



Monthly Indicators

April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 10.3 percent for single family homes and 22.5 percent for townhouse-condo properties. Pending Sales landed at 240 for single family homes and 37 for townhouse-condo properties.

The Median Sales Price was up 14.7 percent to \$388,700 for single family homes and 21.4 percent to \$306,000 for townhouse-condo properties. Days on Market remained flat for single family homes but increased 98.2 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

Activity Snapshot

- 25.2%	+ 8.8%	+ 10.5%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Days on Market All Properties

Residential real estate activity in Area 8 comprised 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	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		272	300	+ 10.3%	1,062	873	- 17.8%
Pending / Under Contract		250	240	- 4.0%	887	688	- 22.4%
Sold Listings		237	152	- 35.9%	664	526	- 20.8%
Median Sales Price		\$339,000	\$388,700	+ 14.7%	\$349,948	\$387,000	+ 10.6%
Average Sales Price		\$373,990	\$420,407	+ 12.4%	\$388,214	\$433,388	+ 11.6%
Pct. of List Price Received		100.3%	100.0%	- 0.3%	99.8%	99.7%	- 0.1%
Days on Market		77	77	0.0%	82	84	+ 2.4%
Affordability Index		105	87	- 17.1%	102	87	- 14.7%
Active Listings		385	321	- 16.6%	--	--	--
Months Supply		2.1	1.7	- 19.0%	--	--	--

Townhouse-Condo Market Overview

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

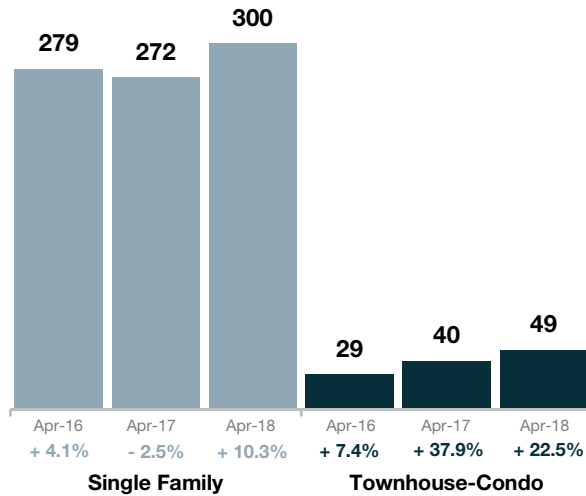


Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		40	49	+ 22.5%	132	150	+ 13.6%
Pending / Under Contract		32	37	+ 15.6%	101	140	+ 38.6%
Sold Listings		13	35	+ 169.2%	62	103	+ 66.1%
Median Sales Price		\$252,000	\$306,000	+ 21.4%	\$263,950	\$300,000	+ 13.7%
Average Sales Price		\$269,210	\$304,537	+ 13.1%	\$273,860	\$308,505	+ 12.7%
Pct. of List Price Received		100.7%	100.7%	0.0%	100.5%	100.4%	- 0.1%
Days on Market		57	113	+ 98.2%	71	117	+ 64.8%
Affordability Index		142	110	- 22.5%	135	113	- 16.3%
Active Listings		58	55	- 5.2%	--	--	--
Months Supply		2.8	2.0	- 28.6%	--	--	--

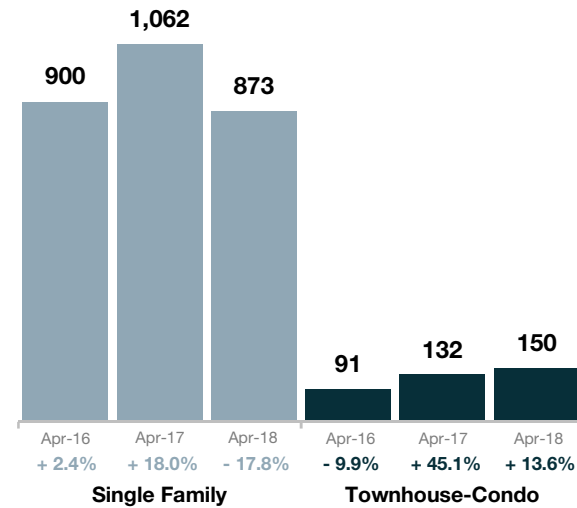
New Listings



April

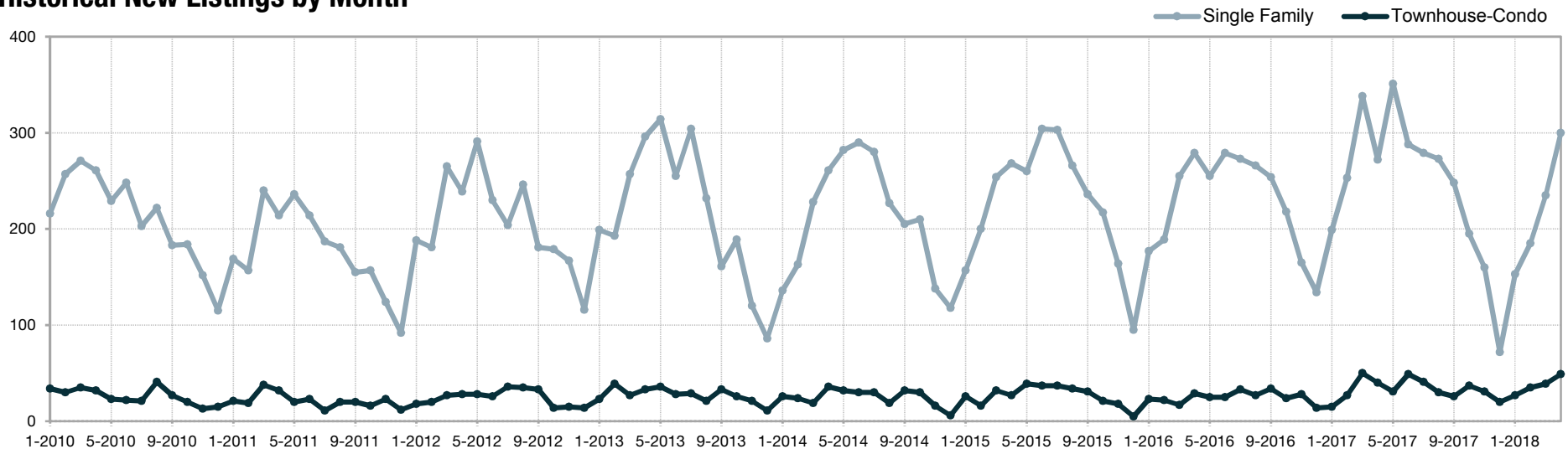


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	351	+37.6%	31	+24.0%
Jun-2017	288	+3.2%	49	+96.0%
Jul-2017	279	+2.2%	41	+24.2%
Aug-2017	273	+2.6%	30	+11.1%
Sep-2017	248	-2.4%	26	-23.5%
Oct-2017	195	-10.6%	37	+54.2%
Nov-2017	160	-3.0%	31	+10.7%
Dec-2017	72	-46.3%	20	+42.9%
Jan-2018	153	-23.1%	27	+80.0%
Feb-2018	185	-26.9%	35	+29.6%
Mar-2018	235	-30.5%	39	-22.0%
Apr-2018	300	+10.3%	49	+22.5%

