

Monthly Indicators

February 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 23.9 percent for single family homes and 104.8 percent for townhouse-condo properties. Pending Sales landed at 225 for single family homes and 51 for townhouse-condo properties.

The Median Sales Price remained flat for single family homes at \$400,000 but decreased 2.5 percent to \$295,000 for townhouse-condo properties. Days on Market decreased 16.3 percent for single family homes and 23.7 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

+ 2.2%	- 3.3%	- 13.4%
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	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		180	223	+ 23.9%	376	468	+ 24.5%
Pending / Under Contract		161	225	+ 39.8%	295	405	+ 37.3%
Sold Listings		115	102	- 11.3%	222	207	- 6.8%
Median Sales Price		\$400,000	\$400,000	0.0%	\$398,375	\$398,000	- 0.1%
Average Sales Price		\$470,735	\$448,952	- 4.6%	\$459,434	\$456,354	- 0.7%
Pct. of List Price Received		98.8%	98.5%	- 0.3%	98.8%	98.7%	- 0.1%
Days on Market		86	72	- 16.3%	85	72	- 15.3%
Affordability Index		87	95	+ 9.2%	87	95	+ 9.2%
Active Listings		348	308	- 11.5%	--	--	--
Months Supply		2.0	1.8	- 10.0%	--	--	--

Townhouse/Condo Market Overview

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

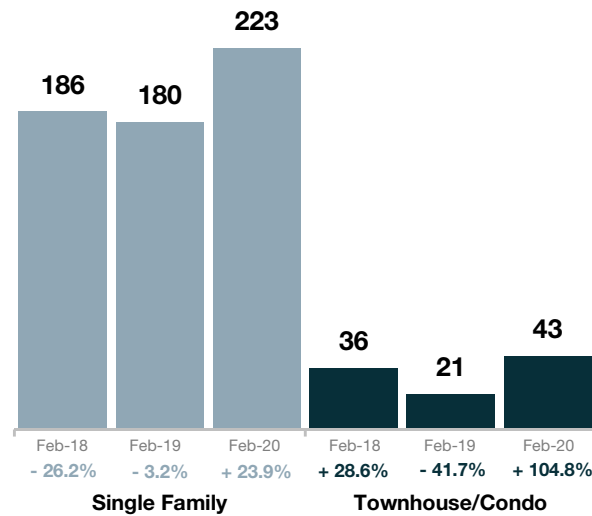


Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		21	43	+ 104.8%	76	83	+ 9.2%
Pending / Under Contract		26	51	+ 96.2%	50	97	+ 94.0%
Sold Listings		20	36	+ 80.0%	29	56	+ 93.1%
Median Sales Price		\$302,500	\$295,000	- 2.5%	\$300,000	\$295,000	- 1.7%
Average Sales Price		\$309,025	\$333,695	+ 8.0%	\$308,150	\$326,718	+ 6.0%
Pct. of List Price Received		99.8%	100.3%	+ 0.5%	99.7%	99.9%	+ 0.2%
Days on Market		156	119	- 23.7%	163	113	- 30.7%
Affordability Index		114	129	+ 13.2%	115	129	+ 12.2%
Active Listings		104	82	- 21.2%	--	--	--
Months Supply		3.4	2.3	- 32.4%	--	--	--

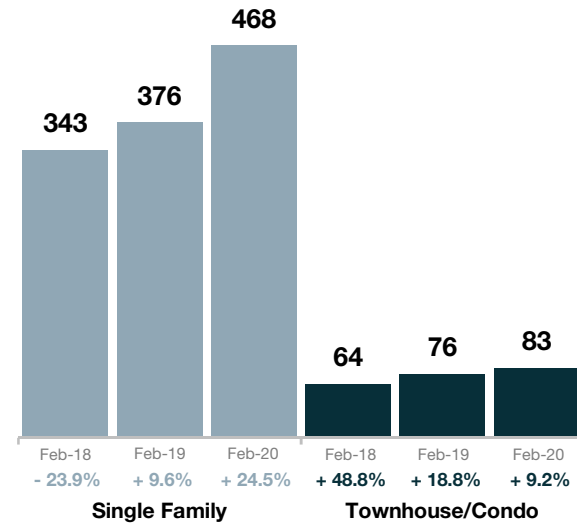
New Listings



February

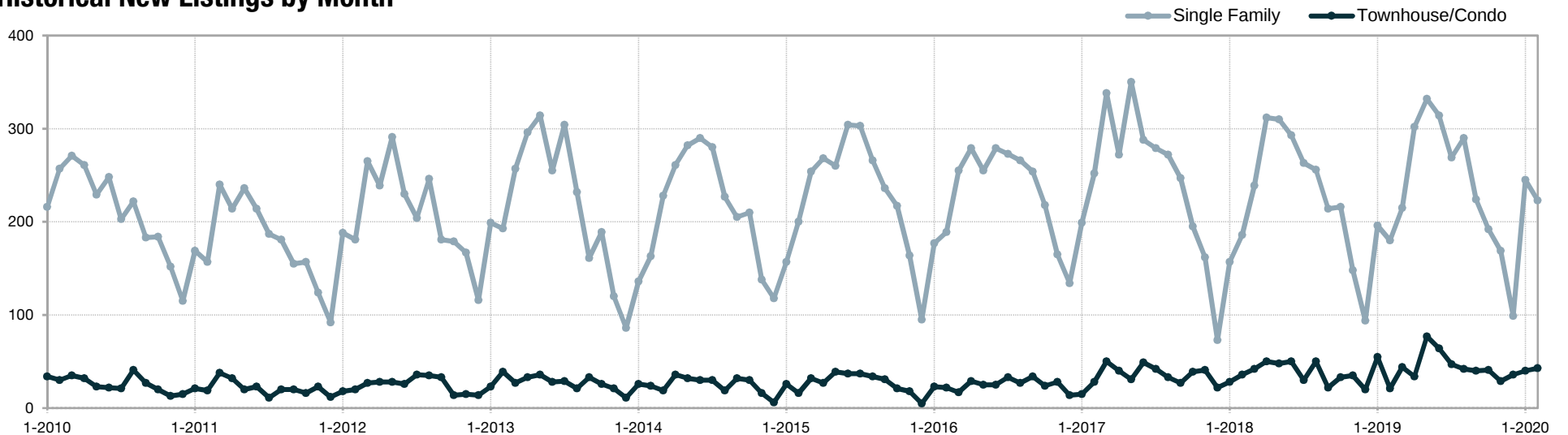


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	215	-10.0%	44	+4.8%
Apr-2019	302	-3.2%	34	-32.0%
May-2019	332	+7.1%	77	+60.4%
Jun-2019	314	+7.2%	64	+28.0%
Jul-2019	269	+2.3%	47	+56.7%
Aug-2019	290	+13.3%	42	-16.0%
Sep-2019	224	+4.7%	40	+81.8%
Oct-2019	192	-11.1%	41	+24.2%
Nov-2019	169	+14.2%	29	-17.1%
Dec-2019	99	+5.3%	36	+80.0%
Jan-2020	245	+25.0%	40	-27.3%
Feb-2020	223	+23.9%	43	+104.8%

