

# Monthly Indicators

## January 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 24.6 percent for single family homes but increased 80.0 percent for townhouse-condo properties. Pending Sales landed at 125 for single family homes and 33 for townhouse-condo properties.

The Median Sales Price was up 17.2 percent to \$399,500 for single family homes and 10.9 percent to \$293,750 for townhouse-condo properties. Days on Market increased 4.6 percent for single family homes and 20.8 percent for townhouse-condo properties.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

## Activity Snapshot

<b>+ 4.5%</b>	<b>+ 13.9%</b>	<b>+ 6.8%</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	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		199	<b>150</b>	- 24.6%	199	<b>150</b>	- 24.6%
<b>Pending / Under Contract</b>		164	<b>125</b>	- 23.8%	164	<b>125</b>	- 23.8%
<b>Sold Listings</b>		119	<b>122</b>	+ 2.5%	119	<b>122</b>	+ 2.5%
<b>Median Sales Price</b>		\$341,000	<b>\$399,500</b>	+ 17.2%	\$341,000	<b>\$399,500</b>	+ 17.2%
<b>Average Sales Price</b>		\$378,033	<b>\$459,476</b>	+ 21.5%	\$378,033	<b>\$459,476</b>	+ 21.5%
<b>Pct. of List Price Received</b>		99.0%	<b>99.6%</b>	+ 0.6%	99.0%	<b>99.6%</b>	+ 0.6%
<b>Days on Market</b>		87	<b>91</b>	+ 4.6%	87	<b>91</b>	+ 4.6%
<b>Affordability Index</b>		100	<b>86</b>	- 14.0%	100	<b>86</b>	- 14.0%
<b>Active Listings</b>		354	<b>271</b>	- 23.4%	--	--	--
<b>Months Supply</b>		2.0	<b>1.3</b>	- 35.0%	--	--	--

# Townhouse-Condo Market Overview

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

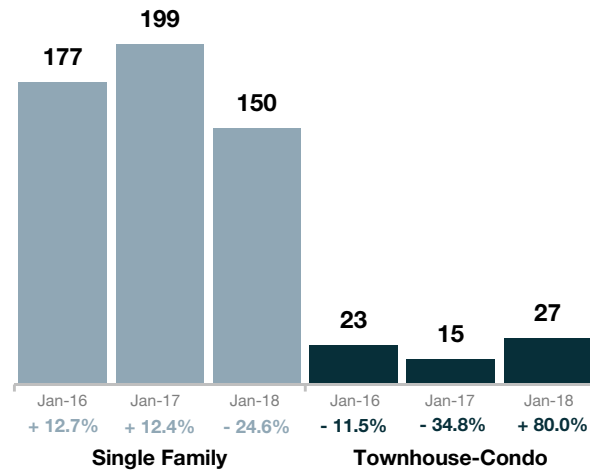


Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		15	<b>27</b>	+ 80.0%	15	<b>27</b>	+ 80.0%
<b>Pending / Under Contract</b>		20	<b>33</b>	+ 65.0%	20	<b>33</b>	+ 65.0%
<b>Sold Listings</b>		15	<b>18</b>	+ 20.0%	15	<b>18</b>	+ 20.0%
<b>Median Sales Price</b>		\$264,900	<b>\$293,750</b>	+ 10.9%	\$264,900	<b>\$293,750</b>	+ 10.9%
<b>Average Sales Price</b>		\$277,146	<b>\$301,985</b>	+ 9.0%	\$277,146	<b>\$301,985</b>	+ 9.0%
<b>Pct. of List Price Received</b>		99.8%	<b>101.4%</b>	+ 1.6%	99.8%	<b>101.4%</b>	+ 1.6%
<b>Days on Market</b>		96	<b>116</b>	+ 20.8%	96	<b>116</b>	+ 20.8%
<b>Affordability Index</b>		129	<b>118</b>	- 8.5%	129	<b>118</b>	- 8.5%
<b>Active Listings</b>		32	<b>51</b>	+ 59.4%	--	--	--
<b>Months Supply</b>		1.5	<b>2.1</b>	+ 40.0%	--	--	--

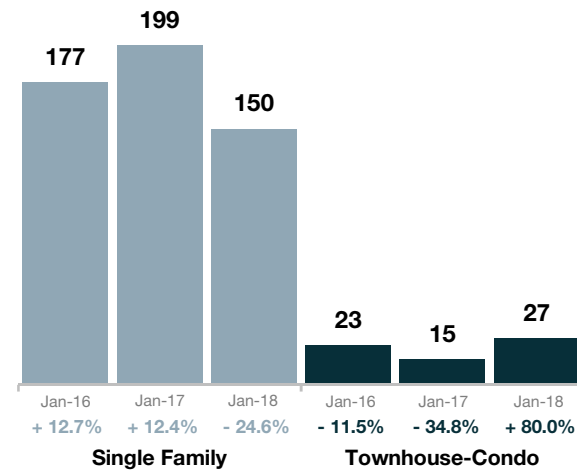
# New Listings



## January

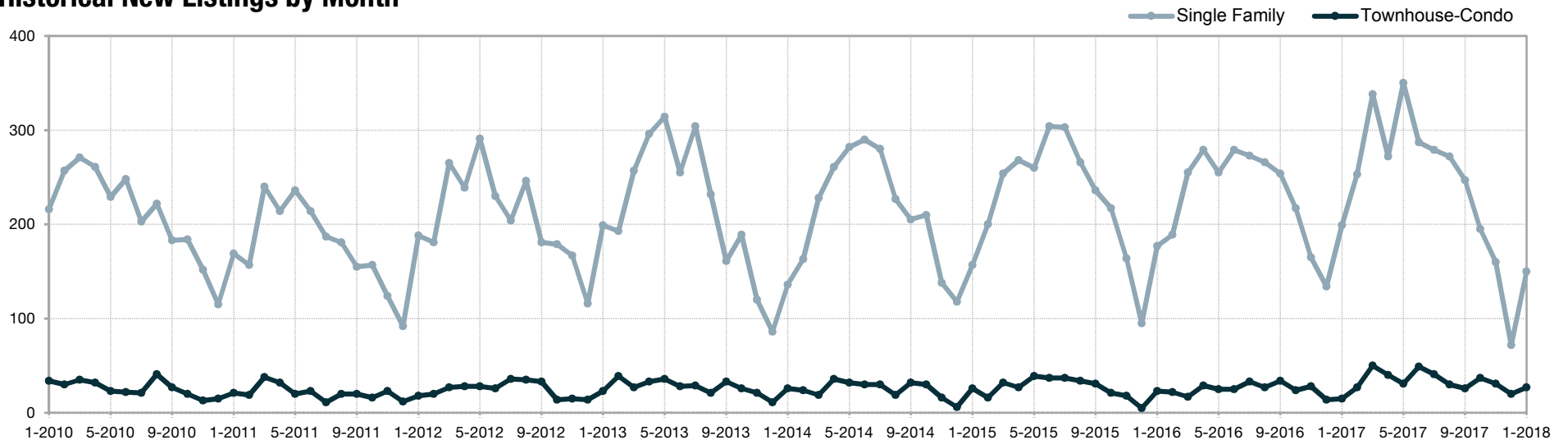


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	253	+33.9%	27	+22.7%
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	287	+2.9%	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	-10.1%	37	+54.2%
Nov-2017	160	-3.0%	31	+10.7%
Dec-2017	72	-46.3%	20	+42.9%
<b>Jan-2018</b>	<b>150</b>	<b>-24.6%</b>	<b>27</b>	<b>+80.0%</b>

