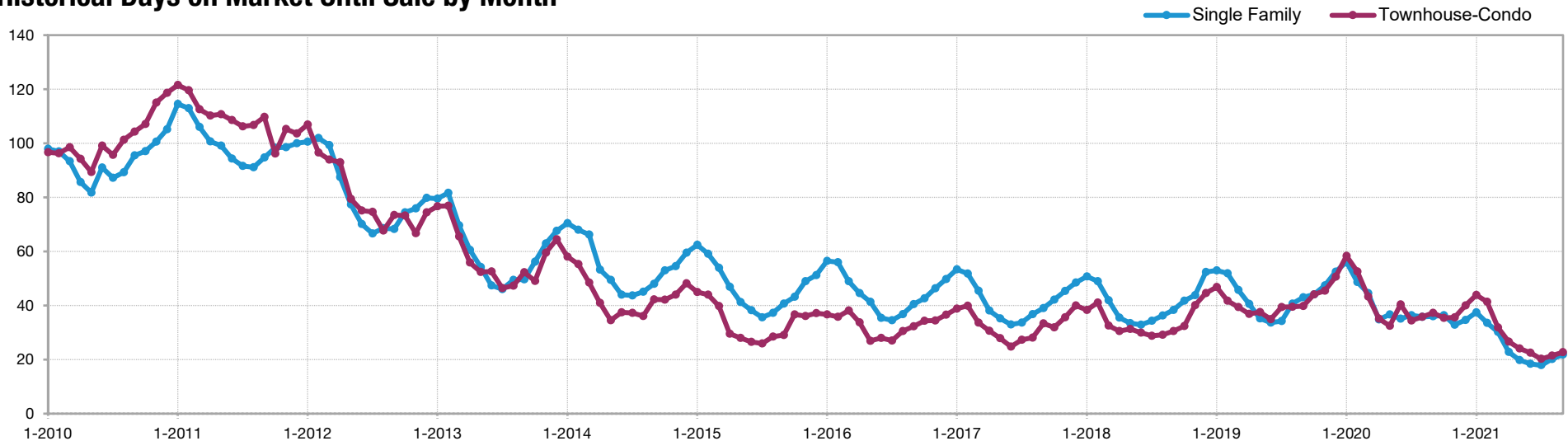


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	36	-18.2%	35	-20.5%
Nov-2020	33	-29.8%	36	-20.0%
Dec-2020	35	-32.7%	40	-21.6%
Jan-2021	37	-33.9%	44	-24.1%
Feb-2021	34	-30.6%	41	-22.6%
Mar-2021	30	-33.3%	32	-25.6%
Apr-2021	23	-34.3%	27	-22.9%
May-2021	20	-45.9%	24	-27.3%
Jun-2021	18	-48.6%	22	-45.0%
Jul-2021	18	-50.0%	20	-41.2%
Aug-2021	20	-44.4%	21	-41.7%
Sep-2021	22	-38.9%	23	-37.8%

