



# Monthly Indicators

## October 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 9.7 percent for single family homes but decreased 35.9 percent for townhouse-condo properties. Pending Sales landed at 141 for single family homes and 33 for townhouse-condo properties.

The Median Sales Price remained flat for single family homes at \$389,900 and 4.7 percent to \$300,000 for townhouse-condo properties. Days on Market remained flat for single family homes but decreased 4.2 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate. Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

## Activity Snapshot

**- 19.3%**      **+ 0.7%**      **0.0%**

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
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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	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		195	<b>214</b>	+ 9.7%	2,694	<b>2,433</b>	- 9.7%
<b>Pending / Under Contract</b>		176	<b>141</b>	- 19.9%	2,117	<b>1,789</b>	- 15.5%
<b>Sold Listings</b>		203	<b>161</b>	- 20.7%	2,059	<b>1,785</b>	- 13.3%
<b>Median Sales Price</b>		\$390,000	<b>\$389,900</b>	- 0.0%	\$358,000	<b>\$390,000</b>	+ 8.9%
<b>Average Sales Price</b>		\$432,704	<b>\$441,508</b>	+ 2.0%	\$409,488	<b>\$437,987</b>	+ 7.0%
<b>Pct. of List Price Received</b>		99.5%	<b>99.8%</b>	+ 0.3%	99.9%	<b>99.9%</b>	0.0%
<b>Days on Market</b>		73	<b>73</b>	0.0%	77	<b>74</b>	- 3.9%
<b>Affordability Index</b>		92	<b>79</b>	- 14.1%	100	<b>79</b>	- 21.0%
<b>Active Listings</b>		431	<b>430</b>	- 0.2%	--	<b>--</b>	--
<b>Months Supply</b>		2.2	<b>2.4</b>	+ 9.1%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

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

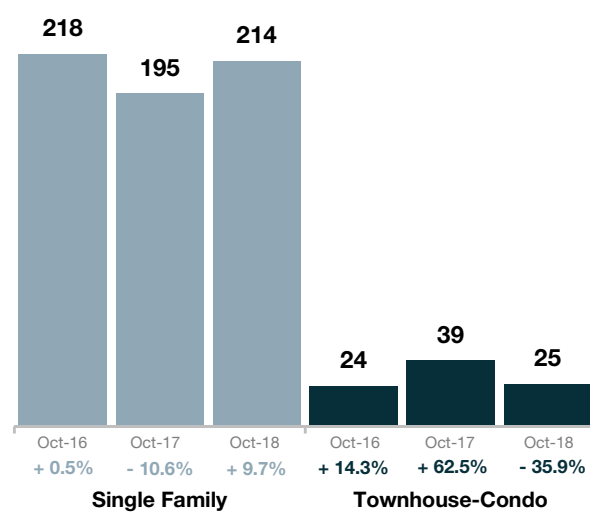


Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		39	25	- 35.9%	354	377	+ 6.5%
<b>Pending / Under Contract</b>		25	33	+ 32.0%	271	328	+ 21.0%
<b>Sold Listings</b>		20	19	- 5.0%	230	327	+ 42.2%
<b>Median Sales Price</b>		\$314,774	\$300,000	- 4.7%	\$265,000	\$300,000	+ 13.2%
<b>Average Sales Price</b>		\$308,145	\$315,677	+ 2.4%	\$278,424	\$308,975	+ 11.0%
<b>Pct. of List Price Received</b>		99.9%	99.6%	- 0.3%	100.5%	100.6%	+ 0.1%
<b>Days on Market</b>		95	91	- 4.2%	64	112	+ 75.0%
<b>Affordability Index</b>		113	103	- 8.8%	135	103	- 23.7%
<b>Active Listings</b>		83	75	- 9.6%	--	--	--
<b>Months Supply</b>		3.7	2.4	- 35.1%	--	--	--

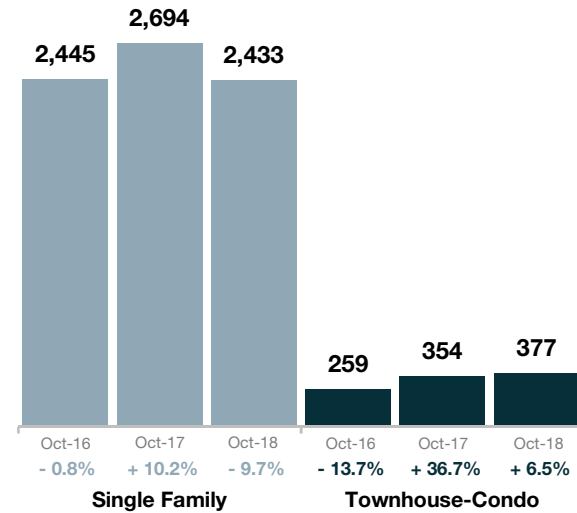
# New Listings



## October

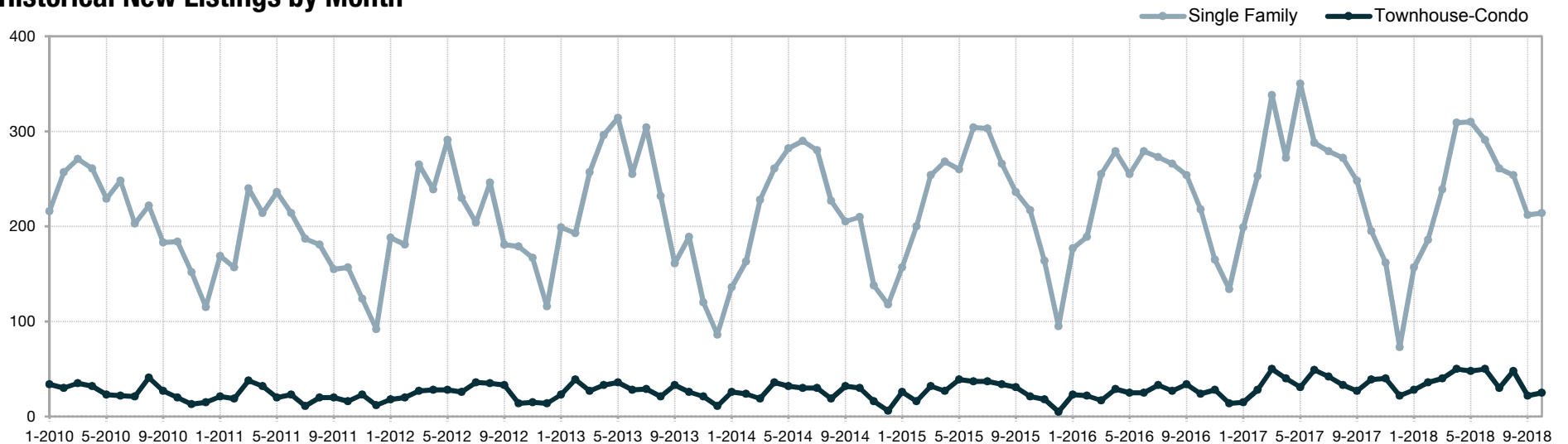


## Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	162	-1.8%	40	+42.9%
Dec-2017	73	-45.5%	22	+57.1%
Jan-2018	157	-21.1%	28	+86.7%
Feb-2018	186	-26.5%	36	+28.6%
Mar-2018	239	-29.3%	40	-20.0%
Apr-2018	309	+13.6%	50	+25.0%
May-2018	310	-11.4%	48	+54.8%
Jun-2018	291	+1.0%	50	+2.0%
Jul-2018	261	-6.5%	30	-28.6%
Aug-2018	254	-6.6%	48	+45.5%
Sep-2018	212	-14.5%	22	-18.5%
<b>Oct-2018</b>	<b>214</b>	<b>+9.7%</b>	<b>25</b>	<b>-35.9%</b>

