



# colorado association of REALTORS® HOUSING REPORTS

Research tools provided by the Colorado Association of REALTORS®

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## Statewide Report Single Family and Townhouse-Condo March 2020



# Single Family 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	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		8,955	<b>9,615</b>	+ 7.4%	23,364	<b>23,875</b>	+ 2.2%
<b>Pending / Under Contract</b>		7,770	<b>7,490</b>	- 3.6%	20,163	<b>20,692</b>	+ 2.6%
<b>Sold Listings</b>		6,731	<b>6,789</b>	+ 0.9%	16,360	<b>17,054</b>	+ 4.2%
<b>Median Sales Price</b>		\$392,100	<b>\$424,050</b>	+ 8.1%	\$385,000	<b>\$413,000</b>	+ 7.3%
<b>Average Sales Price</b>		\$471,467	<b>\$500,877</b>	+ 6.2%	\$465,269	<b>\$488,884</b>	+ 5.1%
<b>Percent of List Price Received</b>		99.0%	<b>99.6%</b>	+ 0.6%	98.7%	<b>99.1%</b>	+ 0.4%
<b>Days on Market Until Sale</b>		53	<b>49</b>	- 7.5%	56	<b>53</b>	- 5.4%
<b>Housing Affordability Index</b>		89	<b>86</b>	- 3.4%	91	<b>89</b>	- 2.2%
<b>Inventory of Active Listings</b>		15,391	<b>12,323</b>	- 19.9%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.1	<b>1.7</b>	- 19.0%	--	<b>--</b>	--

# Townhouse-Condo Market Overview

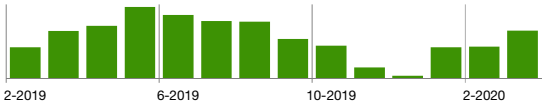
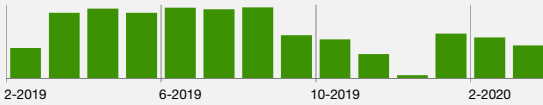
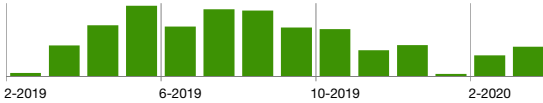
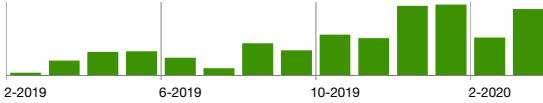
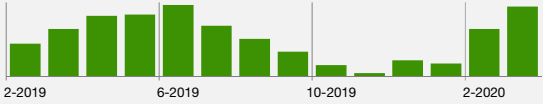
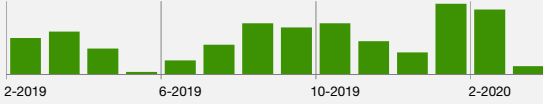
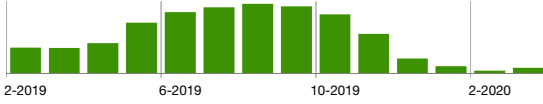

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

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Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		3,010	<b>3,024</b>	+ 0.5%	7,994	<b>8,007</b>	+ 0.2%
<b>Pending / Under Contract</b>		2,583	<b>2,113</b>	- 18.2%	6,490	<b>6,627</b>	+ 2.1%
<b>Sold Listings</b>		2,117	<b>2,090</b>	- 1.3%	5,178	<b>5,668</b>	+ 9.5%
<b>Median Sales Price</b>		\$295,900	<b>\$326,000</b>	+ 10.2%	\$295,000	<b>\$315,000</b>	+ 6.8%
<b>Average Sales Price</b>		\$382,092	<b>\$436,814</b>	+ 14.3%	\$384,357	<b>\$427,716</b>	+ 11.3%
<b>Percent of List Price Received</b>		99.1%	<b>99.3%</b>	+ 0.2%	98.9%	<b>99.0%</b>	+ 0.1%
<b>Days on Market Until Sale</b>		47	<b>50</b>	+ 6.4%	49	<b>57</b>	+ 16.3%
<b>Housing Affordability Index</b>		118	<b>112</b>	- 5.1%	118	<b>116</b>	- 1.7%
<b>Inventory of Active Listings</b>		5,416	<b>4,670</b>	- 13.8%	--	--	--
<b>Months Supply of Inventory</b>		2.4	<b>2.0</b>	- 16.7%	--	--	--

# New Listings

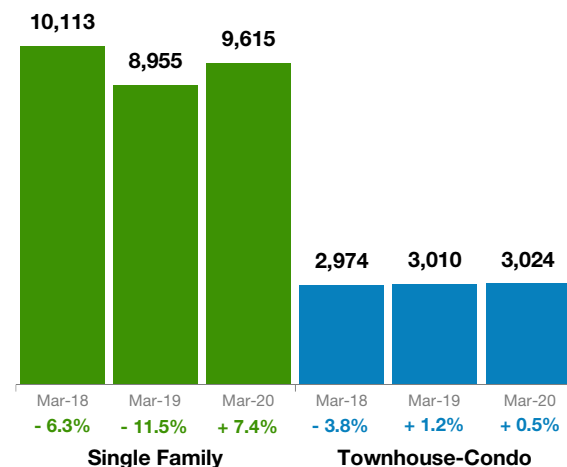
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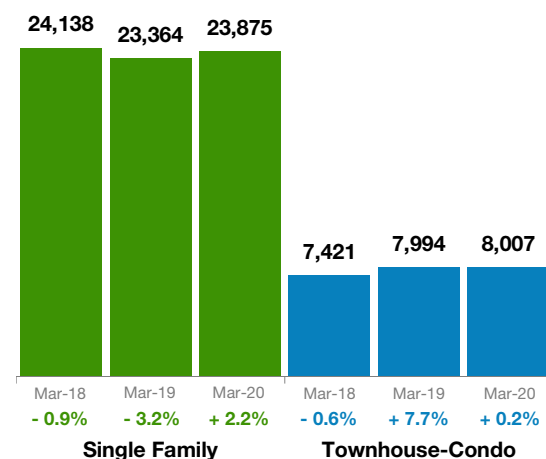
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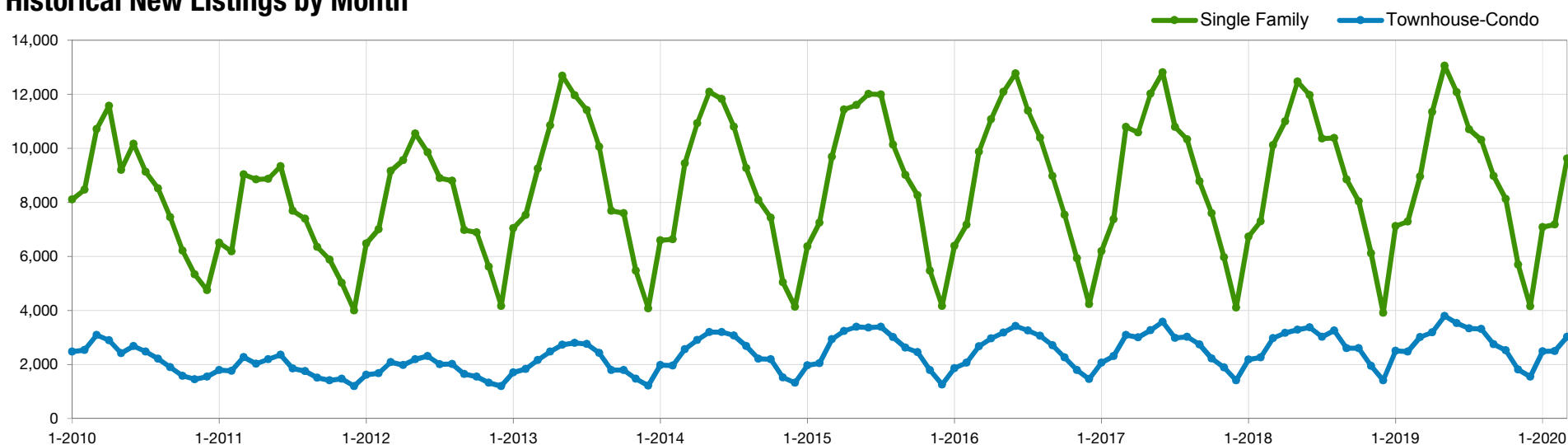


