



colorado association of REALTORS[®] **HOUSING REPORTS**

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Statewide Report Single Family and Townhouse-Condo November 2019



Single Family Market Overview

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

November 2019
Statewide Report

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Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		6,106	5,618	- 8.0%	102,308	103,352	+ 1.0%
Pending / Under Contract		5,506	6,486	+ 17.8%	80,782	84,687	+ 4.8%
Sold Listings		6,389	6,509	+ 1.9%	80,092	80,929	+ 1.0%
Median Sales Price		\$376,500	\$398,875	+ 5.9%	\$385,000	\$400,000	+ 3.9%
Average Sales Price		\$451,578	\$491,466	+ 8.8%	\$462,352	\$483,899	+ 4.7%
Percent of List Price Received		98.4%	98.6%	+ 0.2%	99.3%	99.0%	- 0.3%
Days on Market Until Sale		50	51	+ 2.0%	45	47	+ 4.4%
Housing Affordability Index		84	92	+ 9.5%	82	92	+ 12.2%
Inventory of Active Listings		19,526	14,945	- 23.5%	--	--	--
Months Supply of Inventory		2.7	2.1	- 22.2%	--	--	--

Townhouse-Condo Market Overview

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

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Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		1,951	1,819	- 6.8%	30,455	32,267	+ 5.9%
Pending / Under Contract		1,673	2,166	+ 29.5%	24,849	26,455	+ 6.5%
Sold Listings		2,071	1,960	- 5.4%	24,780	25,060	+ 1.1%
Median Sales Price		\$299,000	\$315,000	+ 5.4%	\$297,000	\$307,500	+ 3.5%
Average Sales Price		\$385,697	\$407,999	+ 5.8%	\$376,752	\$391,183	+ 3.8%
Percent of List Price Received		98.7%	98.5%	- 0.2%	99.7%	98.9%	- 0.8%
Days on Market Until Sale		51	56	+ 9.8%	40	47	+ 17.5%
Housing Affordability Index		105	116	+ 10.5%	106	119	+ 12.3%
Inventory of Active Listings		5,882	4,972	- 15.5%	--	--	--
Months Supply of Inventory		2.6	2.2	- 15.4%	--	--	--

New Listings

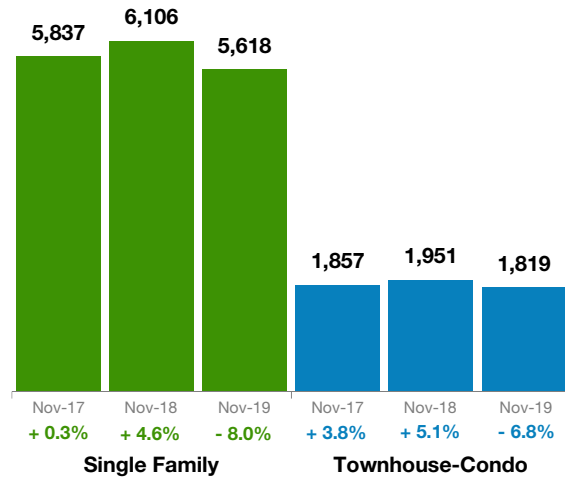
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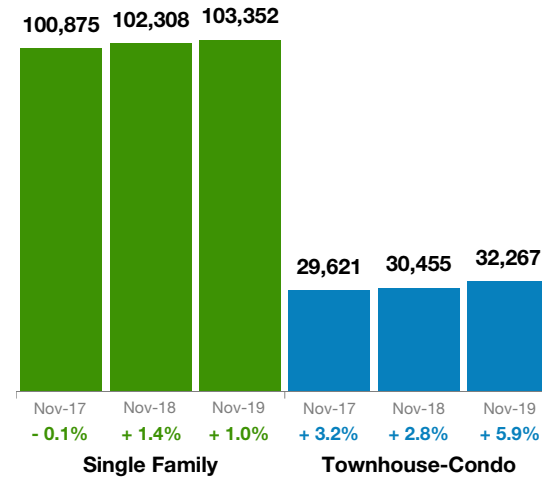
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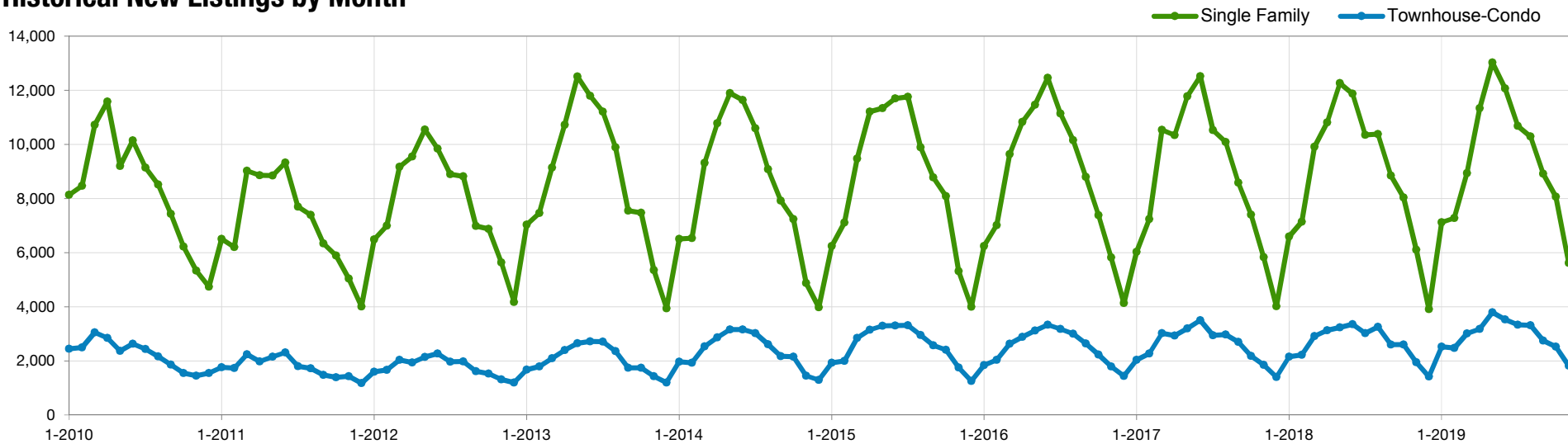


Year to Date



New Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	3,910	-2.8%	-36.0%	1,427	+1.4%	-26.9%
Jan-2019	7,122	+7.9%	+82.1%	2,521	+17.2%	+76.7%
Feb-2019	7,278	+2.0%	+2.2%	2,480	+11.8%	-1.6%
Mar-2019	8,939	-9.8%	+22.8%	3,017	+3.4%	+21.7%
Apr-2019	11,341	+5.0%	+26.9%	3,178	+1.4%	+5.3%
May-2019	13,024	+6.2%	+14.8%	3,794	+17.2%	+19.4%
Jun-2019	12,070	+1.6%	-7.3%	3,527	+5.1%	-7.0%
Jul-2019	10,678	+3.2%	-11.5%	3,339	+10.3%	-5.3%
Aug-2019	10,295	-0.9%	-3.6%	3,312	+1.6%	-0.8%
Sep-2019	8,915	+0.8%	-13.4%	2,751	+5.8%	-16.9%
Oct-2019	8,072	+0.4%	-9.5%	2,529	-2.9%	-8.1%
Nov-2019	5,618	-8.0%	-30.4%	1,819	-6.8%	-28.1%

