



Monthly Indicators

November 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 12.8 percent for single family homes but decreased 17.1 percent for townhouse-condo properties. Pending Sales landed at 155 for single family homes and 29 for townhouse-condo properties.

The Median Sales Price was down 4.0 percent to \$389,000 for single family homes and 7.3 percent to \$316,250 for townhouse-condo properties. Days on Market increased 4.0 percent for single family homes and 12.4 percent for townhouse-condo properties.

While many economic signs are quite strong, total household debt has been rising for twenty-one consecutive quarters and is now \$1.3 trillion higher than the previous peak of \$12.68 trillion in 2008. While delinquency rates remain low across most debt types (including mortgages), higher consumer debt loads can limit future household spending capability and increase risk if the economy slows down.

Activity Snapshot

+ 8.1%	- 3.2%	+ 8.1%
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.

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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	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		148	167	+ 12.8%	2,594	2,674	+ 3.1%
Pending / Under Contract		154	155	+ 0.6%	1,929	2,029	+ 5.2%
Sold Listings		144	149	+ 3.5%	1,938	1,958	+ 1.0%
Median Sales Price		\$405,000	\$389,000	- 4.0%	\$390,000	\$399,925	+ 2.5%
Average Sales Price		\$443,064	\$473,394	+ 6.8%	\$437,977	\$457,924	+ 4.6%
Pct. of List Price Received		99.2%	98.9%	- 0.3%	99.9%	99.3%	- 0.6%
Days on Market		75	78	+ 4.0%	74	73	- 1.4%
Affordability Index		78	94	+ 20.5%	81	92	+ 13.6%
Active Listings		393	354	- 9.9%	--	--	--
Months Supply		2.2	2.0	- 9.1%	--	--	--

Townhouse-Condo Market Overview

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

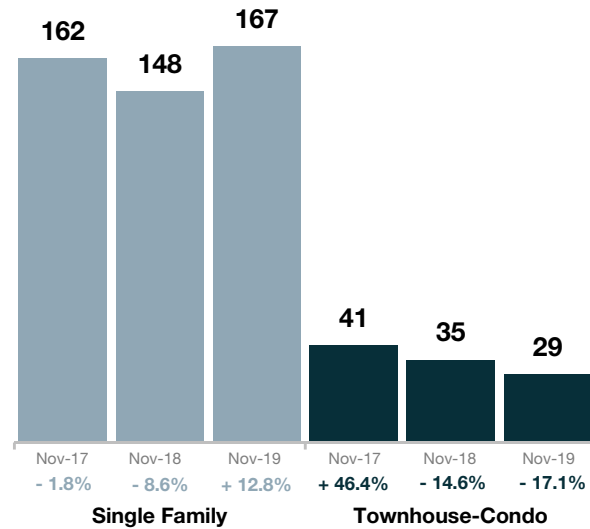


Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		35	29	- 17.1%	424	492	+ 16.0%
Pending / Under Contract		21	29	+ 38.1%	353	391	+ 10.8%
Sold Listings		29	38	+ 31.0%	359	372	+ 3.6%
Median Sales Price		\$341,285	\$316,250	- 7.3%	\$301,000	\$311,667	+ 3.5%
Average Sales Price		\$342,078	\$337,121	- 1.4%	\$311,640	\$324,294	+ 4.1%
Pct. of List Price Received		100.4%	99.4%	- 1.0%	100.6%	100.2%	- 0.4%
Days on Market		137	154	+ 12.4%	116	140	+ 20.7%
Affordability Index		92	116	+ 26.1%	105	118	+ 12.4%
Active Listings		89	99	+ 11.2%	--	--	--
Months Supply		2.8	3.0	+ 7.1%	--	--	--

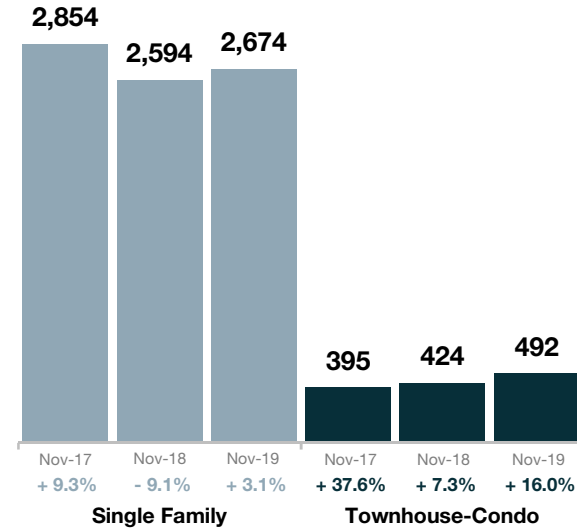
New Listings



November

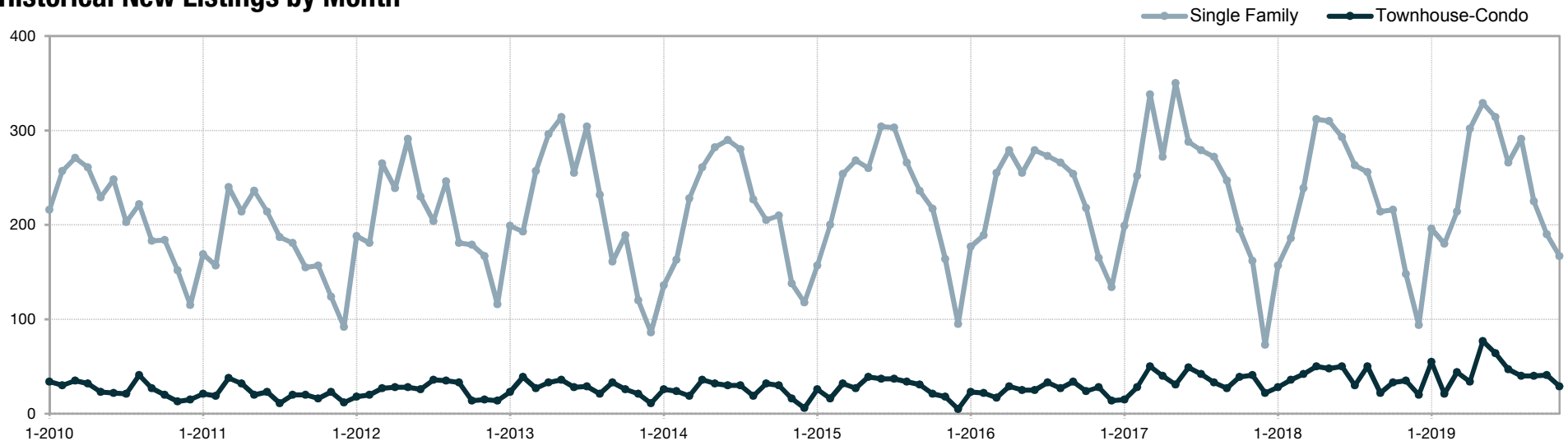


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	94	+28.8%	20	-9.1%
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	266	+1.1%	47	+56.7%
Aug-2019	291	+13.7%	40	-20.0%
Sep-2019	225	+5.1%	40	+81.8%
Oct-2019	190	-12.0%	41	+24.2%
Nov-2019	167	+12.8%	29	-17.1%