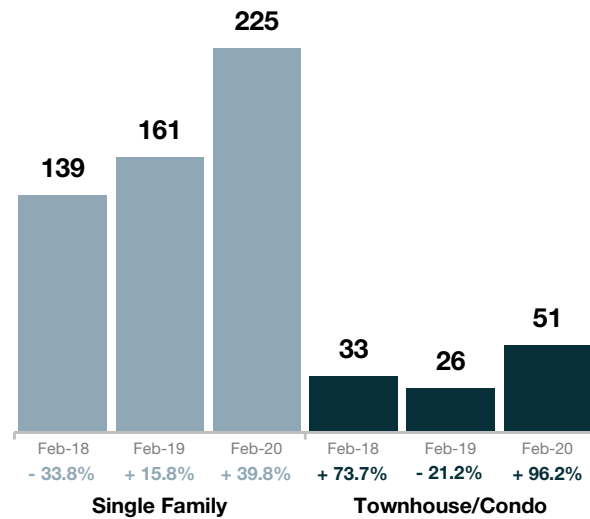
Historical New Listings by Month



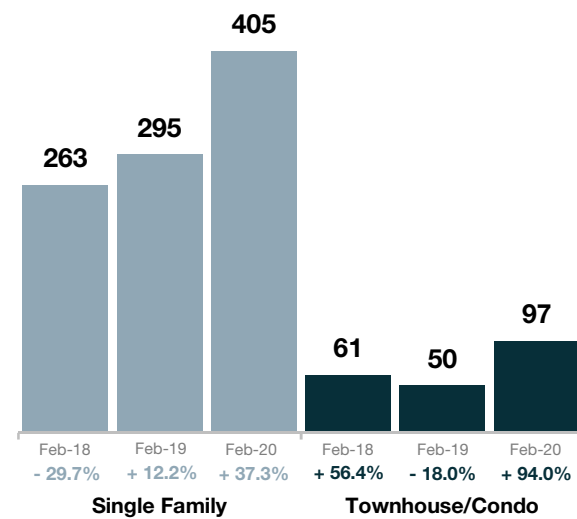
Pending / Under Contract



February

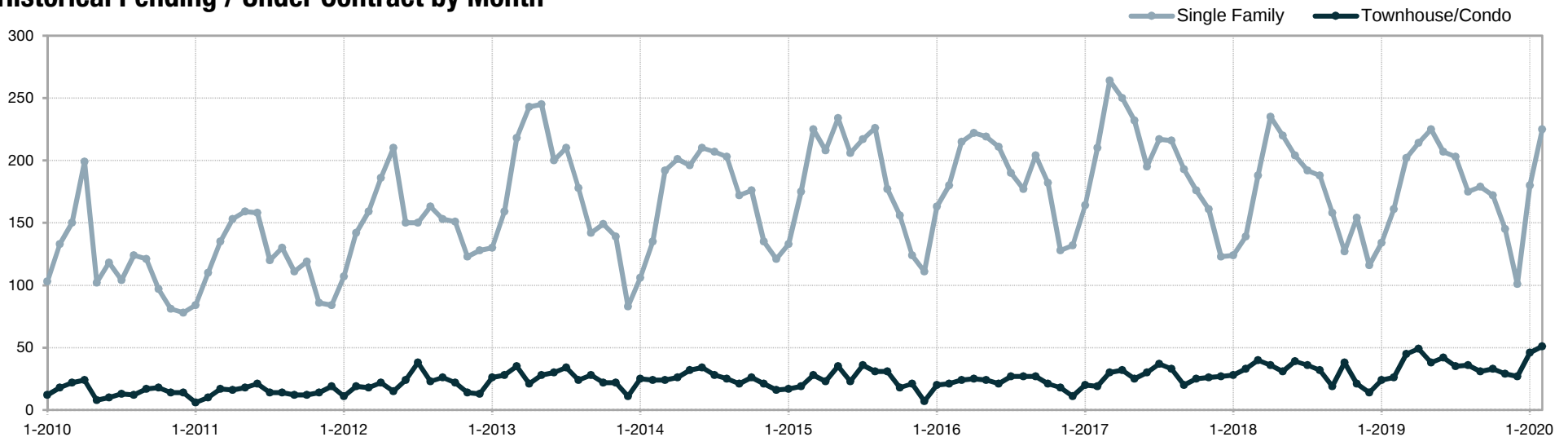


Year to Date



Pending / Under Contract	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	202	+7.4%	45	+12.5%
Apr-2019	214	-8.9%	49	+36.1%
May-2019	225	+2.3%	38	+22.6%
Jun-2019	207	+1.5%	42	+7.7%
Jul-2019	203	+5.7%	35	-2.8%
Aug-2019	175	-6.9%	36	+12.5%
Sep-2019	179	+13.3%	31	+63.2%
Oct-2019	172	+35.4%	33	-13.2%
Nov-2019	145	-5.8%	29	+38.1%
Dec-2019	101	-12.9%	27	+92.9%
Jan-2020	180	+34.3%	46	+91.7%
Feb-2020	225	+39.8%	51	+96.2%

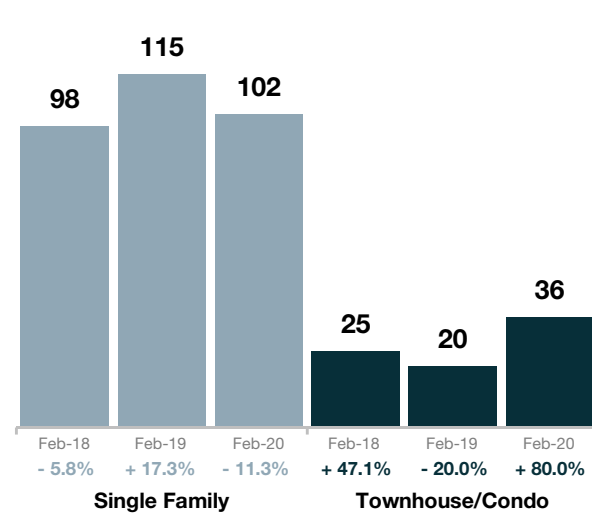
Historical Pending / Under Contract by Month



