

# Monthly Indicators



## June 2017

Percent changes calculated using year-over-year comparisons.

New Listings decreased 20.4 percent to 257. Sold Listings decreased 16.1 percent to 141. Inventory levels shrank 81.3 percent to 767 units.

Prices continued to gain traction. The Median Sales Price increased 22.0 percent to \$305,000. Days on Market was up 8.9 percent to 86 days. Sellers were encouraged as Months Supply of Inventory was down 79.9 percent to 5.3 months.

With job creation increasing and mortgage rates remaining low, the pull toward homeownership is expected to continue. Yet housing starts have been drifting lower, and some are beginning to worry that a more serious housing shortage could be in the cards if new construction and building permit applications continue to come in lower in year-over-year comparisons while demand remains high. Homebuilder confidence suggests otherwise, so predictions of a gloomy future should be curbed for the time being.

## Activity Snapshot

**- 16.1%**    **- 81.3%**    **+ 22.0%**

One-Year Change in  
**Sold Listings**    One-Year Change in  
**Active Listings**    One-Year Change in  
**Median Sold Price**

Residential real estate activity for the REALTORS® of Central Colorado (Northern Coverage), comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

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# Market Overview

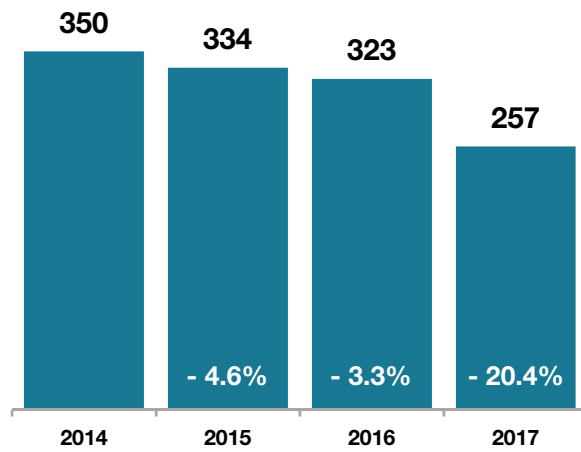


Key Metrics	Historical Sparkbars	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		323	<b>257</b>	- 20.4%	1,314	<b>1,083</b>	- 17.6%
<b>Pending Sales</b>		187	<b>150</b>	- 19.8%	884	<b>796</b>	- 10.0%
<b>Sold Listings</b>		168	<b>141</b>	- 16.1%	792	<b>699</b>	- 11.7%
<b>Median Sold Price</b>		\$249,950	<b>\$305,000</b>	+ 22.0%	\$238,900	<b>\$279,000</b>	+ 16.8%
<b>Average Sold Price</b>		\$276,881	<b>\$307,439</b>	+ 11.0%	\$258,736	<b>\$295,840</b>	+ 14.3%
<b>Pct. of List Price Received</b>		97.1%	<b>97.3%</b>	+ 0.2%	96.2%	<b>96.7%</b>	+ 0.5%
<b>Days on Market</b>		79	<b>86</b>	+ 8.9%	129	<b>110</b>	- 14.7%
<b>Affordability Index</b>		121	<b>96</b>	- 20.7%	127	<b>105</b>	- 17.3%
<b>Active Listings</b>		4,106	<b>767</b>	- 81.3%	--	--	--
<b>Months Supply</b>		26.4	<b>5.3</b>	- 79.9%	--	--	--

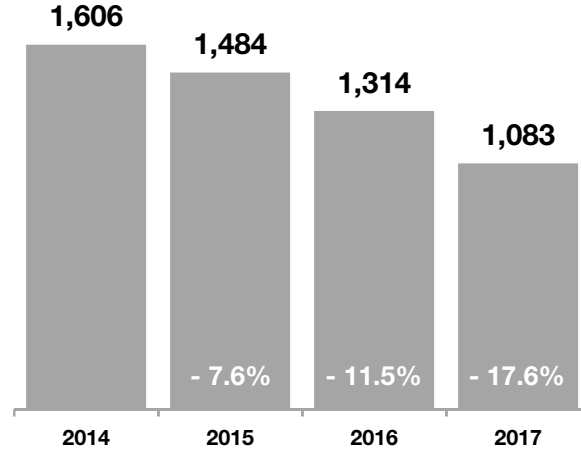
# New Listings



## June

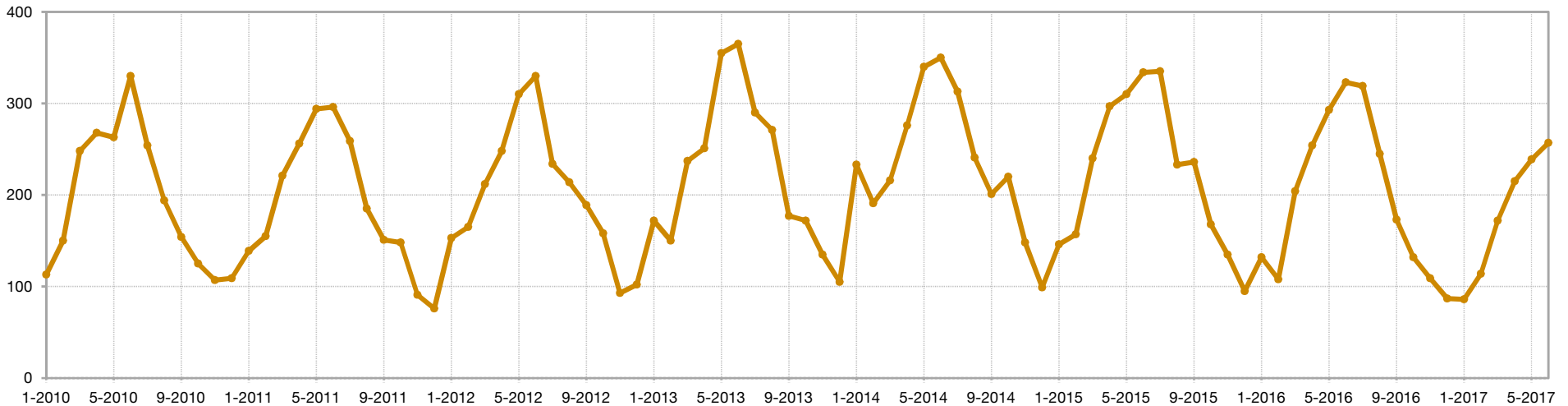


## Year to Date



	New Listings	Percent Change from Previous Year
Jul-2016	319	-4.8%
Aug-2016	245	+5.2%
Sep-2016	173	-26.7%
Oct-2016	132	-21.4%
Nov-2016	109	-19.3%
Dec-2016	87	-8.4%
Jan-2017	86	-34.8%
Feb-2017	114	+5.6%
Mar-2017	172	-15.7%
Apr-2017	215	-15.4%
May-2017	239	-18.4%
<b>Jun-2017</b>	<b>257</b>	<b>-20.4%</b>

