



Monthly Indicators

December 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.3 percent for single family homes and 75.0 percent for townhouse-condo properties. Pending Sales landed at 108 for single family homes and 27 for townhouse-condo properties.

The Median Sales Price was up 10.0 percent to \$406,875 for single family homes but decreased 0.1 percent to \$302,250 for townhouse-condo properties. Days on Market increased 3.9 percent for single family homes but decreased 29.6 percent for townhouse-condo properties.

With low mortgage rates, low unemployment, and continued wage growth, home buyer activity is expected to remain healthy into the new year. New construction has been on the rise in 2019 and is expected to continue into 2020, but many experts note that the country is still not building enough new units to quench demand. It remains to be seen whether existing homeowners will be enticed to sell by higher home prices, which could finally bring the overall housing market into greater balance.

Activity Snapshot

- 1.1%	+ 5.0%	- 1.2%
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 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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

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	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		94	98	+ 4.3%	2,688	2,774	+ 3.2%
Pending / Under Contract		116	108	- 6.9%	2,045	2,123	+ 3.8%
Sold Listings		152	146	- 3.9%	2,090	2,112	+ 1.1%
Median Sales Price		\$369,950	\$406,875	+ 10.0%	\$389,900	\$400,000	+ 2.6%
Average Sales Price		\$413,377	\$457,243	+ 10.6%	\$436,188	\$458,364	+ 5.1%
Pct. of List Price Received		98.6%	99.0%	+ 0.4%	99.8%	99.2%	- 0.6%
Days on Market		76	79	+ 3.9%	74	73	- 1.4%
Affordability Index		92	90	- 2.2%	87	92	+ 5.7%
Active Listings		321	297	- 7.5%	--	--	--
Months Supply		1.8	1.7	- 5.6%	--	--	--

Townhouse/Condo Market Overview

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

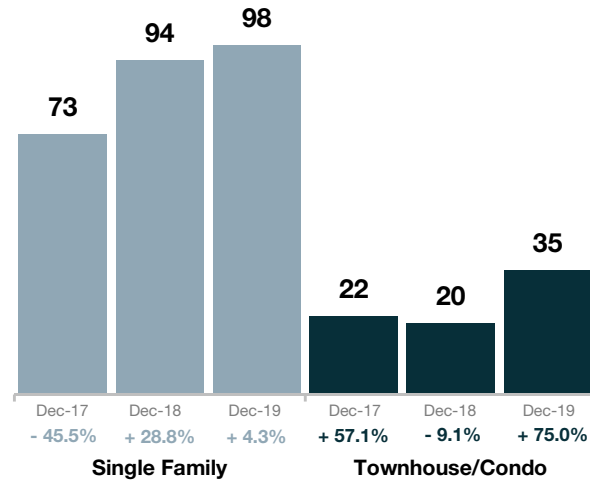


Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		20	35	+ 75.0%	444	529	+ 19.1%
Pending / Under Contract		14	27	+ 92.9%	367	417	+ 13.6%
Sold Listings		26	30	+ 15.4%	385	402	+ 4.4%
Median Sales Price		\$302,700	\$302,250	- 0.1%	\$301,000	\$310,128	+ 3.0%
Average Sales Price		\$317,939	\$311,324	- 2.1%	\$312,066	\$323,326	+ 3.6%
Pct. of List Price Received		100.5%	99.4%	- 1.1%	100.6%	100.1%	- 0.5%
Days on Market		115	81	- 29.6%	116	136	+ 17.2%
Affordability Index		113	121	+ 7.1%	113	118	+ 4.4%
Active Listings		89	103	+ 15.7%	--	--	--
Months Supply		2.8	3.1	+ 10.7%	--	--	--

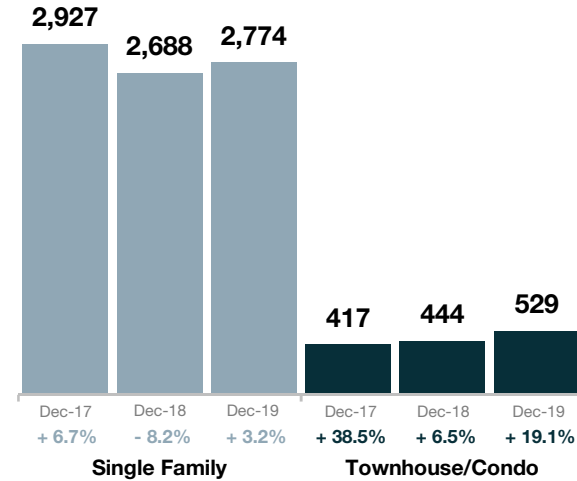
New Listings



December

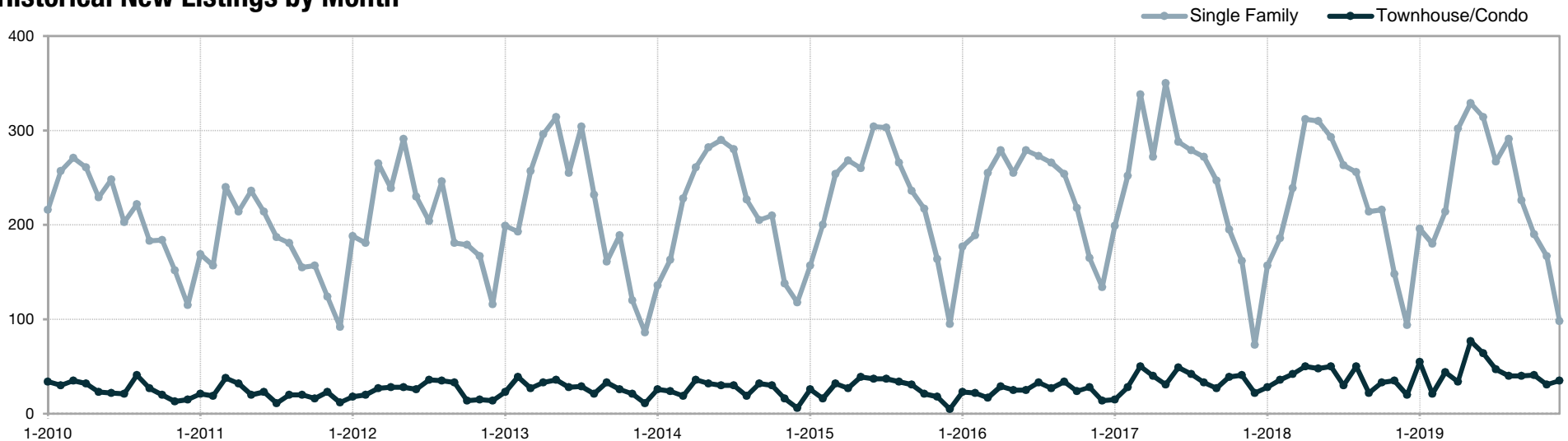


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	196	+24.8%	55	+96.4%
Feb-2019	180	-3.2%	21	-41.7%
Mar-2019	214	-10.5%	44	+4.8%
Apr-2019	302	-3.2%	34	-32.0%
May-2019	329	+6.1%	77	+60.4%
Jun-2019	314	+7.2%	64	+28.0%
Jul-2019	267	+1.5%	47	+56.7%
Aug-2019	291	+13.7%	40	-20.0%
Sep-2019	226	+5.6%	40	+81.8%
Oct-2019	190	-12.0%	41	+24.2%
Nov-2019	167	+12.8%	31	-11.4%
Dec-2019	98	+4.3%	35	+75.0%