## Year to Date



New Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	11,347	+3.2%	+26.7%	3,186	+0.5%	+5.8%
May-2019	13,055	+4.7%	+15.1%	3,796	+15.6%	+19.1%
Jun-2019	12,081	+0.9%	-7.5%	3,534	+4.6%	-6.9%
Jul-2019	10,707	+3.4%	-11.4%	3,335	+10.3%	-5.6%
Aug-2019	10,314	-0.7%	-3.7%	3,315	+1.7%	-0.6%
Sep-2019	8,971	+1.3%	-13.0%	2,747	+5.7%	-17.1%
Oct-2019	8,130	+1.1%	-9.4%	2,528	-3.0%	-8.0%
Nov-2019	5,693	-6.9%	-30.0%	1,815	-7.0%	-28.2%
Dec-2019	4,159	+6.3%	-26.9%	1,546	+9.6%	-14.8%
Jan-2020	7,078	-0.7%	+70.2%	2,482	-1.1%	+60.5%
Feb-2020	7,182	-1.4%	+1.5%	2,501	+1.1%	+0.8%
<b>Mar-2020</b>	<b>9,615</b>	<b>+7.4%</b>	<b>+33.9%</b>	<b>3,024</b>	<b>+0.5%</b>	<b>+20.9%</b>

## Historical New Listings by Month



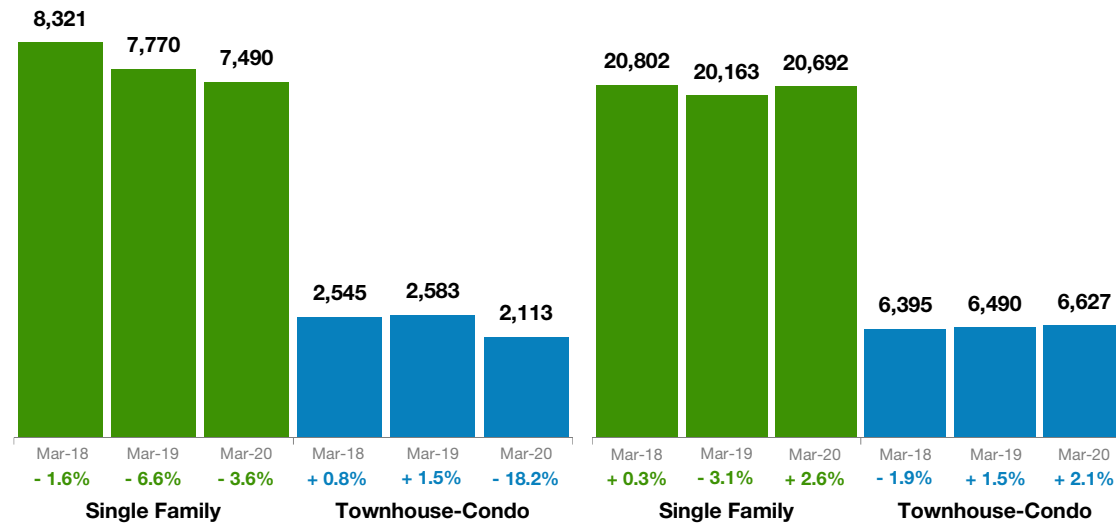
# Pending / Under Contract

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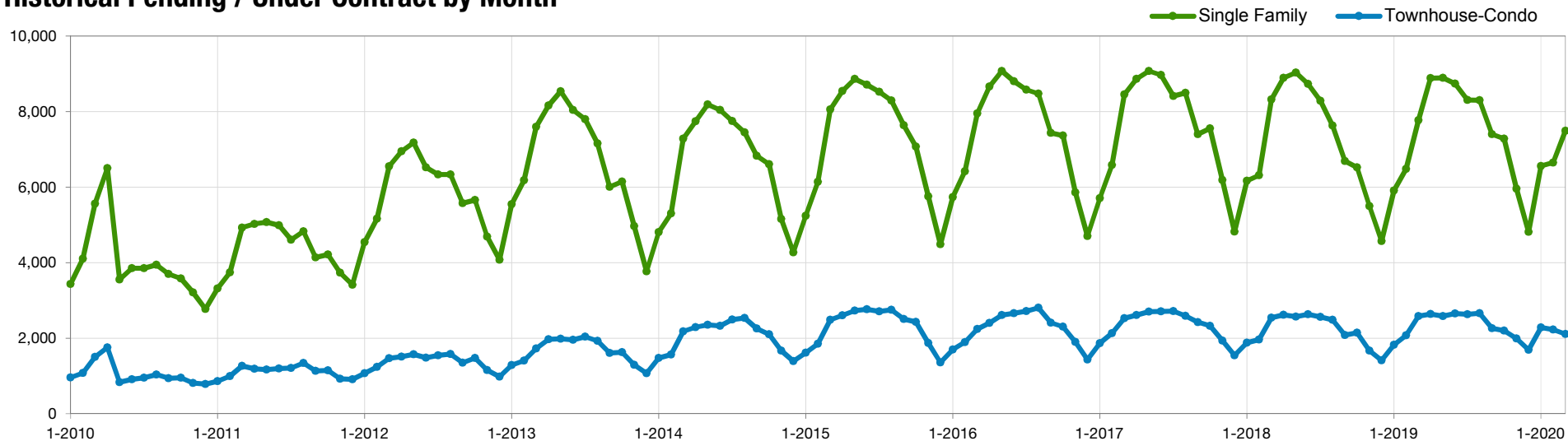
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Pending / Under Contract	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	8,886	-0.1%	+14.4%	2,641	+1.0%	+2.2%
May-2019	8,892	-1.5%	+0.1%	2,584	+0.6%	-2.2%
Jun-2019	8,738	+0.1%	-1.7%	2,654	+0.9%	+2.7%
Jul-2019	8,306	+0.2%	-4.9%	2,634	+2.7%	-0.8%
Aug-2019	8,299	+8.8%	-0.1%	2,659	+6.9%	+0.9%
Sep-2019	7,401	+10.7%	-10.8%	2,262	+8.4%	-14.9%
Oct-2019	7,282	+11.7%	-1.6%	2,202	+2.7%	-2.7%
Nov-2019	5,959	+8.3%	-18.2%	1,991	+19.2%	-9.6%
Dec-2019	4,813	+5.3%	-19.2%	1,689	+19.4%	-15.2%
Jan-2020	6,557	+10.9%	+36.2%	2,286	+25.1%	+35.3%
Feb-2020	6,645	+2.5%	+1.3%	2,228	+7.2%	-2.5%
Mar-2020	7,490	-3.6%	+12.7%	2,113	-18.2%	-5.2%