Historical Days on Market Until Sale by Month



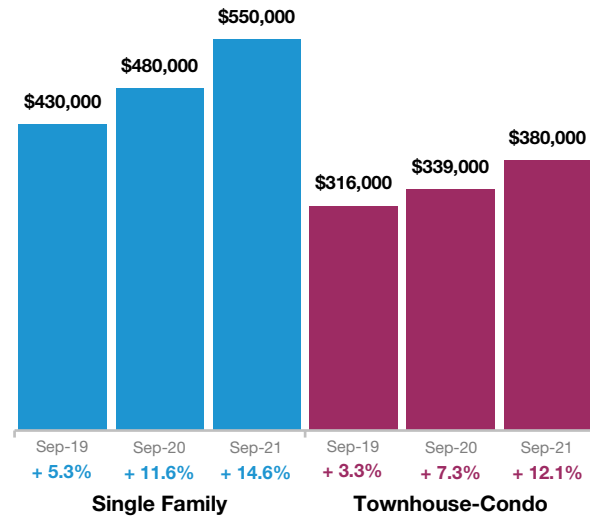
Median Sales Price

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

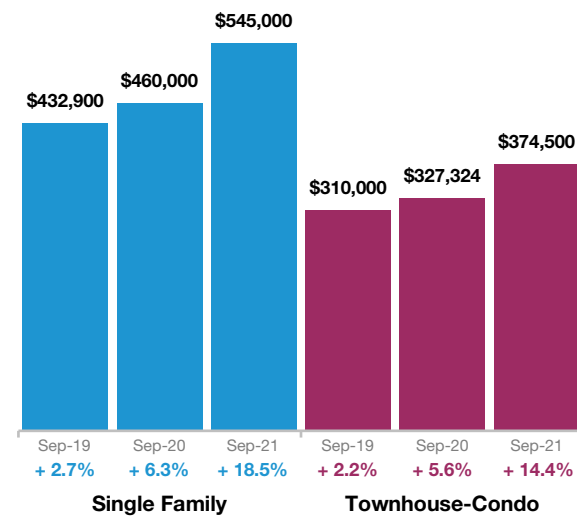


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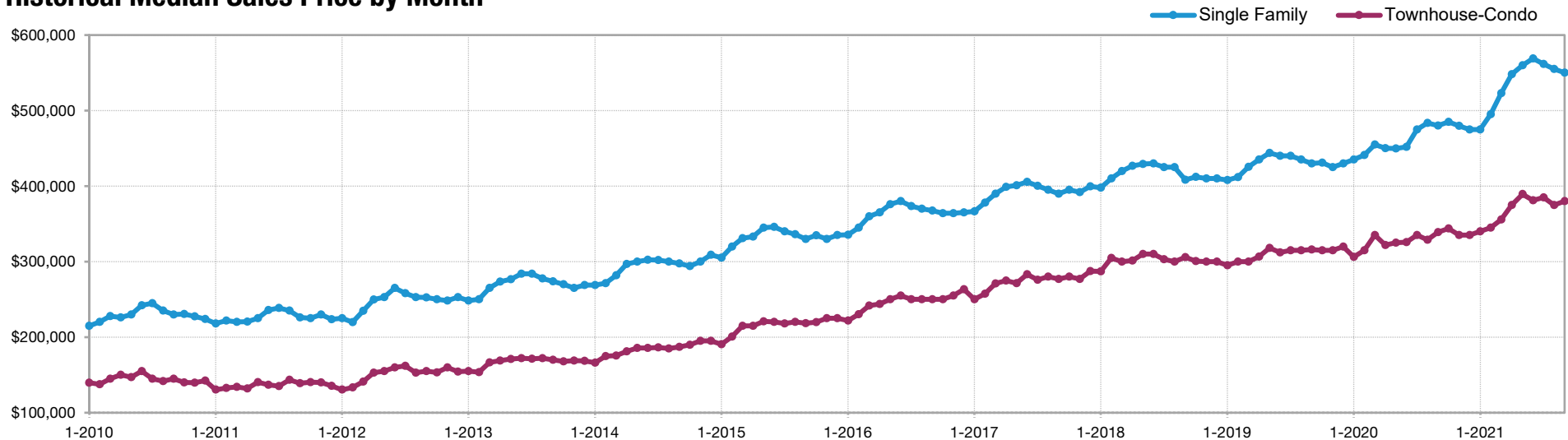


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$485,000	+12.5%	\$344,000	+9.2%
Nov-2020	\$479,900	+12.9%	\$335,000	+6.3%
Dec-2020	\$475,000	+10.5%	\$335,000	+4.8%
Jan-2021	\$475,000	+9.2%	\$340,000	+11.0%
Feb-2021	\$495,000	+12.2%	\$345,000	+9.5%
Mar-2021	\$523,150	+15.0%	\$355,550	+6.1%
Apr-2021	\$547,976	+21.8%	\$375,000	+16.5%
May-2021	\$560,000	+24.5%	\$389,500	+19.8%
Jun-2021	\$569,000	+25.9%	\$381,000	+17.0%
Jul-2021	\$561,500	+18.2%	\$385,000	+14.9%
Aug-2021	\$555,000	+14.8%	\$375,000	+14.0%
Sep-2021	\$550,000	+14.6%	\$380,000	+12.1%