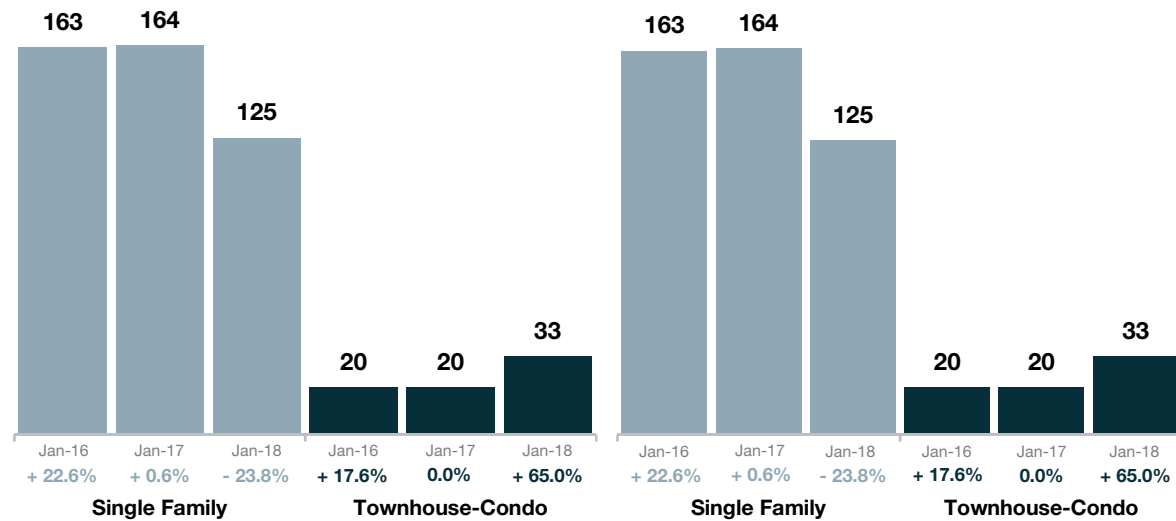
## Historical New Listings by Month



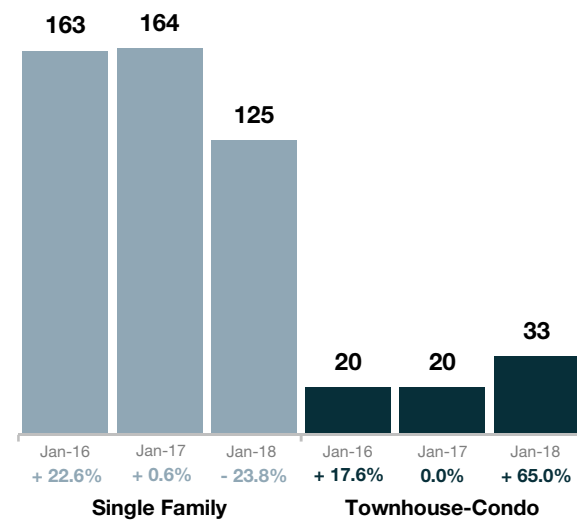
# Pending / Under Contract



## January

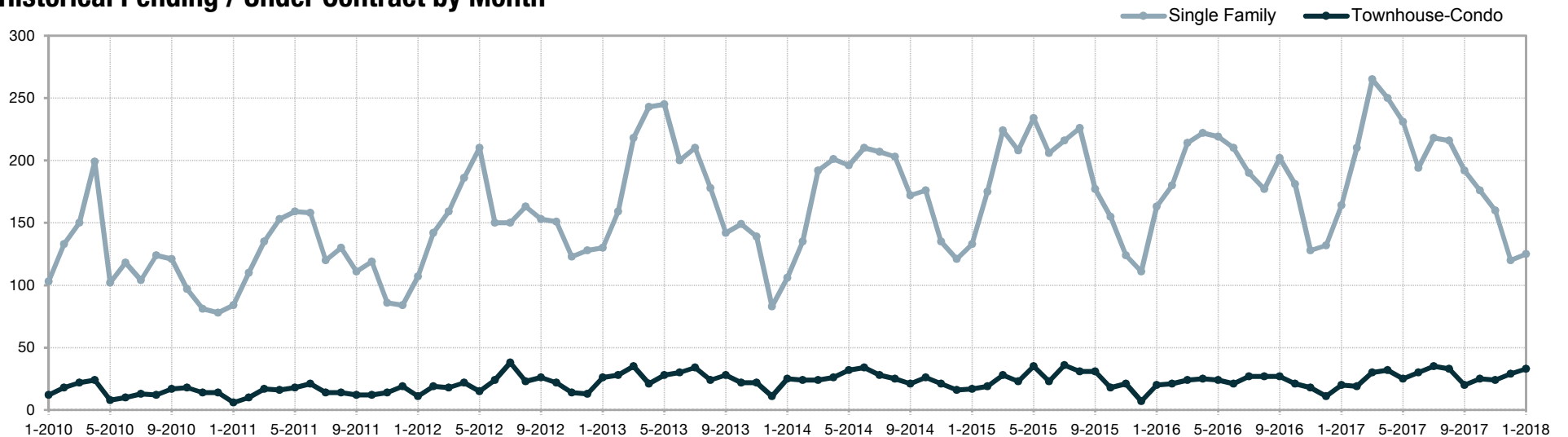


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	210	+16.7%	19	-9.5%
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	194	-7.6%	30	+42.9%
Jul-2017	218	+14.7%	35	+29.6%
Aug-2017	216	+22.0%	33	+22.2%
Sep-2017	192	-5.0%	20	-25.9%
Oct-2017	176	-2.8%	25	+19.0%
Nov-2017	160	+25.0%	24	+33.3%
Dec-2017	120	-9.1%	29	+163.6%
<b>Jan-2018</b>	<b>125</b>	<b>-23.8%</b>	<b>33</b>	<b>+65.0%</b>

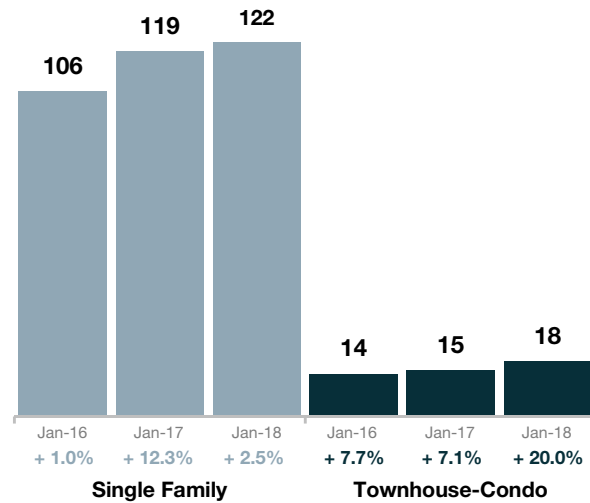
## Historical Pending / Under Contract by Month



