



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 December 2020



Single Family Market Overview

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

December 2020
Statewide Report

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Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		4,192	4,716	+ 12.5%	108,007	104,625	- 3.1%
Pending / Under Contract		4,760	5,585	+ 17.3%	88,729	97,798	+ 10.2%
Sold Listings		6,887	7,810	+ 13.4%	88,178	96,049	+ 8.9%
Median Sales Price		\$400,000	\$449,250	+ 12.3%	\$400,000	\$435,000	+ 8.7%
Average Sales Price		\$489,215	\$591,088	+ 20.8%	\$484,161	\$550,774	+ 13.8%
Percent of List Price Received		98.5%	100.0%	+ 1.5%	99.0%	99.6%	+ 0.6%
Days on Market Until Sale		56	39	- 30.4%	48	43	- 10.4%
Housing Affordability Index		92	90	- 2.2%	92	93	+ 1.1%
Inventory of Active Listings		15,226	6,081	- 60.1%	--	--	--
Months Supply of Inventory		2.1	0.8	- 61.9%	--	--	--

Townhouse-Condo Market Overview

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

December 2020
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Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		1,551	1,738	+ 12.1%	33,825	34,432	+ 1.8%
Pending / Under Contract		1,615	2,046	+ 26.7%	27,685	30,842	+ 11.4%
Sold Listings		2,127	2,650	+ 24.6%	27,256	29,795	+ 9.3%
Median Sales Price		\$319,500	\$348,294	+ 9.0%	\$309,500	\$330,000	+ 6.6%
Average Sales Price		\$439,643	\$491,036	+ 11.7%	\$395,344	\$442,457	+ 11.9%
Percent of List Price Received		98.6%	99.5%	+ 0.9%	98.9%	99.3%	+ 0.4%
Days on Market Until Sale		57	51	- 10.5%	47	46	- 2.1%
Housing Affordability Index		115	116	+ 0.9%	118	122	+ 3.4%
Inventory of Active Listings		5,264	2,685	- 49.0%	--	--	--
Months Supply of Inventory		2.3	1.1	- 52.2%	--	--	--

New Listings

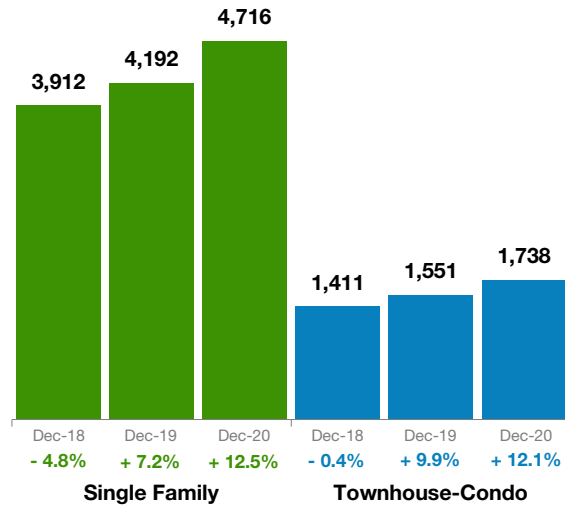
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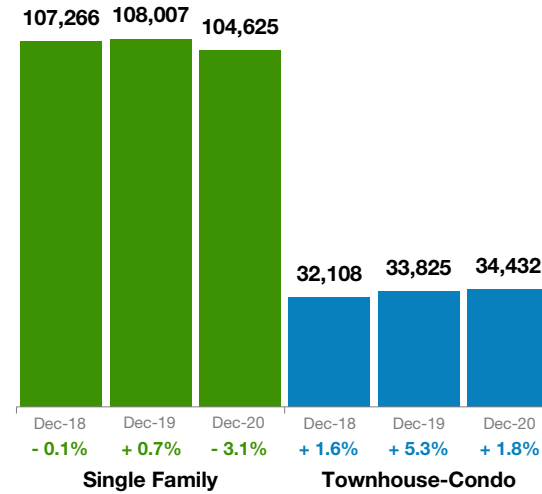
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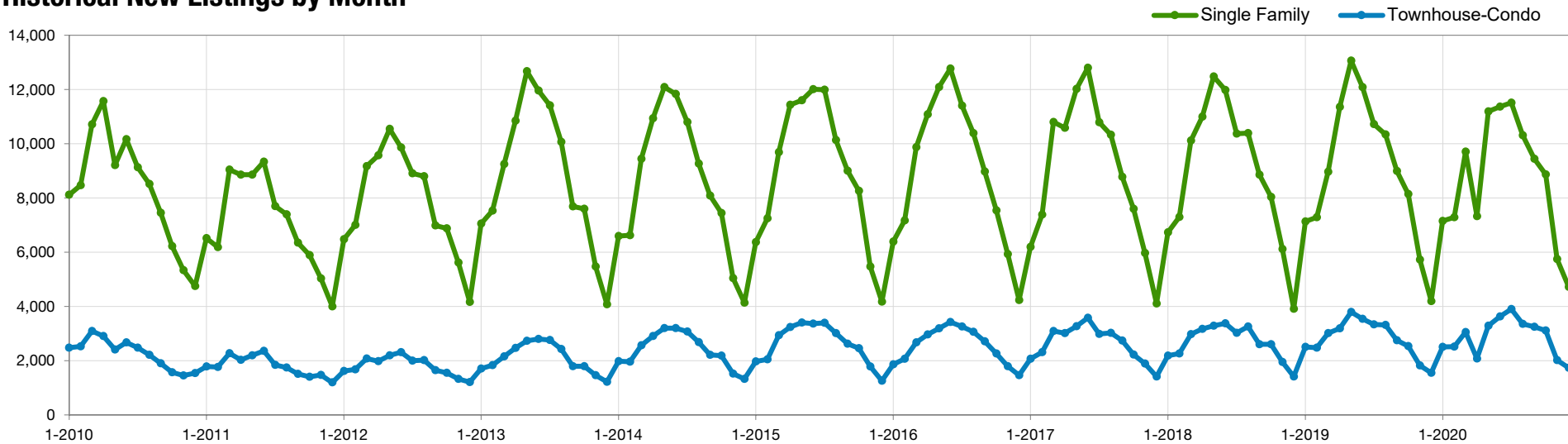


Year to Date



New Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	7,148	+0.3%	+70.5%	2,502	-0.2%	+61.3%
Feb-2020	7,283	-0.1%	+1.9%	2,514	+1.6%	+0.5%
Mar-2020	9,704	+8.3%	+33.2%	3,049	+1.3%	+21.3%
Apr-2020	7,322	-35.5%	-24.5%	2,081	-34.7%	-31.7%
May-2020	11,194	-14.3%	+52.9%	3,289	-13.4%	+58.0%
Jun-2020	11,368	-5.9%	+1.6%	3,630	+2.6%	+10.4%
Jul-2020	11,515	+7.4%	+1.3%	3,903	+17.0%	+7.5%
Aug-2020	10,312	-0.3%	-10.4%	3,353	+1.1%	-14.1%
Sep-2020	9,441	+4.9%	-8.4%	3,244	+18.1%	-3.3%
Oct-2020	8,872	+9.0%	-6.0%	3,111	+22.5%	-4.1%
Nov-2020	5,750	+0.5%	-35.2%	2,018	+10.9%	-35.1%
Dec-2020	4,716	+12.5%	-18.0%	1,738	+12.1%	-13.9%

