



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

Research tools provided by the Colorado Association of REALTORS[®]

***Make Sure
Your Agent is a REALTOR[®]***

*Not all agents
are the same!*



Statewide Report Single Family and Townhouse-Condo September 2020



Single Family Market Overview

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

September 2020
Statewide Report

Make Sure
Your Agent is a REALTOR®

Not all agents
are the same!



Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		8,993	9,334	+ 3.8%	89,927	84,929	- 5.6%
Pending / Under Contract		7,417	10,053	+ 35.5%	70,761	77,505	+ 9.5%
Sold Listings		7,588	9,867	+ 30.0%	66,711	69,485	+ 4.2%
Median Sales Price		\$400,000	\$450,000	+ 12.5%	\$400,000	\$430,000	+ 7.5%
Average Sales Price		\$487,808	\$617,712	+ 26.6%	\$483,124	\$532,726	+ 10.3%
Percent of List Price Received		98.7%	99.9%	+ 1.2%	99.1%	99.5%	+ 0.4%
Days on Market Until Sale		47	43	- 8.5%	46	44	- 4.3%
Housing Affordability Index		93	88	- 5.4%	93	92	- 1.1%
Inventory of Active Listings		21,530	9,804	- 54.5%	--	--	--
Months Supply of Inventory		3.0	1.3	- 56.7%	--	--	--

Townhouse-Condo Market Overview

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

September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

Not all agents
are the same!



Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		2,749	3,229	+ 17.5%	27,914	27,483	- 1.5%
Pending / Under Contract		2,274	3,266	+ 43.6%	21,963	23,715	+ 8.0%
Sold Listings		2,418	3,118	+ 28.9%	20,698	21,048	+ 1.7%
Median Sales Price		\$313,250	\$345,500	+ 10.3%	\$306,000	\$325,000	+ 6.2%
Average Sales Price		\$393,151	\$503,576	+ 28.1%	\$388,098	\$427,123	+ 10.1%
Percent of List Price Received		98.8%	99.5%	+ 0.7%	99.0%	99.2%	+ 0.2%
Days on Market Until Sale		47	45	- 4.3%	45	46	+ 2.2%
Housing Affordability Index		118	115	- 2.5%	121	122	+ 0.8%
Inventory of Active Listings		6,894	4,196	- 39.1%	--	--	--
Months Supply of Inventory		3.1	1.8	- 41.9%	--	--	--

New Listings

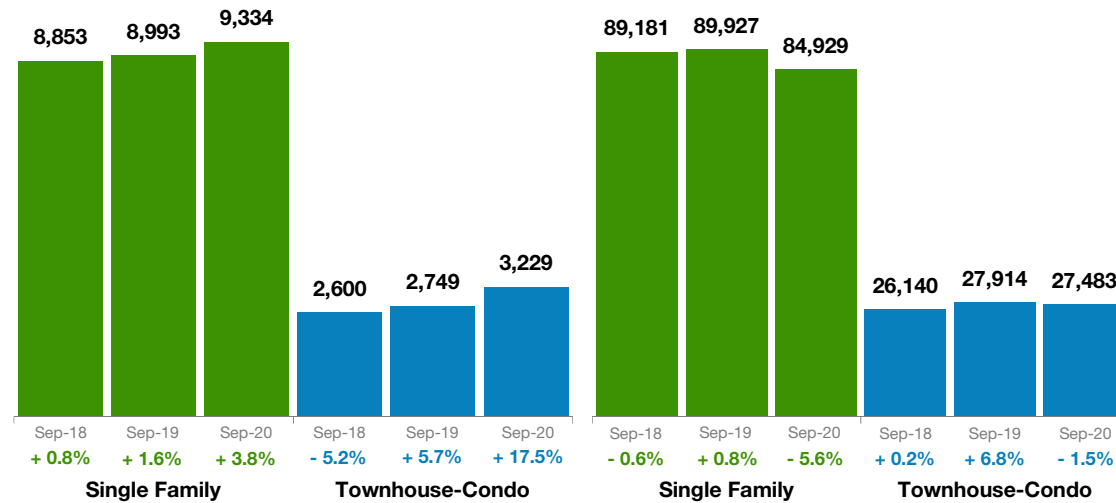
September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

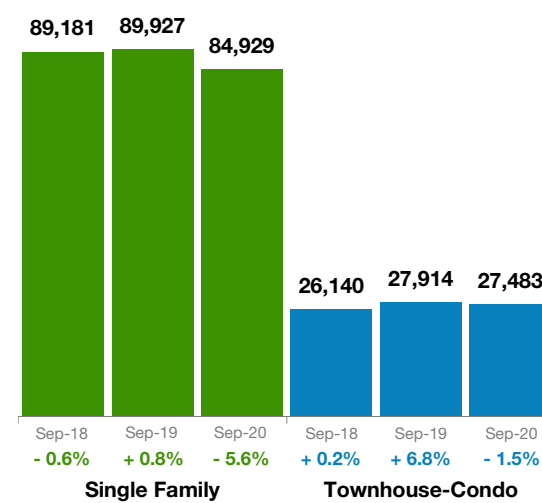
Not all agents
are the same!



September

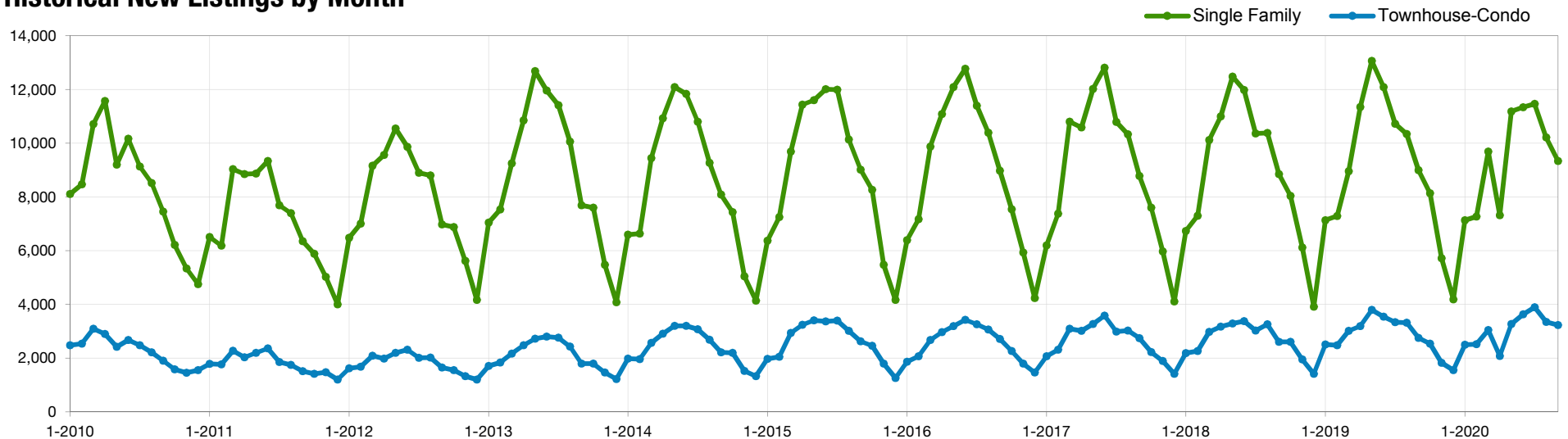


Year to Date



New Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	8,139	+1.2%	-9.5%	2,537	-2.6%	-7.7%
Nov-2019	5,717	-6.5%	-29.8%	1,818	-6.8%	-28.3%
Dec-2019	4,186	+7.0%	-26.8%	1,551	+10.0%	-14.7%
Jan-2020	7,132	+0.1%	+70.4%	2,496	-0.5%	+60.9%
Feb-2020	7,263	-0.3%	+1.8%	2,512	+1.5%	+0.6%
Mar-2020	9,686	+8.1%	+33.4%	3,040	+1.0%	+21.0%
Apr-2020	7,313	-35.6%	-24.5%	2,078	-34.8%	-31.6%
May-2020	11,183	-14.4%	+52.9%	3,269	-13.9%	+57.3%
Jun-2020	11,340	-6.2%	+1.4%	3,630	+2.6%	+11.0%
Jul-2020	11,464	+6.9%	+1.1%	3,888	+16.6%	+7.1%
Aug-2020	10,214	-1.2%	-10.9%	3,341	+0.7%	-14.1%
Sep-2020	9,334	+3.8%	-8.6%	3,229	+17.5%	-3.4%