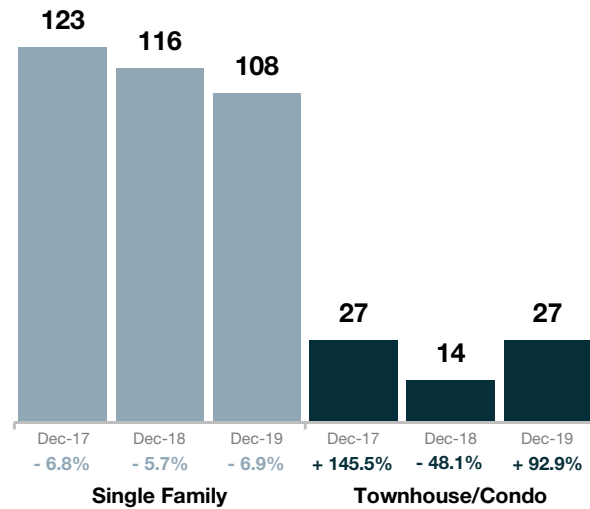
Historical New Listings by Month



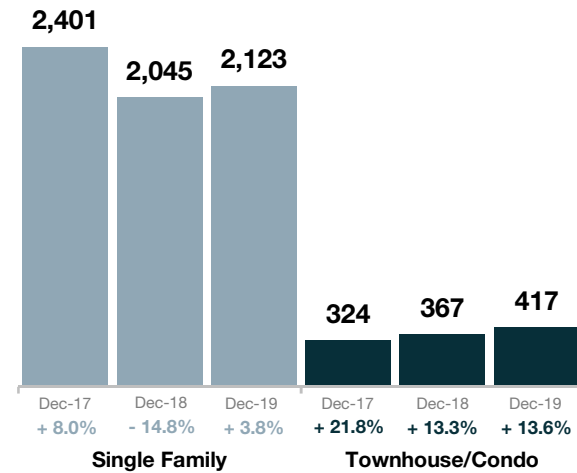
Pending / Under Contract



December

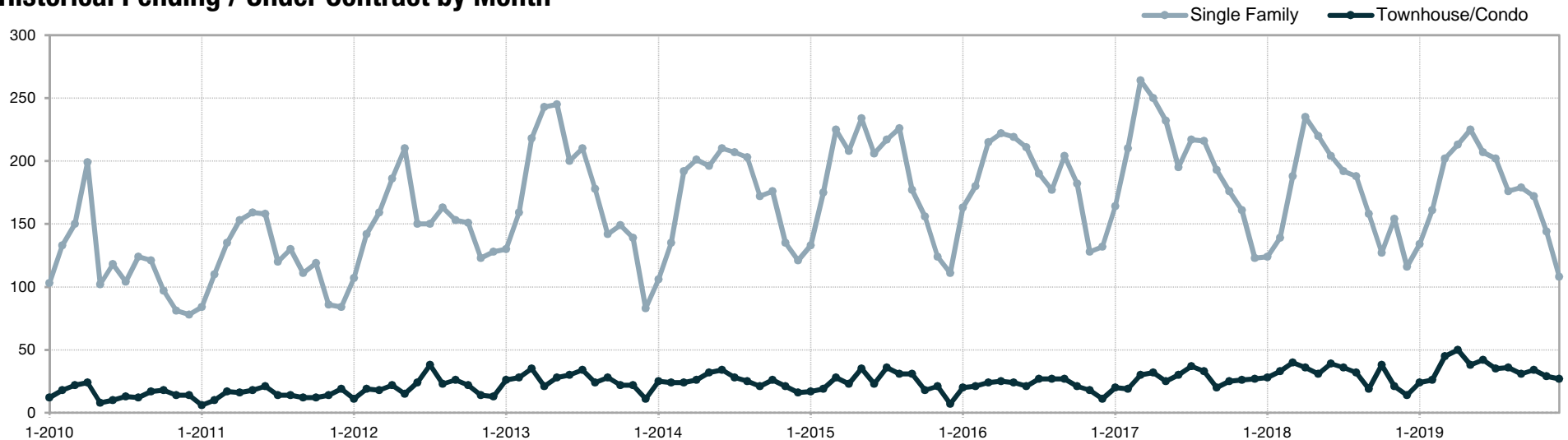


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	134	+8.1%	24	-14.3%
Feb-2019	161	+15.8%	26	-21.2%
Mar-2019	202	+7.4%	45	+12.5%
Apr-2019	213	-9.4%	50	+38.9%
May-2019	225	+2.3%	38	+22.6%
Jun-2019	207	+1.5%	42	+7.7%
Jul-2019	202	+5.2%	35	-2.8%
Aug-2019	176	-6.4%	36	+12.5%
Sep-2019	179	+13.3%	31	+63.2%
Oct-2019	172	+35.4%	34	-10.5%
Nov-2019	144	-6.5%	29	+38.1%
Dec-2019	108	-6.9%	27	+92.9%

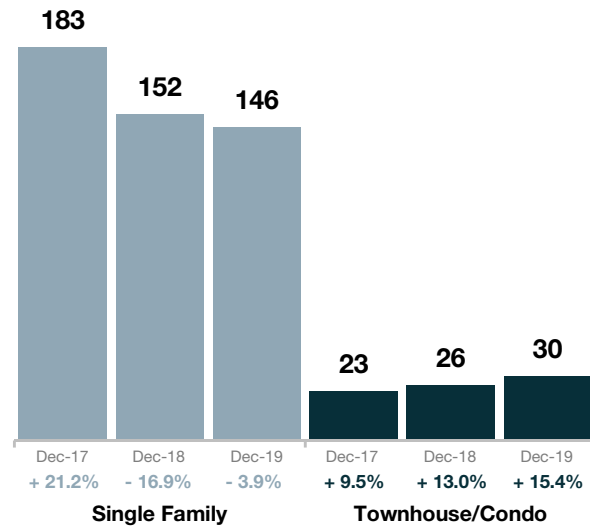
Historical Pending / Under Contract by Month