Historical New Listings by Month



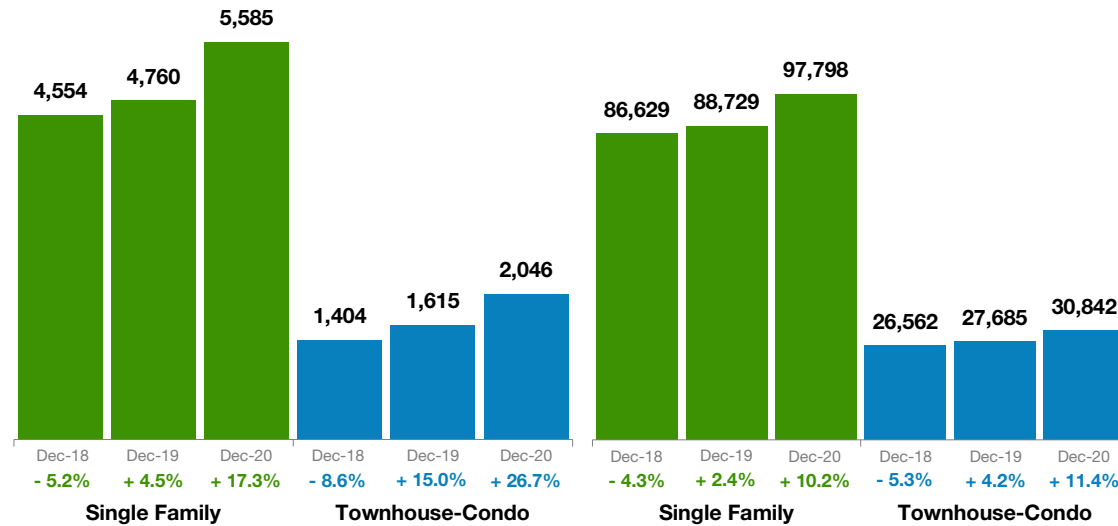
Pending / Under Contract

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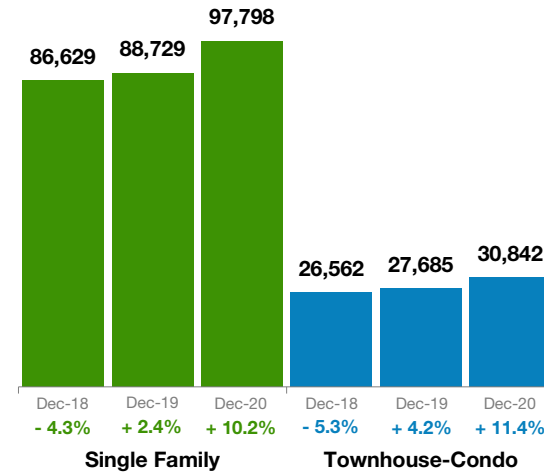
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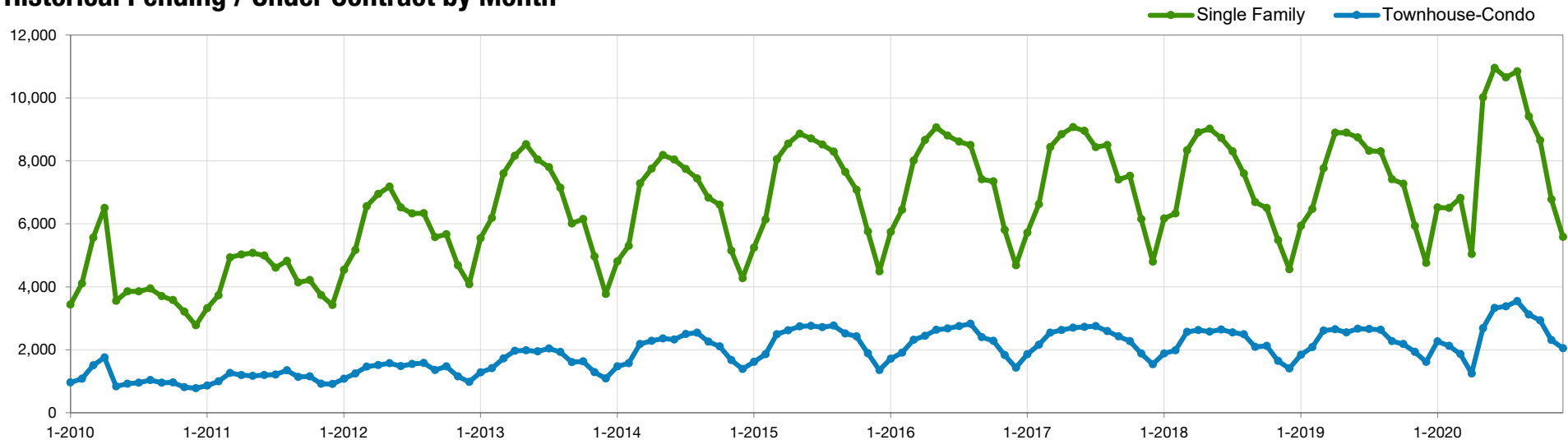


Year to Date



Pending / Under Contract	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	6,525	+9.9%	+37.1%	2,264	+23.2%	+40.2%
Feb-2020	6,506	+0.5%	-0.3%	2,125	+2.0%	-6.1%
Mar-2020	6,820	-12.2%	+4.8%	1,865	-28.6%	-12.2%
Apr-2020	5,038	-43.4%	-26.1%	1,247	-53.0%	-33.1%
May-2020	10,017	+12.6%	+98.8%	2,684	+5.3%	+115.2%
Jun-2020	10,955	+25.3%	+9.4%	3,327	+24.7%	+24.0%
Jul-2020	10,650	+28.1%	-2.8%	3,378	+27.1%	+1.5%
Aug-2020	10,845	+30.6%	+1.8%	3,545	+34.7%	+4.9%
Sep-2020	9,418	+26.9%	-13.2%	3,122	+37.5%	-11.9%
Oct-2020	8,654	+18.9%	-8.1%	2,932	+34.4%	-6.1%
Nov-2020	6,785	+14.4%	-21.6%	2,307	+19.7%	-21.3%
Dec-2020	5,585	+17.3%	-17.7%	2,046	+26.7%	-11.3%