Historical New Listings by Month



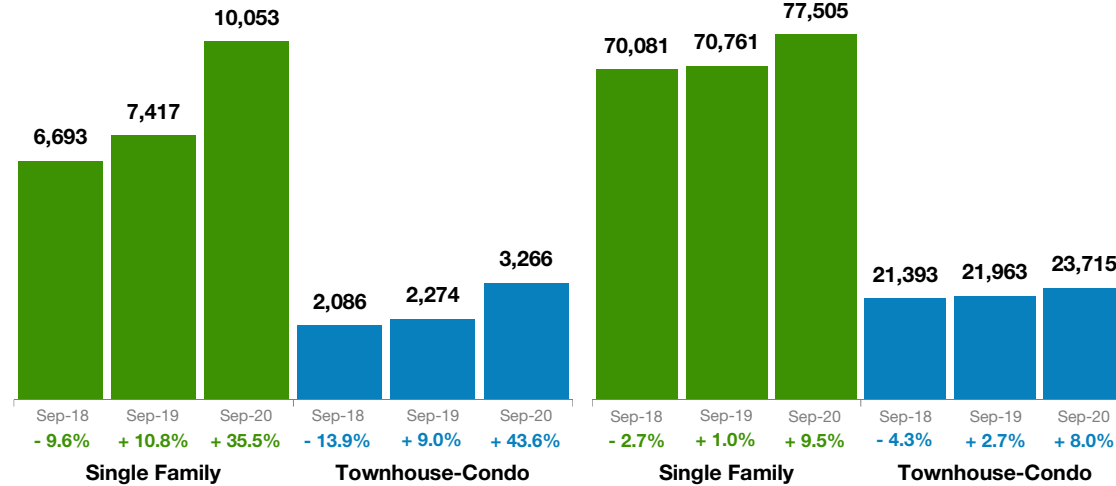
Pending / Under Contract

September 2020
Statewide Report

Make Sure Your Agent is a REALTOR®
Not all agents are the same!

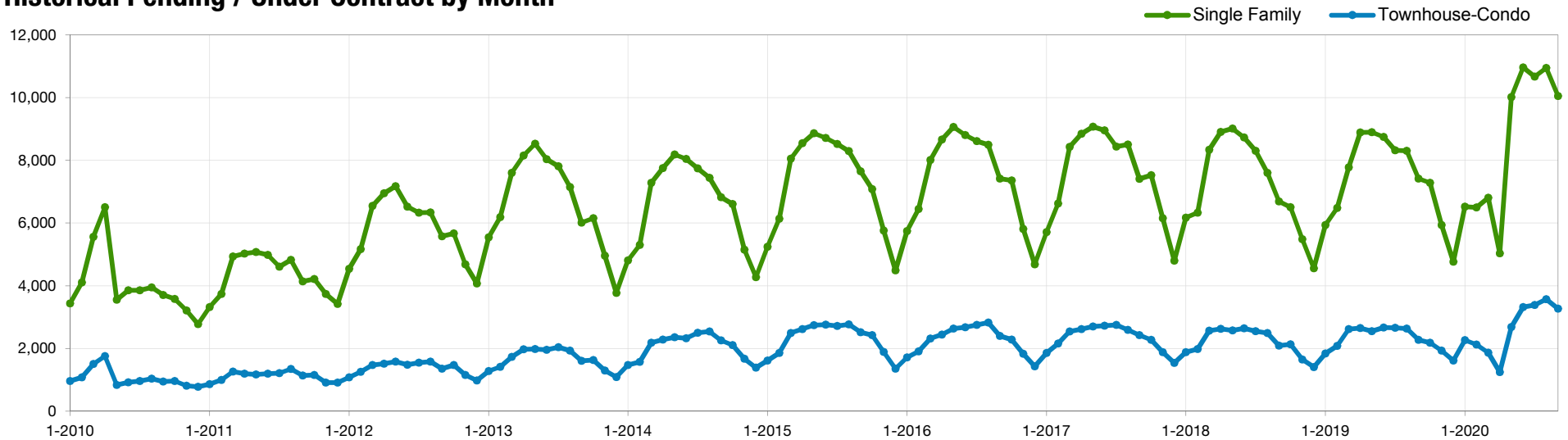


September



Pending / Under Contract	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	7,280	+11.9%	-1.8%	2,185	+2.7%	-3.9%
Nov-2019	5,934	+8.2%	-18.5%	1,930	+17.5%	-11.7%
Dec-2019	4,762	+4.6%	-19.8%	1,614	+14.9%	-16.4%
Jan-2020	6,524	+9.9%	+37.0%	2,262	+23.1%	+40.1%
Feb-2020	6,500	+0.4%	-0.4%	2,125	+2.0%	-6.1%
Mar-2020	6,803	-12.5%	+4.7%	1,861	-28.8%	-12.4%
Apr-2020	5,034	-43.4%	-26.0%	1,245	-53.0%	-33.1%
May-2020	10,017	+12.6%	+99.0%	2,683	+5.3%	+115.5%
Jun-2020	10,963	+25.4%	+9.4%	3,321	+24.5%	+23.8%
Jul-2020	10,667	+28.2%	-2.7%	3,385	+27.4%	+1.9%
Aug-2020	10,944	+31.8%	+2.6%	3,567	+35.6%	+5.4%
Sep-2020	10,053	+35.5%	-8.1%	3,266	+43.6%	-8.4%

Historical Pending / Under Contract by Month



Sold Listings

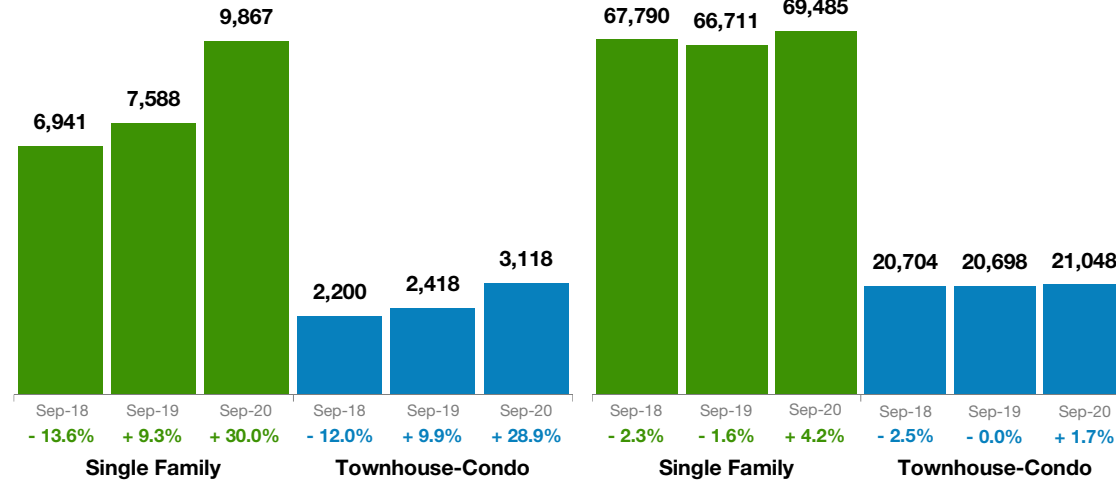
September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