Historical New Listings by Month



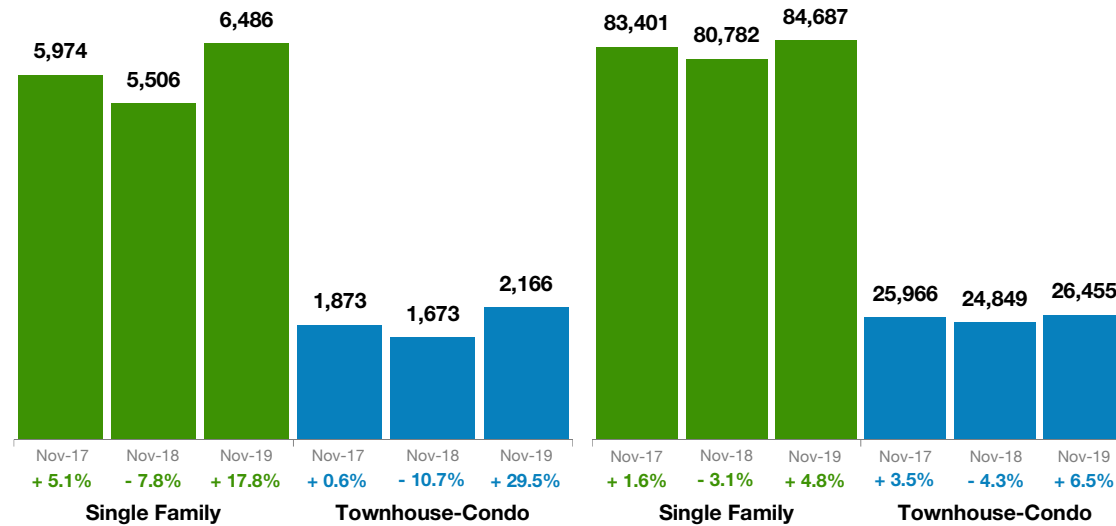
Pending / Under Contract

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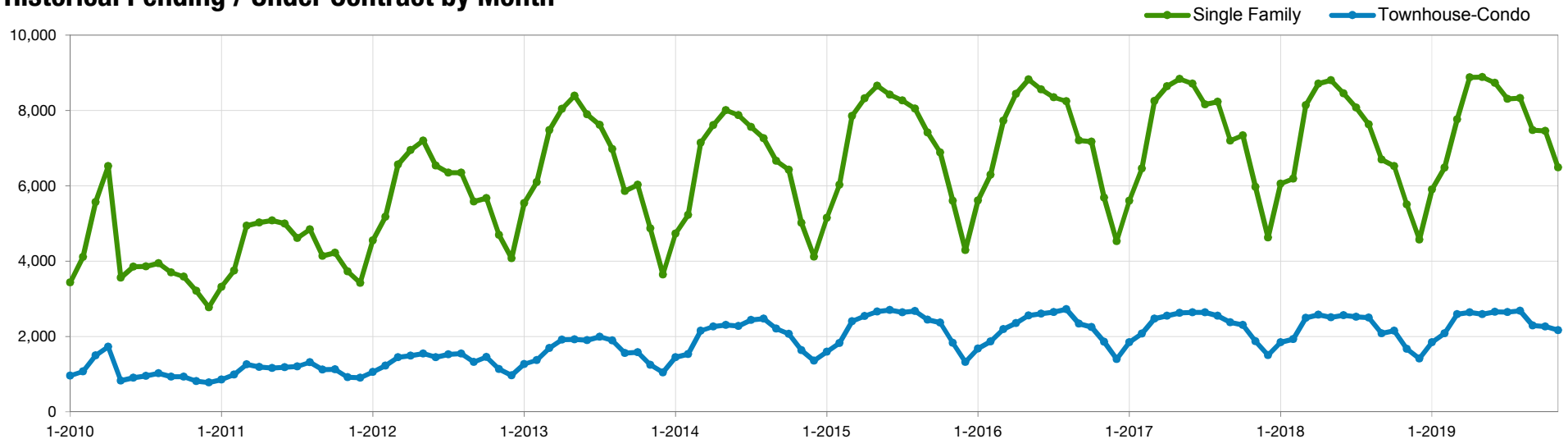


November



Pending / Under Contract	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	4,569	-1.2%	-17.0%	1,412	-6.3%	-15.6%
Jan-2019	5,901	-2.6%	+29.2%	1,849	+0.2%	+30.9%
Feb-2019	6,480	+4.7%	+9.8%	2,083	+7.9%	+12.7%
Mar-2019	7,763	-4.6%	+19.8%	2,590	+3.8%	+24.3%
Apr-2019	8,880	+1.9%	+14.4%	2,640	+2.5%	+1.9%
May-2019	8,886	+0.9%	+0.1%	2,588	+3.1%	-2.0%
Jun-2019	8,729	+3.3%	-1.8%	2,656	+3.7%	+2.6%
Jul-2019	8,304	+2.8%	-4.9%	2,650	+5.2%	-0.2%
Aug-2019	8,327	+9.1%	+0.3%	2,680	+7.2%	+1.1%
Sep-2019	7,474	+11.6%	-10.2%	2,292	+10.0%	-14.5%
Oct-2019	7,457	+14.3%	-0.2%	2,261	+5.1%	-1.4%
Nov-2019	6,486	+17.8%	-13.0%	2,166	+29.5%	-4.2%

Historical Pending / Under Contract by Month



Sold Listings

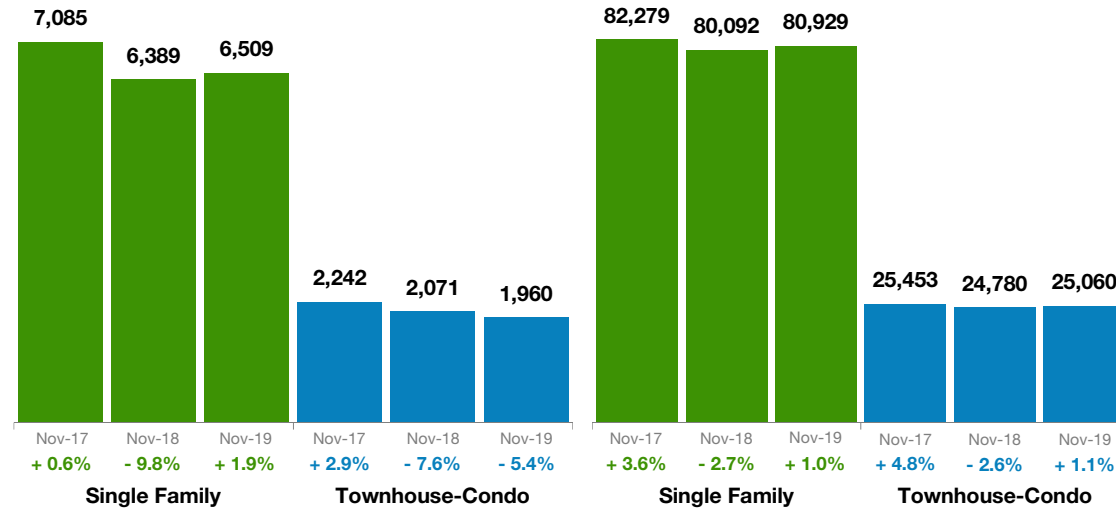
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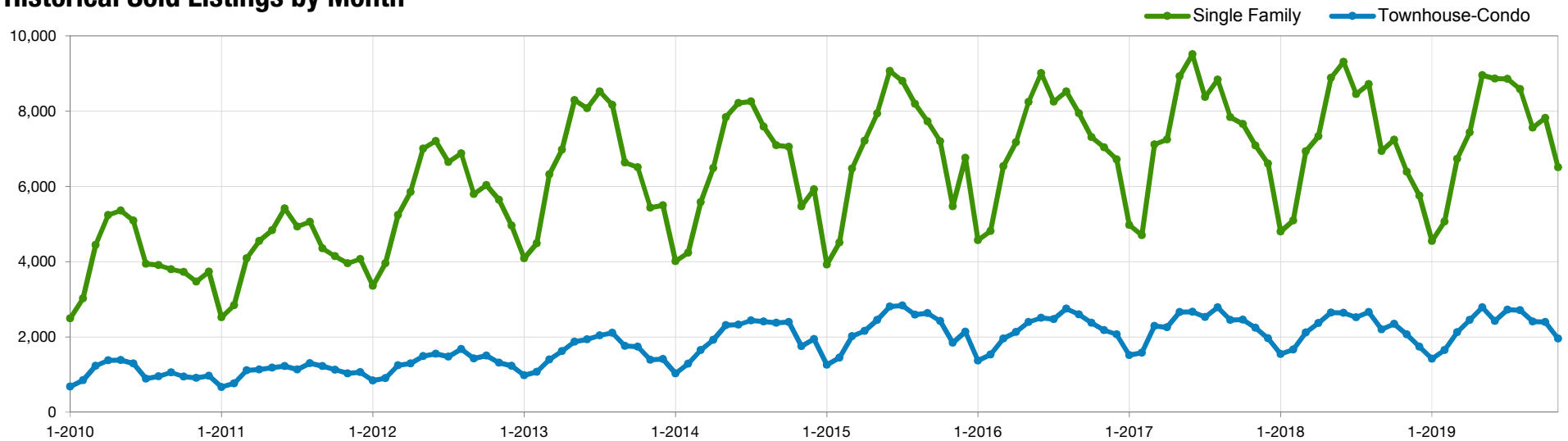