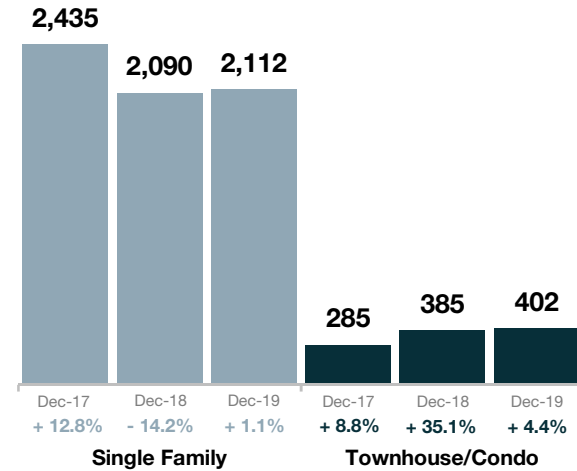
Sold Listings



December

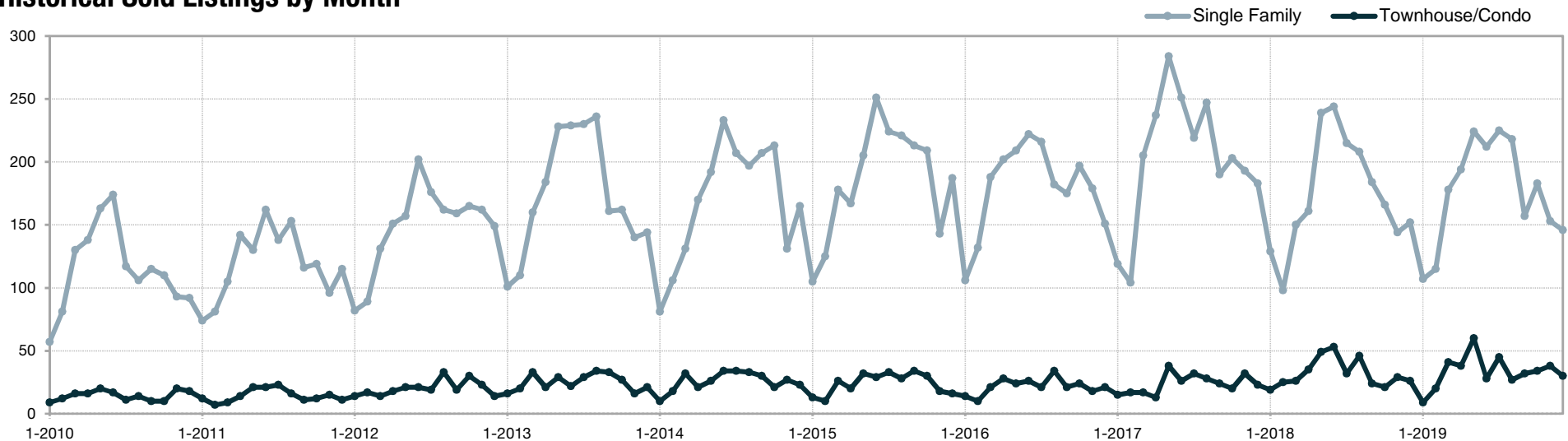


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	107	-17.1%	9	-52.6%
Feb-2019	115	+17.3%	20	-20.0%
Mar-2019	178	+18.7%	41	+57.7%
Apr-2019	194	+20.5%	38	+8.6%
May-2019	224	-6.3%	60	+22.4%
Jun-2019	212	-13.1%	28	-47.2%
Jul-2019	225	+4.7%	45	+40.6%
Aug-2019	218	+4.8%	27	-41.3%
Sep-2019	157	-14.7%	32	+33.3%
Oct-2019	183	+10.2%	34	+61.9%
Nov-2019	153	+6.3%	38	+31.0%
Dec-2019	146	-3.9%	30	+15.4%

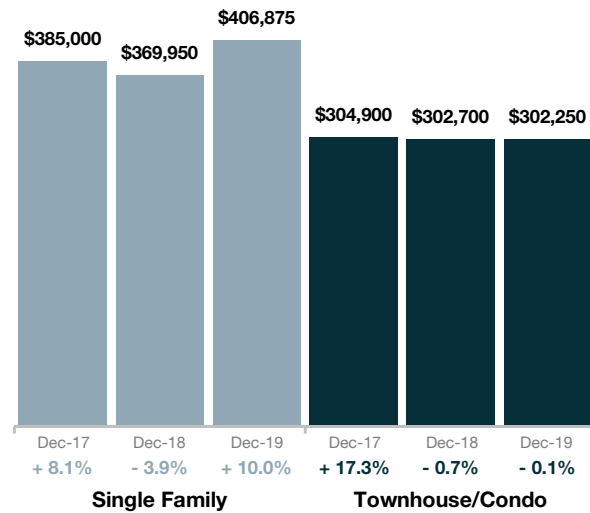
Historical Sold Listings by Month



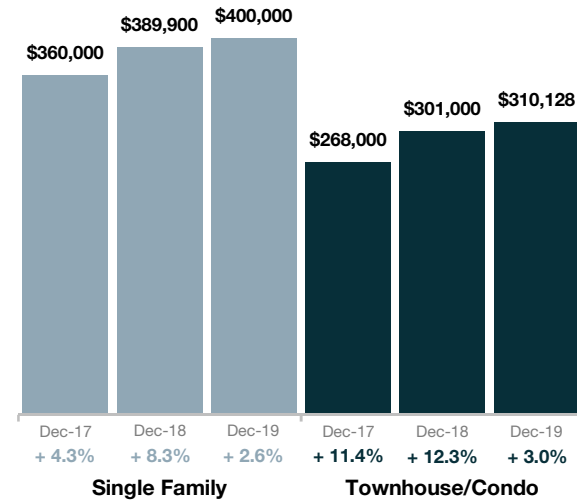
Median Sales Price



December

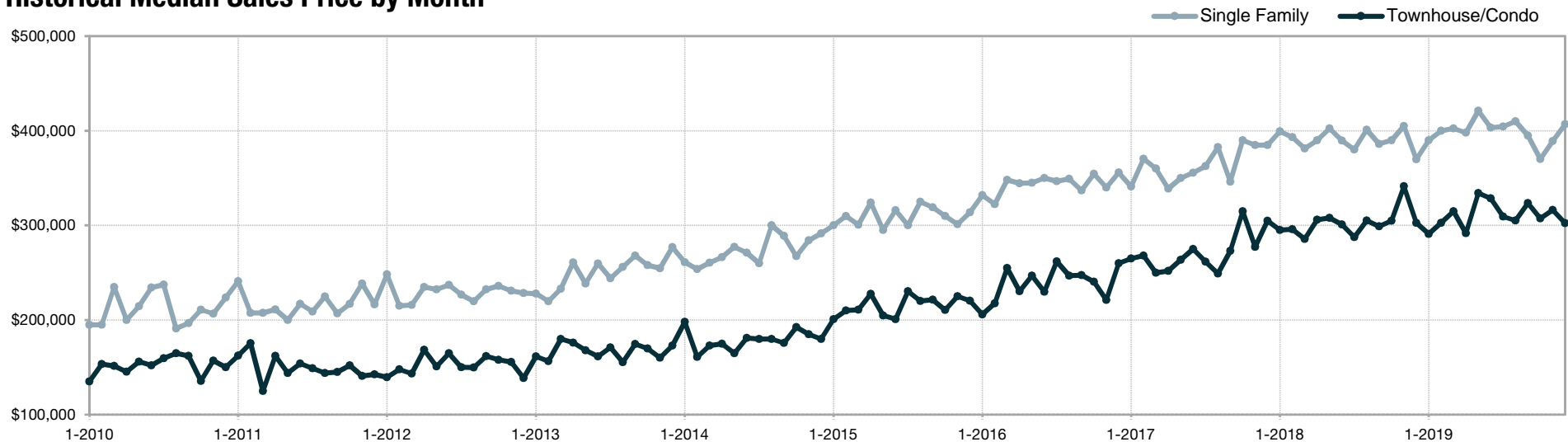


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	\$390,000	-2.4%	\$291,000	-1.4%
Feb-2019	\$400,000	+1.7%	\$302,500	+2.2%
Mar-2019	\$402,495	+5.6%	\$315,000	+10.3%
Apr-2019	\$398,000	+2.1%	\$291,750	-4.7%
May-2019	\$420,995	+4.6%	\$334,257	+8.5%
Jun-2019	\$403,225	+3.5%	\$328,574	+9.2%
Jul-2019	\$404,495	+6.4%	\$309,243	+7.6%
Aug-2019	\$410,000	+2.2%	\$305,000	0.0%
Sep-2019	\$394,777	+2.3%	\$323,450	+8.2%
Oct-2019	\$370,000	-5.1%	\$307,364	+0.8%
Nov-2019	\$389,000	-4.0%	\$316,250	-7.3%
Dec-2019	\$406,875	+10.0%	\$302,250	-0.1%

