



# Monthly Indicators

## February 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 27.7 percent for single family homes but increased 22.2 percent for townhouse-condo properties. Pending Sales landed at 143 for single family homes and 29 for townhouse-condo properties.

The Median Sales Price was up 4.1 percent to \$385,815 for single family homes and 7.4 percent to \$287,950 for townhouse-condo properties. Days on Market increased 12.0 percent for single family homes and 73.3 percent for townhouse-condo properties.

In February, prevailing mortgage rates continued to rise. This has a notable impact on housing affordability and can leave consumers choosing between higher payments or lower-priced homes. According to the Mortgage Bankers Association, the average rate for 30-year fixed-rate mortgages with a 20 percent down payment that qualify for backing by Fannie Mae and Freddie Mac rose to its highest level since January 2014. A 4.5 or 4.6 percent rate might not seem high to those with extensive real estate experience, but it is newly high for many potential first-time home buyers. Upward rate pressure is likely to continue as long as the economy fares well.

## Activity Snapshot

<b>- 2.5%</b>	<b>+ 3.0%</b>	<b>+ 22.0%</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.

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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	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		253	183	- 27.7%	452	335	- 25.9%
<b>Pending / Under Contract</b>		209	143	- 31.6%	373	266	- 28.7%
<b>Sold Listings</b>		104	96	- 7.7%	223	223	0.0%
<b>Median Sales Price</b>		\$370,500	\$385,815	+ 4.1%	\$354,900	\$395,000	+ 11.3%
<b>Average Sales Price</b>		\$416,593	\$443,234	+ 6.4%	\$396,016	\$452,219	+ 14.2%
<b>Pct. of List Price Received</b>		99.7%	99.5%	- 0.2%	99.3%	99.5%	+ 0.2%
<b>Days on Market</b>		83	93	+ 12.0%	85	91	+ 7.1%
<b>Affordability Index</b>		95	90	- 5.3%	99	87	- 12.1%
<b>Active Listings</b>		370	285	- 23.0%	--	--	--
<b>Months Supply</b>		2.1	1.4	- 33.3%	--	--	--

# Townhouse-Condo Market Overview

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

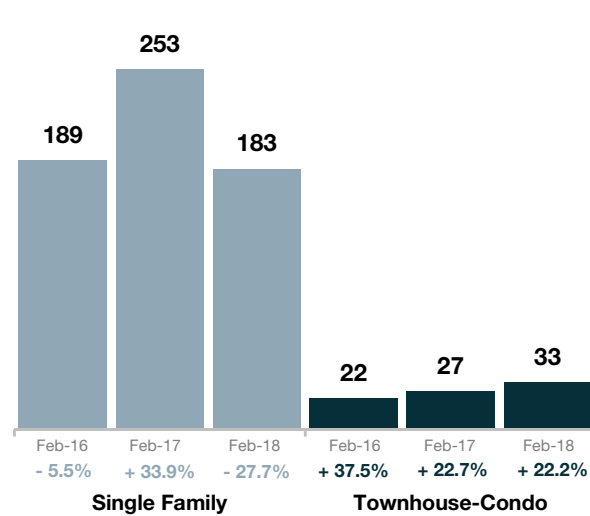


Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		27	33	+ 22.2%	42	60	+ 42.9%
<b>Pending / Under Contract</b>		19	29	+ 52.6%	39	60	+ 53.8%
<b>Sold Listings</b>		17	22	+ 29.4%	32	40	+ 25.0%
<b>Median Sales Price</b>		\$268,000	<b>\$287,950</b>	+ 7.4%	\$267,500	<b>\$293,750</b>	+ 9.8%
<b>Average Sales Price</b>		\$285,320	<b>\$319,213</b>	+ 11.9%	\$281,489	<b>\$311,460</b>	+ 10.6%
<b>Pct. of List Price Received</b>		101.1%	<b>99.5%</b>	- 1.6%	100.5%	<b>100.4%</b>	- 0.1%
<b>Days on Market</b>		75	<b>130</b>	+ 73.3%	84	<b>124</b>	+ 47.6%
<b>Affordability Index</b>		131	<b>120</b>	- 8.4%	131	<b>118</b>	- 9.9%
<b>Active Listings</b>		35	<b>51</b>	+ 45.7%	--	--	--
<b>Months Supply</b>		1.6	<b>2.1</b>	+ 31.3%	--	--	--

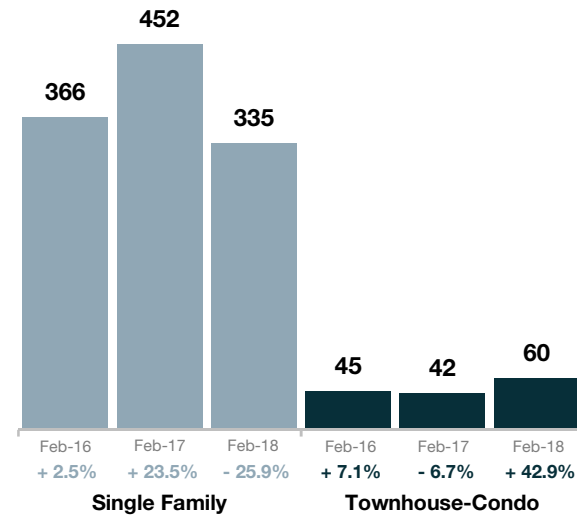
# New Listings



## February

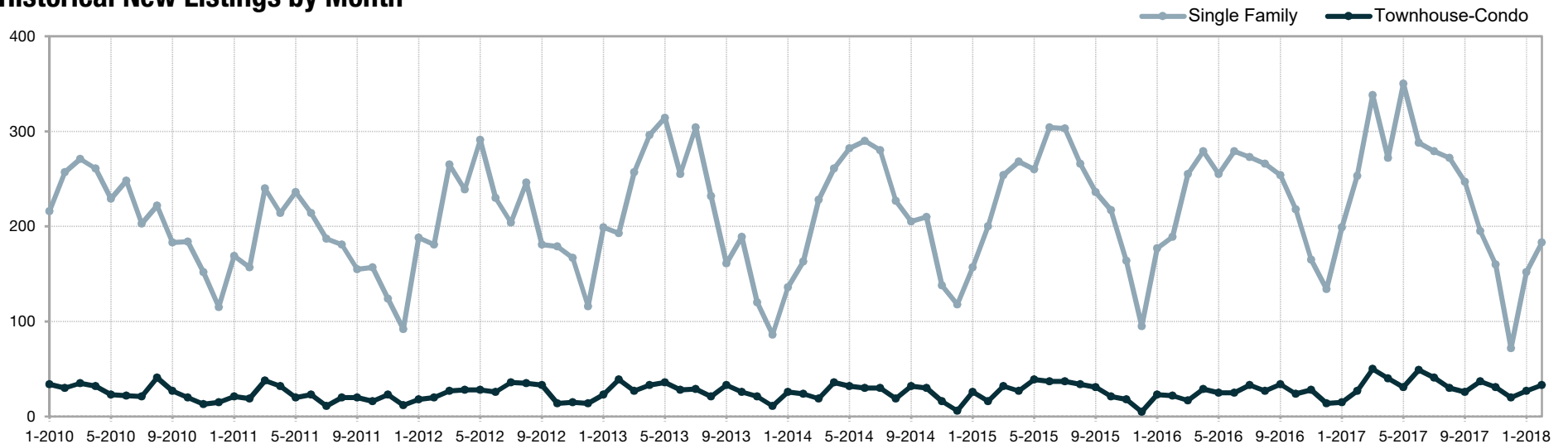


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	338	+32.5%	50	+194.1%
Apr-2017	272	-2.5%	40	+37.9%
May-2017	350	+37.3%	31	+24.0%
Jun-2017	288	+3.2%	49	+96.0%
Jul-2017	279	+2.2%	41	+24.2%
Aug-2017	272	+2.3%	30	+11.1%
Sep-2017	247	-2.8%	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	152	-23.6%	27	+80.0%
<b>Feb-2018</b>	<b>183</b>	<b>-27.7%</b>	<b>33</b>	<b>+22.2%</b>