November



Sold Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	5,756	-12.9%	-9.9%	1,742	-11.3%	-15.9%
Jan-2019	4,547	-5.3%	-21.0%	1,419	-8.2%	-18.5%
Feb-2019	5,068	-0.5%	+11.5%	1,648	-1.0%	+16.1%
Mar-2019	6,728	-2.9%	+32.8%	2,122	+0.3%	+28.8%
Apr-2019	7,436	+1.4%	+10.5%	2,454	+3.6%	+15.6%
May-2019	8,955	+0.8%	+20.4%	2,788	+5.3%	+13.6%
Jun-2019	8,865	-4.7%	-1.0%	2,427	-8.0%	-12.9%
Jul-2019	8,855	+4.8%	-0.1%	2,723	+7.9%	+12.2%
Aug-2019	8,586	-1.5%	-3.0%	2,709	+1.7%	-0.5%
Sep-2019	7,559	+9.0%	-12.0%	2,412	+9.7%	-11.0%
Oct-2019	7,821	+8.0%	+3.5%	2,398	+2.2%	-0.6%
Nov-2019	6,509	+1.9%	-16.8%	1,960	-5.4%	-18.3%

Historical Sold Listings by Month



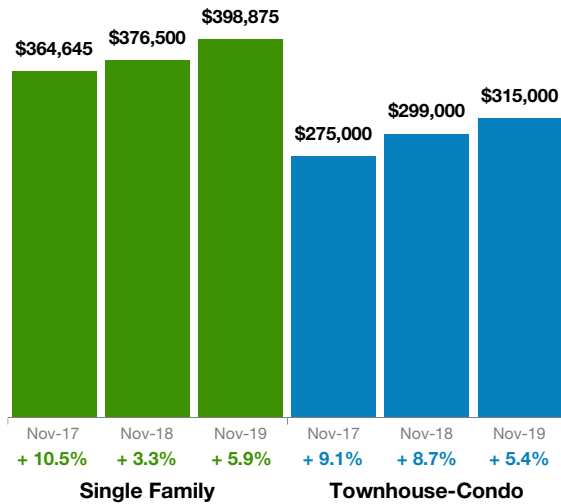
Median Sales Price

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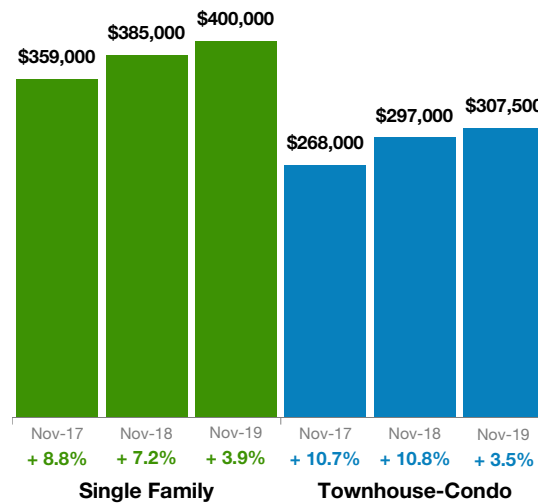
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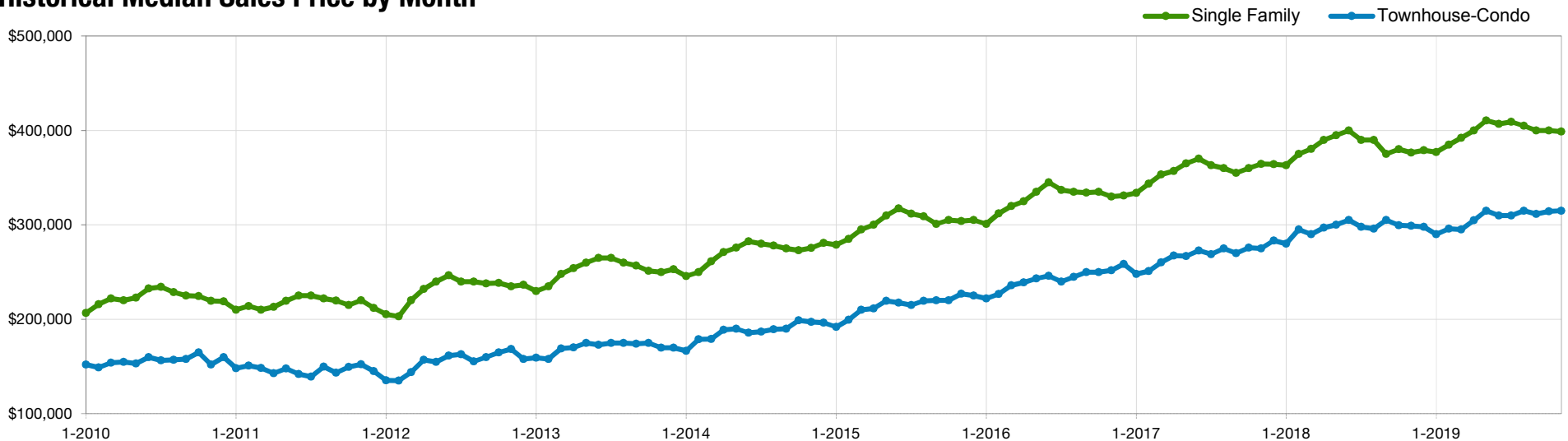


