Monthly Indicators

February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 4.5 percent for single family homes and 45.9 percent for townhouse-condo properties. Pending Sales landed at 467 for single family homes and 158 for townhouse-condo properties.

The Median Sales Price was up 0.4 percent to $411,673 for single family homes but decreased 2.2 percent to $305,000 for townhouse-condo properties. Days on Market decreased 3.7 percent for single family homes but increased 13.3 percent for townhouse-condo properties.

The recently released January ShowingTime Showing Index® saw a 20.2 percent year-over-year increase in showing traffic nationwide. All regions of the country were up double digits from the year before, with the Midwest Region up 15.7 percent and the West Region up 34.1 percent. As showing activity is a leading indicator for future home sales, the 2020 housing market is off to a strong start, though it will be important to watch the spread of COVID-19 and its potential impacts to the overall economy in the coming months.

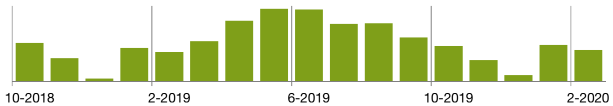
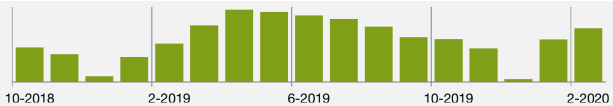
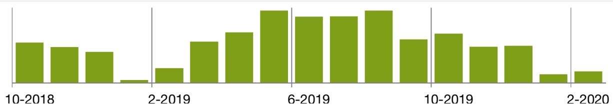
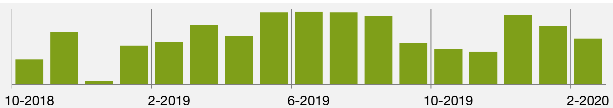
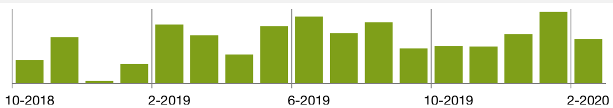
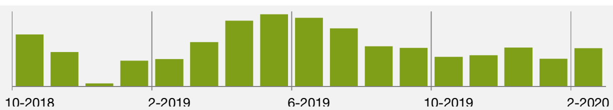
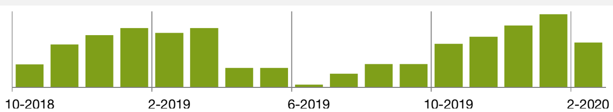
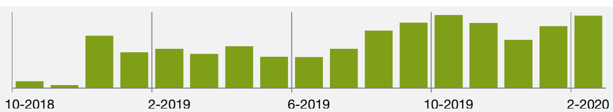
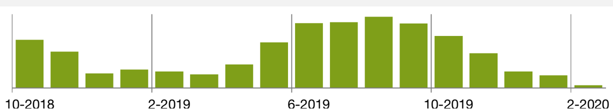
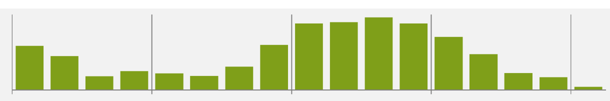
Activity Snapshot

+ 7.9%	+ 0.5%	+ 5.7%
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 Larimer County composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

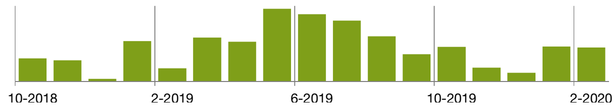
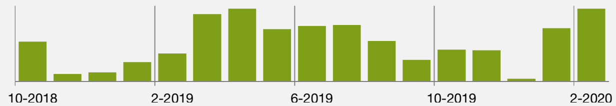
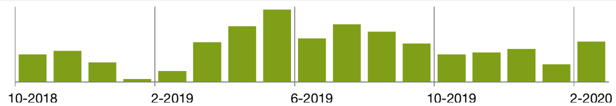
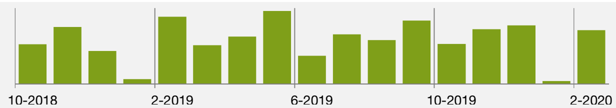
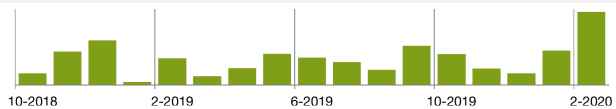
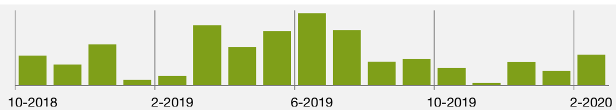
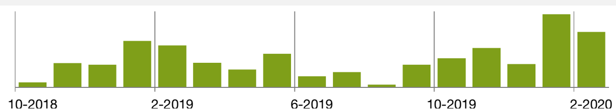
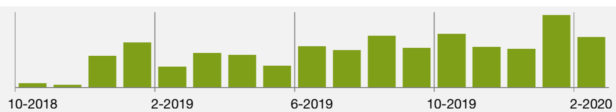
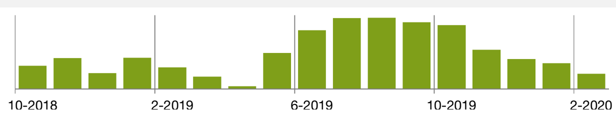
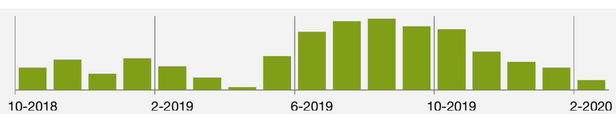
Single Family Market Overview

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

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		440	**460**	+ 4.5%	923	**969**	+ 5.0%
Pending / Under Contract		397	**467**	+ 17.6%	733	**883**	+ 20.5%
Sold Listings		292	**277**	- 5.1%	528	**540**	+ 2.3%
Median Sales Price		$410,000	**$411,673**	+ 0.4%	$410,000	**$413,500**	+ 0.9%
Average Sales Price		$473,063	**$464,851**	- 1.7%	$463,088	**$472,365**	+ 2.0%
Pct. of List Price Received		98.7%	**98.9%**	+ 0.2%	98.7%	**98.8%**	+ 0.1%
Days on Market		81	**78**	- 3.7%	82	**83**	+ 1.2%
Affordability Index		84	**92**	+ 9.5%	84	**92**	+ 9.5%
Active Listings		821	**705**	- 14.1%	--	**--**	--
Months Supply		1.9	**1.6**	- 15.8%	--	**--**	--

Townhouse/Condo Market Overview

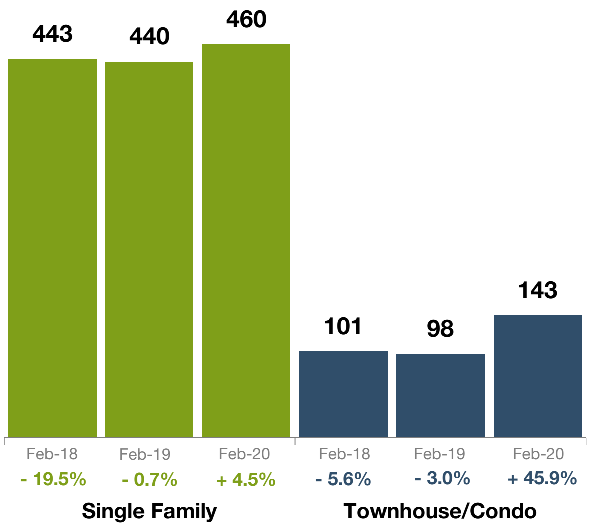
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		98	**143**	+ 45.9%	255	**288**	+ 12.9%
Pending / Under Contract		101	**158**	+ 56.4%	191	**291**	+ 52.4%
Sold Listings		74	**118**	+ 59.5%	136	**202**	+ 48.5%
Median Sales Price		$312,000	**$305,000**	- 2.2%	$299,500	**$300,000**	+ 0.2%
Average Sales Price		$321,210	**$346,435**	+ 7.9%	$315,346	**$337,663**	+ 7.1%
Pct. of List Price Received		98.7%	**99.2%**	+ 0.5%	98.7%	**99.0%**	+ 0.3%
Days on Market		113	**128**	+ 13.3%	115	**136**	+ 18.3%
Affordability Index		111	**124**	+ 11.7%	116	**126**	+ 8.6%
Active Listings		274	**259**	- 5.5%	--	**--**	--
Months Supply		2.5	**2.1**	- 16.0%	--	**--**	--