Historical Pending / Under Contract by Month



Sold Listings

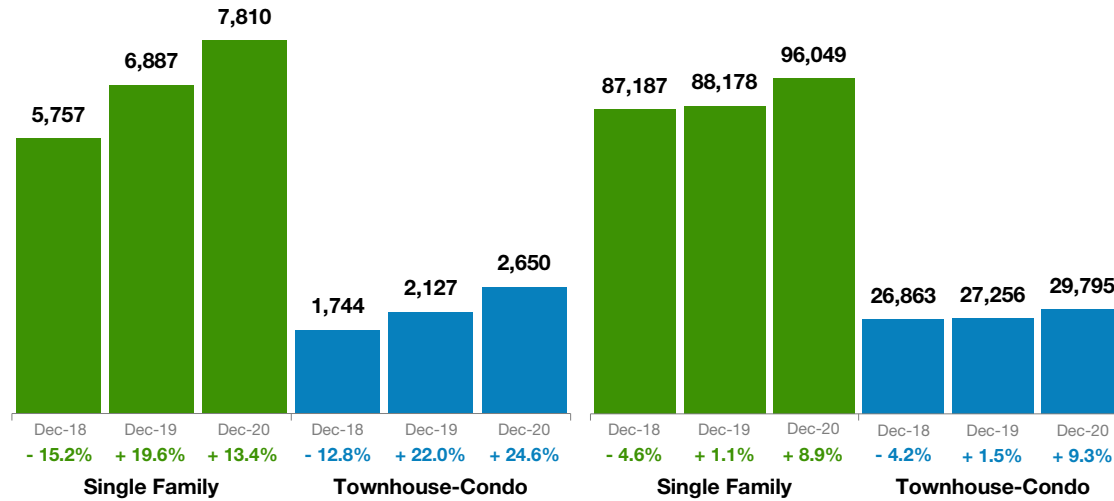
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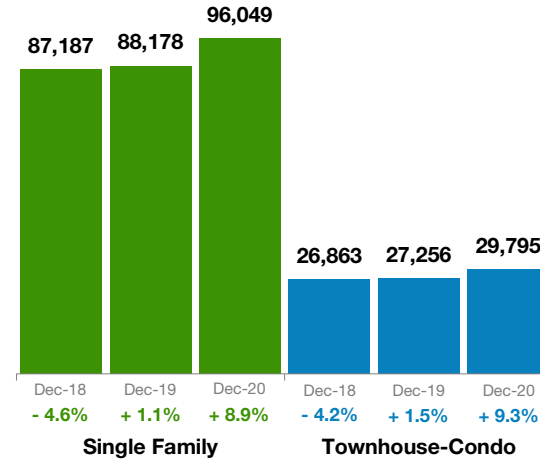
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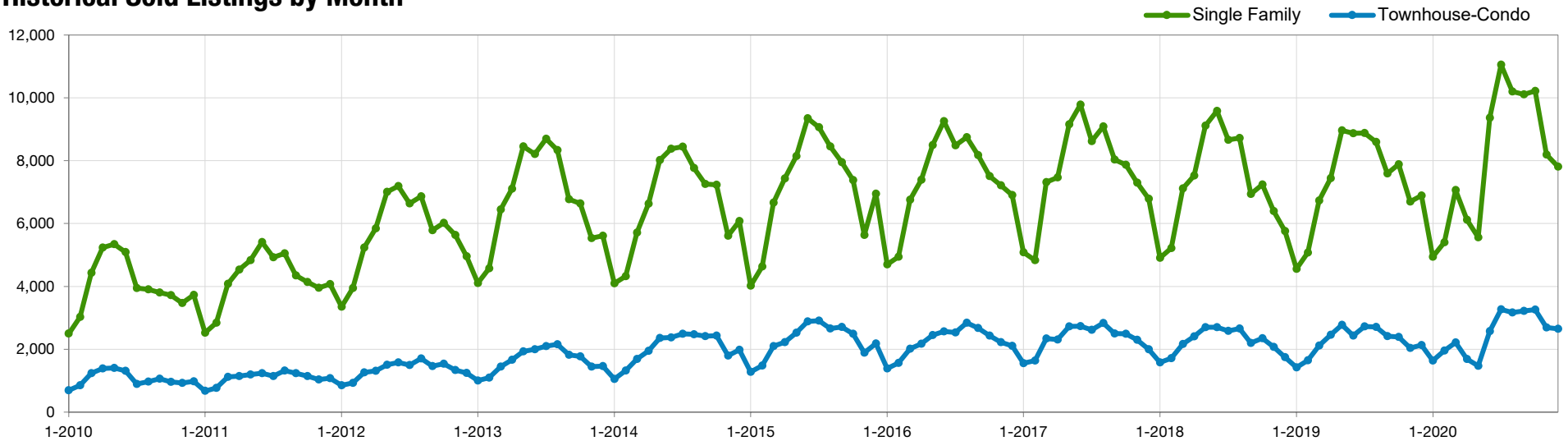


Year to Date



Sold Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	4,945	+8.5%	-28.2%	1,635	+15.4%	-23.1%
Feb-2020	5,399	+6.4%	+9.2%	1,954	+18.6%	+19.5%
Mar-2020	7,068	+5.0%	+30.9%	2,212	+4.4%	+13.2%
Apr-2020	6,120	-17.8%	-13.4%	1,687	-31.3%	-23.7%
May-2020	5,559	-38.0%	-9.2%	1,469	-47.1%	-12.9%
Jun-2020	9,367	+5.6%	+68.5%	2,573	+5.7%	+75.2%
Jul-2020	11,057	+24.5%	+18.0%	3,270	+20.0%	+27.1%
Aug-2020	10,200	+18.6%	-7.8%	3,171	+17.2%	-3.0%
Sep-2020	10,112	+33.2%	-0.9%	3,217	+33.0%	+1.5%
Oct-2020	10,218	+29.6%	+1.0%	3,262	+36.3%	+1.4%
Nov-2020	8,194	+22.3%	-19.8%	2,695	+32.4%	-17.4%
Dec-2020	7,810	+13.4%	-4.7%	2,650	+24.6%	-1.7%