Year to Date



Median Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	\$378,924	+4.0%	+0.6%	\$298,000	+5.1%	-0.3%
Jan-2019	\$377,000	+3.9%	-0.5%	\$290,000	+3.6%	-2.7%
Feb-2019	\$385,000	+2.7%	+2.1%	\$296,000	+0.3%	+2.1%
Mar-2019	\$392,000	+3.0%	+1.8%	\$295,088	+1.8%	-0.3%
Apr-2019	\$400,000	+2.6%	+2.0%	\$304,910	+2.7%	+3.3%
May-2019	\$410,585	+3.9%	+2.6%	\$315,000	+5.0%	+3.3%
Jun-2019	\$407,000	+1.8%	-0.9%	\$309,900	+1.6%	-1.6%
Jul-2019	\$409,000	+4.9%	+0.5%	\$310,000	+4.0%	+0.0%
Aug-2019	\$405,000	+3.8%	-1.0%	\$315,000	+6.4%	+1.6%
Sep-2019	\$400,000	+6.7%	-1.2%	\$311,610	+2.2%	-1.1%
Oct-2019	\$400,000	+5.3%	0.0%	\$314,450	+4.9%	+0.9%
Nov-2019	\$398,875	+5.9%	-0.3%	\$315,000	+5.4%	+0.2%

Historical Median Sales Price by Month



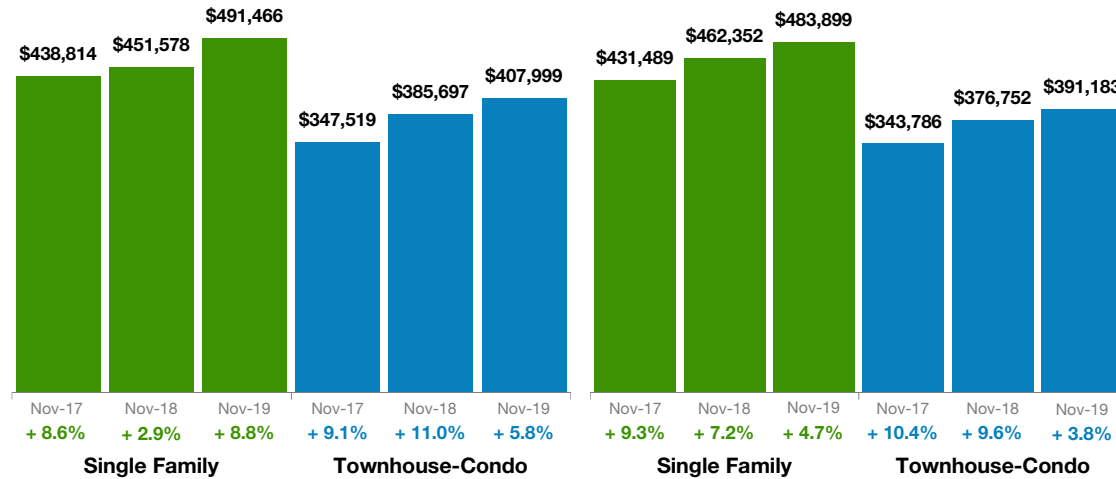
Average Sales Price

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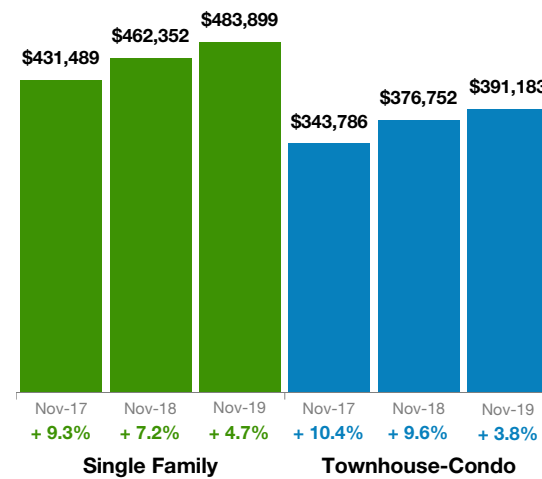
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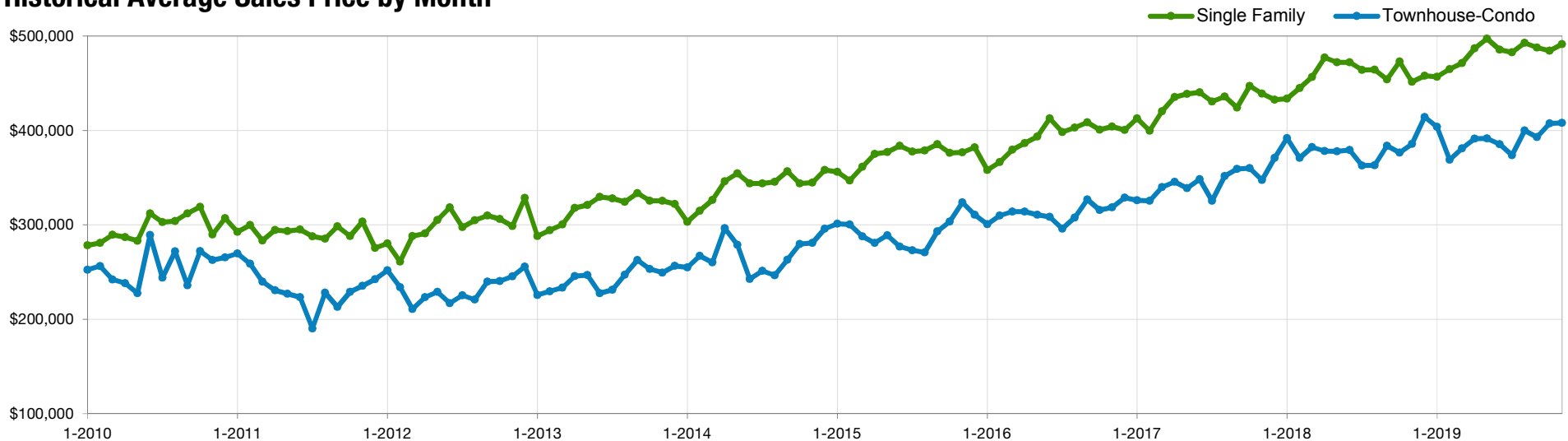


Year to Date



Average Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	\$457,778	+5.9%	+1.4%	\$414,268	+11.7%	+7.4%
Jan-2019	\$456,727	+5.3%	-0.2%	\$403,893	+3.1%	-2.5%
Feb-2019	\$464,799	+4.5%	+1.8%	\$368,871	-0.5%	-8.7%
Mar-2019	\$471,348	+3.3%	+1.4%	\$381,047	-0.4%	+3.3%
Apr-2019	\$486,933	+2.0%	+3.3%	\$391,224	+3.5%	+2.7%
May-2019	\$497,222	+5.3%	+2.1%	\$391,638	+3.6%	+0.1%
Jun-2019	\$485,535	+2.9%	-2.4%	\$385,411	+1.6%	-1.6%
Jul-2019	\$482,751	+4.0%	-0.6%	\$373,845	+3.1%	-3.0%
Aug-2019	\$492,772	+6.1%	+2.1%	\$400,057	+10.2%	+7.0%
Sep-2019	\$487,690	+7.4%	-1.0%	\$392,921	+2.4%	-1.8%
Oct-2019	\$484,467	+2.4%	-0.7%	\$407,435	+8.2%	+3.7%
Nov-2019	\$491,466	+8.8%	+1.4%	\$407,999	+5.8%	+0.1%