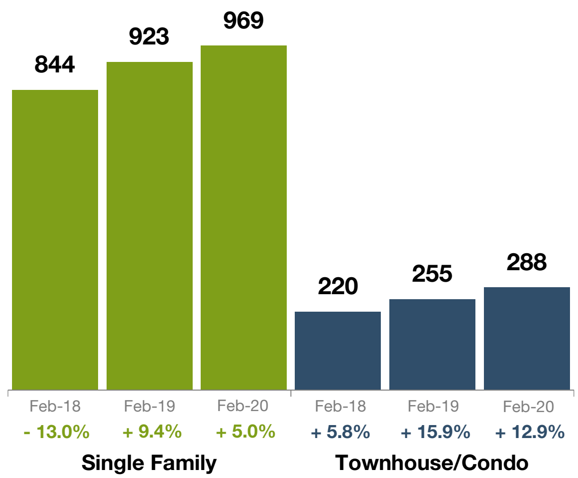
New Listings

Estes Valley Board of REALTORS

February

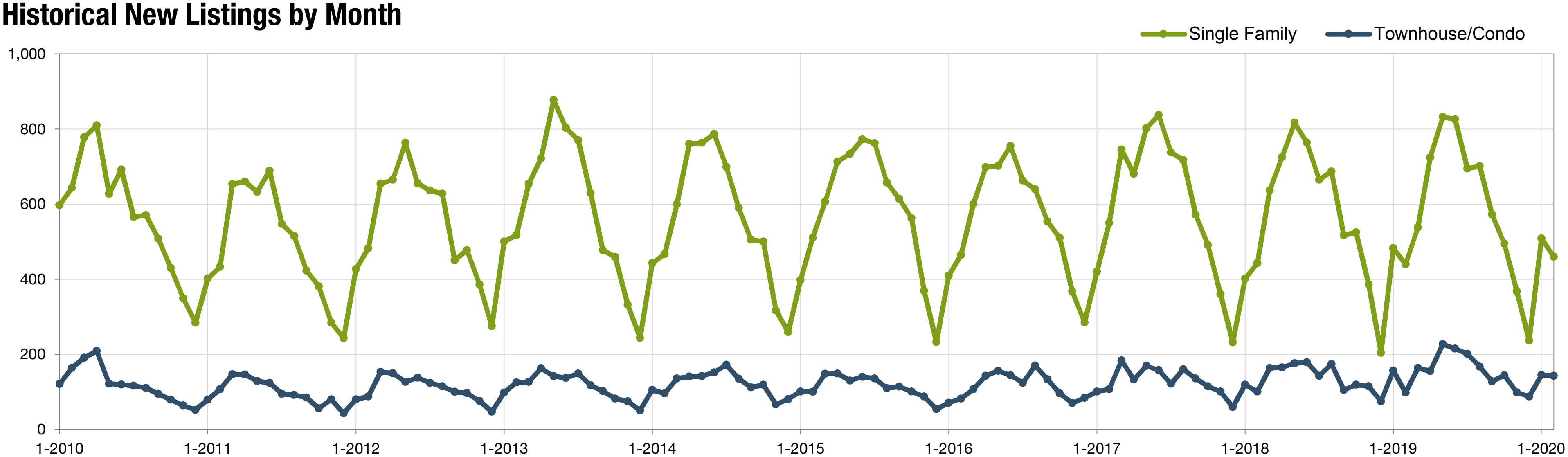


Year to Date



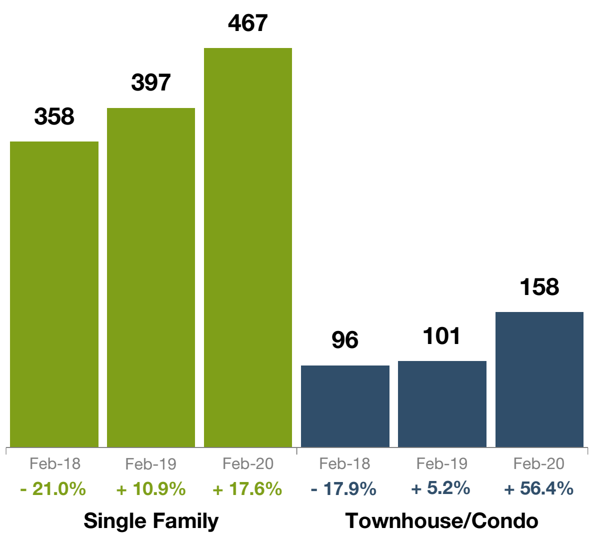
New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	538	-15.5%	164	0.0%
Apr-2019	724	-0.1%	155	-6.1%
May-2019	832	+1.8%	227	+29.0%
Jun-2019	826	+8.1%	215	+20.1%
Jul-2019	695	+4.5%	201	+40.6%
Aug-2019	701	+2.0%	167	-4.0%
Sep-2019	573	+10.8%	128	+21.9%
Oct-2019	495	-5.7%	144	+21.0%
Nov-2019	368	-4.7%	99	-13.9%
Dec-2019	237	+16.2%	88	+17.3%
Jan-2020	509	+5.4%	145	-7.6%
Feb-2020	**460**	**+4.5%**	**143**	**+45.9%**

Historical New Listings by Month

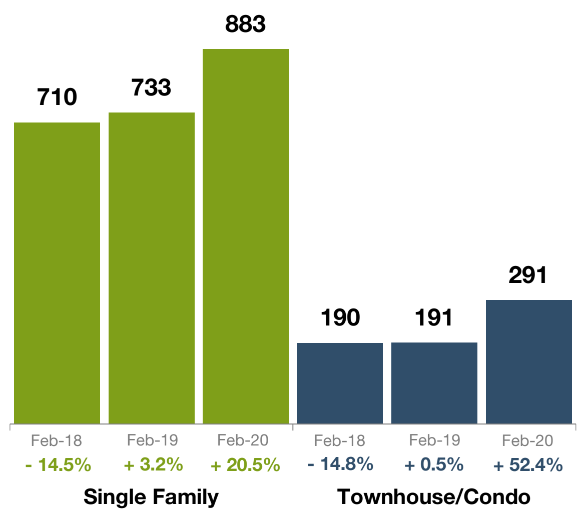


Pending / Under Contract

February

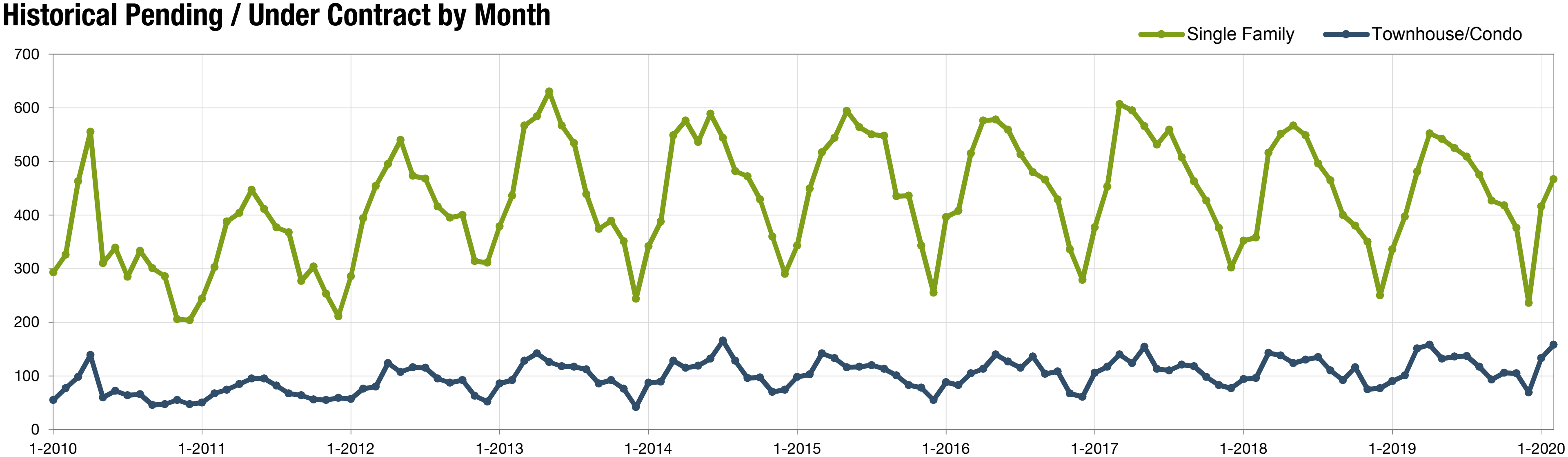


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	481	-6.8%	151	+5.6%
Apr-2019	552	+0.2%	158	+14.5%
May-2019	542	-4.4%	132	+6.5%
Jun-2019	525	-4.4%	136	+4.6%
Jul-2019	509	+2.6%	137	+1.5%
Aug-2019	475	+2.2%	117	+6.4%
Sep-2019	427	+6.7%	93	+1.1%
Oct-2019	418	+10.0%	106	-8.6%
Nov-2019	376	+7.4%	105	+40.0%
Dec-2019	236	-5.6%	69	-10.4%
Jan-2020	416	+23.8%	133	+47.8%
Feb-2020	**467**	**+17.6%**	**158**	**+56.4%**

