



Monthly Indicators

September 2019

Percent changes calculated using year-over-year comparisons.

New Listings were up 2.3 percent for single family homes and 81.8 percent for townhouse-condo properties. Pending Sales landed at 185 for single family homes and 33 for townhouse-condo properties.

The Median Sales Price was up 1.6 percent to \$392,000 for single family homes and 8.2 percent to \$323,450 for townhouse-condo properties. Days on Market decreased 20.3 percent for single family homes but increased 36.6 percent for townhouse-condo properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Activity Snapshot

- 12.5% **+ 0.8%** **- 6.5%**

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 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	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		214	219	+ 2.3%	2,230	2,305	+ 3.4%
Pending / Under Contract		158	185	+ 17.1%	1,648	1,708	+ 3.6%
Sold Listings		184	152	- 17.4%	1,628	1,618	- 0.6%
Median Sales Price		\$385,950	\$392,000	+ 1.6%	\$390,000	\$400,000	+ 2.6%
Average Sales Price		\$429,374	\$456,823	+ 6.4%	\$437,347	\$459,403	+ 5.0%
Pct. of List Price Received		99.5%	98.9%	- 0.6%	99.9%	99.3%	- 0.6%
Days on Market		74	59	- 20.3%	74	72	- 2.7%
Affordability Index		85	95	+ 11.8%	84	93	+ 10.7%
Active Listings		448	444	- 0.9%	--	--	--
Months Supply		2.4	2.6	+ 8.3%	--	--	--

Townhouse-Condo Market Overview

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

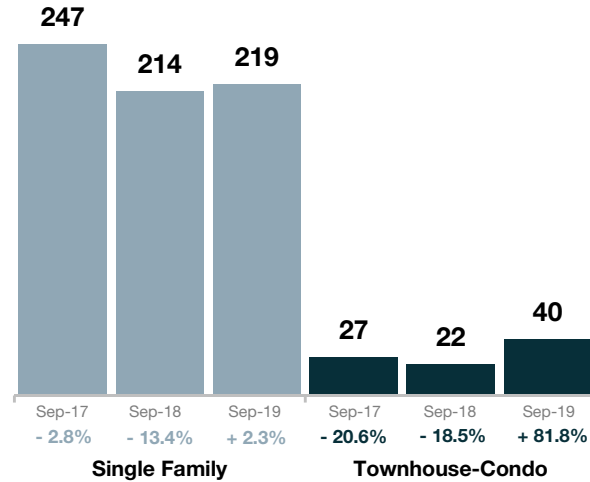


Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		22	40	+ 81.8%	356	421	+ 18.3%
Pending / Under Contract		19	33	+ 73.7%	294	331	+ 12.6%
Sold Listings		24	30	+ 25.0%	309	298	- 3.6%
Median Sales Price		\$299,000	\$323,450	+ 8.2%	\$300,000	\$310,000	+ 3.3%
Average Sales Price		\$309,330	\$331,203	+ 7.1%	\$308,264	\$321,623	+ 4.3%
Pct. of List Price Received		100.0%	100.1%	+ 0.1%	100.6%	100.3%	- 0.3%
Days on Market		101	138	+ 36.6%	114	140	+ 22.8%
Affordability Index		109	115	+ 5.5%	109	120	+ 10.1%
Active Listings		92	118	+ 28.3%	--	--	--
Months Supply		2.9	3.8	+ 31.0%	--	--	--

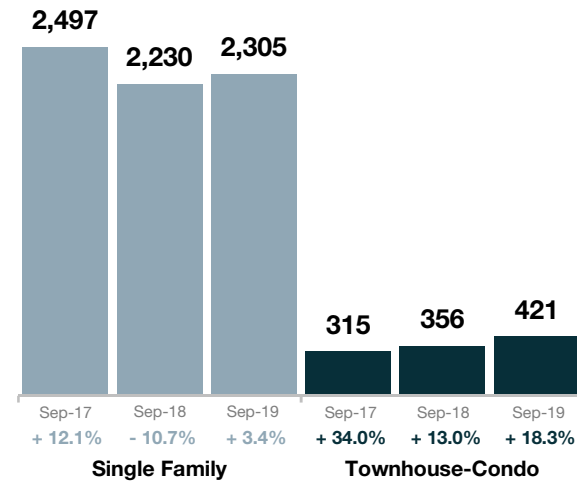
New Listings



September

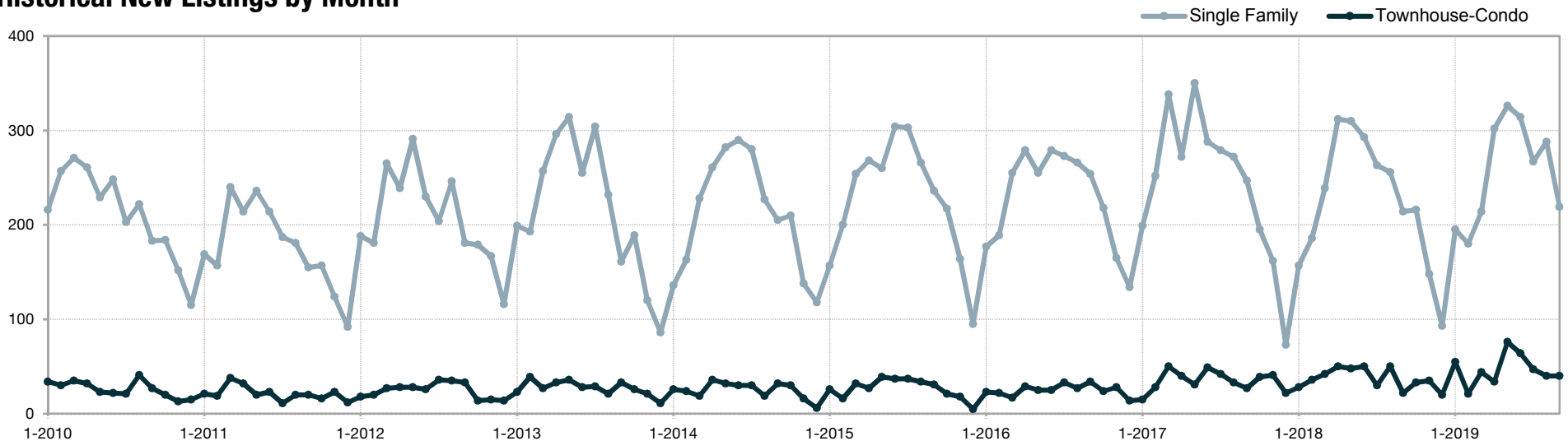


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	216	+10.8%	33	-15.4%
Nov-2018	148	-8.6%	35	-14.6%
Dec-2018	93	+27.4%	20	-9.1%
Jan-2019	195	+24.2%	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	326	+5.2%	76	+58.3%
Jun-2019	314	+7.2%	64	+28.0%
Jul-2019	267	+1.5%	47	+56.7%
Aug-2019	288	+12.5%	40	-20.0%
Sep-2019	219	+2.3%	40	+81.8%