## Historical Pending / Under Contract by Month



# Sold Listings

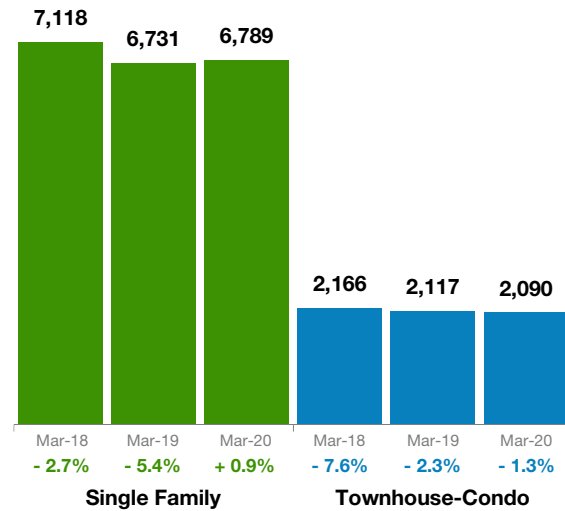
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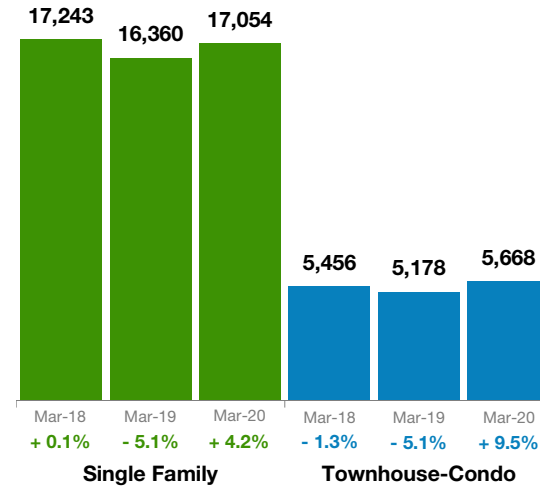
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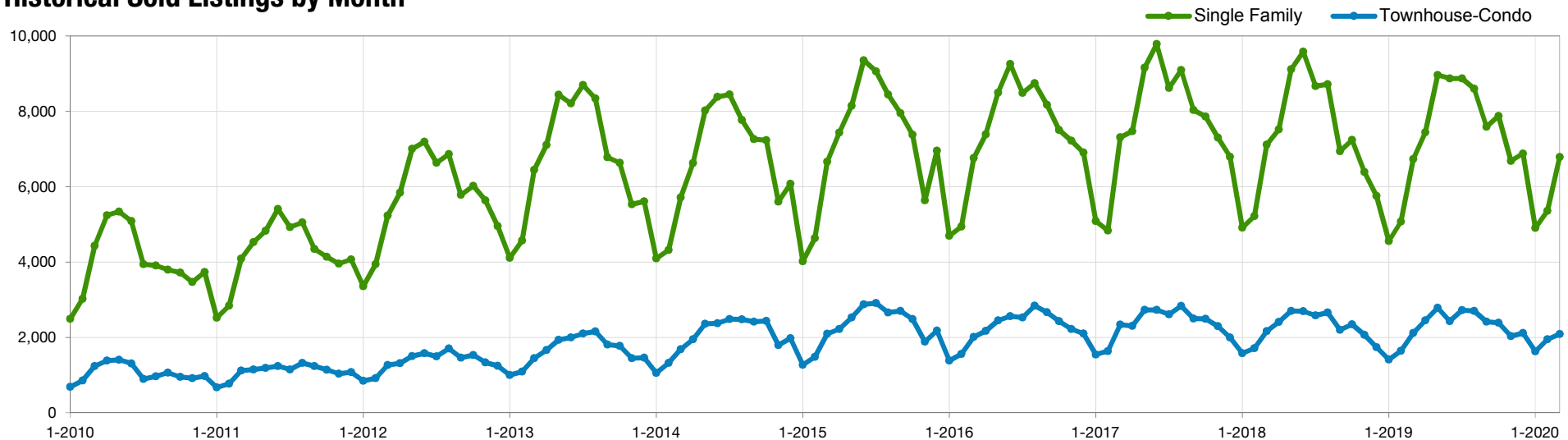


## Year to Date



Sold Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	7,445	-1.0%	+10.6%	2,455	+2.0%	+16.0%
May-2019	8,963	-1.7%	+20.4%	2,784	+3.0%	+13.4%
Jun-2019	8,869	-7.4%	-1.0%	2,432	-9.9%	-12.6%
Jul-2019	8,872	+2.4%	+0.0%	2,726	+5.6%	+12.1%
Aug-2019	8,597	-1.4%	-3.1%	2,705	+1.8%	-0.8%
Sep-2019	7,586	+9.3%	-11.8%	2,419	+10.0%	-10.6%
Oct-2019	7,874	+8.8%	+3.8%	2,392	+1.9%	-1.1%
Nov-2019	6,683	+4.6%	-15.1%	2,033	-1.8%	-15.0%
Dec-2019	6,879	+19.5%	+2.9%	2,118	+21.5%	+4.2%
Jan-2020	4,908	+7.7%	-28.7%	1,630	+15.2%	-23.0%
Feb-2020	5,357	+5.6%	+9.1%	1,948	+18.3%	+19.5%
Mar-2020	6,789	+0.9%	+26.7%	2,090	-1.3%	+7.3%

## Historical Sold Listings by Month



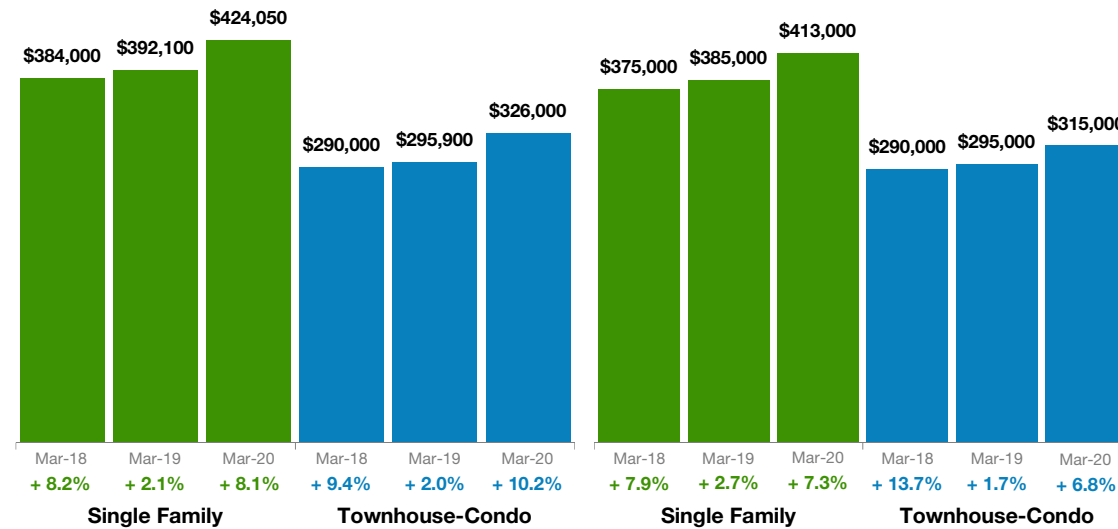
# Median Sales Price

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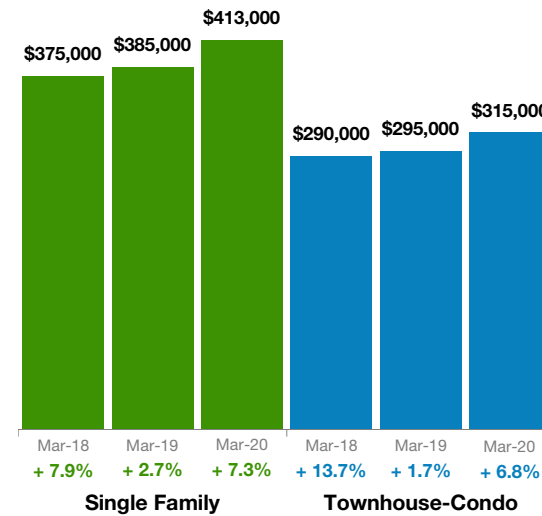
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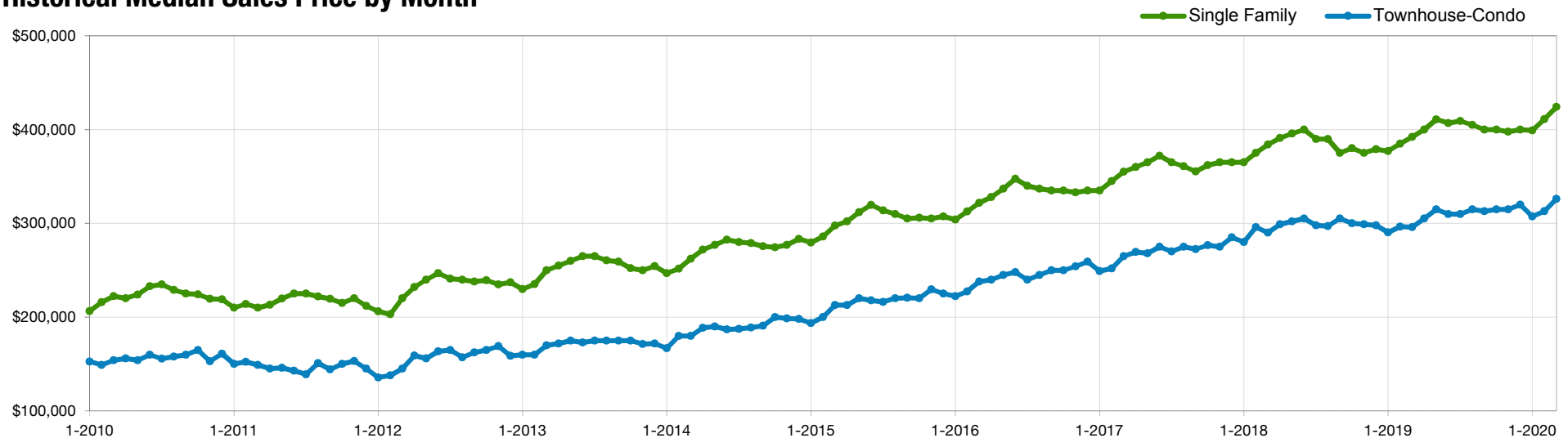