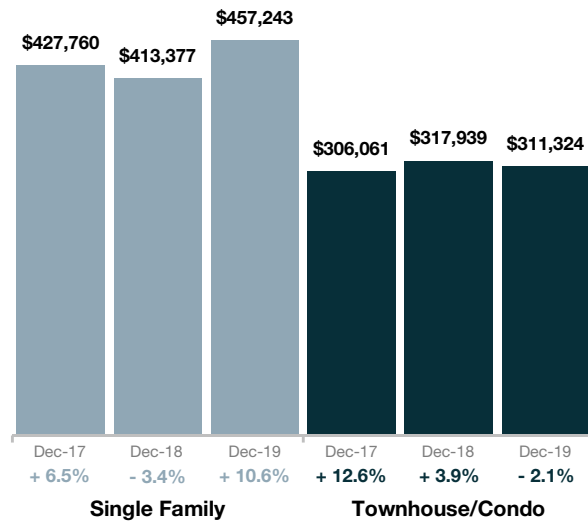
Historical Median Sales Price by Month



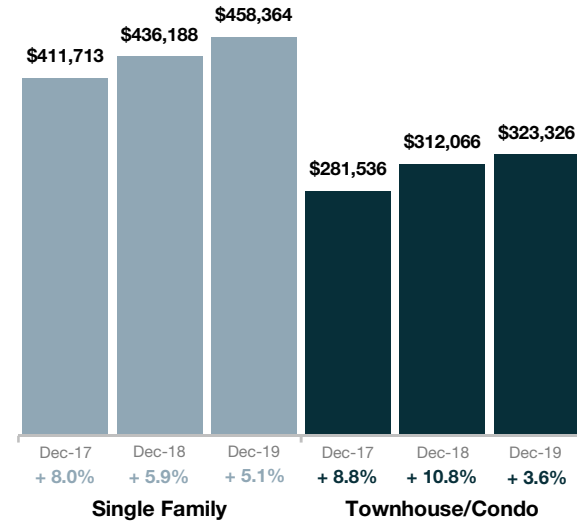
Average Sales Price



December

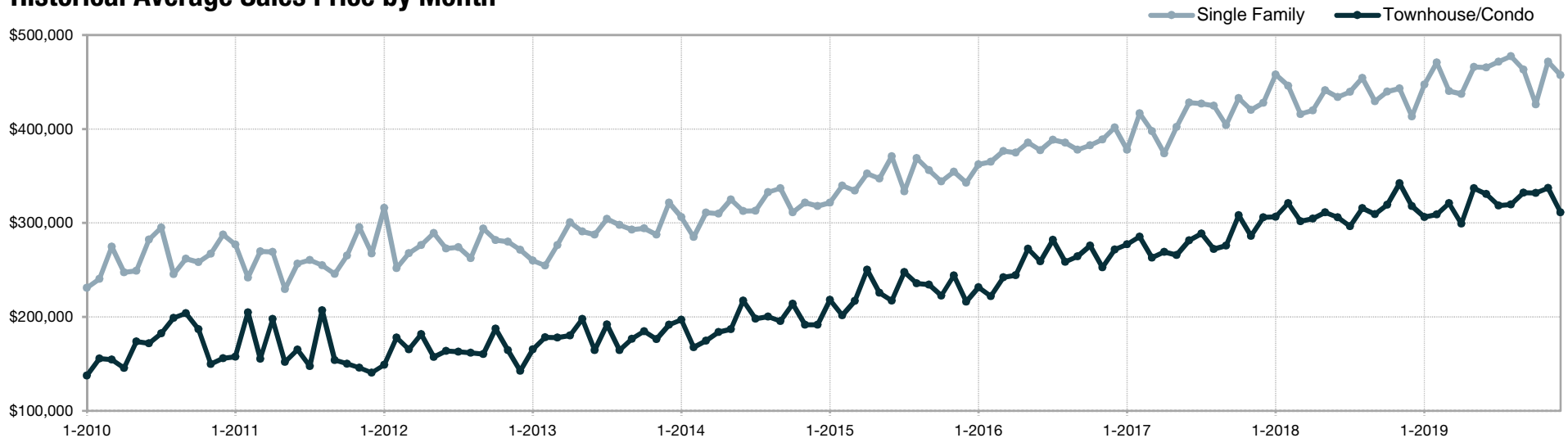


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	\$447,287	-2.3%	\$306,207	-0.1%
Feb-2019	\$470,735	+5.5%	\$309,025	-3.8%
Mar-2019	\$440,290	+5.9%	\$320,925	+6.3%
Apr-2019	\$437,384	+4.2%	\$299,362	-1.7%
May-2019	\$465,916	+5.6%	\$336,776	+8.2%
Jun-2019	\$465,399	+7.3%	\$330,860	+8.2%
Jul-2019	\$471,627	+7.3%	\$318,549	+7.5%
Aug-2019	\$477,315	+5.1%	\$319,716	+1.3%
Sep-2019	\$463,341	+7.9%	\$332,215	+7.4%
Oct-2019	\$426,164	-3.1%	\$332,006	+4.0%
Nov-2019	\$471,605	+6.4%	\$337,121	-1.4%
Dec-2019	\$457,243	+10.6%	\$311,324	-2.1%