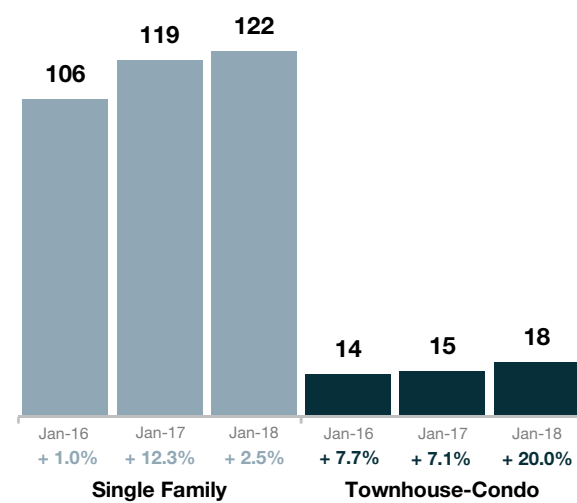
# Sold Listings



## January

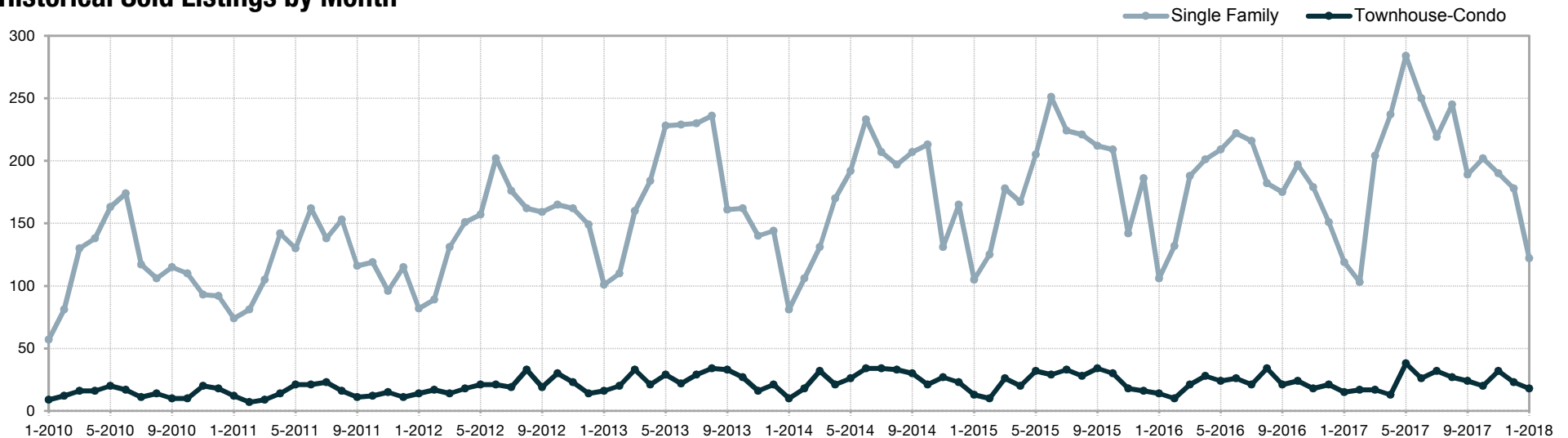


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	103	-22.0%	17	+70.0%
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	202	+2.5%	20	-16.7%
Nov-2017	190	+6.1%	32	+77.8%
Dec-2017	178	+17.9%	23	+9.5%
<b>Jan-2018</b>	<b>122</b>	<b>+2.5%</b>	<b>18</b>	<b>+20.0%</b>

