



# Monthly Indicators

## August 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.7 percent for single family homes but increased 33.3 percent for townhouse-condo properties. Pending Sales landed at 202 for single family homes and 31 for townhouse-condo properties.

The Median Sales Price was up 4.6 percent to \$400,000 for single family homes and 22.5 percent to \$305,000 for townhouse-condo properties. Days on Market decreased 10.0 percent for single family homes but increased 83.1 percent for townhouse-condo properties.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Activity Snapshot

<b>- 9.8%</b>	<b>+ 4.7%</b>	<b>0.0%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Days on Market</b> All Properties

Residential real estate activity in Area 8 comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	<b>2</b>
Townhouse-Condo Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending / Under Contract	<b>5</b>
Sold Listings	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Days on Market Until Sale	<b>10</b>
Housing Affordability Index	<b>11</b>
Inventory of Active Listings	<b>12</b>
Months Supply of Inventory	<b>13</b>
Total Market Overview	<b>14</b>
Sold Listings and Inventory by Price Range	<b>15</b>
Glossary of Terms	<b>16</b>

# 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	8-2017	8-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		272	251	- 7.7%	2,251	1,990	- 11.6%
<b>Pending / Under Contract</b>		216	202	- 6.5%	1,748	1,496	- 14.4%
<b>Sold Listings</b>		247	203	- 17.8%	1,666	1,434	- 13.9%
<b>Median Sales Price</b>		\$382,500	\$400,000	+ 4.6%	\$355,000	\$391,295	+ 10.2%
<b>Average Sales Price</b>		\$424,739	\$454,976	+ 7.1%	\$407,267	\$438,793	+ 7.7%
<b>Pct. of List Price Received</b>		99.4%	100.1%	+ 0.7%	99.9%	100.0%	+ 0.1%
<b>Days on Market</b>		80	72	- 10.0%	77	74	- 3.9%
<b>Affordability Index</b>		95	84	- 11.6%	103	86	- 16.5%
<b>Active Listings</b>		475	412	- 13.3%	--	--	--
<b>Months Supply</b>		2.4	2.2	- 8.3%	--	--	--

# Townhouse-Condo Market Overview

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

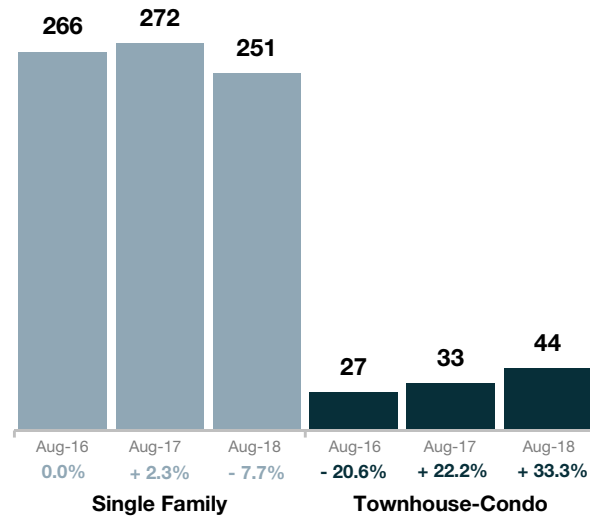


Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		33	44	+ 33.3%	288	322	+ 11.8%
<b>Pending / Under Contract</b>		33	31	- 6.1%	226	280	+ 23.9%
<b>Sold Listings</b>		28	45	+ 60.7%	186	284	+ 52.7%
<b>Median Sales Price</b>		\$249,000	\$305,000	+ 22.5%	\$263,277	\$300,500	+ 14.1%
<b>Average Sales Price</b>		\$272,099	\$317,847	+ 16.8%	\$275,558	\$308,497	+ 12.0%
<b>Pct. of List Price Received</b>		100.8%	100.9%	+ 0.1%	100.7%	100.7%	0.0%
<b>Days on Market</b>		59	108	+ 83.1%	63	115	+ 82.5%
<b>Affordability Index</b>		146	111	- 24.0%	138	112	- 18.8%
<b>Active Listings</b>		74	65	- 12.2%	--	--	--
<b>Months Supply</b>		3.3	2.0	- 39.4%	--	--	--

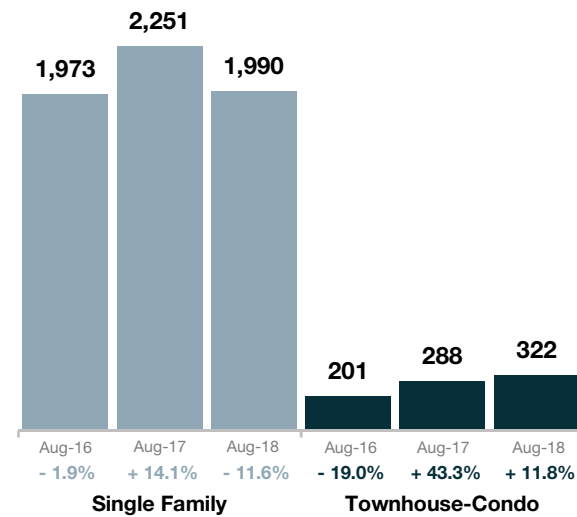
# New Listings



## August

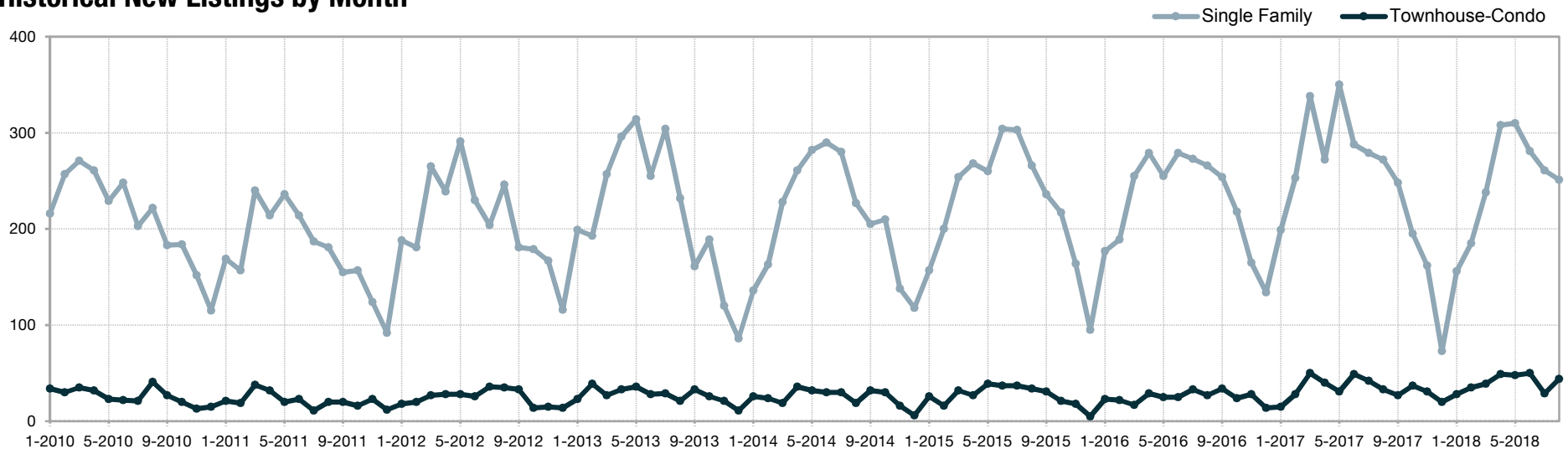


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	248	-2.4%	27	-20.6%
Oct-2017	195	-10.6%	37	+54.2%
Nov-2017	162	-1.8%	31	+10.7%
Dec-2017	73	-45.5%	20	+42.9%
Jan-2018	156	-21.6%	28	+86.7%
Feb-2018	185	-26.9%	35	+25.0%
Mar-2018	238	-29.6%	39	-22.0%
Apr-2018	308	+13.2%	49	+22.5%
May-2018	310	-11.4%	48	+54.8%
Jun-2018	281	-2.4%	50	+2.0%
Jul-2018	261	-6.5%	29	-31.0%
<b>Aug-2018</b>	<b>251</b>	<b>-7.7%</b>	<b>44</b>	<b>+33.3%</b>