Historical Sold Listings by Month



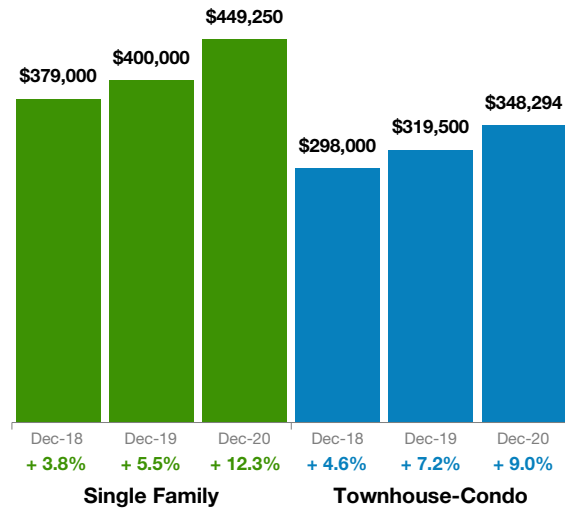
Median Sales Price

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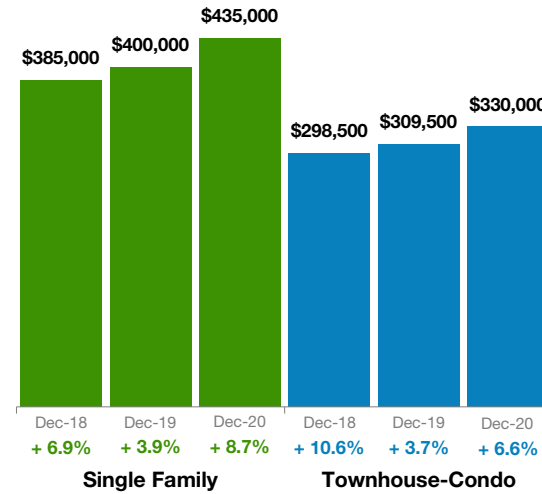
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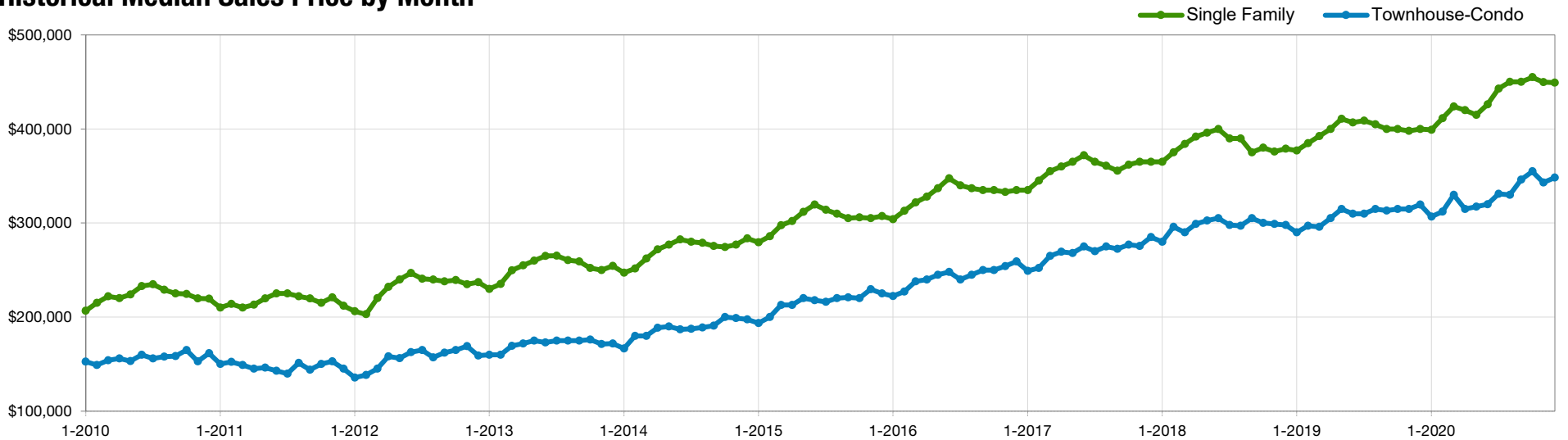


Year to Date



Median Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	\$399,000	+5.8%	-0.2%	\$306,700	+5.7%	-4.0%
Feb-2020	\$411,345	+6.8%	+3.1%	\$312,000	+5.1%	+1.7%
Mar-2020	\$424,000	+8.0%	+3.1%	\$330,000	+11.5%	+5.8%
Apr-2020	\$420,000	+5.0%	-0.9%	\$315,000	+3.3%	-4.5%
May-2020	\$415,000	+1.1%	-1.2%	\$317,500	+0.8%	+0.8%
Jun-2020	\$426,000	+4.7%	+2.7%	\$319,900	+3.2%	+0.8%
Jul-2020	\$442,871	+8.3%	+4.0%	\$331,130	+6.8%	+3.5%
Aug-2020	\$450,000	+11.1%	+1.6%	\$330,000	+4.8%	-0.3%
Sep-2020	\$450,000	+12.5%	0.0%	\$346,125	+10.5%	+4.9%
Oct-2020	\$455,000	+13.8%	+1.1%	\$355,000	+12.7%	+2.6%
Nov-2020	\$449,900	+13.0%	-1.1%	\$343,000	+8.9%	-3.4%
Dec-2020	\$449,250	+12.3%	-0.1%	\$348,294	+9.0%	+1.5%

Historical Median Sales Price by Month



Average Sales Price

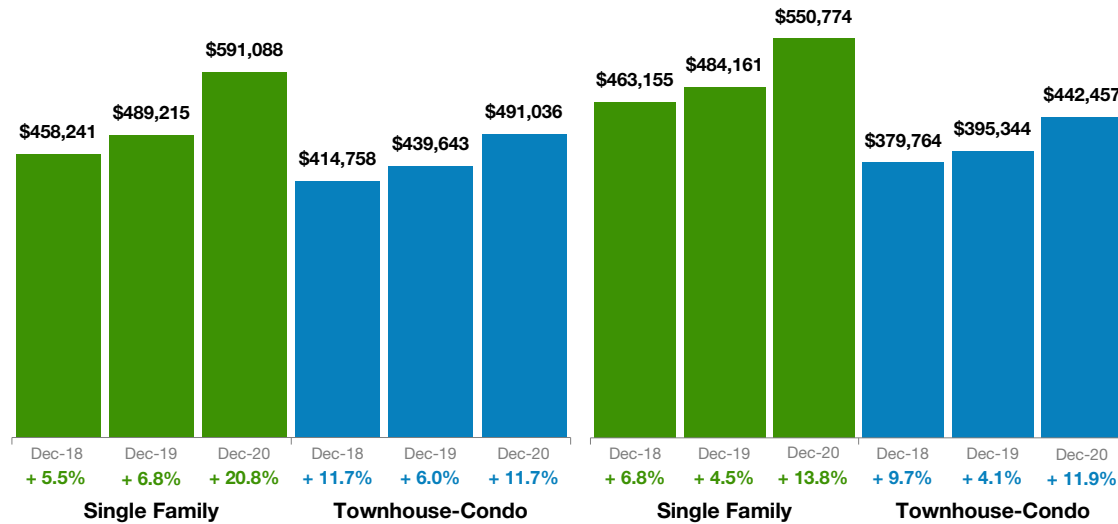
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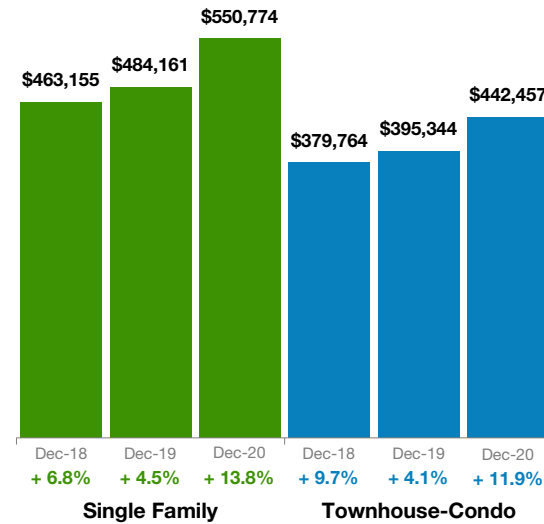
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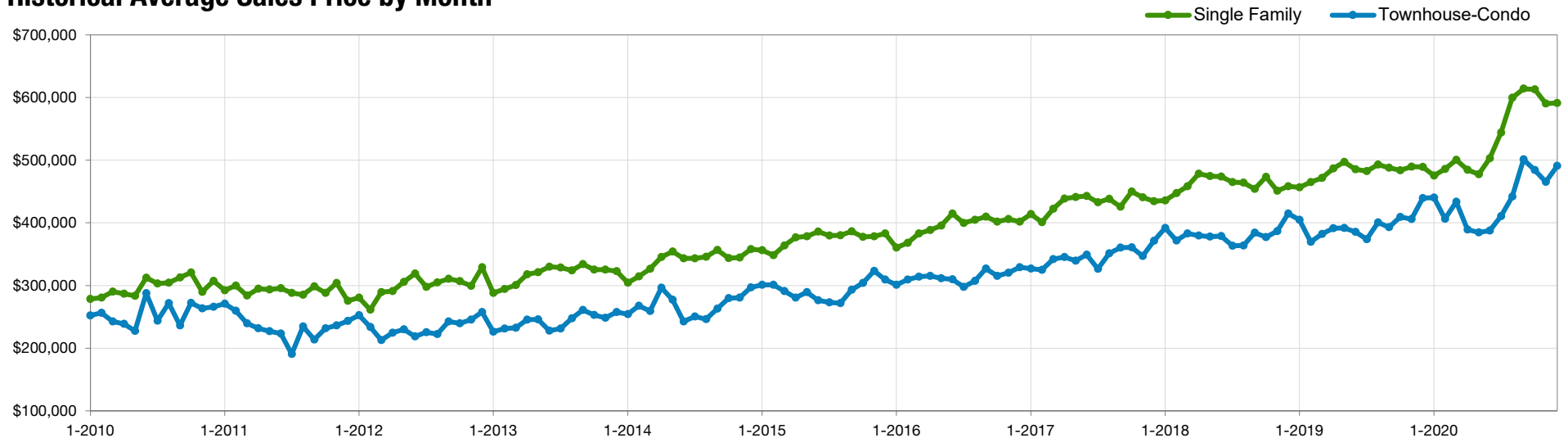