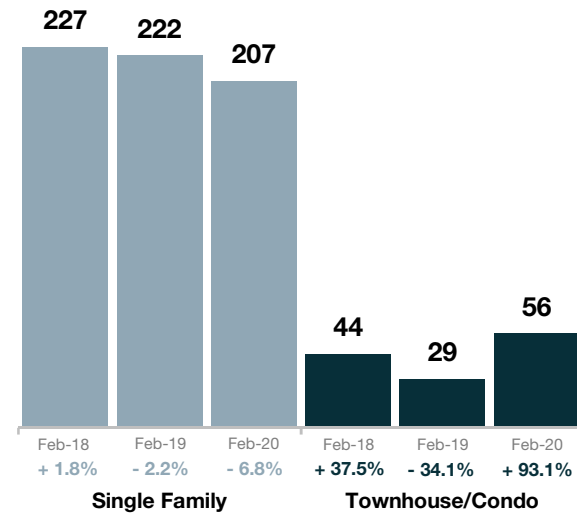
Sold Listings



February

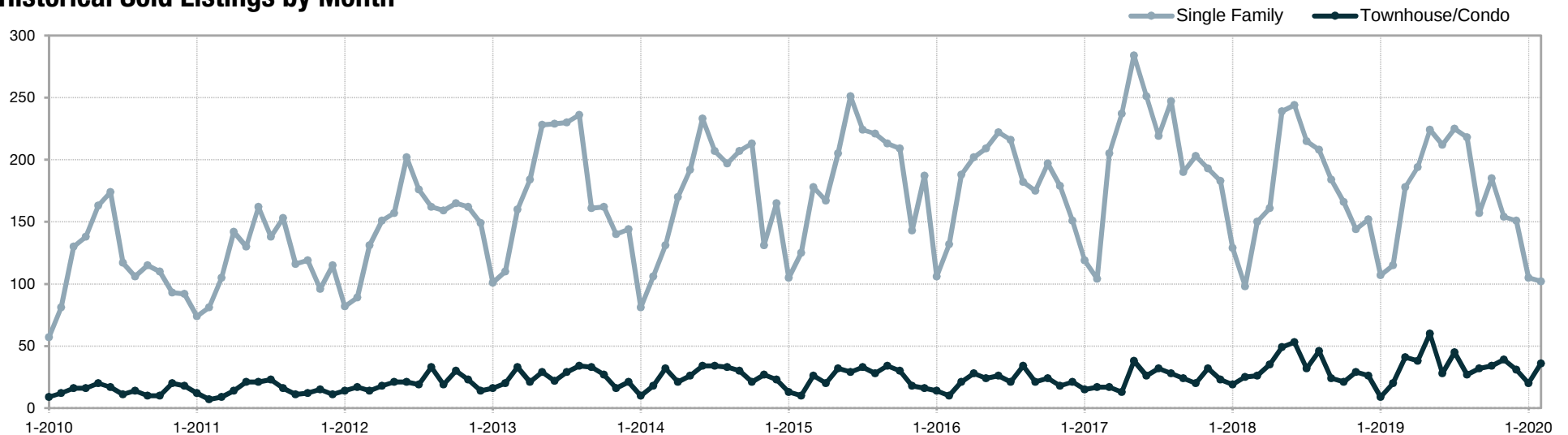


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	178	+18.7%	41	+57.7%
Apr-2019	194	+20.5%	38	+8.6%
May-2019	224	-6.3%	60	+22.4%
Jun-2019	212	-13.1%	28	-47.2%
Jul-2019	225	+4.7%	45	+40.6%
Aug-2019	218	+4.8%	27	-41.3%
Sep-2019	157	-14.7%	32	+33.3%
Oct-2019	185	+11.4%	34	+61.9%
Nov-2019	154	+6.9%	39	+34.5%
Dec-2019	151	-0.7%	31	+19.2%
Jan-2020	105	-1.9%	20	+122.2%
Feb-2020	102	-11.3%	36	+80.0%

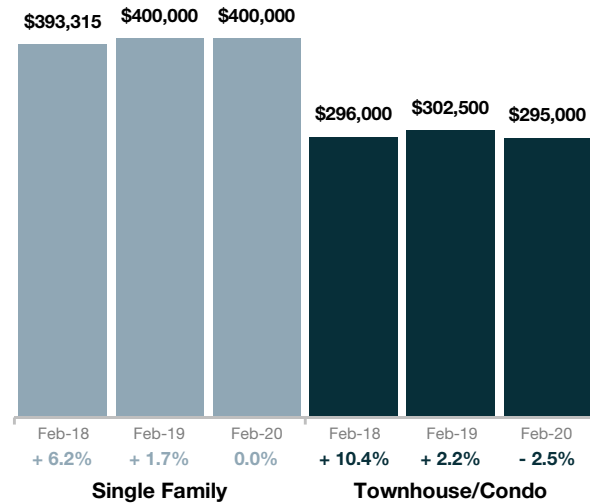
Historical Sold Listings by Month



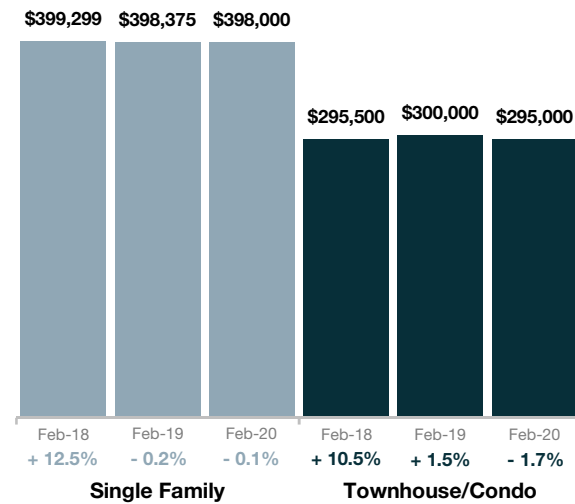
Median Sales Price



February

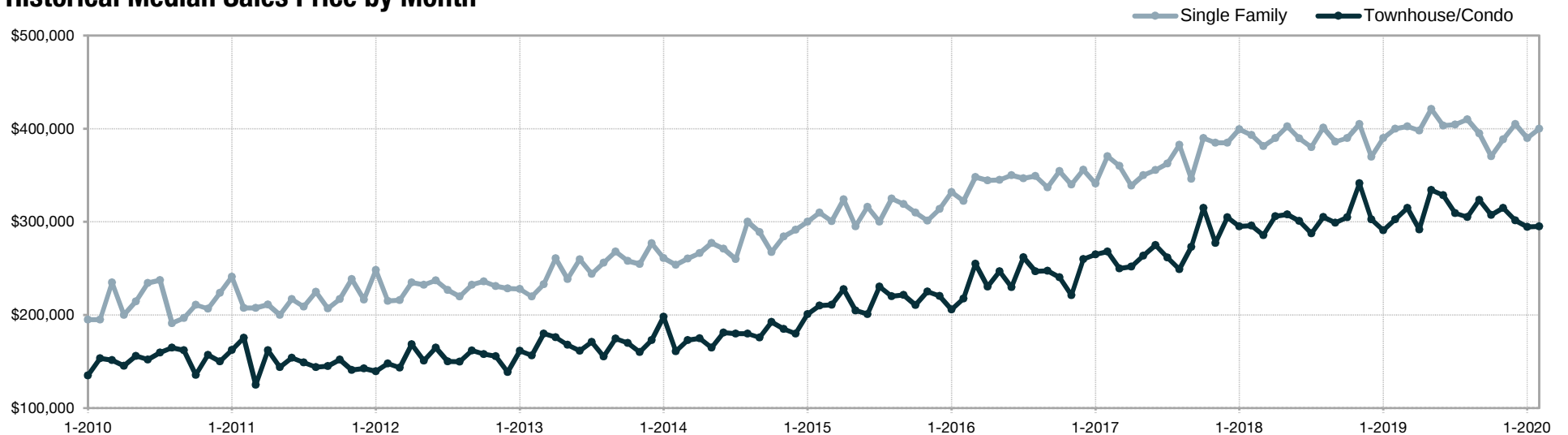


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$402,495	+5.6%	\$315,000	+10.3%
Apr-2019	\$398,000	+2.1%	\$291,750	-4.7%
May-2019	\$420,995	+4.6%	\$334,257	+8.5%
Jun-2019	\$403,225	+3.5%	\$328,574	+9.2%
Jul-2019	\$404,495	+6.4%	\$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	\$370,500	-5.0%	\$307,364	+0.8%
Nov-2019	\$388,450	-4.1%	\$315,000	-7.7%
Dec-2019	\$405,000	+9.5%	\$301,500	-0.4%
Jan-2020	\$390,000	0.0%	\$294,625	+1.2%
Feb-2020	\$400,000	0.0%	\$295,000	-2.5%