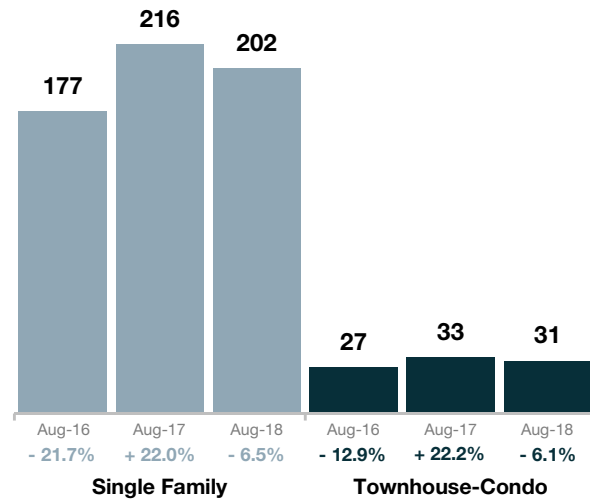
## Historical New Listings by Month



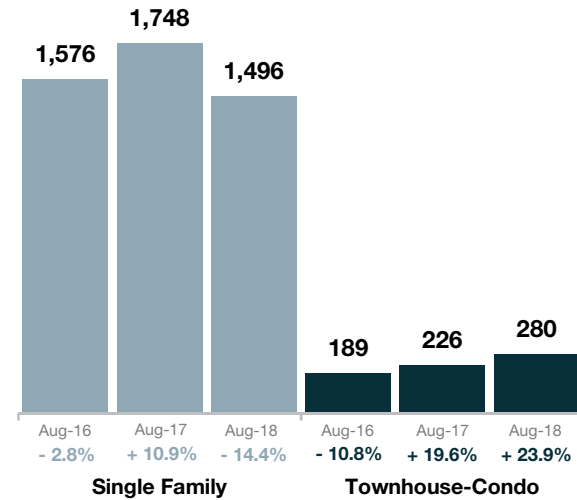
# Pending / Under Contract



## August

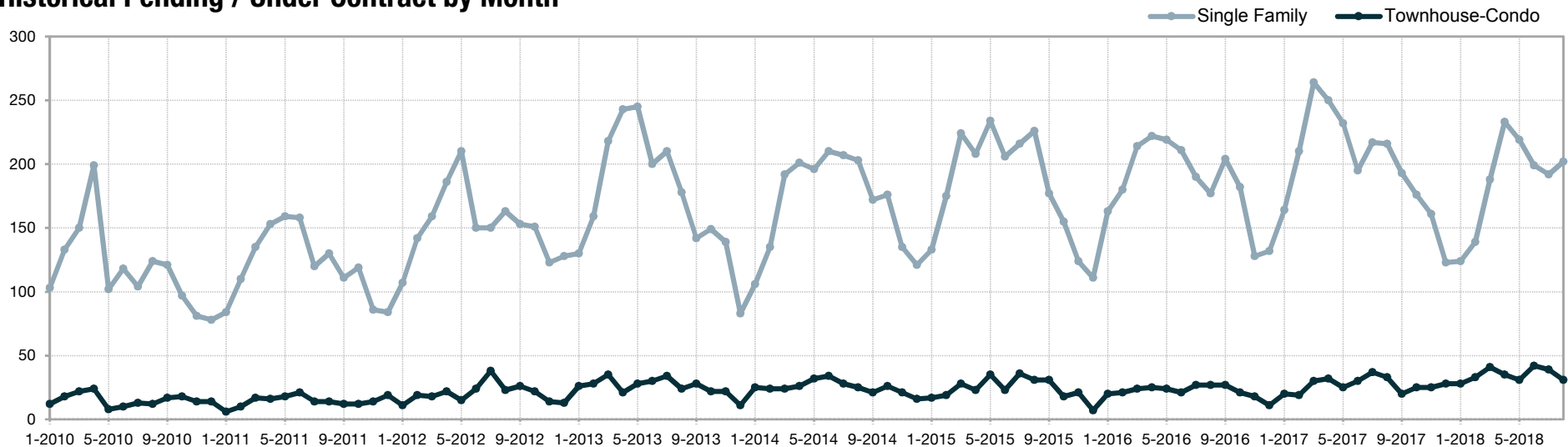


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	193	-5.4%	20	-25.9%
Oct-2017	176	-3.3%	25	+19.0%
Nov-2017	161	+25.8%	25	+38.9%
Dec-2017	123	-6.8%	28	+154.5%
Jan-2018	124	-24.4%	28	+40.0%
Feb-2018	139	-33.8%	33	+73.7%
Mar-2018	188	-28.8%	41	+36.7%
Apr-2018	233	-6.8%	35	+9.4%
May-2018	219	-5.6%	31	+24.0%
Jun-2018	199	+2.1%	42	+40.0%
Jul-2018	192	-11.5%	39	+5.4%
<b>Aug-2018</b>	<b>202</b>	<b>-6.5%</b>	<b>31</b>	<b>-6.1%</b>

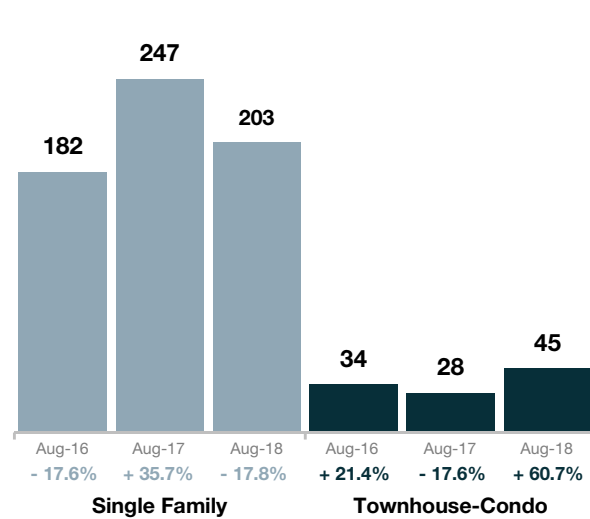
## Historical Pending / Under Contract by Month