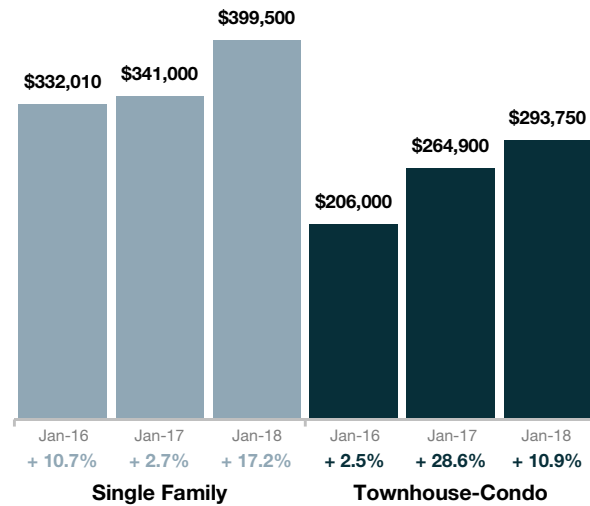
## Historical Sold Listings by Month



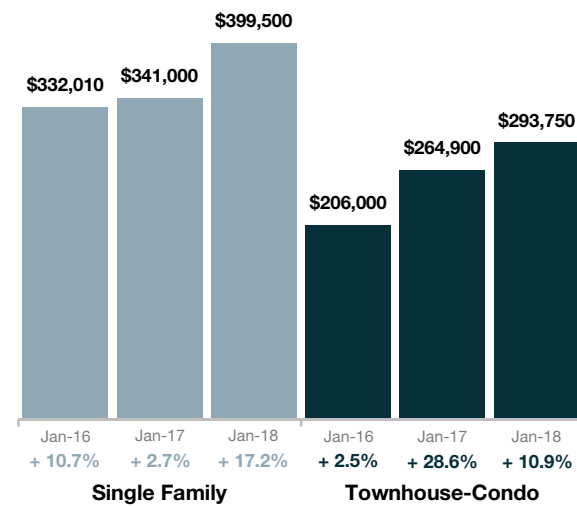
# Median Sales Price



## January

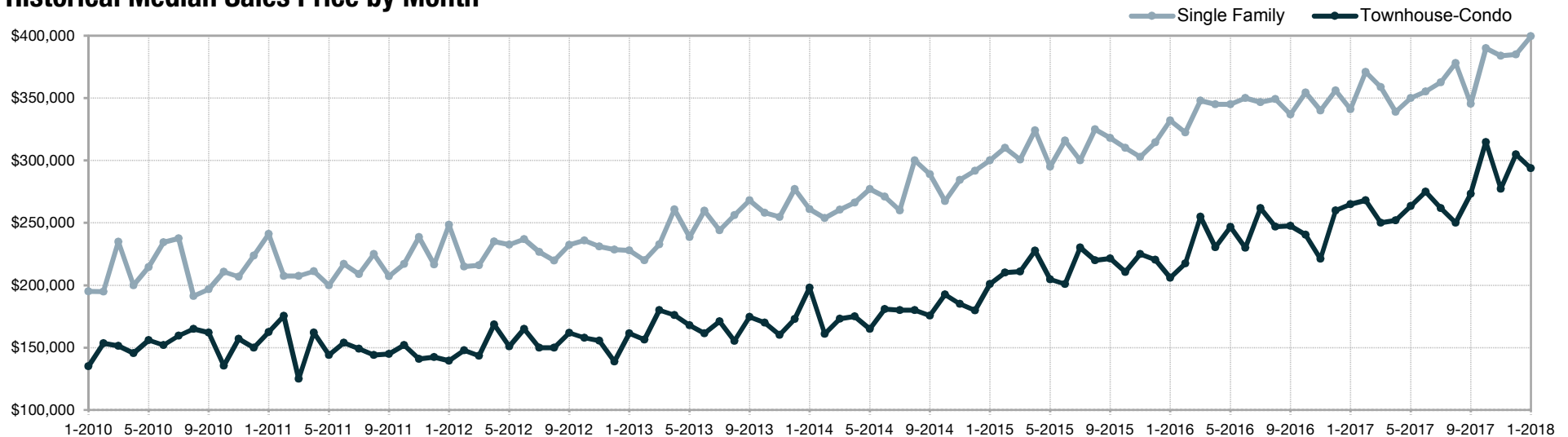


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$371,000	+15.0%	\$268,000	+23.2%
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	\$383,867	+12.9%	\$277,225	+25.3%
Dec-2017	\$385,000	+8.1%	\$304,900	+17.3%
<b>Jan-2018</b>	<b>\$399,500</b>	<b>+17.2%</b>	<b>\$293,750</b>	<b>+10.9%</b>

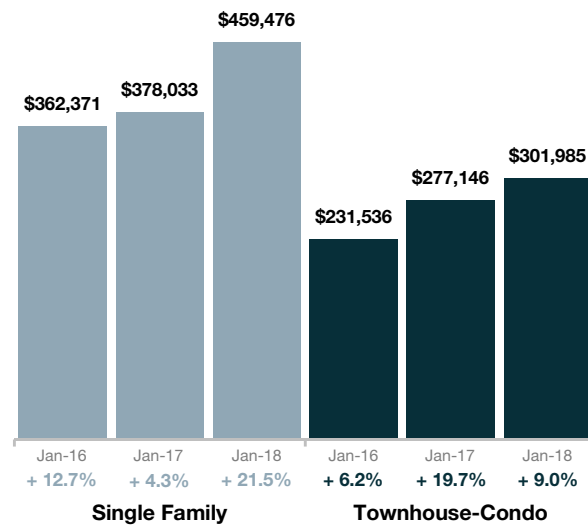
## Historical Median Sales Price by Month



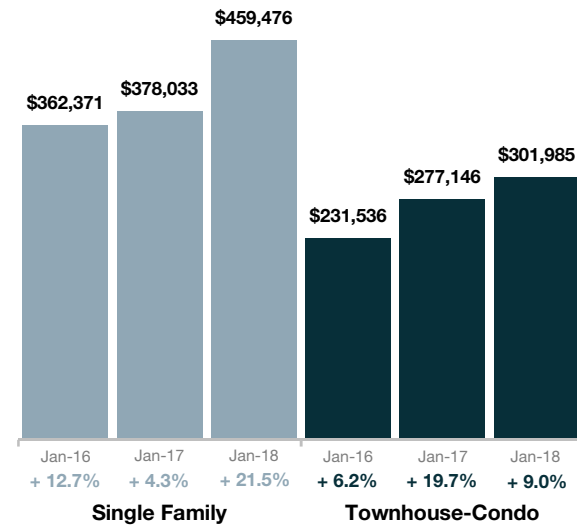
# Average Sales Price



## January

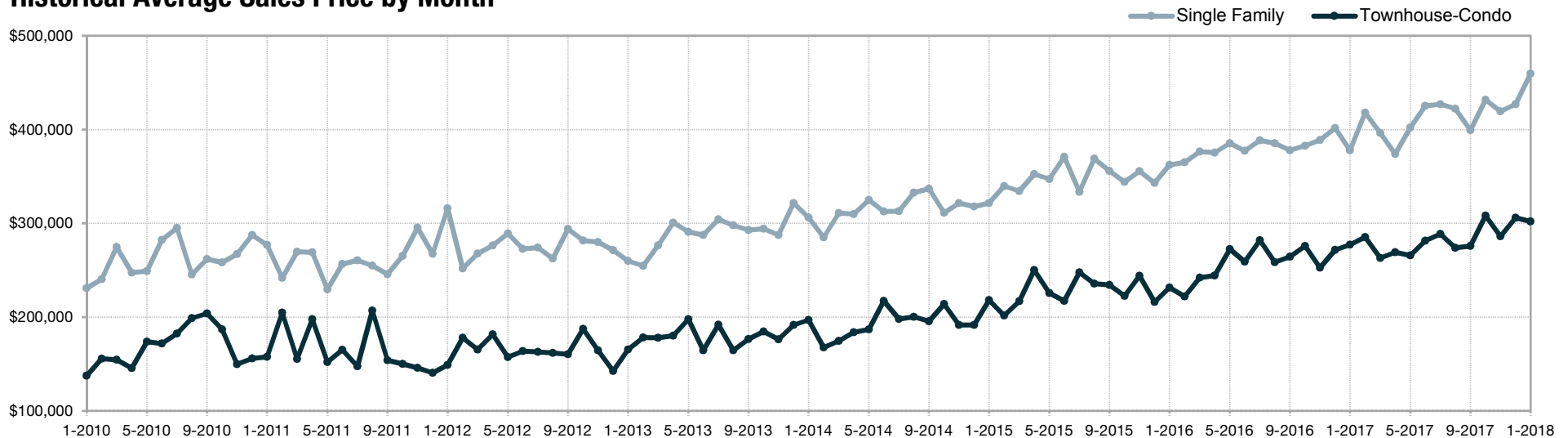


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	\$417,919	+14.5%	\$285,320	+28.4%
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	\$431,661	+12.8%	\$308,145	+11.6%
Nov-2017	\$419,521	+7.9%	\$286,274	+13.3%
Dec-2017	\$426,956	+6.3%	\$306,061	+12.6%
<b>Jan-2018</b>	<b>\$459,476</b>	<b>+21.5%</b>	<b>\$301,985</b>	<b>+9.0%</b>