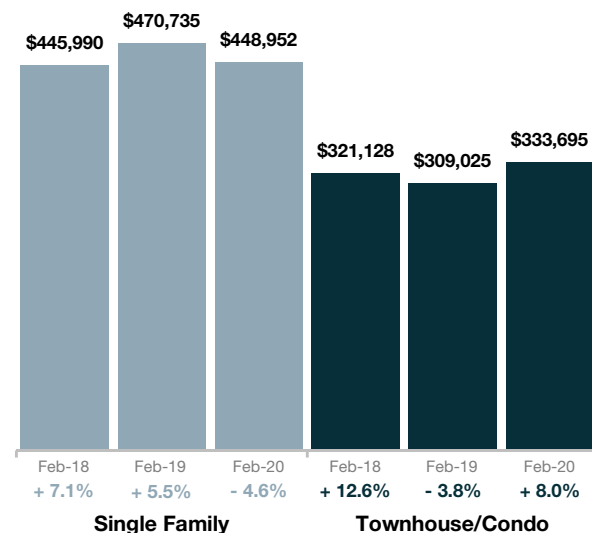
Historical Median Sales Price by Month



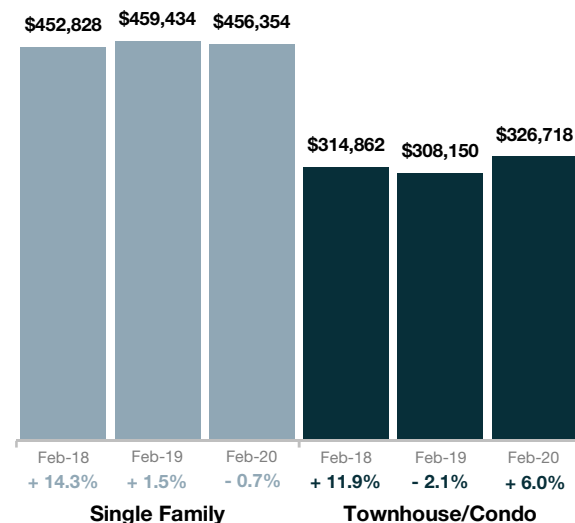
Average Sales Price



February

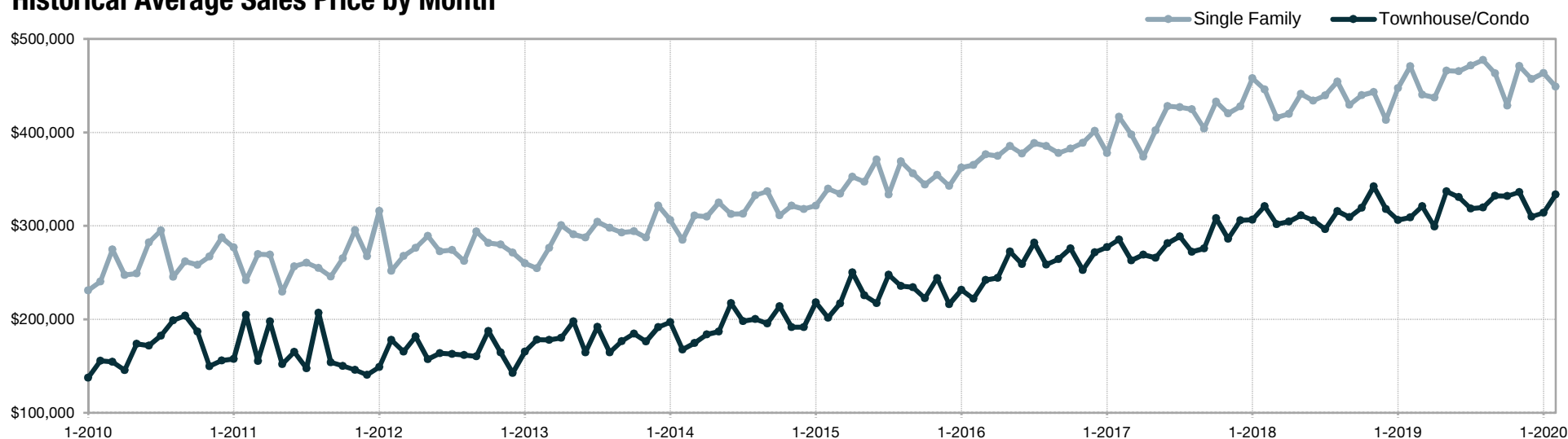


Year to Date



Average Sales Price	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	\$440,290	+5.9%	\$320,925	+6.3%
Apr-2019	\$437,384	+4.2%	\$299,362	-1.7%
May-2019	\$465,916	+5.6%	\$336,776	+8.2%
Jun-2019	\$465,399	+7.3%	\$330,860	+8.2%
Jul-2019	\$471,627	+7.3%	\$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	\$428,638	-2.5%	\$332,006	+4.0%
Nov-2019	\$470,959	+6.3%	\$336,169	-1.7%
Dec-2019	\$457,060	+10.6%	\$309,991	-2.5%
Jan-2020	\$463,545	+3.6%	\$314,158	+2.6%
Feb-2020	\$448,952	-4.6%	\$333,695	+8.0%