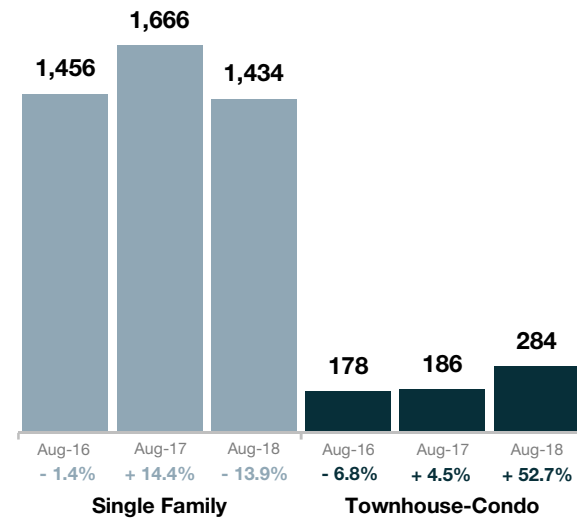
# Sold Listings



## August

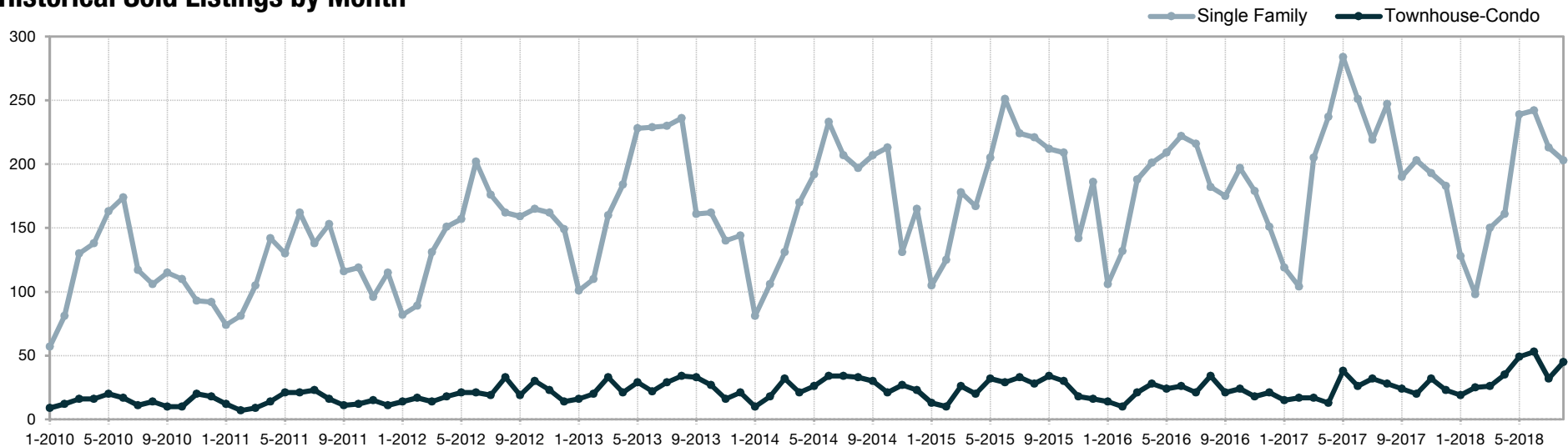


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	190	+8.6%	24	+14.3%
Oct-2017	203	+3.0%	20	-16.7%
Nov-2017	193	+7.8%	32	+77.8%
Dec-2017	183	+21.2%	23	+9.5%
Jan-2018	128	+7.6%	19	+26.7%
Feb-2018	98	-5.8%	25	+47.1%
Mar-2018	150	-26.8%	26	+52.9%
Apr-2018	161	-32.1%	35	+169.2%
May-2018	239	-15.8%	49	+28.9%
Jun-2018	242	-3.6%	53	+103.8%
Jul-2018	213	-2.7%	32	0.0%
<b>Aug-2018</b>	<b>203</b>	<b>-17.8%</b>	<b>45</b>	<b>+60.7%</b>

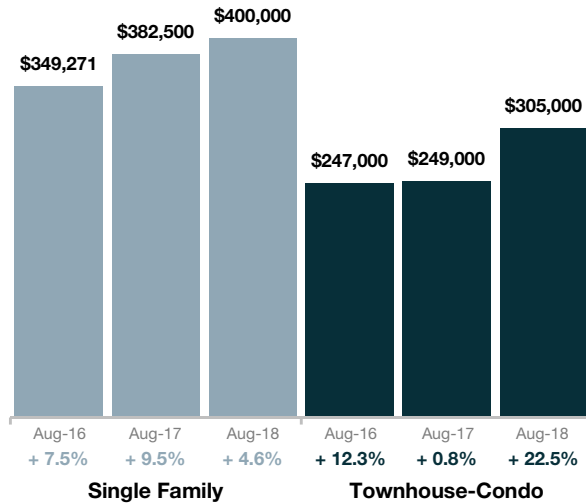
## Historical Sold Listings by Month



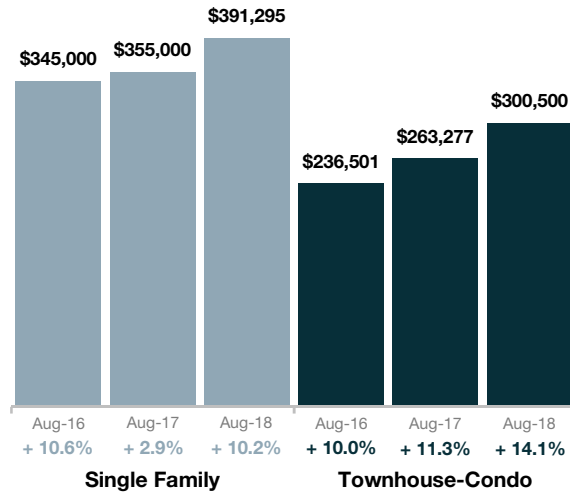
# Median Sales Price



## August

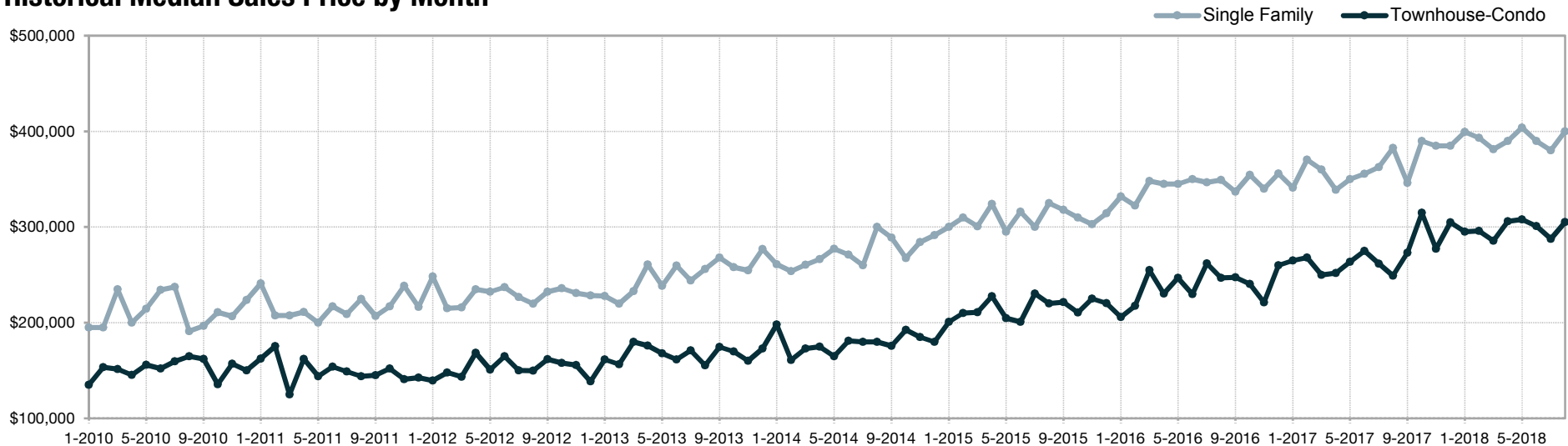


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	\$346,250	+2.8%	\$273,200	+10.4%
Oct-2017	\$390,000	+10.0%	\$314,774	+30.9%
Nov-2017	\$384,900	+13.2%	\$277,225	+25.3%
Dec-2017	\$385,000	+8.1%	\$304,900	+17.3%
Jan-2018	\$399,400	+17.1%	\$295,000	+11.4%
Feb-2018	\$393,315	+6.2%	\$296,000	+10.4%
Mar-2018	\$381,245	+5.9%	\$285,500	+14.2%
Apr-2018	\$389,900	+15.0%	\$306,000	+21.4%
May-2018	\$403,950	+15.4%	\$308,000	+16.9%
Jun-2018	\$390,000	+9.7%	\$301,000	+9.5%
Jul-2018	\$380,000	+4.8%	\$287,500	+9.8%
<b>Aug-2018</b>	<b>\$400,000</b>	<b>+4.6%</b>	<b>\$305,000</b>	<b>+22.5%</b>