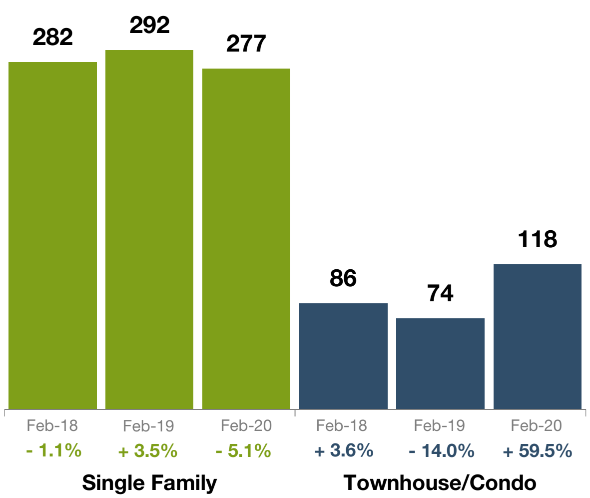
Historical Pending / Under Contract by Month



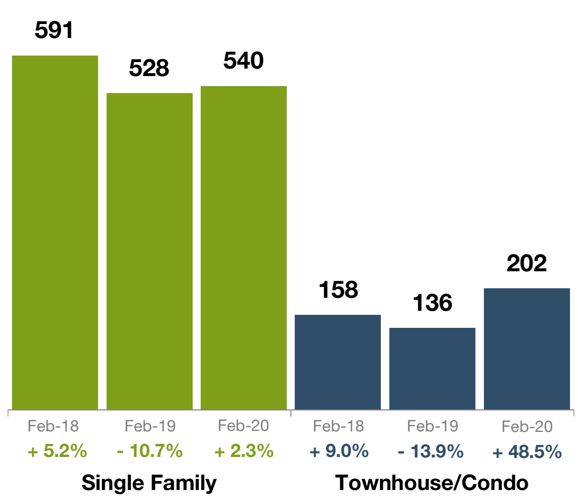
Sold Listings

Estes Valley Board of REALTORS

February

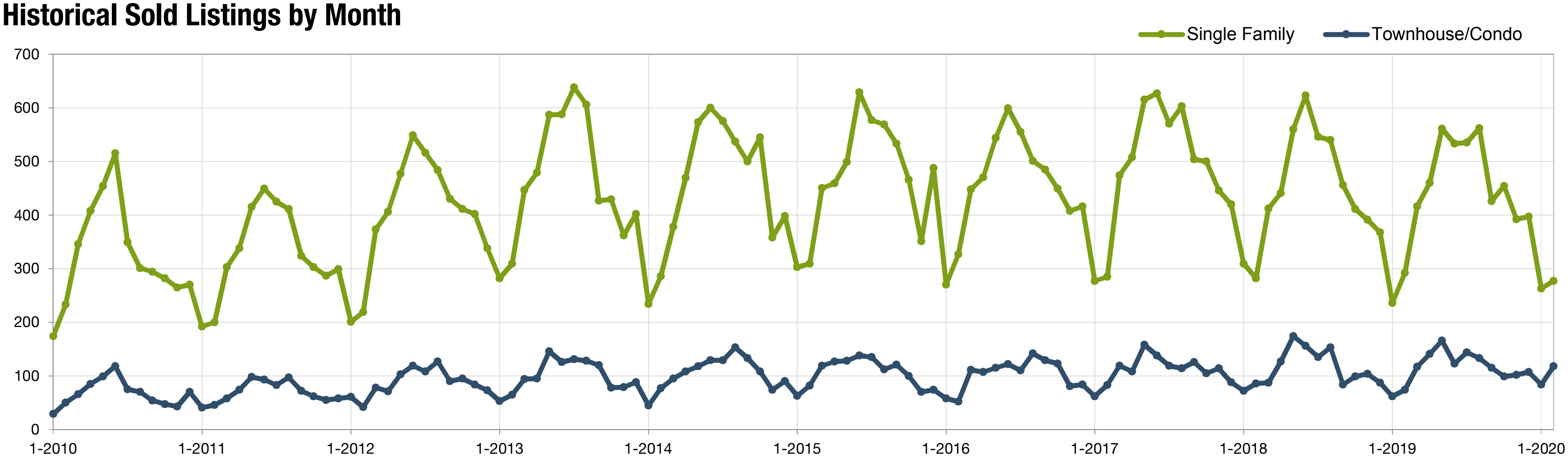


Year to Date



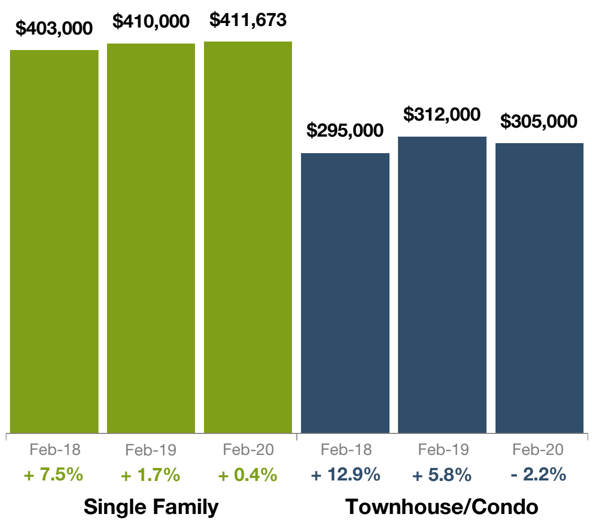
Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	416	+1.0%	117	+34.5%
Apr-2019	460	+4.3%	141	+11.0%
May-2019	561	+0.2%	166	-4.6%
Jun-2019	533	-14.4%	123	-21.2%
Jul-2019	535	-2.0%	144	+6.7%
Aug-2019	562	+4.1%	133	-13.1%
Sep-2019	426	-6.6%	115	+36.9%
Oct-2019	454	+10.5%	99	0.0%
Nov-2019	392	+0.3%	102	-1.9%
Dec-2019	397	+7.9%	107	+23.0%
Jan-2020	263	+11.4%	84	+35.5%
Feb-2020	**277**	**-5.1%**	**118**	**+59.5%**