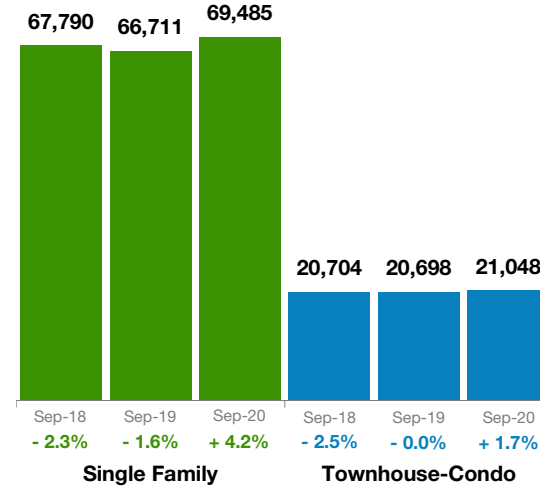
Not all agents
are the same!



September

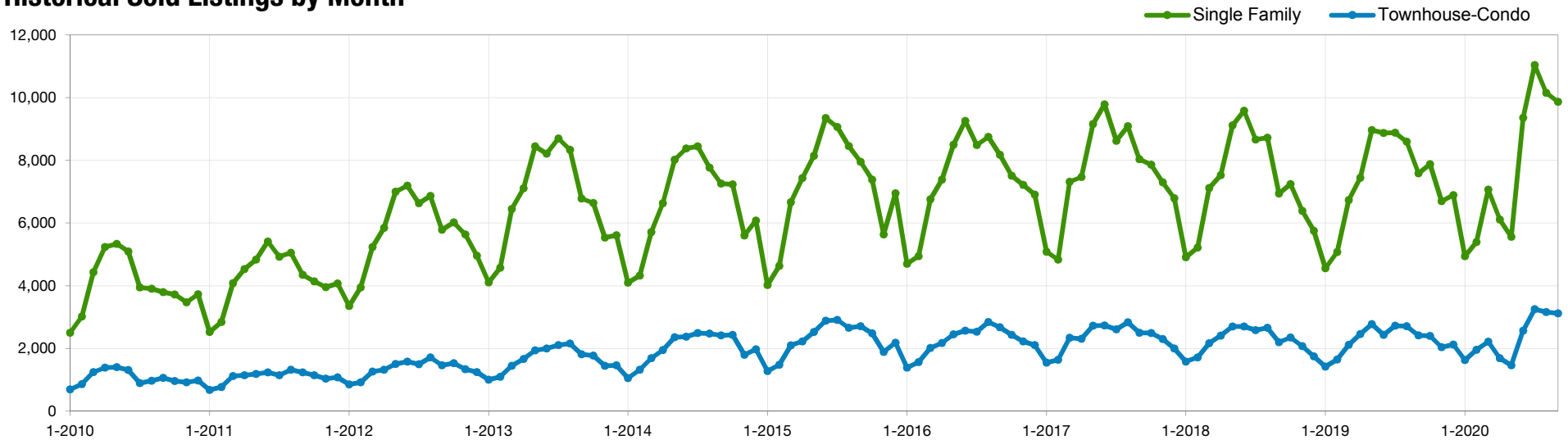


Year to Date



Sold Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	7,881	+8.9%	+3.9%	2,395	+2.0%	-1.0%
Nov-2019	6,697	+4.8%	-15.0%	2,035	-1.7%	-15.0%
Dec-2019	6,887	+19.6%	+2.8%	2,126	+21.9%	+4.5%
Jan-2020	4,944	+8.5%	-28.2%	1,633	+15.2%	-23.2%
Feb-2020	5,394	+6.2%	+9.1%	1,953	+18.7%	+19.6%
Mar-2020	7,063	+4.9%	+30.9%	2,213	+4.5%	+13.3%
Apr-2020	6,114	-17.9%	-13.4%	1,687	-31.3%	-23.8%
May-2020	5,557	-38.0%	-9.1%	1,462	-47.4%	-13.3%
Jun-2020	9,355	+5.5%	+68.3%	2,566	+5.4%	+75.5%
Jul-2020	11,042	+24.4%	+18.0%	3,256	+19.5%	+26.9%
Aug-2020	10,149	+18.0%	-8.1%	3,160	+16.7%	-2.9%
Sep-2020	9,867	+30.0%	-2.8%	3,118	+28.9%	-1.3%

Historical Sold Listings by Month



Median Sales Price

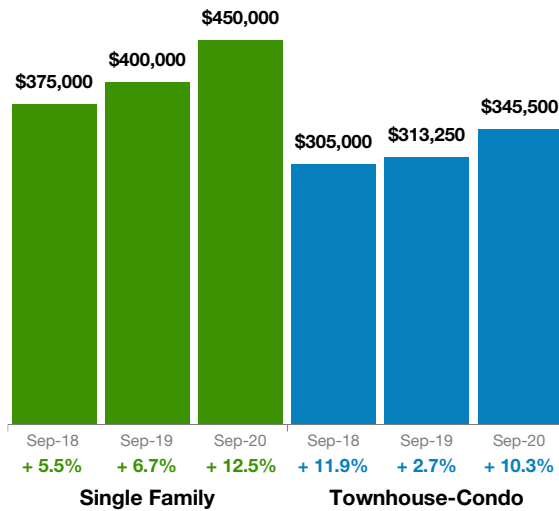
September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

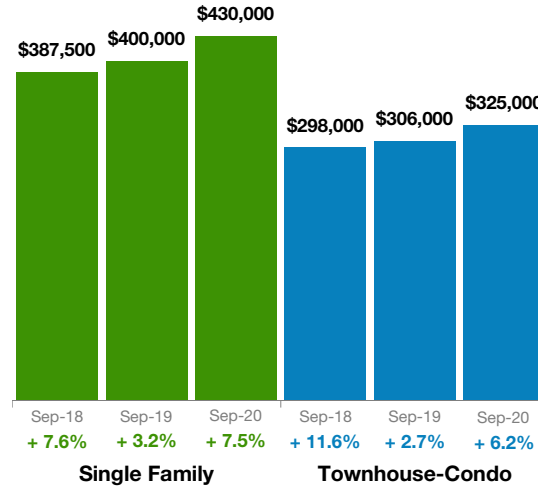
Not all agents
are the same!