Historical Average Sales Price by Month



Percent of List Price Received

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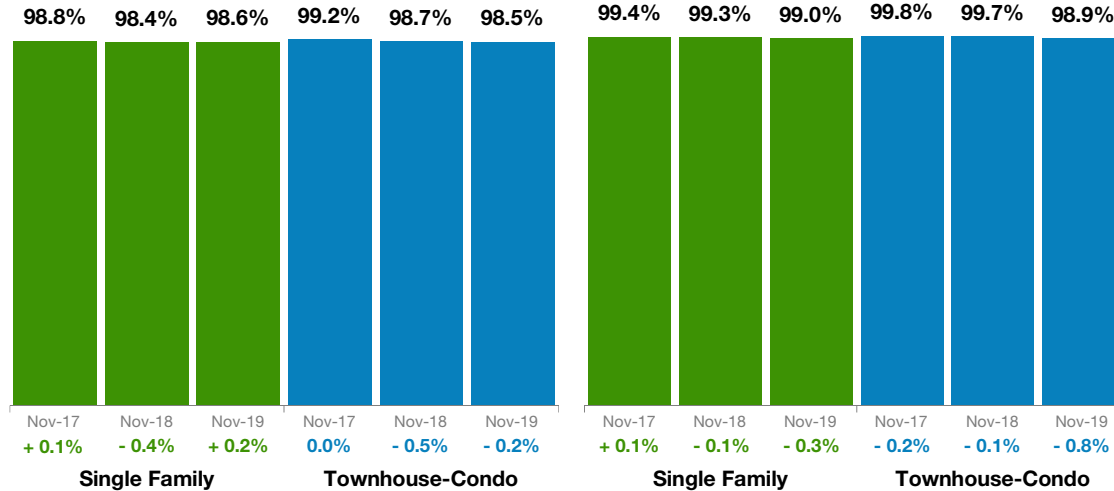
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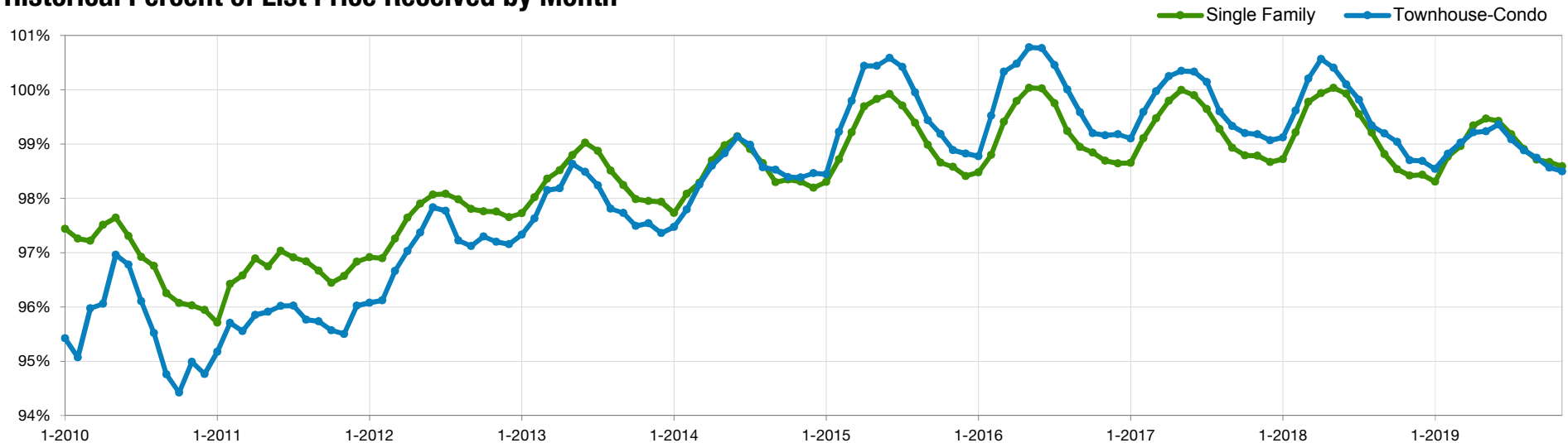
November

Year to Date



Pct. of List Price Received	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	98.4%	-0.3%	0.0%	98.7%	-0.4%	0.0%
Jan-2019	98.3%	-0.4%	-0.1%	98.5%	-0.6%	-0.2%
Feb-2019	98.8%	-0.4%	+0.5%	98.8%	-0.8%	+0.3%
Mar-2019	99.0%	-0.8%	+0.2%	99.0%	-1.2%	+0.2%
Apr-2019	99.3%	-0.6%	+0.3%	99.2%	-1.4%	+0.2%
May-2019	99.5%	-0.5%	+0.2%	99.2%	-1.2%	0.0%
Jun-2019	99.4%	-0.5%	-0.1%	99.4%	-0.7%	+0.2%
Jul-2019	99.2%	-0.4%	-0.2%	99.1%	-0.7%	-0.3%
Aug-2019	98.9%	-0.3%	-0.3%	98.9%	-0.4%	-0.2%
Sep-2019	98.7%	-0.1%	-0.2%	98.7%	-0.5%	-0.2%
Oct-2019	98.7%	+0.2%	0.0%	98.6%	-0.4%	-0.1%
Nov-2019	98.6%	+0.2%	-0.1%	98.5%	-0.2%	-0.1%

Historical Percent of List Price Received by Month



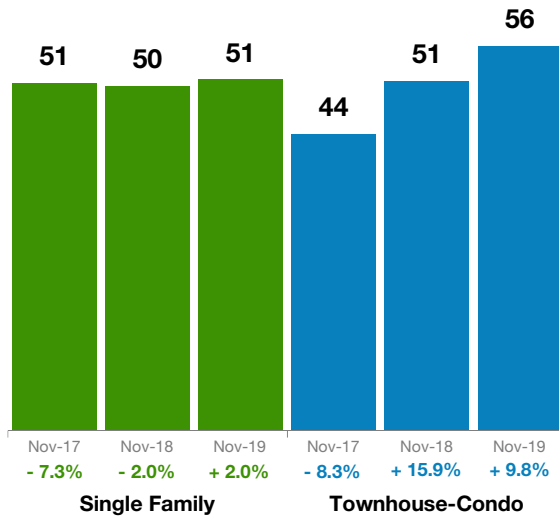
Days on Market Until Sale

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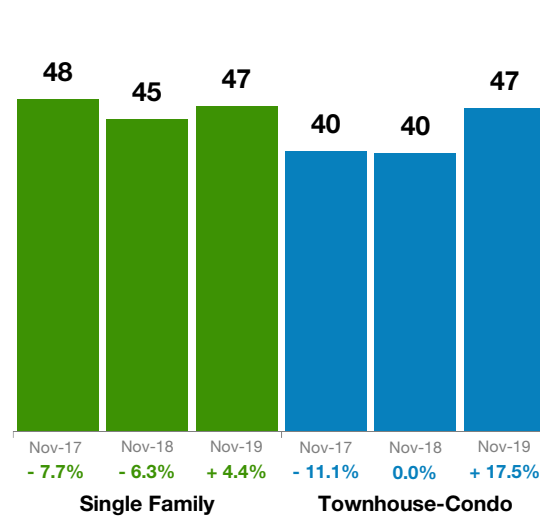
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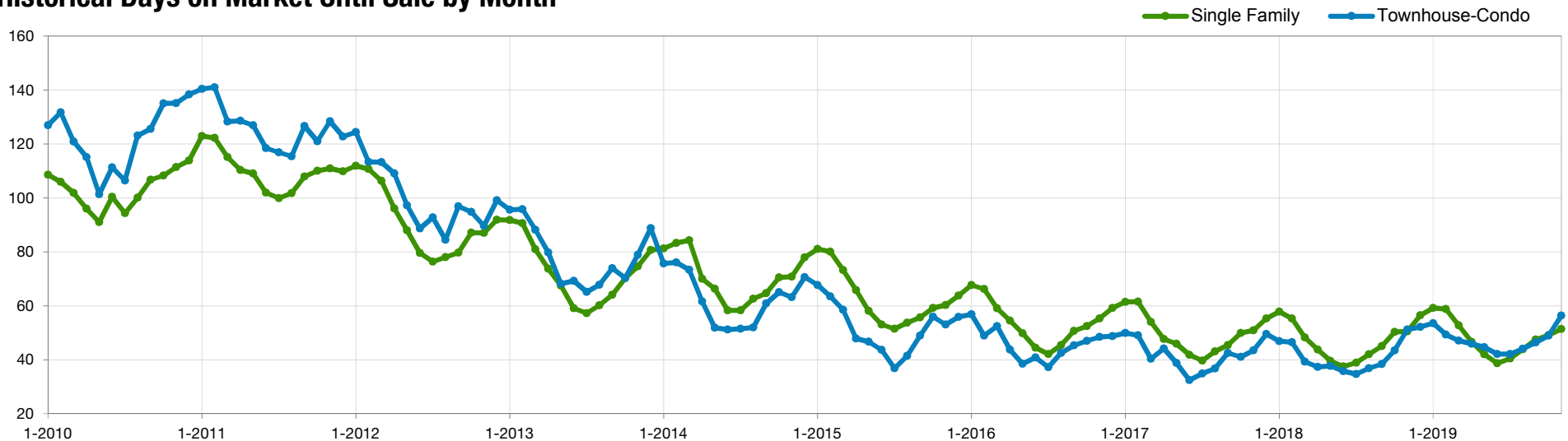