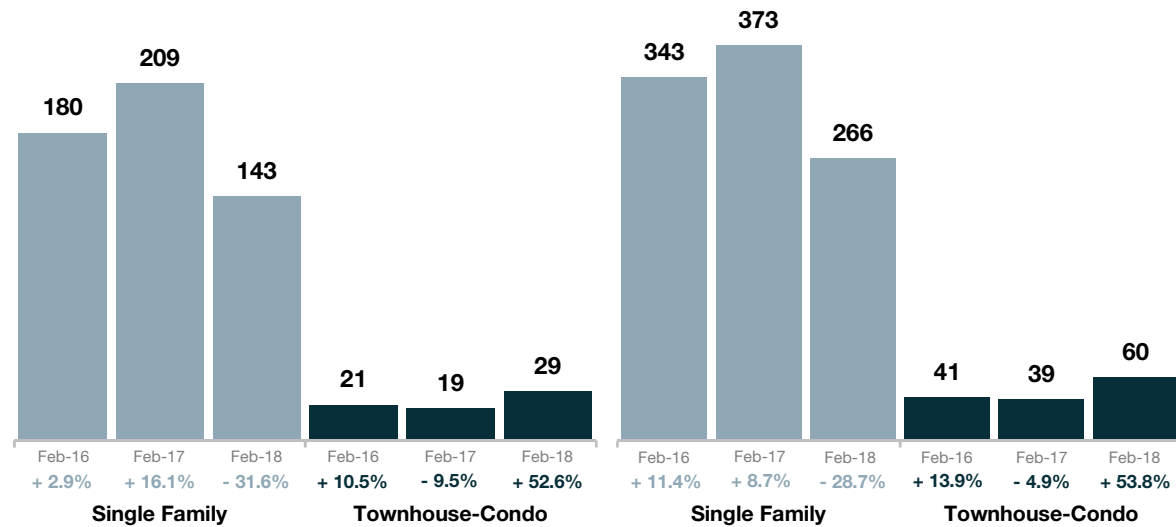
## Historical New Listings by Month



# Pending / Under Contract

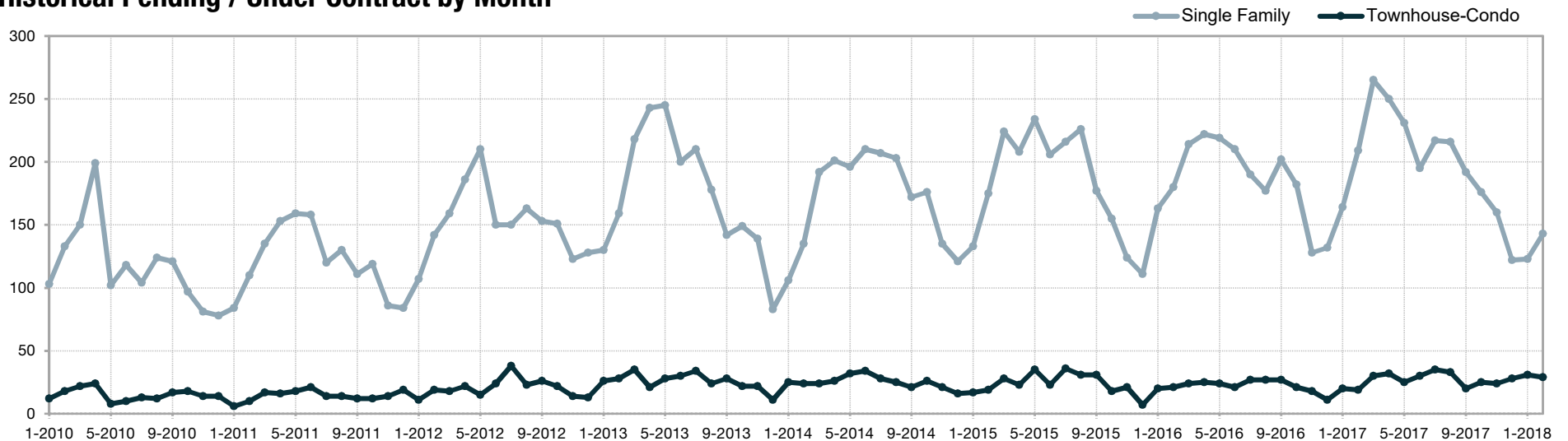


## February



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	265	+23.8%	30	+25.0%
Apr-2017	250	+12.6%	32	+28.0%
May-2017	231	+5.5%	25	+4.2%
Jun-2017	195	-7.1%	30	+42.9%
Jul-2017	217	+14.2%	35	+29.6%
Aug-2017	216	+22.0%	33	+22.2%
Sep-2017	192	-5.0%	20	-25.9%
Oct-2017	176	-3.3%	25	+19.0%
Nov-2017	160	+25.0%	24	+33.3%
Dec-2017	122	-7.6%	28	+154.5%
Jan-2018	123	-25.0%	31	+55.0%
<b>Feb-2018</b>	<b>143</b>	<b>-31.6%</b>	<b>29</b>	<b>+52.6%</b>

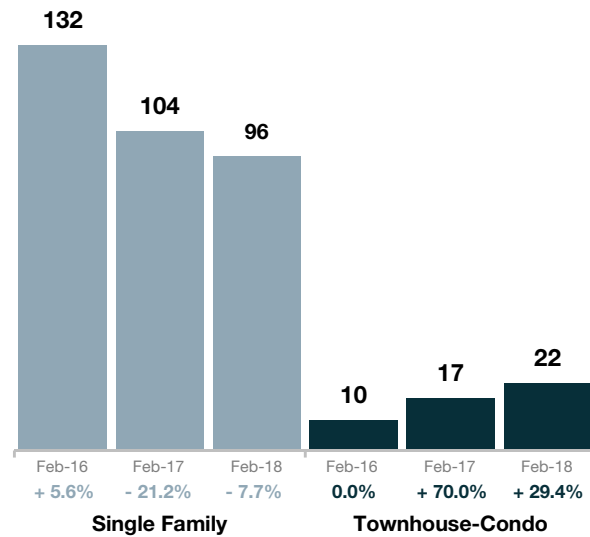
## Historical Pending / Under Contract by Month