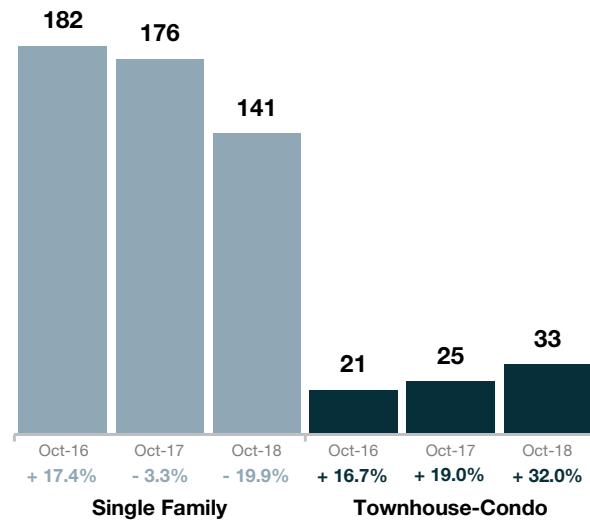
## Historical New Listings by Month



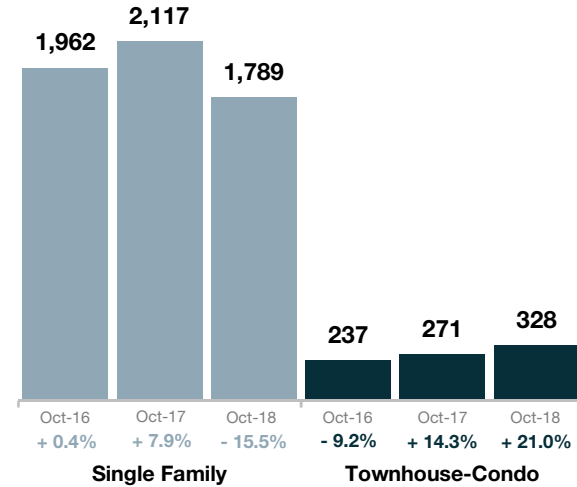
# Pending / Under Contract



## October

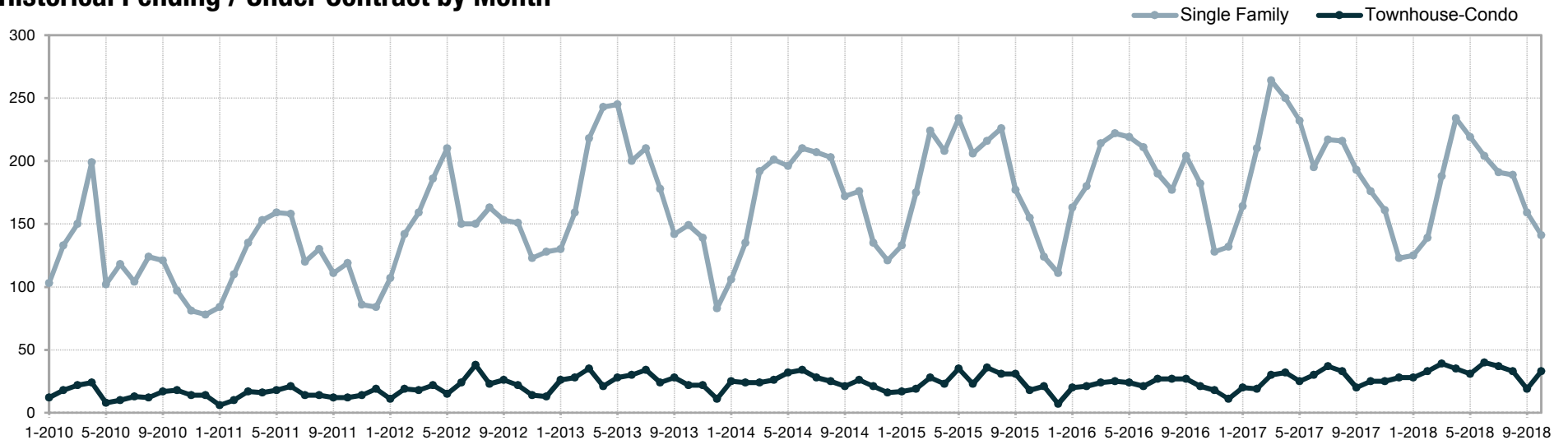


## Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	161	+25.8%	25	+38.9%
Dec-2017	123	-6.8%	28	+154.5%
Jan-2018	125	-23.8%	28	+40.0%
Feb-2018	139	-33.8%	33	+73.7%
Mar-2018	188	-28.8%	39	+30.0%
Apr-2018	234	-6.4%	35	+9.4%
May-2018	219	-5.6%	31	+24.0%
Jun-2018	204	+4.6%	40	+33.3%
Jul-2018	191	-12.0%	37	0.0%
Aug-2018	189	-12.5%	33	0.0%
Sep-2018	159	-17.6%	19	-5.0%
<b>Oct-2018</b>	<b>141</b>	<b>-19.9%</b>	<b>33</b>	<b>+32.0%</b>

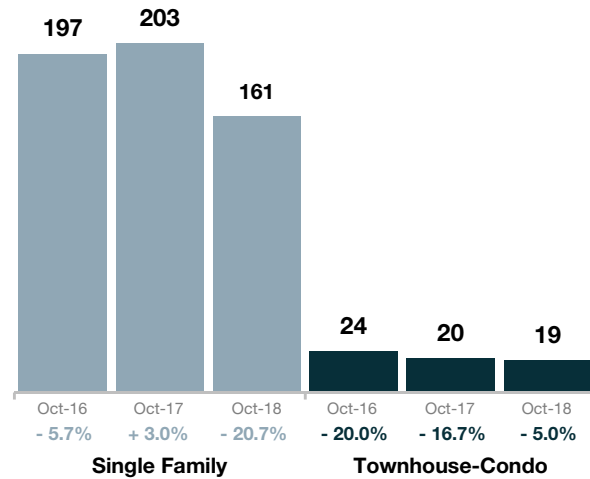
## Historical Pending / Under Contract by Month