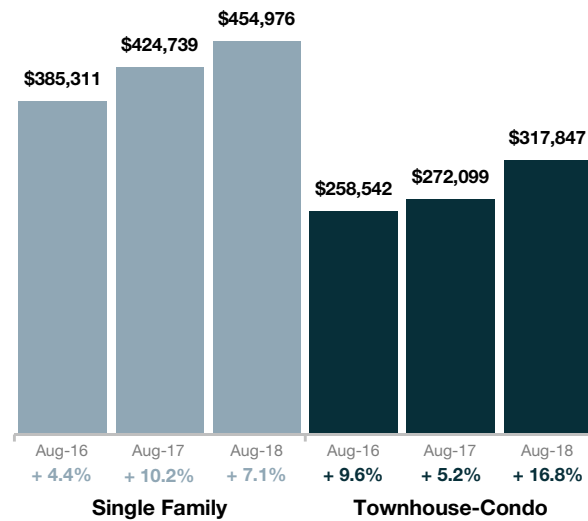
## Historical Median Sales Price by Month



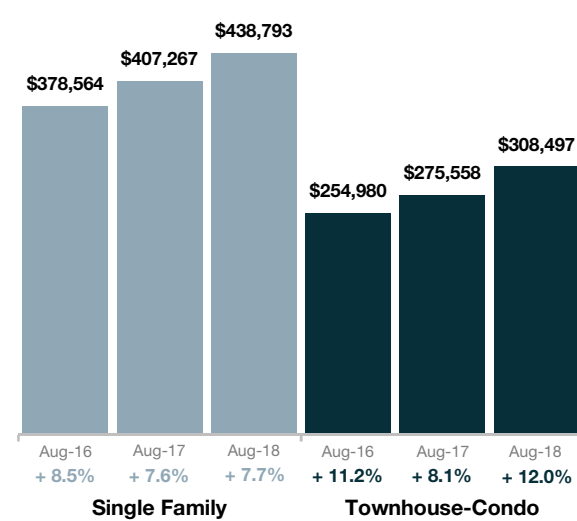
# Average Sales Price



## August

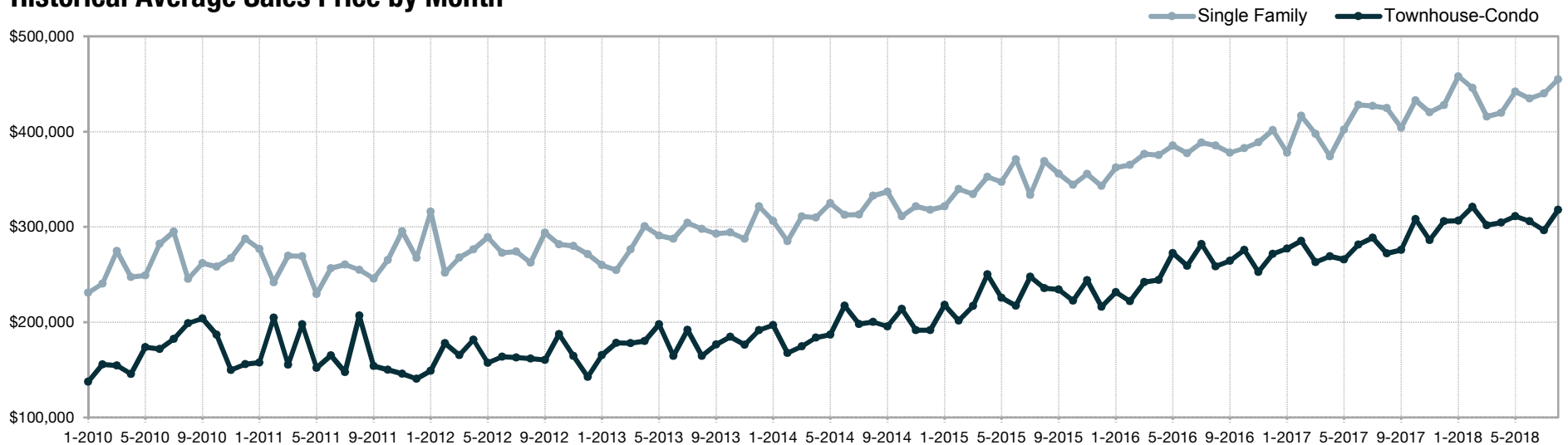


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	\$404,153	+7.0%	\$275,871	+4.3%
Oct-2017	\$432,704	+13.0%	\$308,145	+11.6%
Nov-2017	\$420,240	+8.1%	\$286,274	+13.3%
Dec-2017	\$427,760	+6.5%	\$306,061	+12.6%
Jan-2018	\$458,024	+21.2%	\$306,617	+10.6%
Feb-2018	\$445,990	+7.1%	\$321,128	+12.6%
Mar-2018	\$415,900	+4.6%	\$301,781	+14.7%
Apr-2018	\$419,688	+12.2%	\$304,537	+13.1%
May-2018	\$442,112	+10.0%	\$311,326	+17.1%
Jun-2018	\$434,761	+1.6%	\$305,893	+8.7%
Jul-2018	\$439,935	+3.1%	\$296,364	+2.7%
<b>Aug-2018</b>	<b>\$454,976</b>	<b>+7.1%</b>	<b>\$317,847</b>	<b>+16.8%</b>