Historical Sold Listings by Month

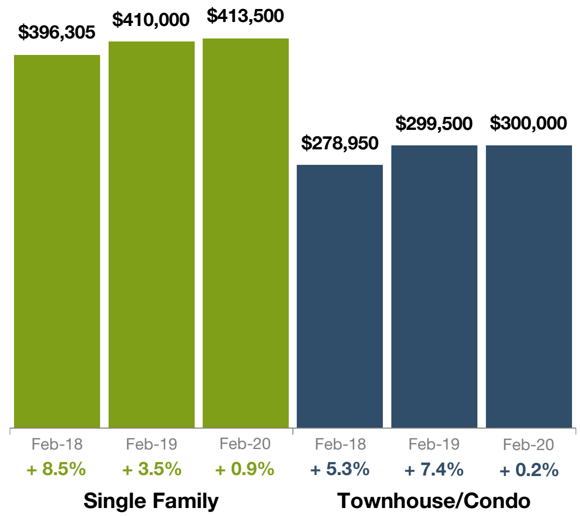


Median Sales Price

February

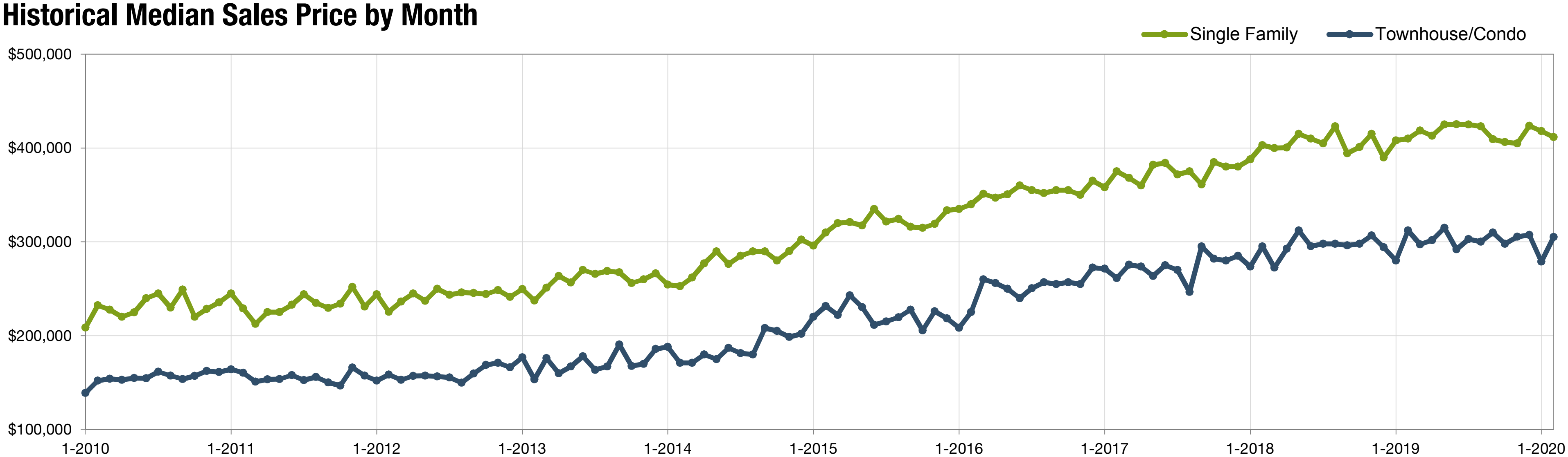


Year to Date



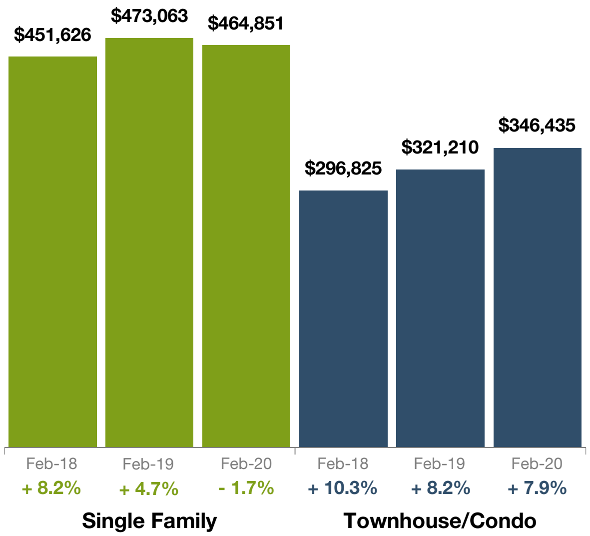
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	$418,550	+4.6%	$297,300	+9.1%
Apr-2019	$412,900	+3.1%	$301,770	+3.2%
May-2019	$425,000	+2.4%	$314,961	+0.9%
Jun-2019	$425,425	+3.8%	$292,000	-1.2%
Jul-2019	$425,000	+4.9%	$302,853	+1.6%
Aug-2019	$423,098	-0.0%	$300,000	+0.7%
Sep-2019	$409,500	+3.9%	$310,000	+4.6%
Oct-2019	$406,250	+1.3%	$298,000	+0.1%
Nov-2019	$405,000	-2.4%	$305,500	-0.4%
Dec-2019	$423,500	+8.6%	$307,500	+4.4%
Jan-2020	$418,000	+2.4%	$279,000	-0.4%
Feb-2020	**$411,673**	**+0.4%**	**$305,000**	**-2.2%**

Historical Median Sales Price by Month

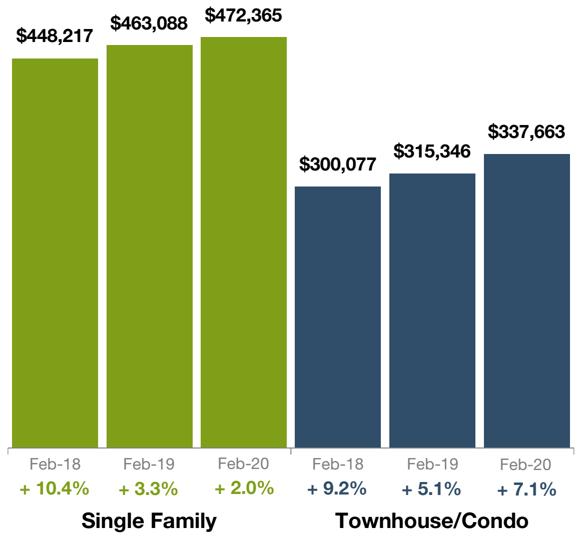


Average Sales Price

February

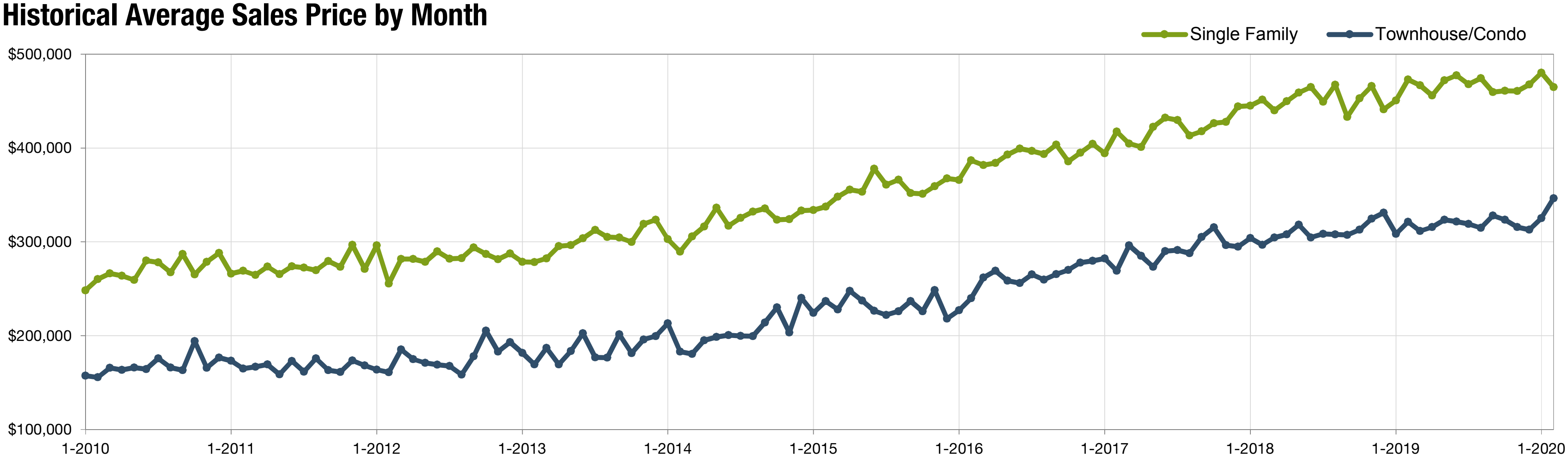


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	$466,823	+6.1%	$311,462	+2.2%
Apr-2019	$456,038	+1.4%	$315,743	+2.6%
May-2019	$472,020	+2.8%	$323,570	+1.7%
Jun-2019	$477,561	+2.7%	$321,585	+5.6%
Jul-2019	$468,072	+4.2%	$319,071	+3.4%
Aug-2019	$474,282	+1.5%	$314,918	+2.3%
Sep-2019	$459,574	+6.1%	$327,869	+6.7%
Oct-2019	$460,951	+1.8%	$323,427	+3.3%
Nov-2019	$460,574	-1.1%	$315,596	-2.8%
Dec-2019	$467,613	+6.0%	$312,934	-5.4%
Jan-2020	$480,251	+6.5%	$325,341	+5.5%
Feb-2020	**$464,851**	**-1.7%**	**$346,435**	**+7.9%**