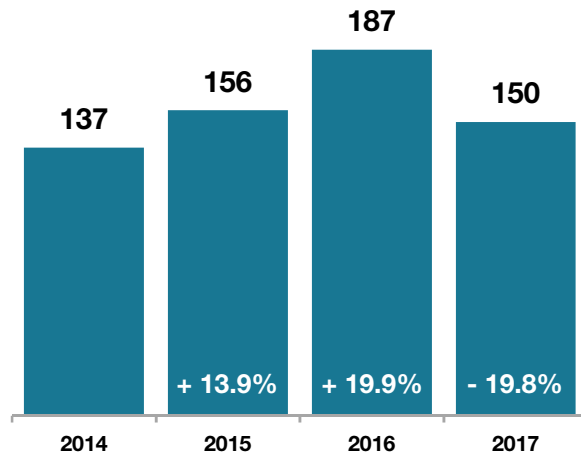
## Historical New Listings by Month



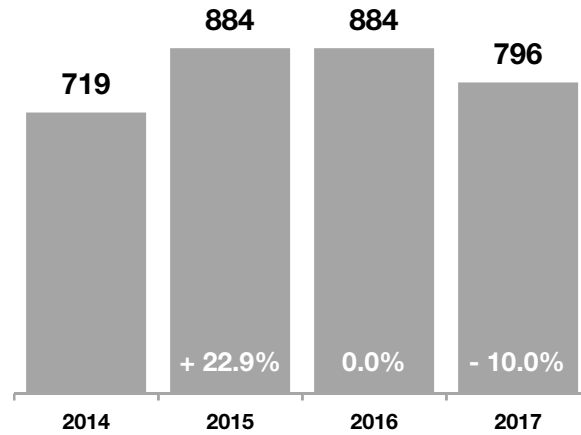
# Pending Sales



## June

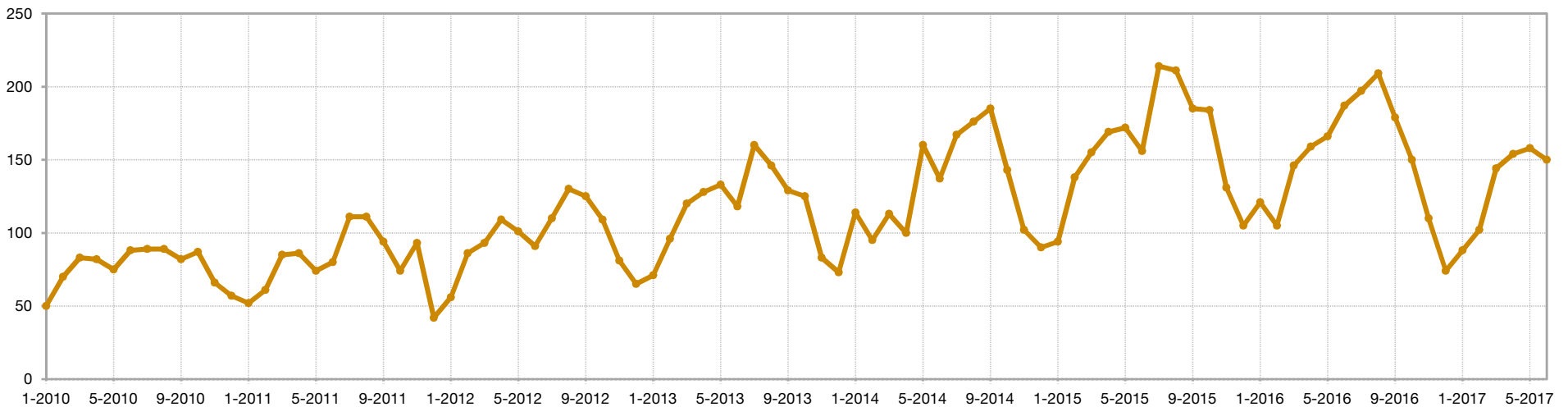


## Year to Date



	Pending Sales	Percent Change from Previous Year
Jul-2016	197	-7.9%
Aug-2016	209	-0.9%
Sep-2016	179	-3.2%
Oct-2016	150	-18.5%
Nov-2016	110	-16.0%
Dec-2016	74	-29.5%
Jan-2017	88	-27.3%
Feb-2017	102	-2.9%
Mar-2017	144	-1.4%
Apr-2017	154	-3.1%
May-2017	158	-4.8%
<b>Jun-2017</b>	<b>150</b>	<b>-19.8%</b>