## Historical Average Sales Price by Month

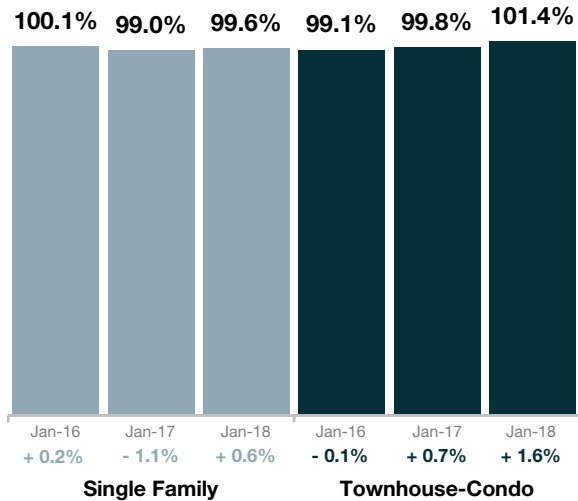




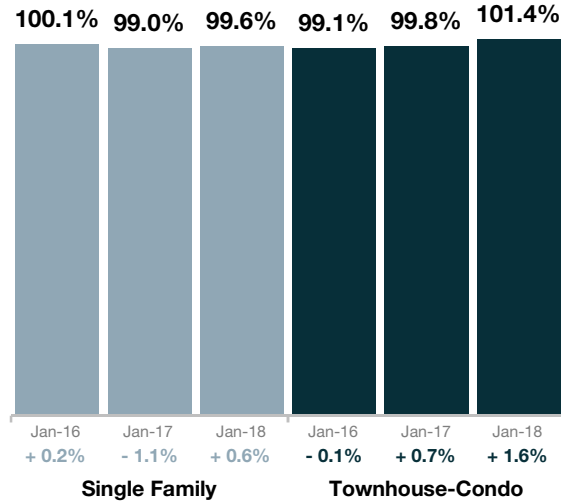
# Percent of List Price Received



## January

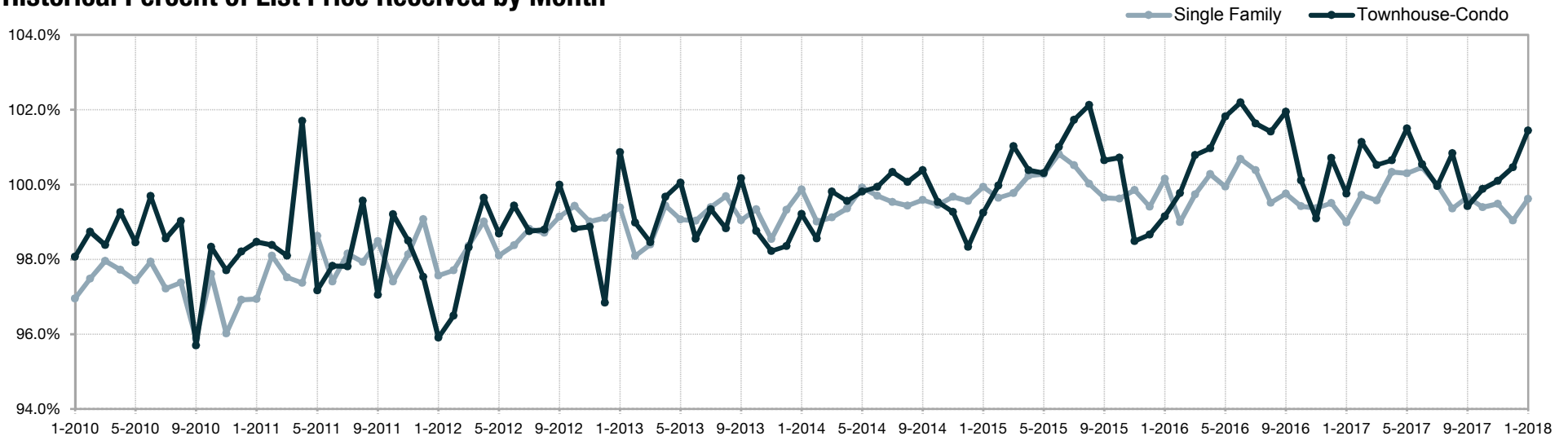


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	99.7%	+0.7%	101.1%	+1.3%
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%
<b>Jan-2018</b>	<b>99.6%</b>	<b>+0.6%</b>	<b>101.4%</b>	<b>+1.6%</b>

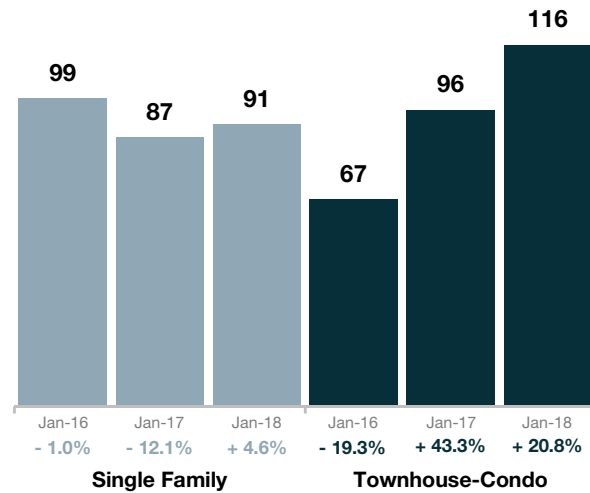
## Historical Percent of List Price Received by Month



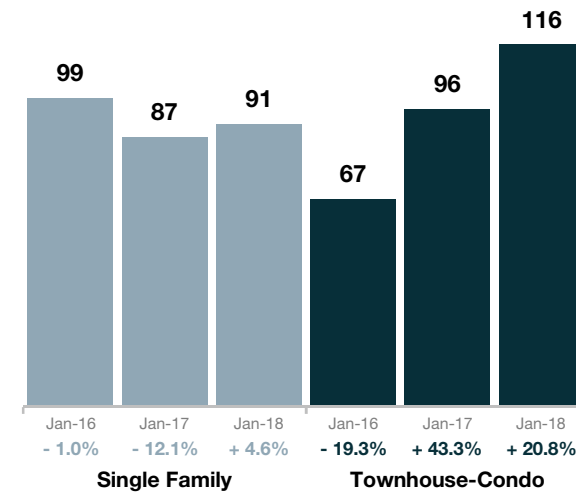
# Days on Market Until Sale



## January

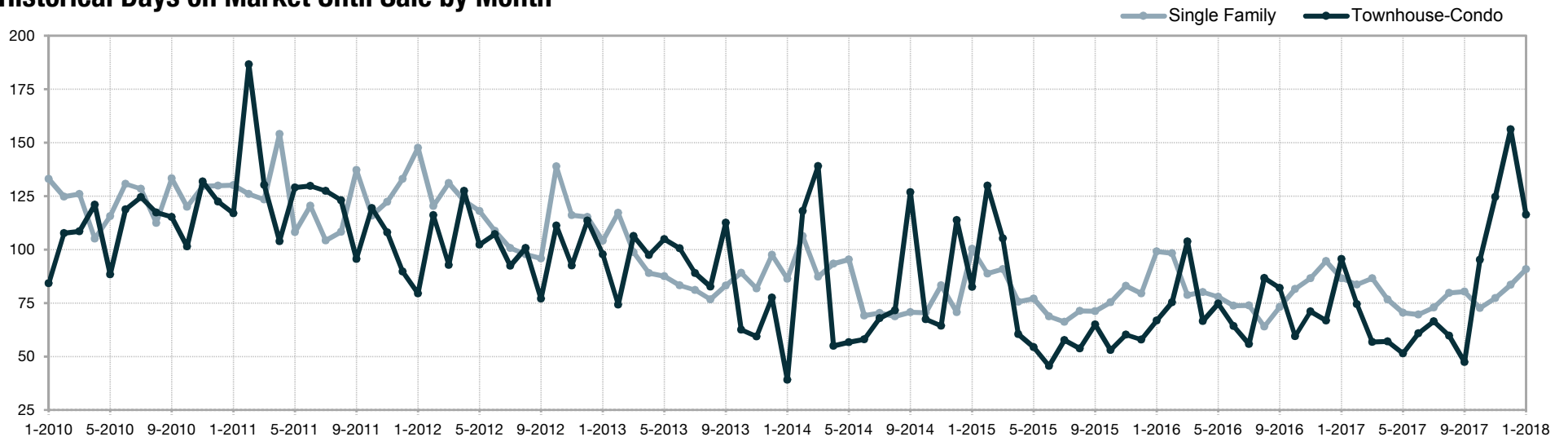


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	84	-14.3%	75	0.0%
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	83	-12.6%	156	+132.8%
<b>Jan-2018</b>	<b>91</b>	<b>+4.6%</b>	<b>116</b>	<b>+20.8%</b>