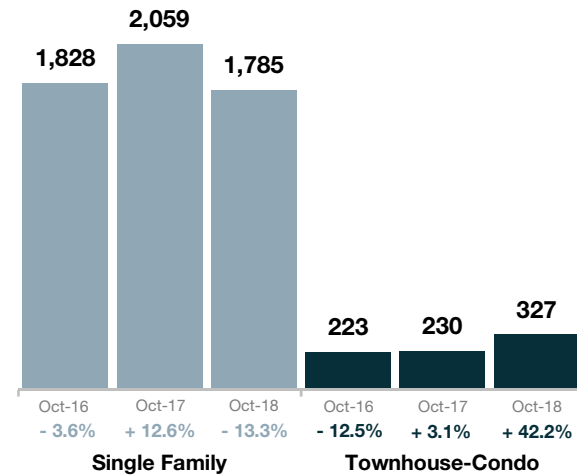
# Sold Listings



## October

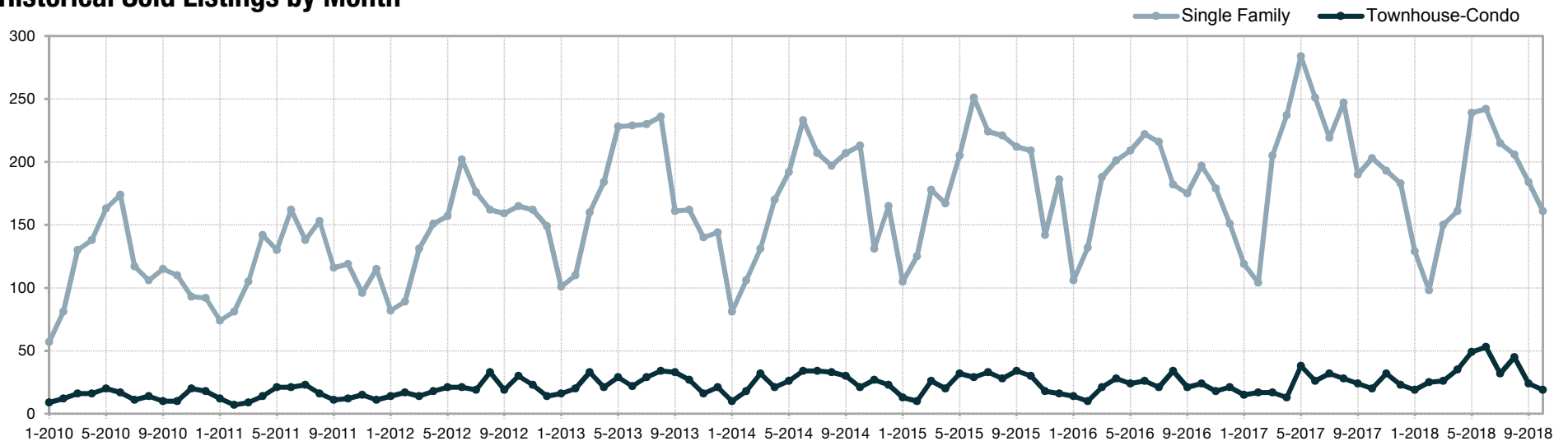


## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	193	+7.8%	32	+77.8%
Dec-2017	183	+21.2%	23	+9.5%
Jan-2018	129	+8.4%	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	215	-1.8%	32	0.0%
Aug-2018	206	-16.6%	45	+60.7%
Sep-2018	184	-3.2%	24	0.0%
<b>Oct-2018</b>	<b>161</b>	<b>-20.7%</b>	<b>19</b>	<b>-5.0%</b>

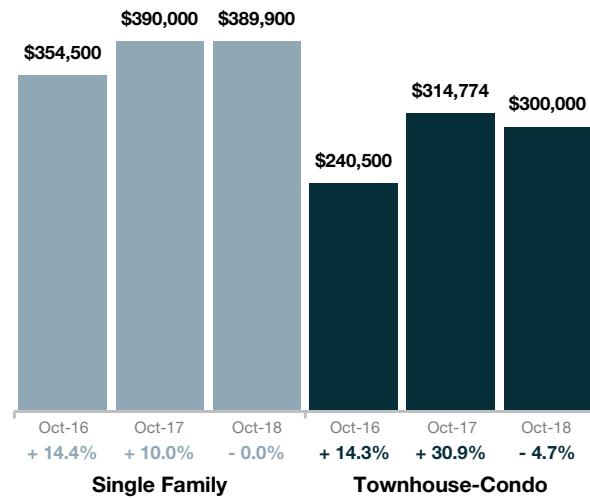
## Historical Sold Listings by Month



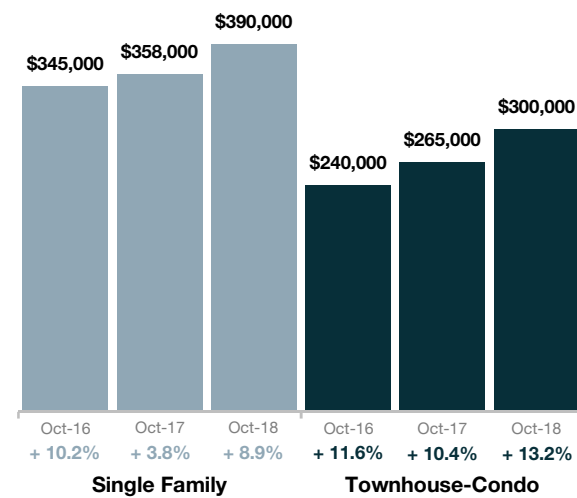
# Median Sales Price



## October

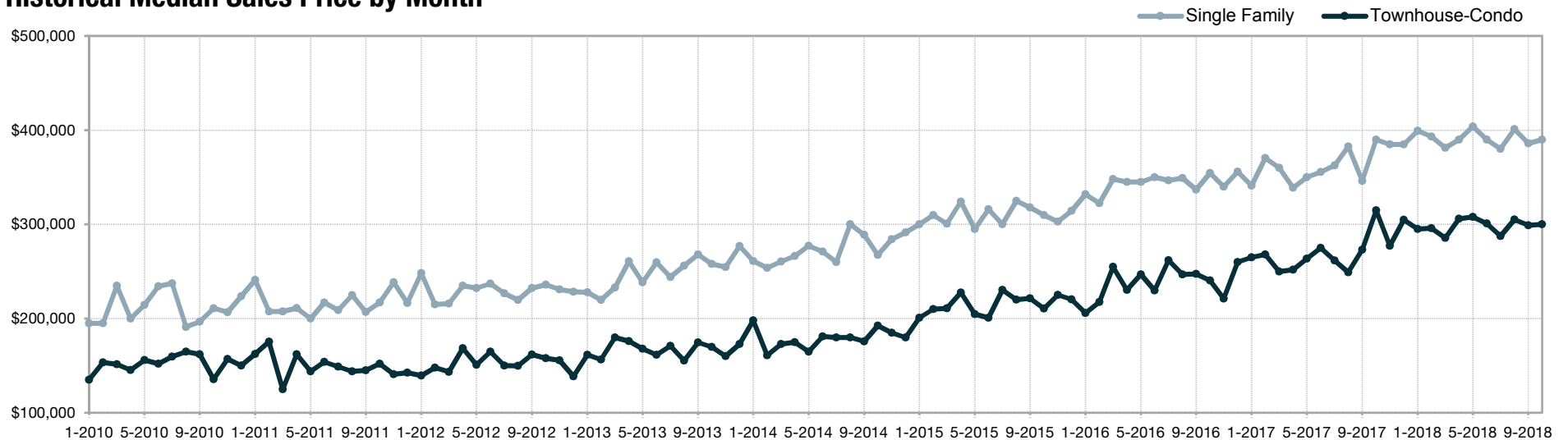


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$384,900	+13.2%	\$277,225	+25.3%
Dec-2017	\$385,000	+8.1%	\$304,900	+17.3%
Jan-2018	\$399,500	+17.2%	\$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%
Aug-2018	\$401,000	+4.8%	\$305,000	+22.5%
Sep-2018	\$385,950	+11.5%	\$299,000	+9.4%
<b>Oct-2018</b>	<b>\$389,900</b>	<b>-0.0%</b>	<b>\$300,000</b>	<b>-4.7%</b>