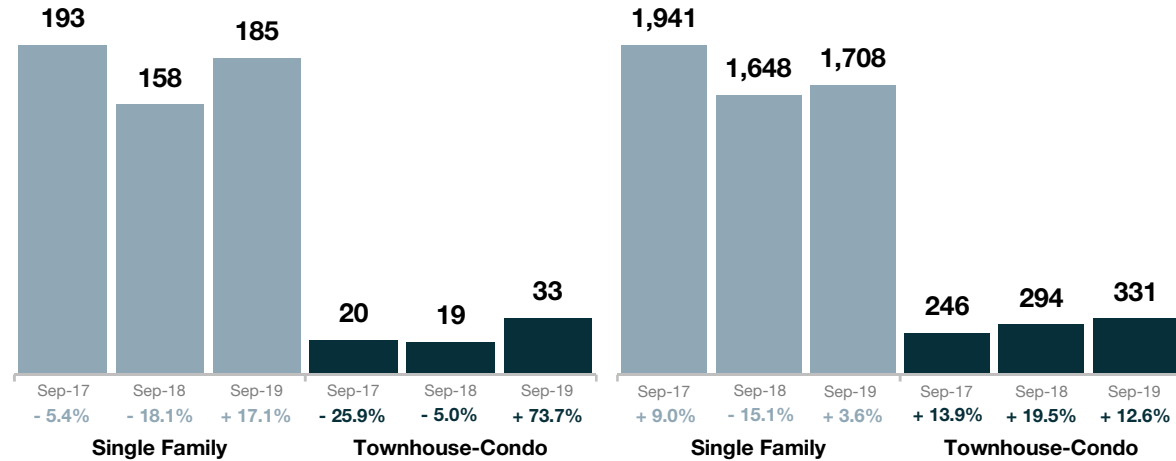
Historical New Listings by Month



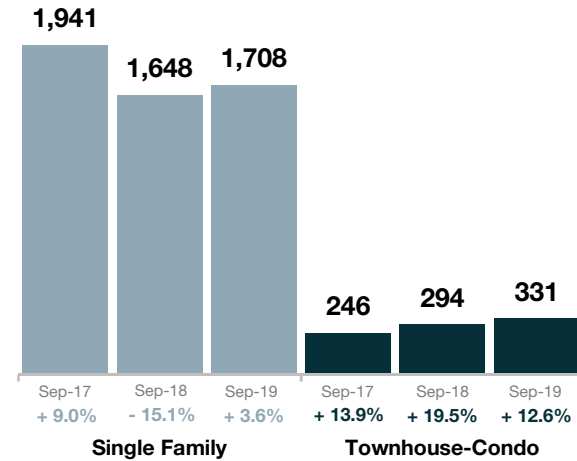
Pending / Under Contract



September

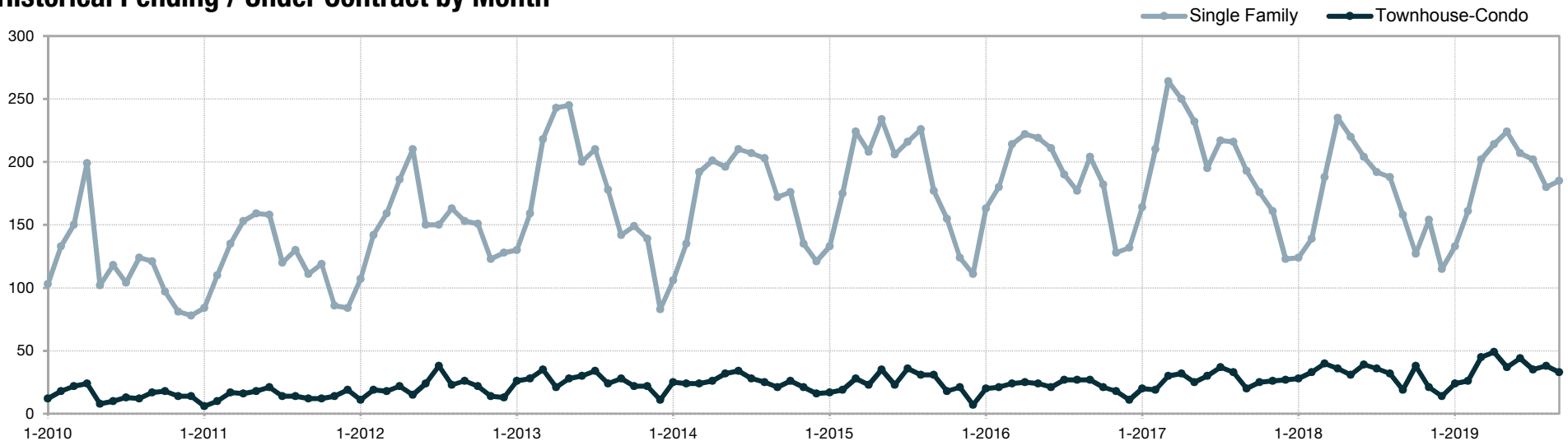


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	127	-27.8%	38	+52.0%
Nov-2018	154	-4.3%	21	-19.2%
Dec-2018	115	-6.5%	14	-48.1%
Jan-2019	133	+7.3%	24	-14.3%
Feb-2019	161	+15.8%	26	-21.2%
Mar-2019	202	+7.4%	45	+12.5%
Apr-2019	214	-8.9%	49	+36.1%
May-2019	224	+1.8%	37	+19.4%
Jun-2019	207	+1.5%	44	+12.8%
Jul-2019	202	+5.2%	35	-2.8%
Aug-2019	180	-4.3%	38	+18.8%
Sep-2019	185	+17.1%	33	+73.7%

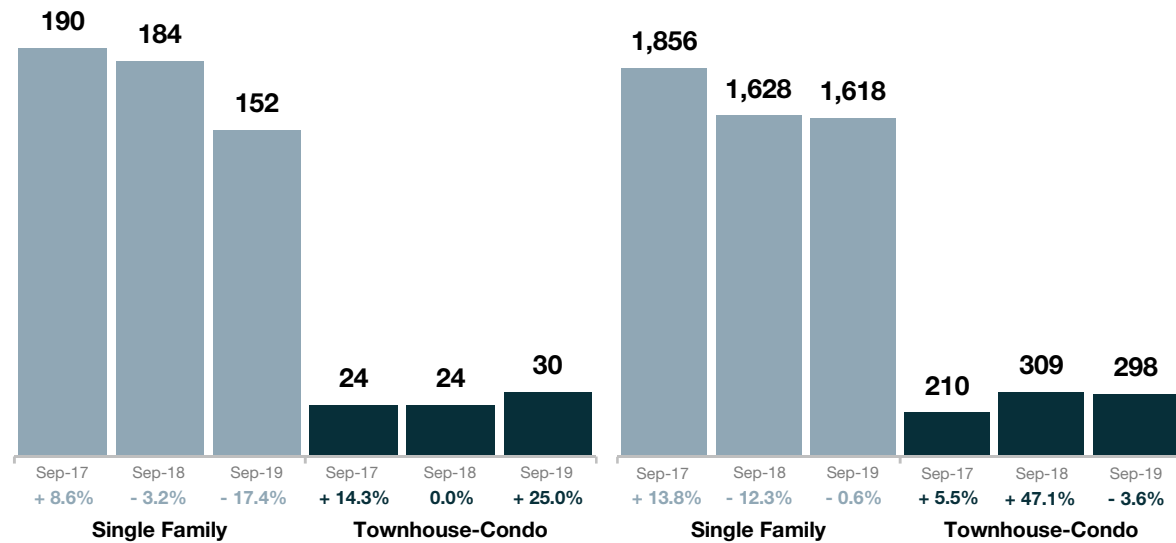
Historical Pending / Under Contract by Month