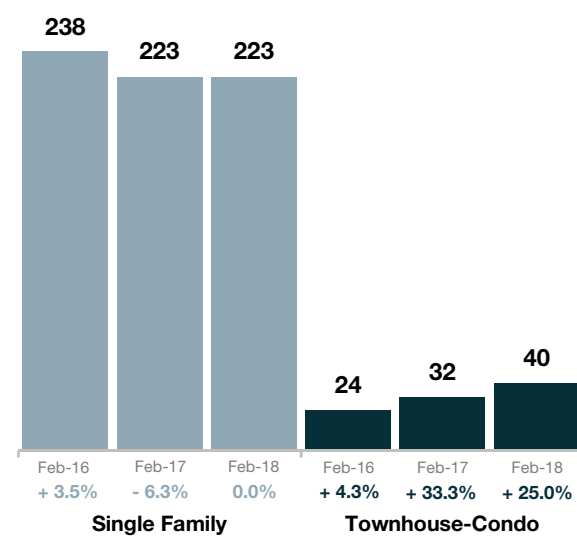
# Sold Listings



## February

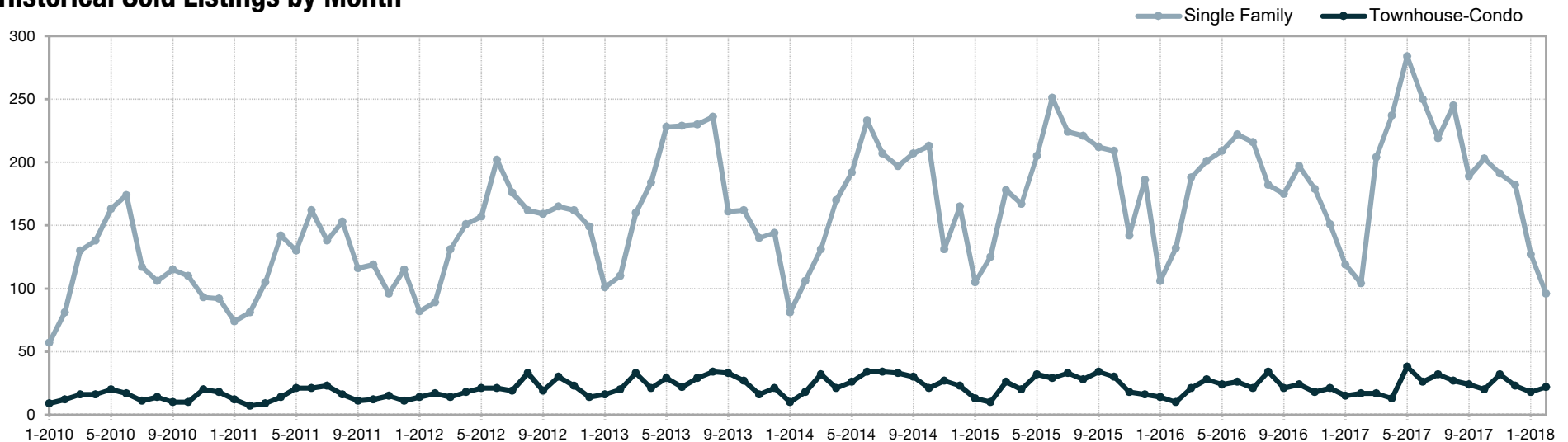


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	204	+8.5%	17	-19.0%
Apr-2017	237	+17.9%	13	-53.6%
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	191	+6.7%	32	+77.8%
Dec-2017	182	+20.5%	23	+9.5%
Jan-2018	127	+6.7%	18	+20.0%
<b>Feb-2018</b>	<b>96</b>	<b>-7.7%</b>	<b>22</b>	<b>+29.4%</b>

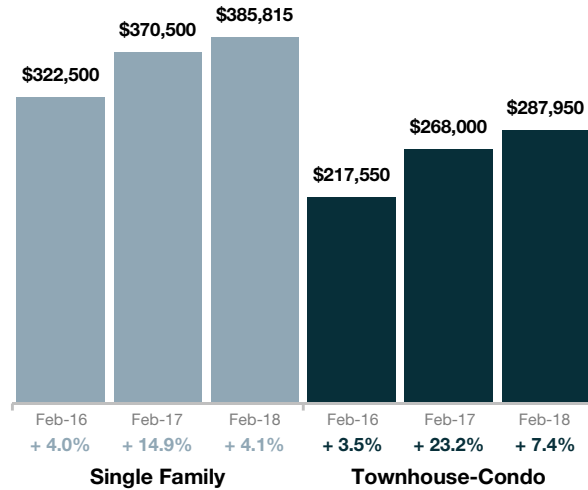
## Historical Sold Listings by Month



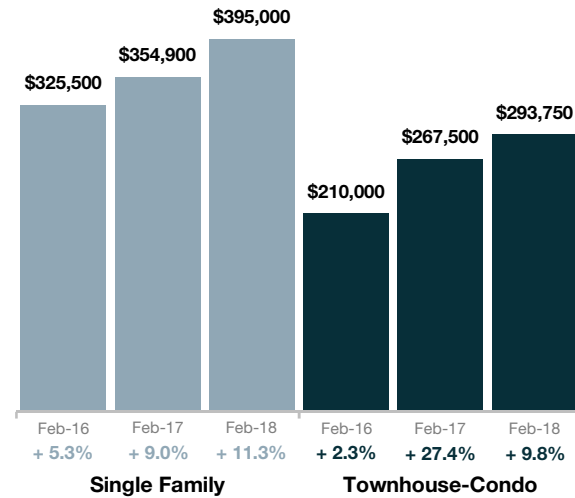
# Median Sales Price



## February

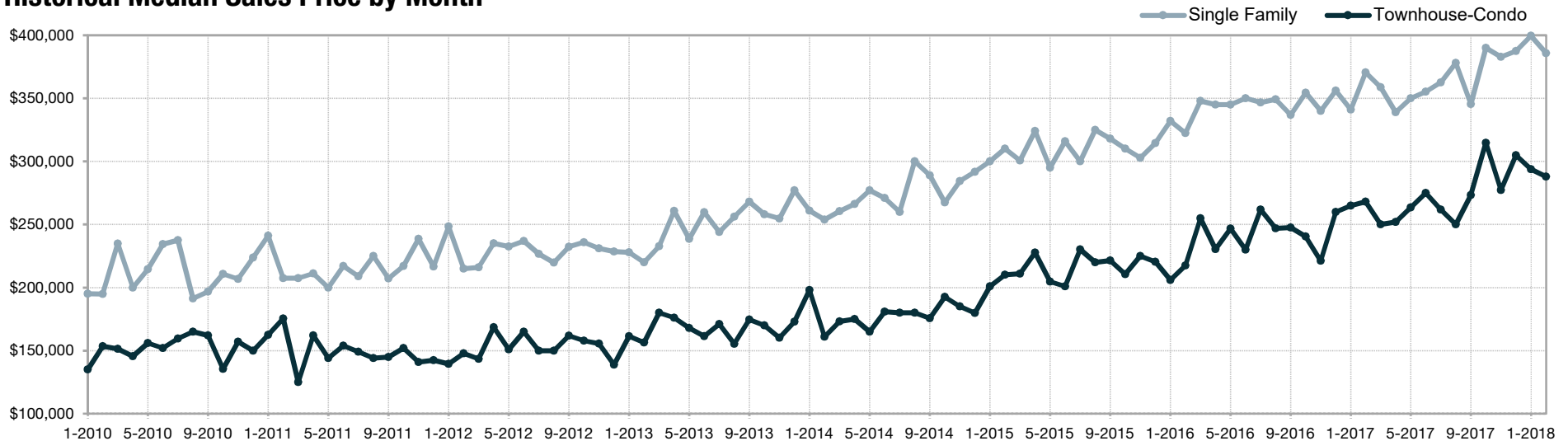


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$358,843	+3.1%	\$250,000	-2.0%
Apr-2017	\$339,000	-1.7%	\$252,000	+9.3%
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	\$382,834	+12.6%	\$277,225	+25.3%
Dec-2017	\$387,450	+8.8%	\$304,900	+17.3%
Jan-2018	\$399,500	+17.2%	\$293,750	+10.9%
<b>Feb-2018</b>	<b>\$385,815</b>	<b>+4.1%</b>	<b>\$287,950</b>	<b>+7.4%</b>