September

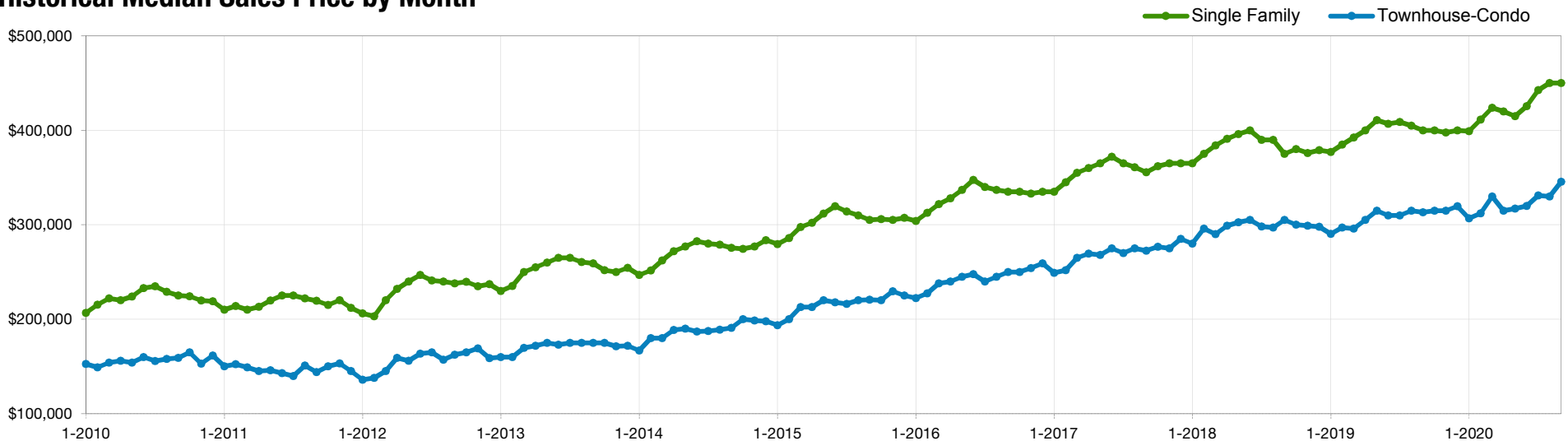


Year to Date



Median Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	\$400,000	+5.3%	0.0%	\$315,000	+5.0%	+0.6%
Nov-2019	\$397,750	+5.8%	-0.6%	\$315,000	+5.4%	0.0%
Dec-2019	\$400,000	+5.5%	+0.6%	\$319,525	+7.2%	+1.4%
Jan-2020	\$399,000	+5.8%	-0.2%	\$306,900	+5.7%	-4.0%
Feb-2020	\$411,458	+6.9%	+3.1%	\$312,000	+5.1%	+1.7%
Mar-2020	\$424,000	+8.0%	+3.0%	\$330,000	+11.5%	+5.8%
Apr-2020	\$420,000	+5.0%	-0.9%	\$315,000	+3.3%	-4.5%
May-2020	\$415,000	+1.0%	-1.2%	\$317,072	+0.7%	+0.7%
Jun-2020	\$425,500	+4.5%	+2.5%	\$319,900	+3.2%	+0.9%
Jul-2020	\$442,500	+8.2%	+4.0%	\$331,000	+6.8%	+3.5%
Aug-2020	\$450,000	+11.1%	+1.7%	\$330,000	+4.8%	-0.3%
Sep-2020	\$450,000	+12.5%	0.0%	\$345,500	+10.3%	+4.7%

Historical Median Sales Price by Month



Average Sales Price

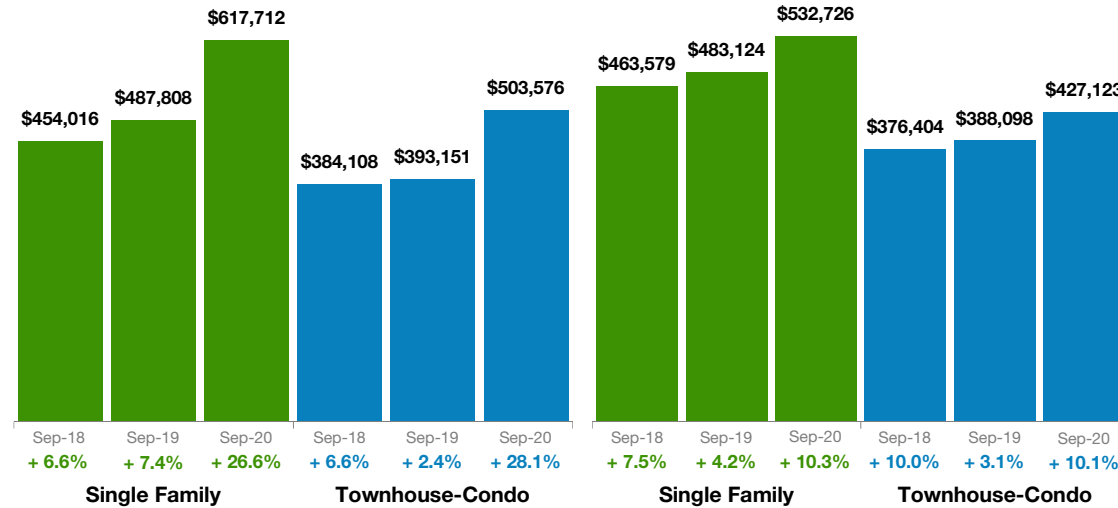
September 2020
Statewide Report

Make Sure
Your Agent is a REALTOR®

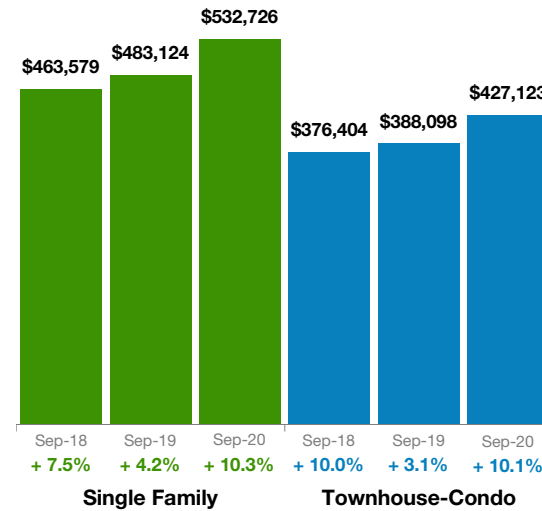
Not all agents
are the same!