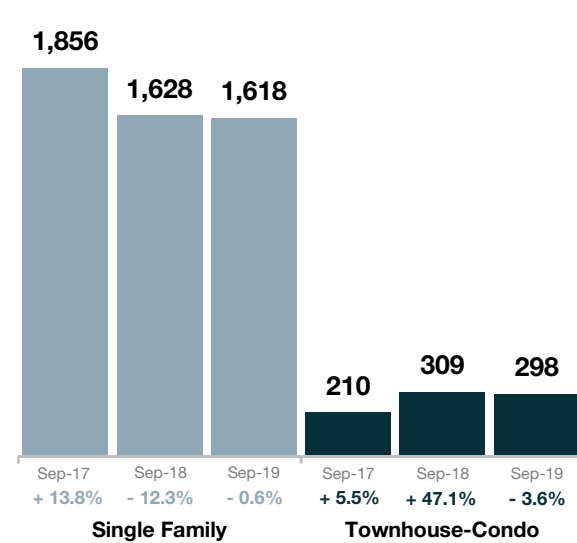
Sold Listings



September

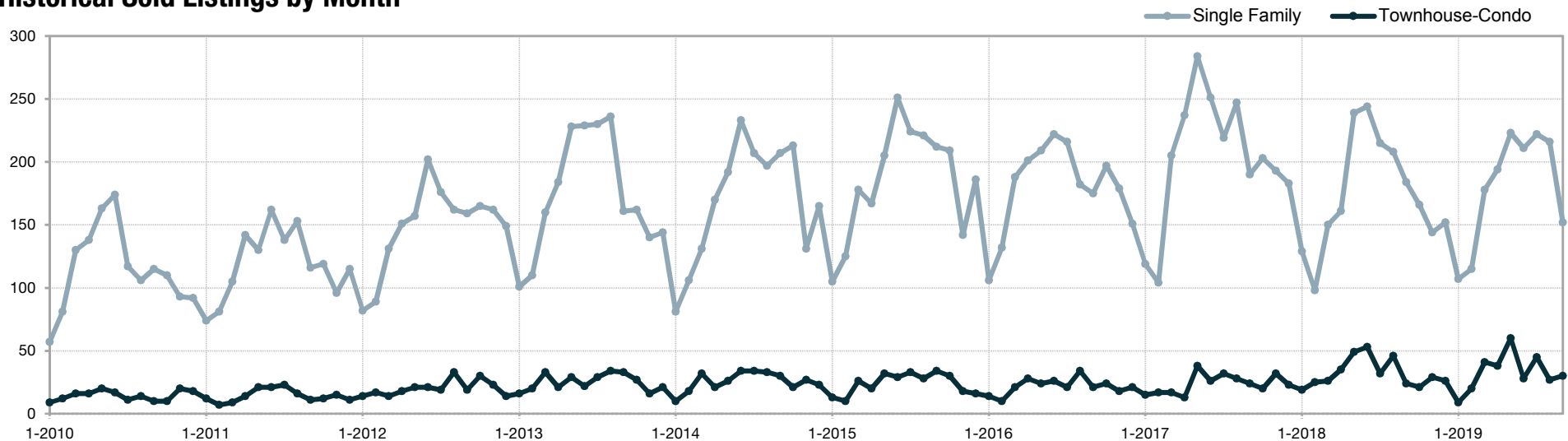


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	166	-18.2%	21	+5.0%
Nov-2018	144	-25.4%	29	-9.4%
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	211	-13.5%	28	-47.2%
Jul-2019	222	+3.3%	45	+40.6%
Aug-2019	216	+3.8%	27	-41.3%
Sep-2019	152	-17.4%	30	+25.0%