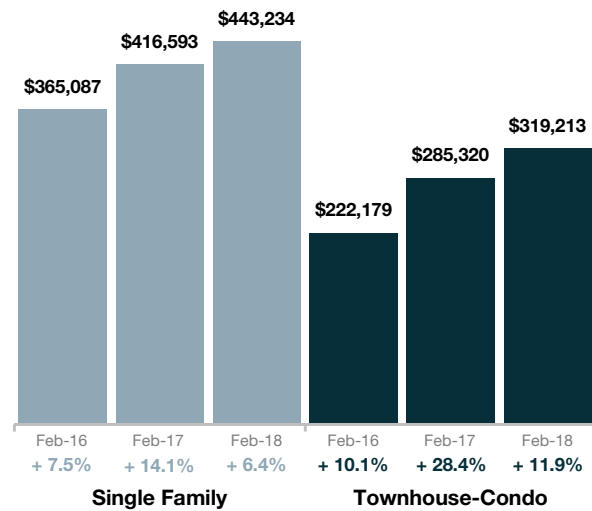
## Historical Median Sales Price by Month



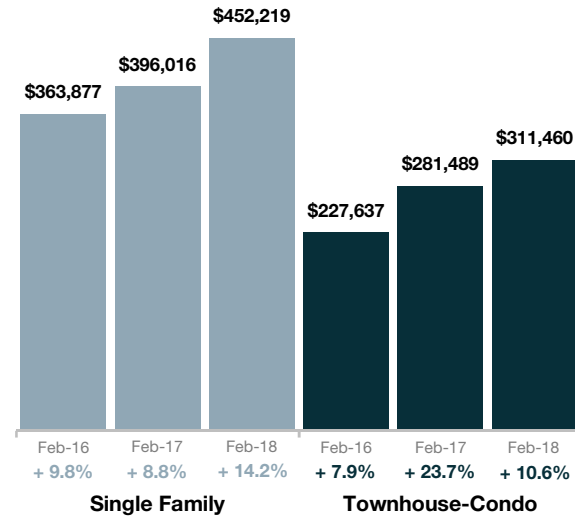
# Average Sales Price



## February

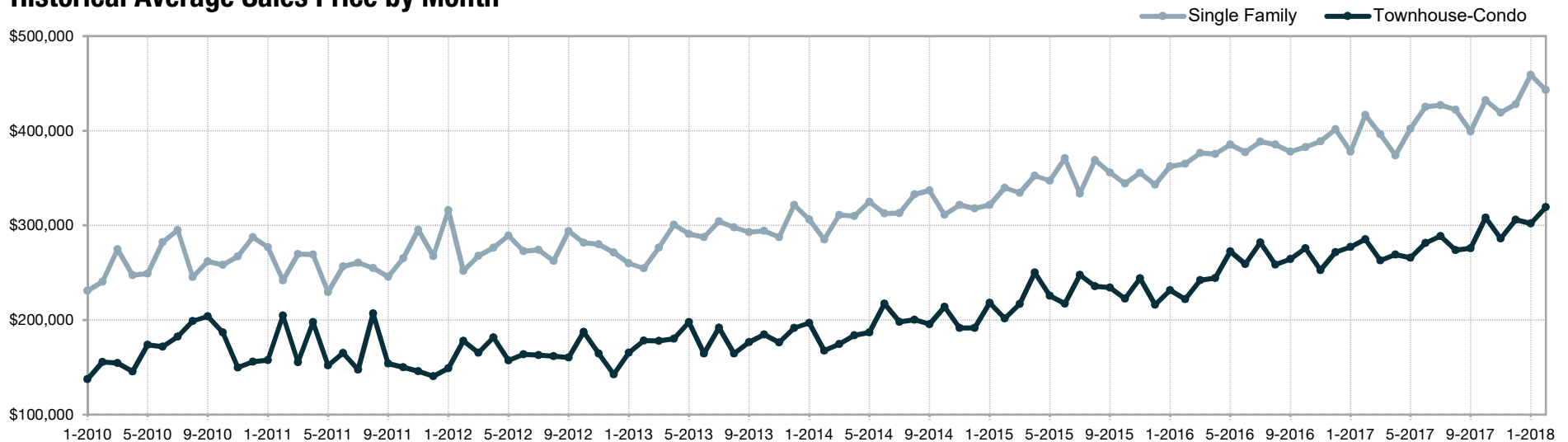


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	\$396,210	+5.2%	\$263,057	+8.7%
Apr-2017	\$373,990	-0.4%	\$269,210	+10.2%
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	\$419,039	+7.8%	\$286,274	+13.3%
Dec-2017	\$428,023	+6.6%	\$306,061	+12.6%
Jan-2018	\$459,011	+21.4%	\$301,985	+9.0%
<b>Feb-2018</b>	<b>\$443,234</b>	<b>+6.4%</b>	<b>\$319,213</b>	<b>+11.9%</b>