## Historical Average Sales Price by Month

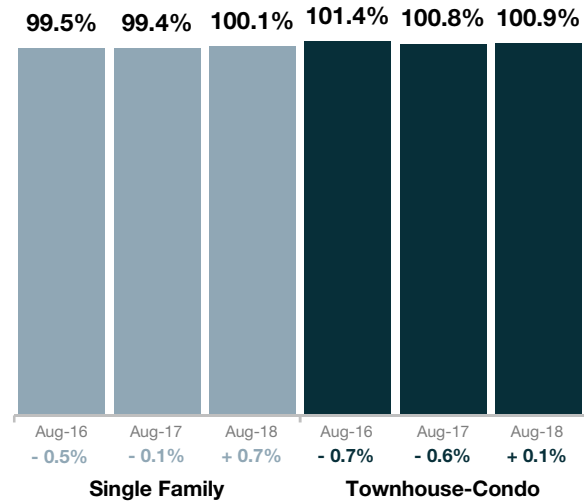




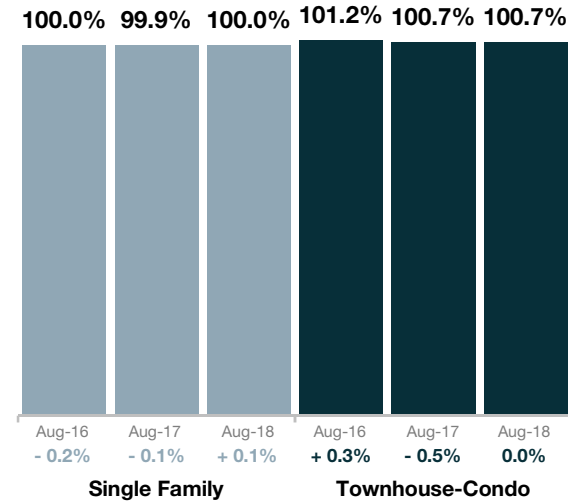
# Percent of List Price Received



## August

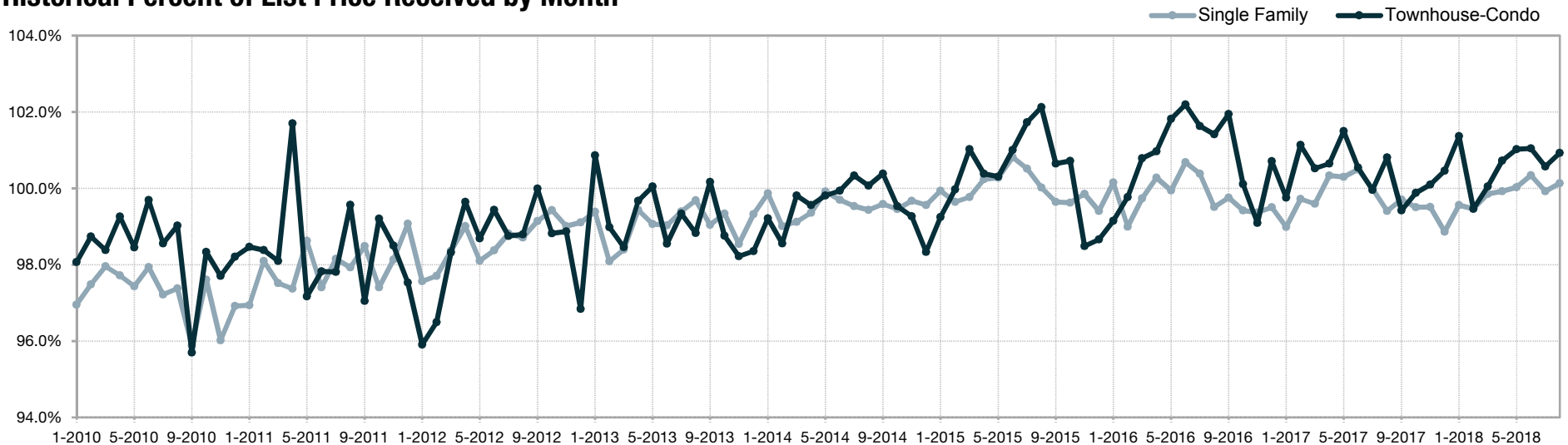


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	99.7%	-0.1%	99.4%	-2.5%
Oct-2017	99.5%	+0.1%	99.9%	-0.2%
Nov-2017	99.5%	+0.1%	100.1%	+1.0%
Dec-2017	98.9%	-0.6%	100.5%	-0.2%
Jan-2018	99.6%	+0.6%	101.4%	+1.6%
Feb-2018	99.5%	-0.2%	99.5%	-1.6%
Mar-2018	99.9%	+0.3%	100.1%	-0.4%
Apr-2018	99.9%	-0.4%	100.7%	0.0%
May-2018	100.0%	-0.3%	101.0%	-0.5%
Jun-2018	100.3%	-0.2%	101.0%	+0.5%
Jul-2018	99.9%	-0.1%	100.6%	+0.6%
<b>Aug-2018</b>	<b>100.1%</b>	<b>+0.7%</b>	<b>100.9%</b>	<b>+0.1%</b>

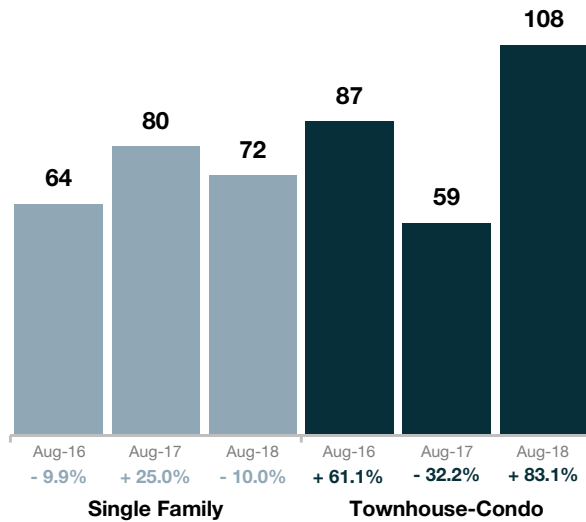
## Historical Percent of List Price Received by Month



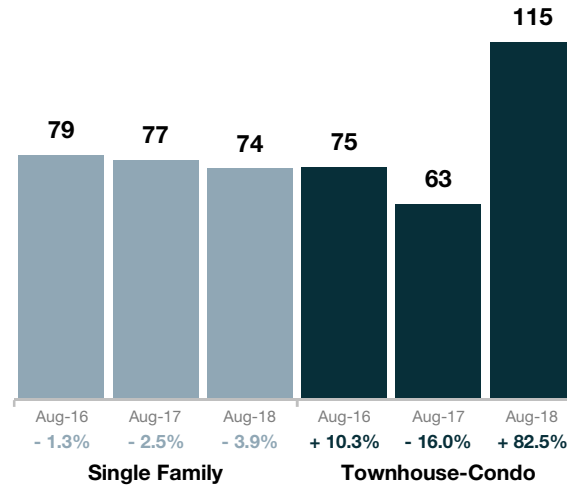
# Days on Market Until Sale



## August

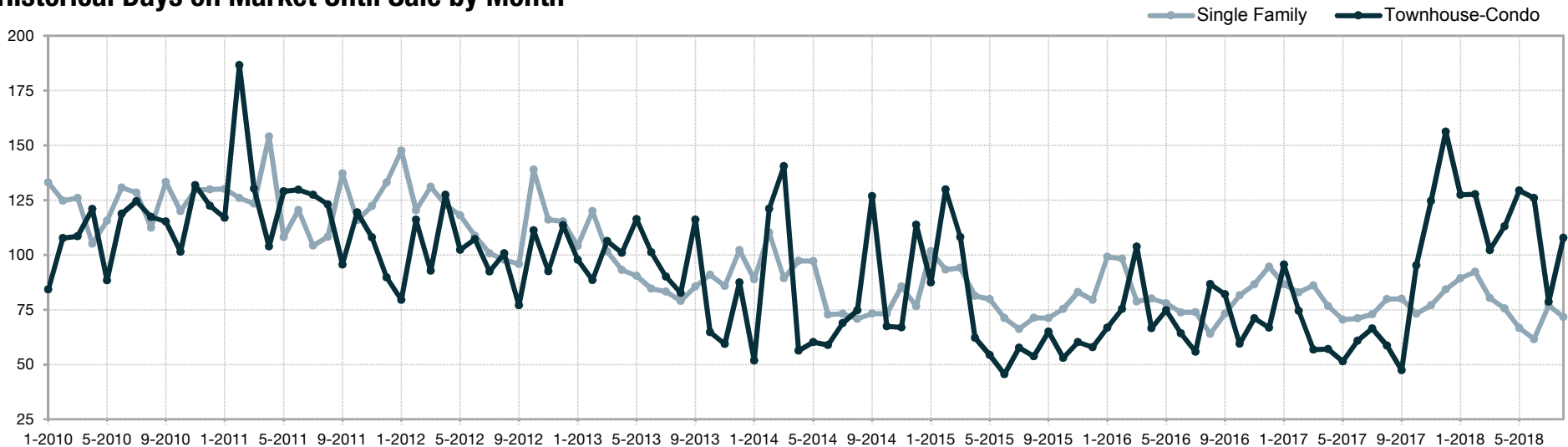


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	89	+2.3%	127	+32.3%
Feb-2018	92	+10.8%	128	+70.7%
Mar-2018	80	-7.0%	102	+78.9%
Apr-2018	76	-1.3%	113	+98.2%
May-2018	67	-4.3%	129	+152.9%
Jun-2018	62	-12.7%	126	+106.6%
Jul-2018	77	+5.5%	79	+19.7%
<b>Aug-2018</b>	<b>72</b>	<b>-10.0%</b>	<b>108</b>	<b>+83.1%</b>