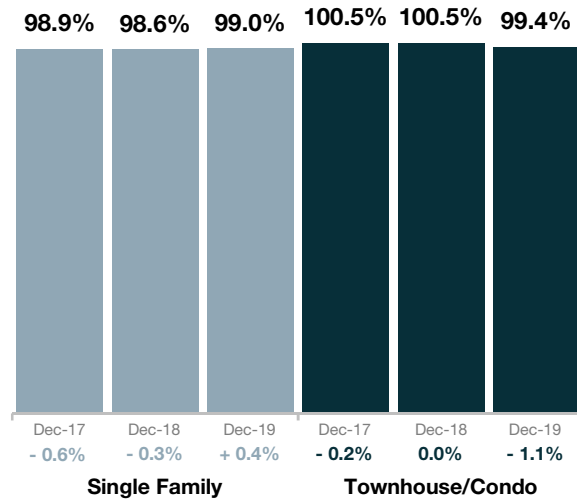
Historical Average Sales Price by Month



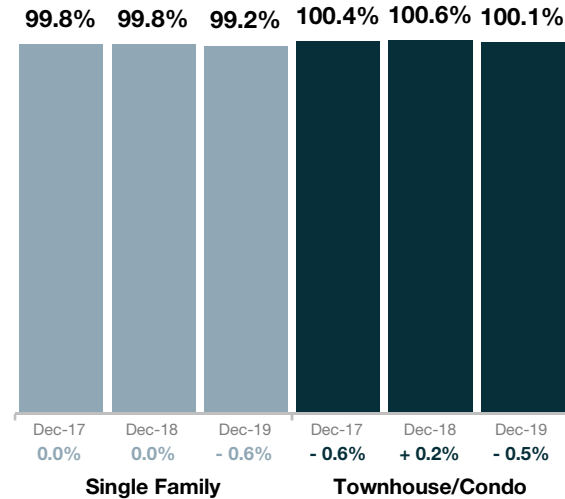
Percent of List Price Received



December

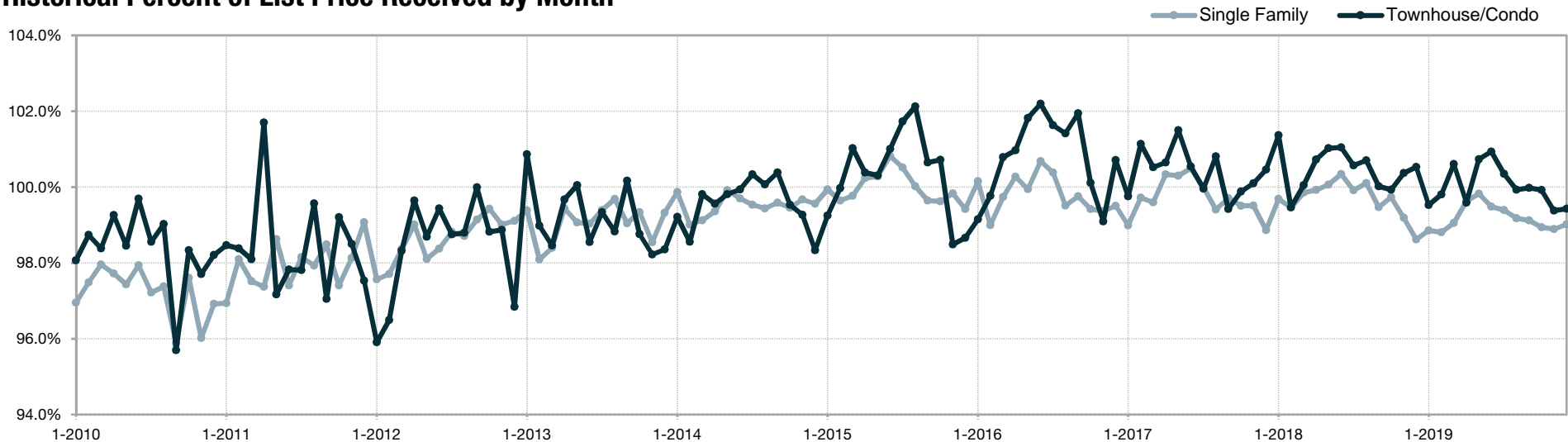


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	98.9%	-0.8%	99.5%	-1.9%
Feb-2019	98.8%	-0.7%	99.8%	+0.3%
Mar-2019	99.1%	-0.8%	100.6%	+0.5%
Apr-2019	99.6%	-0.3%	99.6%	-1.1%
May-2019	99.8%	-0.3%	100.7%	-0.3%
Jun-2019	99.5%	-0.8%	100.9%	-0.1%
Jul-2019	99.4%	-0.5%	100.3%	-0.3%
Aug-2019	99.2%	-0.9%	99.9%	-0.8%
Sep-2019	99.1%	-0.4%	100.0%	0.0%
Oct-2019	98.9%	-0.8%	99.9%	0.0%
Nov-2019	98.9%	-0.3%	99.4%	-1.0%
Dec-2019	99.0%	+0.4%	99.4%	-1.1%

Historical Percent of List Price Received by Month

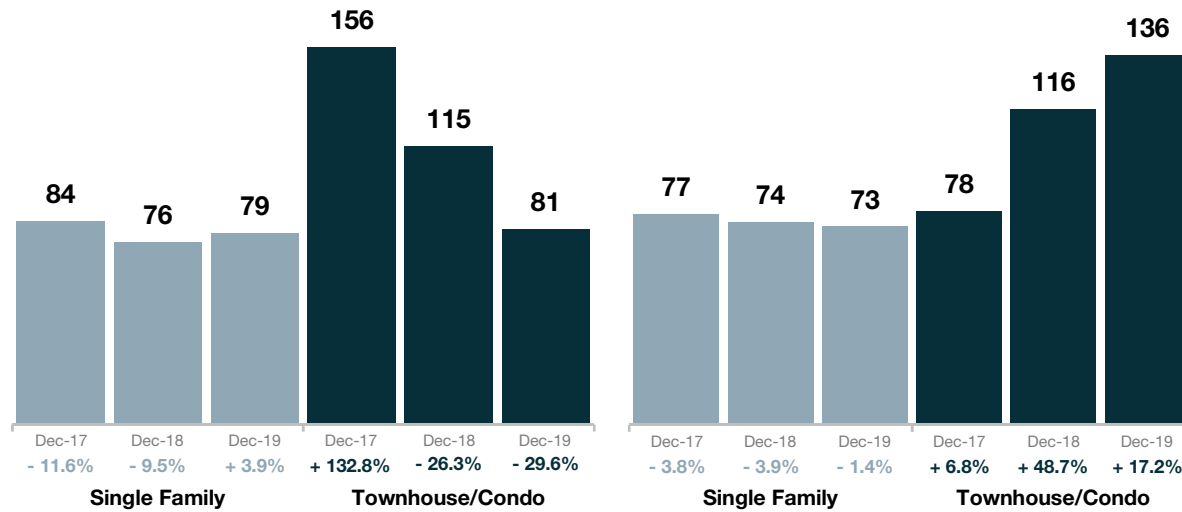


Days on Market Until Sale



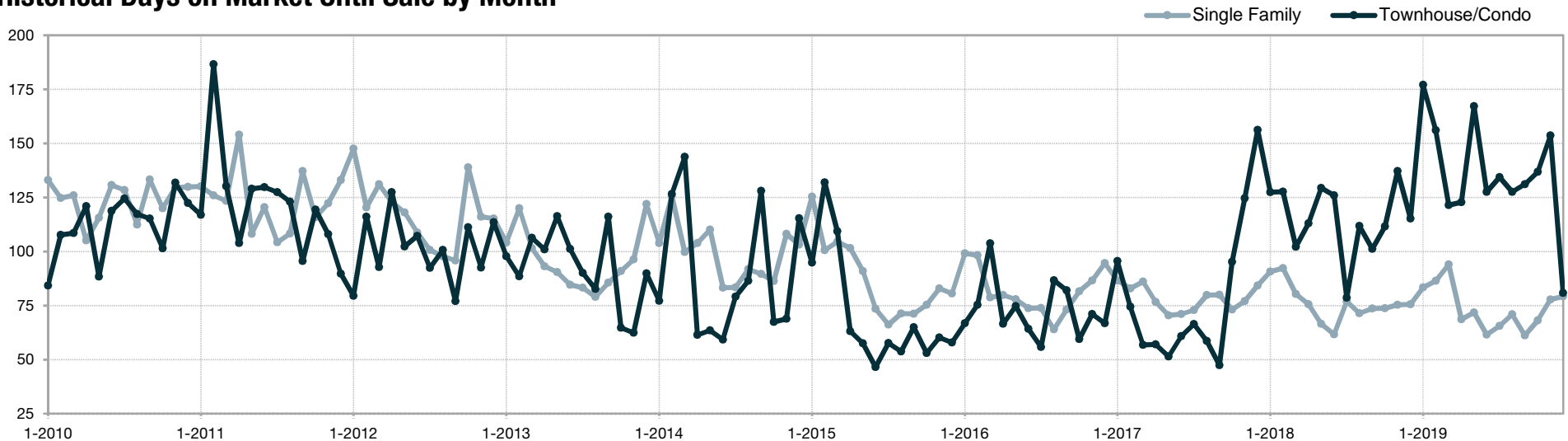
December

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	83	-8.8%	177	+39.4%
Feb-2019	86	-6.5%	156	+21.9%
Mar-2019	94	+17.5%	121	+18.6%
Apr-2019	69	-9.2%	123	+8.8%
May-2019	72	+7.5%	167	+29.5%
Jun-2019	62	0.0%	128	+1.6%
Jul-2019	66	-14.3%	134	+69.6%
Aug-2019	71	0.0%	128	+14.3%
Sep-2019	61	-17.6%	131	+29.7%
Oct-2019	68	-8.1%	137	+22.3%
Nov-2019	78	+4.0%	154	+12.4%
Dec-2019	79	+3.9%	81	-29.6%