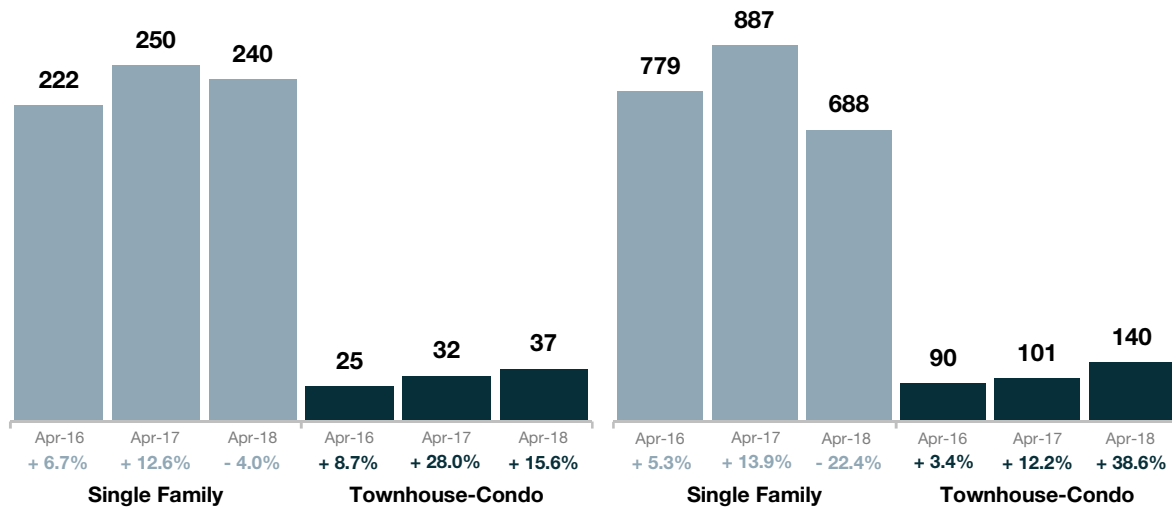
Historical New Listings by Month



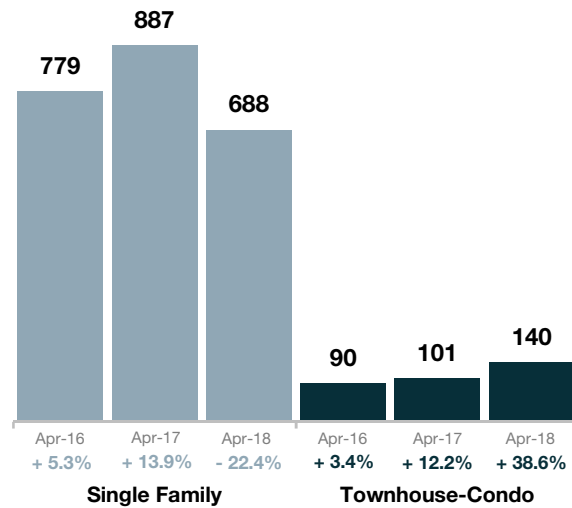
Pending / Under Contract



April

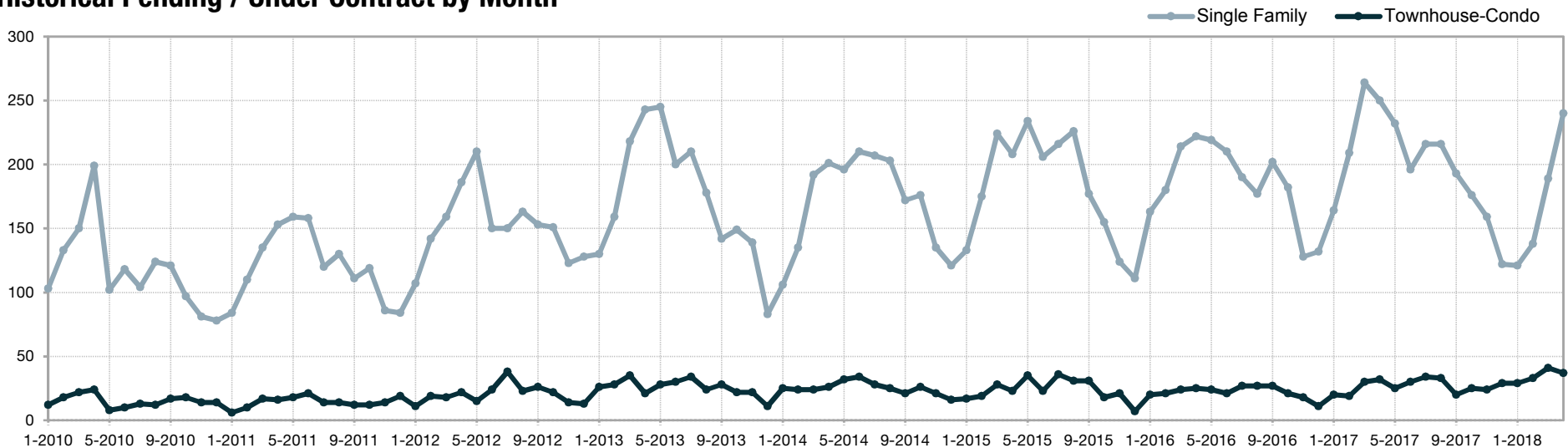


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	232	+5.9%	25	+4.2%
Jun-2017	196	-6.7%	30	+42.9%
Jul-2017	216	+13.7%	34	+25.9%
Aug-2017	216	+22.0%	33	+22.2%
Sep-2017	193	-4.5%	20	-25.9%
Oct-2017	176	-3.3%	25	+19.0%
Nov-2017	159	+24.2%	24	+33.3%
Dec-2017	122	-7.6%	29	+163.6%
Jan-2018	121	-26.2%	29	+45.0%
Feb-2018	138	-34.0%	33	+73.7%
Mar-2018	189	-28.4%	41	+36.7%
Apr-2018	240	-4.0%	37	+15.6%

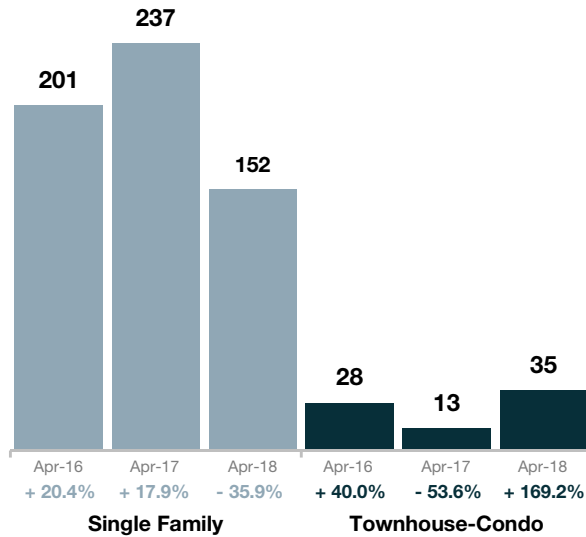
Historical Pending / Under Contract by Month