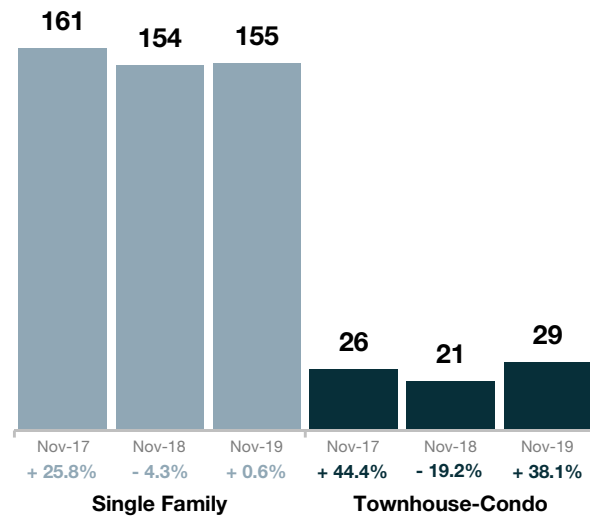
Historical New Listings by Month



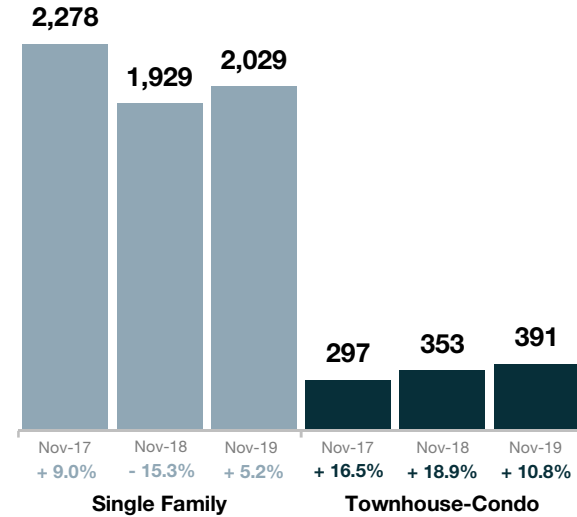
Pending / Under Contract



November

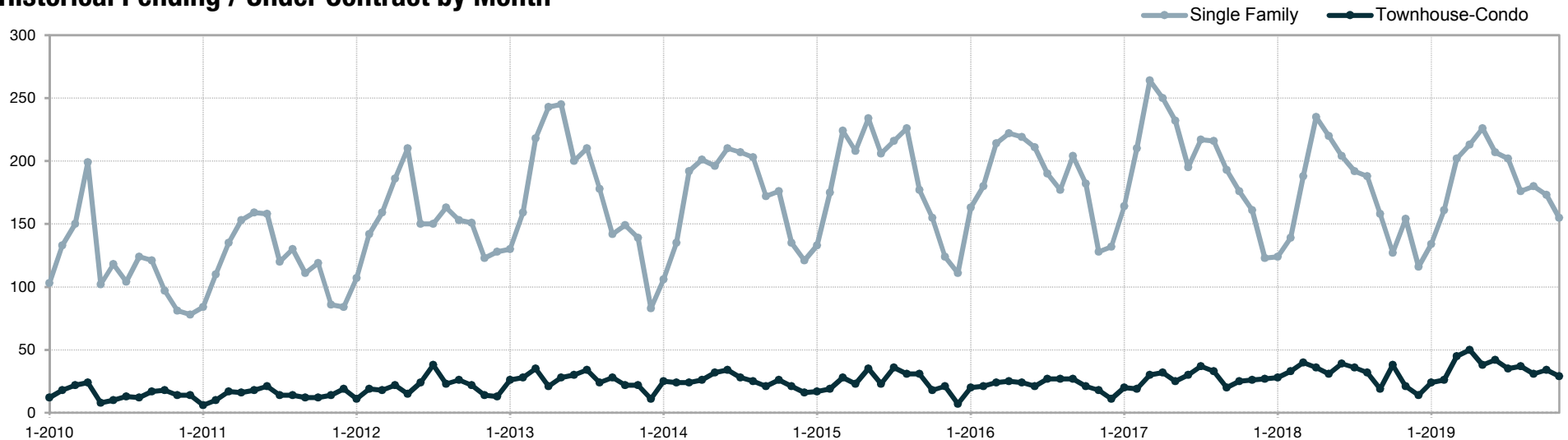


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	116	-5.7%	14	-48.1%
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	226	+2.7%	38	+22.6%
Jun-2019	207	+1.5%	42	+7.7%
Jul-2019	202	+5.2%	35	-2.8%
Aug-2019	176	-6.4%	37	+15.6%
Sep-2019	180	+13.9%	31	+63.2%
Oct-2019	173	+36.2%	34	-10.5%
Nov-2019	155	+0.6%	29	+38.1%

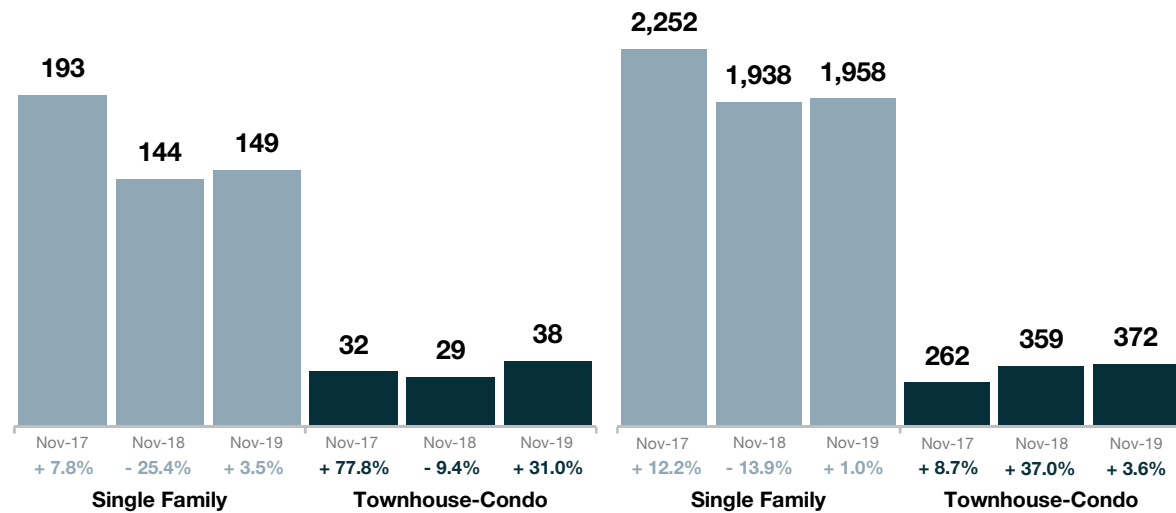
Historical Pending / Under Contract by Month