## Year to Date



Median Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	\$400,000	+2.3%	+2.0%	\$305,000	+2.0%	+3.1%
May-2019	\$410,835	+3.8%	+2.7%	\$315,000	+4.3%	+3.3%
Jun-2019	\$407,000	+1.8%	-0.9%	\$310,000	+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	+6.1%	+1.6%
Sep-2019	\$400,000	+6.7%	-1.2%	\$313,000	+2.6%	-0.6%
Oct-2019	\$400,000	+5.3%	0.0%	\$315,000	+5.0%	+0.6%
Nov-2019	\$397,750	+6.1%	-0.6%	\$315,000	+5.4%	0.0%
Dec-2019	\$400,000	+5.5%	+0.6%	\$319,825	+7.3%	+1.5%
Jan-2020	\$399,000	+5.8%	-0.2%	\$307,250	+5.8%	-3.9%
Feb-2020	\$411,000	+6.8%	+3.0%	\$313,000	+5.6%	+1.9%
<b>Mar-2020</b>	<b>\$424,050</b>	<b>+8.1%</b>	<b>+3.2%</b>	<b>\$326,000</b>	<b>+10.2%</b>	<b>+4.2%</b>

## Historical Median Sales Price by Month





# Average Sales Price

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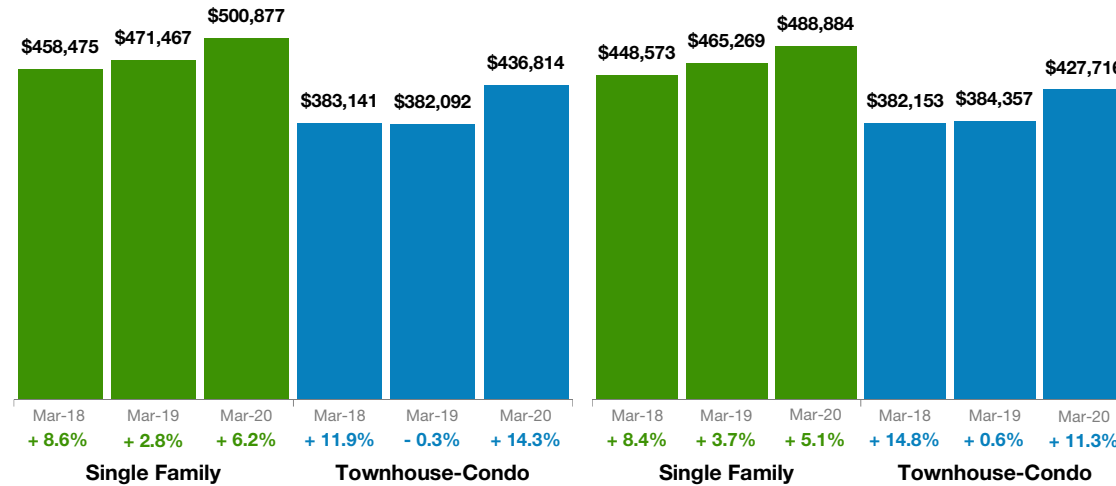
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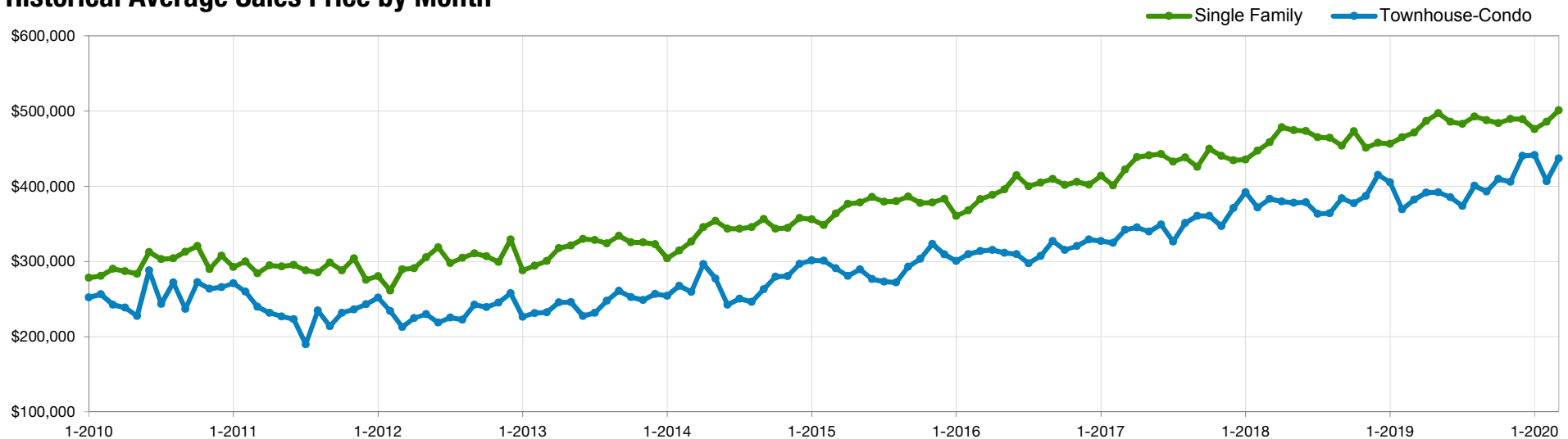
## March

## 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
Apr-2019	\$486,708	+1.7%	+3.2%	\$391,495	+3.1%	+2.5%
May-2019	\$497,228	+4.8%	+2.2%	\$391,965	+3.7%	+0.1%
Jun-2019	\$485,654	+2.6%	-2.3%	\$385,441	+1.8%	-1.7%
Jul-2019	\$482,872	+3.8%	-0.6%	\$373,944	+2.9%	-3.0%
Aug-2019	\$492,797	+6.1%	+2.1%	\$400,652	+10.1%	+7.1%
Sep-2019	\$487,851	+7.4%	-1.0%	\$393,180	+2.4%	-1.9%
Oct-2019	\$484,102	+2.3%	-0.8%	\$409,595	+8.6%	+4.2%
Nov-2019	\$489,478	+8.5%	+1.1%	\$405,980	+4.9%	-0.9%
Dec-2019	\$489,038	+6.8%	-0.1%	\$440,278	+6.1%	+8.4%
Jan-2020	\$475,773	+4.3%	-2.7%	\$441,405	+8.9%	+0.3%
Feb-2020	\$485,694	+4.4%	+2.1%	\$406,495	+10.1%	-7.9%
<b>Mar-2020</b>	<b>\$500,877</b>	<b>+6.2%</b>	<b>+3.1%</b>	<b>\$436,814</b>	<b>+14.3%</b>	<b>+7.5%</b>