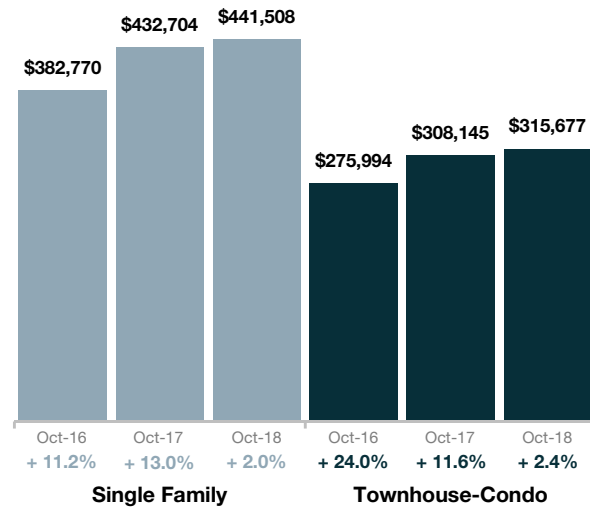
## Historical Median Sales Price by Month



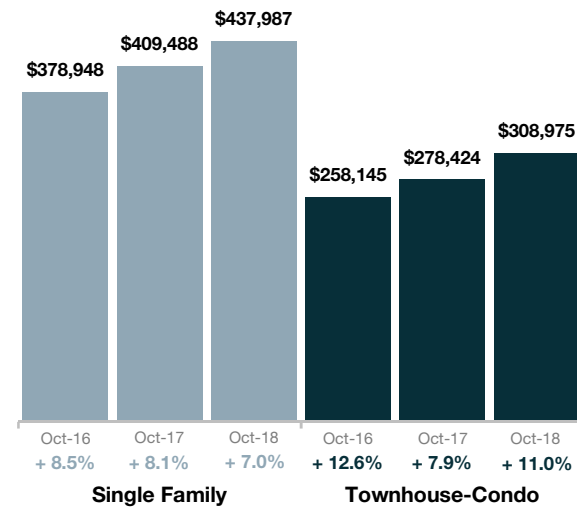
# Average Sales Price



## October

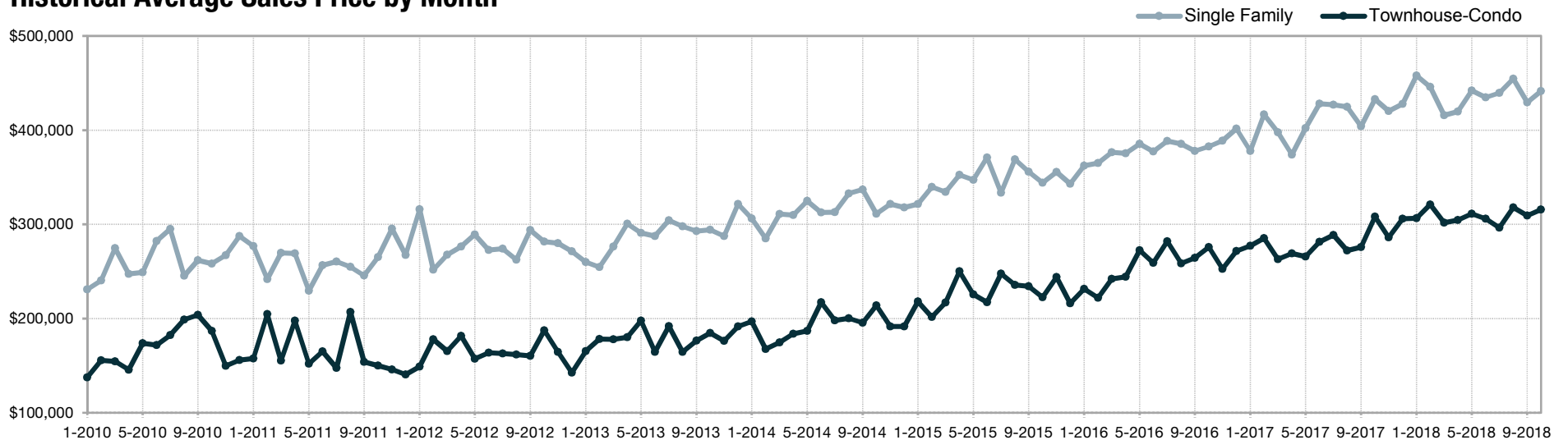


## Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$420,240	+8.1%	\$286,274	+13.3%
Dec-2017	\$427,760	+6.5%	\$306,061	+12.6%
Jan-2018	\$458,023	+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	\$439,398	+2.9%	\$296,364	+2.7%
Aug-2018	\$454,511	+7.0%	\$317,847	+16.8%
Sep-2018	\$429,374	+6.2%	\$309,330	+12.1%
<b>Oct-2018</b>	<b>\$441,508</b>	<b>+2.0%</b>	<b>\$315,677</b>	<b>+2.4%</b>