Historical Median Sales Price by Month



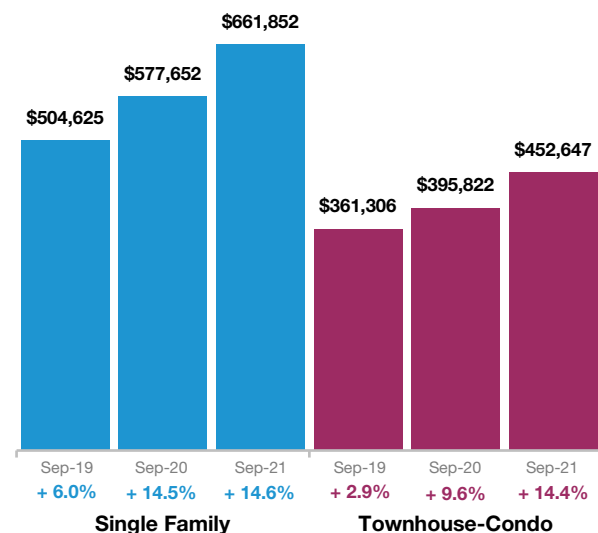
Average Sales Price

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

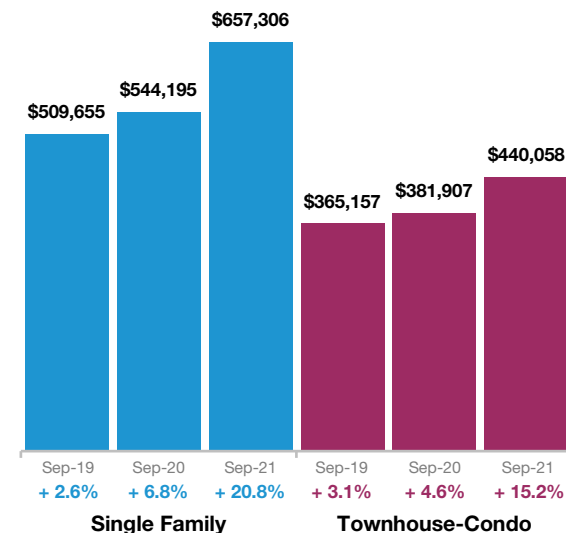


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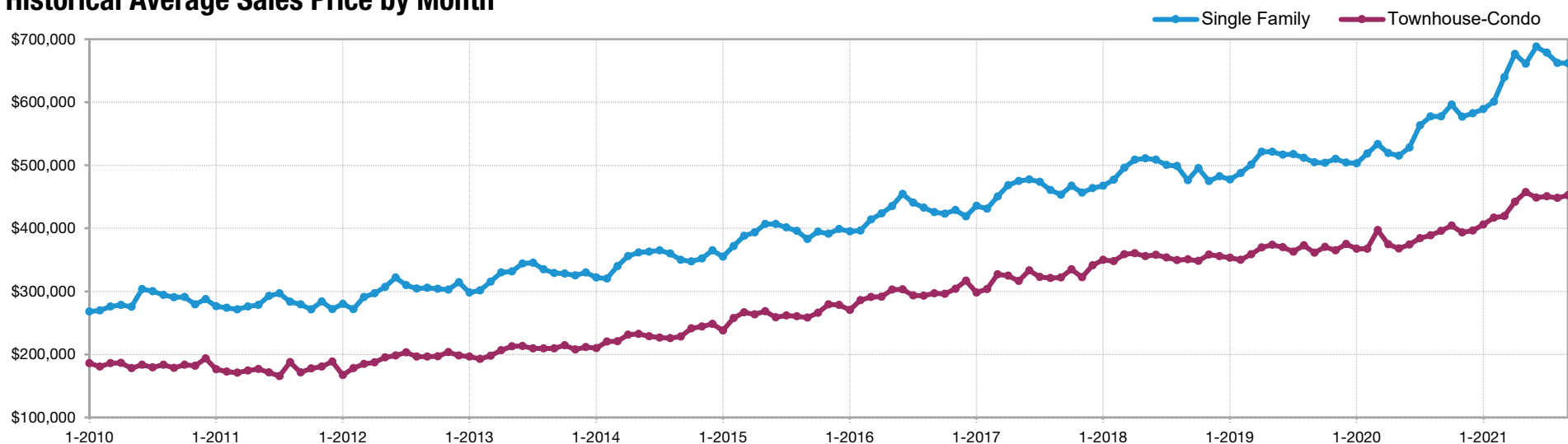