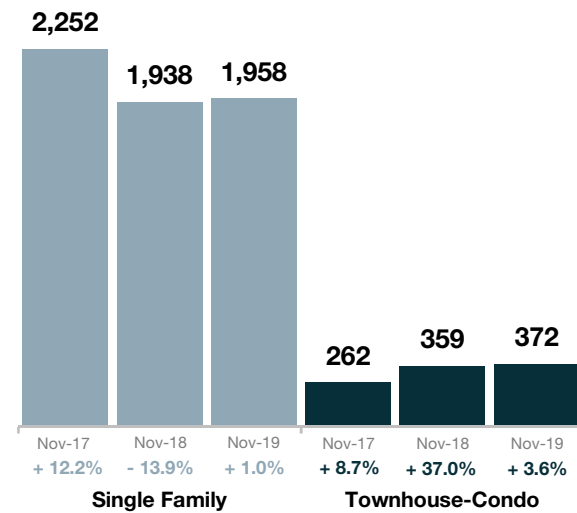
Sold Listings



November

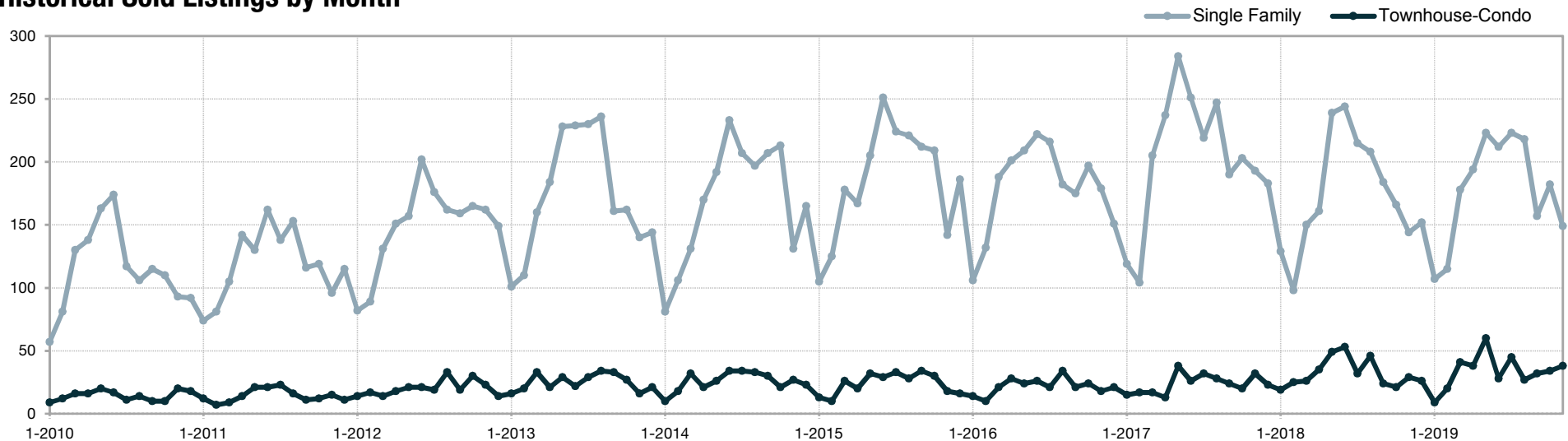


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	152	-16.9%	26	+13.0%
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	223	-6.7%	60	+22.4%
Jun-2019	212	-13.1%	28	-47.2%
Jul-2019	223	+3.7%	45	+40.6%
Aug-2019	218	+4.8%	27	-41.3%
Sep-2019	157	-14.7%	32	+33.3%
Oct-2019	182	+9.6%	34	+61.9%
Nov-2019	149	+3.5%	38	+31.0%