Year to Date



Days on Market Until Sale	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	56	+1.8%	+12.0%	52	+4.0%	+2.0%
Jan-2019	59	+1.7%	+5.4%	54	+14.9%	+3.8%
Feb-2019	59	+7.3%	0.0%	49	+4.3%	-9.3%
Mar-2019	53	+10.4%	-10.2%	47	+20.5%	-4.1%
Apr-2019	47	+6.8%	-11.3%	46	+24.3%	-2.1%
May-2019	42	+5.0%	-10.6%	45	+18.4%	-2.2%
Jun-2019	39	+2.6%	-7.1%	42	+16.7%	-6.7%
Jul-2019	41	+5.1%	+5.1%	42	+20.0%	0.0%
Aug-2019	44	+4.8%	+7.3%	44	+18.9%	+4.8%
Sep-2019	48	+6.7%	+9.1%	46	+21.1%	+4.5%
Oct-2019	49	-2.0%	+2.1%	49	+11.4%	+6.5%
Nov-2019	51	+2.0%	+4.1%	56	+9.8%	+14.3%

Historical Days on Market Until Sale by Month



Housing Affordability Index

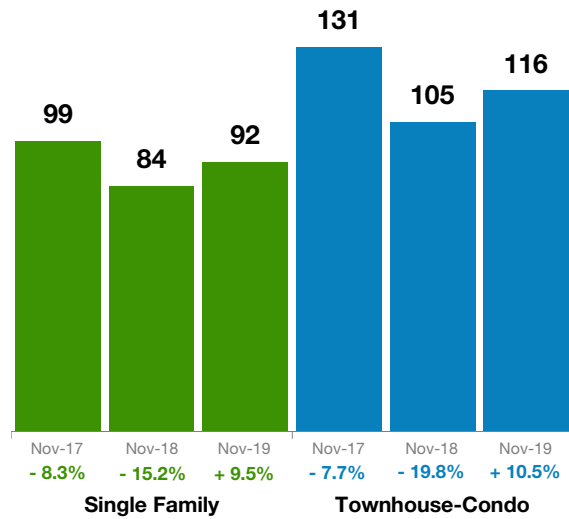
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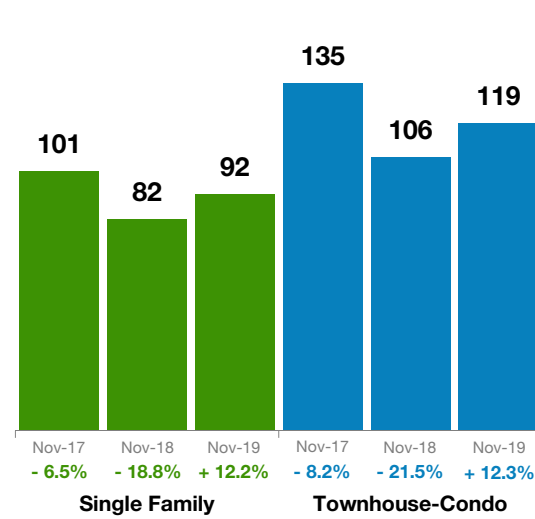
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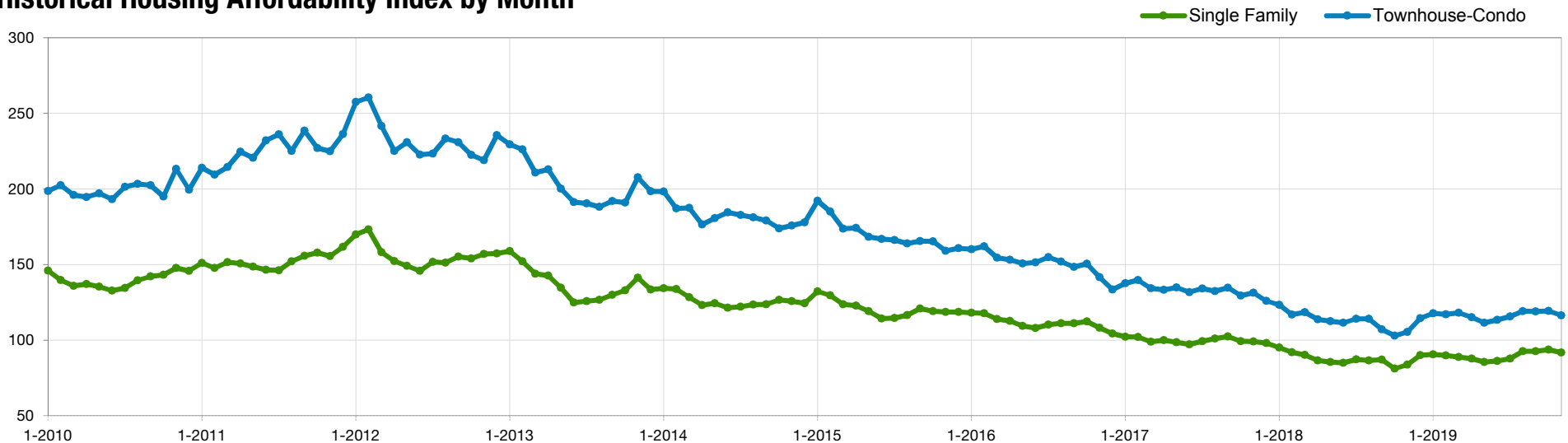


Year to Date



Housing Affordability Index	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	90	-8.2%	+7.1%	114	-9.5%	+8.6%
Jan-2019	91	-4.2%	+1.1%	118	-4.1%	+3.5%
Feb-2019	90	-2.2%	-1.1%	117	0.0%	-0.8%
Mar-2019	89	-1.1%	-1.1%	118	0.0%	+0.9%
Apr-2019	88	+1.1%	-1.1%	115	+0.9%	-2.5%
May-2019	86	+1.2%	-2.3%	111	-1.8%	-3.5%
Jun-2019	86	+1.2%	0.0%	113	+1.8%	+1.8%
Jul-2019	88	+1.1%	+2.3%	116	+1.8%	+2.7%
Aug-2019	93	+6.9%	+5.7%	119	+4.4%	+2.6%
Sep-2019	93	+6.9%	0.0%	119	+11.2%	0.0%
Oct-2019	94	+16.0%	+1.1%	119	+15.5%	0.0%
Nov-2019	92	+9.5%	-2.1%	116	+10.5%	-2.5%