Year to Date



Average Sales Price	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	\$475,431	+4.1%	-2.8%	\$440,515	+8.8%	+0.2%
Feb-2020	\$485,968	+4.5%	+2.2%	\$406,362	+10.0%	-7.8%
Mar-2020	\$500,421	+6.1%	+3.0%	\$433,565	+13.5%	+6.7%
Apr-2020	\$484,806	-0.4%	-3.1%	\$389,209	-0.6%	-10.2%
May-2020	\$477,487	-4.0%	-1.5%	\$384,615	-1.8%	-1.2%
Jun-2020	\$502,950	+3.6%	+5.3%	\$387,515	+0.5%	+0.8%
Jul-2020	\$543,995	+12.7%	+8.2%	\$410,543	+9.8%	+5.9%
Aug-2020	\$599,487	+21.6%	+10.2%	\$441,862	+10.3%	+7.6%
Sep-2020	\$614,216	+25.9%	+2.5%	\$501,222	+27.5%	+13.4%
Oct-2020	\$612,968	+26.7%	-0.2%	\$484,280	+18.2%	-3.4%
Nov-2020	\$590,264	+20.6%	-3.7%	\$465,342	+14.6%	-3.9%
Dec-2020	\$591,088	+20.8%	+0.1%	\$491,036	+11.7%	+5.5%

Historical Average Sales Price by Month



Percent of List Price Received

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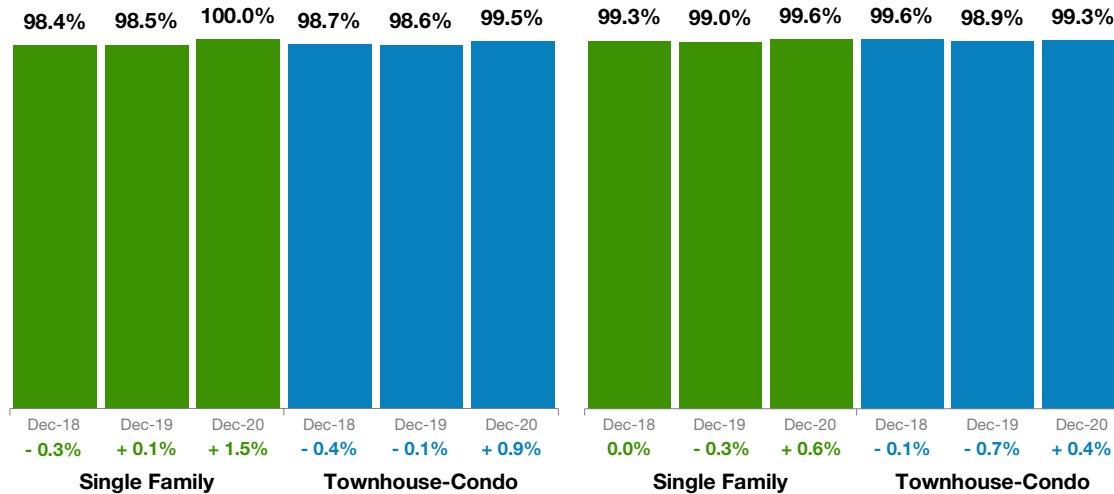
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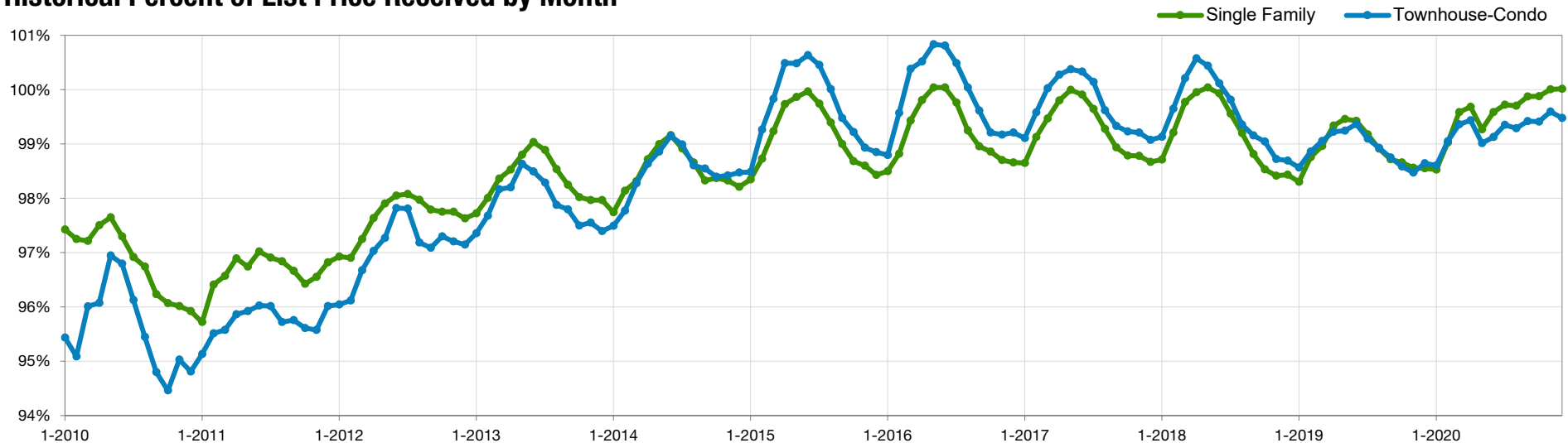
December

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
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%	99.4%	+0.6%	+0.1%
Oct-2020	99.9%	+1.2%	0.0%	99.4%	+0.8%	0.0%
Nov-2020	100.0%	+1.4%	+0.1%	99.6%	+1.1%	+0.2%
Dec-2020	100.0%	+1.5%	0.0%	99.5%	+0.9%	-0.1%