## Historical Average Sales Price by Month

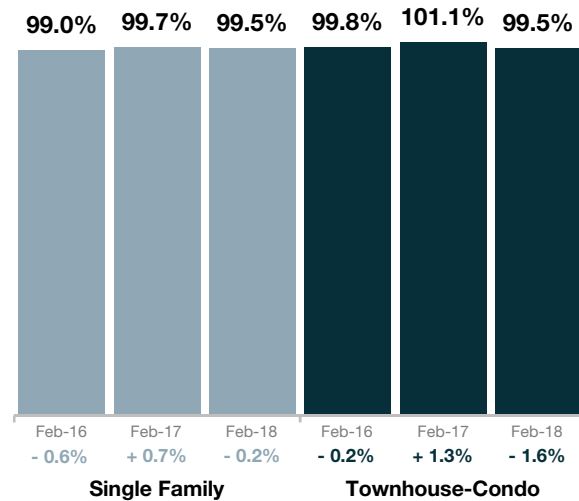




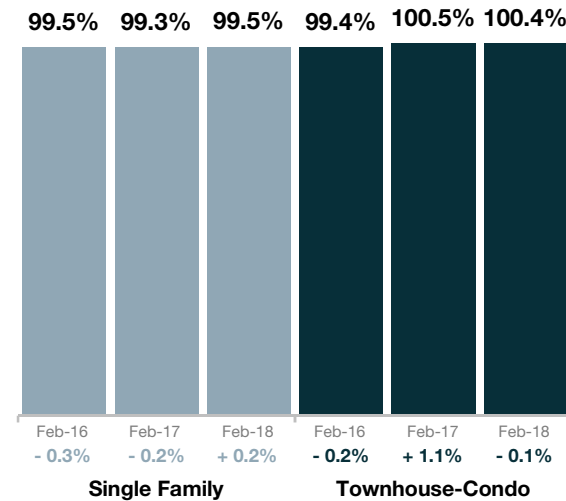
# Percent of List Price Received



## February

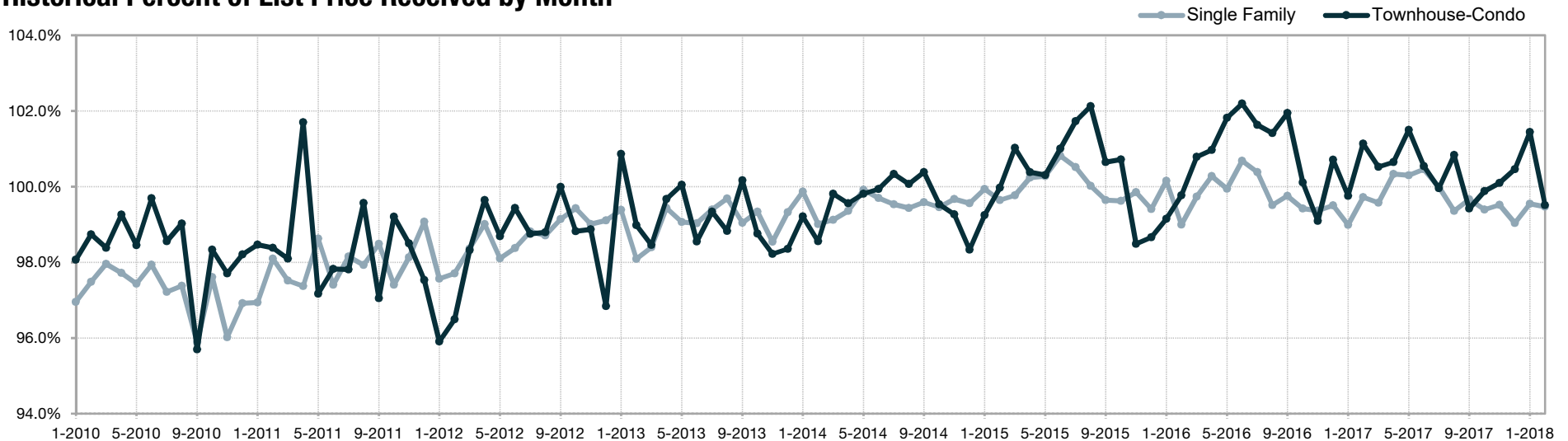


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	99.6%	-0.1%	100.5%	-0.3%
Apr-2017	100.3%	0.0%	100.7%	-0.3%
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	99.0%	-0.5%	100.5%	-0.2%
Jan-2018	99.5%	+0.5%	101.4%	+1.6%
<b>Feb-2018</b>	<b>99.5%</b>	<b>-0.2%</b>	<b>99.5%</b>	<b>-1.6%</b>

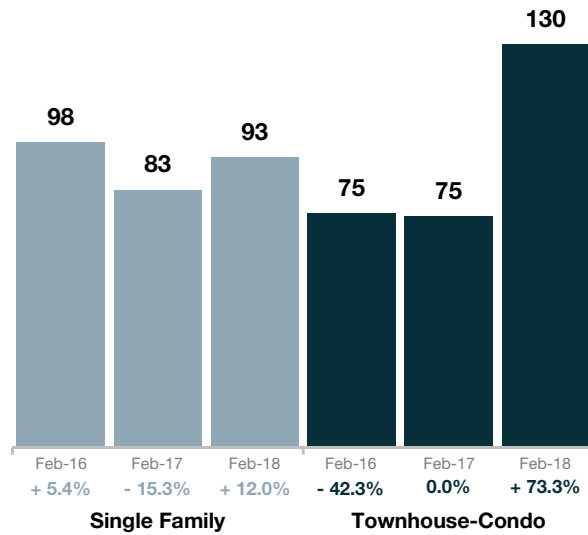
## Historical Percent of List Price Received by Month



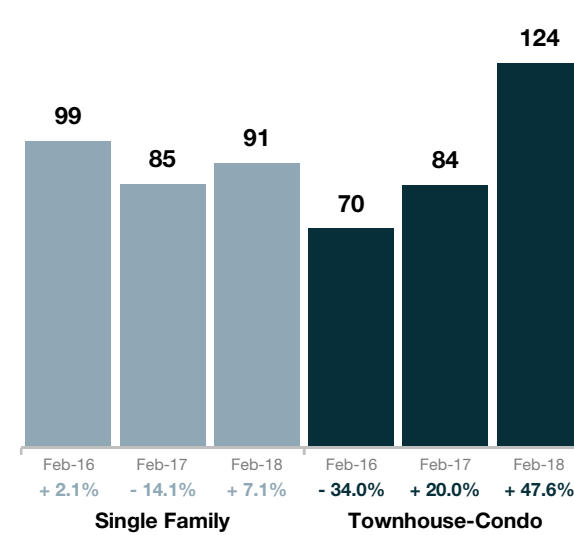
# Days on Market Until Sale



## February

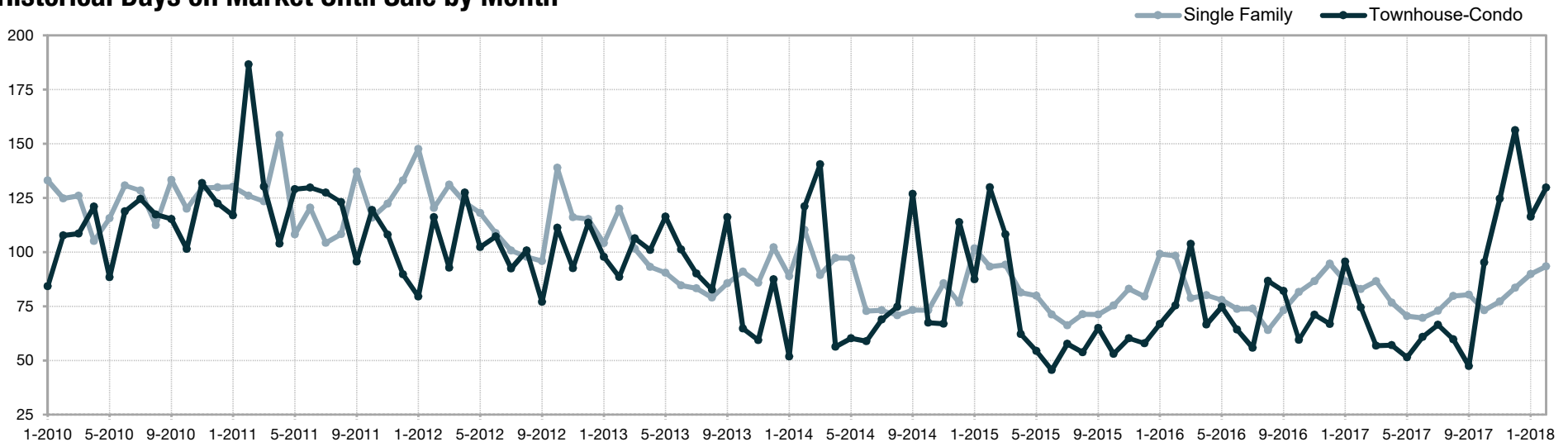


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	87	+10.1%	57	-45.2%
Apr-2017	77	-3.8%	57	-14.9%
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%	116	+20.8%
<b>Feb-2018</b>	<b>93</b>	<b>+12.0%</b>	<b>130</b>	<b>+73.3%</b>