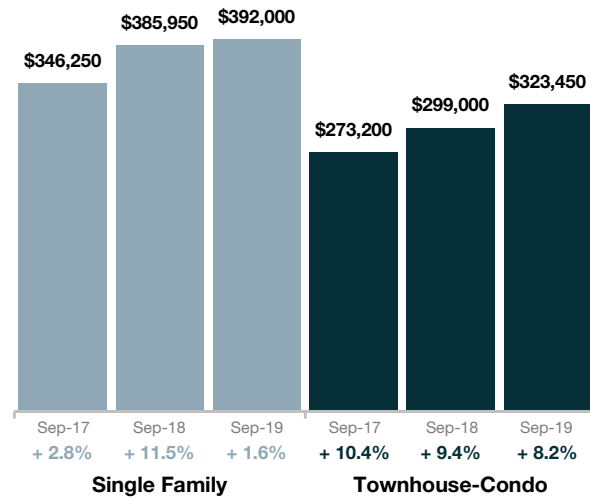
Historical Sold Listings by Month



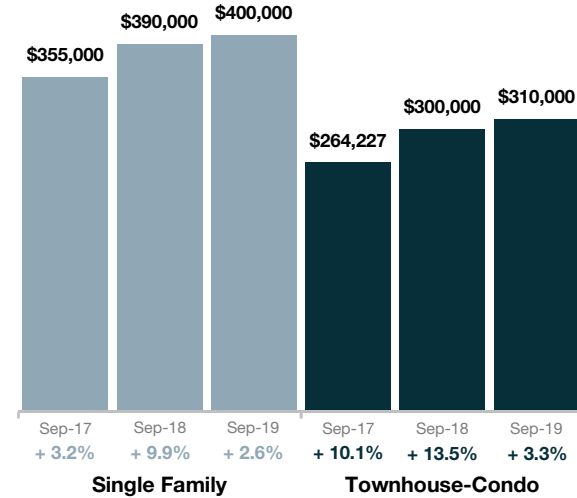
Median Sales Price



September

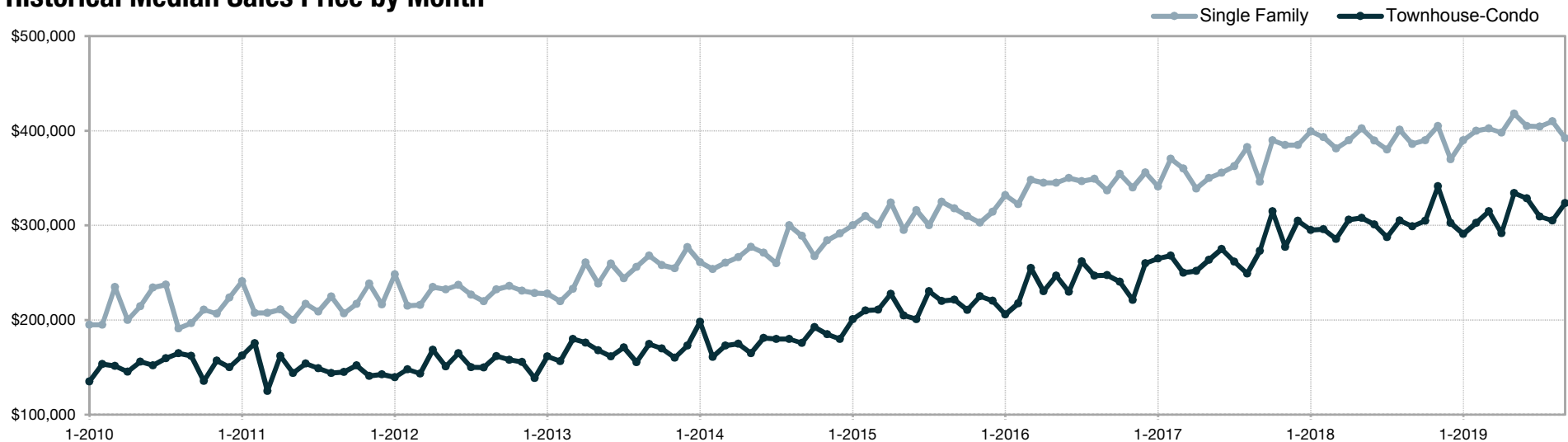


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	\$389,900	-0.0%	\$304,900	-3.1%
Nov-2018	\$405,000	+5.2%	\$341,285	+23.1%
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	\$405,000	+4.0%	\$328,574	+9.2%
Jul-2019	\$404,247	+6.4%	\$309,243	+7.6%
Aug-2019	\$410,000	+2.2%	\$305,000	0.0%
Sep-2019	\$392,000	+1.6%	\$323,450	+8.2%

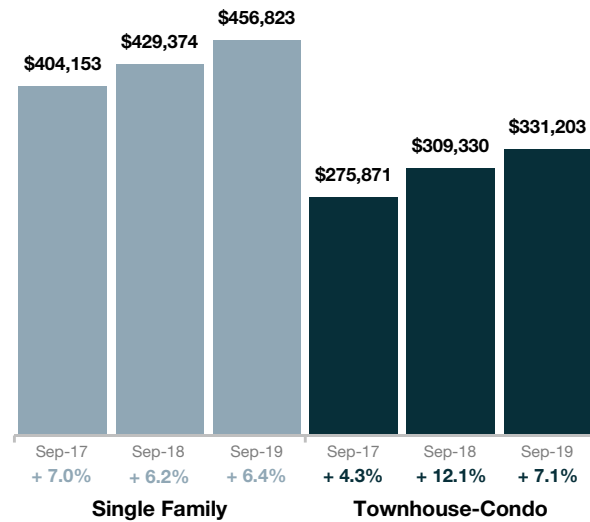
Historical Median Sales Price by Month



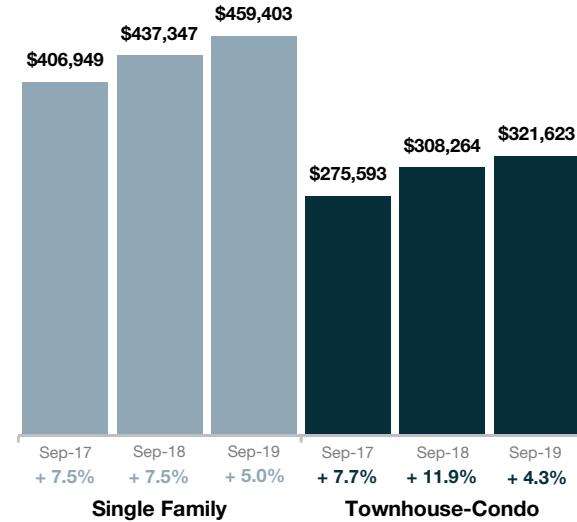
Average Sales Price



September

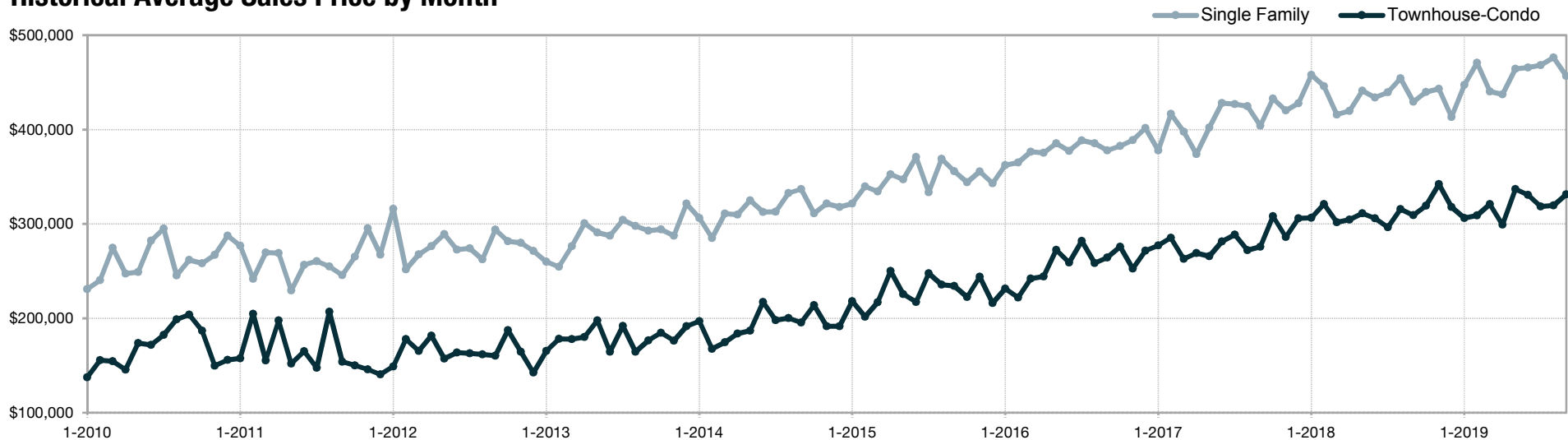


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	\$439,745	+1.6%	\$319,280	+3.6%
Nov-2018	\$443,064	+5.4%	\$342,078	+19.5%
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	\$465,827	+7.4%	\$330,860	+8.2%
Jul-2019	\$468,337	+6.6%	\$318,549	+7.5%
Aug-2019	\$476,316	+4.9%	\$319,716	+1.3%
Sep-2019	\$456,823	+6.4%	\$331,203	+7.1%