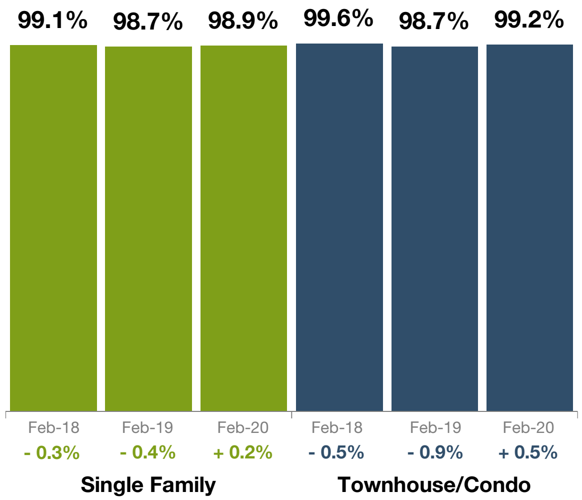
Historical Average Sales Price by Month



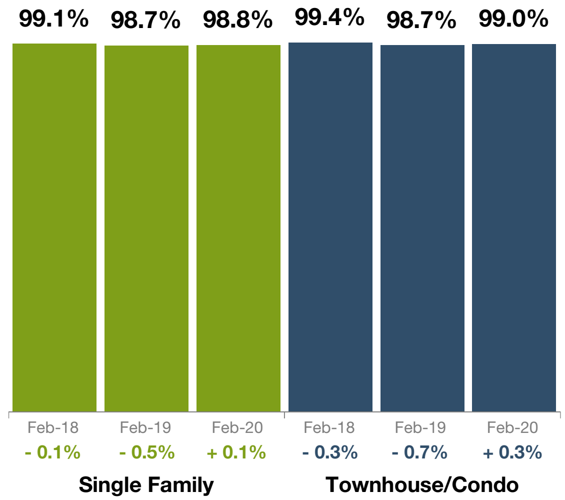
Percent of List Price Received

ESTES VALLEY Board of REALTORS

February

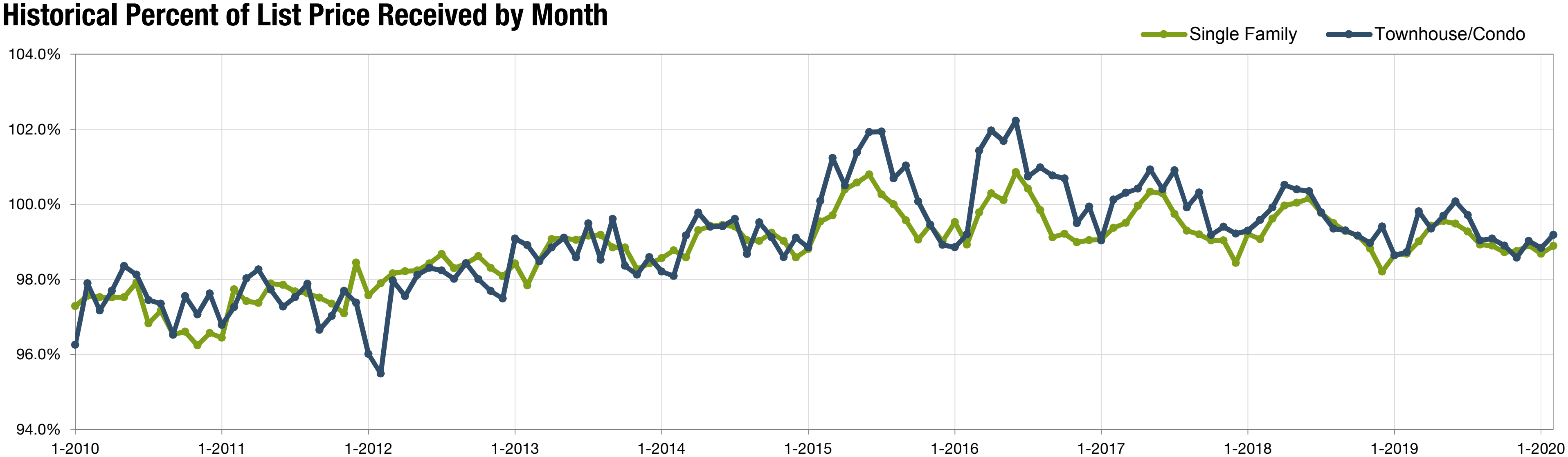


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	99.0%	-0.6%	99.8%	-0.1%
Apr-2019	99.4%	-0.6%	99.3%	-1.2%
May-2019	99.6%	-0.4%	99.7%	-0.7%
Jun-2019	99.5%	-0.7%	100.1%	-0.3%
Jul-2019	99.3%	-0.5%	99.7%	-0.1%
Aug-2019	98.9%	-0.6%	99.0%	-0.3%
Sep-2019	98.9%	-0.4%	99.1%	-0.2%
Oct-2019	98.7%	-0.5%	98.9%	-0.3%
Nov-2019	98.8%	0.0%	98.6%	-0.4%
Dec-2019	98.9%	+0.7%	99.0%	-0.4%
Jan-2020	98.7%	+0.1%	98.8%	+0.2%
Feb-2020	**98.9%**	**+0.2%**	**99.2%**	**+0.5%**

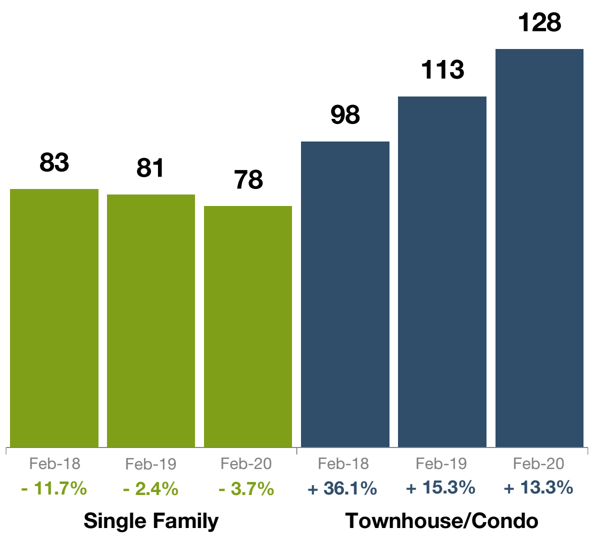
Historical Percent of List Price Received by Month