September

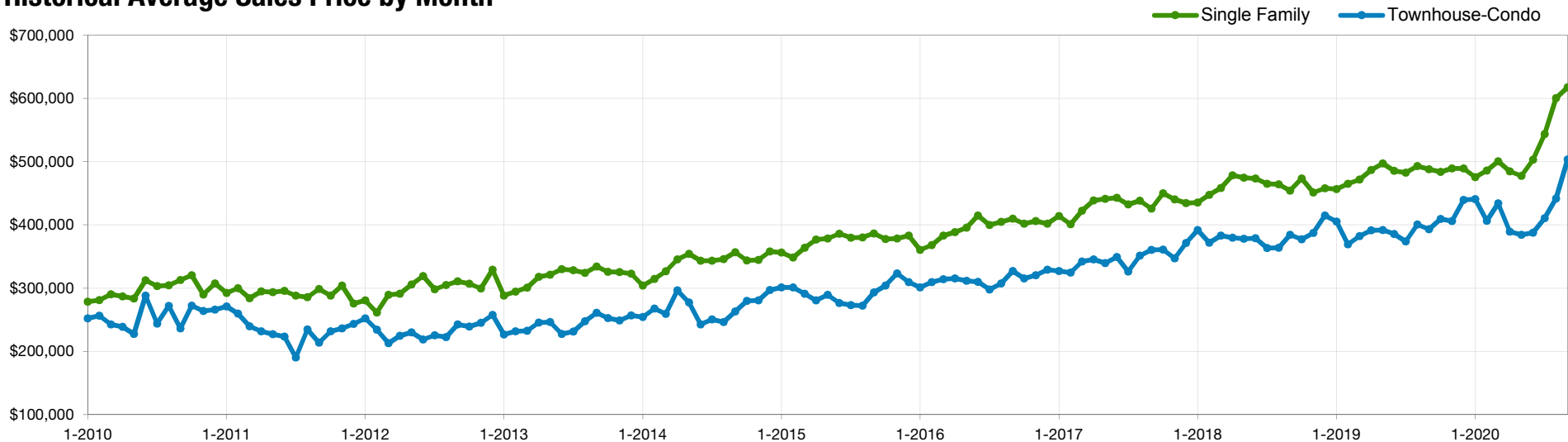


Year to Date



Average Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	\$483,828	+2.2%	-0.8%	\$409,451	+8.6%	+4.1%
Nov-2019	\$489,396	+8.5%	+1.2%	\$405,985	+4.9%	-0.8%
Dec-2019	\$489,176	+6.8%	-0.0%	\$439,620	+6.0%	+8.3%
Jan-2020	\$475,383	+4.1%	-2.8%	\$440,707	+8.8%	+0.2%
Feb-2020	\$485,830	+4.5%	+2.2%	\$406,366	+10.0%	-7.8%
Mar-2020	\$500,409	+6.1%	+3.0%	\$433,852	+13.6%	+6.8%
Apr-2020	\$484,528	-0.4%	-3.2%	\$389,163	-0.6%	-10.3%
May-2020	\$477,467	-4.0%	-1.5%	\$384,158	-2.0%	-1.3%
Jun-2020	\$502,890	+3.5%	+5.3%	\$387,736	+0.6%	+0.9%
Jul-2020	\$543,663	+12.6%	+8.1%	\$410,812	+9.9%	+6.0%
Aug-2020	\$600,438	+21.8%	+10.4%	\$441,728	+10.3%	+7.5%
Sep-2020	\$617,712	+26.6%	+2.9%	\$503,576	+28.1%	+14.0%

Historical Average Sales Price by Month



Percent of List Price Received

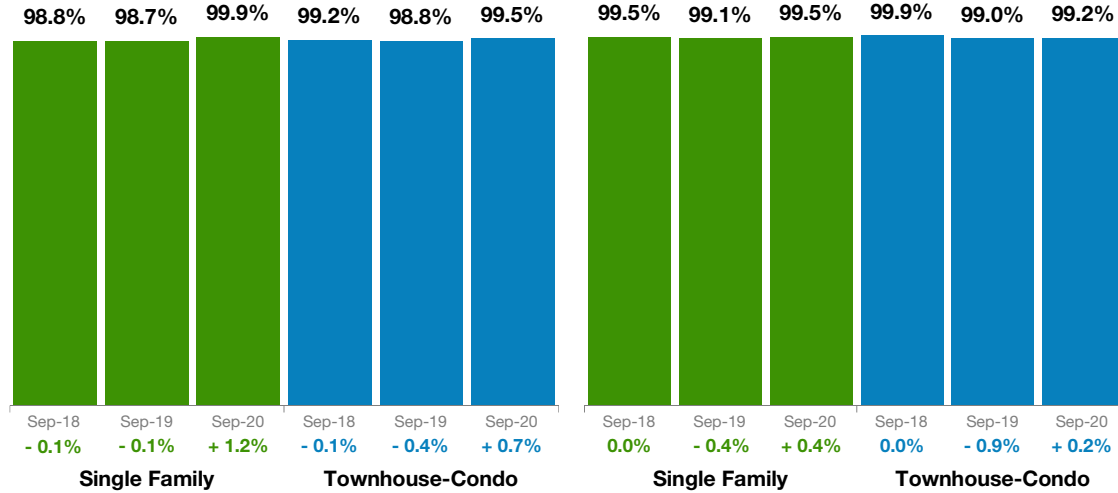
September 2020
Statewide Report

Make Sure Your Agent is a REALTOR®



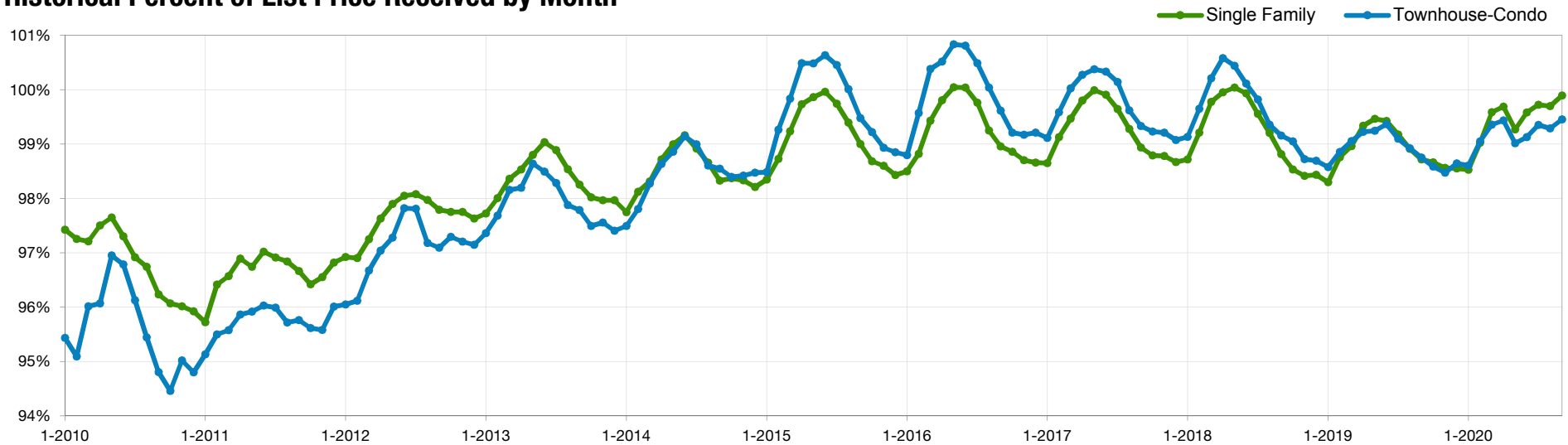
September

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
Oct-2019	98.7%	+0.2%	0.0%	98.6%	-0.4%	-0.2%
Nov-2019	98.6%	+0.2%	-0.1%	98.5%	-0.2%	-0.1%
Dec-2019	98.5%	+0.1%	-0.1%	98.6%	-0.1%	+0.1%
Jan-2020	98.5%	+0.2%	0.0%	98.6%	0.0%	0.0%
Feb-2020	99.0%	+0.2%	+0.5%	99.0%	+0.1%	+0.4%
Mar-2020	99.6%	+0.6%	+0.6%	99.4%	+0.3%	+0.4%
Apr-2020	99.7%	+0.4%	+0.1%	99.4%	+0.2%	0.0%
May-2020	99.3%	-0.2%	-0.4%	99.0%	-0.2%	-0.4%
Jun-2020	99.6%	+0.2%	+0.3%	99.1%	-0.3%	+0.1%
Jul-2020	99.7%	+0.5%	+0.1%	99.4%	+0.3%	+0.3%
Aug-2020	99.7%	+0.8%	0.0%	99.3%	+0.4%	-0.1%
Sep-2020	99.9%	+1.2%	+0.2%	99.5%	+0.7%	+0.2%