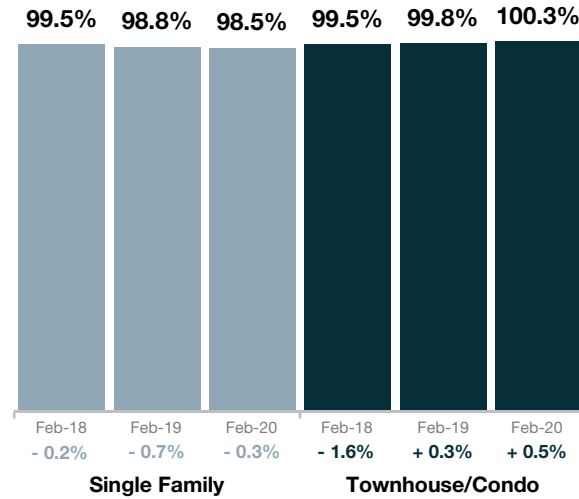
Historical Average Sales Price by Month



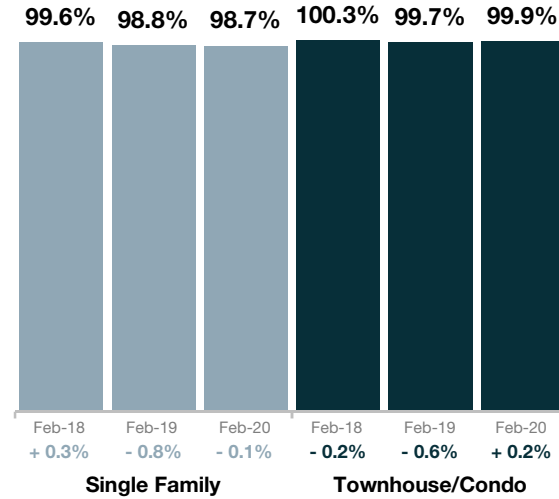
Percent of List Price Received



February

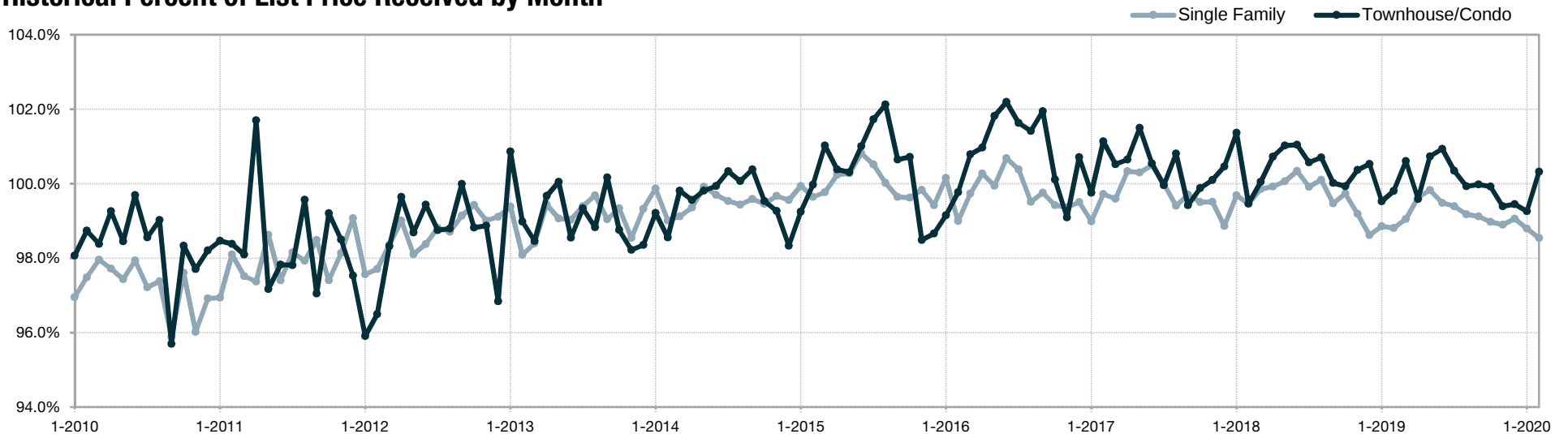


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	99.1%	-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	99.0%	-0.7%	99.9%	0.0%
Nov-2019	98.9%	-0.3%	99.4%	-1.0%
Dec-2019	99.1%	+0.5%	99.4%	-1.1%
Jan-2020	98.8%	-0.1%	99.3%	-0.2%
Feb-2020	98.5%	-0.3%	100.3%	+0.5%

Historical Percent of List Price Received by Month

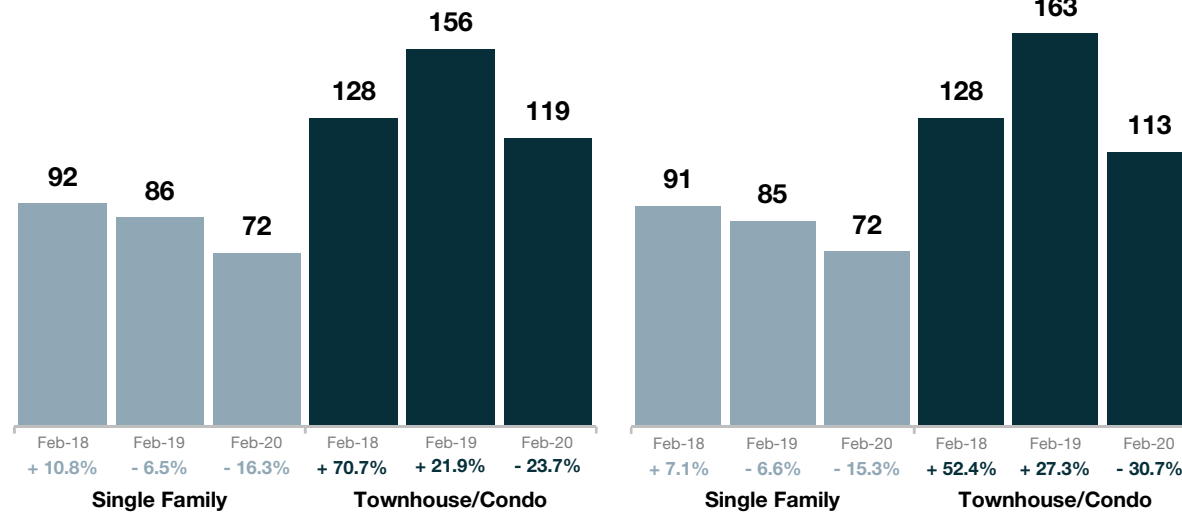


Days on Market Until Sale



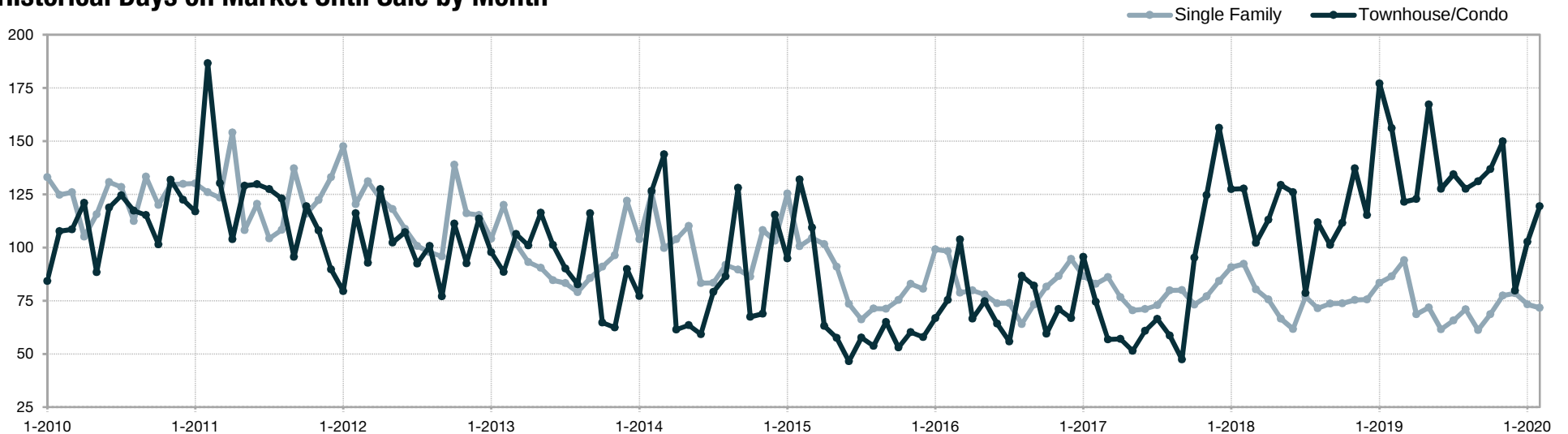
February

Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	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	69	-6.8%	137	+22.3%
Nov-2019	77	+2.7%	150	+9.5%
Dec-2019	78	+2.6%	80	-30.4%
Jan-2020	73	-12.0%	103	-41.8%
Feb-2020	72	-16.3%	119	-23.7%