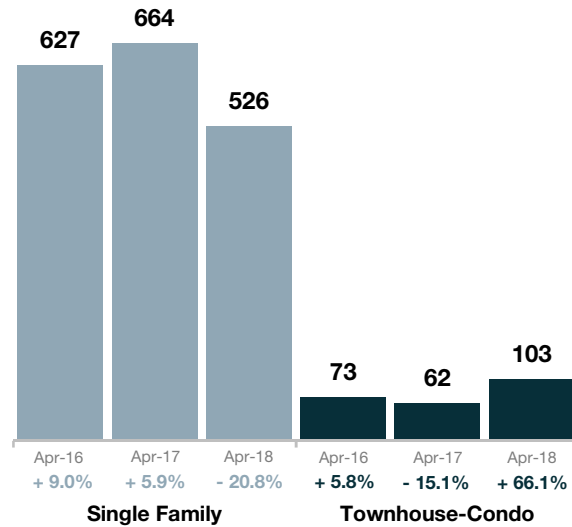
Sold Listings



April

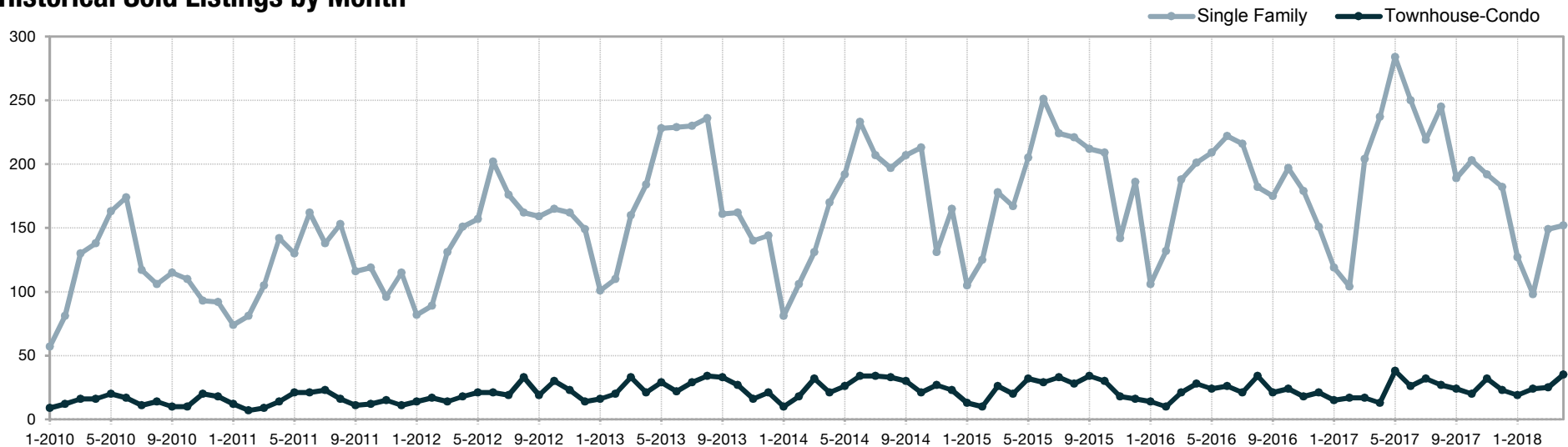


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	284	+35.9%	38	+58.3%
Jun-2017	250	+12.6%	26	0.0%
Jul-2017	219	+1.4%	32	+52.4%
Aug-2017	245	+34.6%	27	-20.6%
Sep-2017	189	+8.0%	24	+14.3%
Oct-2017	203	+3.0%	20	-16.7%
Nov-2017	192	+7.3%	32	+77.8%
Dec-2017	182	+20.5%	23	+9.5%
Jan-2018	127	+6.7%	19	+26.7%
Feb-2018	98	-5.8%	24	+41.2%
Mar-2018	149	-27.0%	25	+47.1%
Apr-2018	152	-35.9%	35	+169.2%

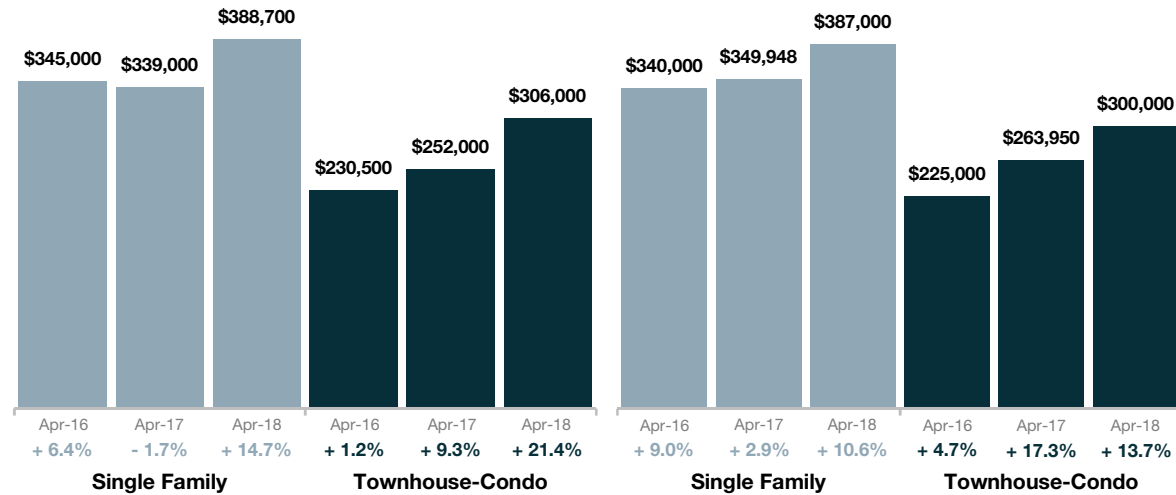
Historical Sold Listings by Month



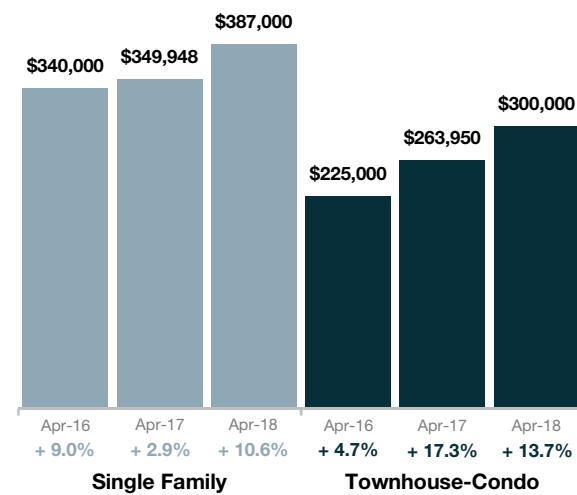
Median Sales Price



April

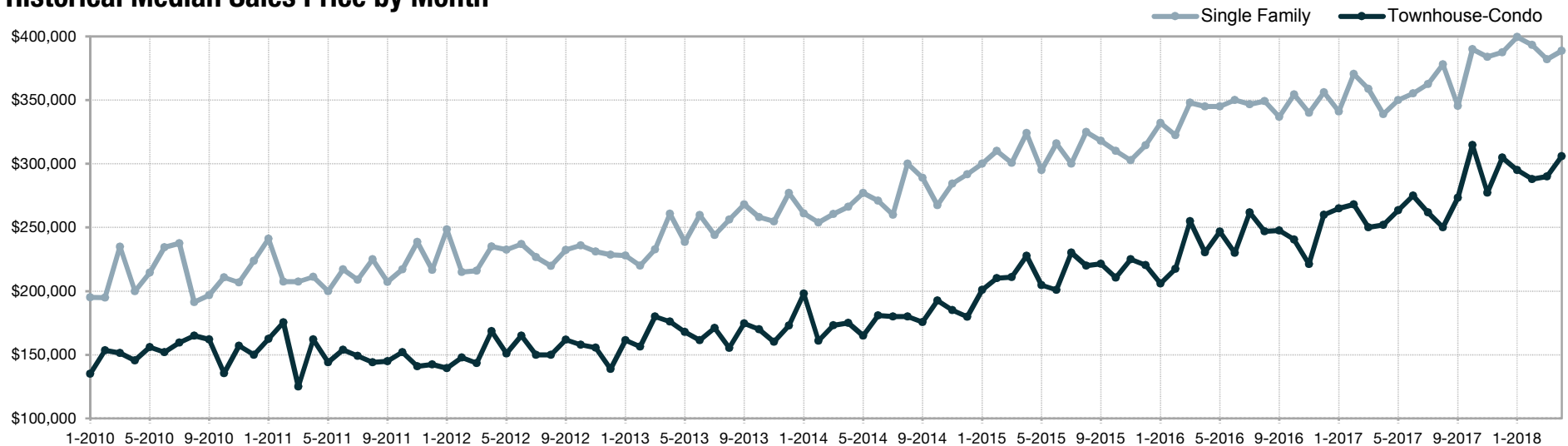


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$349,950	+1.4%	\$263,561	+6.8%
Jun-2017	\$355,250	+1.5%	\$274,900	+19.5%
Jul-2017	\$362,500	+4.5%	\$261,777	-0.0%
Aug-2017	\$378,000	+8.2%	\$250,000	+1.2%
Sep-2017	\$345,500	+2.6%	\$273,200	+10.4%
Oct-2017	\$390,000	+10.0%	\$314,774	+30.9%
Nov-2017	\$383,867	+12.9%	\$277,225	+25.3%
Dec-2017	\$387,450	+8.8%	\$304,900	+17.3%
Jan-2018	\$399,500	+17.2%	\$295,000	+11.4%
Feb-2018	\$393,315	+6.2%	\$287,950	+7.4%
Mar-2018	\$382,025	+6.5%	\$290,000	+16.0%
Apr-2018	\$388,700	+14.7%	\$306,000	+21.4%