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	\$596,322	+18.3%	\$404,264	+9.2%
Nov-2020	\$577,030	+13.1%	\$393,581	+7.8%
Dec-2020	\$582,322	+15.5%	\$396,561	+5.8%
Jan-2021	\$589,260	+17.1%	\$405,874	+10.5%
Feb-2021	\$600,899	+15.9%	\$417,049	+13.5%
Mar-2021	\$639,663	+19.9%	\$419,305	+5.6%
Apr-2021	\$676,785	+30.4%	\$442,142	+18.0%
May-2021	\$661,172	+28.4%	\$457,640	+24.3%
Jun-2021	\$688,098	+30.3%	\$448,777	+19.9%
Jul-2021	\$678,864	+20.5%	\$450,702	+17.3%
Aug-2021	\$662,220	+14.7%	\$448,203	+15.3%
Sep-2021	\$661,852	+14.6%	\$452,647	+14.4%

Historical Average Sales Price by Month



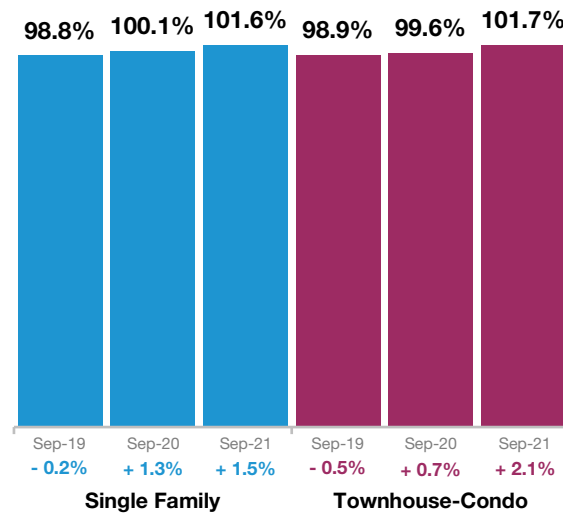
Percent of List Price Received

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.

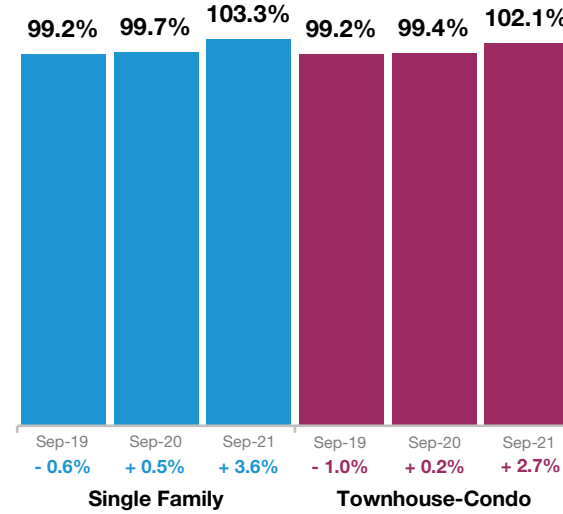


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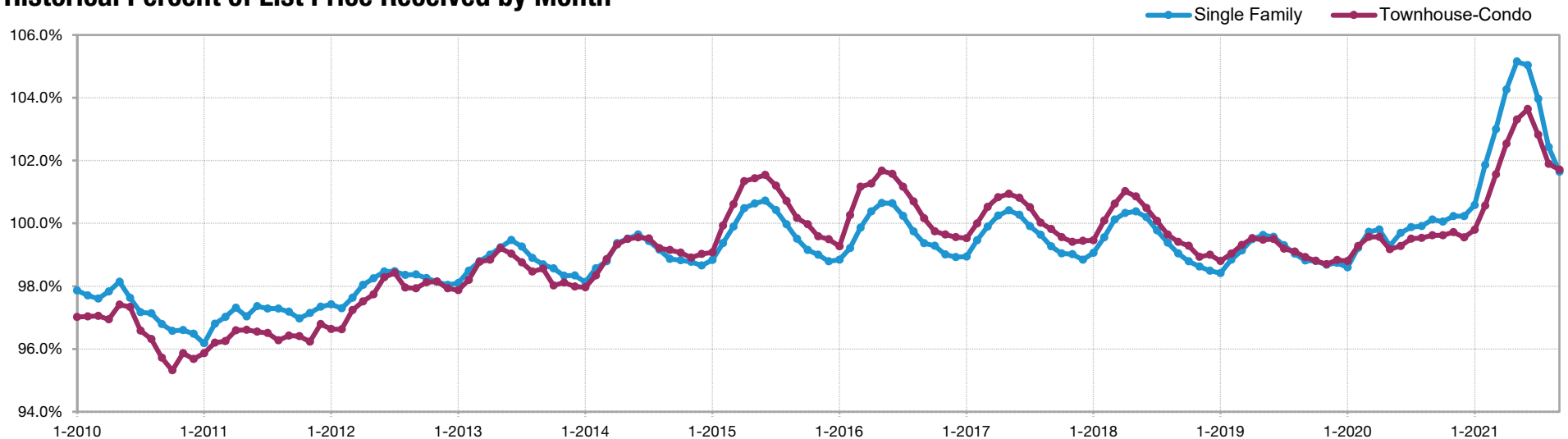