## Historical Average Sales Price by Month

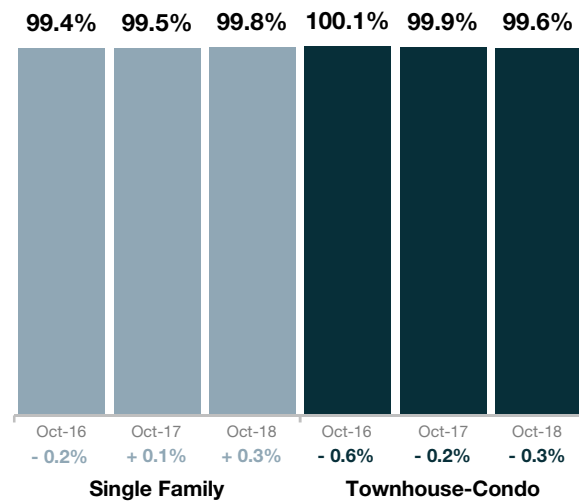




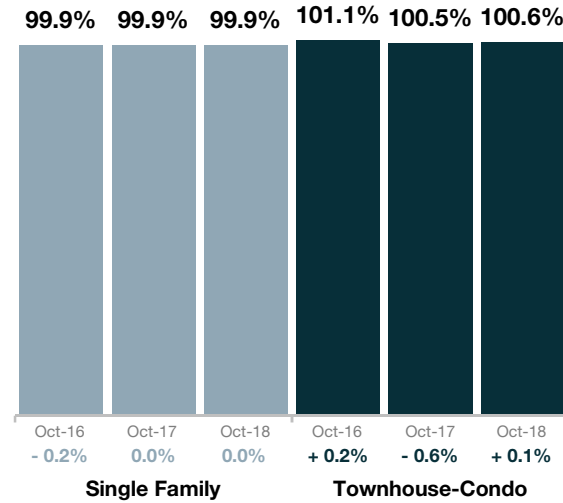
# Percent of List Price Received



## October

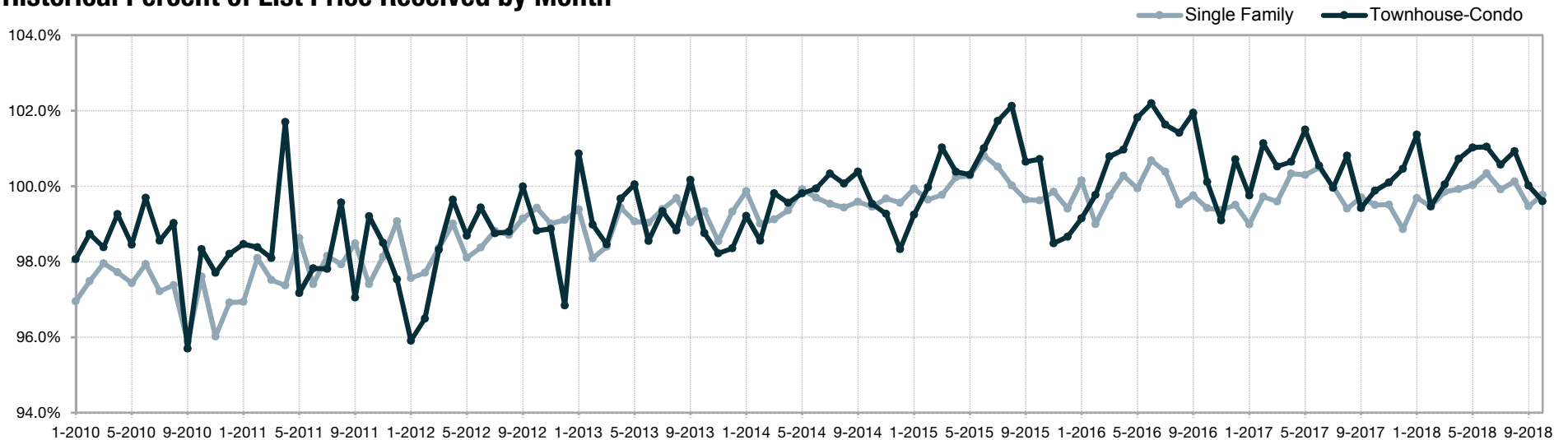


## Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	99.5%	+0.1%	100.1%	+1.0%
Dec-2017	98.9%	-0.6%	100.5%	-0.2%
Jan-2018	99.7%	+0.7%	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%
Aug-2018	100.1%	+0.7%	100.9%	+0.1%
Sep-2018	99.5%	-0.2%	100.0%	+0.6%
<b>Oct-2018</b>	<b>99.8%</b>	<b>+0.3%</b>	<b>99.6%</b>	<b>-0.3%</b>

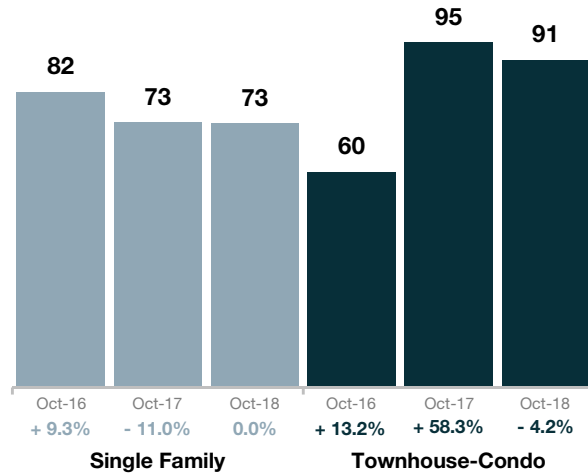
## Historical Percent of List Price Received by Month



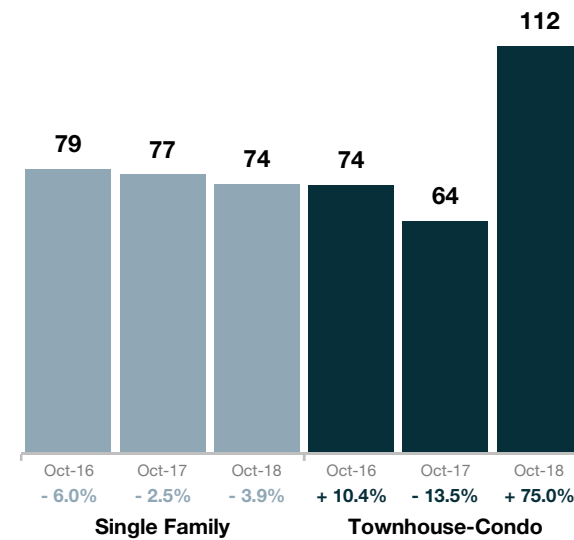
# Days on Market Until Sale



## October

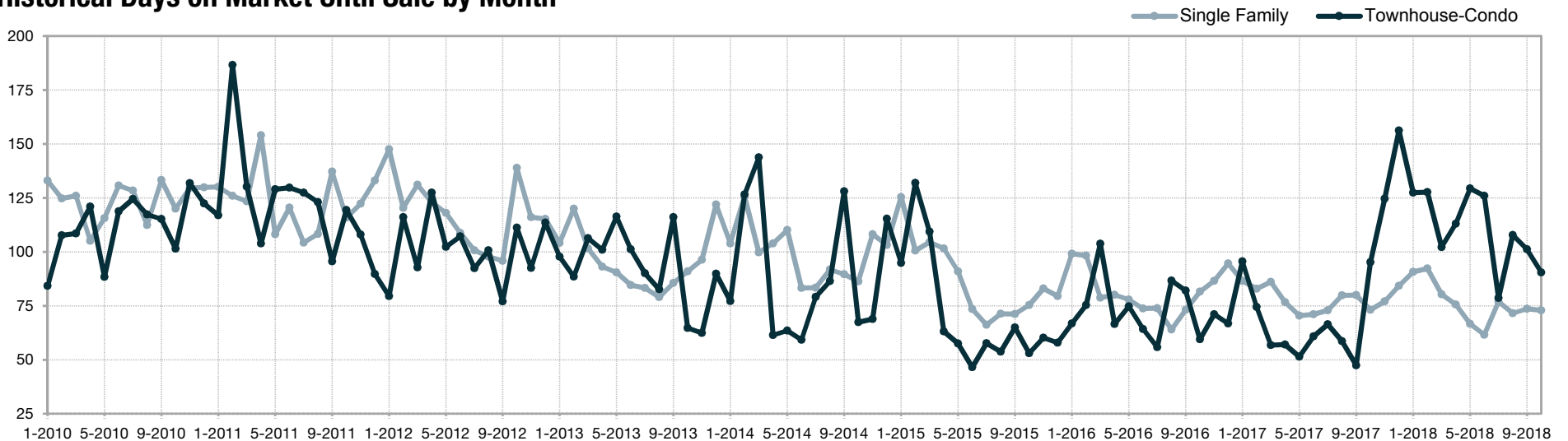


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	77	-11.5%	125	+76.1%
Dec-2017	84	-11.6%	156	+132.8%
Jan-2018	91	+4.6%	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%
Aug-2018	72	-10.0%	108	+83.1%
Sep-2018	74	-7.5%	101	+114.9%
<b>Oct-2018</b>	<b>73</b>	<b>0.0%</b>	<b>91</b>	<b>-4.2%</b>