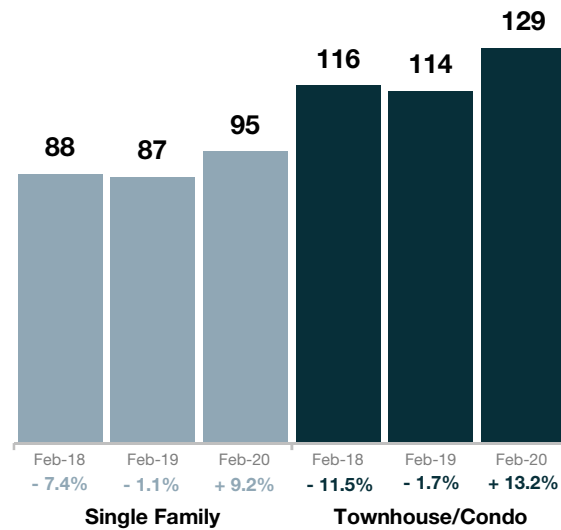
Historical Days on Market Until Sale by Month



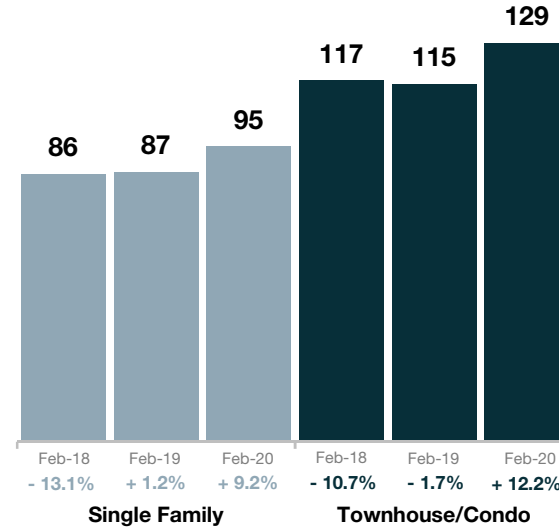
Housing Affordability Index



February

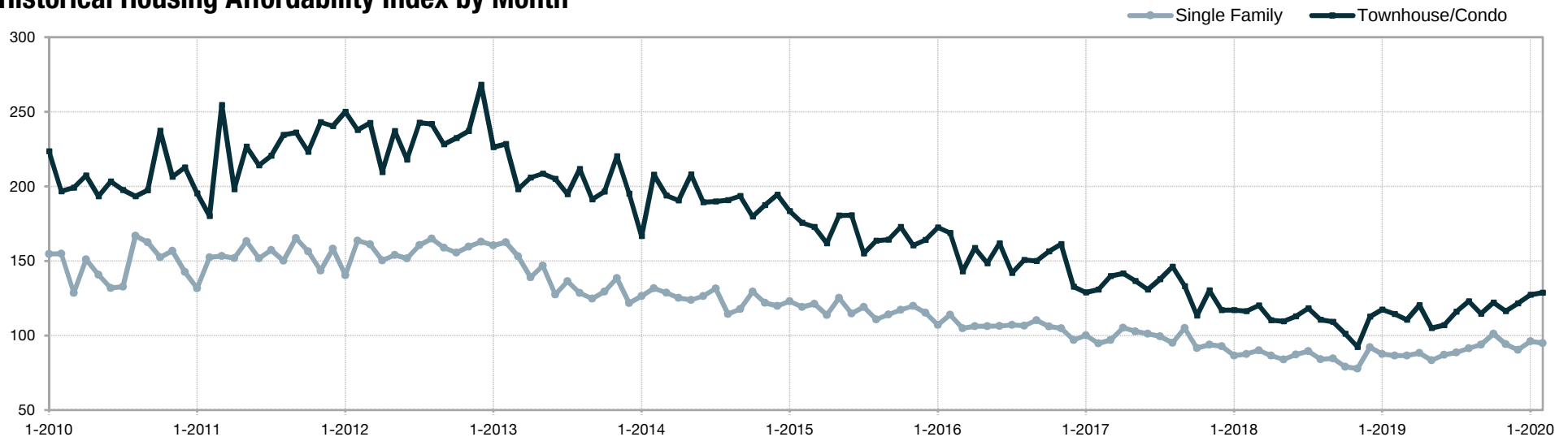


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	87	-3.3%	111	-7.5%
Apr-2019	88	+1.1%	120	+9.1%
May-2019	83	-1.2%	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%
Dec-2019	90	-2.2%	122	+8.0%
Jan-2020	96	+9.1%	127	+8.5%
Feb-2020	95	+9.2%	129	+13.2%

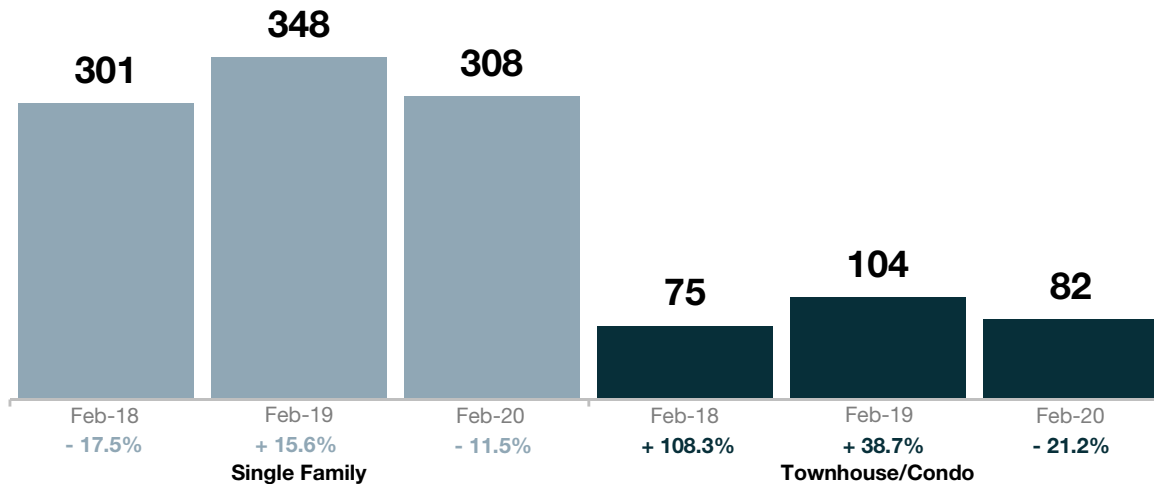
Historical Housing Affordability Index by Month