Historical Percent of List Price Received by Month



Days on Market Until Sale

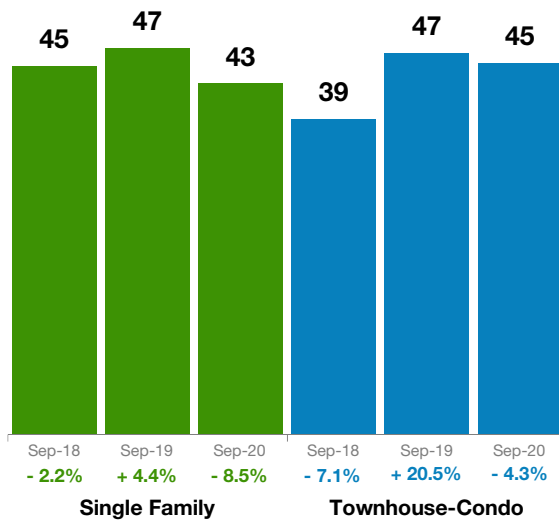
September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

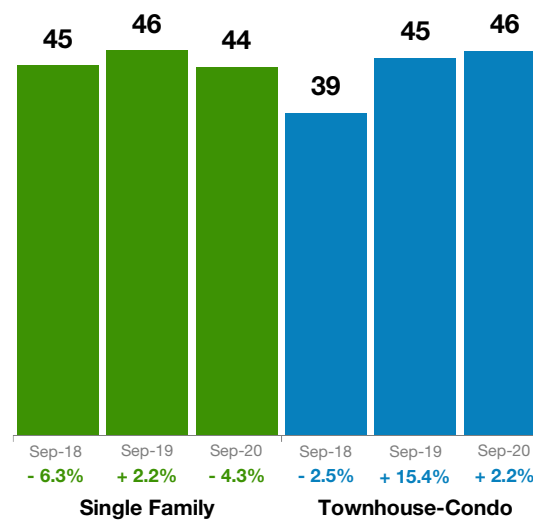
Not all agents
are the same!



September



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
Oct-2019	49	-2.0%	+4.3%	49	+14.0%	+4.3%
Nov-2019	52	+2.0%	+6.1%	57	+11.8%	+16.3%
Dec-2019	56	0.0%	+7.7%	58	+11.5%	+1.8%
Jan-2020	59	0.0%	+5.4%	64	+20.8%	+10.3%
Feb-2020	53	-10.2%	-10.2%	59	+20.4%	-7.8%
Mar-2020	49	-7.5%	-7.5%	52	+10.6%	-11.9%
Apr-2020	41	-12.8%	-16.3%	41	-10.9%	-21.2%
May-2020	40	-4.8%	-2.4%	36	-18.2%	-12.2%
Jun-2020	39	0.0%	-2.5%	44	+2.3%	+22.2%
Jul-2020	41	0.0%	+5.1%	38	-9.5%	-13.6%
Aug-2020	43	-2.3%	+4.9%	44	0.0%	+15.8%
Sep-2020	43	-8.5%	0.0%	45	-4.3%	+2.3%

Historical Days on Market Until Sale by Month



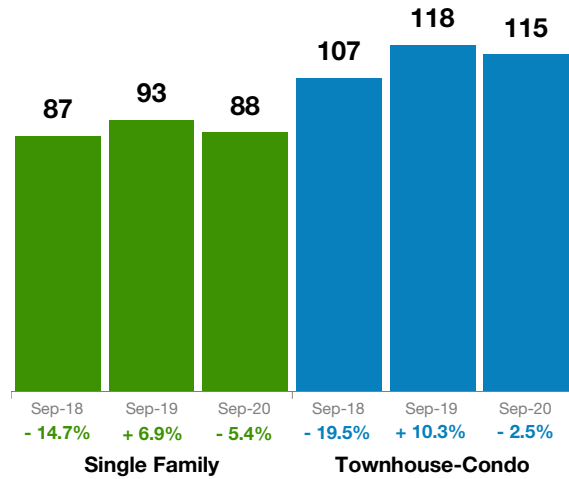
Housing Affordability Index

September 2020
Statewide Report

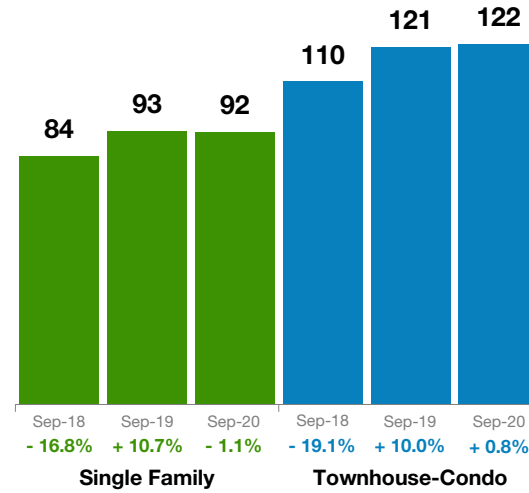
Make Sure Your Agent is a REALTOR®
Not all agents are the same!



September

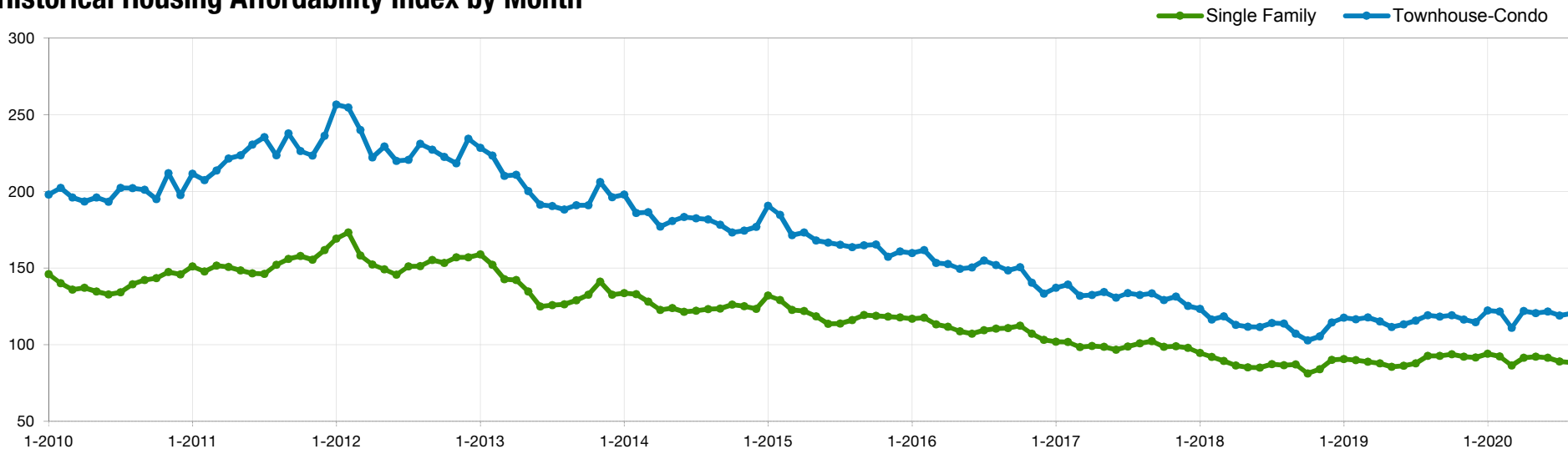


Year to Date



Housing Affordability Index	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	94	+16.0%	+1.1%	119	+15.5%	+0.8%
Nov-2019	92	+9.5%	-2.1%	116	+10.5%	-2.5%
Dec-2019	92	+2.2%	0.0%	115	+0.9%	-0.9%
Jan-2020	94	+3.3%	+2.2%	122	+3.4%	+6.1%
Feb-2020	92	+2.2%	-2.1%	122	+4.3%	0.0%
Mar-2020	86	-3.4%	-6.5%	111	-5.9%	-9.0%
Apr-2020	91	+3.4%	+5.8%	122	+6.1%	+9.9%
May-2020	92	+8.2%	+1.1%	121	+9.0%	-0.8%
Jun-2020	91	+5.8%	-1.1%	122	+8.0%	+0.8%
Jul-2020	89	+1.1%	-2.2%	119	+2.6%	-2.5%
Aug-2020	88	-5.4%	-1.1%	120	+0.8%	+0.8%
Sep-2020	88	-5.4%	0.0%	115	-2.5%	-4.2%