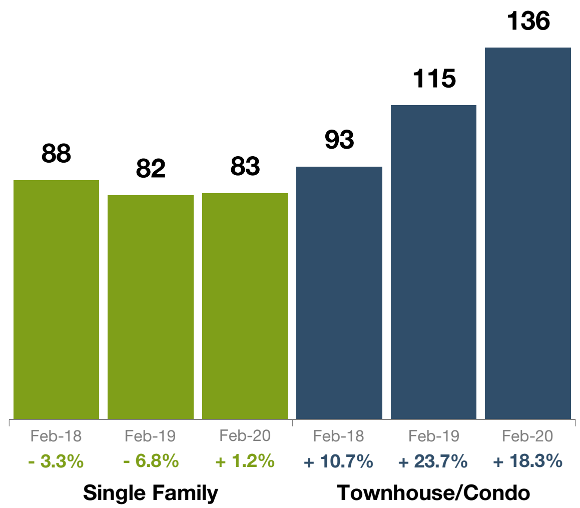
Days on Market Until Sale

Estes Valley Board of REALTORS

February

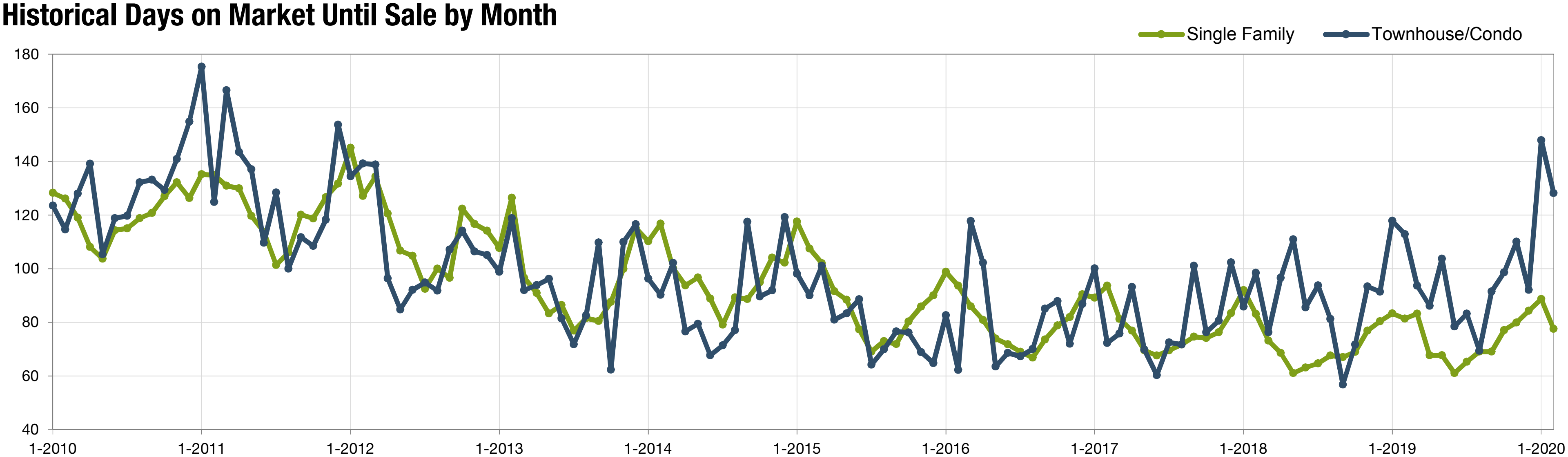


Year to Date



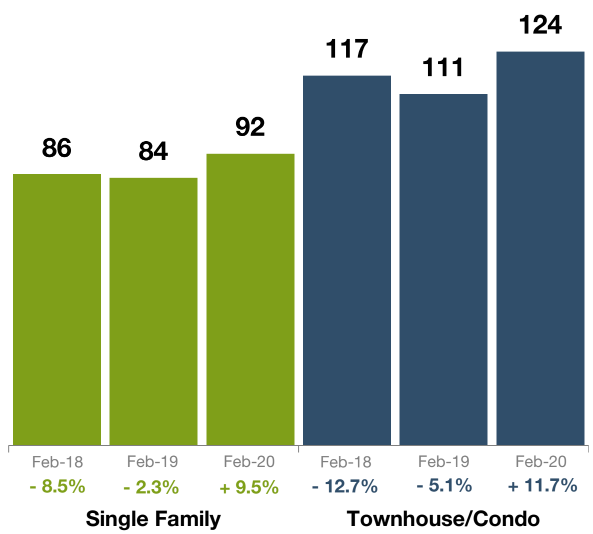
Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	83	+13.7%	94	+23.7%
Apr-2019	68	-1.4%	86	-11.3%
May-2019	68	+11.5%	104	-6.3%
Jun-2019	61	-3.2%	78	-9.3%
Jul-2019	65	0.0%	83	-11.7%
Aug-2019	69	+1.5%	69	-14.8%
Sep-2019	69	+3.0%	91	+59.6%
Oct-2019	77	+11.6%	99	+37.5%
Nov-2019	80	+3.9%	110	+18.3%
Dec-2019	84	+5.0%	92	+1.1%
Jan-2020	89	+7.2%	148	+25.4%
Feb-2020	**78**	**-3.7%**	**128**	**+13.3%**

Historical Days on Market Until Sale by Month

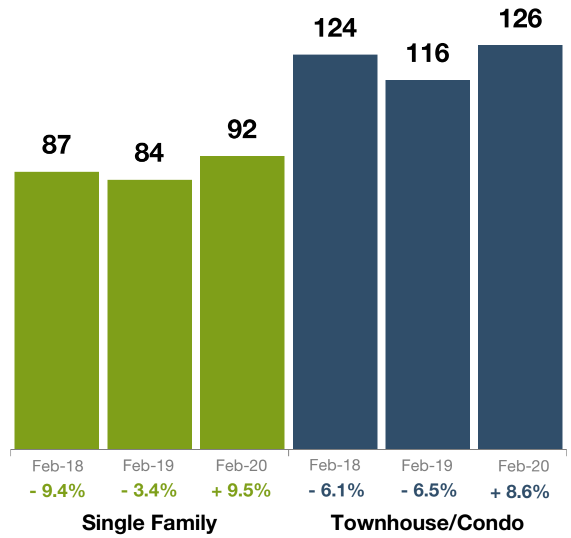


Housing Affordability Index

February

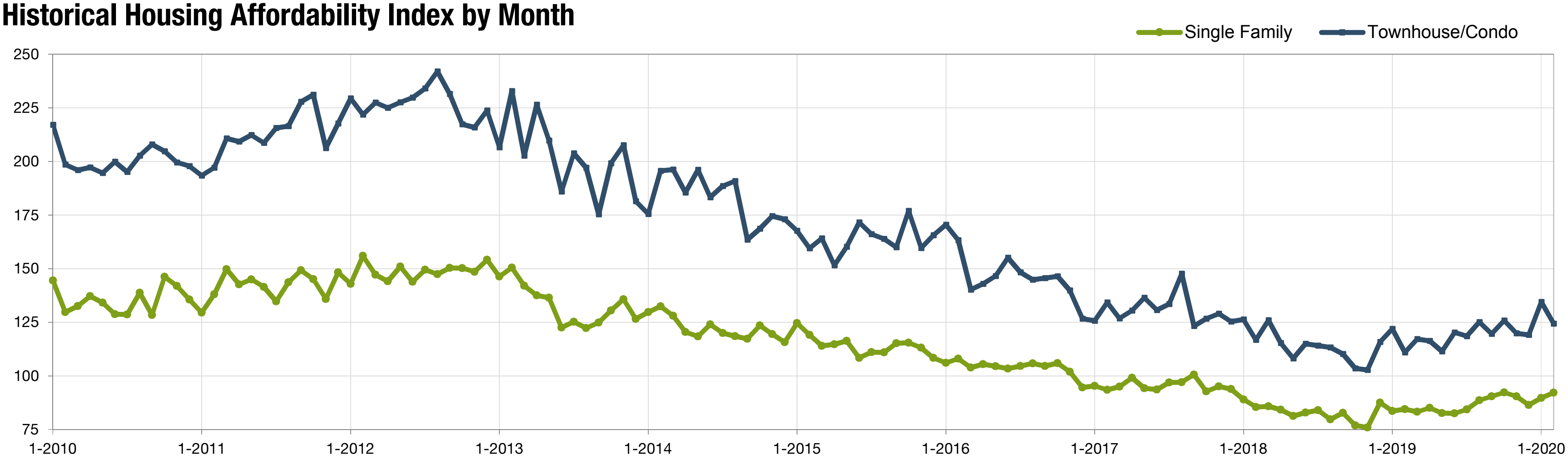


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	83	-3.5%	117	-7.1%
Apr-2019	85	+1.2%	116	+0.9%
May-2019	83	+2.5%	111	+2.8%
Jun-2019	83	0.0%	120	+4.3%
Jul-2019	84	0.0%	118	+3.5%
Aug-2019	89	+11.3%	125	+10.6%
Sep-2019	91	+9.6%	120	+9.1%
Oct-2019	92	+19.5%	126	+21.2%
Nov-2019	90	+18.4%	120	+16.5%
Dec-2019	87	0.0%	119	+2.6%
Jan-2020	90	+7.1%	134	+9.8%
Feb-2020	**92**	**+9.5%**	**124**	**+11.7%**

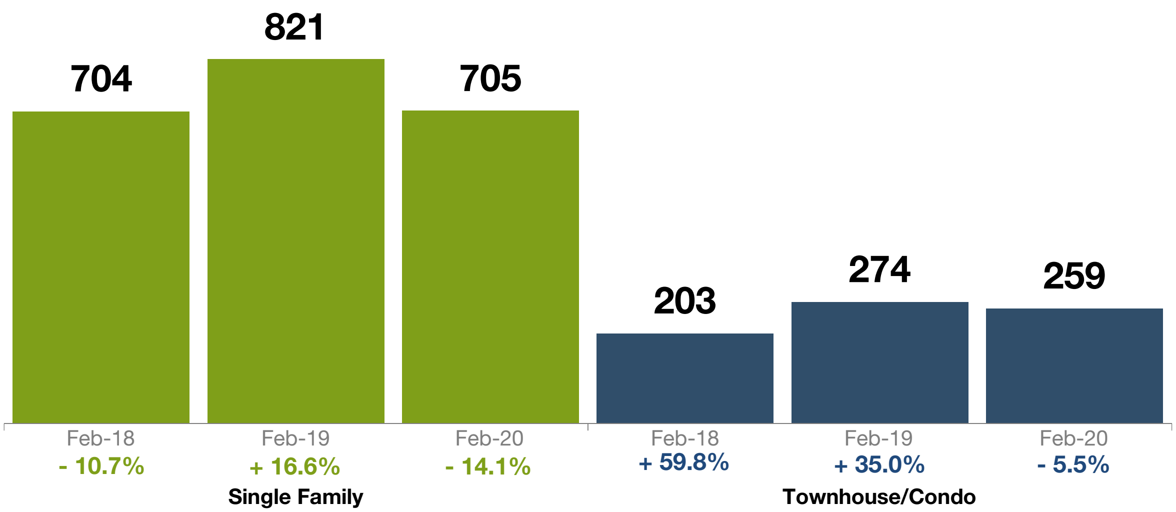
Historical Housing Affordability Index by Month