Historical Housing Affordability Index by Month



Inventory of Active Listings

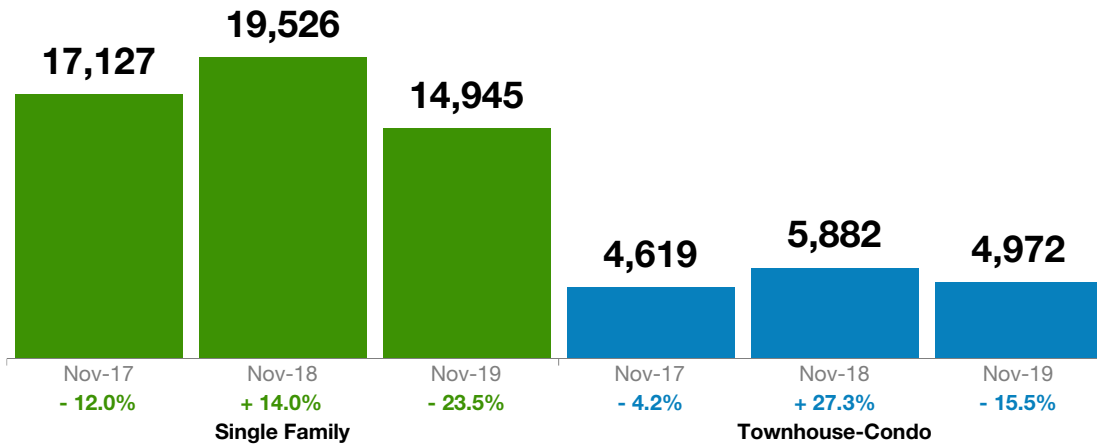
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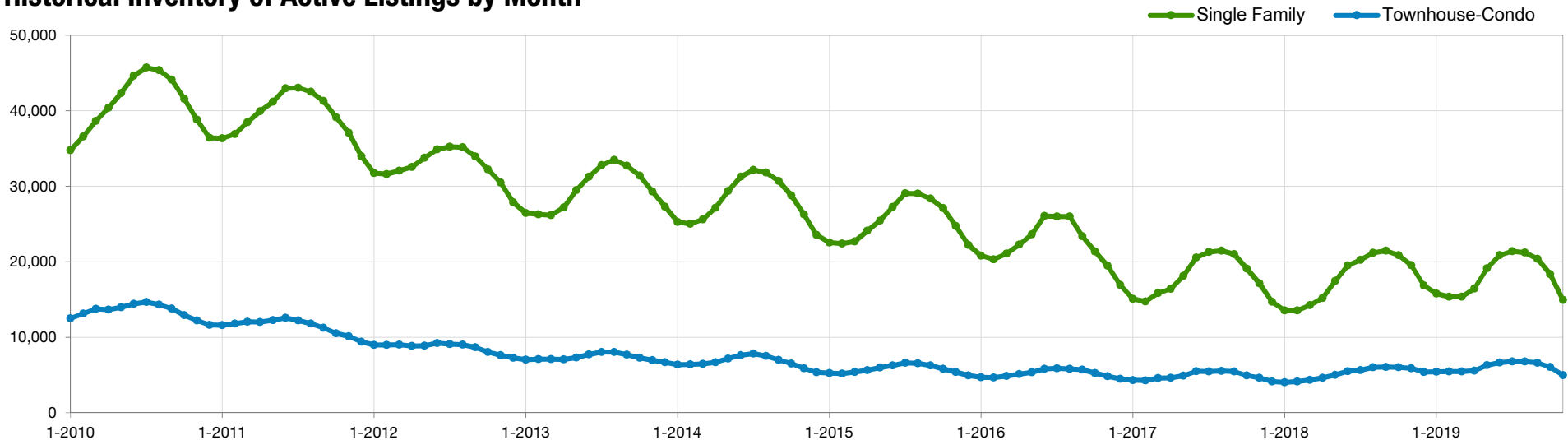


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Active Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	16,847	+14.6%	-13.7%	5,393	+30.4%	-8.3%
Jan-2019	15,777	+16.4%	-6.4%	5,442	+34.6%	+0.9%
Feb-2019	15,358	+13.3%	-2.7%	5,469	+32.2%	+0.5%
Mar-2019	15,356	+7.9%	-0.0%	5,475	+26.1%	+0.1%
Apr-2019	16,434	+8.2%	+7.0%	5,580	+20.6%	+1.9%
May-2019	19,108	+9.5%	+16.3%	6,316	+26.2%	+13.2%
Jun-2019	20,858	+7.0%	+9.2%	6,666	+21.5%	+5.5%
Jul-2019	21,402	+5.7%	+2.6%	6,778	+19.8%	+1.7%
Aug-2019	21,217	+0.2%	-0.9%	6,799	+12.7%	+0.3%
Sep-2019	20,391	-5.0%	-3.9%	6,608	+9.0%	-2.8%
Oct-2019	18,348	-12.1%	-10.0%	6,073	+0.6%	-8.1%
Nov-2019	14,945	-23.5%	-18.5%	4,972	-15.5%	-18.1%

Historical Inventory of Active Listings by Month



Months Supply of Inventory

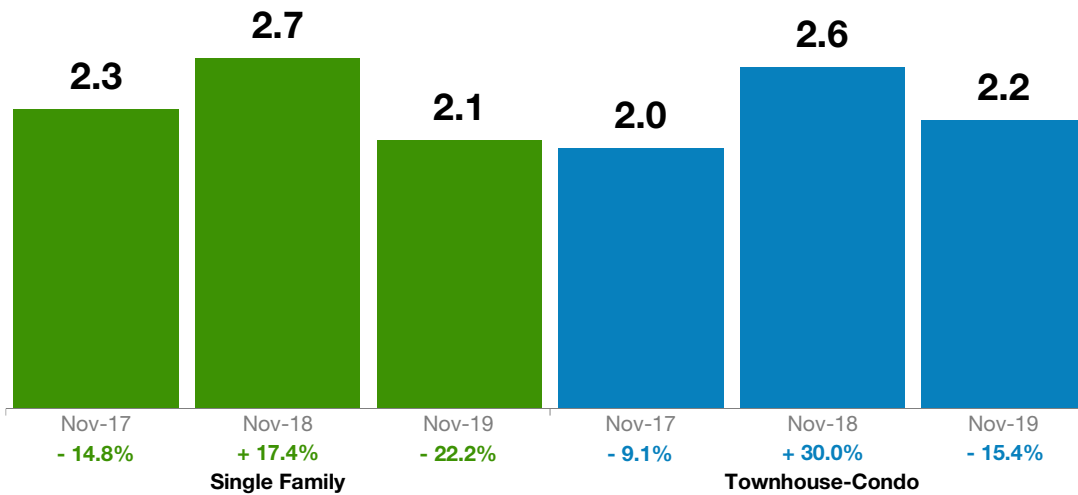
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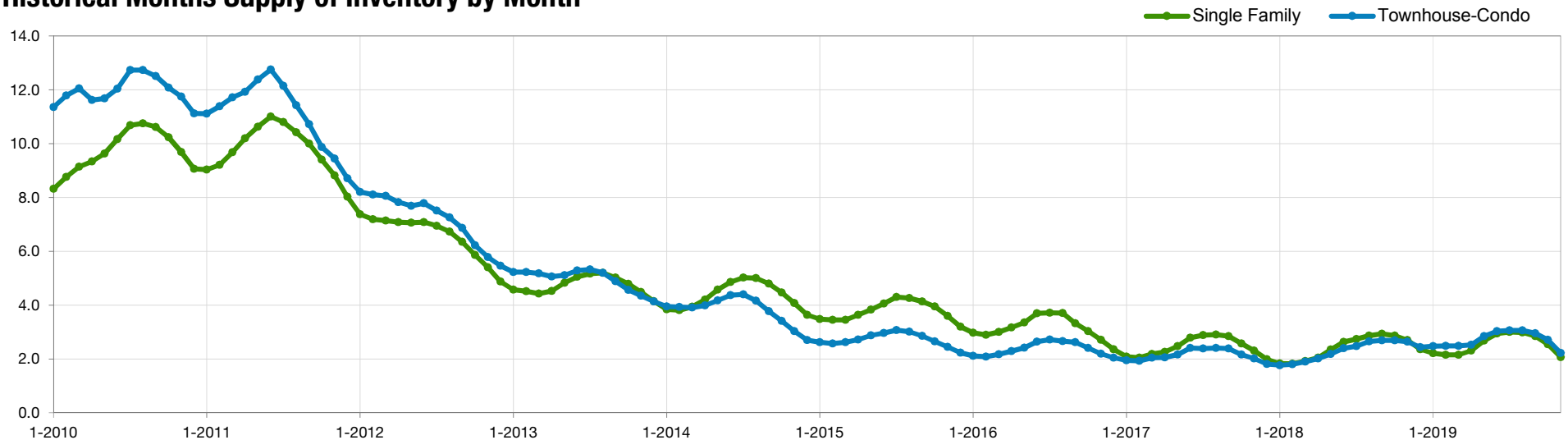