## Historical Average Sales Price by Month





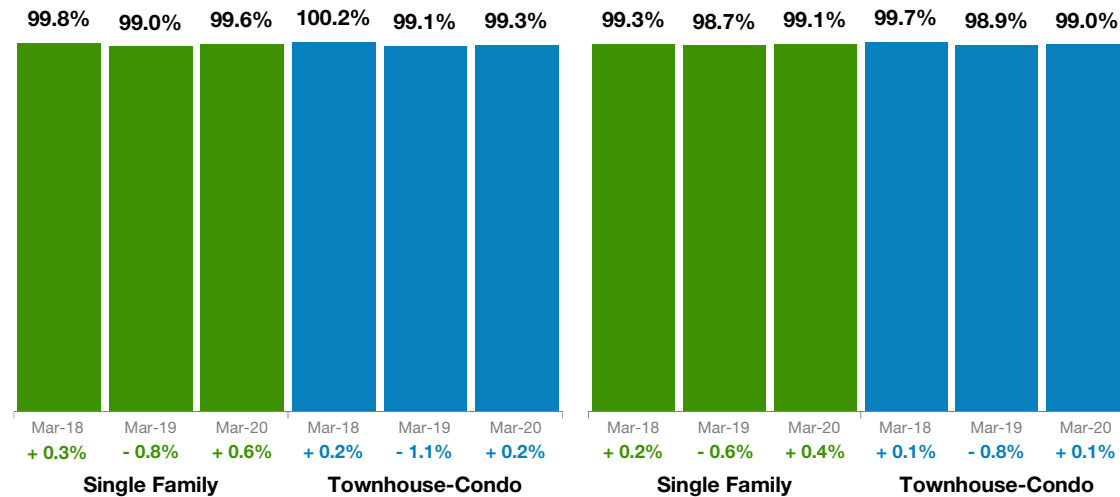
# Percent of List Price Received

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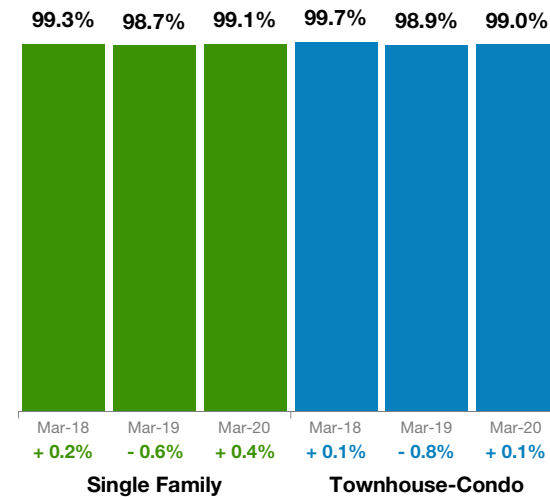
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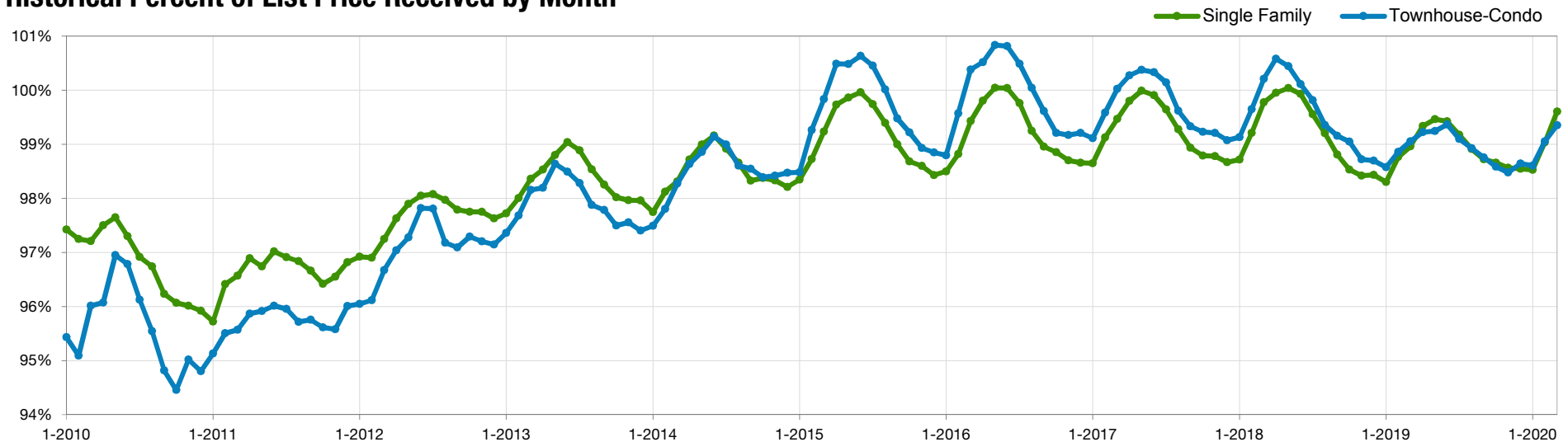


## Year to Date



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
Apr-2019	99.3%	-0.6%	+0.3%	99.2%	-1.4%	+0.1%
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%	-0.5%	-0.2%
Sep-2019	98.7%	-0.1%	-0.2%	98.8%	-0.4%	-0.1%
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%	99.1%	+0.2%	+0.5%
<b>Mar-2020</b>	<b>99.6%</b>	<b>+0.6%</b>	<b>+0.6%</b>	<b>99.3%</b>	<b>+0.2%</b>	<b>+0.2%</b>