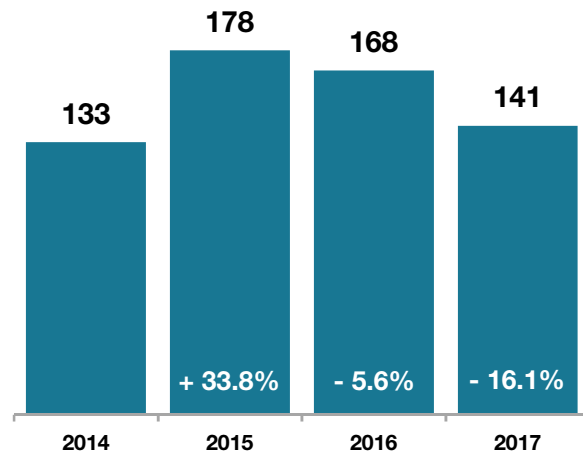
## Historical Pending Sales by Month



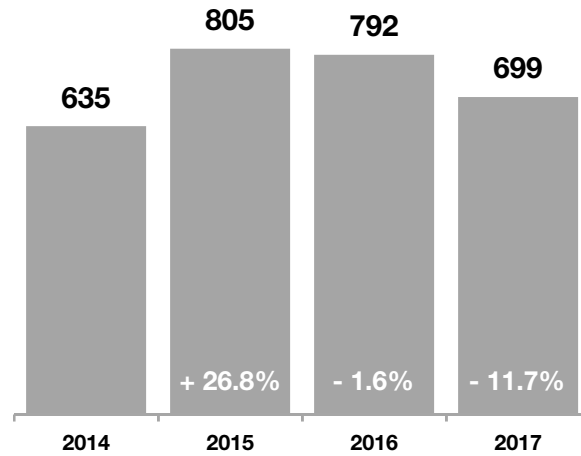
# Sold Listings



## June

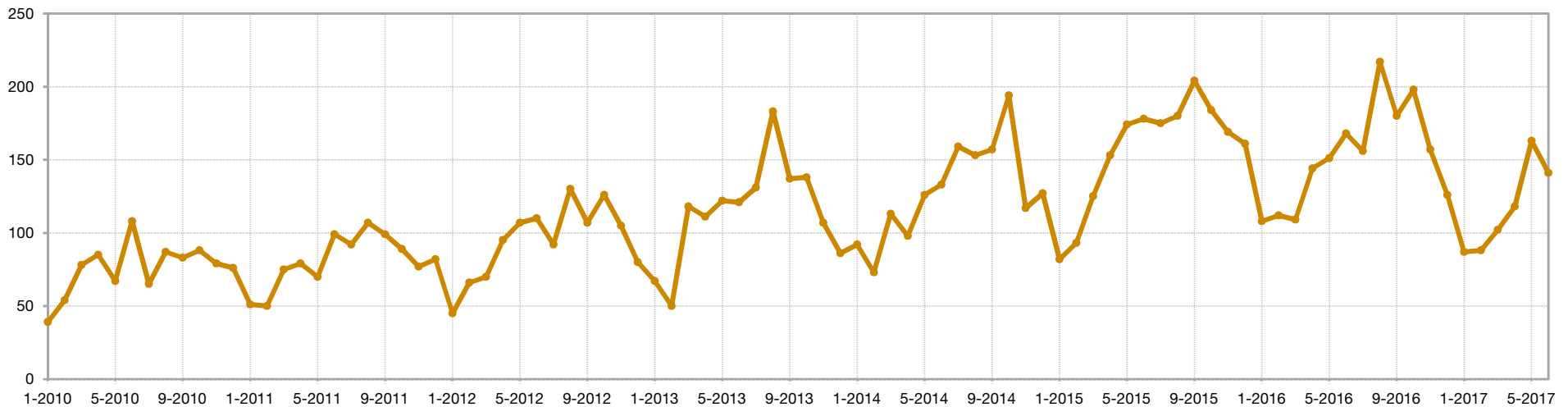


## Year to Date



	Sold Listings	Percent Change from Previous Year
Jul-2016	156	-10.9%
Aug-2016	217	+20.6%
Sep-2016	180	-11.8%
Oct-2016	198	+7.6%
Nov-2016	157	-7.1%
Dec-2016	126	-21.7%
Jan-2017	87	-19.4%
Feb-2017	88	-21.4%
Mar-2017	102	-6.4%
Apr-2017	118	-18.1%
May-2017	163	+7.9%
<b>Jun-2017</b>	<b>141</b>	<b>-16.1%</b>

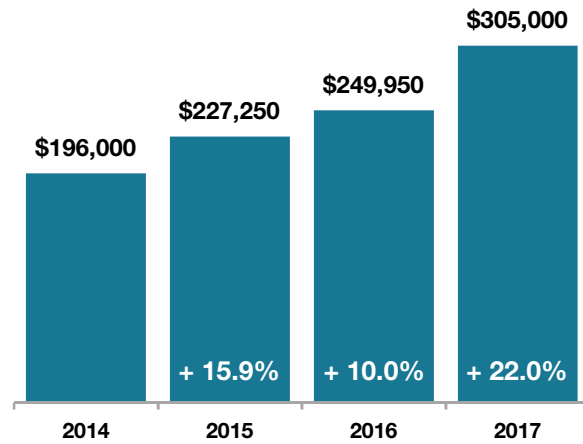
## Historical Sold Listings by Month



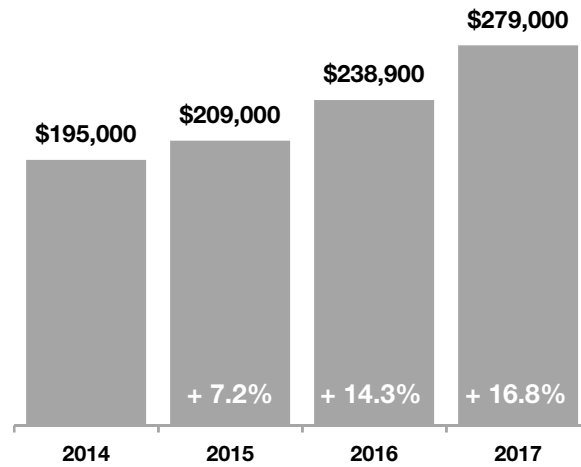
# Median Sold Price



## June

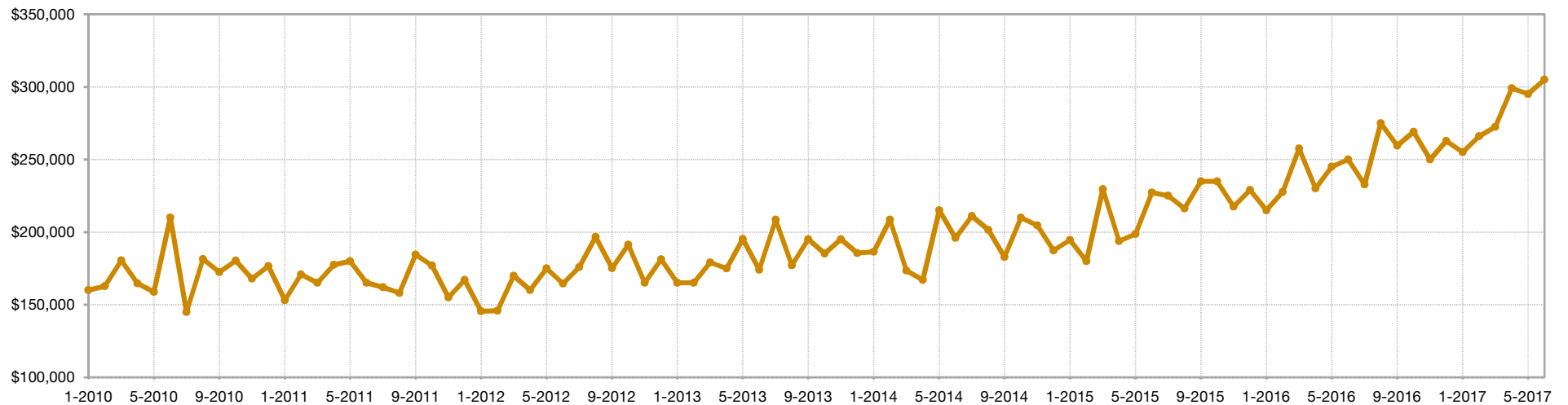


## Year to Date



	Median Sold Price	Percent Change from Previous Year
Jul-2016	\$232,700	+3.4%
Aug-2016	\$275,000	+27.2%
Sep-2016	\$259,500	+10.4%
Oct-2016	\$269,000	+14.5%
Nov-2016	\$250,000	+14.9%
Dec-2016	\$262,750	+14.7%
Jan-2017	\$255,000	+18.6%
Feb-2017	\$266,000	+16.9%
Mar-2017	\$272,500	+5.8%
Apr-2017	\$299,000	+30.0%
May-2017	\$295,000	+20.4%
<b>Jun-2017</b>	<b>\$305,000</b>	<b>+22.0%</b>