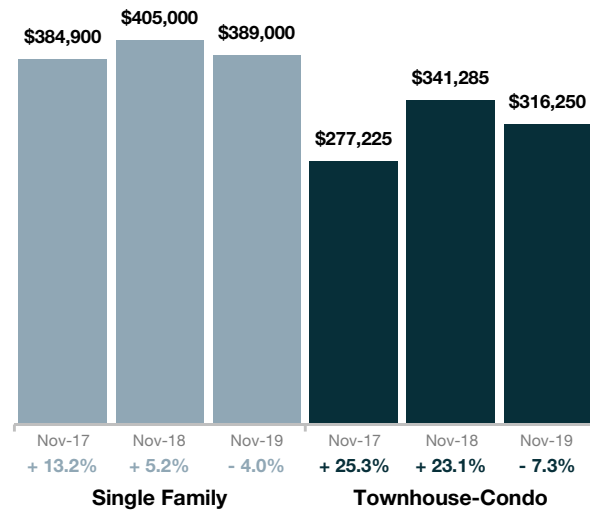
Historical Sold Listings by Month



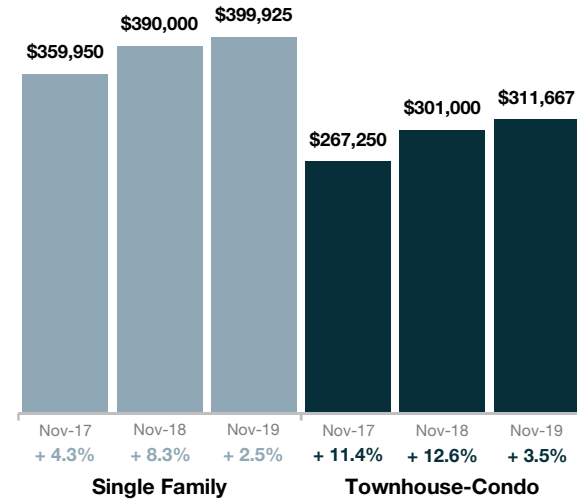
Median Sales Price



November

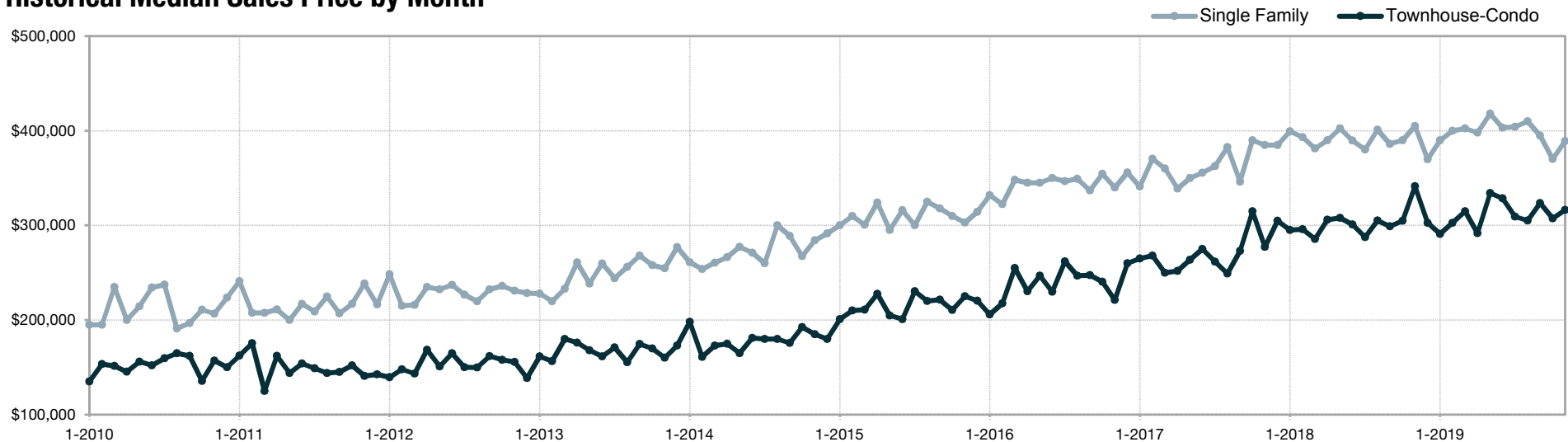


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	\$369,950	-3.9%	\$302,700	-0.7%
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	\$418,000	+3.9%	\$334,257	+8.5%
Jun-2019	\$403,225	+3.5%	\$328,574	+9.2%
Jul-2019	\$403,999	+6.3%	\$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%

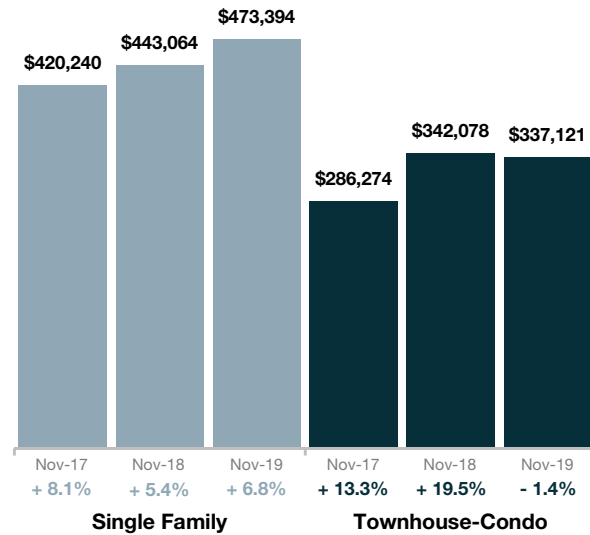
Historical Median Sales Price by Month



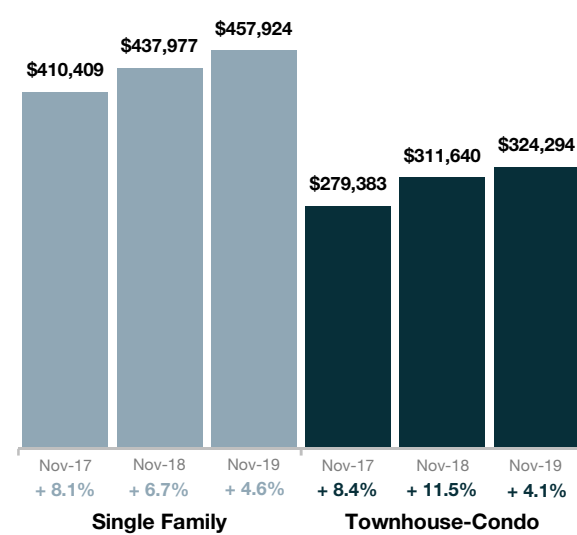
Average Sales Price



November

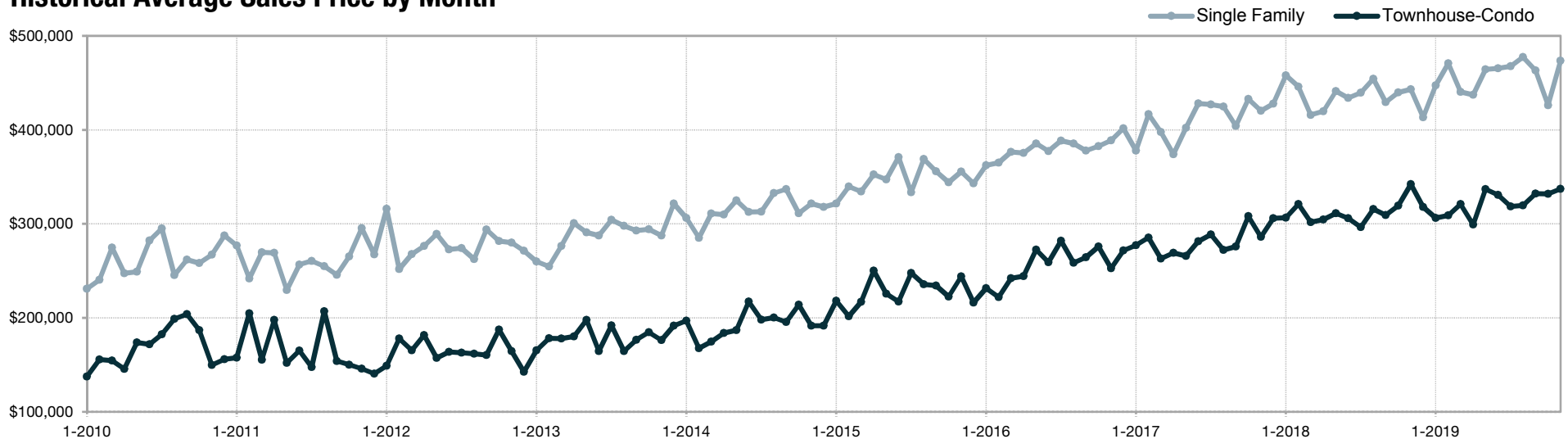


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	\$413,377	-3.4%	\$317,939	+3.9%
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	\$464,192	+5.2%	\$336,776	+8.2%
Jun-2019	\$465,399	+7.3%	\$330,860	+8.2%
Jul-2019	\$467,798	+6.5%	\$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	\$426,170	-3.1%	\$332,006	+4.0%
Nov-2019	\$473,394	+6.8%	\$337,121	-1.4%