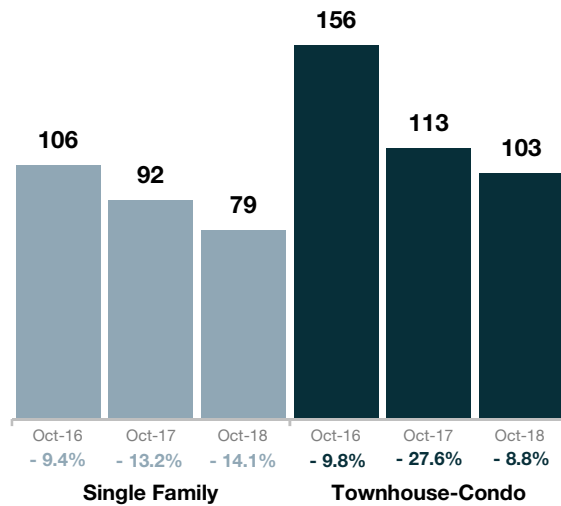
## Historical Days on Market Until Sale by Month



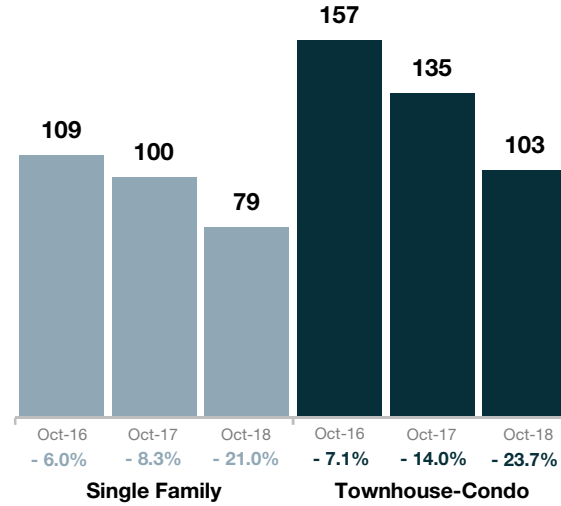
# Housing Affordability Index



## October

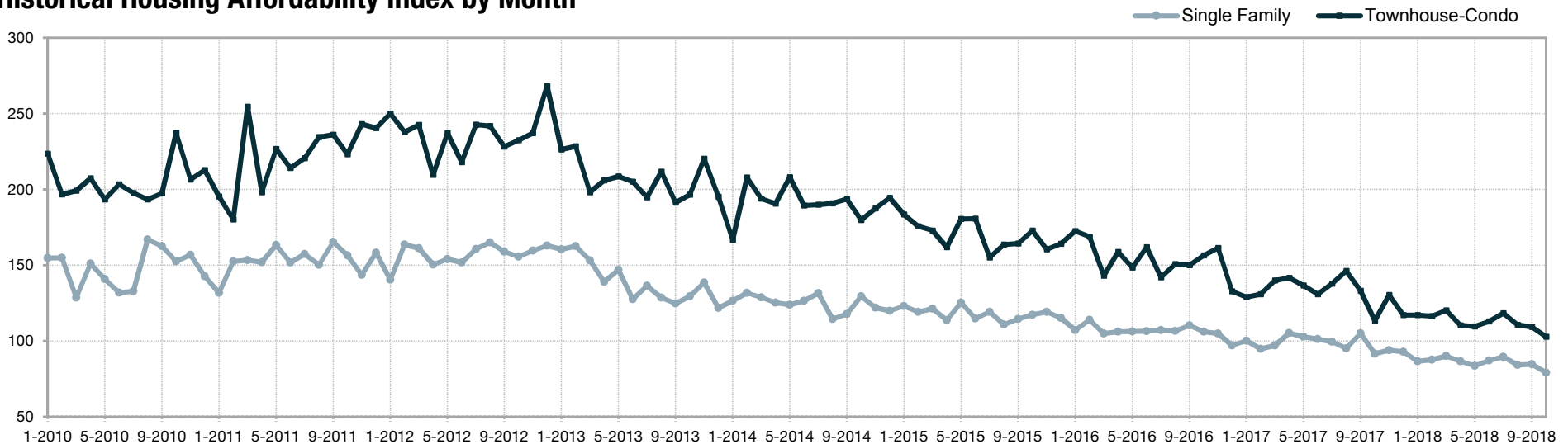


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Aug-2018	84	-11.6%	111	-24.0%
Sep-2018	85	-19.0%	109	-18.0%
<b>Oct-2018</b>	<b>79</b>	<b>-14.1%</b>	<b>103</b>	<b>-8.8%</b>

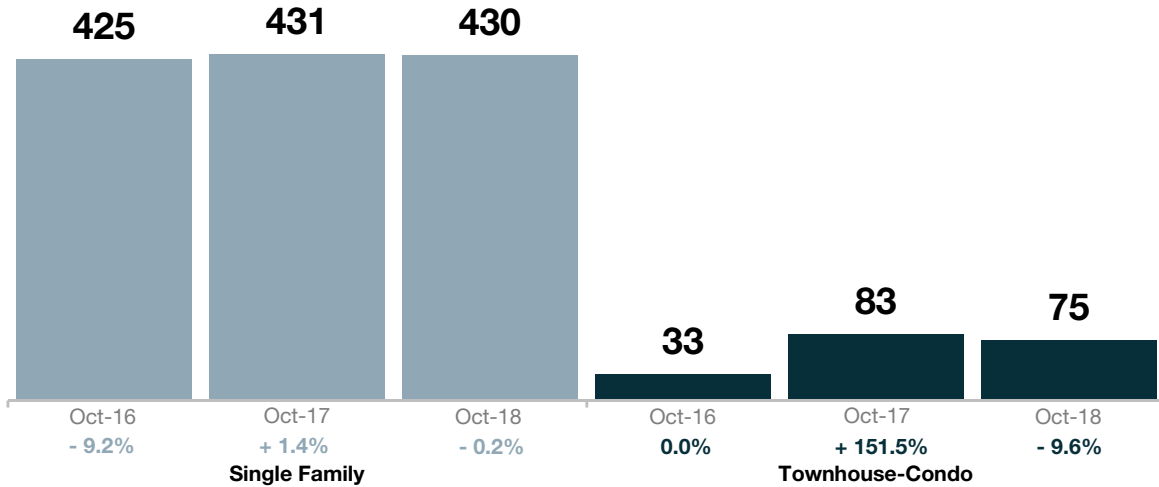
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