Inventory of Active Listings

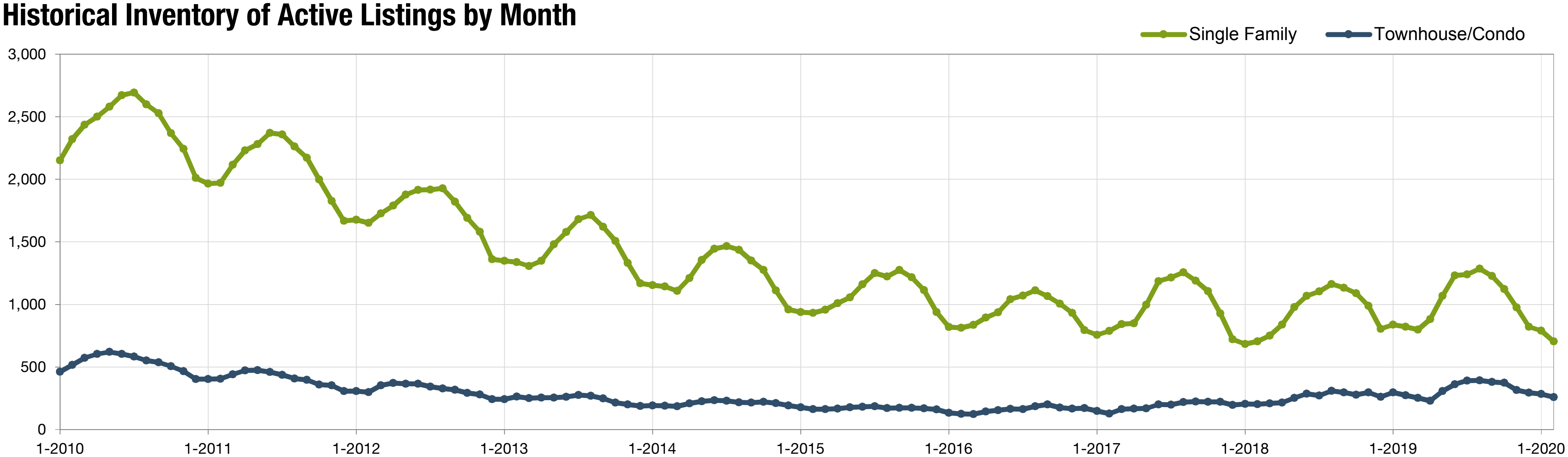
Estes Valley Board of REALTORS

February



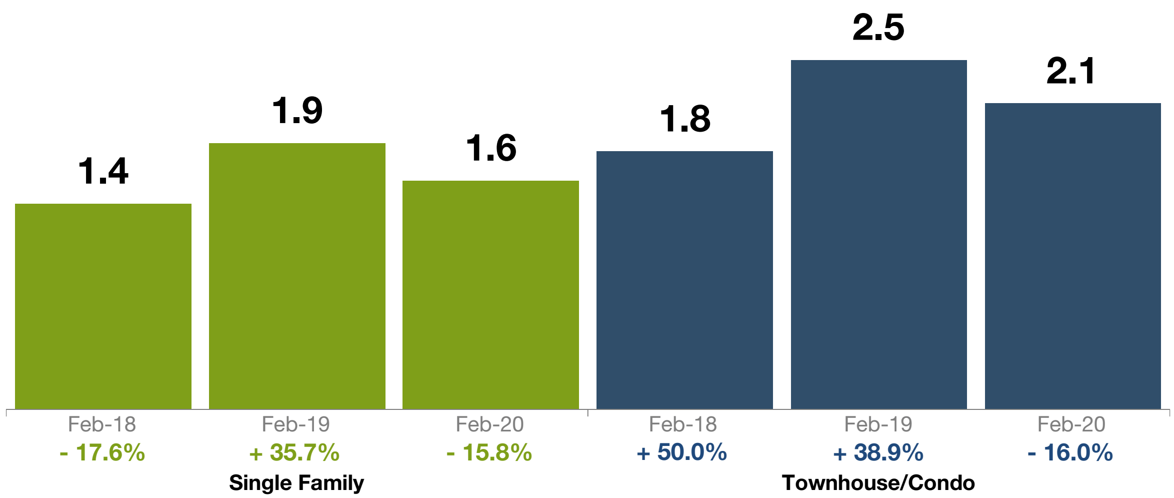
Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	799	+6.4%	252	+21.2%
Apr-2019	883	+5.2%	229	+6.5%
May-2019	1,068	+9.2%	308	+21.7%
Jun-2019	1,231	+15.2%	362	+26.1%
Jul-2019	1,239	+12.3%	391	+43.8%
Aug-2019	1,286	+10.7%	392	+26.5%
Sep-2019	1,227	+8.4%	381	+28.7%
Oct-2019	1,122	+2.9%	374	+34.5%
Nov-2019	977	-1.2%	316	+6.8%
Dec-2019	822	+2.1%	294	+13.1%
Jan-2020	791	-5.7%	284	-4.4%
Feb-2020	**705**	**-14.1%**	**259**	**-5.5%**

Historical Inventory of Active Listings by Month



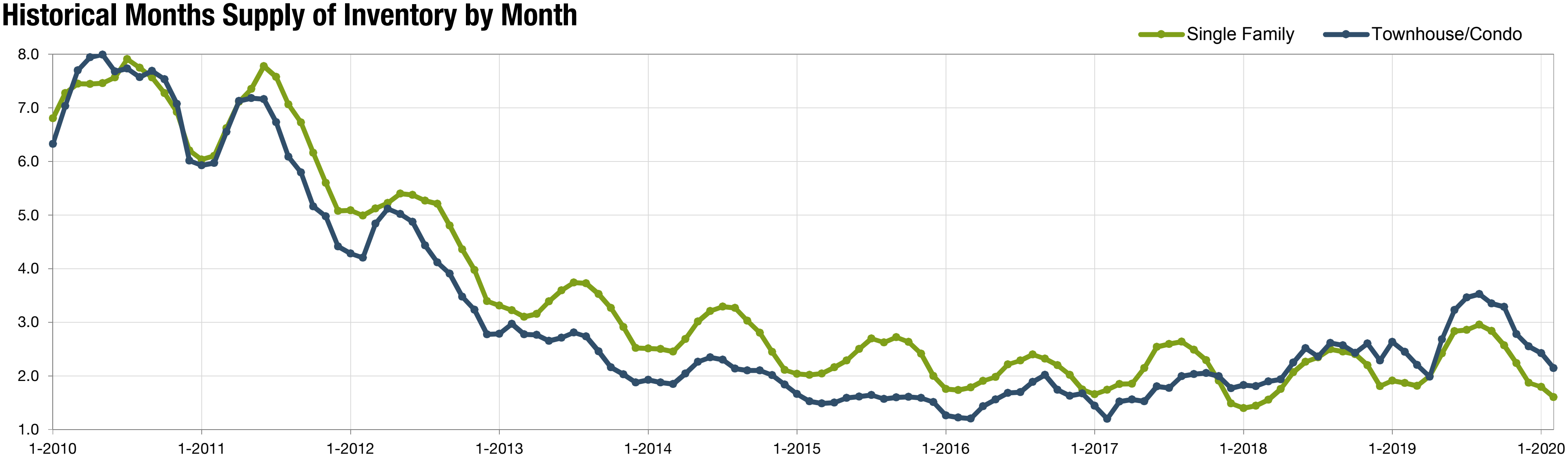
Months Supply of Inventory

February



Months Supply	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1.8	+12.5%	2.2	+15.8%
Apr-2019	2.0	+11.1%	2.0	+5.3%
May-2019	2.4	+14.3%	2.7	+22.7%
Jun-2019	2.8	+21.7%	3.2	+28.0%
Jul-2019	2.9	+26.1%	3.5	+45.8%
Aug-2019	3.0	+20.0%	3.5	+34.6%
Sep-2019	2.8	+12.0%	3.3	+26.9%
Oct-2019	2.6	+8.3%	3.3	+37.5%
Nov-2019	2.2	0.0%	2.8	+7.7%
Dec-2019	1.9	+5.6%	2.6	+13.0%
Jan-2020	1.8	-5.3%	2.4	-7.7%
Feb-2020	**1.6**	**-15.8%**	**2.1**	**-16.0%**