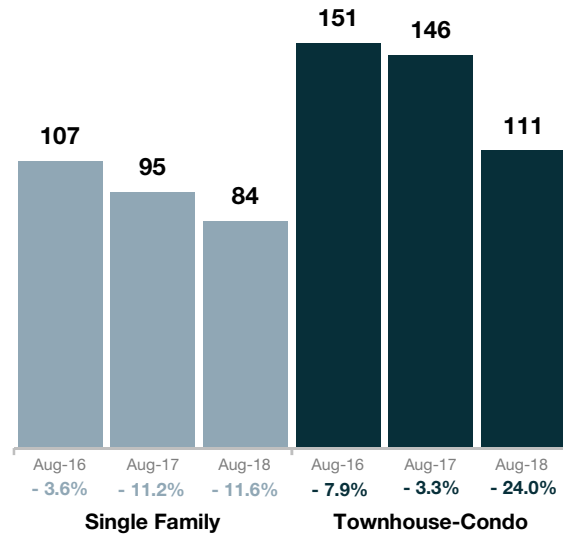
## Historical Days on Market Until Sale by Month



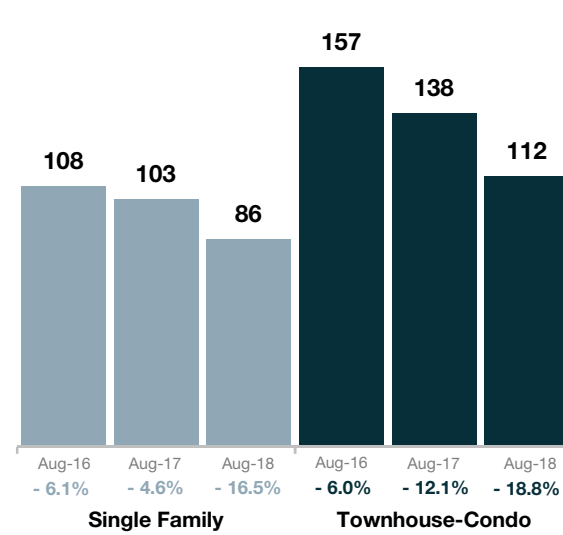
# Housing Affordability Index



## August

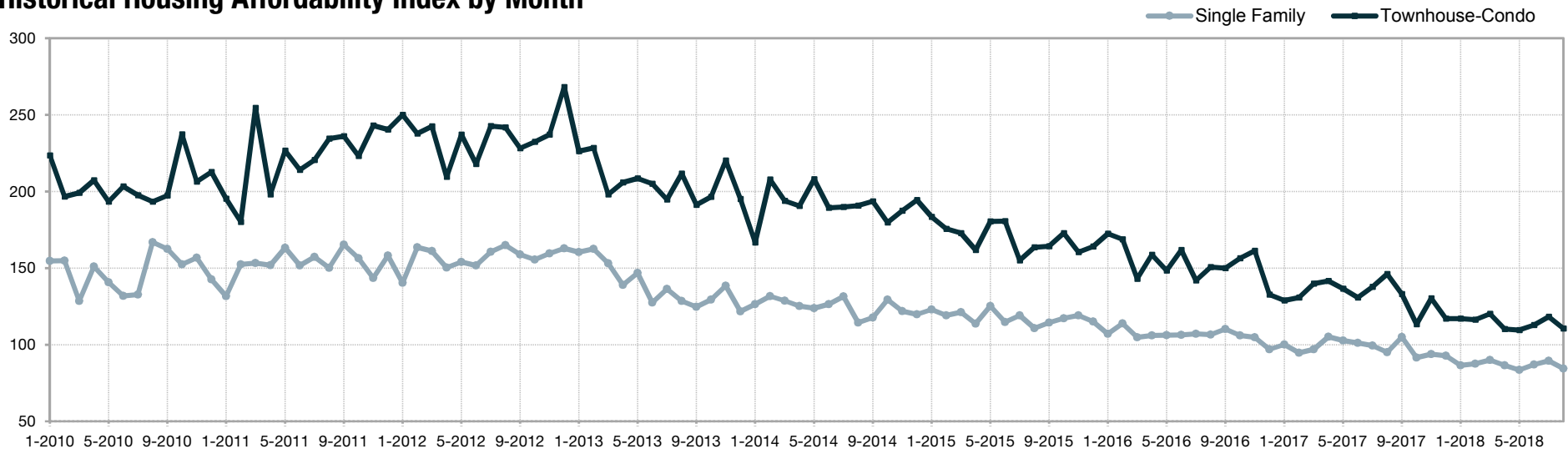


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	93	-4.1%	117	-12.0%
Jan-2018	86	-14.0%	117	-9.3%
Feb-2018	88	-7.4%	116	-11.5%
Mar-2018	90	-7.2%	120	-14.3%
Apr-2018	87	-17.1%	110	-22.5%
May-2018	84	-18.4%	110	-19.7%
Jun-2018	87	-13.9%	113	-13.7%
Jul-2018	90	-9.1%	118	-14.5%
<b>Aug-2018</b>	<b>84</b>	<b>-11.6%</b>	<b>111</b>	<b>-24.0%</b>

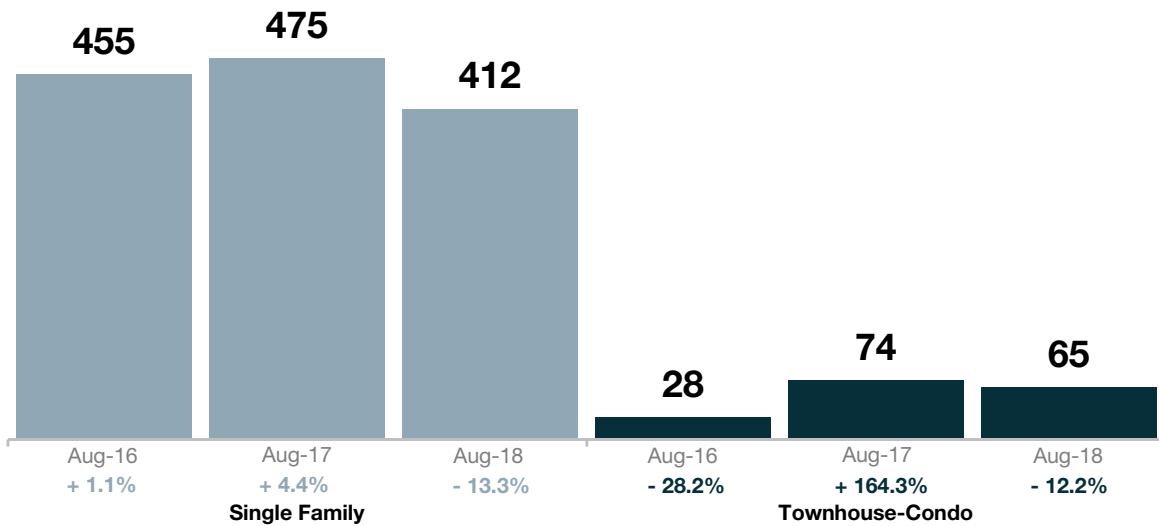
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