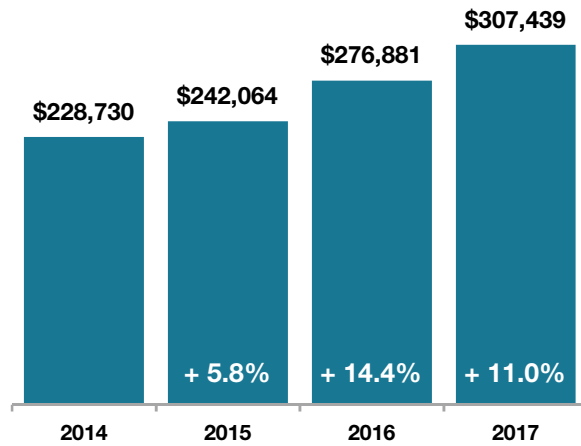
## Historical Median Sold Price by Month



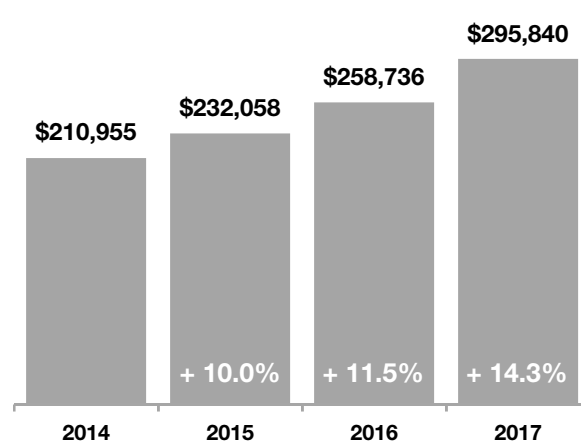
# Average Sold Price



## June

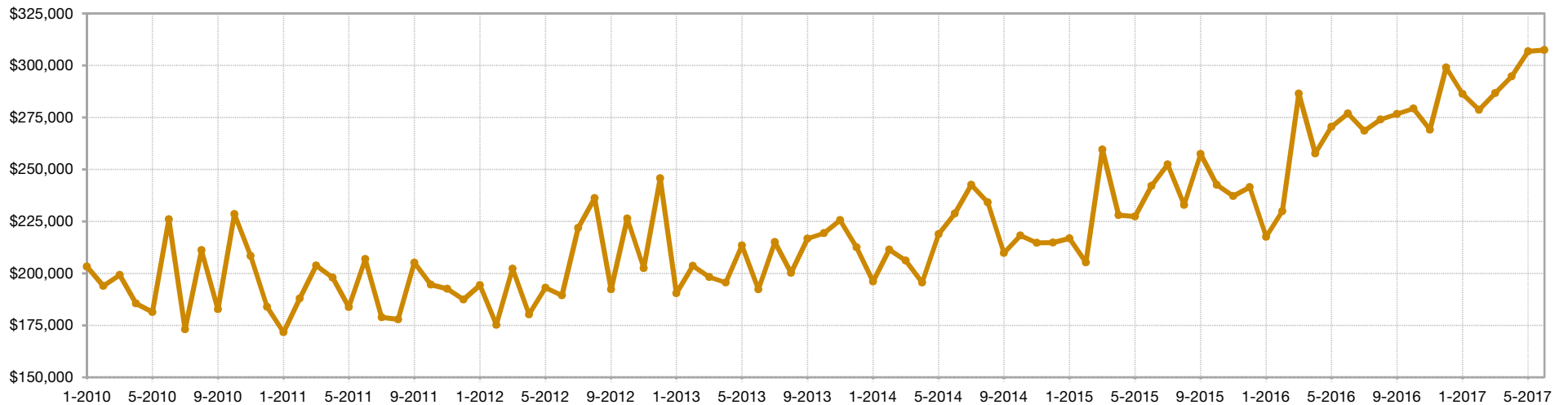


## Year to Date



	Average Sold Price	Percent Change from Previous Year
Jul-2016	\$268,582	+6.4%
Aug-2016	\$273,953	+17.6%
Sep-2016	\$276,650	+7.5%
Oct-2016	\$279,224	+15.1%
Nov-2016	\$269,121	+13.5%
Dec-2016	\$299,002	+23.9%
Jan-2017	\$286,257	+31.5%
Feb-2017	\$278,693	+21.2%
Mar-2017	\$286,651	+0.1%
Apr-2017	\$294,710	+14.4%
May-2017	\$306,812	+13.4%
<b>Jun-2017</b>	<b>\$307,439</b>	<b>+11.0%</b>

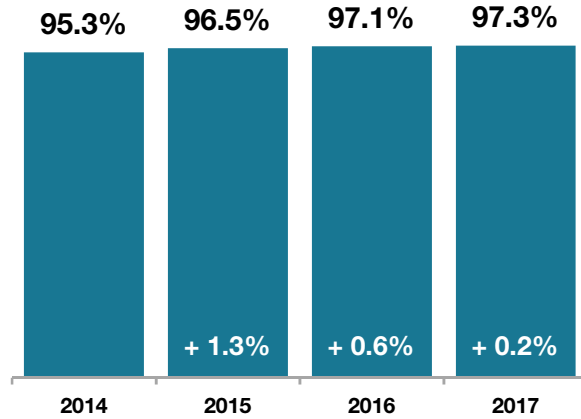
## Historical Average Sold Price by Month