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	100.1%	+1.3%	99.6%	+0.8%
Nov-2020	100.2%	+1.5%	99.7%	+1.0%
Dec-2020	100.2%	+1.5%	99.5%	+0.7%
Jan-2021	100.6%	+2.0%	99.8%	+1.0%
Feb-2021	101.9%	+2.7%	100.6%	+1.3%
Mar-2021	103.0%	+3.3%	101.6%	+2.0%
Apr-2021	104.3%	+4.5%	102.5%	+2.9%
May-2021	105.2%	+5.9%	103.3%	+4.1%
Jun-2021	105.0%	+5.3%	103.6%	+4.3%
Jul-2021	104.0%	+4.1%	102.8%	+3.3%
Aug-2021	102.4%	+2.5%	101.9%	+2.4%
Sep-2021	101.6%	+1.5%	101.7%	+2.1%

Historical Percent of List Price Received by Month



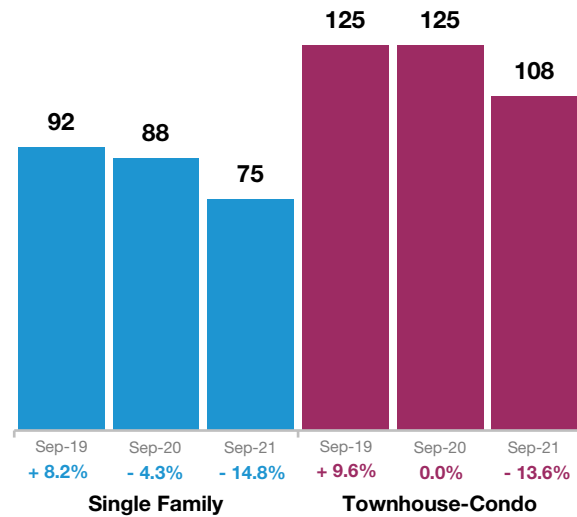
Housing Affordability Index

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.