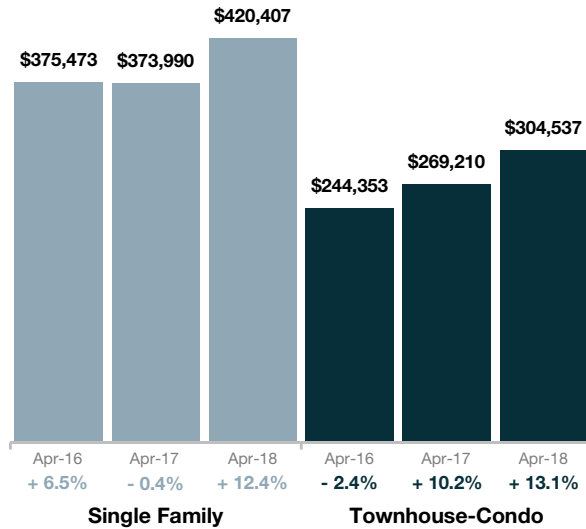
Historical Median Sales Price by Month



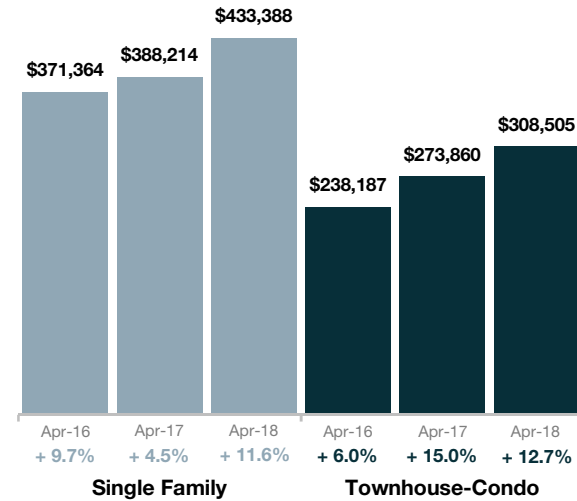
Average Sales Price



April

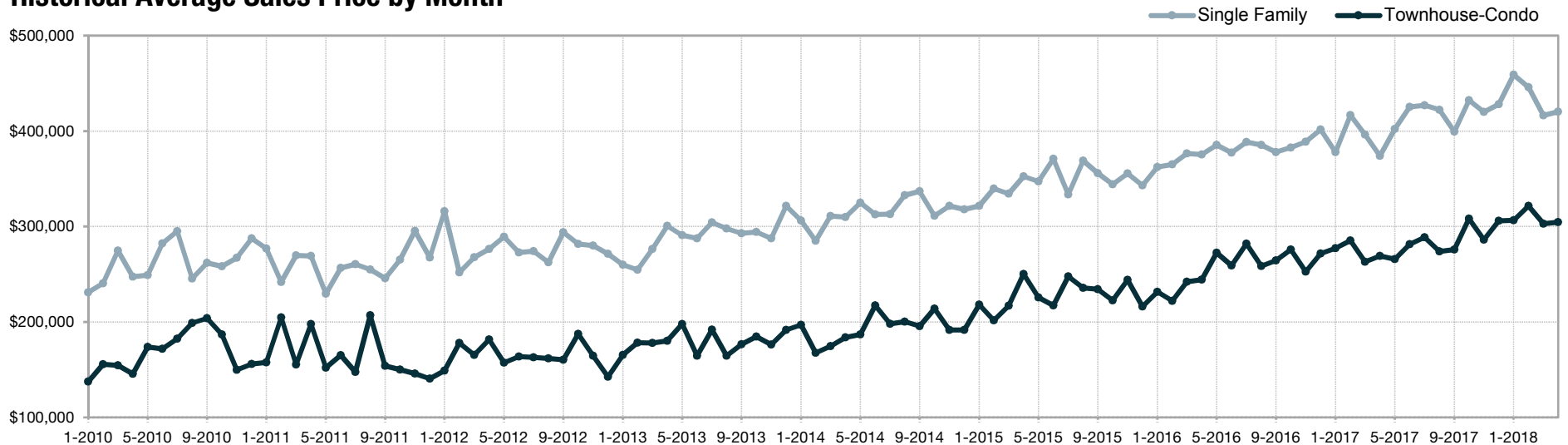


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$402,078	+4.3%	\$265,777	-2.5%
Jun-2017	\$425,376	+12.7%	\$281,519	+8.6%
Jul-2017	\$426,863	+9.9%	\$288,644	+2.3%
Aug-2017	\$422,141	+9.6%	\$273,918	+5.9%
Sep-2017	\$399,452	+5.7%	\$275,871	+4.3%
Oct-2017	\$432,243	+12.9%	\$308,145	+11.6%
Nov-2017	\$420,130	+8.1%	\$286,274	+13.3%
Dec-2017	\$428,133	+6.6%	\$306,061	+12.6%
Jan-2018	\$459,011	+21.4%	\$306,617	+10.6%
Feb-2018	\$445,990	+7.1%	\$321,508	+12.7%
Mar-2018	\$416,500	+5.1%	\$303,012	+15.2%
Apr-2018	\$420,407	+12.4%	\$304,537	+13.1%