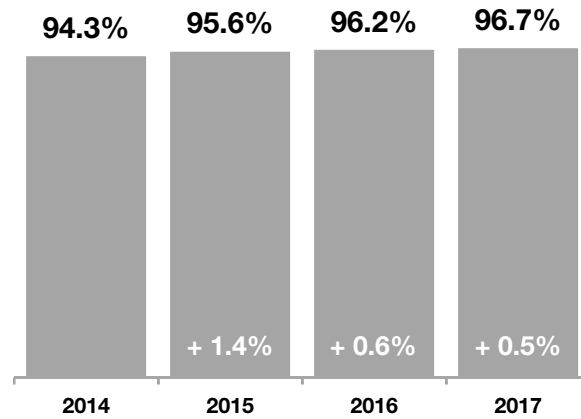
# Percent of List Price Received



## June

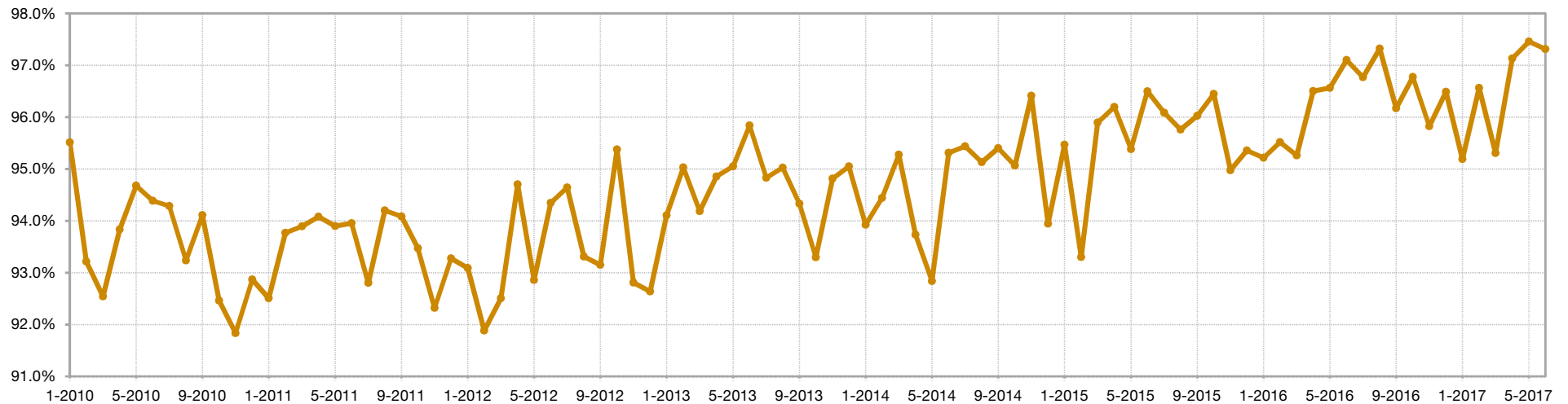


## Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Jul-2016	96.8%	+0.7%
Aug-2016	97.3%	+1.6%
Sep-2016	96.2%	+0.2%
Oct-2016	96.8%	+0.4%
Nov-2016	95.8%	+0.8%
Dec-2016	96.5%	+1.2%
Jan-2017	95.2%	0.0%
Feb-2017	96.6%	+1.2%
Mar-2017	95.3%	0.0%
Apr-2017	97.1%	+0.6%
May-2017	97.5%	+0.9%
<b>Jun-2017</b>	<b>97.3%</b>	<b>+0.2%</b>

## Historical Percent of List Price Received by Month

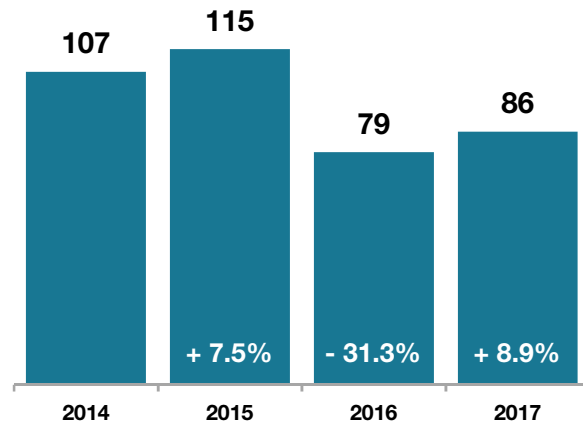




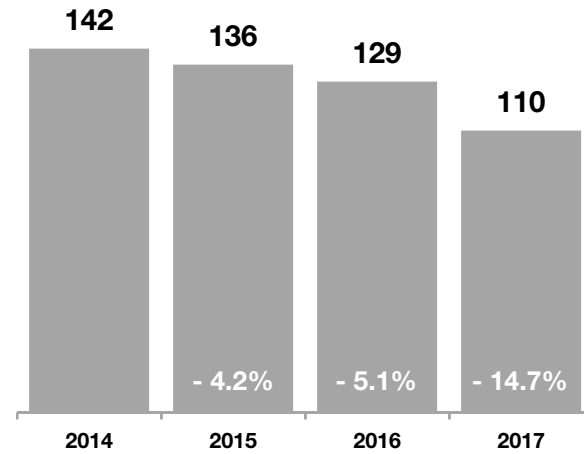
# Days on Market Until Sale



## June



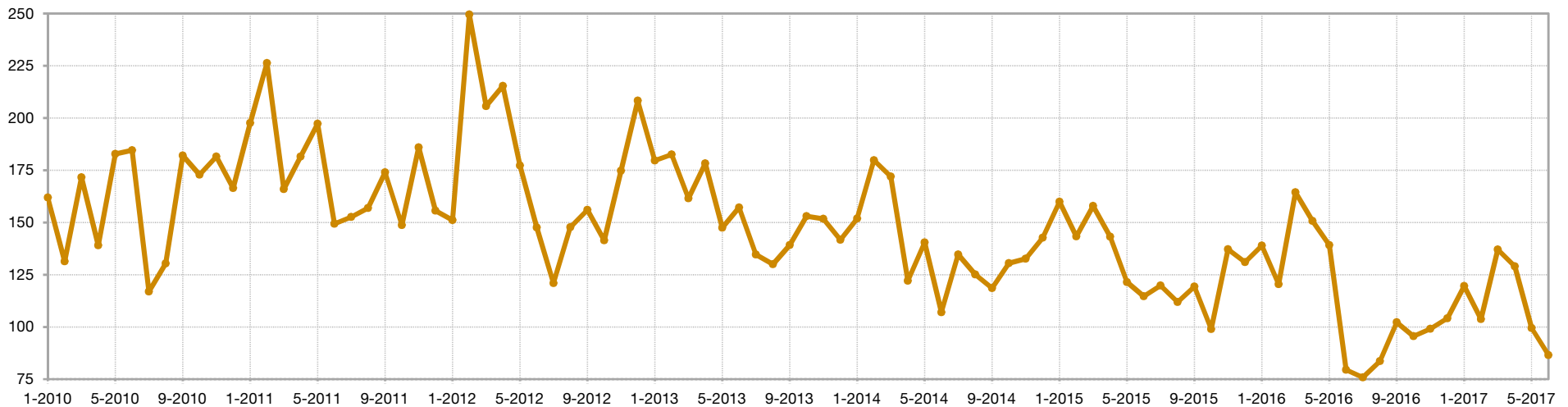
## Year to Date



## Percent Change Days on Market from Previous Year

Month	Days on Market	Percent Change
Jul-2016	76	-36.7%
Aug-2016	84	-25.0%
Sep-2016	102	-14.3%
Oct-2016	96	-3.0%
Nov-2016	99	-27.7%
Dec-2016	104	-20.6%
Jan-2017	120	-13.7%
Feb-2017	104	-13.3%
Mar-2017	137	-16.5%
Apr-2017	129	-14.6%
May-2017	99	-28.8%
<b>Jun-2017</b>	<b>86</b>	<b>+8.9%</b>

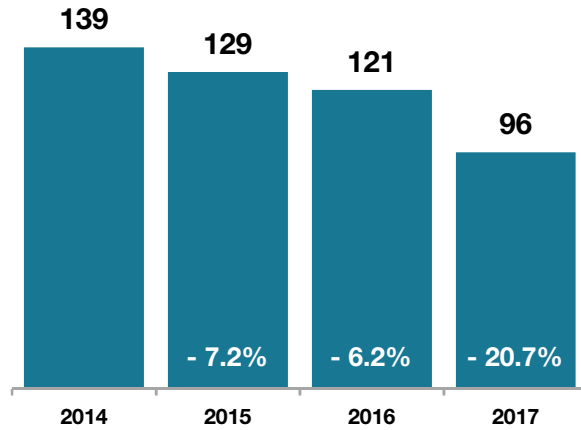
## Historical Days on Market Until Sale by Month