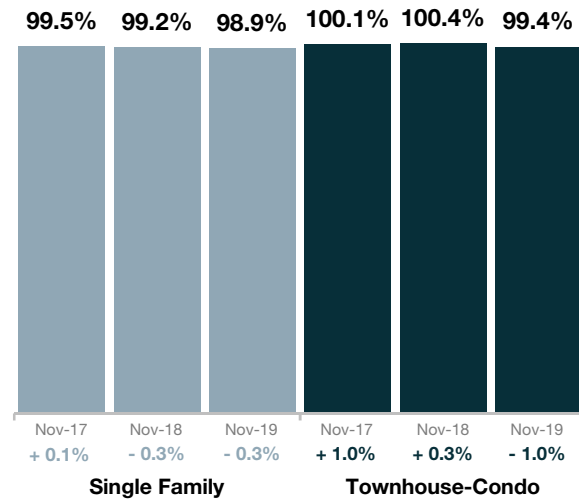
Historical Average Sales Price by Month



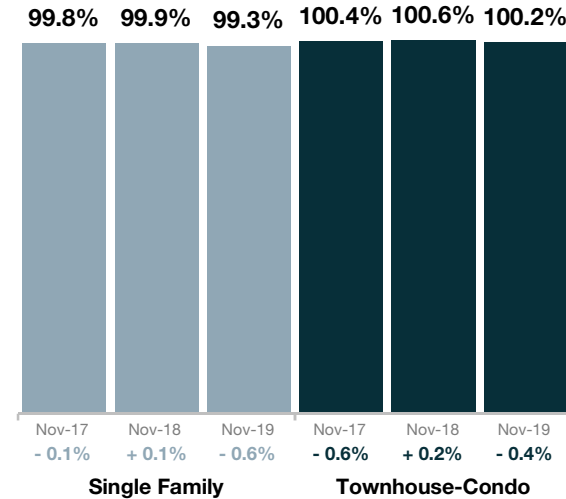
Percent of List Price Received



November

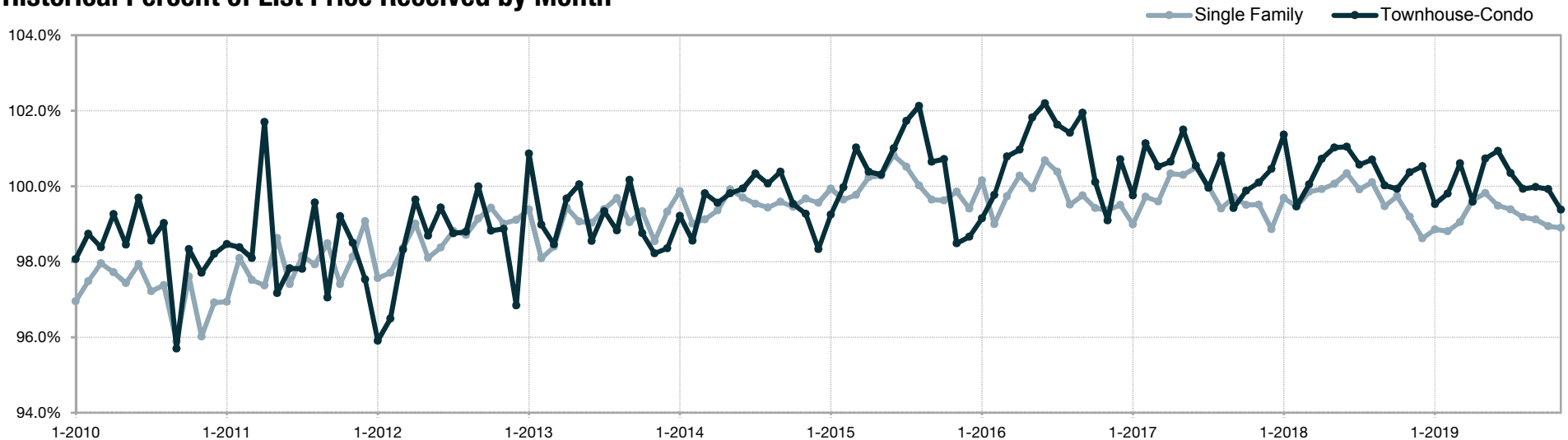


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	98.6%	-0.3%	100.5%	0.0%
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%

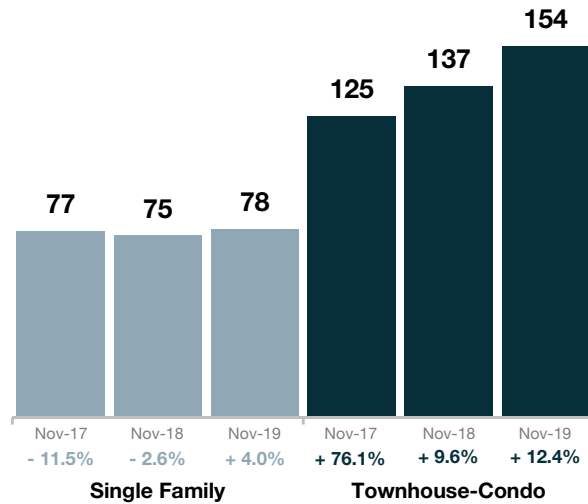
Historical Percent of List Price Received by Month



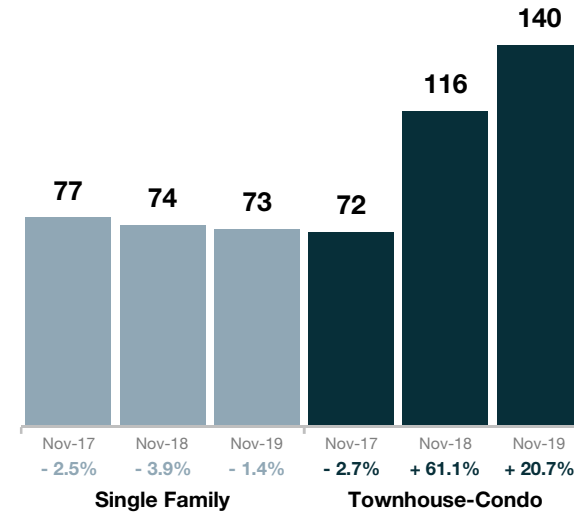
Days on Market Until Sale



November

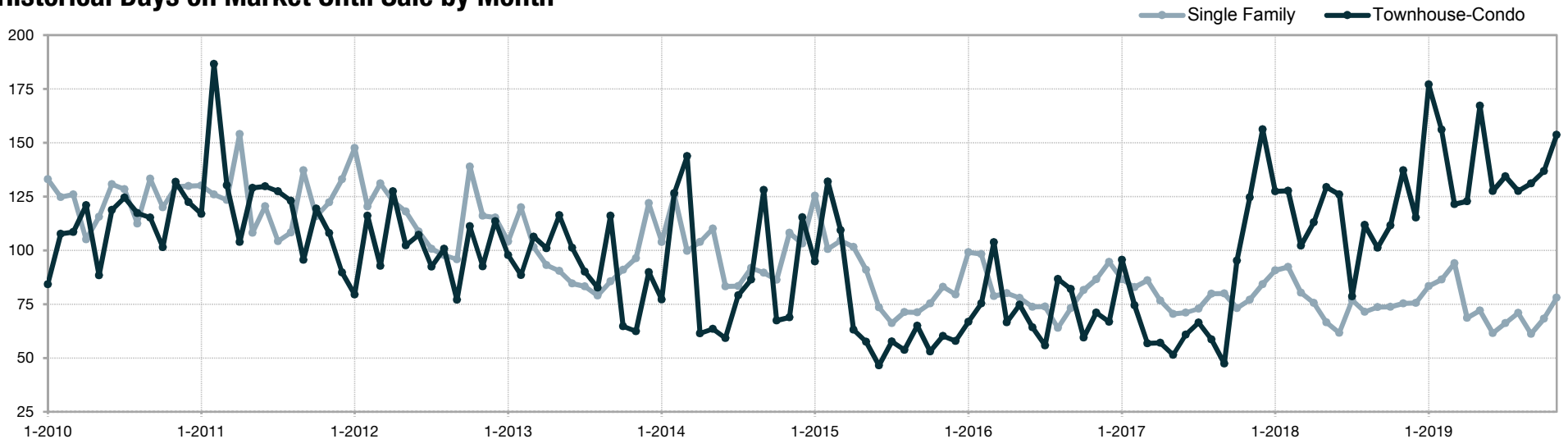


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	76	-9.5%	115	-26.3%
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%