Historical Percent of List Price Received by Month



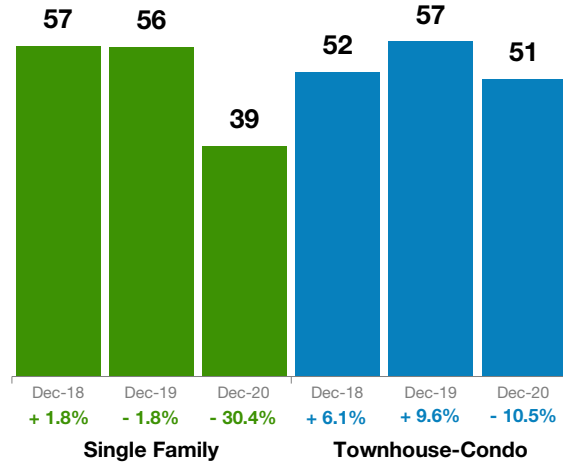
Days on Market Until Sale

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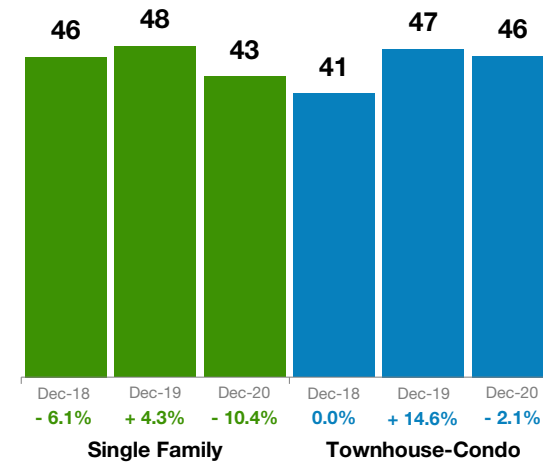
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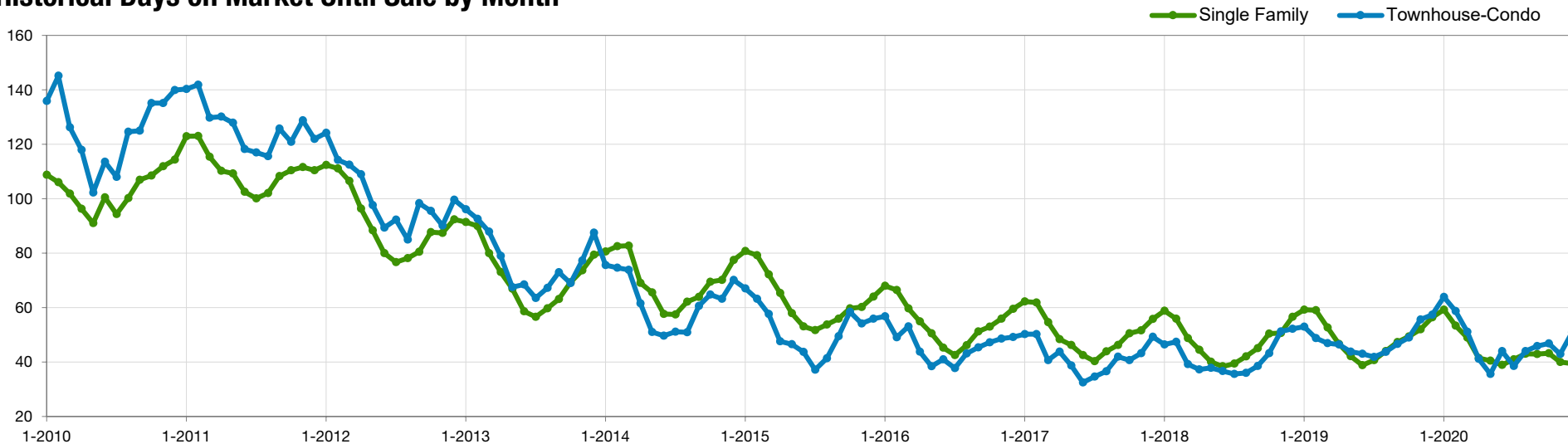


Year to Date



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
Jan-2020	59	0.0%	+5.4%	64	+20.8%	+12.3%
Feb-2020	53	-10.2%	-10.2%	59	+20.4%	-7.8%
Mar-2020	49	-7.5%	-7.5%	51	+8.5%	-13.6%
Apr-2020	41	-12.8%	-16.3%	41	-10.9%	-19.6%
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%	46	-2.1%	+4.5%
Oct-2020	43	-12.2%	0.0%	47	-4.1%	+2.2%
Nov-2020	40	-23.1%	-7.0%	43	-23.2%	-8.5%
Dec-2020	39	-30.4%	-2.5%	51	-10.5%	+18.6%

Historical Days on Market Until Sale by Month



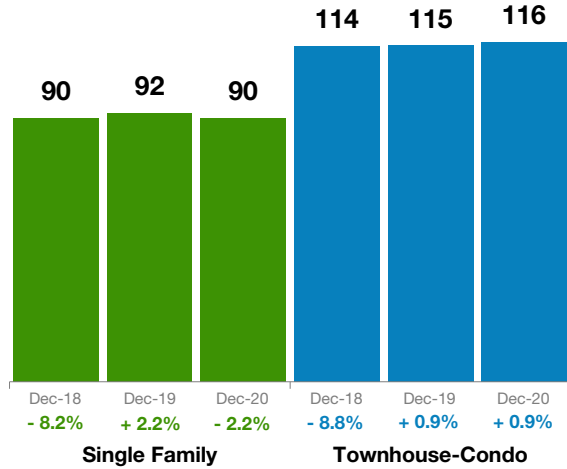
Housing Affordability Index

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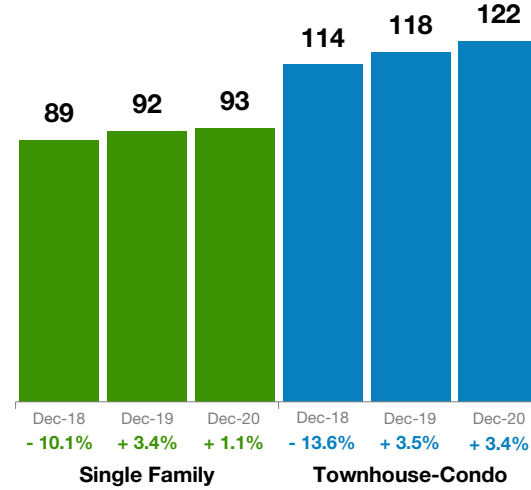
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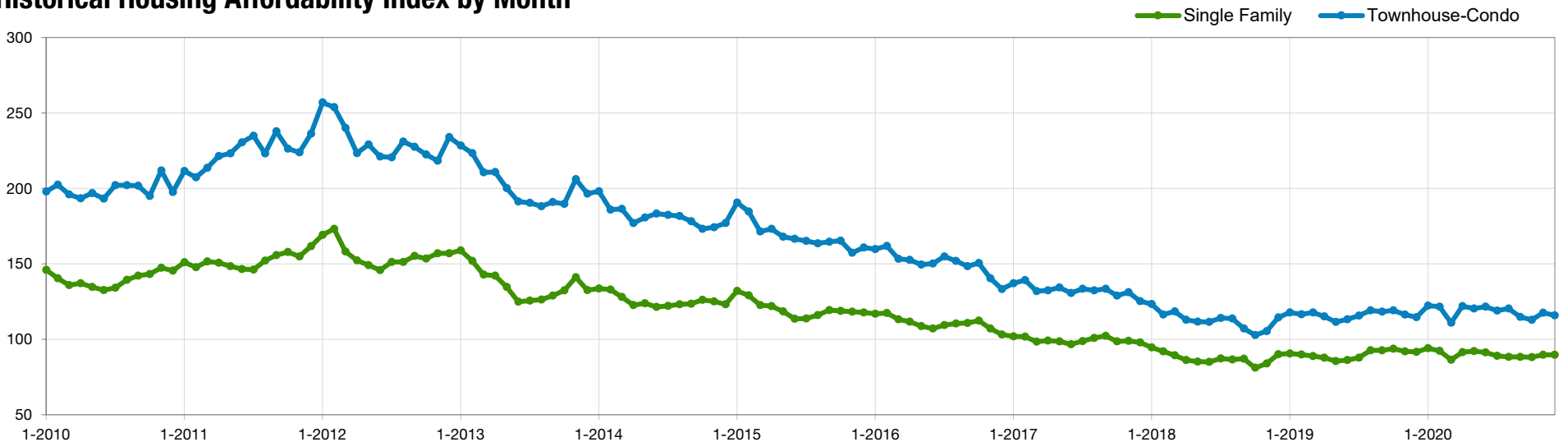