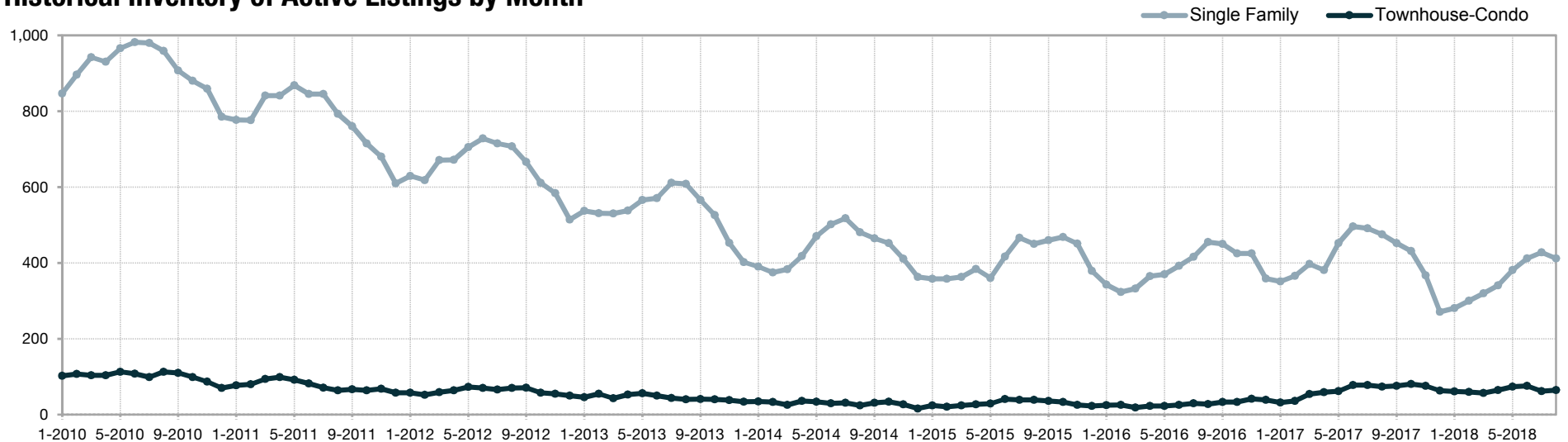


## August



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	452	+0.4%	76	+130.3%
Oct-2017	431	+1.4%	81	+145.5%
Nov-2017	367	-13.6%	76	+81.0%
Dec-2017	271	-24.5%	63	+61.5%
Jan-2018	281	-19.9%	61	+90.6%
Feb-2018	300	-18.0%	60	+66.7%
Mar-2018	320	-19.4%	57	+5.6%
Apr-2018	341	-10.5%	65	+10.2%
May-2018	381	-15.7%	74	+19.4%
Jun-2018	412	-16.9%	76	-2.6%
Jul-2018	428	-12.8%	62	-20.5%
<b>Aug-2018</b>	<b>412</b>	<b>-13.3%</b>	<b>65</b>	<b>-12.2%</b>

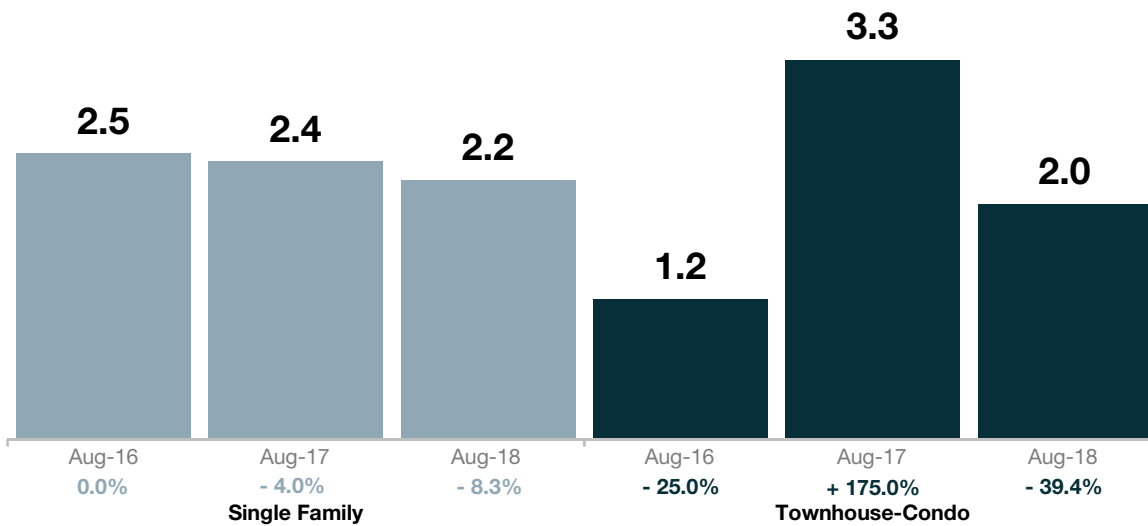
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

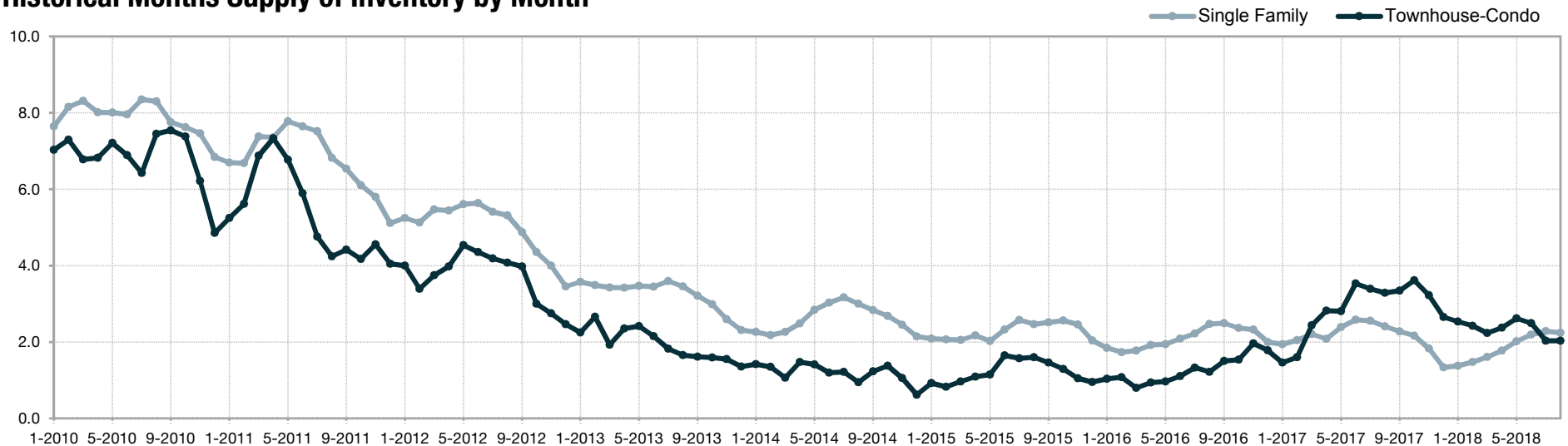


## August



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	2.3	-8.0%	3.3	+120.0%
Oct-2017	2.2	-8.3%	3.6	+140.0%
Nov-2017	1.8	-21.7%	3.2	+60.0%
Dec-2017	1.3	-35.0%	2.7	+50.0%
Jan-2018	1.4	-26.3%	2.5	+66.7%
Feb-2018	1.5	-25.0%	2.4	+50.0%
Mar-2018	1.6	-27.3%	2.2	-8.3%
Apr-2018	1.8	-14.3%	2.4	-14.3%
May-2018	2.0	-16.7%	2.6	-7.1%
Jun-2018	2.2	-15.4%	2.5	-28.6%
Jul-2018	2.3	-11.5%	2.0	-41.2%
<b>Aug-2018</b>	<b>2.2</b>	<b>-8.3%</b>	<b>2.0</b>	<b>-39.4%</b>