Historical Average Sales Price by Month

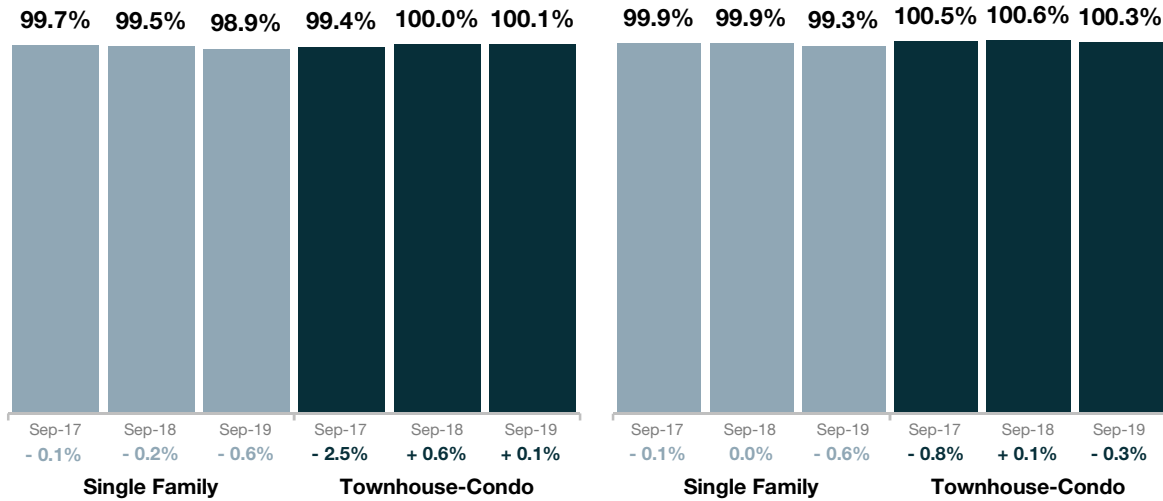


Percent of List Price Received



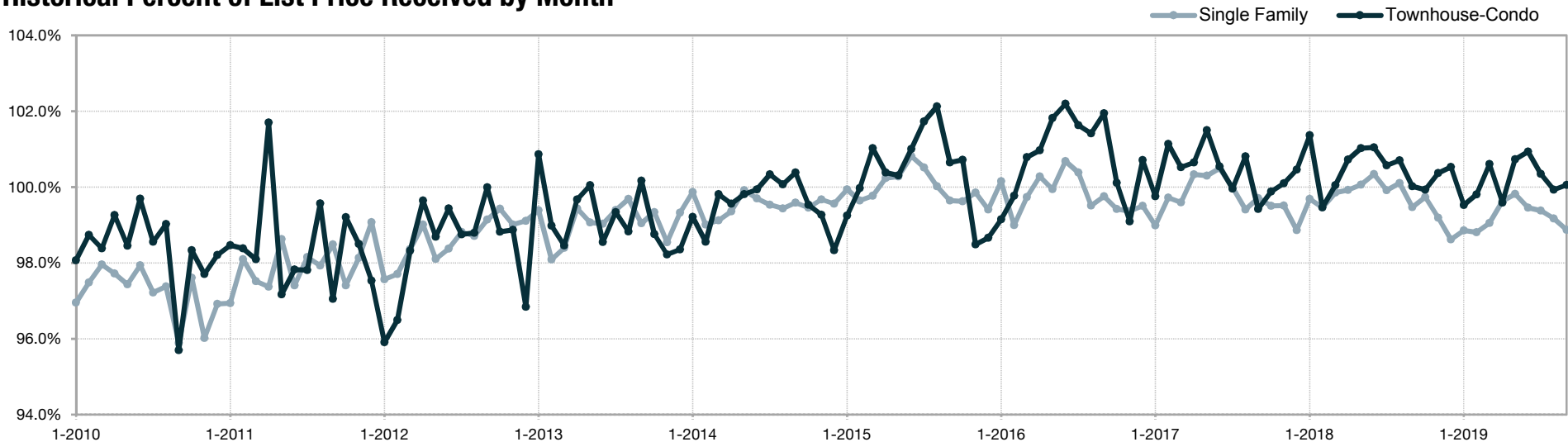
September

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	99.7%	+0.2%	99.9%	0.0%
Nov-2018	99.2%	-0.3%	100.4%	+0.3%
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	98.9%	-0.6%	100.1%	+0.1%

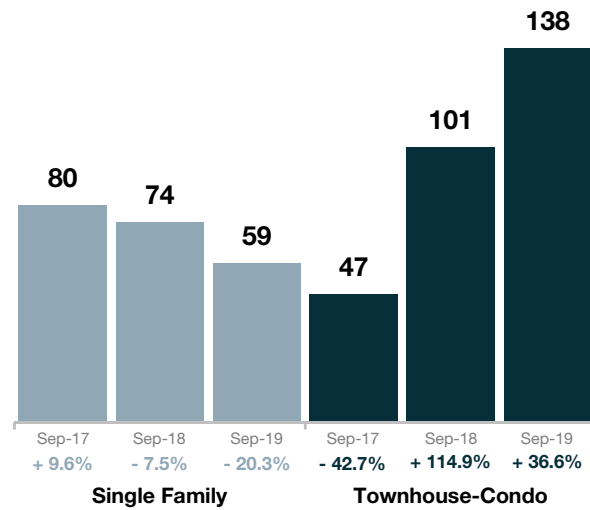
Historical Percent of List Price Received by Month



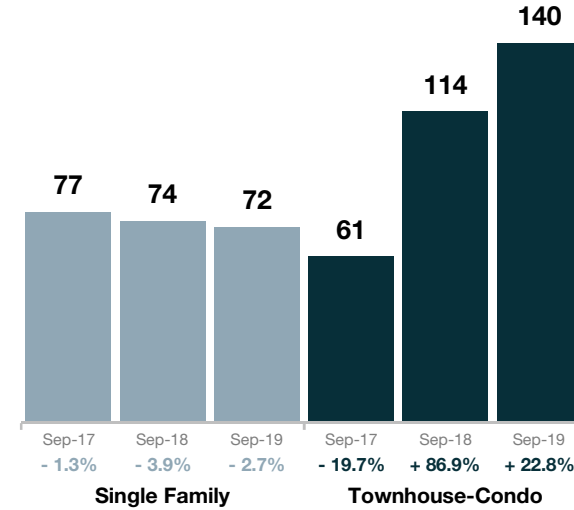
Days on Market Until Sale



September

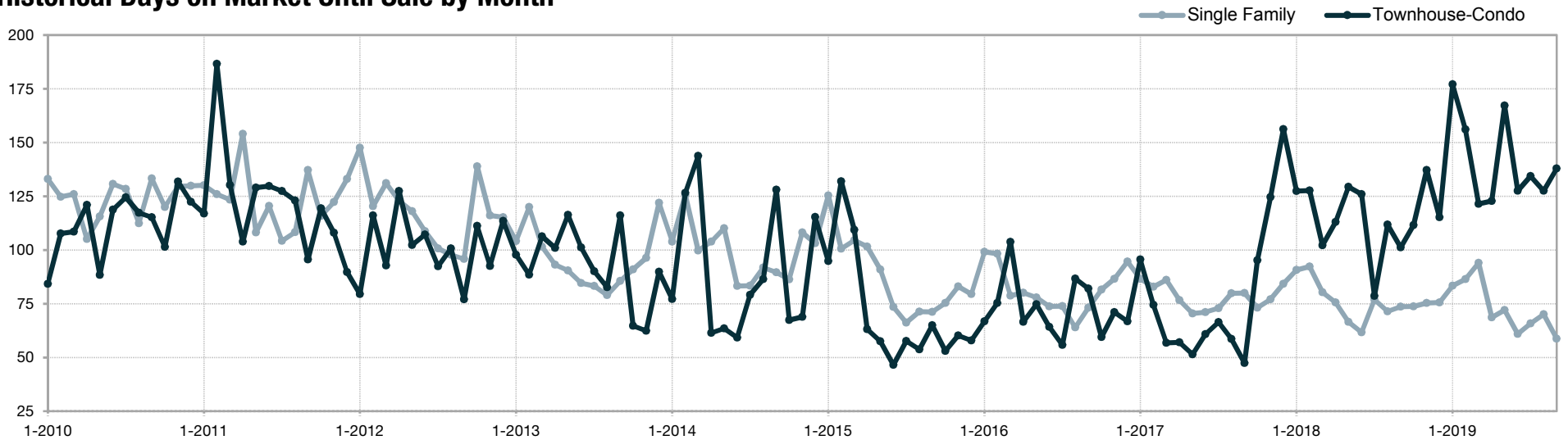


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	74	+1.4%	112	+17.9%
Nov-2018	75	-2.6%	137	+9.6%
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	61	-1.6%	128	+1.6%
Jul-2019	66	-14.3%	134	+69.6%
Aug-2019	70	-1.4%	128	+14.3%
Sep-2019	59	-20.3%	138	+36.6%