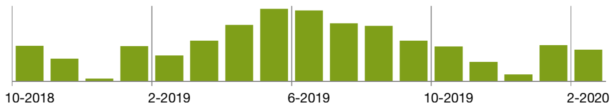
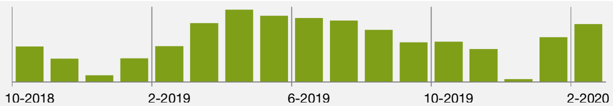
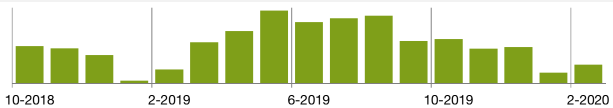
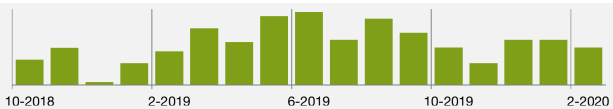
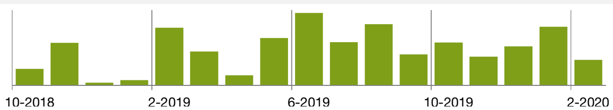
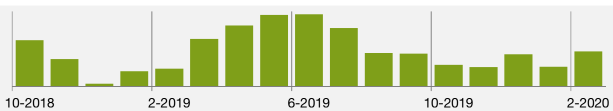
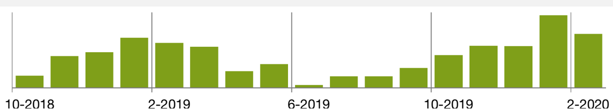
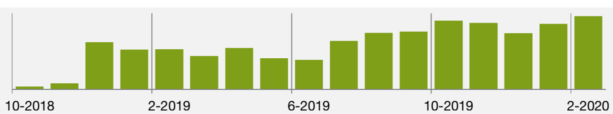
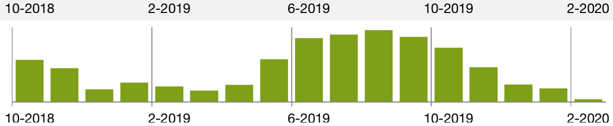
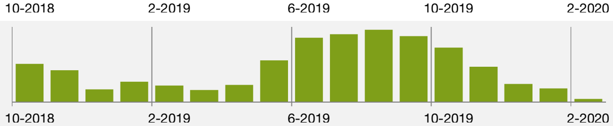
Historical Months Supply of Inventory by Month



Total Market Overview

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

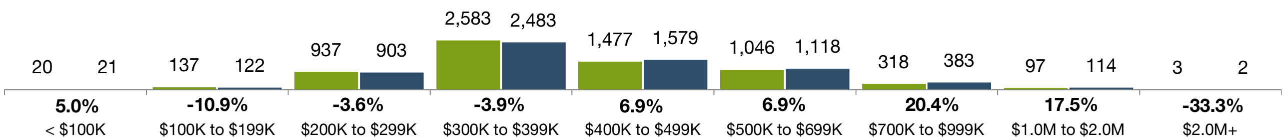
Estes Valley Board of REALTORS

Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		538	**603**	+ 12.1%	1,178	**1,257**	+ 6.7%
Pending / Under Contract		498	**625**	+ 25.5%	924	**1,174**	+ 27.1%
Sold Listings		366	**395**	+ 7.9%	664	**742**	+ 11.7%
Median Sales Price		$385,000	**$386,750**	+ 0.5%	$384,956	**$389,460**	+ 1.2%
Average Sales Price		$442,361	**$429,387**	- 2.9%	$432,828	**$435,645**	+ 0.7%
Pct. of List Price Received		98.7%	**99.0%**	+ 0.3%	98.7%	**98.9%**	+ 0.2%
Days on Market		88	**93**	+ 5.7%	89	**98**	+ 10.1%
Affordability Index		90	**98**	+ 8.9%	90	**97**	+ 7.8%
Active Listings		1,095	**964**	- 12.0%	--	**--**	--
Months Supply		2.0	**1.7**	- 15.0%	--	**--**	--

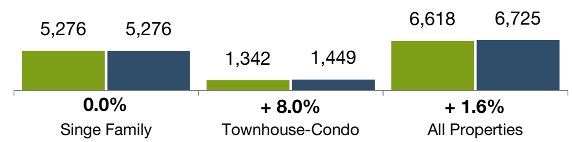
Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months



By Property Type

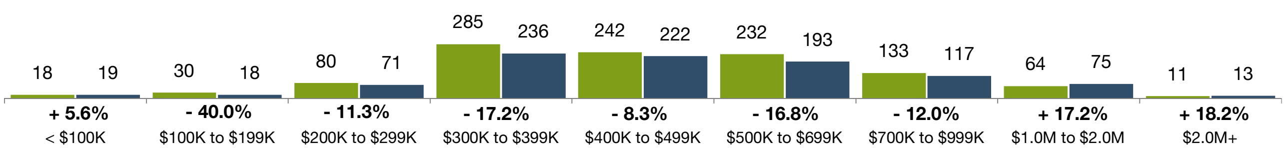


	Rolling 12 Months						Compared to Prior Month						Year to Date					
	Single Family			Condo			Single Family			Condo			Single Family			Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change	2-2019	2-2020	Change	2-2019	2-2020	Change
$99,999 and Below	7	15	+ 114.3%	13	6	- 53.8%	0	1	--	0	0	--	0	1	--	0	0	--
$100,000 to $199,999	61	60	- 1.6%	76	62	- 18.4%	5	2	- 60.0%	7	6	- 14.3%	6	7	+ 16.7%	9	13	+ 44.4%
$200,000 to $299,999	347	275	- 20.7%	590	628	+ 6.4%	10	13	+ 30.0%	41	45	+ 9.8%	33	23	- 30.3%	59	86	+ 45.8%
$300,000 to $399,999	2,083	1,950	- 6.4%	500	533	+ 6.6%	101	104	+ 3.0%	22	45	+ 104.5%	208	205	- 1.4%	53	67	+ 26.4%
$400,000 to $499,999	1,371	1,435	+ 4.7%	106	144	+ 35.8%	63	80	+ 27.0%	5	6	+ 20.0%	142	143	+ 0.7%	8	11	+ 37.5%
$500,000 to $699,999	1,002	1,057	+ 5.5%	44	61	+ 38.6%	57	53	- 7.0%	6	13	+ 116.7%	94	110	+ 17.0%	6	19	+ 216.7%
$700,000 to $999,999	310	372	+ 20.0%	8	11	+ 37.5%	18	20	+ 11.1%	2	3	+ 50.0%	33	38	+ 15.2%	1	5	+ 400.0%
$1,000,000 to $1,999,999	92	110	+ 19.6%	5	4	- 20.0%	9	4	- 55.6%	1	0	- 100.0%	11	13	+ 18.2%	0	1	--
$2,000,000 and Above	3	2	- 33.3%	0	0	--	0	0	--	0	0	--	1	0	- 100.0%	0	0	--
All Price Ranges	**5,276**	**5,276**	**0.0%**	**1,342**	**1,449**	**+ 8.0%**	**263**	**277**	**+ 5.3%**	**84**	**118**	**+ 40.5%**	**528**	**540**	**+ 2.3%**	**136**	**202**	**+ 48.5%**

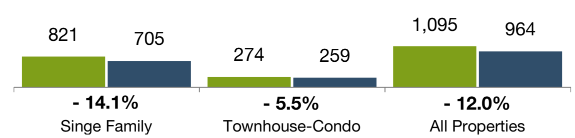
Inventory of Active Listings

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					
	Single Family			Condo			Single Family			Condo		
By Price Range	2-2019	2-2020	Change	2-2019	2-2020	Change	1-2020	2-2020	Change	1-2020	2-2020	Change
$99,999 and Below	11	12	+ 9.1%	7	7	0.0%	12	12	0.0%	10	7	- 30.0%
$100,000 to $199,999	20	11	- 45.0%	10	7	- 30.0%	15	11	- 26.7%	9	7	- 22.2%
$200,000 to $299,999	35	23	- 34.3%	45	48	+ 6.7%	25	23	- 8.0%	57	48	- 15.8%
$300,000 to $399,999	160	120	- 25.0%	125	116	- 7.2%	173	120	- 30.6%	130	116	- 10.8%
$400,000 to $499,999	205	192	- 6.3%	37	30	- 18.9%	213	192	- 9.9%	29	30	+ 3.4%
$500,000 to $699,999	207	155	- 25.1%	25	38	+ 52.0%	167	155	- 7.2%	35	38	+ 8.6%
$700,000 to $999,999	113	106	- 6.2%	20	11	- 45.0%	93	106	+ 14.0%	12	11	- 8.3%
$1,000,000 to $1,999,999	59	73	+ 23.7%	5	2	- 60.0%	80	73	- 8.8%	2	2	0.0%
$2,000,000 and Above	11	13	+ 18.2%	0	0	--	13	13	0.0%	0	0	--
All Price Ranges	**821**	**705**	**- 14.1%**	**274**	**259**	**- 5.5%**	**791**	**705**	**- 10.9%**	**284**	**259**	**- 8.8%**

Year to Date	
Single Family	Condo

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®

Estes Valley Board 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.