Historical Average Sales Price by Month

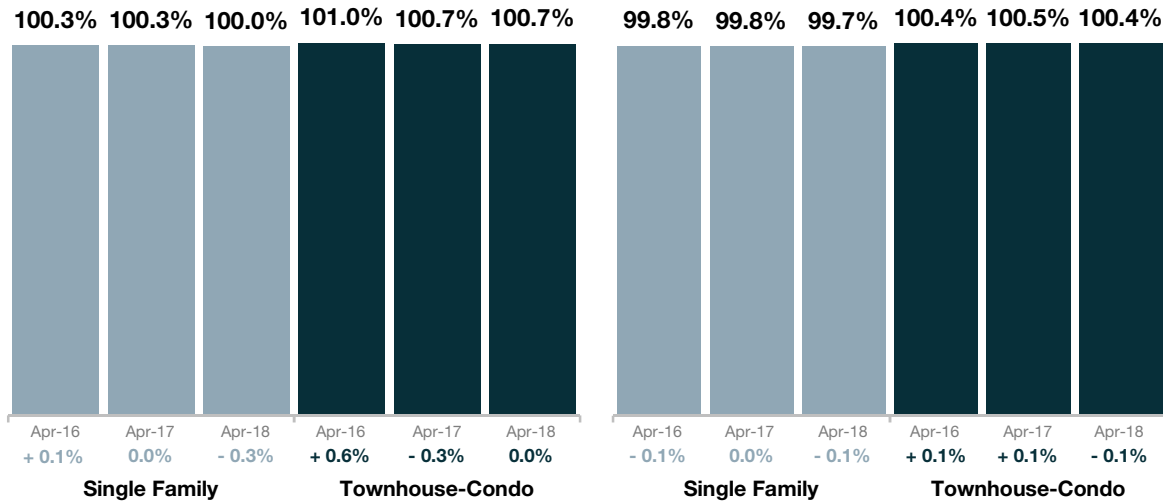


Percent of List Price Received



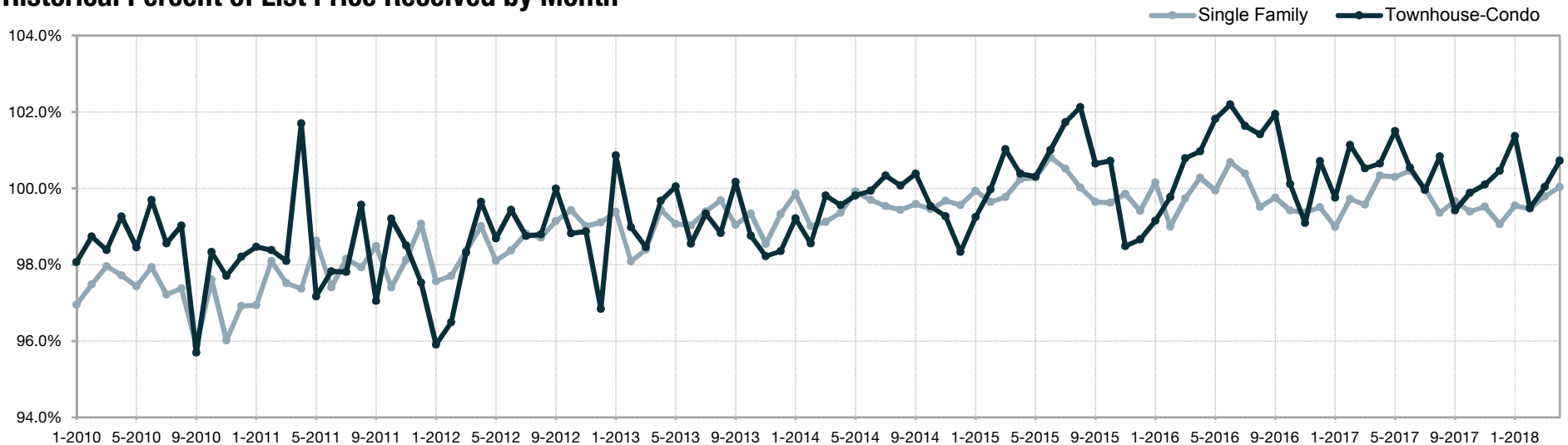
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	100.3%	+0.4%	101.5%	-0.3%
Jun-2017	100.5%	-0.2%	100.5%	-1.7%
Jul-2017	100.0%	-0.4%	100.0%	-1.6%
Aug-2017	99.4%	-0.1%	100.8%	-0.6%
Sep-2017	99.7%	-0.1%	99.4%	-2.5%
Oct-2017	99.4%	0.0%	99.9%	-0.2%
Nov-2017	99.5%	+0.1%	100.1%	+1.0%
Dec-2017	99.1%	-0.4%	100.5%	-0.2%
Jan-2018	99.5%	+0.5%	101.4%	+1.6%
Feb-2018	99.5%	-0.2%	99.5%	-1.6%
Mar-2018	99.8%	+0.2%	100.0%	-0.5%
Apr-2018	100.0%	-0.3%	100.7%	0.0%

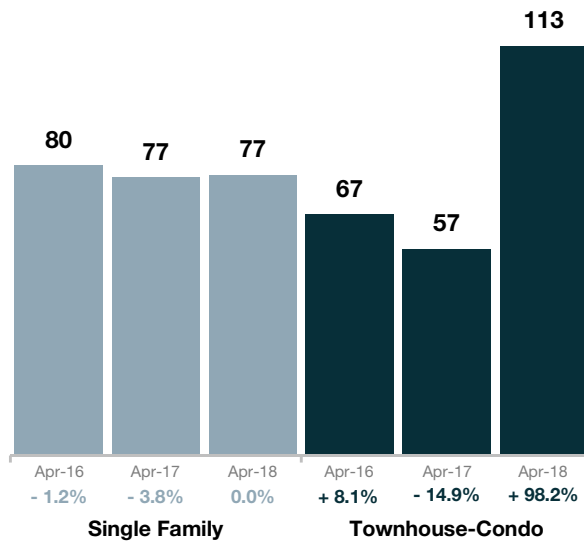
Historical Percent of List Price Received by Month



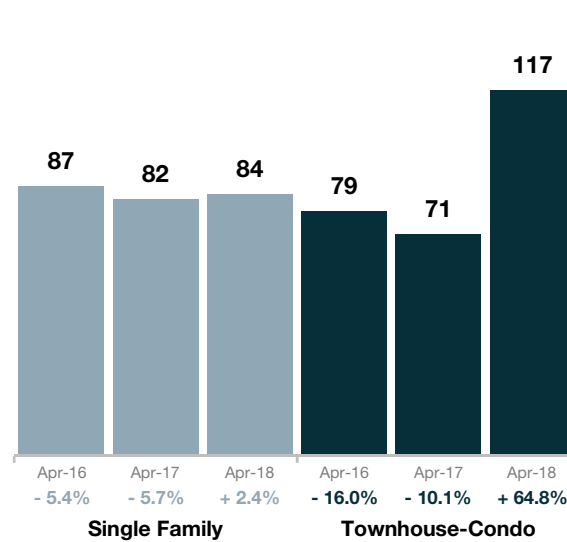
Days on Market Until Sale



April

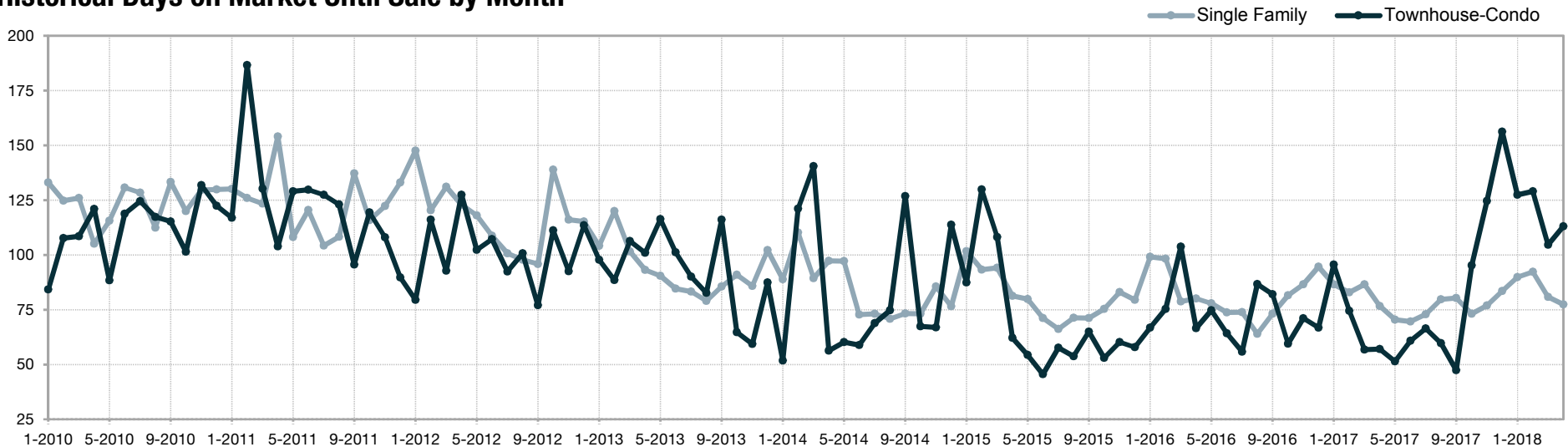


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	70	-10.3%	51	-32.0%
Jun-2017	70	-5.4%	61	-4.7%
Jul-2017	73	-1.4%	66	+17.9%
Aug-2017	80	+25.0%	60	-31.0%
Sep-2017	80	+9.6%	47	-42.7%
Oct-2017	73	-11.0%	95	+58.3%
Nov-2017	77	-11.5%	125	+76.1%
Dec-2017	84	-11.6%	156	+132.8%
Jan-2018	90	+3.4%	127	+32.3%
Feb-2018	92	+10.8%	129	+72.0%
Mar-2018	81	-6.9%	105	+84.2%
Apr-2018	77	0.0%	113	+98.2%