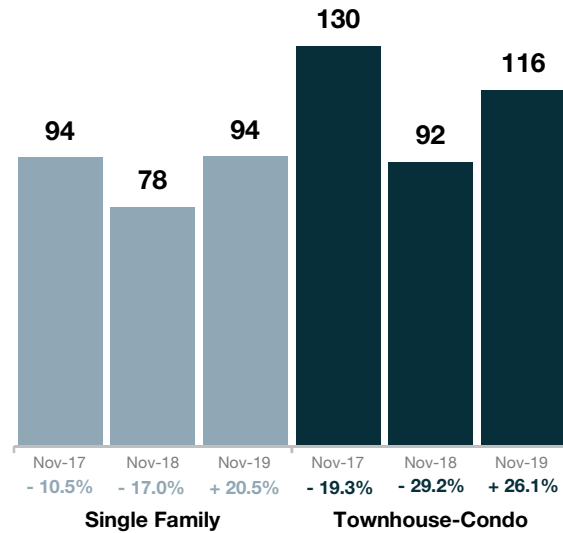
Historical Days on Market Until Sale by Month



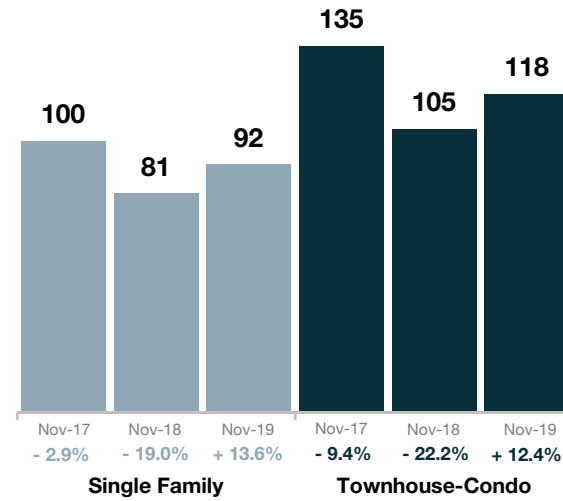
Housing Affordability Index



November

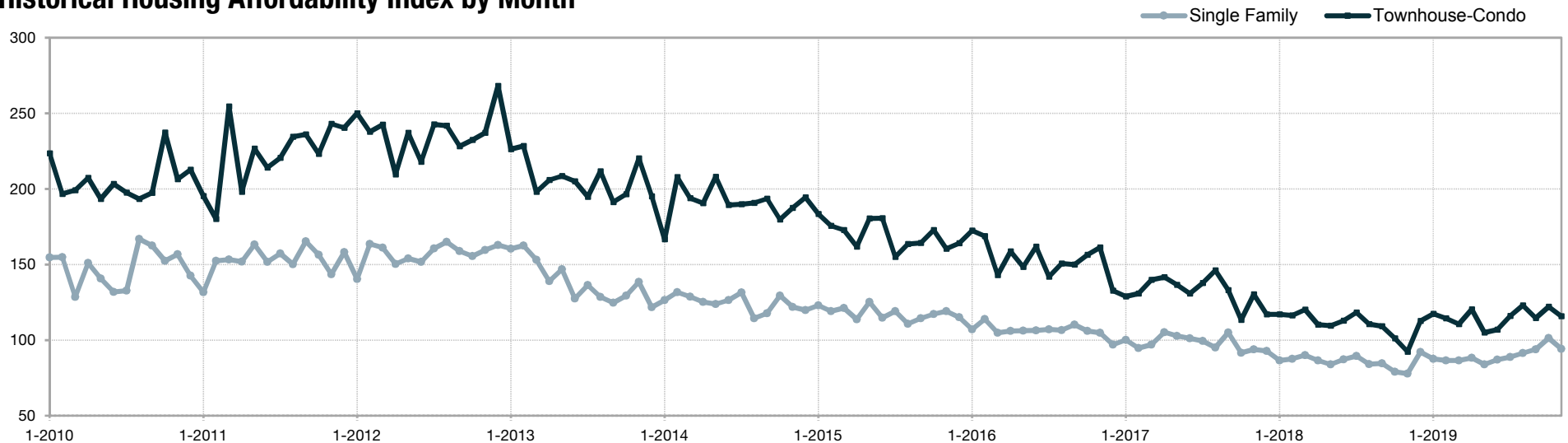


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	92	-1.1%	113	-3.4%
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	84	0.0%	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%

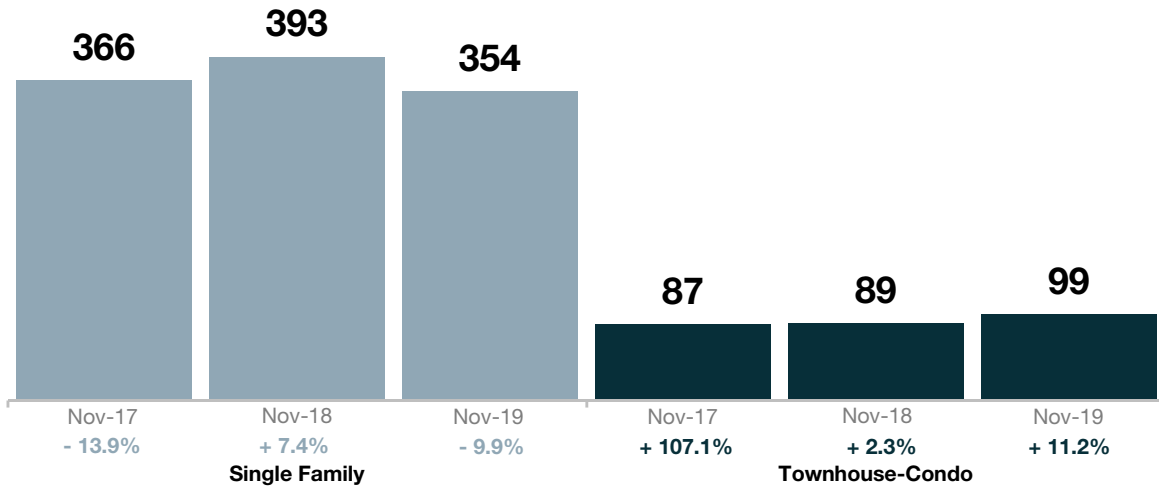
Historical Housing Affordability Index by Month