Inventory of Active Listings

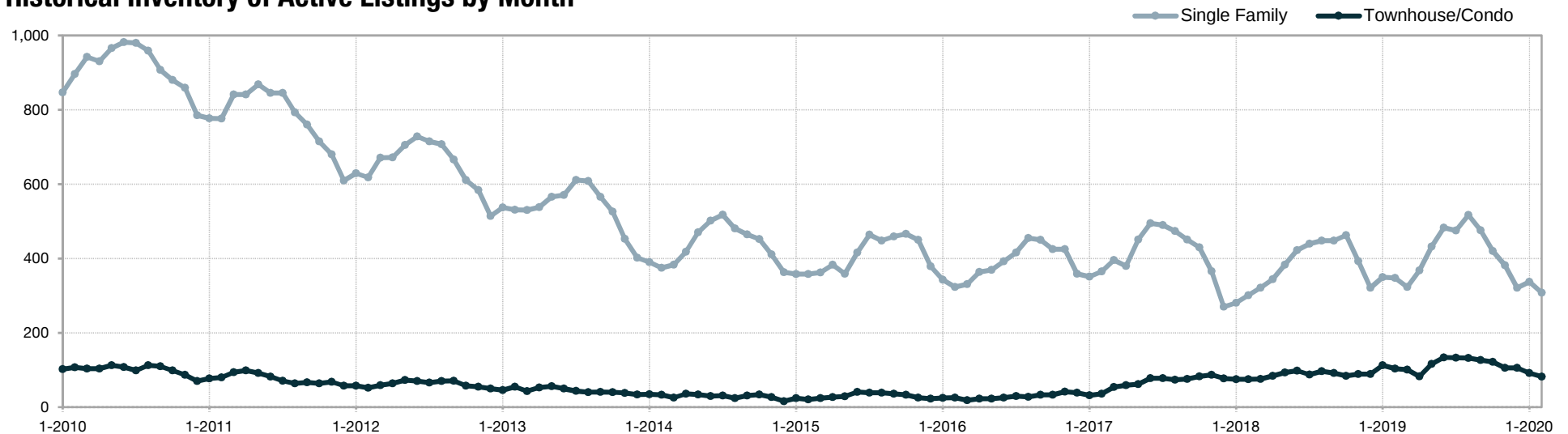


February



Active Listings	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	323	+0.6%	101	+32.9%
Apr-2019	368	+7.0%	83	-1.2%
May-2019	432	+12.8%	116	+24.7%
Jun-2019	483	+14.5%	134	+36.7%
Jul-2019	475	+8.0%	133	+51.1%
Aug-2019	517	+15.4%	132	+36.1%
Sep-2019	476	+6.3%	127	+38.0%
Oct-2019	420	-9.3%	122	+45.2%
Nov-2019	382	-2.8%	106	+19.1%
Dec-2019	321	0.0%	106	+19.1%
Jan-2020	337	-3.7%	92	-18.6%
Feb-2020	308	-11.5%	82	-21.2%

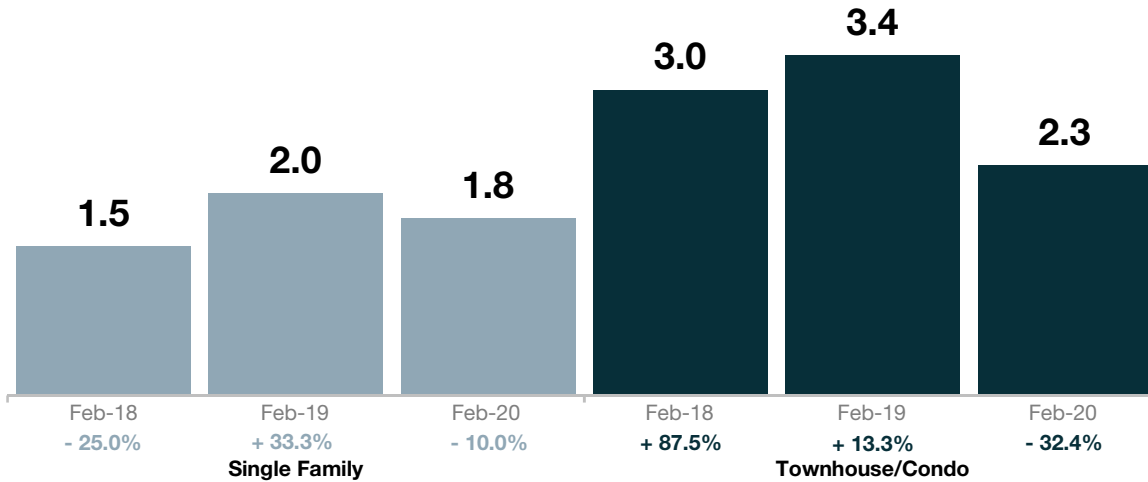
Historical Inventory of Active Listings by Month



Months Supply of Inventory

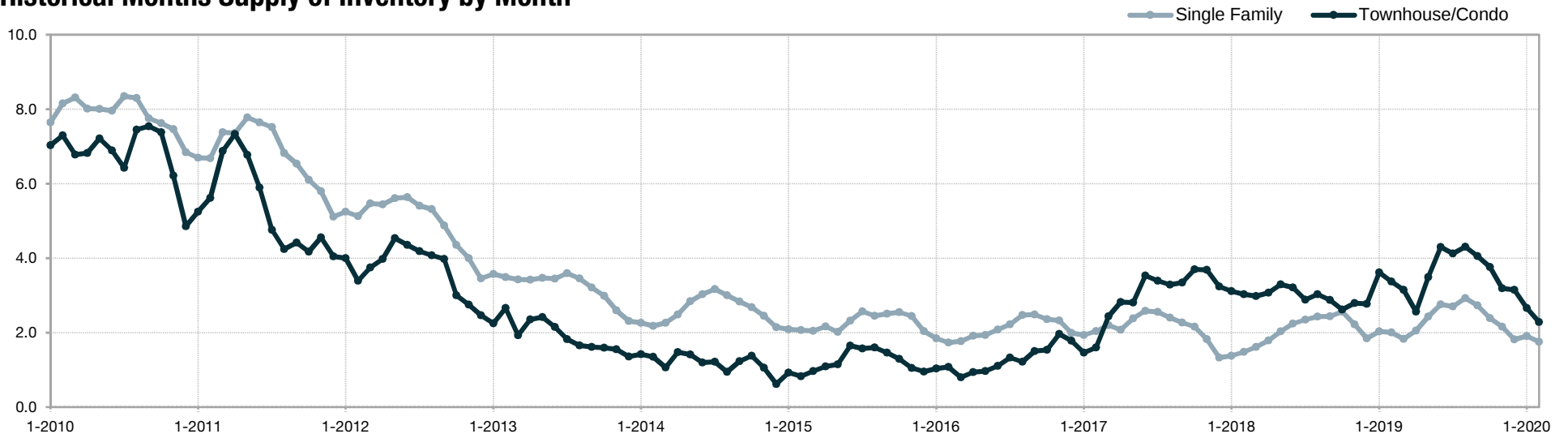


February



Months Supply	Single Family	Percent Change from Previous Year	Townhouse/Condo	Percent Change from Previous Year
Mar-2019	1.8	+12.5%	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	2.8	+27.3%	4.3	+34.4%
Jul-2019	2.7	+17.4%	4.1	+41.4%
Aug-2019	2.9	+20.8%	4.3	+43.3%
Sep-2019	2.7	+12.5%	4.1	+41.4%
Oct-2019	2.4	-7.7%	3.8	+46.2%
Nov-2019	2.2	0.0%	3.2	+14.3%
Dec-2019	1.8	0.0%	3.1	+10.7%
Jan-2020	1.9	-5.0%	2.7	-25.0%
Feb-2020	1.8	-10.0%	2.3	-32.4%

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.