## Historical Days on Market Until Sale by Month

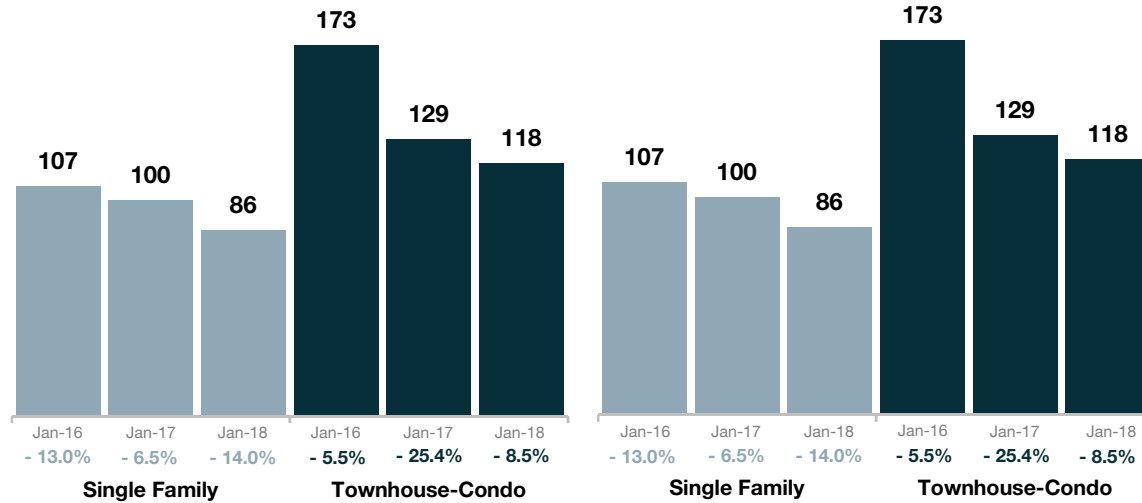


# Housing Affordability Index



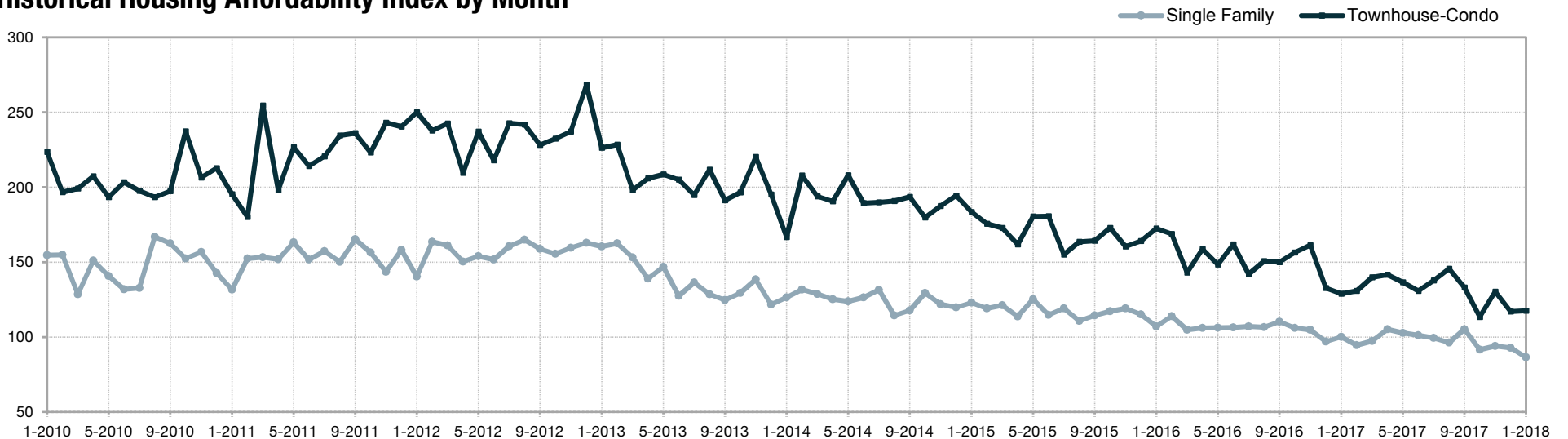
## January

## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	95	-16.7%	131	-22.5%
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	93	-4.1%	117	-12.0%
<b>Jan-2018</b>	<b>86</b>	<b>-14.0%</b>	<b>118</b>	<b>-8.5%</b>

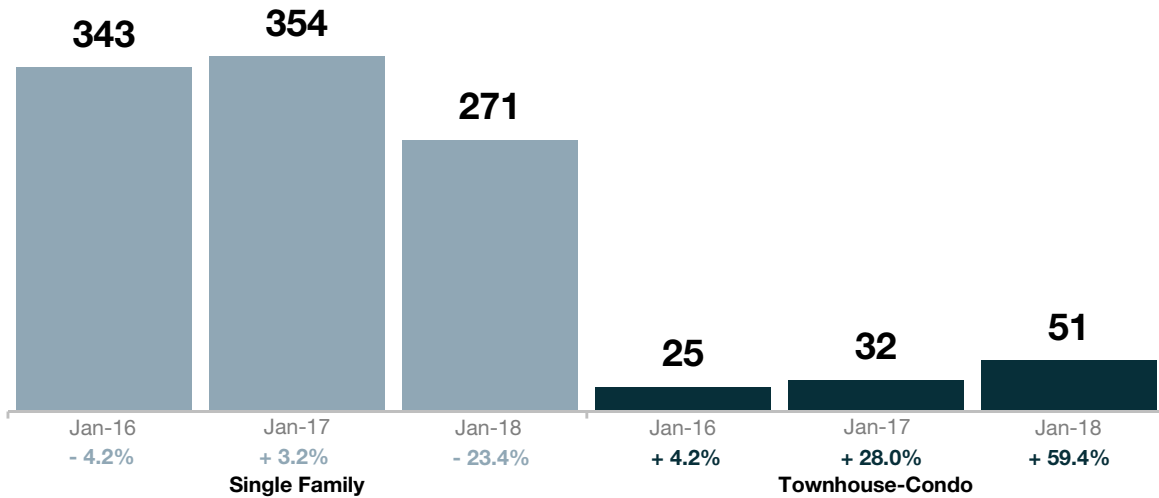
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