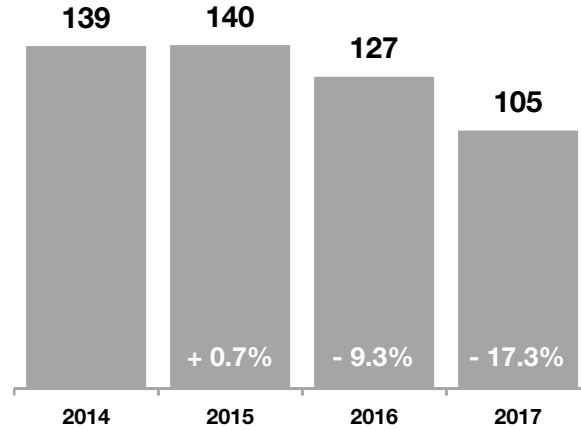
# Housing Affordability Index



## June



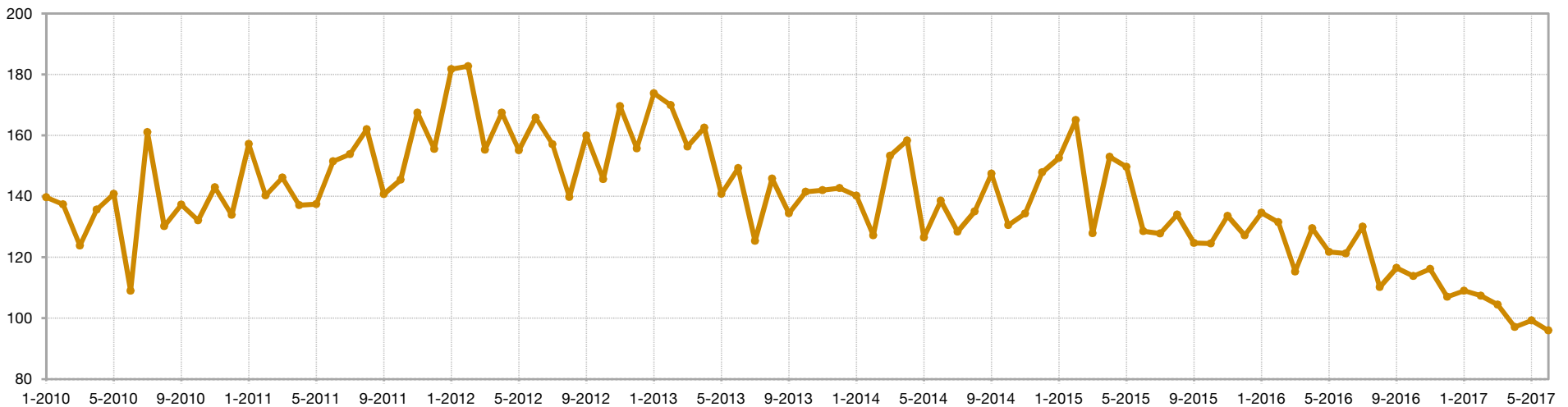
## Year to Date



Percent Change  
Affordability Index from Previous Year

Jul-2016	130	+1.6%
Aug-2016	110	-17.9%
Sep-2016	116	-7.2%
Oct-2016	114	-8.8%
Nov-2016	116	-13.4%
Dec-2016	107	-15.7%
Jan-2017	109	-19.3%
Feb-2017	107	-18.3%
Mar-2017	104	-9.6%
Apr-2017	97	-25.4%
May-2017	99	-18.9%
<b>Jun-2017</b>	<b>96</b>	<b>-20.7%</b>

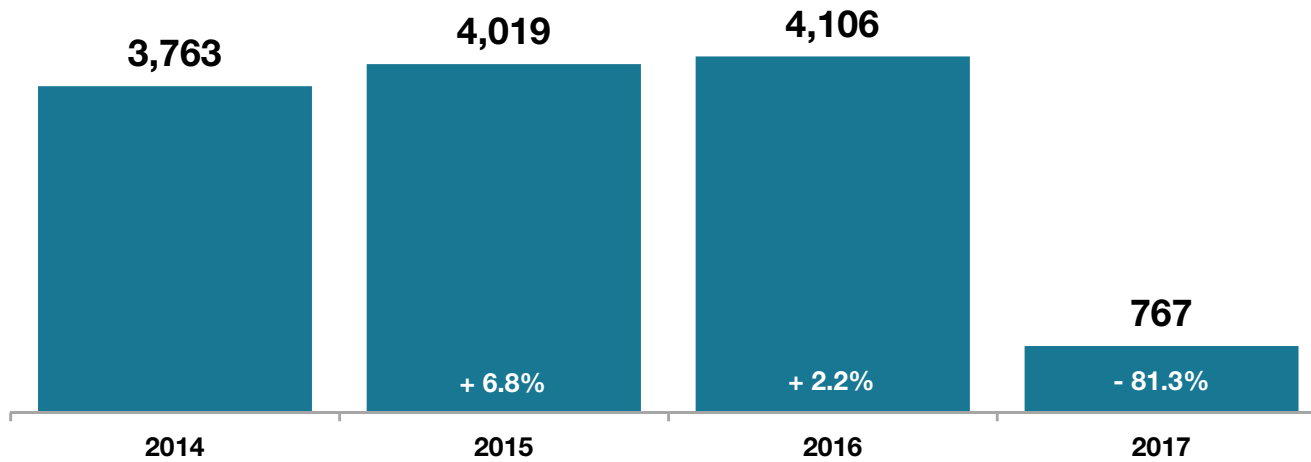
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