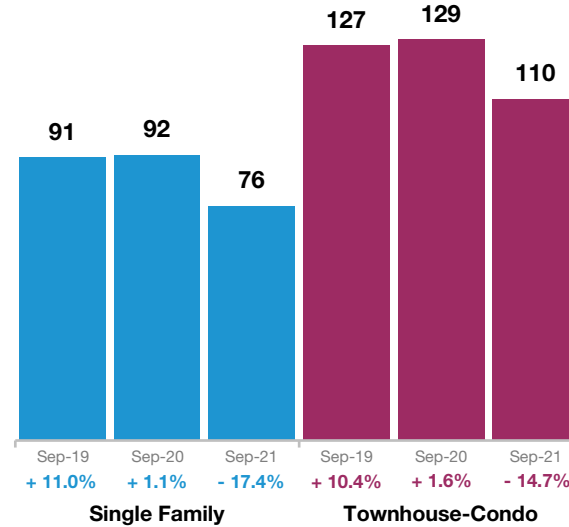


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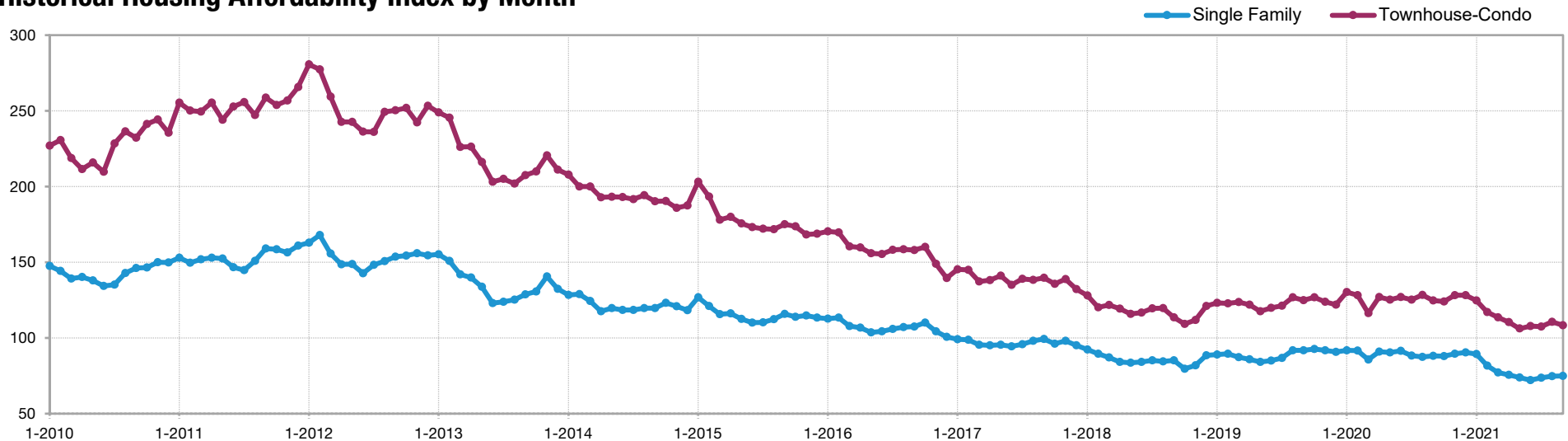


Year to Date



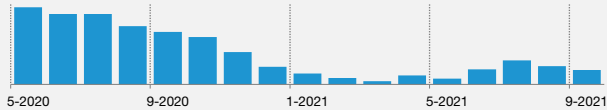
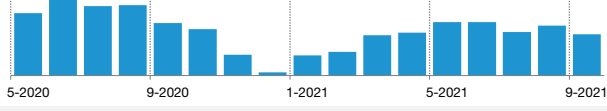
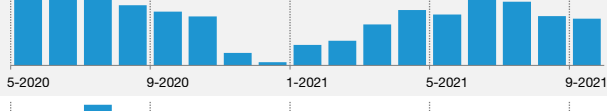
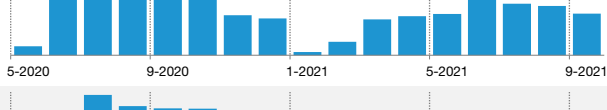
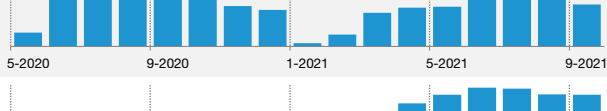
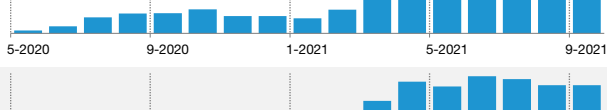
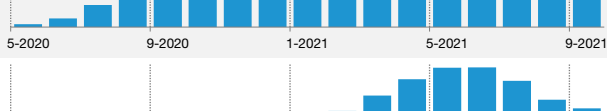
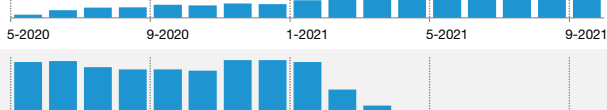

Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2020	88	-5.4%	124	-2.4%
Nov-2020	89	-3.3%	128	+3.2%
Dec-2020	90	-1.1%	128	+4.9%
Jan-2021	89	-3.3%	125	-3.8%
Feb-2021	82	-10.9%	117	-8.6%
Mar-2021	77	-10.5%	114	-1.7%
Apr-2021	76	-16.5%	110	-13.4%
May-2021	74	-17.8%	106	-15.2%
Jun-2021	72	-21.7%	108	-15.0%
Jul-2021	74	-15.9%	108	-13.6%
Aug-2021	75	-13.8%	111	-13.3%
Sep-2021	75	-14.8%	108	-13.6%

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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
Active Listings		13,484	7,633	- 43.4%	--	--	--
Under Contract		9,768	8,825	- 9.7%	81,475	79,167	- 2.8%
New Listings		10,358	9,577	- 7.5%	93,752	86,573	- 7.7%
Sold Listings		10,647	8,744	- 17.9%	74,946	74,882	- 0.1%
Days on Market		37	22	- 40.5%	40	25	- 37.5%
Median Sales Price		\$449,370	\$515,000	+ 14.6%	\$432,000	\$500,000	+ 15.7%
Average Sales Price		\$533,615	\$608,451	+ 14.0%	\$504,564	\$599,240	+ 18.8%
Pct. of List Price Received		100.0%	101.6%	+ 1.6%	99.6%	103.0%	+ 3.4%
Affordability Index		94	80	- 14.9%	98	82	- 16.3%

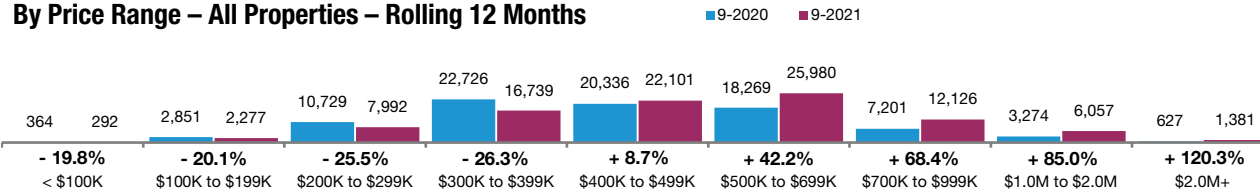
Sold Listings

Actual sales that have closed in a given month.

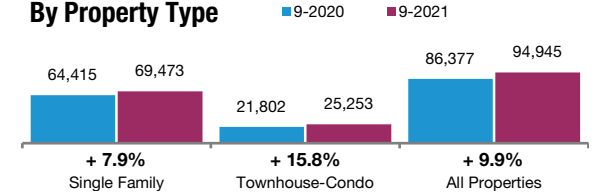


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	290	202	-30.3%	39	25	-35.9%
\$100,000 to \$199,999	927	753	-18.8%	1,905	1,479	-22.4%
\$200,000 to \$299,999	3,773	2,162	-42.7%	6,936	5,811	-16.2%
\$300,000 to \$399,999	16,385	9,208	-43.8%	6,309	7,508	+19.0%
\$400,000 to \$499,999	17,434	17,552	+0.7%	2,891	4,544	+57.2%
\$500,000 to \$699,999	15,914	22,465	+41.2%	2,349	3,504	+49.2%
\$700,000 to \$999,999	6,230	10,540	+69.2%	959	1,572	+63.9%
\$1,000,000 to \$1,999,999	2,890	5,338	+84.7%	371	696	+87.6%
\$2,000,000 and Above	572	1,253	+119.1%	43	114	+165.1%
All Price Ranges	64,415	69,473	+7.9%	21,802	25,253	+15.8%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	15	12	-20.0%	2	2	0.0%
\$100,000 to \$199,999	65	63	-3.1%	122	68	-44.3%
\$200,000 to \$299,999	150	130	-13.3%	410	422	+2.9%
\$300,000 to \$399,999	583	580	-0.5%	707	665	-5.9%
\$400,000 to \$499,999	1,574	1,435	-8.8%	432	413	-4.4%
\$500,000 to \$699,999	2,450	2,249	-8.2%	339	298	-12.1%
\$700,000 to \$999,999	1,131	1,035	-8.5%	150	151	+0.7%
\$1,000,000 to \$1,999,999	510	501	-1.8%	58	79	+36.2%
\$2,000,000 and Above	120	119	-0.8%	18	11	-38.9%
All Price Ranges	6,598	6,124	-7.2%	2,238	2,109	-5.8%