Historical Days on Market Until Sale by Month

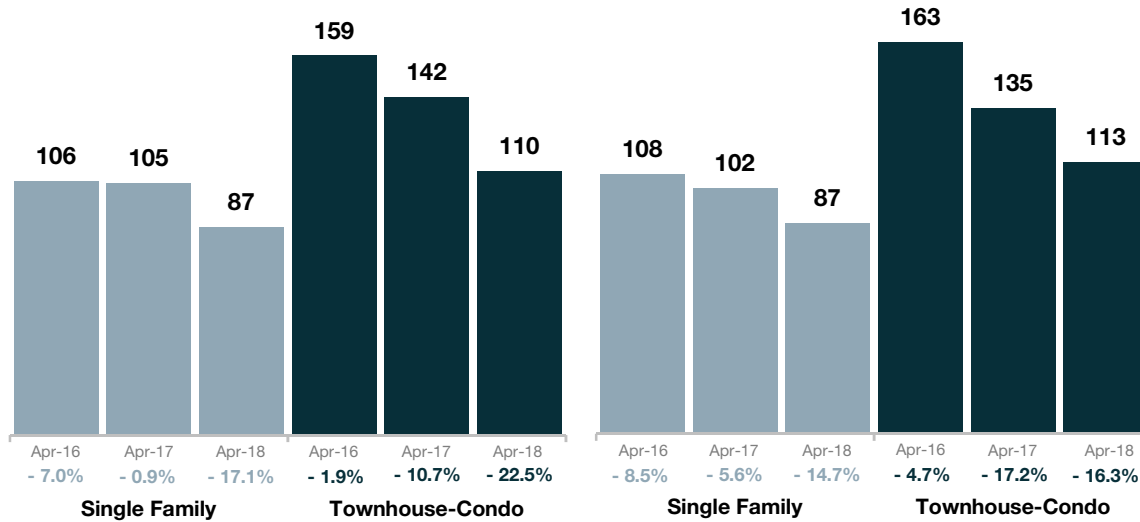


Housing Affordability Index



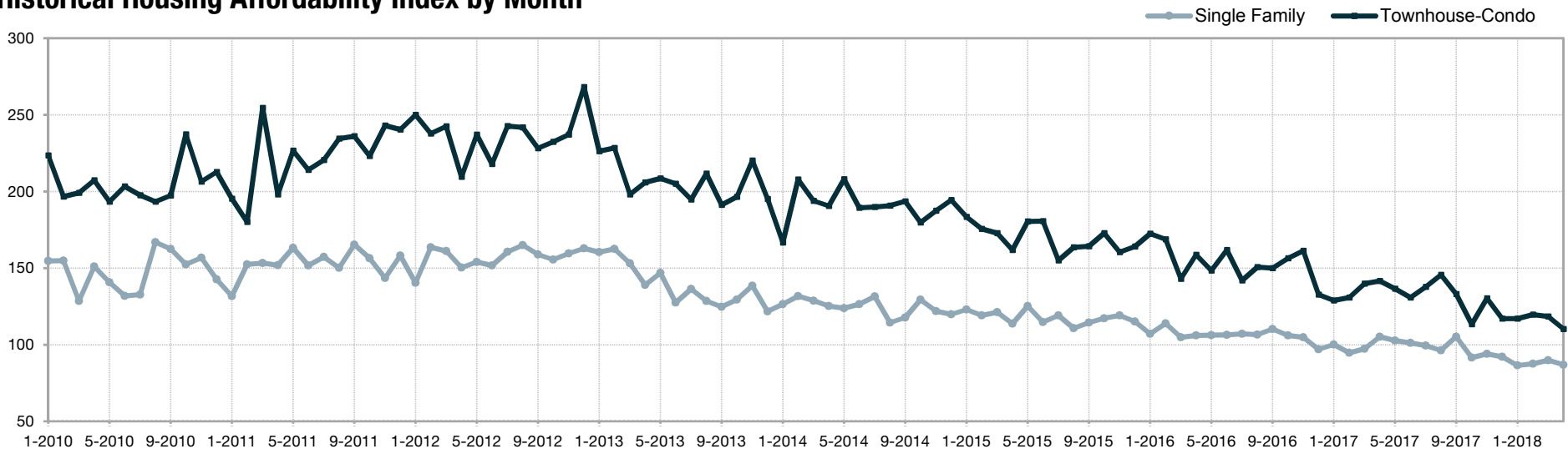
April

Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	103	-2.8%	137	-7.4%
Jun-2017	101	-4.7%	131	-19.1%
Jul-2017	99	-7.5%	138	-2.8%
Aug-2017	96	-10.3%	146	-3.3%
Sep-2017	105	-4.5%	133	-11.3%
Oct-2017	92	-13.2%	113	-27.6%
Nov-2017	94	-10.5%	130	-19.3%
Dec-2017	92	-5.2%	117	-12.0%
Jan-2018	86	-14.0%	117	-9.3%
Feb-2018	88	-7.4%	120	-8.4%
Mar-2018	90	-7.2%	118	-15.7%
Apr-2018	87	-17.1%	110	-22.5%

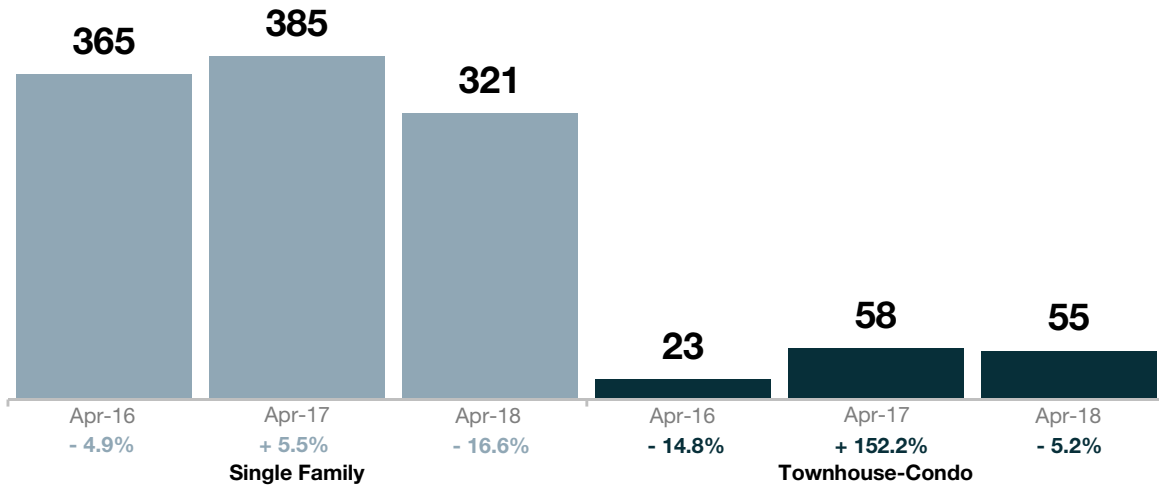
Historical Housing Affordability Index by Month