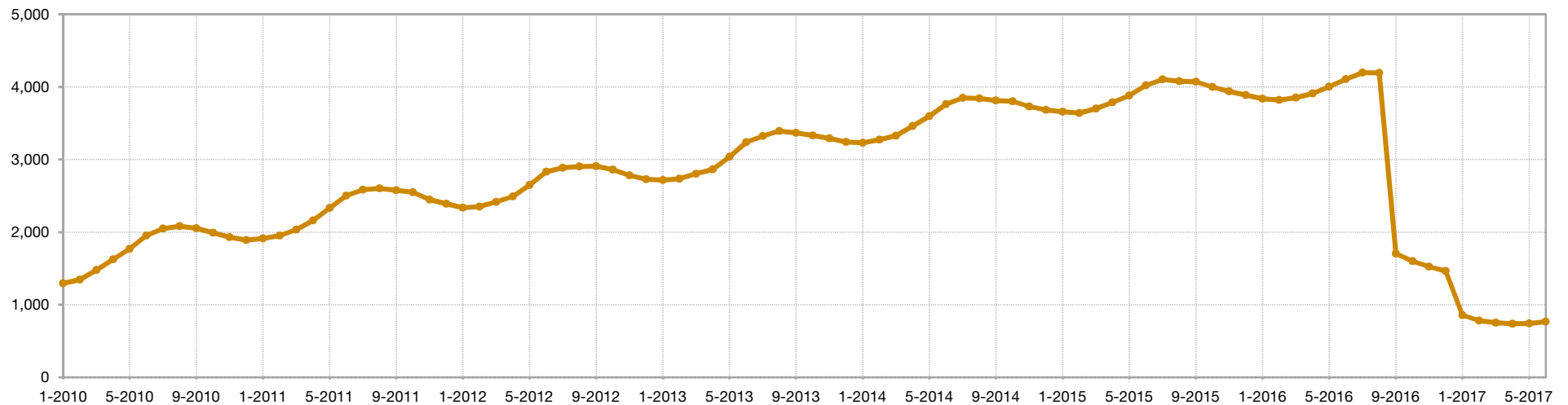


June



	Active Listings	Percent Change from Previous Year
Jul-2016	4,195	+2.3%
Aug-2016	4,192	+2.8%
Sep-2016	1,702	-58.2%
Oct-2016	1,599	-60.0%
Nov-2016	1,525	-61.3%
Dec-2016	1,463	-62.4%
Jan-2017	857	-77.7%
Feb-2017	782	-79.5%
Mar-2017	752	-80.5%
Apr-2017	738	-81.1%
May-2017	741	-81.5%
<b>Jun-2017</b>	<b>767</b>	<b>-81.3%</b>

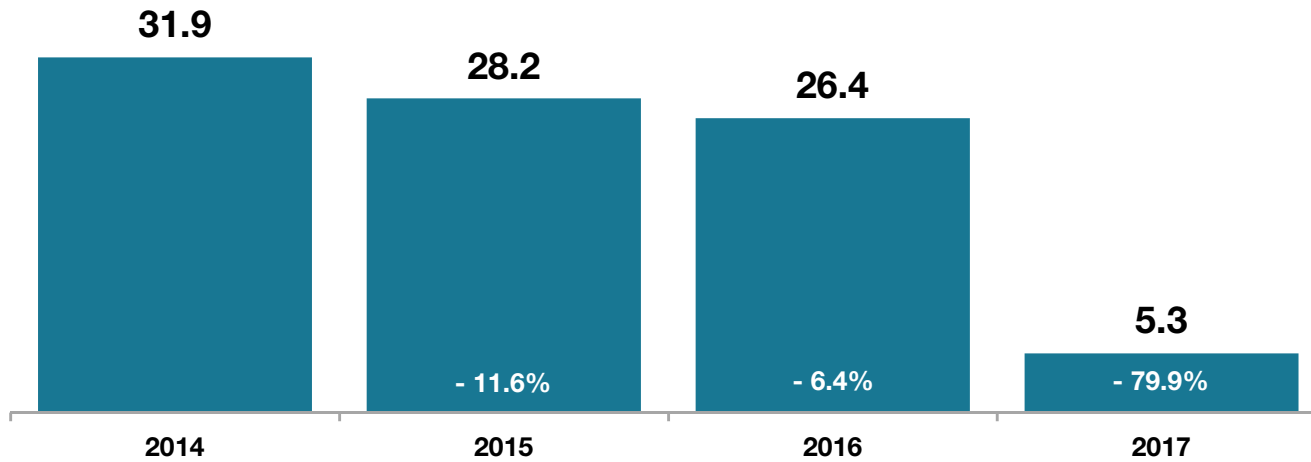
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

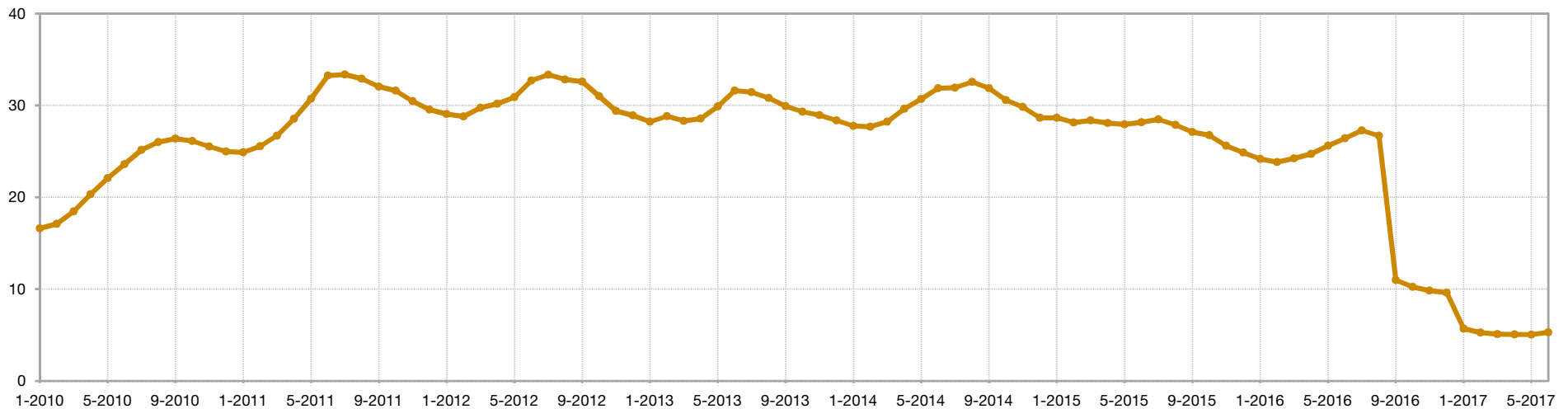


June



	Months Supply	Percent Change from Previous Year
Jul-2016	27.3	-4.2%
Aug-2016	26.7	-4.3%
Sep-2016	11.0	-59.4%
Oct-2016	10.2	-61.9%
Nov-2016	9.8	-61.7%
Dec-2016	9.6	-61.3%
Jan-2017	5.7	-76.4%
Feb-2017	5.3	-77.7%
Mar-2017	5.1	-78.9%
Apr-2017	5.1	-79.4%
May-2017	5.1	-80.1%
<b>Jun-2017</b>	<b>5.3</b>	<b>-79.9%</b>

## Historical Months Supply of Inventory by Month

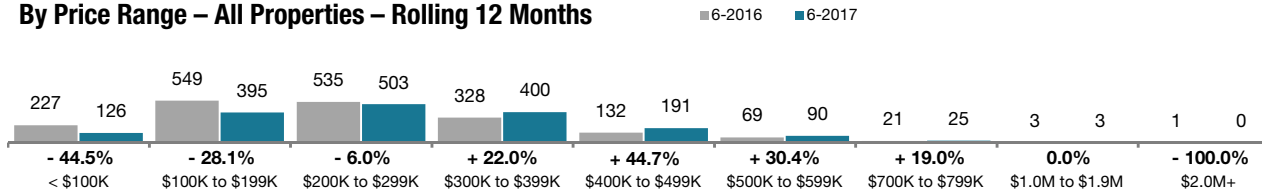


# Sold Listings

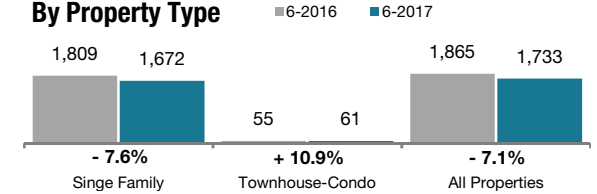
Actual sales that have closed in a given month.



## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2016	6-2017	Change	6-2016	6-2017	Change
\$99,999 and Below	212	120	-43.4%	15	6	-60.0%
\$100,000 to \$199,999	535	377	-29.5%	13	18	+38.5%
\$200,000 to \$299,999	522	487	-6.7%	13	16	+23.1%
\$300,000 to \$399,999	321	381	+18.7%	7	19	+171.4%
\$400,000 to \$499,999	125	191	+52.8%	7	0	-100.0%
\$500,000 to \$699,999	69	88	+27.5%	0	2	--
\$700,000 to \$999,999	21	25	+19.0%	0	0	--
\$1,000,000 to \$1,999,999	3	3	0.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>1,809</b>	<b>1,672</b>	<b>-7.6%</b>	<b>55</b>	<b>61</b>	<b>+10.9%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2017	6-2017	Change	5-2017	6-2017	Change
\$99,999 and Below	11	11	0.0%	0	0	--
\$100,000 to \$199,999	21	24	+14.3%	2	2	0.0%
\$200,000 to \$299,999	46	30	-34.8%	3	1	-66.7%
\$300,000 to \$399,999	42	46	+9.5%	5	1	-80.0%
\$400,000 to \$499,999	18	15	-16.7%	0	0	--
\$500,000 to \$699,999	12	8	-33.3%	0	0	--
\$700,000 to \$999,999	3	3	0.0%	0	0	--
\$1,000,000 to \$1,999,999	0	0	--	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>153</b>	<b>137</b>	<b>-10.5%</b>	<b>10</b>	<b>4</b>	<b>-60.0%</b>

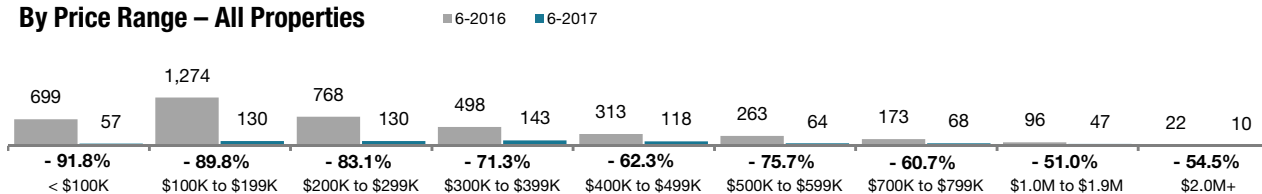
### Year to Date

By Price Range	Single Family			Condo		
	6-2016	6-2017	Change	6-2016	6-2017	Change
\$99,999 and Below	96	46	-52.1%	9	3	-66.7%
\$100,000 to \$199,999	210	129	-38.6%	7	5	-28.6%
\$200,000 to \$299,999	208	199	-4.3%	5	10	+100.0%
\$300,000 to \$399,999	143	162	+13.3%	2	11	+450.0%
\$400,000 to \$499,999	59	79	+33.9%	4	0	-100.0%
\$500,000 to \$699,999	33	38	+15.2%	0	2	--
\$700,000 to \$999,999	14	15	+7.1%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>765</b>	<b>668</b>	<b>-12.7%</b>	<b>27</b>	<b>31</b>	<b>+14.8%</b>

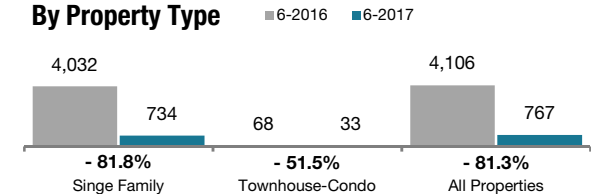
# Inventory of Active Listings

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		
	6-2016	6-2017	Change	6-2016	6-2017	Change
\$99,999 and Below	688	50	-92.7%	11	7	-36.4%
\$100,000 to \$199,999	1,247	121	-90.3%	26	9	-65.4%
\$200,000 to \$299,999	747	128	-82.9%	16	2	-87.5%
\$300,000 to \$399,999	492	139	-71.7%	6	4	-33.3%
\$400,000 to \$499,999	310	112	-63.9%	3	6	+100.0%
\$500,000 to \$699,999	260	62	-76.2%	3	2	-33.3%
\$700,000 to \$999,999	170	66	-61.2%	3	2	-33.3%
\$1,000,000 to \$1,999,999	96	46	-52.1%	0	1	--
\$2,000,000 and Above	22	10	-54.5%	0	0	--
<b>All Price Ranges</b>	<b>4,032</b>	<b>734</b>	<b>-81.8%</b>	<b>68</b>	<b>33</b>	<b>-51.5%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2017	6-2017	Change	5-2017	6-2017	Change
\$99,999 and Below	55	50	-9.1%	5	7	+40.0%
\$100,000 to \$199,999	128	121	-5.5%	9	9	0.0%
\$200,000 to \$299,999	124	128	+3.2%	3	2	-33.3%
\$300,000 to \$399,999	127	139	+9.4%	5	4	-20.0%
\$400,000 to \$499,999	101	112	+10.9%	8	6	-25.0%
\$500,000 to \$699,999	58	62	+6.9%	2	2	0.0%
\$700,000 to \$999,999	60	66	+10.0%	2	2	0.0%
\$1,000,000 to \$1,999,999	44	46	+4.5%	0	1	--
\$2,000,000 and Above	10	10	0.0%	0	0	--
<b>All Price Ranges</b>	<b>707</b>	<b>734</b>	<b>+3.8%</b>	<b>34</b>	<b>33</b>	<b>-2.9%</b>

### Year to Date

By Price Range	Single Family			Condo		
	6-2016	6-2017	Change	6-2016	6-2017	Change
\$99,999 and Below	96	46	-52.1%	9	3	-66.7%
\$100,000 to \$199,999	210	129	-38.6%	7	5	-28.6%
\$200,000 to \$299,999	208	199	-4.3%	5	10	+100.0%
\$300,000 to \$399,999	143	162	+13.3%	2	11	+450.0%
\$400,000 to \$499,999	59	79	+33.9%	4	0	-100.0%
\$500,000 to \$699,999	33	38	+15.2%	0	2	--
\$700,000 to \$999,999	14	15	+7.1%	0	0	--
\$1,000,000 to \$1,999,999	1	0	-100.0%	0	0	--
\$2,000,000 and Above	1	0	-100.0%	0	0	--
<b>All Price Ranges</b>	<b>765</b>	<b>668</b>	<b>-12.7%</b>	<b>27</b>	<b>31</b>	<b>+14.8%</b>

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



<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	A count of all the listings that went into Pending during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending 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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sold Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sold Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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 average income by county.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.