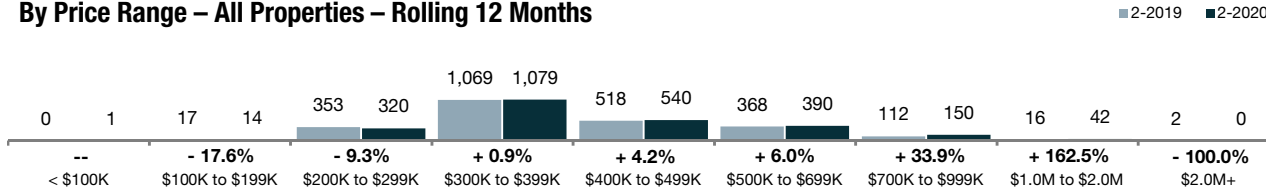
Key Metrics	Historical Sparkbars	2-2019	2-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		201	266	+ 32.3%	452	551	+ 21.9%
Pending / Under Contract		187	276	+ 47.6%	345	502	+ 45.5%
Sold Listings		135	138	+ 2.2%	251	263	+ 4.8%
Median Sales Price		\$387,900	\$375,000	- 3.3%	\$380,056	\$375,000	- 1.3%
Average Sales Price		\$446,778	\$418,885	- 6.2%	\$441,955	\$428,751	- 3.0%
Pct. of List Price Received		99.0%	99.0%	0.0%	98.9%	98.9%	0.0%
Days on Market		97	84	- 13.4%	94	81	- 13.8%
Affordability Index		89	101	+ 13.5%	91	101	+ 11.0%
Active Listings		452	390	- 13.7%	--	--	--
Months Supply		2.2	1.8	- 18.2%	--	--	--

Sold Listings

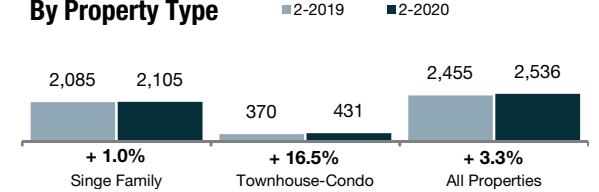
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	0	1	--	0	0	--
\$100,000 to \$199,999	9	9	0.0%	8	5	-37.5%
\$200,000 to \$299,999	182	142	-22.0%	171	178	+4.1%
\$300,000 to \$399,999	918	896	-2.4%	151	183	+21.2%
\$400,000 to \$499,999	479	486	+1.5%	39	54	+38.5%
\$500,000 to \$699,999	367	379	+3.3%	1	11	+1000.0%
\$700,000 to \$999,999	112	150	+33.9%	0	0	--
\$1,000,000 to \$1,999,999	16	42	+162.5%	0	0	--
\$2,000,000 and Above	2	0	-100.0%	0	0	--
All Price Ranges	2,085	2,105	+1.0%	370	431	+16.5%

Compared to Prior Quarter

	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	2	2	0.0%	0	0	--
\$200,000 to \$299,999	7	4	-42.9%	10	20	+100.0%
\$300,000 to \$399,999	46	43	-6.5%	7	9	+28.6%
\$400,000 to \$499,999	18	29	+61.1%	2	3	+50.0%
\$500,000 to \$699,999	19	15	-21.1%	1	4	+300.0%
\$700,000 to \$999,999	10	8	-20.0%	0	0	--
\$1,000,000 to \$1,999,999	3	1	-66.7%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	105	102	-2.9%	20	36	+80.0%

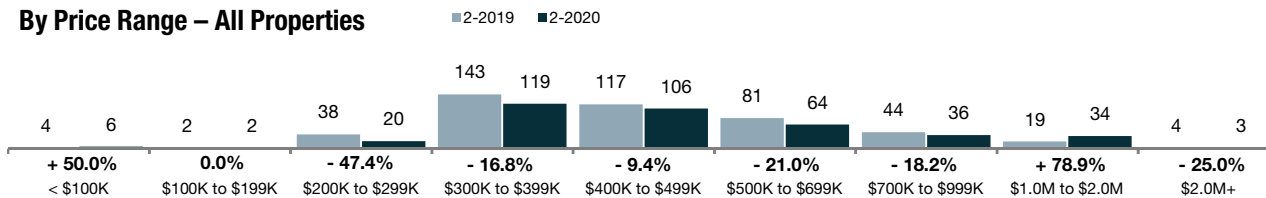
Year to Date

	Single Family			Condo		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	0	0	--	0	0	--
\$100,000 to \$199,999	1	4	+300.0%	0	0	--
\$200,000 to \$299,999	15	11	-26.7%	14	30	+114.3%
\$300,000 to \$399,999	97	89	-8.2%	14	16	+14.3%
\$400,000 to \$499,999	52	47	-9.6%	1	5	+400.0%
\$500,000 to \$699,999	37	34	-8.1%	0	5	--
\$700,000 to \$999,999	16	18	+12.5%	0	0	--
\$1,000,000 to \$1,999,999	3	4	+33.3%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	222	207	-6.8%	29	56	+93.1%

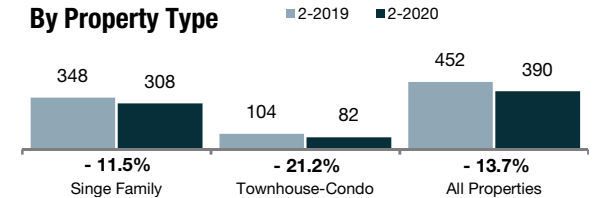
Inventory of Active Listings

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		
	2-2019	2-2020	Change	2-2019	2-2020	Change
\$99,999 and Below	4	6	+50.0%	0	0	--
\$100,000 to \$199,999	0	0	--	2	2	0.0%
\$200,000 to \$299,999	18	8	-55.6%	20	12	-40.0%
\$300,000 to \$399,999	79	71	-10.1%	64	48	-25.0%
\$400,000 to \$499,999	100	96	-4.0%	17	10	-41.2%
\$500,000 to \$699,999	80	54	-32.5%	1	10	+900.0%
\$700,000 to \$999,999	44	36	-18.2%	0	0	--
\$1,000,000 to \$1,999,999	19	34	+78.9%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	348	308	-11.5%	104	82	-21.2%

Compared to Prior Month

	Single Family			Condo		
	1-2020	2-2020	Change	1-2020	2-2020	Change
\$99,999 and Below	6	6	0.0%	0	0	--
\$100,000 to \$199,999	0	0	--	2	2	0.0%
\$200,000 to \$299,999	10	8	-20.0%	14	12	-14.3%
\$300,000 to \$399,999	95	71	-25.3%	55	48	-12.7%
\$400,000 to \$499,999	91	96	+5.5%	11	10	-9.1%
\$500,000 to \$699,999	63	54	-14.3%	10	10	0.0%
\$700,000 to \$999,999	31	36	+16.1%	0	0	--
\$1,000,000 to \$1,999,999	37	34	-8.1%	0	0	--
\$2,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	337	308	-8.6%	92	82	-10.9%

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.