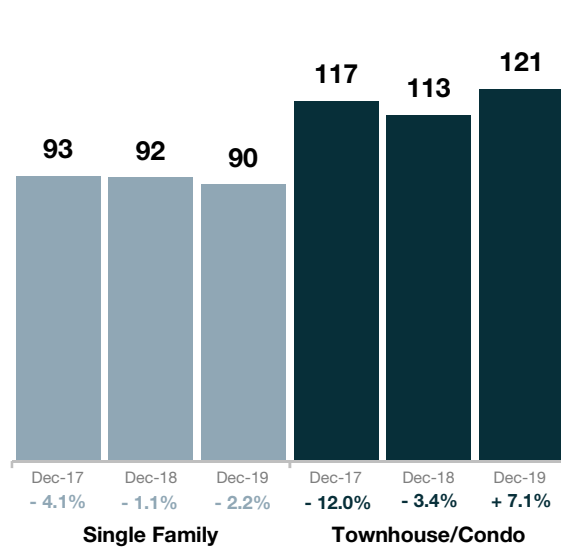
Historical Days on Market Until Sale by Month



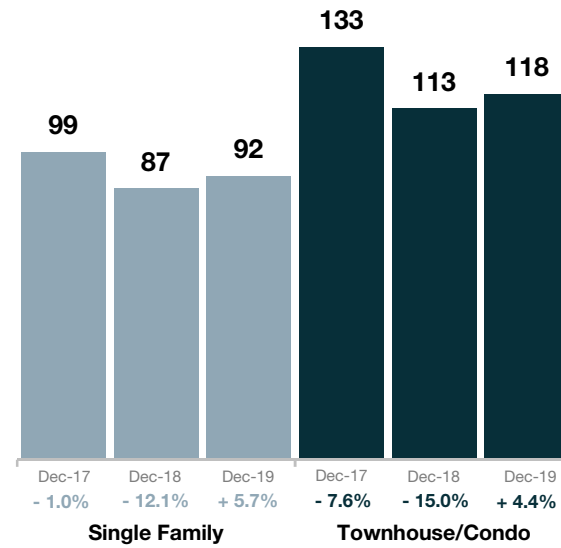
Housing Affordability Index



December

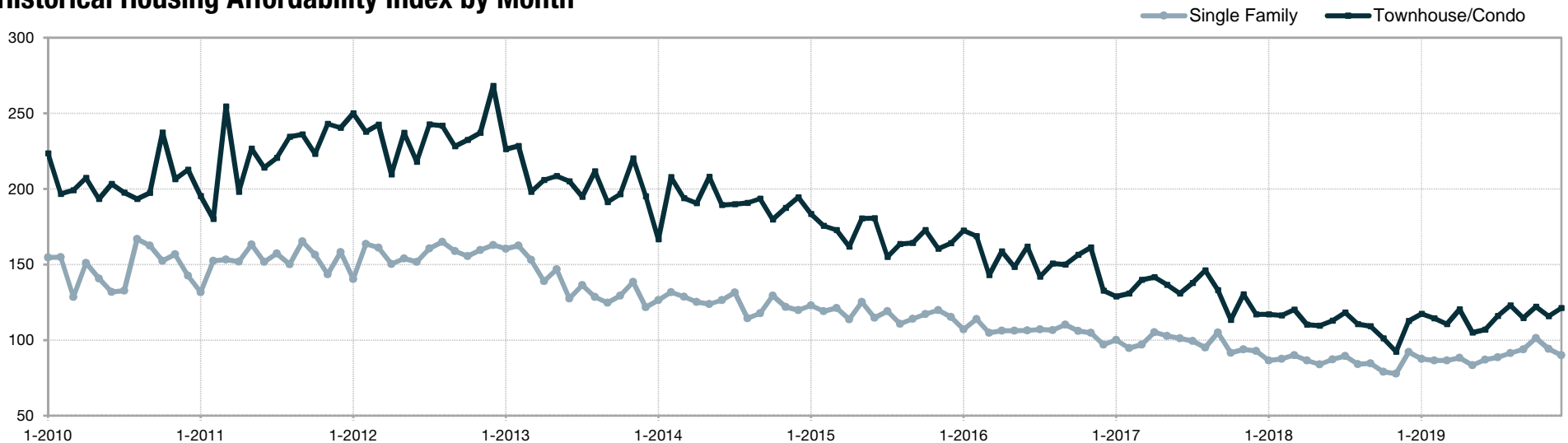


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	88	+2.3%	117	0.0%
Feb-2019	87	-1.1%	114	-1.7%
Mar-2019	87	-3.3%	111	-7.5%
Apr-2019	88	+1.1%	120	+9.1%
May-2019	83	-1.2%	105	-4.5%
Jun-2019	87	0.0%	107	-5.3%
Jul-2019	89	-1.1%	116	-1.7%
Aug-2019	92	+9.5%	123	+10.8%
Sep-2019	94	+10.6%	115	+5.5%
Oct-2019	101	+27.8%	122	+20.8%
Nov-2019	94	+20.5%	116	+26.1%
Dec-2019	90	-2.2%	121	+7.1%

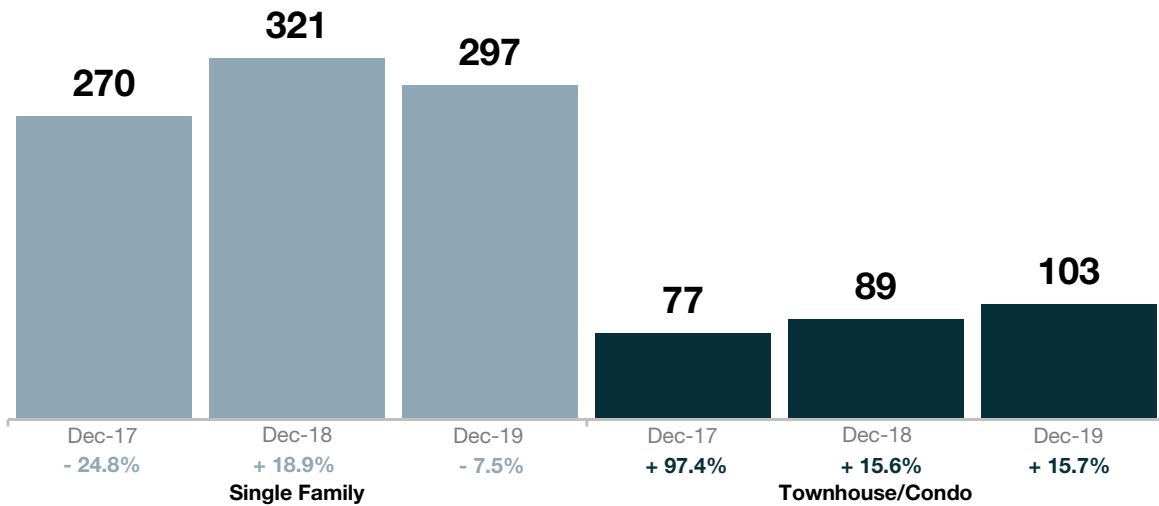
Historical Housing Affordability Index by Month