Inventory of Active Listings

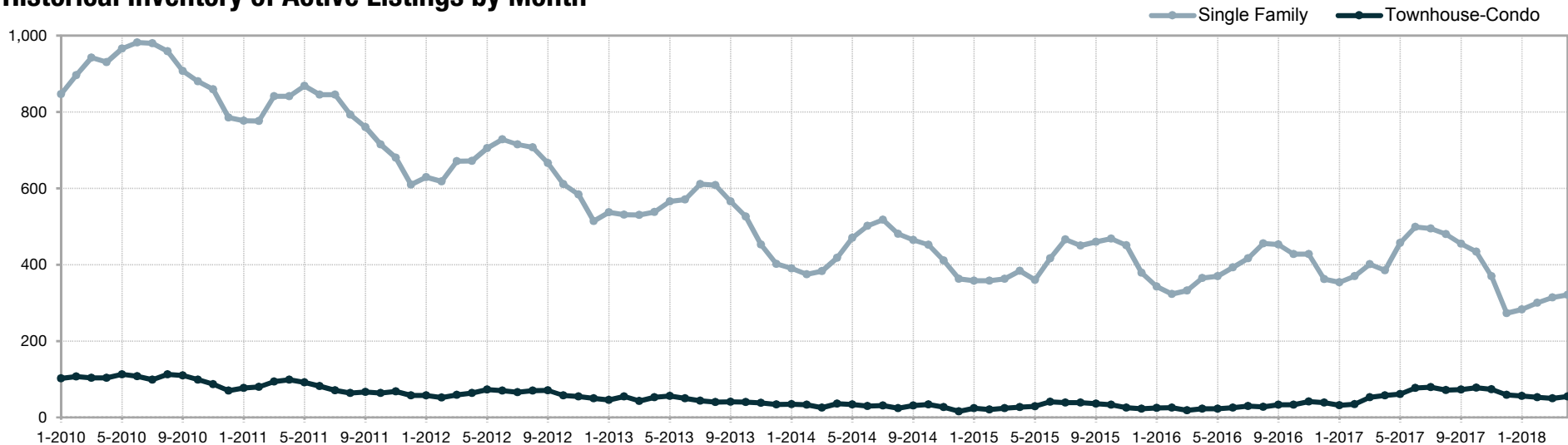


April



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	457	+23.5%	61	+165.2%
Jun-2017	499	+27.0%	77	+196.2%
Jul-2017	495	+18.7%	79	+163.3%
Aug-2017	480	+5.3%	72	+157.1%
Sep-2017	455	+0.4%	73	+121.2%
Oct-2017	434	+1.4%	78	+136.4%
Nov-2017	370	-13.6%	74	+76.2%
Dec-2017	273	-24.6%	59	+51.3%
Jan-2018	283	-20.1%	56	+75.0%
Feb-2018	300	-18.9%	53	+51.4%
Mar-2018	314	-21.7%	50	-5.7%
Apr-2018	321	-16.6%	55	-5.2%

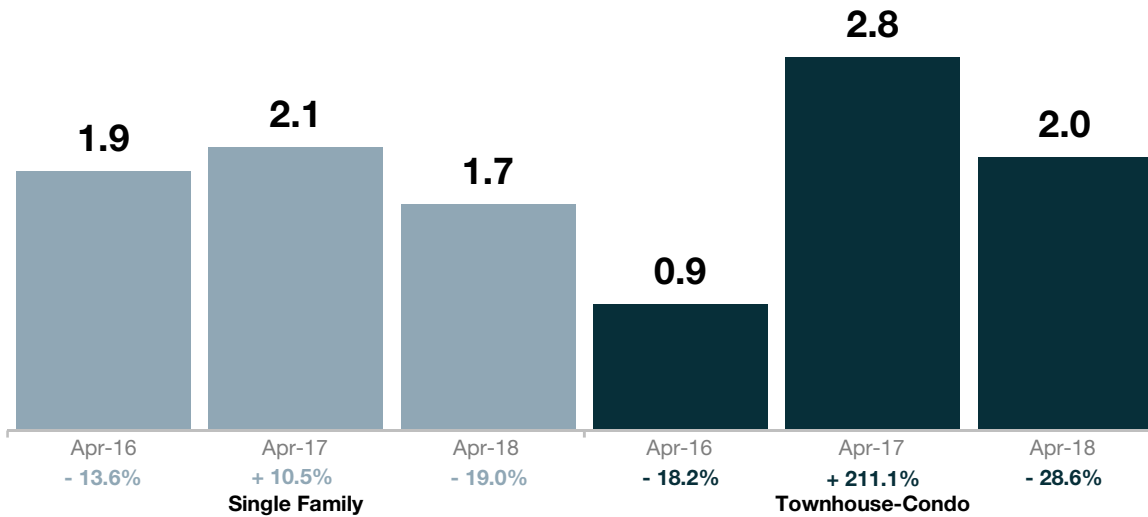
Historical Inventory of Active Listings by Month



Months Supply of Inventory

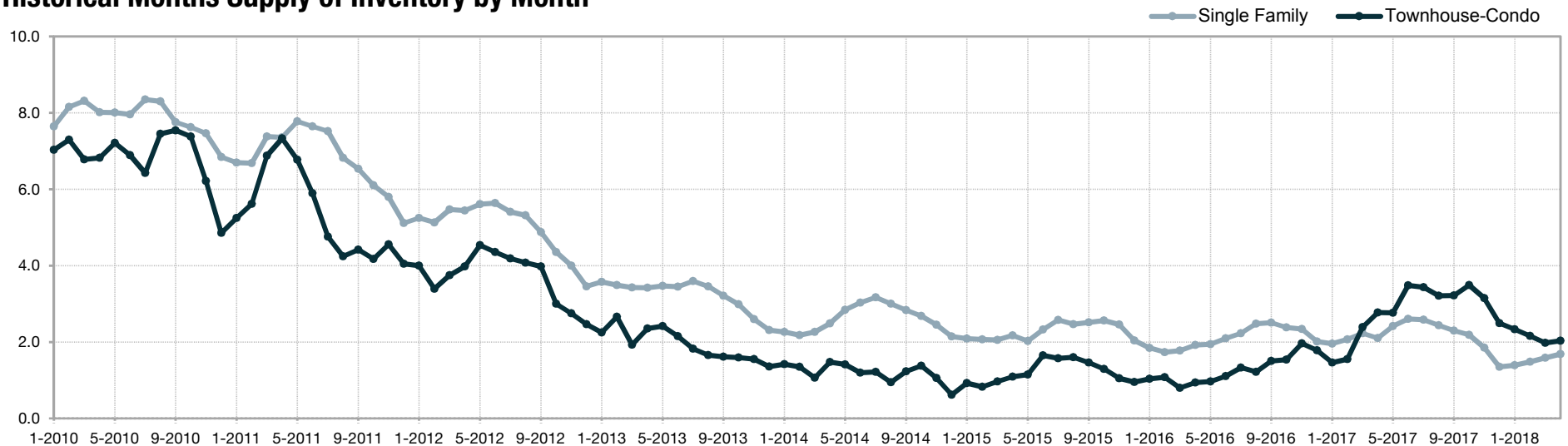


April



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	2.4	+26.3%	2.8	+180.0%
Jun-2017	2.6	+23.8%	3.5	+218.2%
Jul-2017	2.6	+18.2%	3.4	+161.5%
Aug-2017	2.4	-4.0%	3.2	+166.7%
Sep-2017	2.3	-8.0%	3.2	+113.3%
Oct-2017	2.2	-8.3%	3.5	+133.3%
Nov-2017	1.9	-17.4%	3.1	+55.0%
Dec-2017	1.3	-35.0%	2.5	+38.9%
Jan-2018	1.4	-30.0%	2.3	+53.3%
Feb-2018	1.5	-28.6%	2.2	+37.5%
Mar-2018	1.6	-27.3%	2.0	-16.7%
Apr-2018	1.7	-19.0%	2.0	-28.6%