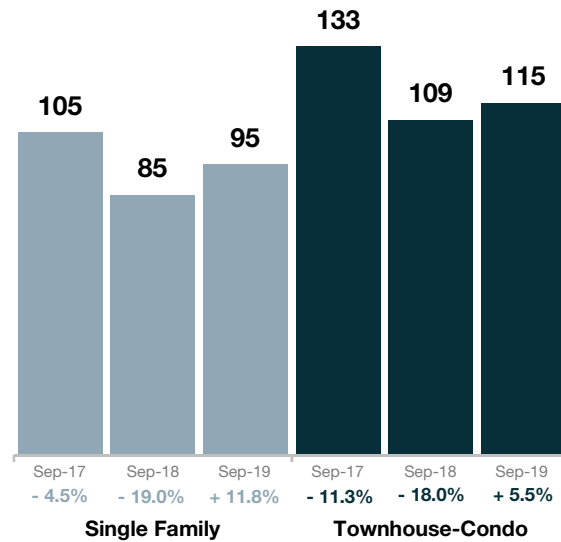
Historical Days on Market Until Sale by Month



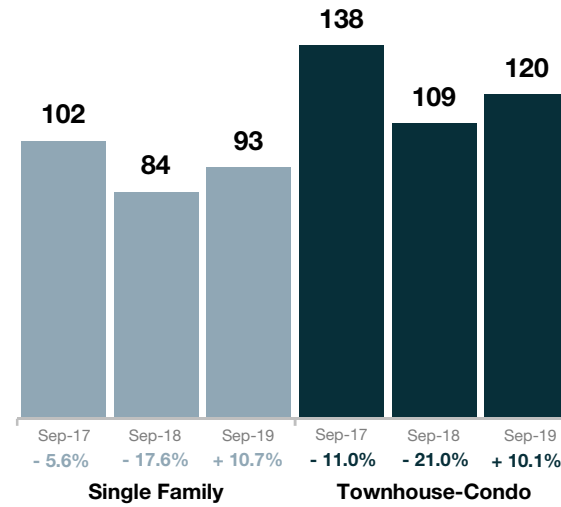
Housing Affordability Index



September

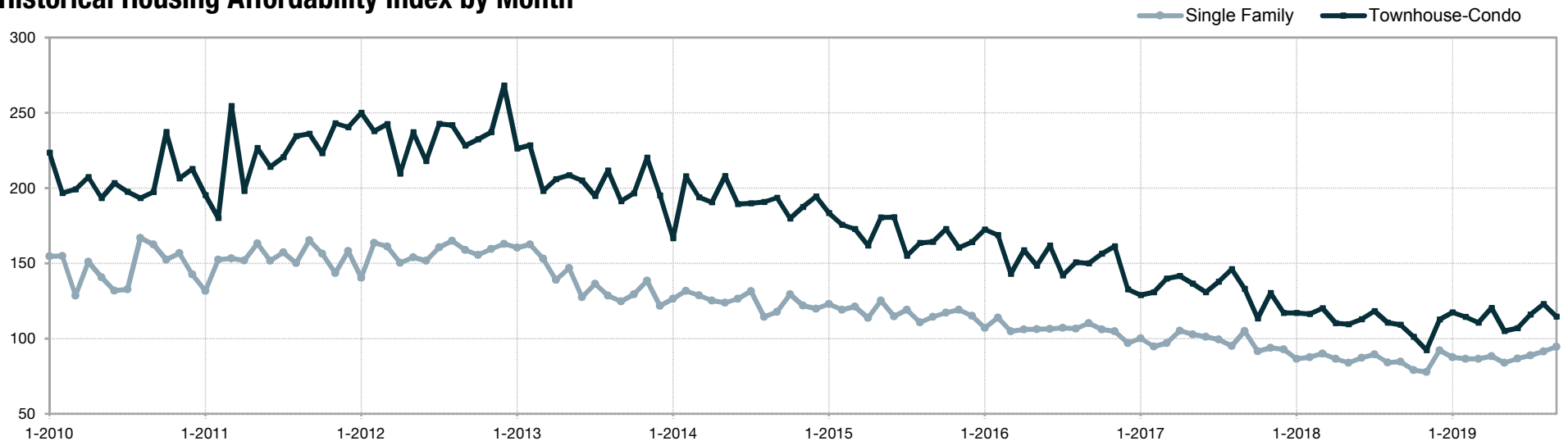


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	79	-14.1%	101	-10.6%
Nov-2018	78	-17.0%	92	-29.2%
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	95	+11.8%	115	+5.5%

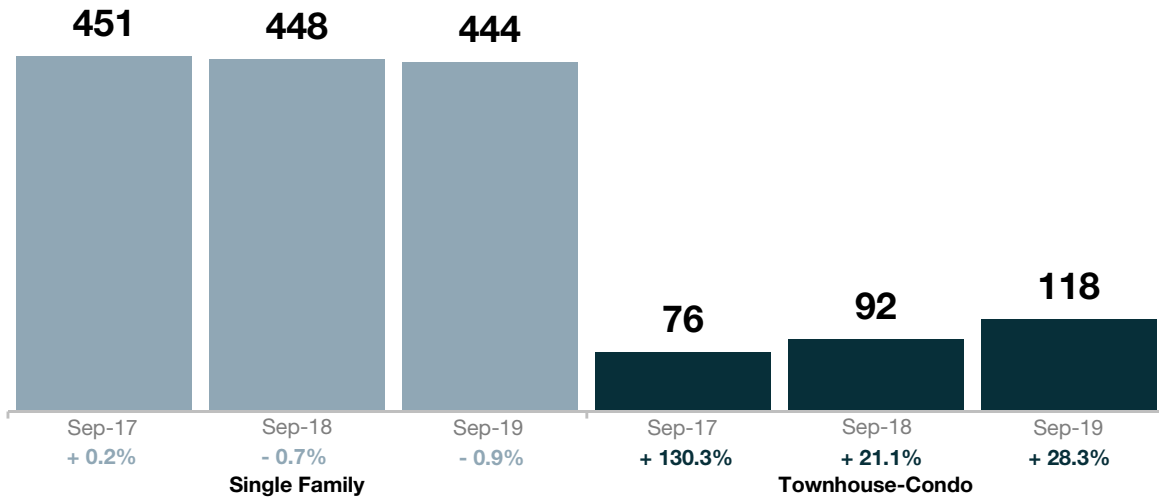
Historical Housing Affordability Index by Month