Inventory of Active Listings

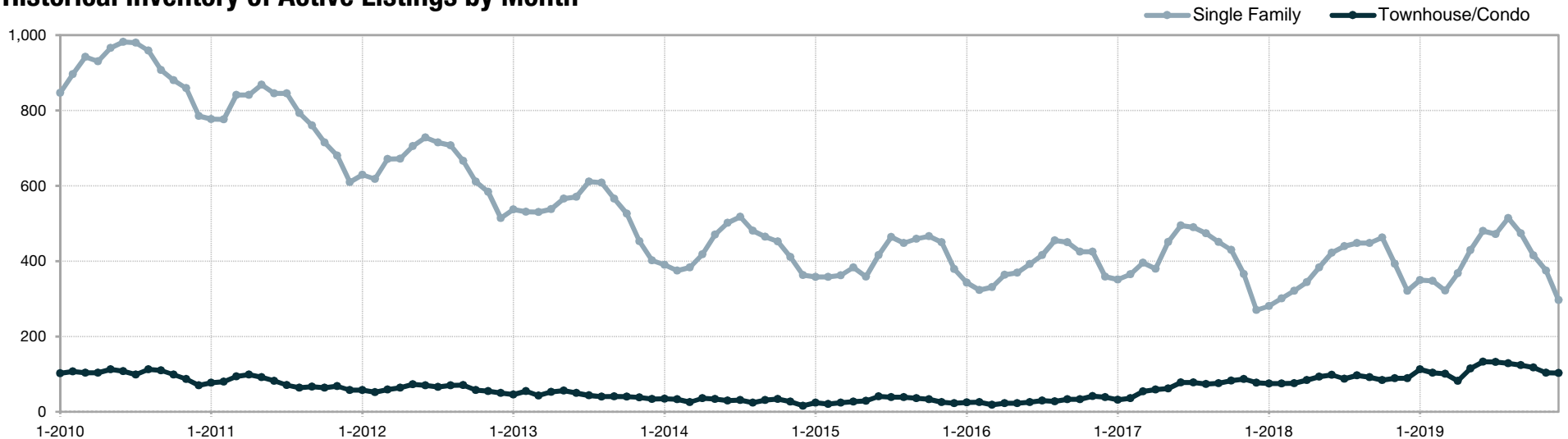


December



Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	350	+24.6%	113	+50.7%
Feb-2019	348	+15.6%	104	+38.7%
Mar-2019	322	+0.3%	101	+32.9%
Apr-2019	368	+7.0%	82	-2.4%
May-2019	429	+12.0%	115	+23.7%
Jun-2019	480	+13.7%	133	+35.7%
Jul-2019	472	+7.3%	132	+50.0%
Aug-2019	514	+14.7%	129	+33.0%
Sep-2019	474	+5.8%	124	+34.8%
Oct-2019	415	-10.4%	118	+40.5%
Nov-2019	375	-4.6%	104	+16.9%
Dec-2019	297	-7.5%	103	+15.7%

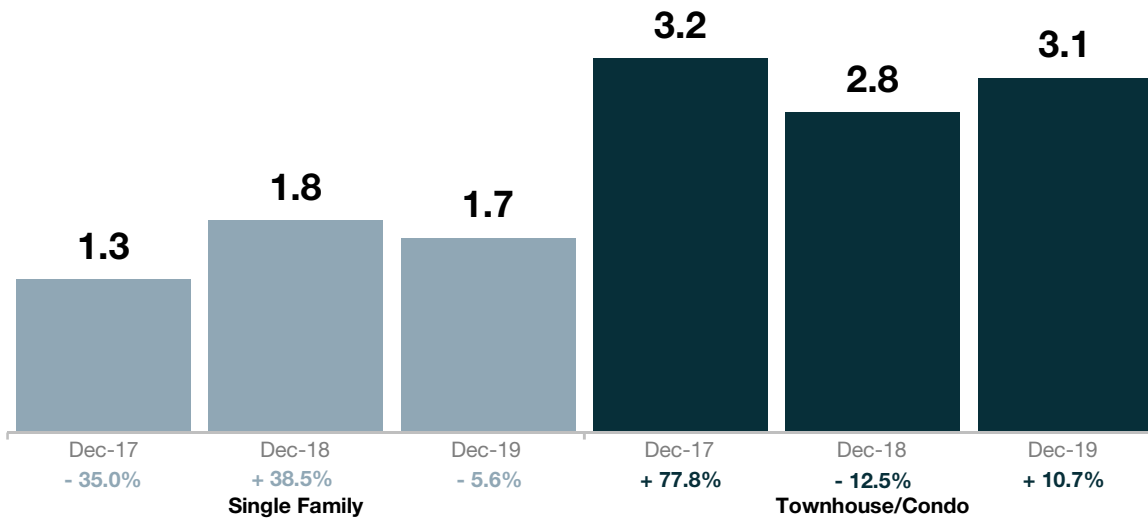
Historical Inventory of Active Listings by Month



Months Supply of Inventory

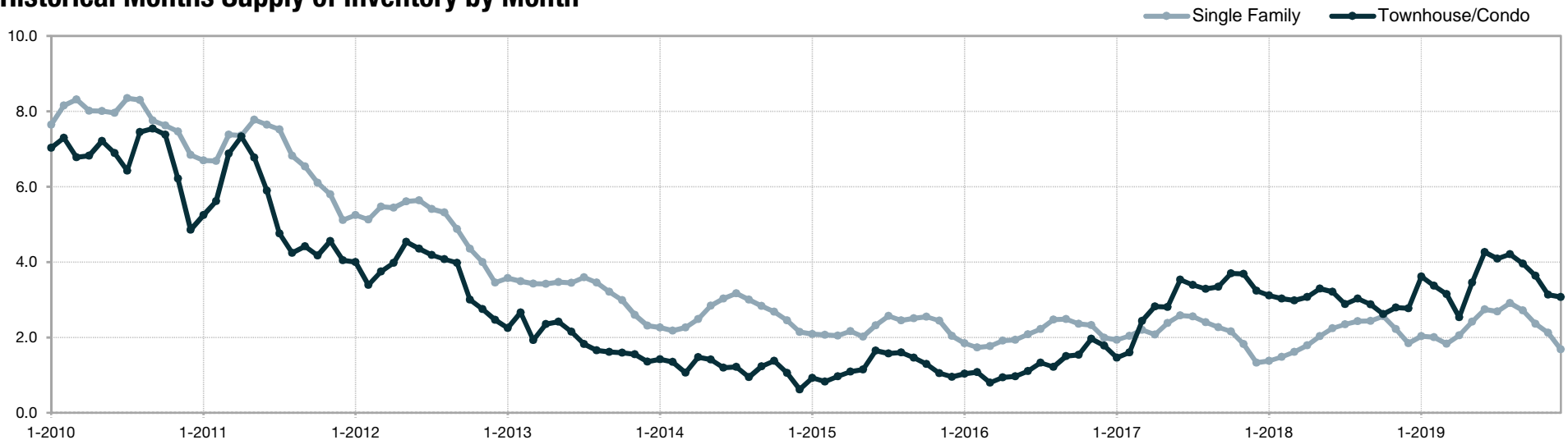


December



Months Supply	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Jan-2019	2.0	+42.9%	3.6	+16.1%
Feb-2019	2.0	+33.3%	3.4	+13.3%
Mar-2019	1.8	+12.5%	3.1	+3.3%
Apr-2019	2.1	+16.7%	2.5	-19.4%
May-2019	2.4	+20.0%	3.5	+6.1%
Jun-2019	2.7	+22.7%	4.3	+34.4%
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.9	+20.8%	4.2	+40.0%
Sep-2019	2.7	+12.5%	4.0	+37.9%
Oct-2019	2.4	-7.7%	3.6	+38.5%
Nov-2019	2.1	-4.5%	3.1	+10.7%
Dec-2019	1.7	-5.6%	3.1	+10.7%

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.