## 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.



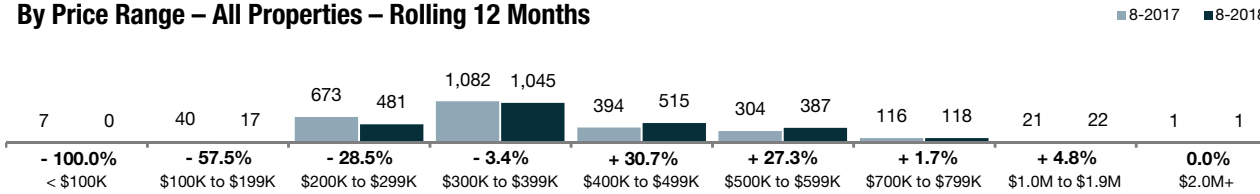
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		305	<b>295</b>	- 3.3%	2,539	<b>2,312</b>	- 8.9%
<b>Pending / Under Contract</b>		249	<b>233</b>	- 6.4%	1,974	<b>1,776</b>	- 10.0%
<b>Sold Listings</b>		275	<b>248</b>	- 9.8%	1,852	<b>1,718</b>	- 7.2%
<b>Median Sales Price</b>		\$363,100	<b>\$380,000</b>	+ 4.7%	\$346,062	<b>\$375,000</b>	+ 8.4%
<b>Average Sales Price</b>		\$409,198	<b>\$430,094</b>	+ 5.1%	\$394,040	<b>\$417,241</b>	+ 5.9%
<b>Pct. of List Price Received</b>		99.5%	<b>100.3%</b>	+ 0.8%	100.0%	<b>100.1%</b>	+ 0.1%
<b>Days on Market</b>		78	<b>78</b>	0.0%	76	<b>81</b>	+ 6.6%
<b>Affordability Index</b>		100	<b>89</b>	- 11.0%	105	<b>90</b>	- 14.3%
<b>Active Listings</b>		<b>549</b>	<b>477</b>	- 13.1%	--	<b>--</b>	--
<b>Months Supply</b>		<b>2.5</b>	<b>2.2</b>	- 12.0%	--	<b>--</b>	--

# Sold Listings

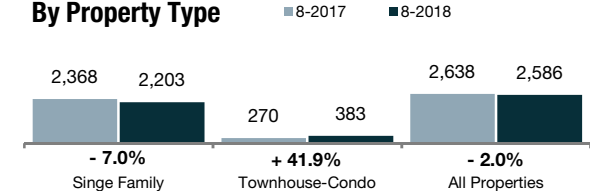
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	7	0	-100.0%	0	0	--
\$100,000 to \$199,999	26	8	-69.2%	14	9	-35.7%
\$200,000 to \$299,999	490	291	-40.6%	183	190	+3.8%
\$300,000 to \$399,999	1,018	891	-12.5%	64	154	+140.6%
\$400,000 to \$499,999	390	486	+24.6%	4	29	+625.0%
\$500,000 to \$699,999	299	387	+29.4%	5	0	-100.0%
\$700,000 to \$999,999	116	117	+0.9%	0	1	--
\$1,000,000 to \$1,999,999	21	22	+4.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,368</b>	<b>2,203</b>	<b>-7.0%</b>	<b>270</b>	<b>383</b>	<b>+41.9%</b>

### Compared to Prior Quarter

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	1	1	0.0%
\$200,000 to \$299,999	12	23	+91.7%	18	20	+11.1%
\$300,000 to \$399,999	103	77	-25.2%	11	19	+72.7%
\$400,000 to \$499,999	48	40	-16.7%	2	5	+150.0%
\$500,000 to \$699,999	35	46	+31.4%	0	0	--
\$700,000 to \$999,999	13	13	0.0%	0	0	--
\$1,000,000 to \$1,999,999	1	3	+200.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>213</b>	<b>203</b>	<b>-4.7%</b>	<b>32</b>	<b>45</b>	<b>+40.6%</b>

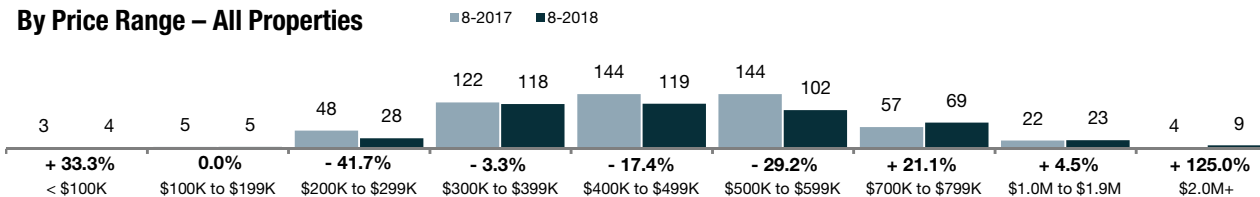
### Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	15	5	-66.7%	7	8	+14.3%
\$200,000 to \$299,999	282	150	-46.8%	127	132	+3.9%
\$300,000 to \$399,999	776	599	-22.8%	46	117	+154.3%
\$400,000 to \$499,999	274	334	+21.9%	4	26	+550.0%
\$500,000 to \$699,999	211	250	+18.5%	2	0	-100.0%
\$700,000 to \$999,999	84	80	-4.8%	0	1	--
\$1,000,000 to \$1,999,999	17	15	-11.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>1,666</b>	<b>1,434</b>	<b>-13.9%</b>	<b>186</b>	<b>284</b>	<b>+52.7%</b>

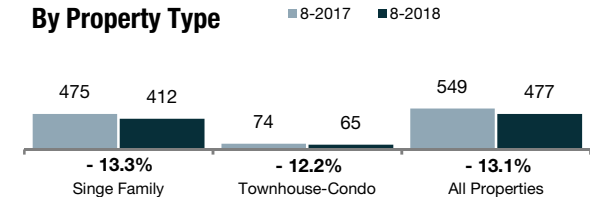
# Inventory of Active Listings

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		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	3	4	+33.3%	0	0	--
\$100,000 to \$199,999	2	3	+50.0%	3	2	-33.3%
\$200,000 to \$299,999	27	13	-51.9%	21	15	-28.6%
\$300,000 to \$399,999	84	83	-1.2%	38	35	-7.9%
\$400,000 to \$499,999	132	108	-18.2%	12	11	-8.3%
\$500,000 to \$699,999	144	100	-30.6%	0	2	--
\$700,000 to \$999,999	57	69	+21.1%	0	0	--
\$1,000,000 to \$1,999,999	22	23	+4.5%	0	0	--
\$2,000,000 and Above	4	9	+125.0%	0	0	--
<b>All Price Ranges</b>	<b>475</b>	<b>412</b>	<b>-13.3%</b>	<b>74</b>	<b>65</b>	<b>-12.2%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	4	4	0.0%	0	0	--
\$100,000 to \$199,999	3	3	0.0%	2	2	0.0%
\$200,000 to \$299,999	16	13	-18.8%	20	15	-25.0%
\$300,000 to \$399,999	89	83	-6.7%	31	35	+12.9%
\$400,000 to \$499,999	110	108	-1.8%	8	11	+37.5%
\$500,000 to \$699,999	108	100	-7.4%	1	2	+100.0%
\$700,000 to \$999,999	69	69	0.0%	0	0	--
\$1,000,000 to \$1,999,999	19	23	+21.1%	0	0	--
\$2,000,000 and Above	10	9	-10.0%	0	0	--
<b>All Price Ranges</b>	<b>428</b>	<b>412</b>	<b>-3.7%</b>	<b>62</b>	<b>65</b>	<b>+4.8%</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®



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending / Under Contract</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<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>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<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.
<b>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>Months Supply of Inventory</b>	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.