## Historical Percent of List Price Received by Month



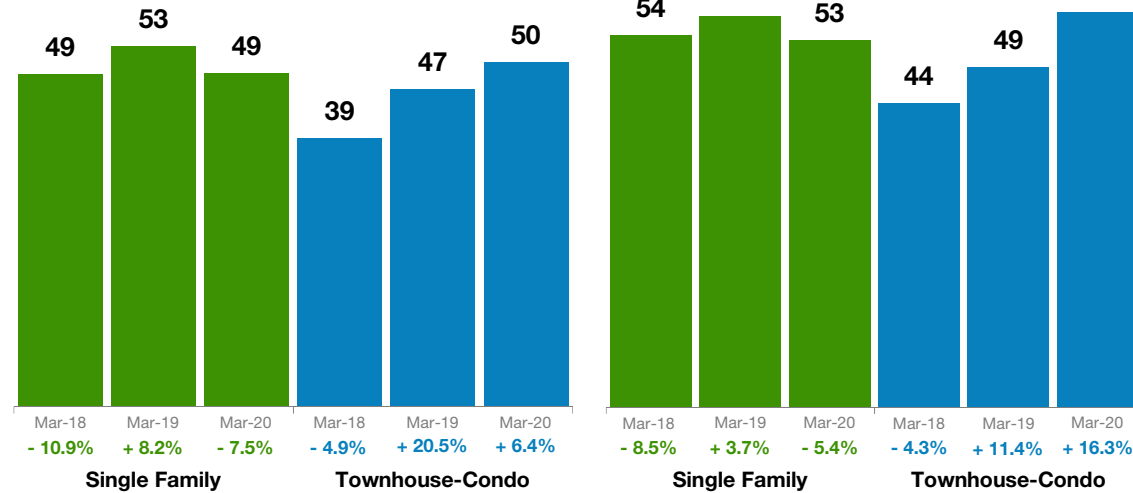
# Days on Market Until Sale

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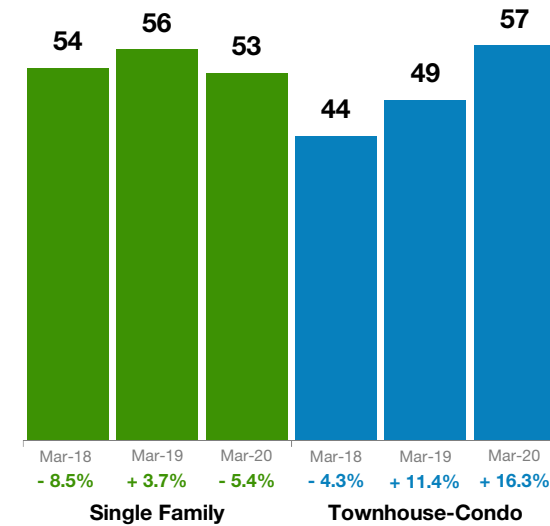
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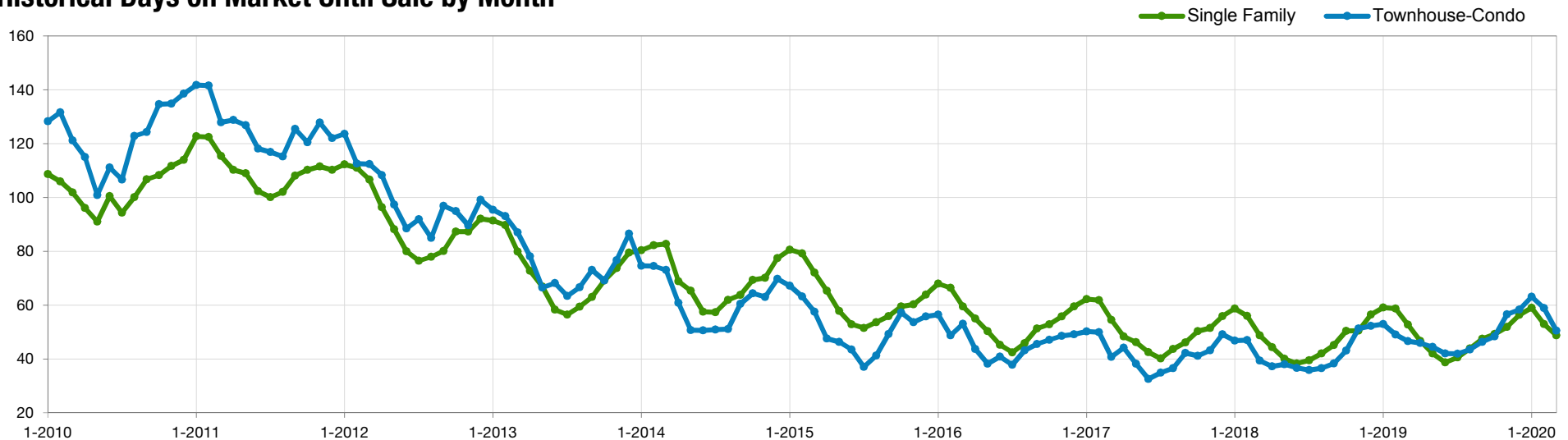


## Year to Date



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
Apr-2019	47	+6.8%	-11.3%	46	+24.3%	-2.1%
May-2019	42	+5.0%	-10.6%	44	+15.8%	-4.3%
Jun-2019	39	+2.6%	-7.1%	42	+13.5%	-4.5%
Jul-2019	41	+5.1%	+5.1%	42	+16.7%	0.0%
Aug-2019	44	+4.8%	+7.3%	44	+18.9%	+4.8%
Sep-2019	47	+4.4%	+6.8%	46	+21.1%	+4.5%
Oct-2019	49	-2.0%	+4.3%	48	+11.6%	+4.3%
Nov-2019	52	+2.0%	+6.1%	57	+11.8%	+18.8%
Dec-2019	56	0.0%	+7.7%	58	+11.5%	+1.8%
Jan-2020	59	0.0%	+5.4%	63	+18.9%	+8.6%
Feb-2020	53	-10.2%	-10.2%	59	+20.4%	-6.3%
Mar-2020	49	-7.5%	-7.5%	50	+6.4%	-15.3%

## Historical Days on Market Until Sale by Month



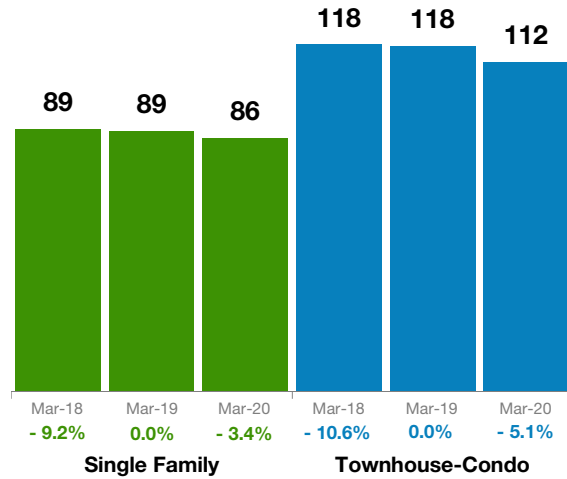
# Housing Affordability Index

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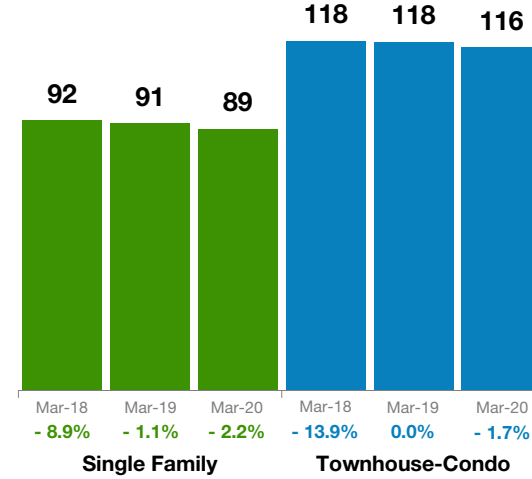
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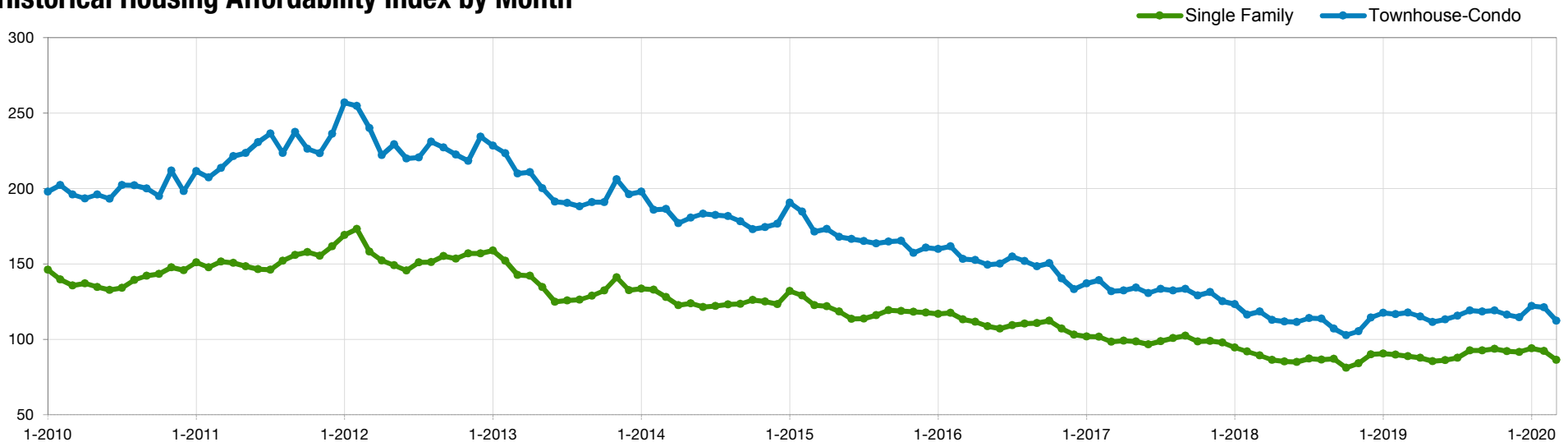