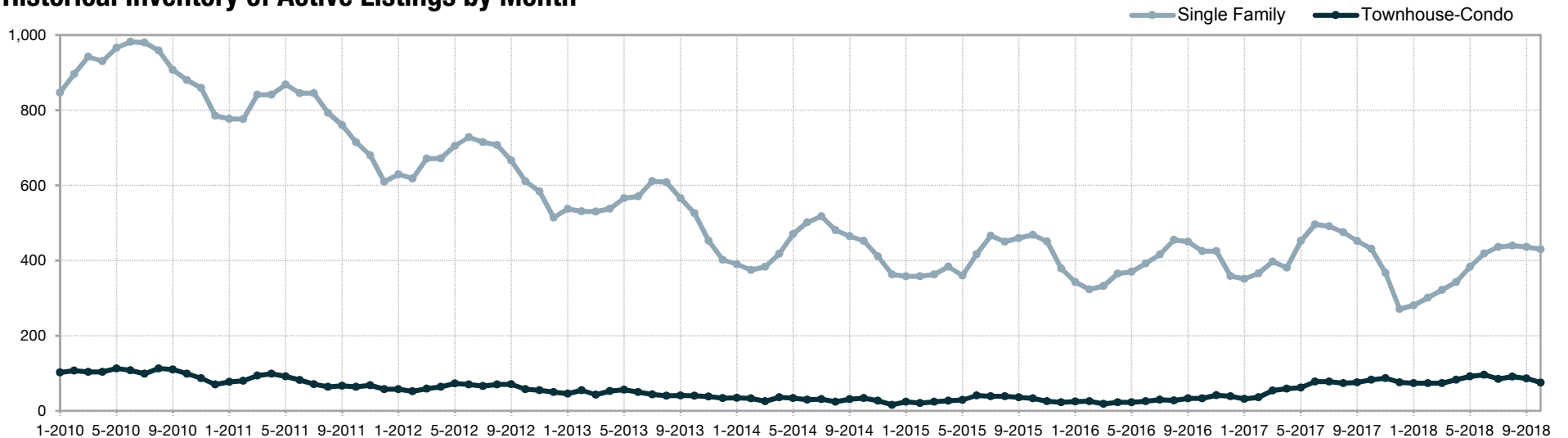


## October



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	367	-13.6%	87	+107.1%
Dec-2017	271	-24.5%	76	+94.9%
Jan-2018	281	-19.9%	74	+131.3%
Feb-2018	301	-17.8%	74	+105.6%
Mar-2018	322	-18.9%	74	+37.0%
Apr-2018	343	-10.0%	83	+40.7%
May-2018	383	-15.3%	92	+48.4%
Jun-2018	419	-15.5%	96	+23.1%
Jul-2018	436	-11.2%	85	+9.0%
Aug-2018	440	-7.4%	91	+23.0%
Sep-2018	436	-3.5%	86	+13.2%
<b>Oct-2018</b>	<b>430</b>	<b>-0.2%</b>	<b>75</b>	<b>-9.6%</b>

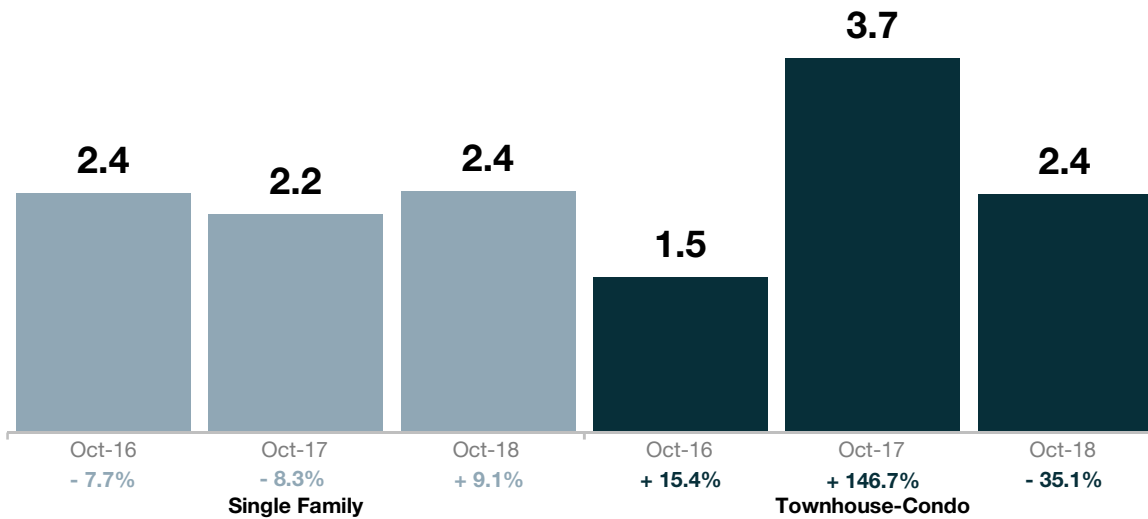
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

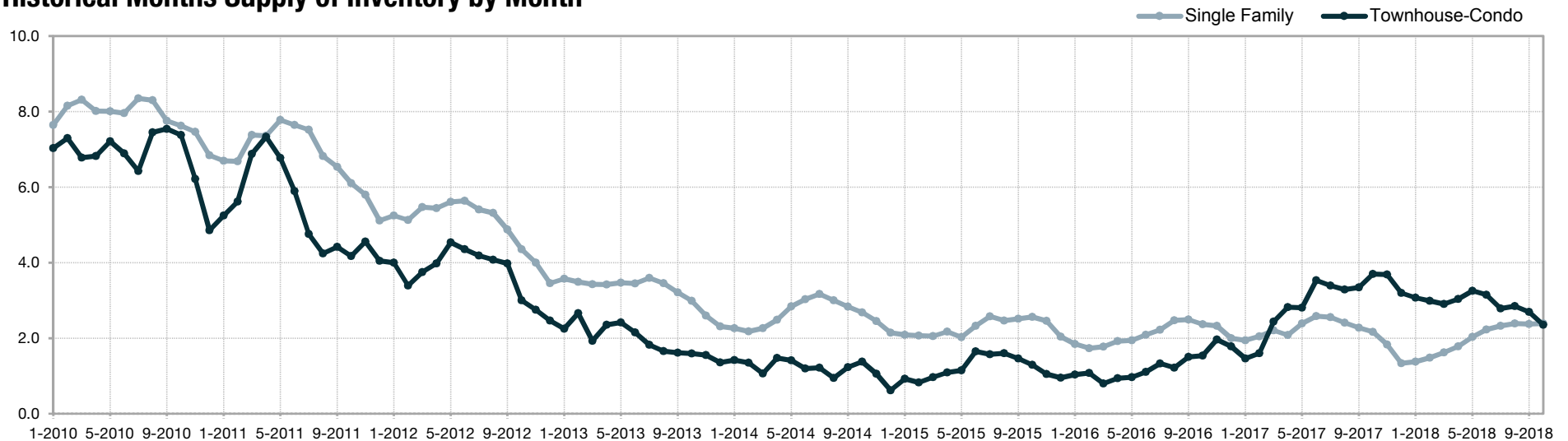


## October



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	1.8	-21.7%	3.7	+85.0%
Dec-2017	1.3	-35.0%	3.2	+77.8%
Jan-2018	1.4	-26.3%	3.1	+106.7%
Feb-2018	1.5	-25.0%	3.0	+87.5%
Mar-2018	1.6	-27.3%	2.9	+20.8%
Apr-2018	1.8	-14.3%	3.0	+7.1%
May-2018	2.0	-16.7%	3.3	+17.9%
Jun-2018	2.2	-15.4%	3.1	-11.4%
Jul-2018	2.3	-11.5%	2.8	-17.6%
Aug-2018	2.4	0.0%	2.9	-12.1%
Sep-2018	2.4	+4.3%	2.7	-18.2%
<b>Oct-2018</b>	<b>2.4</b>	<b>+9.1%</b>	<b>2.4</b>	<b>-35.1%</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.