November



Months Supply	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Dec-2018	2.4	+20.0%	-11.1%	2.4	+33.3%	-7.7%
Jan-2019	2.2	+22.2%	-8.3%	2.5	+38.9%	+4.2%
Feb-2019	2.2	+22.2%	0.0%	2.5	+38.9%	0.0%
Mar-2019	2.2	+15.8%	0.0%	2.5	+31.6%	0.0%
Apr-2019	2.3	+15.0%	+4.5%	2.5	+25.0%	0.0%
May-2019	2.7	+12.5%	+17.4%	2.8	+27.3%	+12.0%
Jun-2019	2.9	+11.5%	+7.4%	3.0	+25.0%	+7.1%
Jul-2019	3.0	+11.1%	+3.4%	3.1	+24.0%	+3.3%
Aug-2019	3.0	+3.4%	0.0%	3.1	+14.8%	0.0%
Sep-2019	2.8	-3.4%	-6.7%	3.0	+11.1%	-3.2%
Oct-2019	2.5	-13.8%	-10.7%	2.7	0.0%	-10.0%
Nov-2019	2.1	-22.2%	-16.0%	2.2	-15.4%	-18.5%

Historical Months Supply of Inventory by Month



Total Market Overview Report

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

November 2019
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Key Metrics	Historical Sparkbars	11-2018	11-2019	Percent Change	YTD-2018	YTD-2019	Percent Change
New Listings		8,093	7,475	- 7.6%	133,384	136,270	+ 2.2%
Pending / Under Contract		7,221	8,686	+ 20.3%	106,045	111,566	+ 5.2%
Sold Listings		8,492	8,503	+ 0.1%	105,260	106,403	+ 1.1%
Median Sales Price		\$360,000	\$380,000	+ 5.6%	\$365,000	\$380,000	+ 4.1%
Average Sales Price		\$434,634	\$471,154	+ 8.4%	\$441,229	\$460,979	+ 4.5%
Percent of List Price Received		98.5%	98.6%	+ 0.1%	99.4%	99.0%	- 0.4%
Days on Market Until Sale		51	53	+ 3.9%	44	47	+ 6.8%
Housing Affordability Index		88	96	+ 9.1%	86	96	+ 11.6%
Inventory of Active Listings		25,604	20,116	- 21.4%	--	--	--
Months Supply of Inventory		2.7	2.1	- 22.2%	--	--	--

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®.

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New Listings

A measure of how much new supply is coming onto the market from sellers.

Pending/Under Contract

A count of all the listings that went into Pending / Under Contract during the reported period. Pending / Under Contract listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending / Under Contract, out of Pending / Under Contract, then back into Pending / Under Contract all in one reported period, this listing would only be counted once. 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.

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

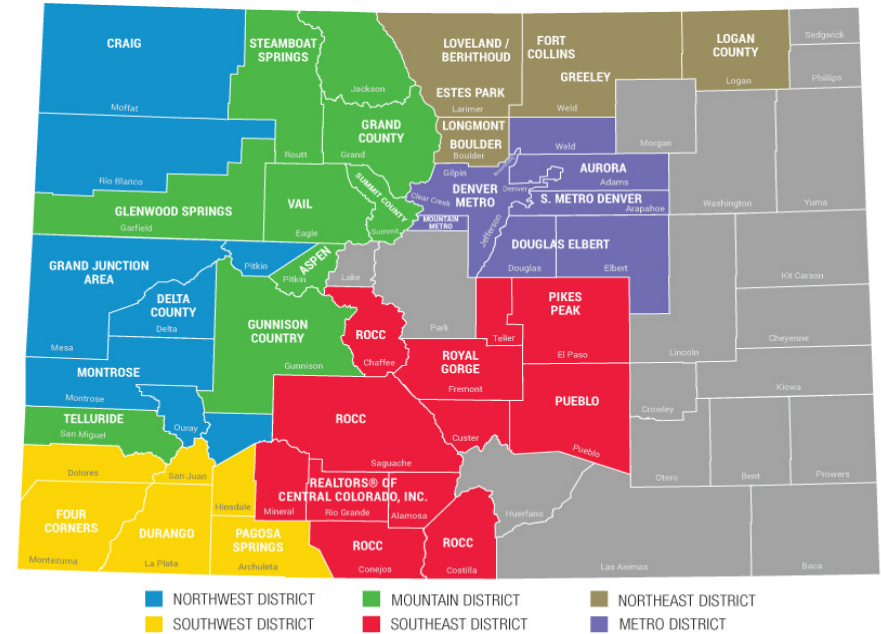
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

Inventory of 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.



Colorado Association of REALTORS® Board Map Associations/Boards by District

Metro

Aurora Association
Denver Metro Association
Denver Metro Commercial Assn.
Douglas Elbert Association
Mountain Metro Association
South Metro Association

Mountain

Aspen Board
Glenwood Springs Association
Grand County Board
Gunnison Country Association
Steamboat Springs Board
Summit Association
Telluride Association
Vail Board

Northeast

Boulder Area Association
Estes Park Board
Fort Collins Board
Greeley Area Association
Logan County Board
Longmont Association
Loveland/Berthoud Association
Northern Colorado Commercial Assn.

Northwest

Craig Association
Delta Board
Grand Junction Area Association
Montrose Association

Southeast

Pikes Peak Association
Pueblo Association
REALTORS® of Central Colorado, Inc. (ROCC)
Royal Gorge Association

Southwest

Durango Area Association
Four Corners Board
Pagosa Springs Area Association

The gray areas are not represented by a local association/board of REALTORS® or Multiple Listing Service. Transaction numbers in those areas are low and would not affect the overall state statistics.