Inventory of Active Listings

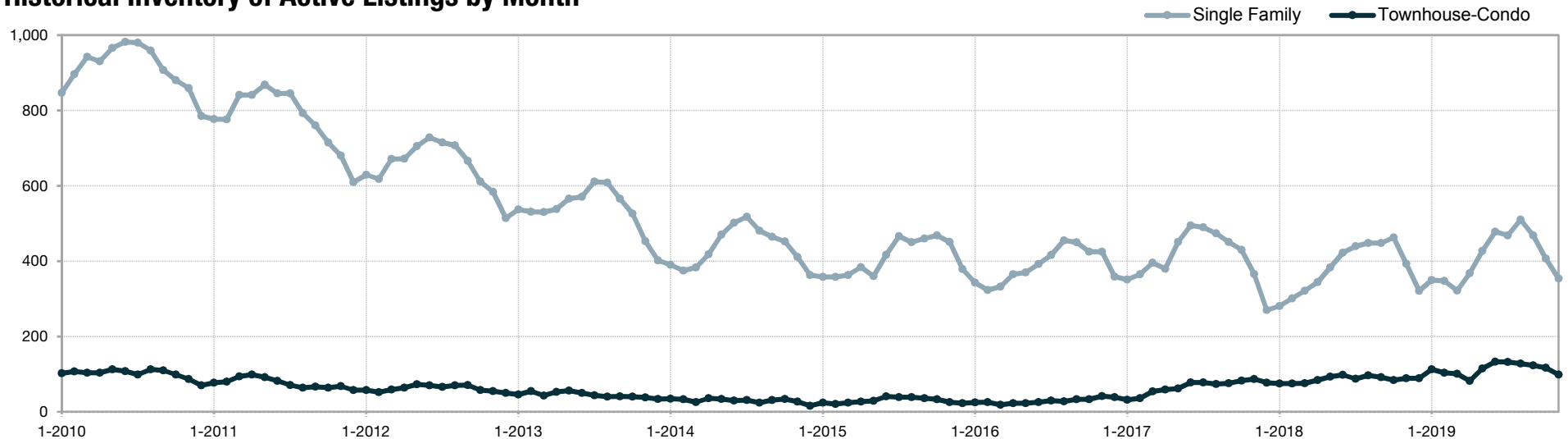


November



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	321	+18.9%	89	+15.6%
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	427	+11.5%	115	+23.7%
Jun-2019	478	+13.3%	133	+35.7%
Jul-2019	468	+6.4%	132	+50.0%
Aug-2019	510	+13.8%	128	+32.0%
Sep-2019	468	+4.5%	123	+33.7%
Oct-2019	407	-12.1%	117	+39.3%
Nov-2019	354	-9.9%	99	+11.2%

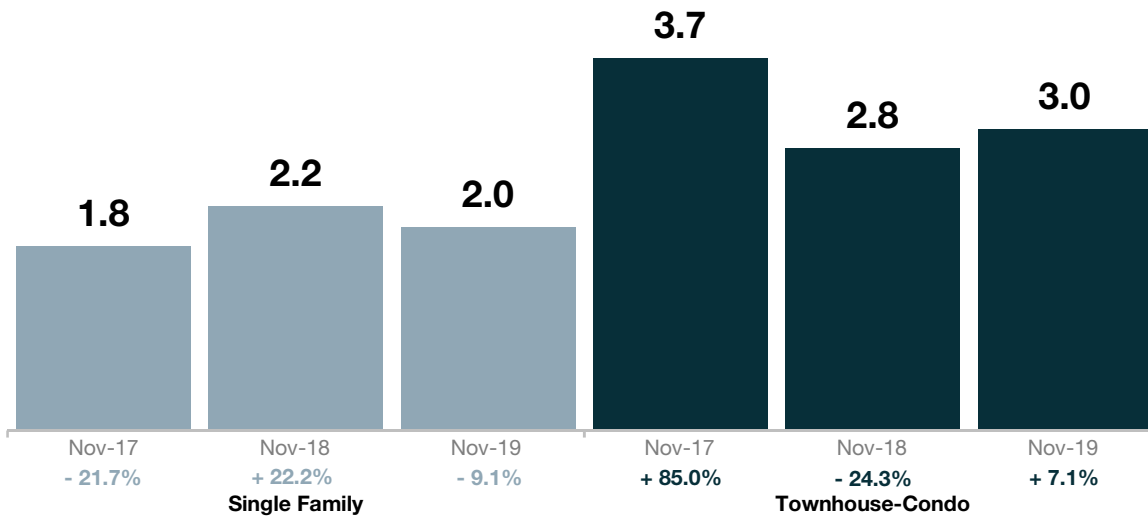
Historical Inventory of Active Listings by Month



Months Supply of Inventory

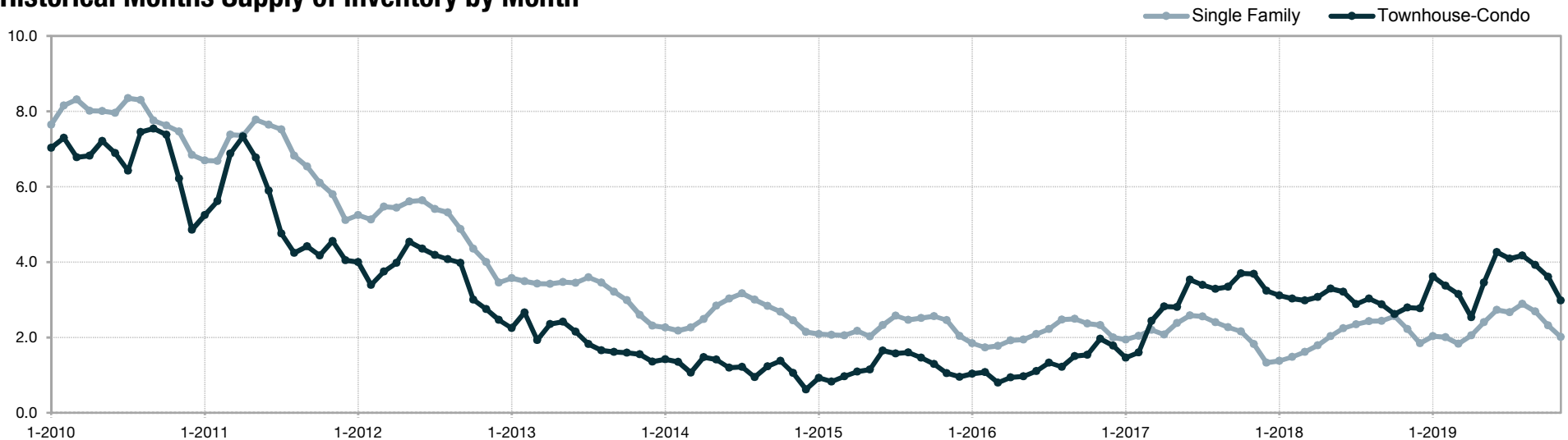


November



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2018	1.8	+38.5%	2.8	-12.5%
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%	3.9	+34.5%
Oct-2019	2.3	-11.5%	3.6	+38.5%
Nov-2019	2.0	-9.1%	3.0	+7.1%