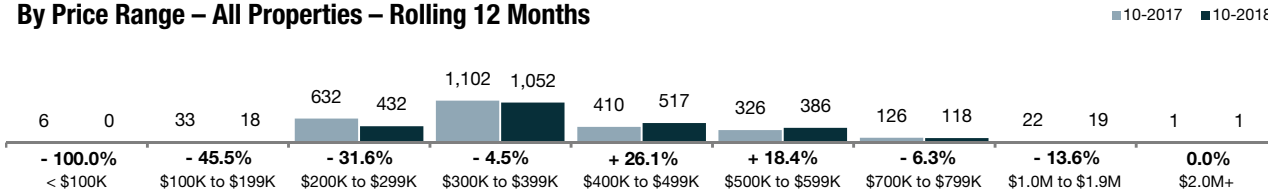
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD-2017	YTD-2018	Percent Change
<b>New Listings</b>		234	<b>239</b>	+ 2.1%	3,048	<b>2,810</b>	- 7.8%
<b>Pending / Under Contract</b>		201	<b>174</b>	- 13.4%	2,388	<b>2,117</b>	- 11.3%
<b>Sold Listings</b>		223	<b>180</b>	- 19.3%	2,289	<b>2,112</b>	- 7.7%
<b>Median Sales Price</b>		\$377,500	<b>\$380,000</b>	+ 0.7%	\$347,500	<b>\$375,000</b>	+ 7.9%
<b>Average Sales Price</b>		\$421,532	<b>\$428,226</b>	+ 1.6%	\$396,319	<b>\$418,003</b>	+ 5.5%
<b>Pct. of List Price Received</b>		99.5%	<b>99.8%</b>	+ 0.3%	99.9%	<b>100.0%</b>	+ 0.1%
<b>Days on Market</b>		75	<b>75</b>	0.0%	76	<b>80</b>	+ 5.3%
<b>Affordability Index</b>		95	<b>81</b>	- 14.7%	103	<b>82</b>	- 20.4%
<b>Active Listings</b>		<b>514</b>	<b>505</b>	- 1.8%	--	--	--
<b>Months Supply</b>		<b>2.3</b>	<b>2.4</b>	+ 4.3%	--	--	--

# Sold Listings

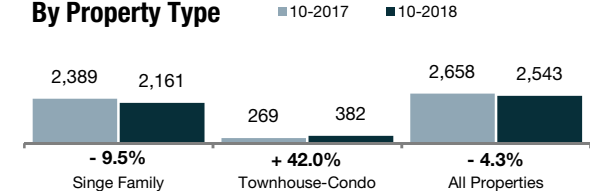
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	21	9	-57.1%	12	9	-25.0%
\$200,000 to \$299,999	455	247	-45.7%	177	185	+4.5%
\$300,000 to \$399,999	1,030	897	-12.9%	72	155	+115.3%
\$400,000 to \$499,999	405	485	+19.8%	5	32	+540.0%
\$500,000 to \$699,999	323	386	+19.5%	3	0	-100.0%
\$700,000 to \$999,999	126	117	-7.1%	0	1	--
\$1,000,000 to \$1,999,999	22	19	-13.6%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,389</b>	<b>2,161</b>	<b>-9.5%</b>	<b>269</b>	<b>382</b>	<b>+42.0%</b>

### Compared to Prior Quarter

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	1	-50.0%	0	0	--
\$200,000 to \$299,999	19	13	-31.6%	12	9	-25.0%
\$300,000 to \$399,999	80	70	-12.5%	9	9	0.0%
\$400,000 to \$499,999	35	36	+2.9%	3	1	-66.7%
\$500,000 to \$699,999	38	28	-26.3%	0	0	--
\$700,000 to \$999,999	10	12	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	0	1	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>184</b>	<b>161</b>	<b>-12.5%</b>	<b>24</b>	<b>19</b>	<b>-20.8%</b>

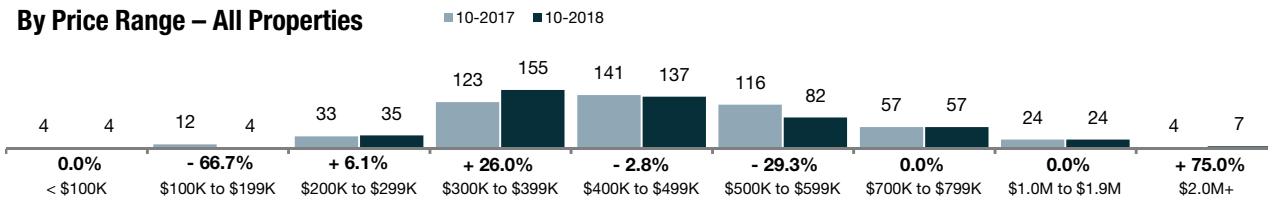
### Year to Date

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	6	0	-100.0%	0	0	--
\$100,000 to \$199,999	17	8	-52.9%	7	8	+14.3%
\$200,000 to \$299,999	358	182	-49.2%	153	153	0.0%
\$300,000 to \$399,999	922	751	-18.5%	63	135	+114.3%
\$400,000 to \$499,999	350	409	+16.9%	5	30	+500.0%
\$500,000 to \$699,999	278	316	+13.7%	2	0	-100.0%
\$700,000 to \$999,999	106	102	-3.8%	0	1	--
\$1,000,000 to \$1,999,999	21	16	-23.8%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>2,059</b>	<b>1,785</b>	<b>-13.3%</b>	<b>230</b>	<b>327</b>	<b>+42.2%</b>

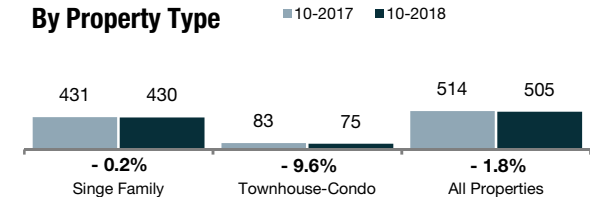
# Inventory of Active Listings

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		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$99,999 and Below	4	4	0.0%	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	9	2	-77.8%
\$200,000 to \$299,999	15	14	-6.7%	18	21	+16.7%
\$300,000 to \$399,999	79	118	+49.4%	44	37	-15.9%
\$400,000 to \$499,999	131	123	-6.1%	10	14	+40.0%
\$500,000 to \$699,999	115	81	-29.6%	1	1	0.0%
\$700,000 to \$999,999	56	57	+1.8%	1	0	-100.0%
\$1,000,000 to \$1,999,999	24	24	0.0%	0	0	--
\$2,000,000 and Above	4	7	+75.0%	0	0	--
<b>All Price Ranges</b>	<b>431</b>	<b>430</b>	<b>-0.2%</b>	<b>83</b>	<b>75</b>	<b>-9.6%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$99,999 and Below	4	4	0.0%	0	0	--
\$100,000 to \$199,999	3	2	-33.3%	2	2	0.0%
\$200,000 to \$299,999	14	14	0.0%	22	21	-4.5%
\$300,000 to \$399,999	108	118	+9.3%	48	37	-22.9%
\$400,000 to \$499,999	114	123	+7.9%	12	14	+16.7%
\$500,000 to \$699,999	95	81	-14.7%	2	1	-50.0%
\$700,000 to \$999,999	68	57	-16.2%	0	0	--
\$1,000,000 to \$1,999,999	21	24	+14.3%	0	0	--
\$2,000,000 and Above	9	7	-22.2%	0	0	--
<b>All Price Ranges</b>	<b>436</b>	<b>430</b>	<b>-1.4%</b>	<b>86</b>	<b>75</b>	<b>-12.8%</b>

### Year to Date

Single Family	Condo
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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.