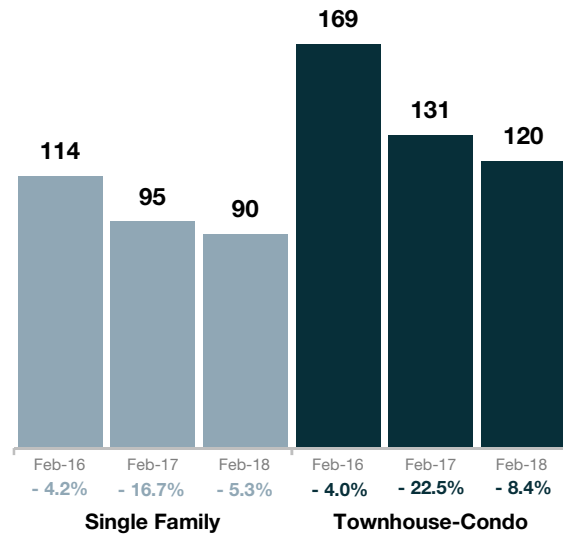
## Historical Days on Market Until Sale by Month



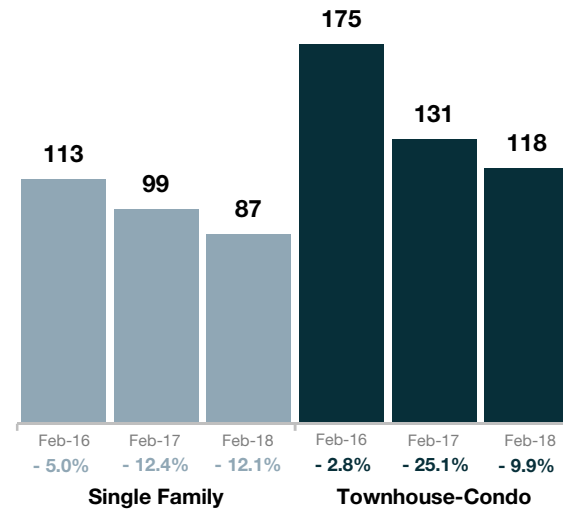
# Housing Affordability Index



## February

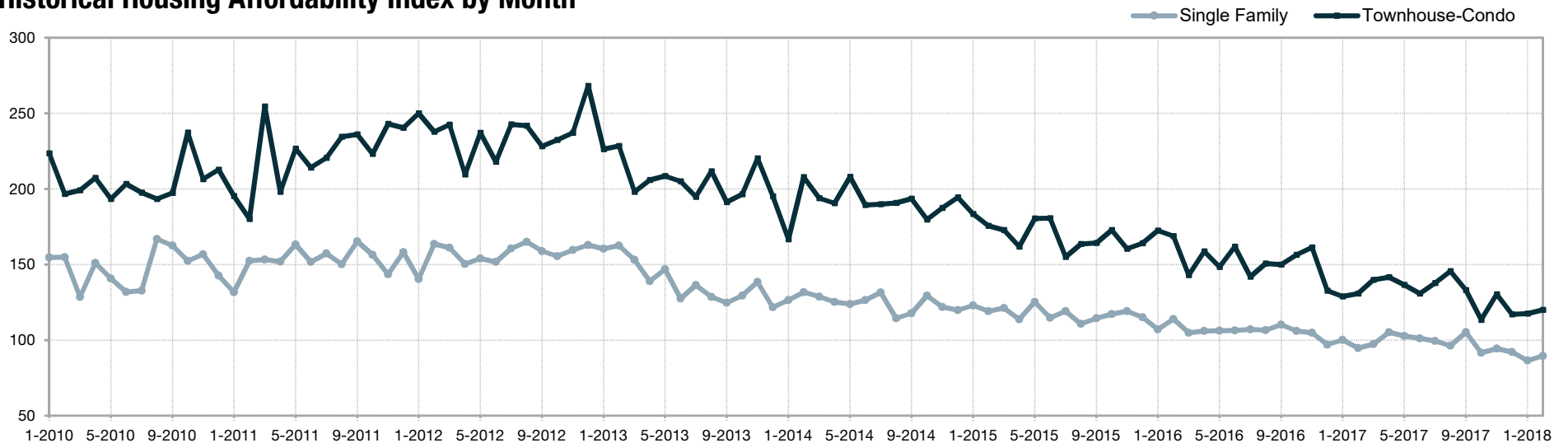


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	97	-7.6%	140	-2.1%
Apr-2017	105	-0.9%	142	-10.7%
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%	118	-8.5%
<b>Feb-2018</b>	<b>90</b>	<b>-5.3%</b>	<b>120</b>	<b>-8.4%</b>

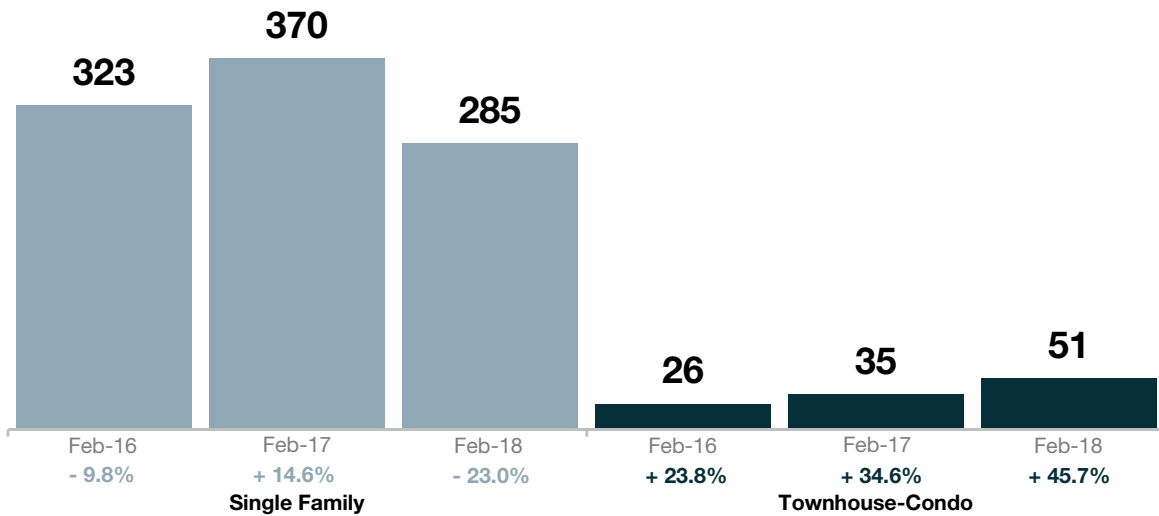
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