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	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		183	196	+ 7.1%	3,018	3,166	+ 4.9%
Pending / Under Contract		175	184	+ 5.1%	2,282	2,420	+ 6.0%
Sold Listings		173	187	+ 8.1%	2,297	2,330	+ 1.4%
Median Sales Price		\$387,000	\$374,772	- 3.2%	\$375,000	\$385,000	+ 2.7%
Average Sales Price		\$426,136	\$445,702	+ 4.6%	\$418,223	\$436,589	+ 4.4%
Pct. of List Price Received		99.4%	99.0%	- 0.4%	100.0%	99.4%	- 0.6%
Days on Market		86	93	+ 8.1%	81	83	+ 2.5%
Affordability Index		81	98	+ 21.0%	84	95	+ 13.1%
Active Listings		482	453	- 6.0%	--	--	--
Months Supply		2.3	2.2	- 4.3%	--	--	--

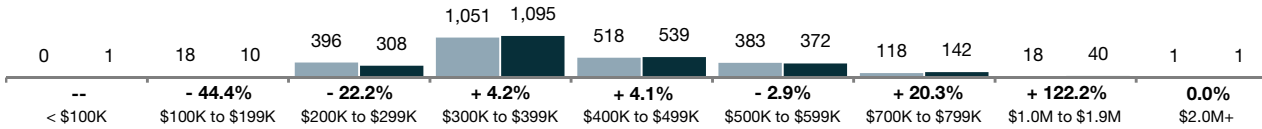
Sold Listings

Actual sales that have closed in a given month.



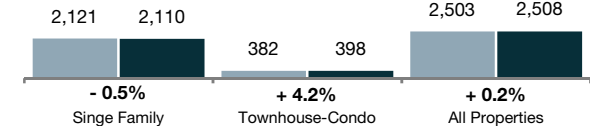
By Price Range – All Properties – Rolling 12 Months

■ 11-2018 ■ 11-2019



By Property Type

■ 11-2018 ■ 11-2019



Rolling 12 Months

Compared to Prior Quarter

Year to Date

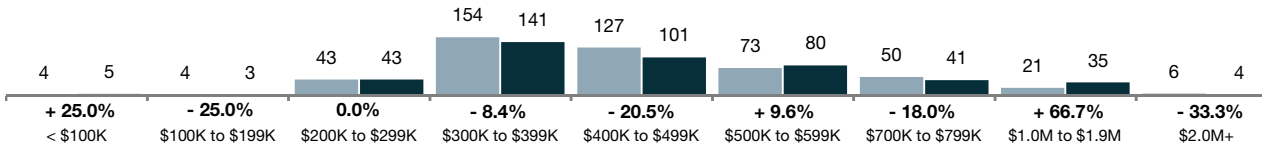
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	11-2018	11-2019	Change	11-2018	11-2019	Change	10-2019	11-2019	Change	10-2019	11-2019	Change	11-2018	11-2019	Change	11-2018	11-2019	Change
\$99,999 and Below	0	1	--	0	0	--	0	0	--	0	0	--	0	1	--	0	0	--
\$100,000 to \$199,999	9	5	-44.4%	9	5	-44.4%	0	0	--	1	0	-100.0%	8	5	-37.5%	8	5	-37.5%
\$200,000 to \$299,999	219	148	-32.4%	177	160	-9.6%	20	13	-35.0%	15	13	-13.3%	194	134	-30.9%	167	147	-12.0%
\$300,000 to \$399,999	895	921	+2.9%	156	174	+11.5%	86	69	-19.8%	12	19	+58.3%	817	842	+3.1%	145	166	+14.5%
\$400,000 to \$499,999	480	486	+1.3%	38	53	+39.5%	32	23	-28.1%	4	4	0.0%	447	453	+1.3%	37	48	+29.7%
\$500,000 to \$699,999	382	366	-4.2%	1	6	+500.0%	32	24	-25.0%	2	2	0.0%	344	347	+0.9%	1	6	+500.0%
\$700,000 to \$999,999	117	142	+21.4%	1	0	-100.0%	10	15	+50.0%	0	0	--	110	136	+23.6%	1	0	-100.0%
\$1,000,000 to \$1,999,999	18	40	+122.2%	0	0	--	2	5	+150.0%	0	0	--	17	39	+129.4%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--	0	0	--	0	0	--	1	1	0.0%	0	0	--
All Price Ranges	2,121	2,110	-0.5%	382	398	+4.2%	182	149	-18.1%	34	38	+11.8%	1,938	1,958	+1.0%	359	372	+3.6%

Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

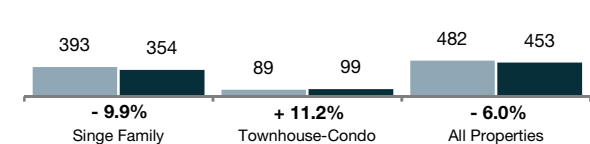
By Price Range – All Properties

■ 11-2018 ■ 11-2019



By Property Type

■ 11-2018 ■ 11-2019



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	11-2018	11-2019	Change	11-2018	11-2019	Change	10-2019	11-2019	Change	10-2019	11-2019	Change				
\$99,999 and Below	4	5	+25.0%	0	0	--	5	5	0.0%	0	0	--				
\$100,000 to \$199,999	2	1	-50.0%	2	2	0.0%	3	1	-66.7%	2	2	0.0%				
\$200,000 to \$299,999	20	17	-15.0%	23	26	+13.0%	18	17	-5.6%	30	26	-13.3%				
\$300,000 to \$399,999	107	93	-13.1%	47	48	+2.1%	105	93	-11.4%	65	48	-26.2%				
\$400,000 to \$499,999	111	85	-23.4%	16	16	0.0%	90	85	-5.6%	14	16	+14.3%				
\$500,000 to \$699,999	72	73	+1.4%	1	7	+600.0%	91	73	-19.8%	6	7	+16.7%				
\$700,000 to \$999,999	50	41	-18.0%	0	0	--	50	41	-18.0%	0	0	--				
\$1,000,000 to \$1,999,999	21	35	+66.7%	0	0	--	40	35	-12.5%	0	0	--				
\$2,000,000 and Above	6	4	-33.3%	0	0	--	5	4	-20.0%	0	0	--				
All Price Ranges	393	354	-9.9%	89	99	+11.2%	407	354	-13.0%	117	99	-15.4%				

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.