Inventory of Active Listings

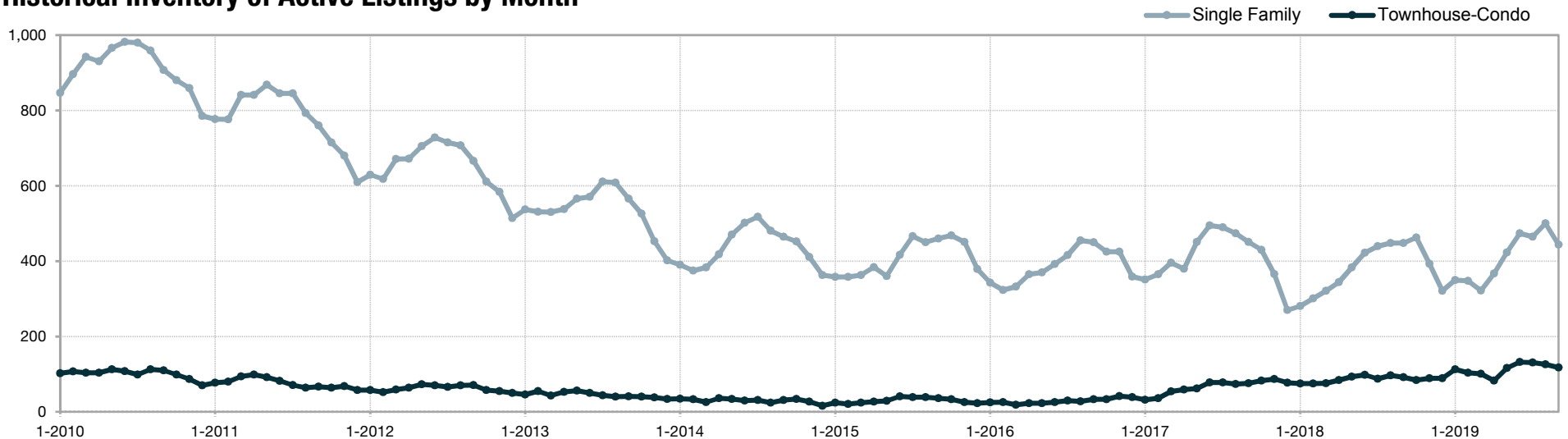


September



Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	463	+7.7%	84	+1.2%
Nov-2018	393	+7.4%	89	+2.3%
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	367	+6.7%	83	-1.2%
May-2019	423	+10.4%	116	+24.7%
Jun-2019	474	+12.3%	132	+34.7%
Jul-2019	465	+5.7%	131	+48.9%
Aug-2019	500	+11.6%	126	+29.9%
Sep-2019	444	-0.9%	118	+28.3%

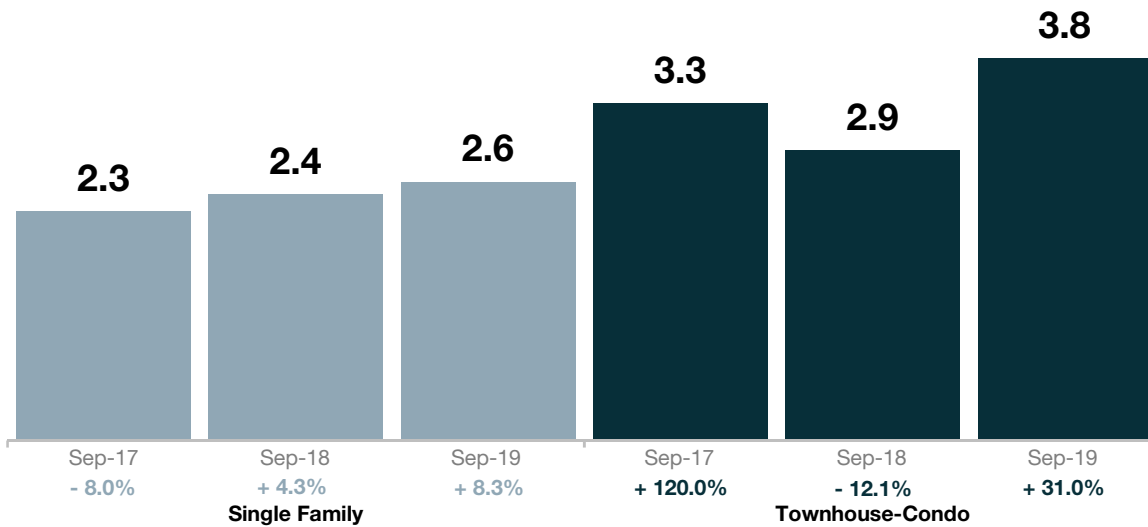
Historical Inventory of Active Listings by Month



Months Supply of Inventory

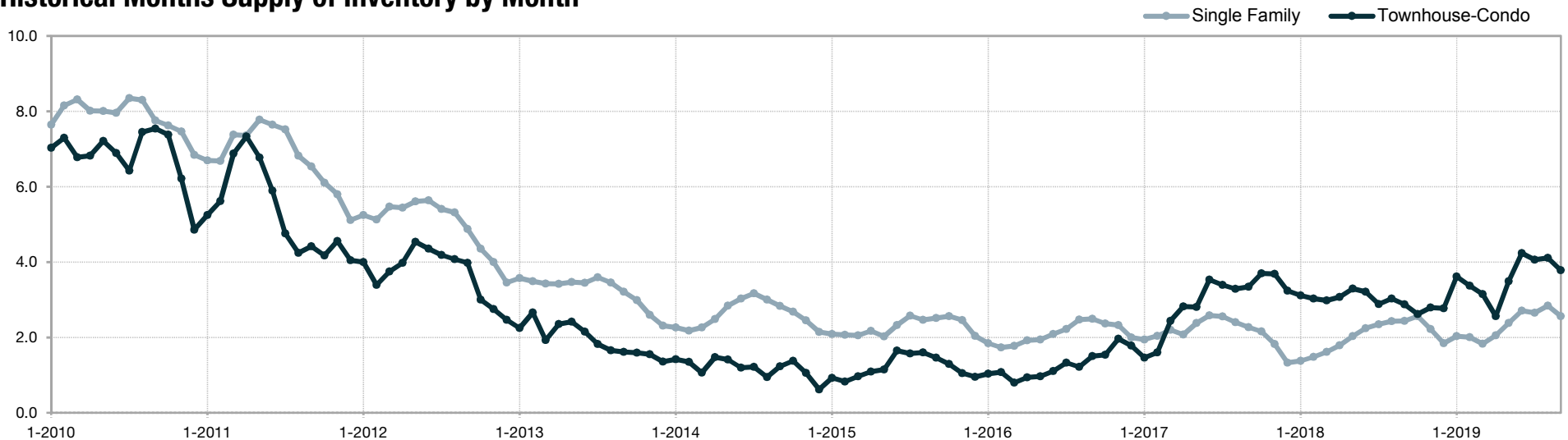


September



Months Supply	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	2.6	+18.2%	2.6	-29.7%
Nov-2018	2.2	+22.2%	2.8	-24.3%
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%	2.6	-16.1%
May-2019	2.4	+20.0%	3.5	+6.1%
Jun-2019	2.7	+22.7%	4.2	+31.3%
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.8	+16.7%	4.1	+36.7%
Sep-2019	2.6	+8.3%	3.8	+31.0%

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.