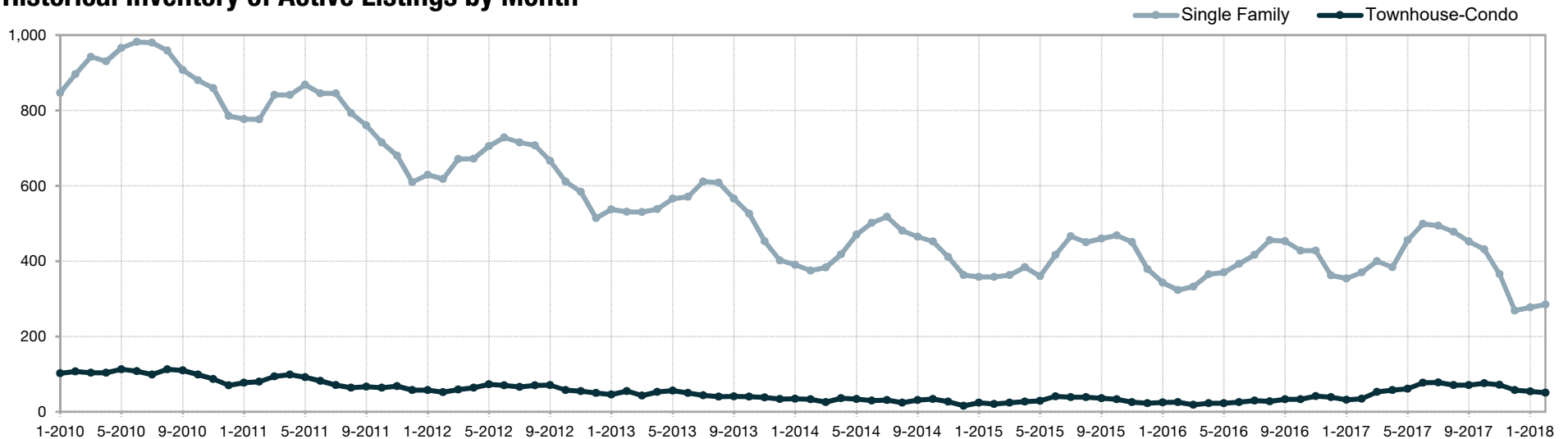


## February



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	400	+20.5%	53	+178.9%
Apr-2017	384	+5.2%	58	+152.2%
May-2017	456	+23.2%	61	+165.2%
Jun-2017	499	+27.0%	77	+196.2%
Jul-2017	494	+18.5%	78	+160.0%
Aug-2017	478	+4.8%	71	+153.6%
Sep-2017	452	-0.2%	71	+115.2%
Oct-2017	431	+0.7%	76	+130.3%
Nov-2017	366	-14.5%	72	+71.4%
Dec-2017	269	-25.7%	58	+48.7%
Jan-2018	277	-21.8%	54	+68.8%
<b>Feb-2018</b>	<b>285</b>	<b>-23.0%</b>	<b>51</b>	<b>+45.7%</b>

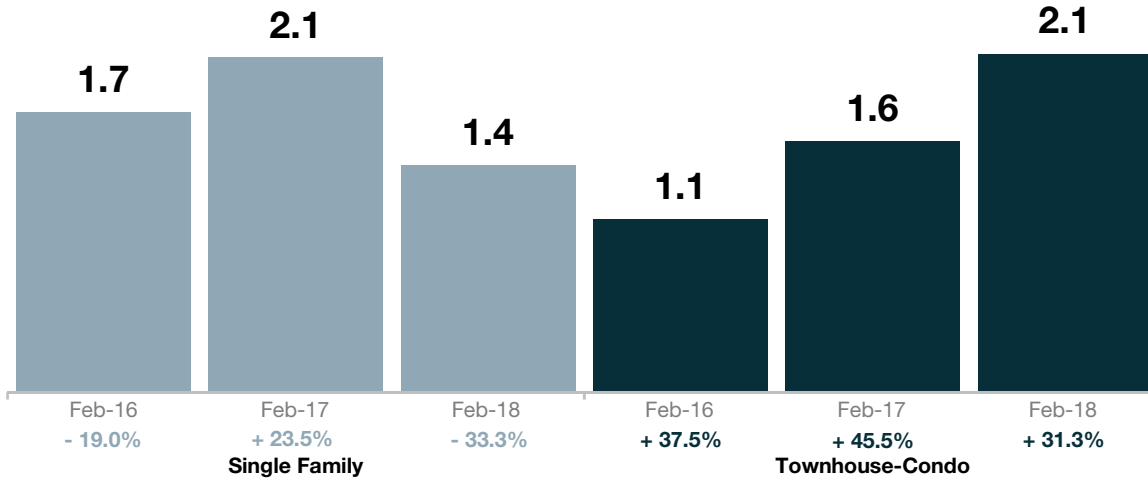
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

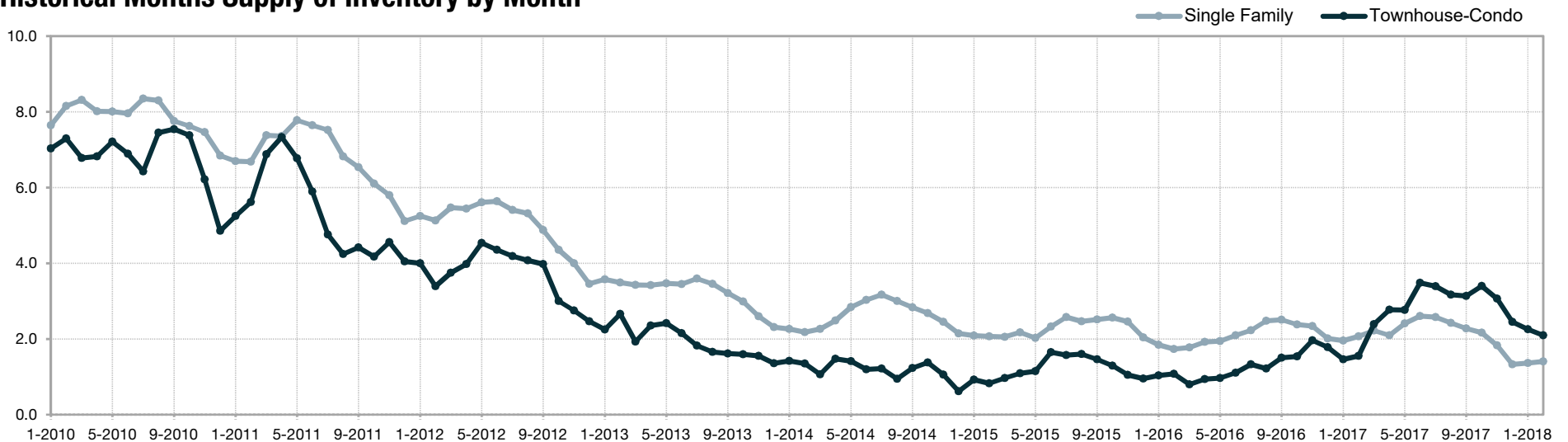


## February



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2017	2.2	+22.2%	2.4	+200.0%
Apr-2017	2.1	+10.5%	2.8	+211.1%
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%	3.1	+106.7%
Oct-2017	2.2	-8.3%	3.4	+126.7%
Nov-2017	1.8	-21.7%	3.1	+55.0%
Dec-2017	1.3	-35.0%	2.5	+38.9%
Jan-2018	1.4	-30.0%	2.3	+53.3%
<b>Feb-2018</b>	<b>1.4</b>	<b>-33.3%</b>	<b>2.1</b>	<b>+31.3%</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.