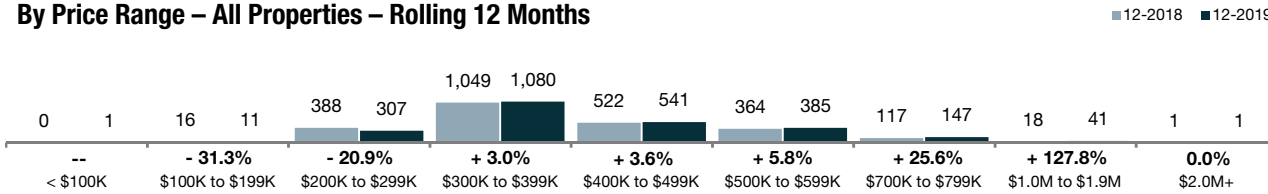
Key Metrics	Historical Sparkbars	12-2018	12-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		114	133	+ 16.7%	3,132	3,303	+ 5.5%
Pending / Under Contract		130	135	+ 3.8%	2,412	2,540	+ 5.3%
Sold Listings		178	176	- 1.1%	2,475	2,514	+ 1.6%
Median Sales Price		\$363,922	\$382,111	+ 5.0%	\$375,000	\$385,000	+ 2.7%
Average Sales Price		\$399,437	\$432,371	+ 8.2%	\$416,872	\$436,771	+ 4.8%
Pct. of List Price Received		98.9%	99.1%	+ 0.2%	99.9%	99.4%	- 0.5%
Days on Market		81	80	- 1.2%	81	83	+ 2.5%
Affordability Index		94	96	+ 2.1%	91	95	+ 4.4%
Active Listings		410	400	- 2.4%	--	--	--
Months Supply		2.0	1.9	- 5.0%	--	--	--

Sold Listings

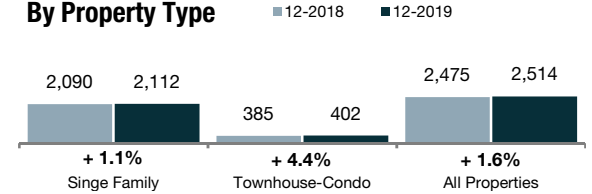
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	6	-25.0%	8	5	-37.5%
\$200,000 to \$299,999	208	146	-29.8%	180	161	-10.6%
\$300,000 to \$399,999	896	900	+0.4%	153	180	+17.6%
\$400,000 to \$499,999	480	491	+2.3%	42	50	+19.0%
\$500,000 to \$699,999	363	379	+4.4%	1	6	+500.0%
\$700,000 to \$999,999	116	147	+26.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	18	41	+127.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,090	2,112	+1.1%	385	402	+4.4%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	1	--	0	0	--
\$200,000 to \$299,999	13	12	-7.7%	13	14	+7.7%
\$300,000 to \$399,999	71	56	-21.1%	19	14	-26.3%
\$400,000 to \$499,999	24	36	+50.0%	4	2	-50.0%
\$500,000 to \$699,999	25	31	+24.0%	2	0	-100.0%
\$700,000 to \$999,999	15	8	-46.7%	0	0	--
\$1,000,000 to \$1,999,999	5	2	-60.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	153	146	-4.6%	38	30	-21.1%

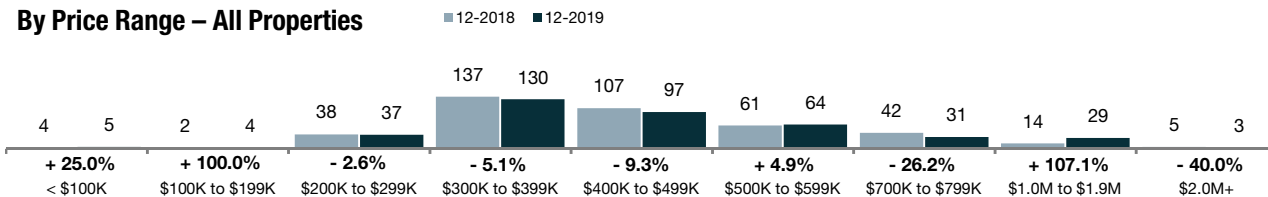
Year to Date

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	6	-25.0%	8	5	-37.5%
\$200,000 to \$299,999	208	146	-29.8%	180	161	-10.6%
\$300,000 to \$399,999	896	900	+0.4%	153	180	+17.6%
\$400,000 to \$499,999	480	491	+2.3%	42	50	+19.0%
\$500,000 to \$699,999	363	379	+4.4%	1	6	+500.0%
\$700,000 to \$999,999	116	147	+26.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	18	41	+127.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,090	2,112	+1.1%	385	402	+4.4%

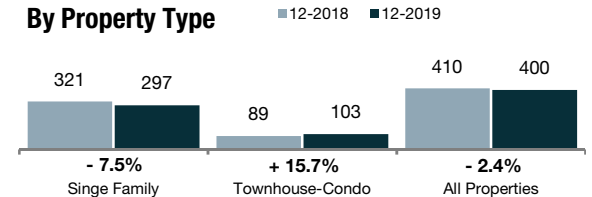
Inventory of Active Listings

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		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	0	2	--	2	2	0.0%
\$200,000 to \$299,999	17	14	-17.6%	21	23	+9.5%
\$300,000 to \$399,999	88	75	-14.8%	49	55	+12.2%
\$400,000 to \$499,999	91	80	-12.1%	16	17	+6.3%
\$500,000 to \$699,999	60	58	-3.3%	1	6	+500.0%
\$700,000 to \$999,999	42	31	-26.2%	0	0	--
\$1,000,000 to \$1,999,999	14	29	+107.1%	0	0	--
\$2,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	321	297	-7.5%	89	103	+15.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2019	12-2019	Change	11-2019	12-2019	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	1	2	+100.0%	2	2	0.0%
\$200,000 to \$299,999	19	14	-26.3%	28	23	-17.9%
\$300,000 to \$399,999	100	75	-25.0%	51	55	+7.8%
\$400,000 to \$499,999	90	80	-11.1%	16	17	+6.3%
\$500,000 to \$699,999	78	58	-25.6%	7	6	-14.3%
\$700,000 to \$999,999	42	31	-26.2%	0	0	--
\$1,000,000 to \$1,999,999	36	29	-19.4%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	375	297	-20.8%	104	103	-1.0%

Year to Date

By Price Range	Single Family			Condo		
	12-2018	12-2019	Change	12-2018	12-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	6	-25.0%	8	5	-37.5%
\$200,000 to \$299,999	208	146	-29.8%	180	161	-10.6%
\$300,000 to \$399,999	896	900	+0.4%	153	180	+17.6%
\$400,000 to \$499,999	480	491	+2.3%	42	50	+19.0%
\$500,000 to \$699,999	363	379	+4.4%	1	6	+500.0%
\$700,000 to \$999,999	116	147	+26.7%	1	0	-100.0%
\$1,000,000 to \$1,999,999	18	41	+127.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,090	2,112	+1.1%	385	402	+4.4%

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.