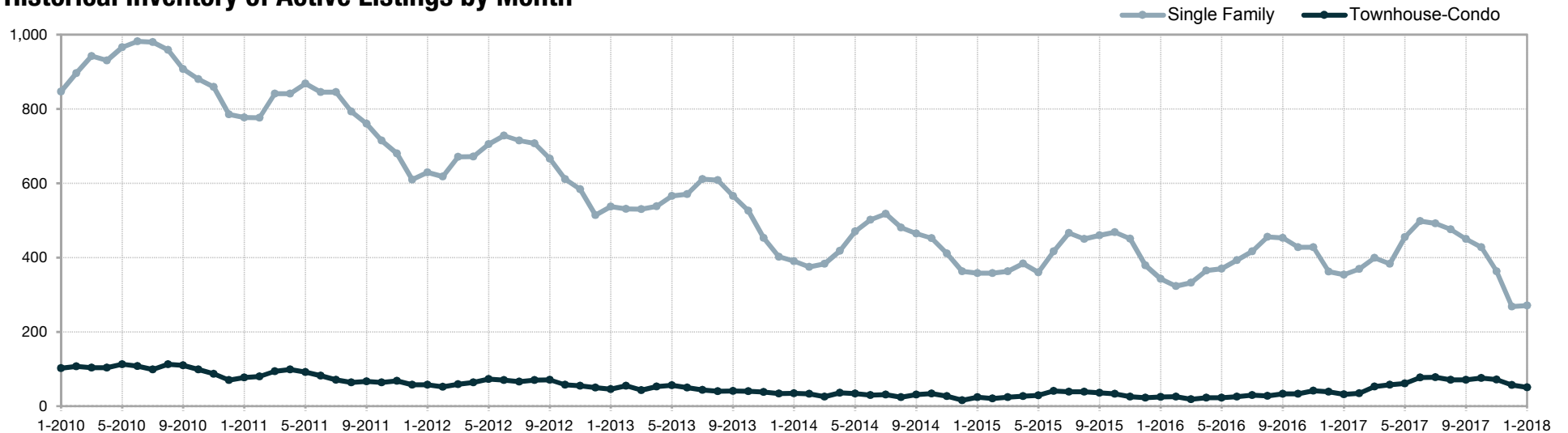


## January



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	369	+14.2%	35	+34.6%
Mar-2017	399	+20.2%	53	+178.9%
Apr-2017	383	+4.9%	58	+152.2%
May-2017	455	+23.0%	61	+165.2%
Jun-2017	498	+26.7%	77	+196.2%
Jul-2017	492	+18.0%	78	+160.0%
Aug-2017	476	+4.4%	71	+153.6%
Sep-2017	450	-0.7%	71	+115.2%
Oct-2017	428	0.0%	76	+130.3%
Nov-2017	363	-15.2%	72	+71.4%
Dec-2017	268	-26.0%	57	+46.2%
<b>Jan-2018</b>	<b>271</b>	<b>-23.4%</b>	<b>51</b>	<b>+59.4%</b>

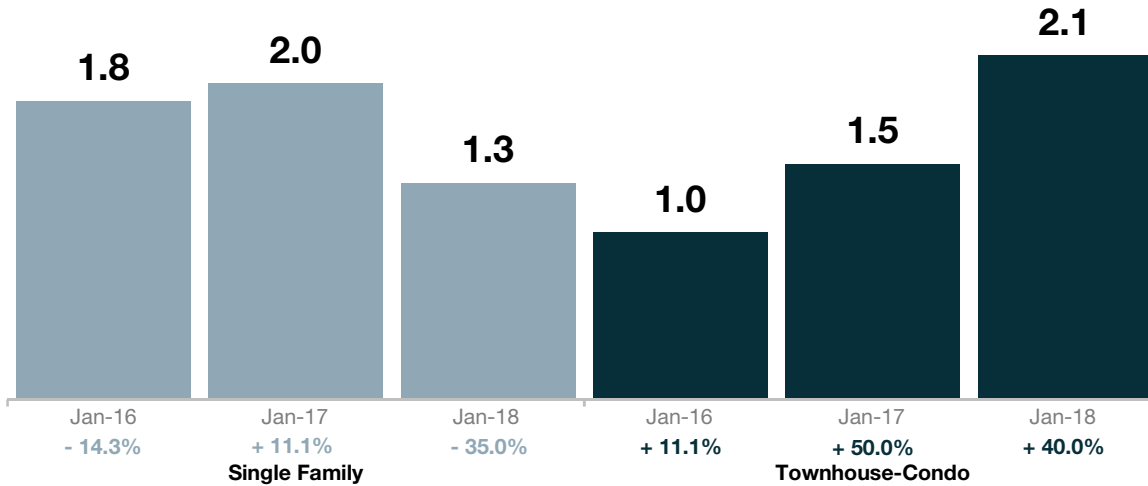
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

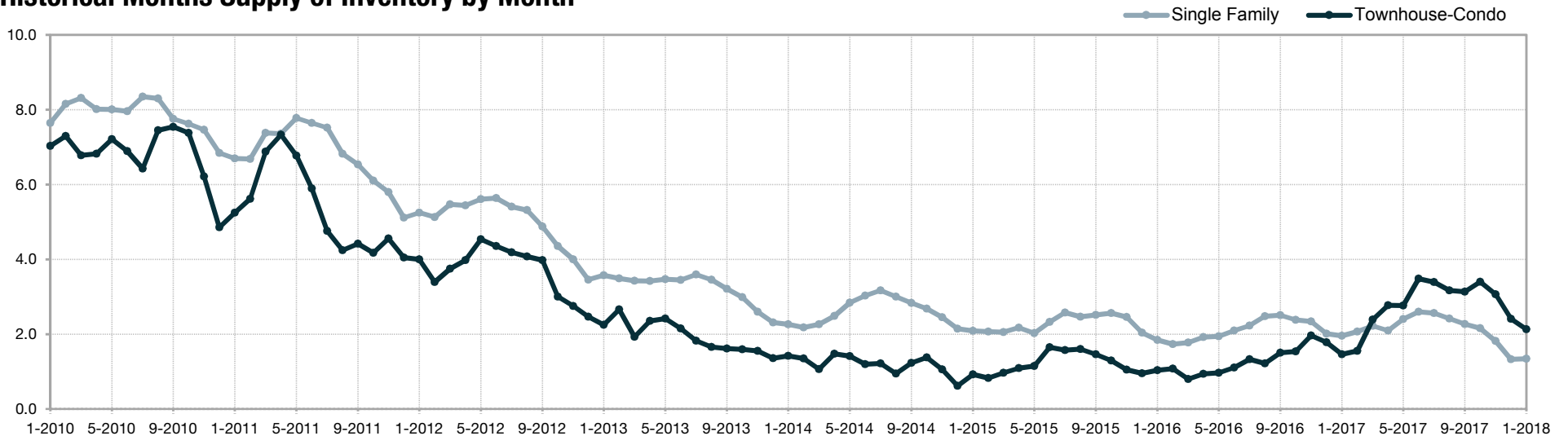


## January



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2017	2.1	+23.5%	1.6	+45.5%
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%	2.4	+33.3%
<b>Jan-2018</b>	<b>1.3</b>	<b>-35.0%</b>	<b>2.1</b>	<b>+40.0%</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.