Historical Housing Affordability Index by Month



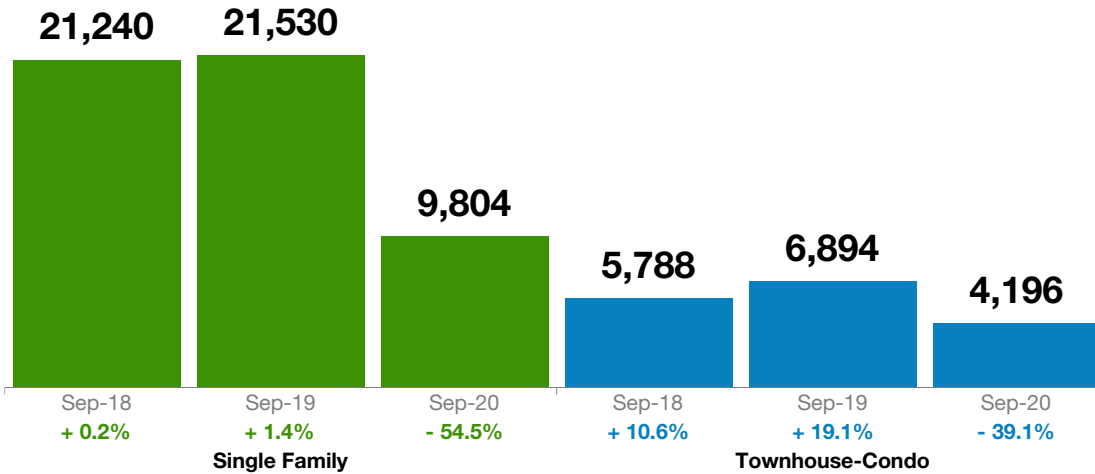
Inventory of Active Listings

September 2020
Statewide Report

Make Sure Your Agent is a REALTOR®

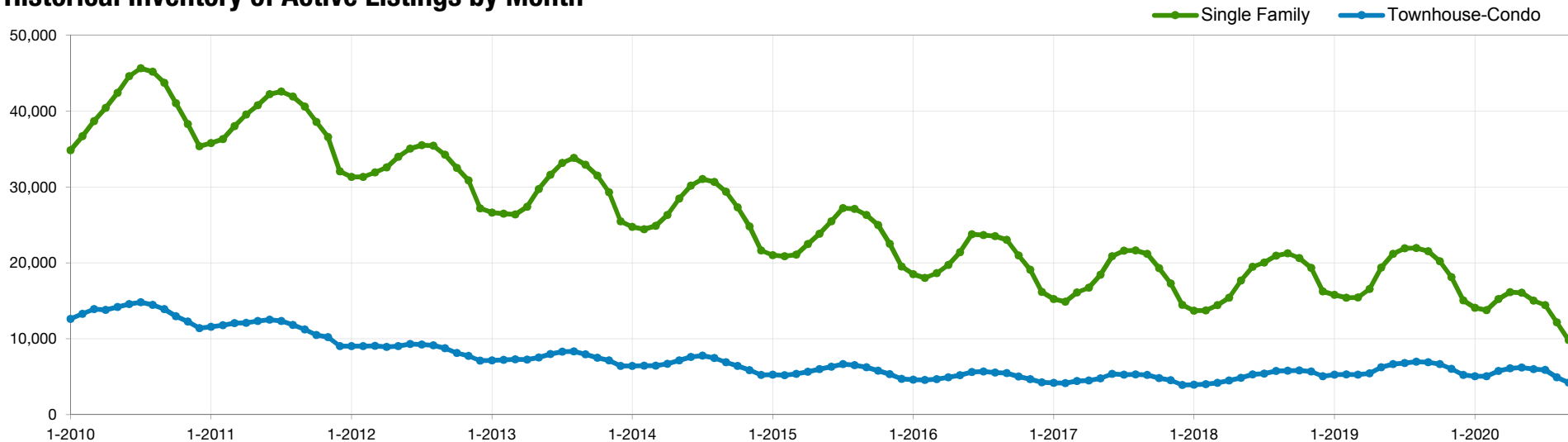


September



Active Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	20,193	-2.0%	-6.2%	6,658	+14.8%	-3.4%
Nov-2019	18,118	-6.2%	-10.3%	6,035	+6.3%	-9.4%
Dec-2019	15,051	-7.2%	-16.9%	5,219	+3.4%	-13.5%
Jan-2020	14,065	-10.8%	-6.6%	5,033	-4.3%	-3.6%
Feb-2020	13,756	-10.7%	-2.2%	5,049	-4.8%	+0.3%
Mar-2020	15,211	-1.5%	+10.6%	5,734	+8.8%	+13.6%
Apr-2020	16,117	-2.6%	+6.0%	6,089	+12.1%	+6.2%
May-2020	16,060	-17.0%	-0.4%	6,198	-0.8%	+1.8%
Jun-2020	15,017	-29.1%	-6.5%	5,981	-10.0%	-3.5%
Jul-2020	14,411	-34.2%	-4.0%	5,877	-13.6%	-1.7%
Aug-2020	12,151	-44.6%	-15.7%	4,913	-29.6%	-16.4%
Sep-2020	9,804	-54.5%	-19.3%	4,196	-39.1%	-14.6%