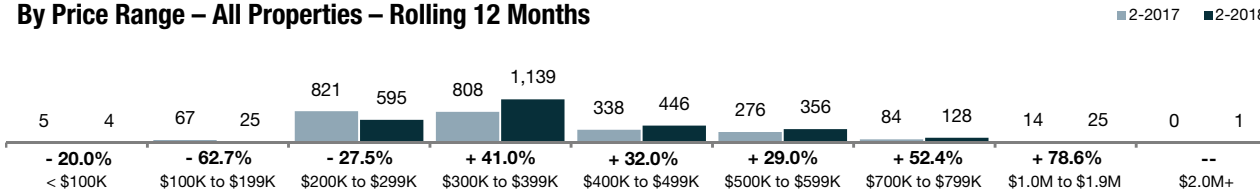
Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		280	<b>216</b>	- 22.9%	494	<b>395</b>	- 20.0%
<b>Pending / Under Contract</b>		228	<b>172</b>	- 24.6%	412	<b>326</b>	- 20.9%
<b>Sold Listings</b>		121	<b>118</b>	- 2.5%	255	<b>263</b>	+ 3.1%
<b>Median Sales Price</b>		\$354,900	<b>\$365,500</b>	+ 3.0%	\$345,000	<b>\$375,000</b>	+ 8.7%
<b>Average Sales Price</b>		\$398,150	<b>\$420,112</b>	+ 5.5%	\$381,644	<b>\$430,811</b>	+ 12.9%
<b>Pct. of List Price Received</b>		99.9%	<b>99.5%</b>	- 0.4%	99.5%	<b>99.6%</b>	+ 0.1%
<b>Days on Market</b>		82	<b>100</b>	+ 22.0%	85	<b>96</b>	+ 12.9%
<b>Affordability Index</b>		99	<b>95</b>	- 4.0%	102	<b>92</b>	- 9.8%
<b>Active Listings</b>		405	<b>336</b>	- 17.0%	--	--	--
<b>Months Supply</b>		2.0	<b>1.5</b>	- 25.0%	--	--	--

# Sold Listings

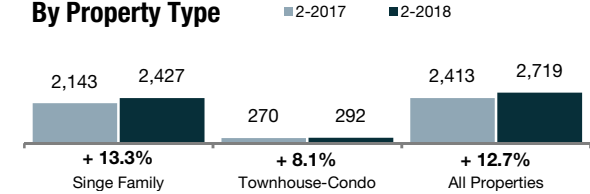
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Quarter

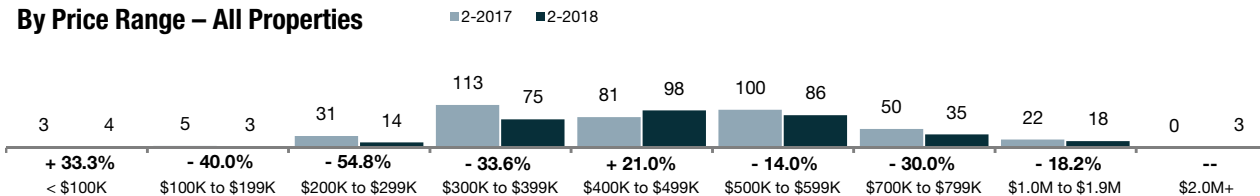
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	2-2017	2-2018	Change	2-2017	2-2018	Change	1-2018	2-2018	Change	1-2018	2-2018	Change	2-2017	2-2018	Change	2-2017	2-2018	Change
\$99,999 and Below	4	4	0.0%	1	0	-100.0%	0	0	--	0	0	--	2	0	-100.0%	0	0	--
\$100,000 to \$199,999	44	17	-61.4%	23	8	-65.2%	0	0	--	0	0	--	1	0	-100.0%	0	0	--
\$200,000 to \$299,999	643	409	-36.4%	178	186	+4.5%	23	18	-21.7%	10	12	+20.0%	55	41	-25.5%	20	22	+10.0%
\$300,000 to \$399,999	747	1,053	+41.0%	61	86	+41.0%	42	32	-23.8%	6	8	+33.3%	88	74	-15.9%	11	14	+27.3%
\$400,000 to \$499,999	336	437	+30.1%	2	9	+350.0%	27	24	-11.1%	2	1	-50.0%	40	51	+27.5%	1	3	+200.0%
\$500,000 to \$699,999	271	354	+30.6%	5	2	-60.0%	21	12	-42.9%	0	0	--	25	33	+32.0%	0	0	--
\$700,000 to \$999,999	84	127	+51.2%	0	1	--	11	8	-27.3%	0	1	--	10	19	+90.0%	0	1	--
\$1,000,000 to \$1,999,999	14	25	+78.6%	0	0	--	3	2	-33.3%	0	0	--	2	5	+150.0%	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>2,143</b>	<b>2,427</b>	<b>+13.3%</b>	<b>270</b>	<b>292</b>	<b>+8.1%</b>	<b>127</b>	<b>96</b>	<b>-24.4%</b>	<b>18</b>	<b>22</b>	<b>+22.2%</b>	<b>223</b>	<b>223</b>	<b>0.0%</b>	<b>32</b>	<b>40</b>	<b>+25.0%</b>

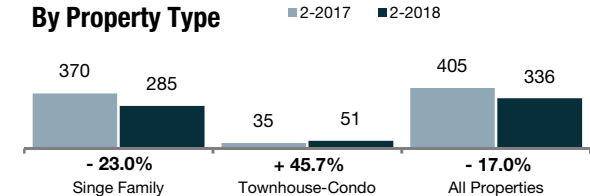
# Inventory of Active Listings

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

### Compared to Prior Month

### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	2-2017	2-2018	Change	2-2017	2-2018	Change	1-2018	2-2018	Change	1-2018	2-2018	Change				
\$99,999 and Below	3	4	+33.3%	0	0	--	4	4	0.0%	0	0	--				
\$100,000 to \$199,999	2	0	-100.0%	3	3	0.0%	0	0	--	6	3	-50.0%				
\$200,000 to \$299,999	22	4	-81.8%	9	10	+11.1%	10	4	-60.0%	6	10	+66.7%				
\$300,000 to \$399,999	93	46	-50.5%	20	29	+45.0%	38	46	+21.1%	32	29	-9.4%				
\$400,000 to \$499,999	78	90	+15.4%	3	8	+166.7%	86	90	+4.7%	8	8	0.0%				
\$500,000 to \$699,999	100	85	-15.0%	0	1	--	83	85	+2.4%	1	1	0.0%				
\$700,000 to \$999,999	50	35	-30.0%	0	0	--	35	35	0.0%	1	0	-100.0%				
\$1,000,000 to \$1,999,999	22	18	-18.2%	0	0	--	18	18	0.0%	0	0	--				
\$2,000,000 and Above	0	3	--	0	0	--	3	3	0.0%	0	0	--				
<b>All Price Ranges</b>	<b>370</b>	<b>285</b>	<b>-23.0%</b>	<b>35</b>	<b>51</b>	<b>+45.7%</b>	<b>277</b>	<b>285</b>	<b>+2.9%</b>	<b>54</b>	<b>51</b>	<b>-5.6%</b>				

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.