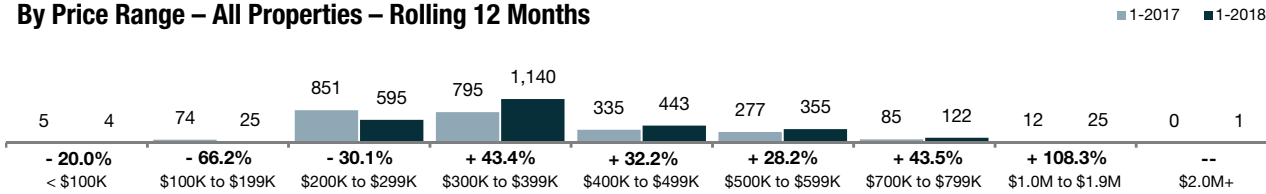
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		214	177	- 17.3%	214	177	- 17.3%
<b>Pending / Under Contract</b>		184	158	- 14.1%	184	158	- 14.1%
<b>Sold Listings</b>		134	140	+ 4.5%	134	140	+ 4.5%
<b>Median Sales Price</b>		\$336,559	\$383,250	+ 13.9%	\$336,559	\$383,250	+ 13.9%
<b>Average Sales Price</b>		\$366,740	\$439,227	+ 19.8%	\$366,740	\$439,227	+ 19.8%
<b>Pct. of List Price Received</b>		99.1%	99.8%	+ 0.7%	99.1%	99.8%	+ 0.7%
<b>Days on Market</b>		88	94	+ 6.8%	88	94	+ 6.8%
<b>Affordability Index</b>		101	90	- 10.9%	101	90	- 10.9%
<b>Active Listings</b>		386	322	- 16.6%	--	--	--
<b>Months Supply</b>		1.9	1.4	- 26.3%	--	--	--

# Sold Listings

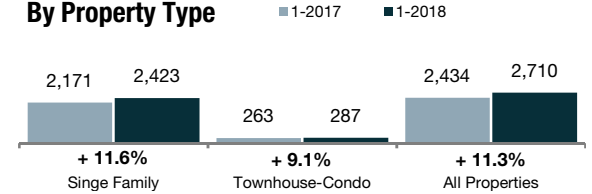
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

### Compared to Prior Quarter

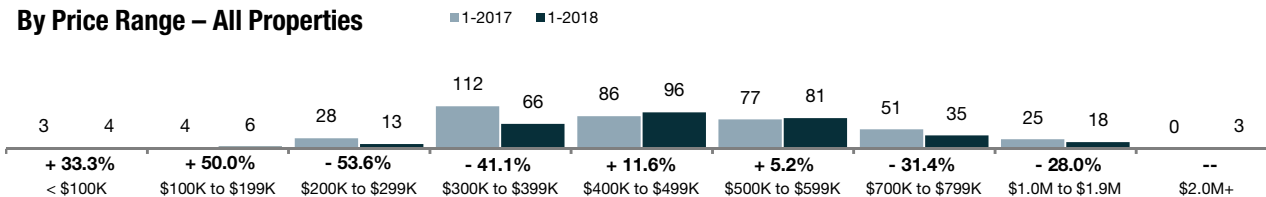
### Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	Change	1-2017	1-2018	Change	1-2017	1-2018	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	50	17	-66.0%	24	8	-66.7%	1	0	-100.0%	1	0	-100.0%	1	0	-100.0%	0	0	--
\$200,000 to \$299,999	674	411	-39.0%	177	184	+4.0%	25	23	-8.0%	10	10	0.0%	34	23	-32.4%	10	10	0.0%
\$300,000 to \$399,999	740	1,056	+42.7%	55	84	+52.7%	75	39	-48.0%	11	6	-45.5%	47	39	-17.0%	5	6	+20.0%
\$400,000 to \$499,999	334	434	+29.9%	1	9	+800.0%	33	26	-21.2%	1	2	+100.0%	18	26	+44.4%	0	2	--
\$500,000 to \$699,999	272	353	+29.8%	5	2	-60.0%	36	21	-41.7%	0	0	--	11	21	+90.9%	0	0	--
\$700,000 to \$999,999	85	122	+43.5%	0	0	--	7	10	+42.9%	0	0	--	6	10	+66.7%	0	0	--
\$1,000,000 to \$1,999,999	12	25	+108.3%	0	0	--	1	3	+200.0%	0	0	--	0	3	--	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>2,171</b>	<b>2,423</b>	<b>+11.6%</b>	<b>263</b>	<b>287</b>	<b>+9.1%</b>	<b>178</b>	<b>122</b>	<b>-31.5%</b>	<b>23</b>	<b>18</b>	<b>-21.7%</b>	<b>119</b>	<b>122</b>	<b>+2.5%</b>	<b>15</b>	<b>18</b>	<b>+20.0%</b>

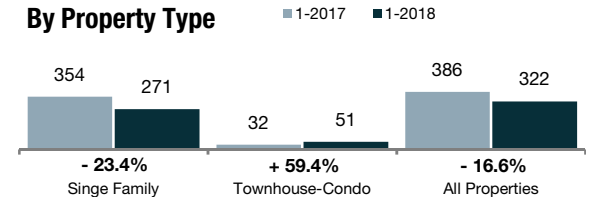
# Inventory of Active Listings

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	
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	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%	2	6	+200.0%	3	0	-100.0%	7	6	-14.3%				
\$200,000 to \$299,999	17	8	-52.9%	11	5	-54.5%	9	8	-11.1%	8	5	-37.5%				
\$300,000 to \$399,999	96	36	-62.5%	16	30	+87.5%	32	36	+12.5%	31	30	-3.2%				
\$400,000 to \$499,999	83	88	+6.0%	3	8	+166.7%	85	88	+3.5%	9	8	-11.1%				
\$500,000 to \$699,999	77	80	+3.9%	0	1	--	77	80	+3.9%	1	1	0.0%				
\$700,000 to \$999,999	51	34	-33.3%	0	1	--	38	34	-10.5%	1	1	0.0%				
\$1,000,000 to \$1,999,999	25	18	-28.0%	0	0	--	17	18	+5.9%	0	0	--				
\$2,000,000 and Above	0	3	--	0	0	--	3	3	0.0%	0	0	--				
<b>All Price Ranges</b>	<b>354</b>	<b>271</b>	<b>-23.4%</b>	<b>32</b>	<b>51</b>	<b>+59.4%</b>	<b>268</b>	<b>271</b>	<b>+1.1%</b>	<b>57</b>	<b>51</b>	<b>-10.5%</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.