Year to Date



Housing Affordability Index	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
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	+7.0%	+1.1%	120	+8.1%	-1.6%
Jun-2020	91	+5.8%	-1.1%	122	+8.0%	+1.7%
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%
Oct-2020	88	-6.4%	0.0%	113	-5.0%	-1.7%
Nov-2020	90	-2.2%	+2.3%	118	+1.7%	+4.4%
Dec-2020	90	-2.2%	0.0%	116	+0.9%	-1.7%

Historical Housing Affordability Index by Month



Inventory of Active Listings

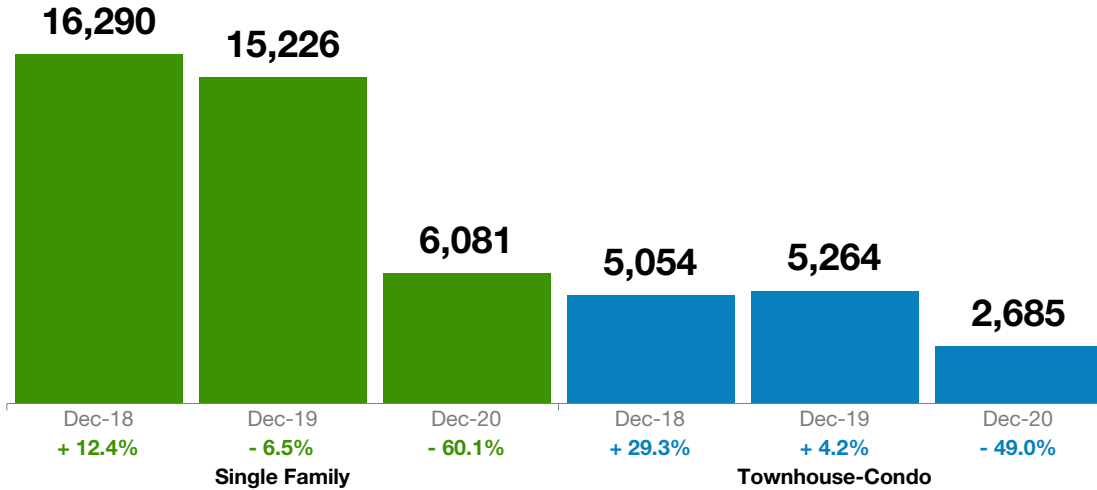
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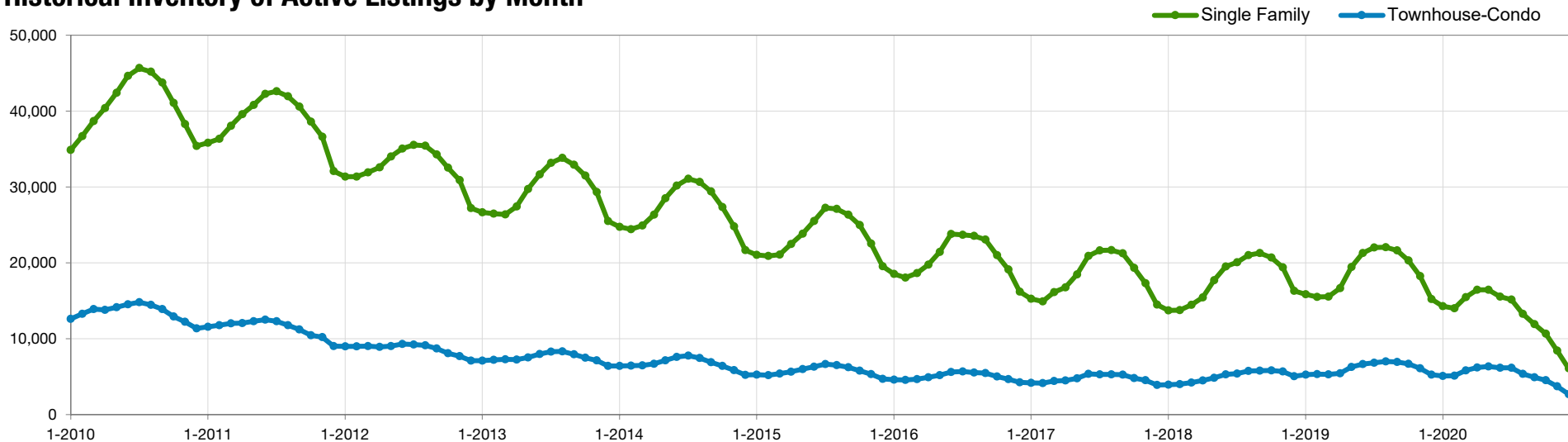


December



Active Listings	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	14,284	-9.8%	-6.2%	5,089	-3.3%	-3.3%
Feb-2020	13,999	-9.6%	-2.0%	5,111	-3.7%	+0.4%
Mar-2020	15,479	-0.3%	+10.6%	5,816	+10.2%	+13.8%
Apr-2020	16,426	-1.3%	+6.1%	6,192	+13.8%	+6.5%
May-2020	16,428	-15.5%	+0.0%	6,346	+1.4%	+2.5%
Jun-2020	15,536	-27.0%	-5.4%	6,170	-7.3%	-2.8%
Jul-2020	15,144	-31.2%	-2.5%	6,165	-9.6%	-0.1%
Aug-2020	13,272	-39.8%	-12.4%	5,344	-23.6%	-13.3%
Sep-2020	11,907	-45.0%	-10.3%	4,910	-29.0%	-8.1%
Oct-2020	10,673	-47.5%	-10.4%	4,537	-32.2%	-7.6%
Nov-2020	8,444	-53.8%	-20.9%	3,726	-38.7%	-17.9%
Dec-2020	6,081	-60.1%	-28.0%	2,685	-49.0%	-27.9%