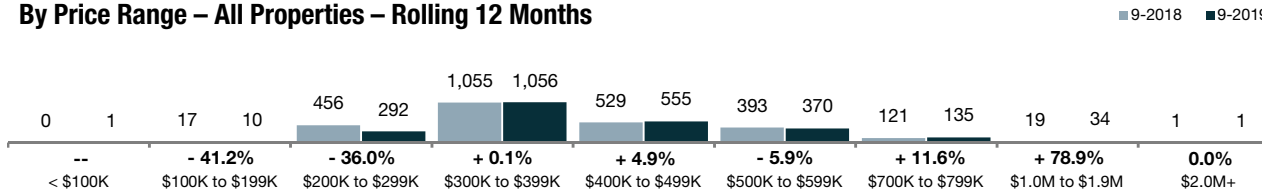
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		236	259	+ 9.7%	2,586	2,726	+ 5.4%
Pending / Under Contract		177	218	+ 23.2%	1,942	2,039	+ 5.0%
Sold Listings		208	182	- 12.5%	1,937	1,916	- 1.1%
Median Sales Price		\$380,000	\$383,000	+ 0.8%	\$375,000	\$388,000	+ 3.5%
Average Sales Price		\$415,523	\$436,116	+ 5.0%	\$416,744	\$437,974	+ 5.1%
Pct. of List Price Received		99.5%	99.1%	- 0.4%	100.0%	99.4%	- 0.6%
Days on Market		77	72	- 6.5%	81	83	+ 2.5%
Affordability Index		86	97	+ 12.8%	87	96	+ 10.3%
Active Listings		540	562	+ 4.1%	--	--	--
Months Supply		2.5	2.7	+ 8.0%	--	--	--

Sold Listings

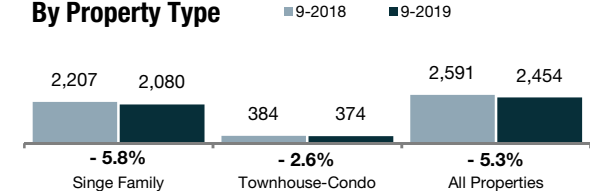
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	8	6	-25.0%	9	4	-55.6%
\$200,000 to \$299,999	271	139	-48.7%	185	153	-17.3%
\$300,000 to \$399,999	898	894	-0.4%	157	162	+3.2%
\$400,000 to \$499,999	497	503	+1.2%	32	52	+62.5%
\$500,000 to \$699,999	393	367	-6.6%	0	3	--
\$700,000 to \$999,999	120	135	+12.5%	1	0	-100.0%
\$1,000,000 to \$1,999,999	19	34	+78.9%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	2,207	2,080	-5.8%	384	374	-2.6%

Compared to Prior Quarter

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	0	0	--	0	2	--
\$200,000 to \$299,999	15	13	-13.3%	10	10	0.0%
\$300,000 to \$399,999	85	71	-16.5%	14	11	-21.4%
\$400,000 to \$499,999	48	22	-54.2%	3	6	+100.0%
\$500,000 to \$699,999	47	35	-25.5%	0	1	--
\$700,000 to \$999,999	14	7	-50.0%	0	0	--
\$1,000,000 to \$1,999,999	7	4	-42.9%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	216	152	-29.6%	27	30	+11.1%

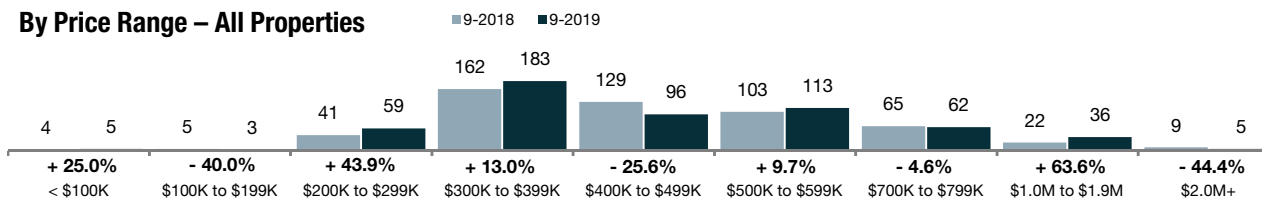
Year to Date

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	7	5	-28.6%	8	4	-50.0%
\$200,000 to \$299,999	170	101	-40.6%	145	118	-18.6%
\$300,000 to \$399,999	684	682	-0.3%	126	135	+7.1%
\$400,000 to \$499,999	374	397	+6.1%	29	39	+34.5%
\$500,000 to \$699,999	287	291	+1.4%	0	2	--
\$700,000 to \$999,999	90	109	+21.1%	1	0	-100.0%
\$1,000,000 to \$1,999,999	15	31	+106.7%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	1,628	1,618	-0.6%	309	298	-3.6%

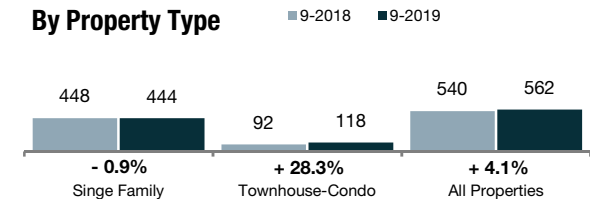
Inventory of Active Listings

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

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$99,999 and Below	4	5	+25.0%	0	0	--
\$100,000 to \$199,999	3	1	-66.7%	2	2	0.0%
\$200,000 to \$299,999	17	24	+41.2%	24	35	+45.8%
\$300,000 to \$399,999	113	120	+6.2%	49	63	+28.6%
\$400,000 to \$499,999	114	85	-25.4%	15	11	-26.7%
\$500,000 to \$699,999	101	106	+5.0%	2	7	+250.0%
\$700,000 to \$999,999	65	62	-4.6%	0	0	--
\$1,000,000 to \$1,999,999	22	36	+63.6%	0	0	--
\$2,000,000 and Above	9	5	-44.4%	0	0	--
All Price Ranges	448	444	-0.9%	92	118	+28.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$99,999 and Below	5	5	0.0%	0	0	--
\$100,000 to \$199,999	1	1	0.0%	3	2	-33.3%
\$200,000 to \$299,999	38	24	-36.8%	37	35	-5.4%
\$300,000 to \$399,999	141	120	-14.9%	66	63	-4.5%
\$400,000 to \$499,999	93	85	-8.6%	13	11	-15.4%
\$500,000 to \$699,999	111	106	-4.5%	7	7	0.0%
\$700,000 to \$999,999	69	62	-10.1%	0	0	--
\$1,000,000 to \$1,999,999	37	36	-2.7%	0	0	--
\$2,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	500	444	-11.2%	126	118	-6.3%

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®



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.