Historical Months Supply of Inventory by Month



Total Market Overview

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



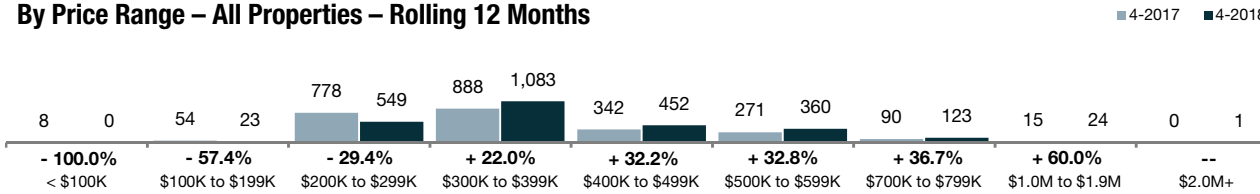
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
New Listings		312	349	+ 11.9%	1,194	1,023	- 14.3%
Pending / Under Contract		282	277	- 1.8%	988	828	- 16.2%
Sold Listings		250	187	- 25.2%	726	629	- 13.4%
Median Sales Price		\$335,325	\$365,000	+ 8.8%	\$341,000	\$372,500	+ 9.2%
Average Sales Price		\$368,542	\$398,720	+ 8.2%	\$378,448	\$412,938	+ 9.1%
Pct. of List Price Received		100.3%	100.2%	- 0.1%	99.8%	99.8%	0.0%
Days on Market		76	84	+ 10.5%	82	90	+ 9.8%
Affordability Index		106	92	- 13.2%	105	91	- 13.3%
Active Listings		443	376	- 15.1%	--	--	--
Months Supply		2.2	1.7	- 22.7%	--	--	--

Sold Listings

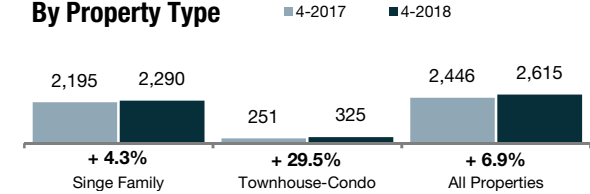
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	8	0	-100.0%	0	0	--
\$100,000 to \$199,999	40	13	-67.5%	14	10	-28.6%
\$200,000 to \$299,999	608	359	-41.0%	170	190	+11.8%
\$300,000 to \$399,999	827	975	+17.9%	61	108	+77.0%
\$400,000 to \$499,999	341	438	+28.4%	1	14	+1,300%
\$500,000 to \$699,999	266	358	+34.6%	5	2	-60.0%
\$700,000 to \$999,999	90	122	+35.6%	0	1	--
\$1,000,000 to \$1,999,999	15	24	+60.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	2,195	2,290	+4.3%	251	325	+29.5%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	1	0.0%	2	1	-50.0%
\$200,000 to \$299,999	23	12	-47.8%	11	14	+27.3%
\$300,000 to \$399,999	62	75	+21.0%	10	18	+80.0%
\$400,000 to \$499,999	33	34	+3.0%	2	2	0.0%
\$500,000 to \$699,999	22	25	+13.6%	0	0	--
\$700,000 to \$999,999	6	5	-16.7%	0	0	--
\$1,000,000 to \$1,999,999	2	0	-100.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	149	152	+2.0%	25	35	+40.0%

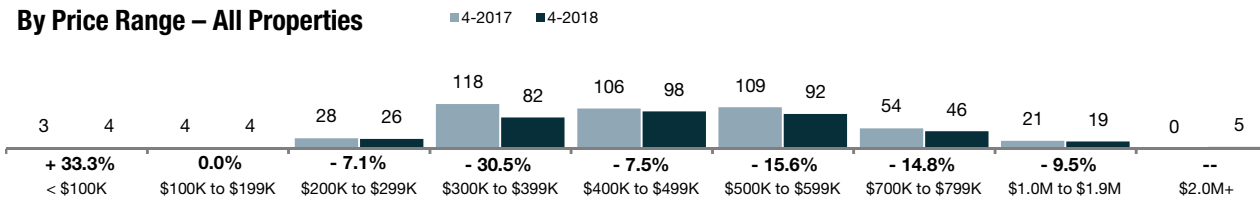
Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	7	2	-71.4%	1	3	+200.0%
\$200,000 to \$299,999	140	76	-45.7%	42	48	+14.3%
\$300,000 to \$399,999	303	211	-30.4%	18	43	+138.9%
\$400,000 to \$499,999	107	119	+11.2%	1	8	+700.0%
\$500,000 to \$699,999	69	80	+15.9%	0	0	--
\$700,000 to \$999,999	27	31	+14.8%	0	1	--
\$1,000,000 to \$1,999,999	5	7	+40.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	664	526	-20.8%	62	103	+66.1%

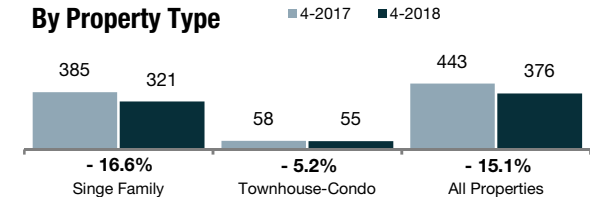
Inventory of Active Listings

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			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$99,999 and Below	3	4	+33.3%	0	0	--
\$100,000 to \$199,999	0	2	--	4	2	-50.0%
\$200,000 to \$299,999	16	7	-56.3%	12	19	+58.3%
\$300,000 to \$399,999	87	55	-36.8%	31	27	-12.9%
\$400,000 to \$499,999	96	92	-4.2%	10	6	-40.0%
\$500,000 to \$699,999	108	91	-15.7%	1	1	0.0%
\$700,000 to \$999,999	54	46	-14.8%	0	0	--
\$1,000,000 to \$1,999,999	21	19	-9.5%	0	0	--
\$2,000,000 and Above	0	5	--	0	0	--
All Price Ranges	385	321	-16.6%	58	55	-5.2%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$99,999 and Below	4	4	0.0%	0	0	--
\$100,000 to \$199,999	2	2	0.0%	2	2	0.0%
\$200,000 to \$299,999	7	7	0.0%	13	19	+46.2%
\$300,000 to \$399,999	45	55	+22.2%	27	27	0.0%
\$400,000 to \$499,999	98	92	-6.1%	7	6	-14.3%
\$500,000 to \$699,999	90	91	+1.1%	1	1	0.0%
\$700,000 to \$999,999	48	46	-4.2%	0	0	--
\$1,000,000 to \$1,999,999	16	19	+18.8%	0	0	--
\$2,000,000 and Above	4	5	+25.0%	0	0	--
All Price Ranges	314	321	+2.2%	50	55	+10.0%

Year to Date

Single Family	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®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending / Under Contract	A count of all listings that went into Pending status during the reported period. Pending listings are counted at the end of the reported period only once. So if a listing goes into, out of and back into Pending status during the reporting period, it is counted just one time. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a leading indicator of buyer demand. The Pending/Under Contract metric includes Pending, Active/Backup and Active/First Right.
Sold Listings	A measure of home sales that were closed to completion during the report period.
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.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
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.
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.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.