Historical Inventory of Active Listings by Month



Months Supply of Inventory

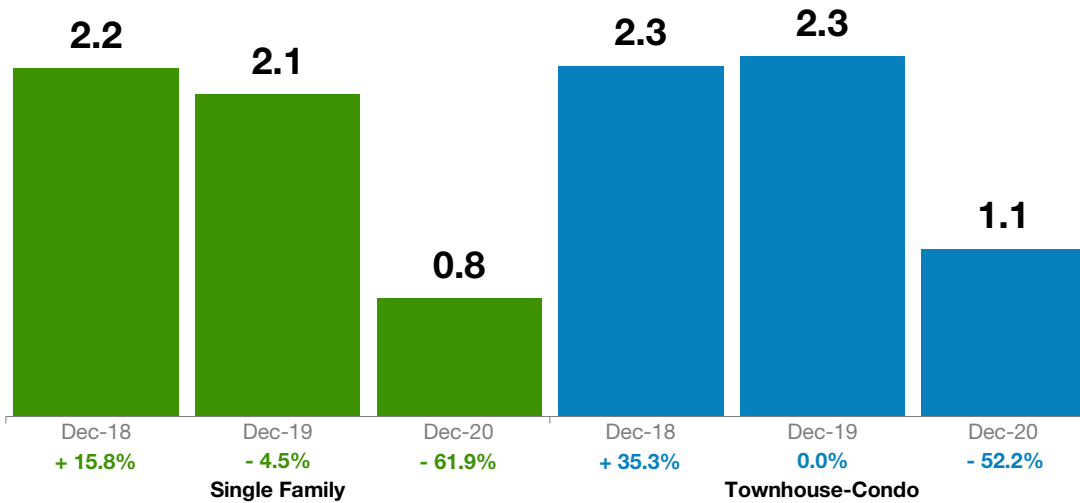
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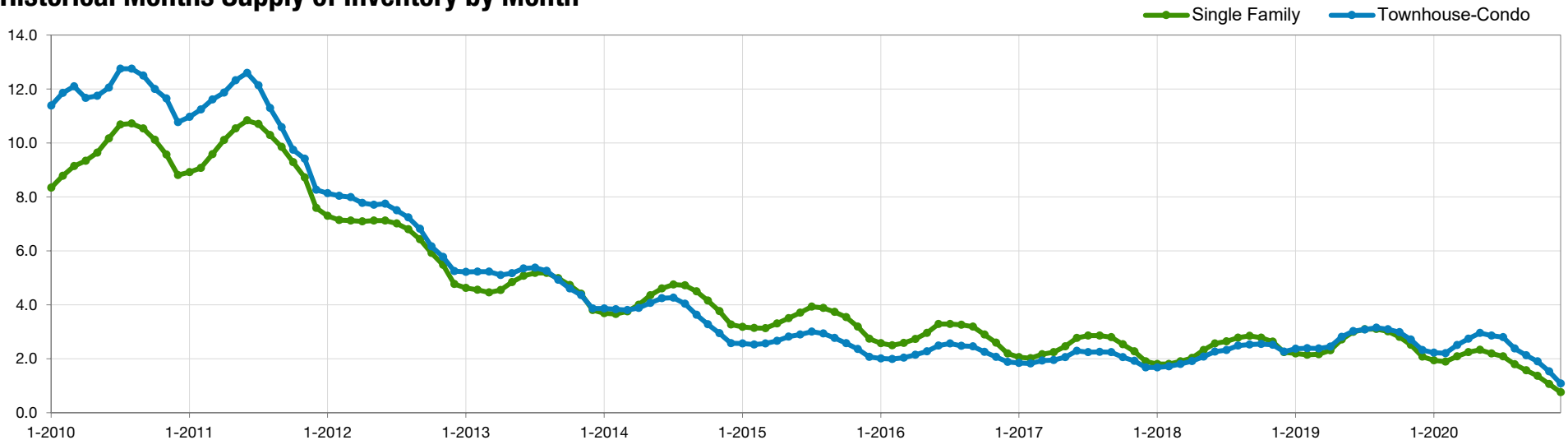


December



Months Supply	Single Family	% Change from Prior Year	% Change from Prior Month	Townhouse-Condo	% Change from Prior Year	% Change from Prior Month
Jan-2020	1.9	-13.6%	-9.5%	2.2	-8.3%	-4.3%
Feb-2020	1.9	-9.5%	0.0%	2.2	-8.3%	0.0%
Mar-2020	2.1	-4.5%	+10.5%	2.5	+4.2%	+13.6%
Apr-2020	2.2	-4.3%	+4.8%	2.7	+8.0%	+8.0%
May-2020	2.3	-14.8%	+4.5%	3.0	+7.1%	+11.1%
Jun-2020	2.2	-26.7%	-4.3%	2.9	-3.3%	-3.3%
Jul-2020	2.1	-32.3%	-4.5%	2.8	-9.7%	-3.4%
Aug-2020	1.8	-41.9%	-14.3%	2.4	-22.6%	-14.3%
Sep-2020	1.6	-46.7%	-11.1%	2.1	-32.3%	-12.5%
Oct-2020	1.4	-50.0%	-12.5%	1.9	-36.7%	-9.5%
Nov-2020	1.1	-56.0%	-21.4%	1.5	-44.4%	-21.1%
Dec-2020	0.8	-61.9%	-27.3%	1.1	-52.2%	-26.7%

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.

December 2020
Statewide Report

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Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD-2019	YTD-2020	Percent Change
New Listings		5,785	6,493	+ 12.2%	142,604	139,752	- 2.0%
Pending / Under Contract		6,403	7,672	+ 19.8%	116,925	129,196	+ 10.5%
Sold Listings		9,050	10,522	+ 16.3%	115,948	126,381	+ 9.0%
Median Sales Price		\$384,900	\$425,000	+ 10.4%	\$380,000	\$415,000	+ 9.2%
Average Sales Price		\$476,433	\$563,816	+ 18.3%	\$462,015	\$523,887	+ 13.4%
Percent of List Price Received		98.6%	99.8%	+ 1.2%	98.9%	99.6%	+ 0.7%
Days on Market Until Sale		57	43	- 24.6%	48	44	- 8.3%
Housing Affordability Index		95	95	0.0%	96	97	+ 1.0%
Inventory of Active Listings		20,770	8,920	- 57.1%	--	--	--
Months Supply of Inventory		2.1	0.8	- 61.9%	--	--	--

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

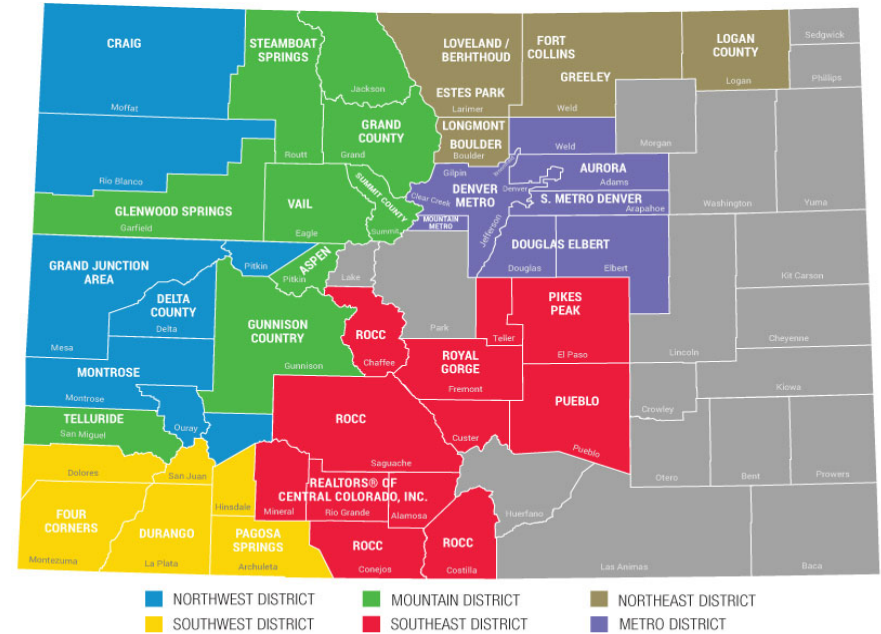
A measure of how affordable a region’s housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.

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.