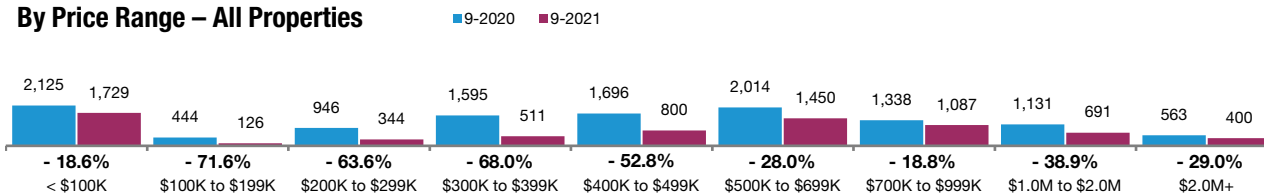
Year to Date

	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	205	131	-36.1%	25	16	-36.0%
\$100,000 to \$199,999	674	512	-24.0%	1,359	1,017	-25.2%
\$200,000 to \$299,999	2,580	1,335	-48.3%	5,235	3,994	-23.7%
\$300,000 to \$399,999	11,677	5,542	-52.5%	4,982	5,682	+14.1%
\$400,000 to \$499,999	13,650	12,528	-8.2%	2,297	3,581	+55.9%
\$500,000 to \$699,999	12,711	17,516	+37.8%	1,820	2,723	+49.6%
\$700,000 to \$999,999	5,000	8,460	+69.2%	749	1,203	+60.6%
\$1,000,000 to \$1,999,999	2,320	4,203	+81.2%	270	576	+113.3%
\$2,000,000 and Above	456	986	+116.2%	35	100	+185.7%
All Price Ranges	49,273	51,213	+3.9%	16,772	18,892	+12.6%

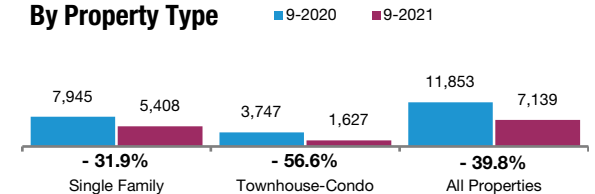
Inventory of Active Listings

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

By Price Range	Single Family			Townhouse-Condo		
	9-2020	9-2021	Change	9-2020	9-2021	Change
\$99,999 and Below	1,542	1,343	-12.9%	461	299	-35.1%
\$100,000 to \$199,999	143	62	-56.6%	277	62	-77.6%
\$200,000 to \$299,999	251	119	-52.6%	690	222	-67.8%
\$300,000 to \$399,999	896	231	-74.2%	693	274	-60.5%
\$400,000 to \$499,999	1,192	586	-50.8%	502	211	-58.0%
\$500,000 to \$699,999	1,470	1,198	-18.5%	543	249	-54.1%
\$700,000 to \$999,999	1,011	954	-5.6%	326	133	-59.2%
\$1,000,000 to \$1,999,999	936	566	-39.5%	195	125	-35.9%
\$2,000,000 and Above	503	348	-30.8%	60	52	-13.3%
All Price Ranges	7,945	5,408	-31.9%	3,747	1,627	-56.6%

Compared to Prior Month

	Single Family			Townhouse-Condo		
	8-2021	9-2021	Change	8-2021	9-2021	Change
\$99,999 and Below	1,368	1,343	-1.8%	320	299	-6.6%
\$100,000 to \$199,999	60	62	+3.3%	67	62	-7.5%
\$200,000 to \$299,999	133	119	-10.5%	266	222	-16.5%
\$300,000 to \$399,999	342	231	-32.5%	306	274	-10.5%
\$400,000 to \$499,999	604	586	-3.0%	231	211	-8.7%
\$500,000 to \$699,999	1,295	1,198	-7.5%	271	249	-8.1%
\$700,000 to \$999,999	947	954	+0.7%	149	133	-10.7%
\$1,000,000 to \$1,999,999	587	566	-3.6%	158	125	-20.9%
\$2,000,000 and Above	373	348	-6.7%	59	52	-11.9%
All Price Ranges	5,710	5,408	-5.3%	1,827	1,627	-10.9%

Year to Date

Single Family	Townhouse-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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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.