## Year to Date



Housing Affordability Index	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	88	+2.3%	-1.1%	115	+1.8%	-2.5%
May-2019	85	0.0%	-3.4%	111	-0.9%	-3.5%
Jun-2019	86	+1.2%	+1.2%	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%	118	+10.3%	-0.8%
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%	121	+3.4%	-0.8%
Mar-2020	86	-3.4%	-6.5%	112	-5.1%	-7.4%

## Historical Housing Affordability Index by Month



# Inventory of Active Listings

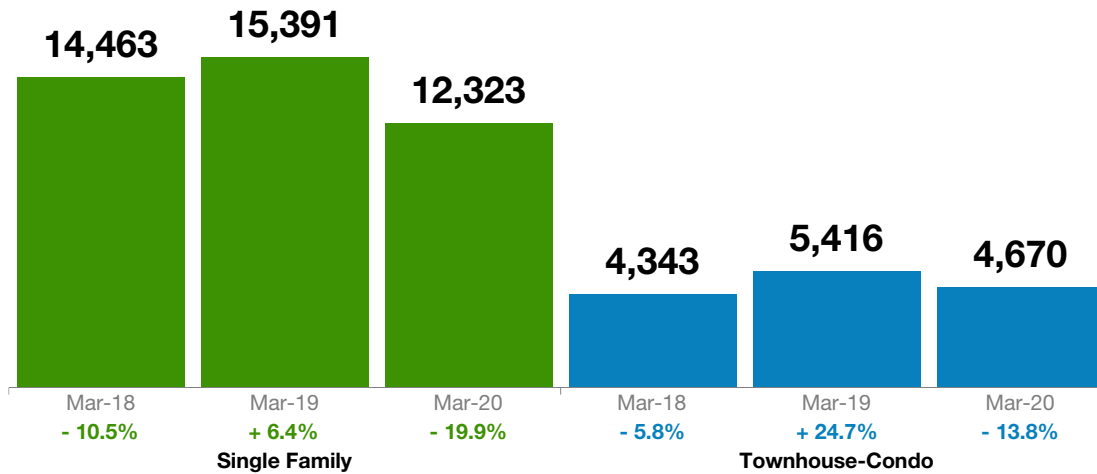
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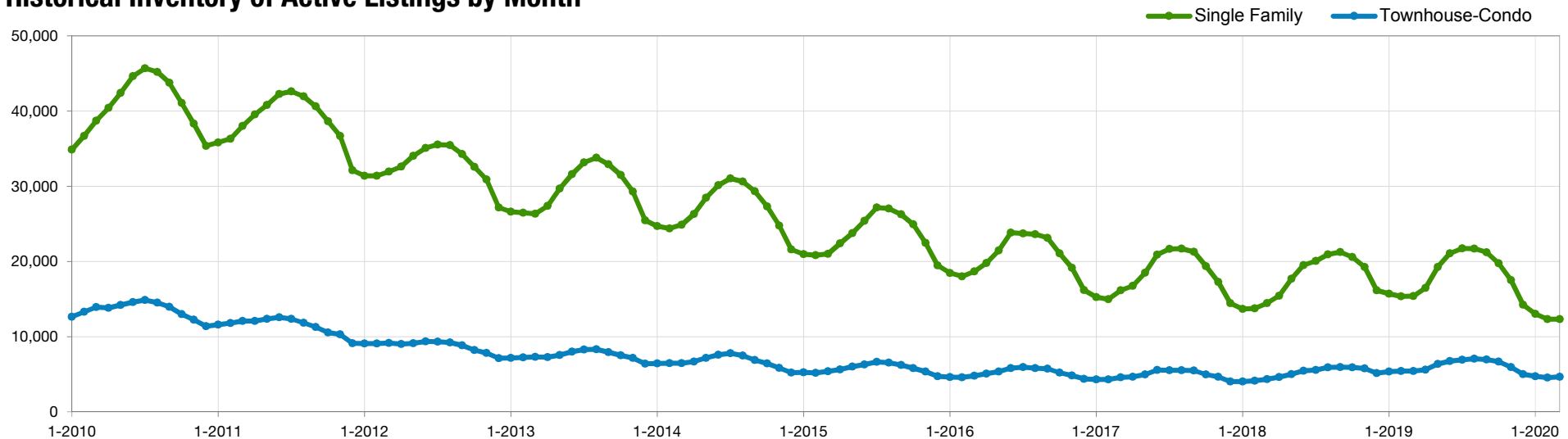
**REALTOR** **REALTORS**

## March



Active Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	16,491	+6.8%	+7.1%	5,589	+20.8%	+3.2%
May-2019	19,265	+8.9%	+16.8%	6,360	+27.3%	+13.8%
Jun-2019	21,065	+8.0%	+9.3%	6,751	+23.9%	+6.1%
Jul-2019	21,747	+8.4%	+3.2%	6,936	+24.9%	+2.7%
Aug-2019	21,707	+3.6%	-0.2%	7,059	+19.5%	+1.8%
Sep-2019	21,229	-0.0%	-2.2%	6,962	+17.2%	-1.4%
Oct-2019	19,763	-4.0%	-6.9%	6,669	+12.4%	-4.2%
Nov-2019	17,515	-9.2%	-11.4%	5,944	+2.7%	-10.9%
Dec-2019	14,255	-11.8%	-18.6%	5,014	-2.7%	-15.6%
Jan-2020	13,029	-17.1%	-8.6%	4,730	-11.9%	-5.7%
Feb-2020	12,337	-19.6%	-5.3%	4,562	-15.8%	-3.6%
Mar-2020	12,323	-19.9%	-0.1%	4,670	-13.8%	+2.4%

## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

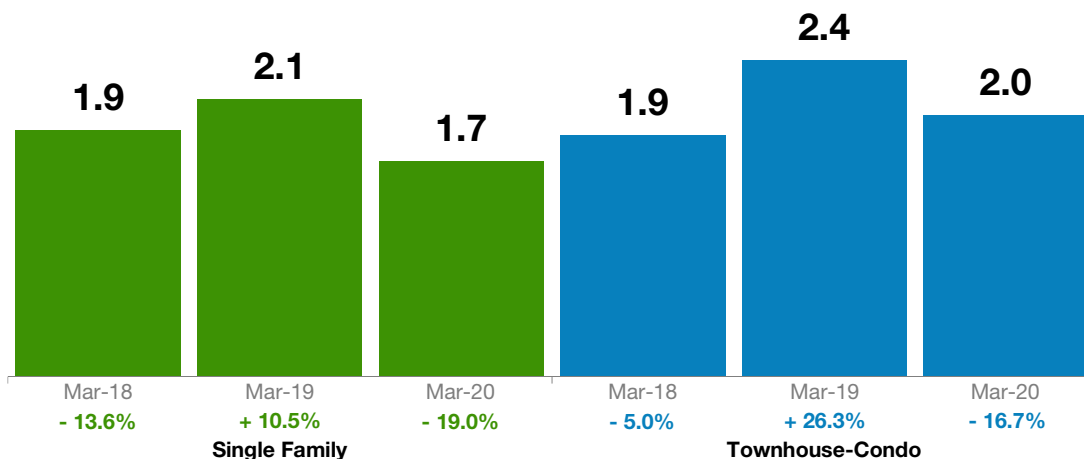
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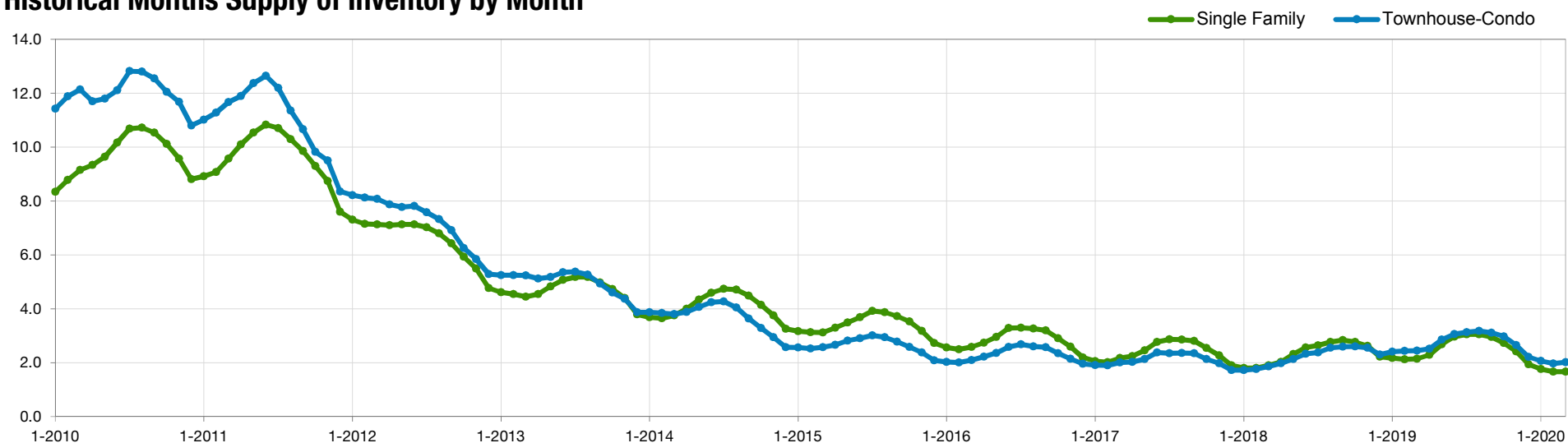