Historical Inventory of Active Listings by Month



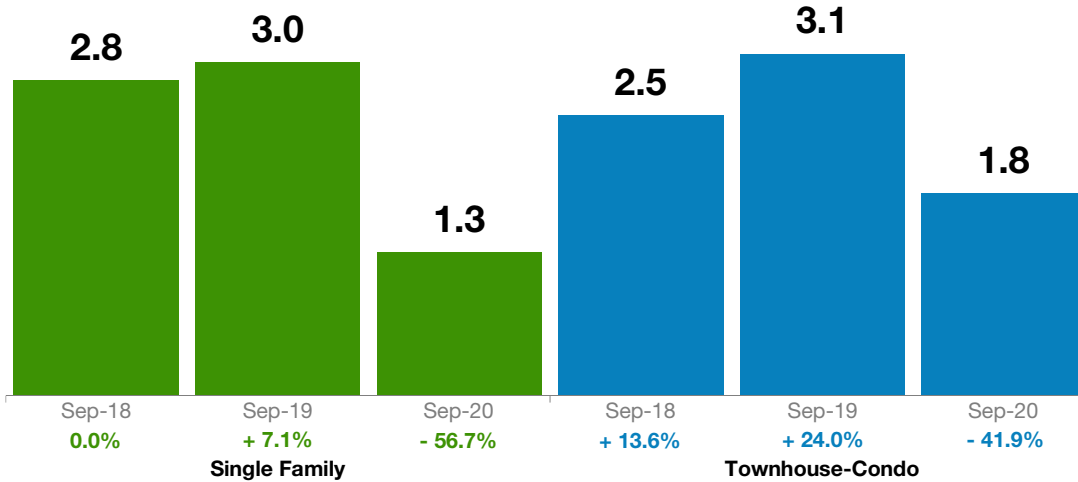
Months Supply of Inventory

September 2020
Statewide Report

Make Sure Your Agent is a REALTOR®

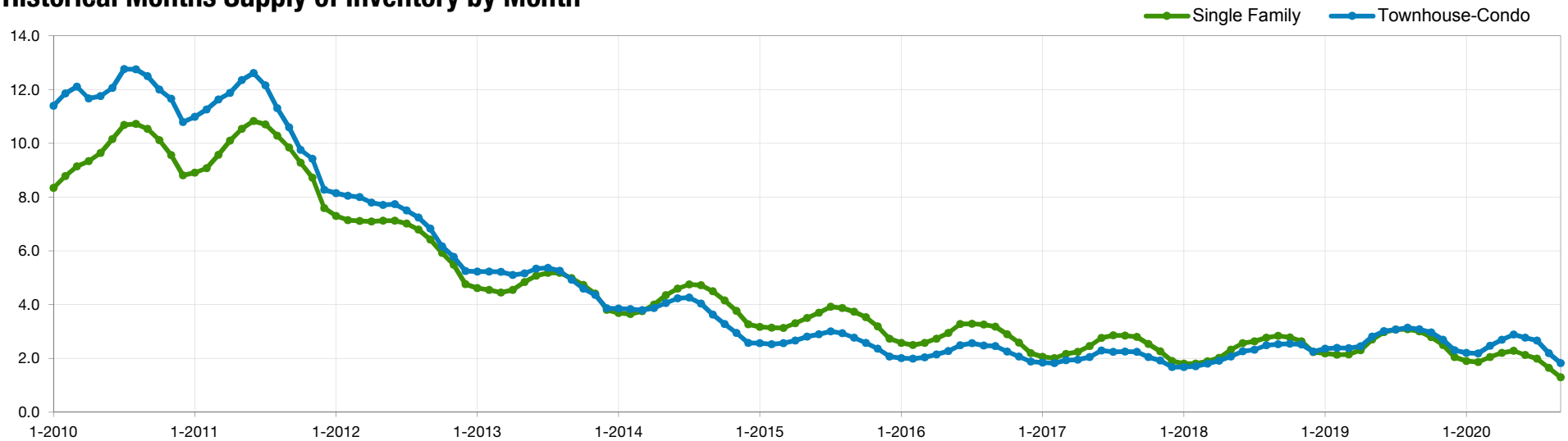


September



Months Supply	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Oct-2019	2.8	0.0%	-6.7%	3.0	+20.0%	-3.2%
Nov-2019	2.5	-3.8%	-10.7%	2.7	+8.0%	-10.0%
Dec-2019	2.0	-9.1%	-20.0%	2.3	0.0%	-14.8%
Jan-2020	1.9	-13.6%	-5.0%	2.2	-8.3%	-4.3%
Feb-2020	1.9	-9.5%	0.0%	2.2	-8.3%	0.0%
Mar-2020	2.0	-4.8%	+5.3%	2.5	+4.2%	+13.6%
Apr-2020	2.2	-4.3%	+10.0%	2.7	+12.5%	+8.0%
May-2020	2.3	-14.8%	+4.5%	2.9	+3.6%	+7.4%
Jun-2020	2.1	-30.0%	-8.7%	2.8	-6.7%	-3.4%
Jul-2020	2.0	-35.5%	-4.8%	2.7	-12.9%	-3.6%
Aug-2020	1.6	-48.4%	-20.0%	2.2	-29.0%	-18.5%
Sep-2020	1.3	-56.7%	-18.8%	1.8	-41.9%	-18.2%

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.

September 2020
Statewide Report

Make Sure
Your Agent is a REALTOR®

Not all agents
are the same!



Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		11,813	12,630	+ 6.9%	118,469	112,958	- 4.7%
Pending / Under Contract		9,754	13,384	+ 37.2%	93,130	101,619	+ 9.1%
Sold Listings		10,058	13,039	+ 29.6%	87,775	90,874	+ 3.5%
Median Sales Price		\$380,500	\$429,900	+ 13.0%	\$380,000	\$410,000	+ 7.9%
Average Sales Price		\$463,501	\$588,869	+ 27.0%	\$459,518	\$507,126	+ 10.4%
Percent of List Price Received		98.7%	99.8%	+ 1.1%	99.0%	99.4%	+ 0.4%
Days on Market Until Sale		47	44	- 6.4%	46	45	- 2.2%
Housing Affordability Index		97	92	- 5.2%	98	97	- 1.0%
Inventory of Active Listings		28,741	14,213	- 50.5%	--	--	--
Months Supply of Inventory		3.0	1.4	- 53.3%	--	--	--

Glossary of Terms

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

September 2020 Statewide Report

Make Sure
Your Agent is a REALTOR®

Not all agents
are the same!



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

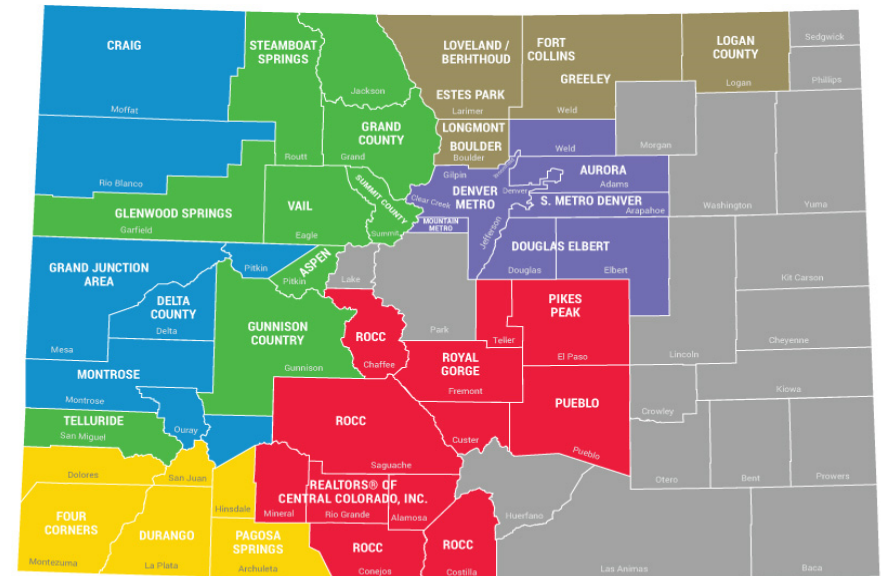
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

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.



■ NORTHWEST DISTRICT ■ MOUNTAIN DISTRICT ■ NORTHEAST DISTRICT
■ SOUTHWEST DISTRICT ■ SOUTHEAST DISTRICT ■ METRO DISTRICT

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

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.

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

Mountain

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

Northwest

- Craig Association
- Delta Board
- Grand Junction Area Association
- Montrose 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.