## March



Months Supply	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Apr-2019	2.3	+15.0%	+9.5%	2.5	+25.0%	+4.2%
May-2019	2.7	+17.4%	+17.4%	2.9	+38.1%	+16.0%
Jun-2019	3.0	+15.4%	+11.1%	3.1	+34.8%	+6.9%
Jul-2019	3.1	+19.2%	+3.3%	3.1	+29.2%	0.0%
Aug-2019	3.0	+7.1%	-3.2%	3.2	+23.1%	+3.2%
Sep-2019	3.0	+7.1%	0.0%	3.1	+19.2%	-3.1%
Oct-2019	2.7	-3.6%	-10.0%	3.0	+15.4%	-3.2%
Nov-2019	2.4	-7.7%	-11.1%	2.7	+3.8%	-10.0%
Dec-2019	1.9	-13.6%	-20.8%	2.2	-4.3%	-18.5%
Jan-2020	1.8	-18.2%	-5.3%	2.1	-12.5%	-4.5%
Feb-2020	1.7	-19.0%	-5.6%	2.0	-16.7%	-4.8%
Mar-2020	1.7	-19.0%	0.0%	2.0	-16.7%	0.0%

## Historical Months Supply of Inventory by Month



# Total Market Overview Report

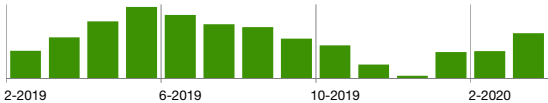
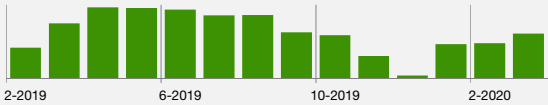
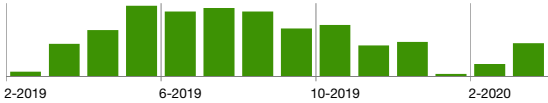
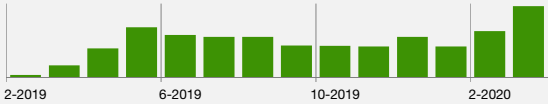
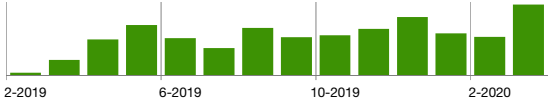
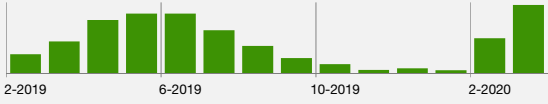
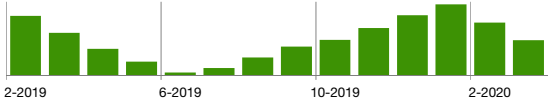
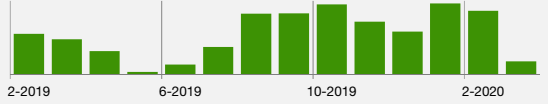
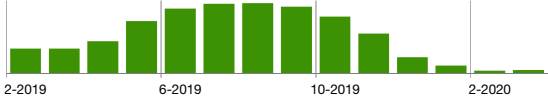
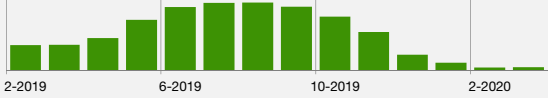
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

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Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
<b>New Listings</b>		12,013	<b>12,695</b>	+ 5.7%	31,507	<b>32,066</b>	+ 1.8%
<b>Pending / Under Contract</b>		10,393	<b>9,648</b>	- 7.2%	26,756	<b>27,437</b>	+ 2.5%
<b>Sold Listings</b>		8,886	<b>8,923</b>	+ 0.4%	21,640	<b>22,814</b>	+ 5.4%
<b>Median Sales Price</b>		\$370,000	<b>\$401,000</b>	+ 8.4%	\$365,000	<b>\$391,000</b>	+ 7.1%
<b>Average Sales Price</b>		\$448,971	<b>\$484,448</b>	+ 7.9%	\$444,590	<b>\$472,536</b>	+ 6.3%
<b>Percent of List Price Received</b>		99.0%	<b>99.5%</b>	+ 0.5%	98.7%	<b>99.1%</b>	+ 0.4%
<b>Days on Market Until Sale</b>		52	<b>49</b>	- 5.8%	55	<b>54</b>	- 1.8%
<b>Housing Affordability Index</b>		94	<b>91</b>	- 3.2%	95	<b>94</b>	- 1.1%
<b>Inventory of Active Listings</b>		21,069	<b>17,230</b>	- 18.2%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.2	<b>1.8</b>	- 18.2%	--	<b>--</b>	--

# 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

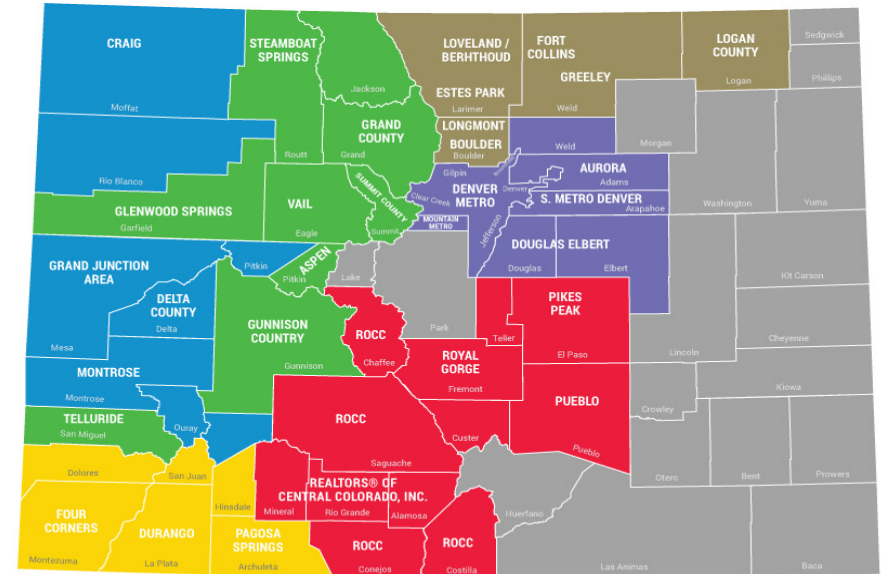
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

## 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.



■ 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

### 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.