

Monthly Indicators



January 2018

Percent changes calculated using year-over-year comparisons.

New Listings increased 50.6 percent to 131. Sold Listings decreased 11.5 percent to 77. Inventory levels shrank 44.3 percent to 502 units.

Prices continued to gain traction. The Median Sales Price increased 17.6 percent to \$300,000. Days on Market was down 30.0 percent to 84 days. Sellers were encouraged as Months Supply of Inventory was down 35.0 percent to 3.9 months.

Whatever external forces are placed upon residential real estate markets across the country – whether they are related to tax legislation, mortgage rates, employment situation changes, new family formations, the availability of new construction and the like – the appetite for home buying remains strong enough to drive prices upward in virtually all markets across the country. New sales are not necessarily following that trend, but monthly increases are expected until at least late summer.

Activity Snapshot

- 11.5% **- 44.3%** **+ 17.6%**

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

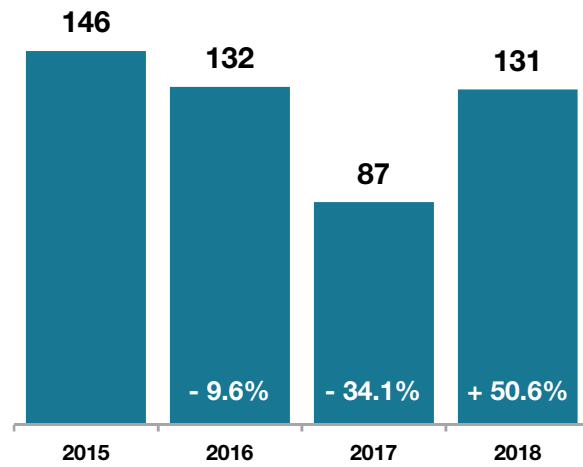


Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		87	131	+ 50.6%	87	131	+ 50.6%
Pending Sales		88	145	+ 64.8%	88	145	+ 64.8%
Sold Listings		87	77	- 11.5%	87	77	- 11.5%
Median Sold Price		\$255,000	\$300,000	+ 17.6%	\$255,000	\$300,000	+ 17.6%
Average Sold Price		\$286,257	\$325,746	+ 13.8%	\$286,257	\$325,746	+ 13.8%
Pct. of List Price Received		95.2%	96.8%	+ 1.7%	95.2%	96.8%	+ 1.7%
Days on Market		120	84	- 30.0%	120	84	- 30.0%
Affordability Index		109	94	- 13.8%	109	94	- 13.8%
Active Listings		902	502	- 44.3%	--	--	--
Months Supply		6.0	3.9	- 35.0%	--	--	--

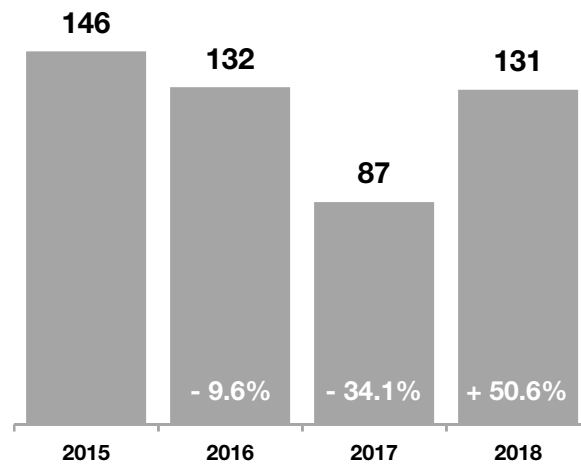
New Listings



January

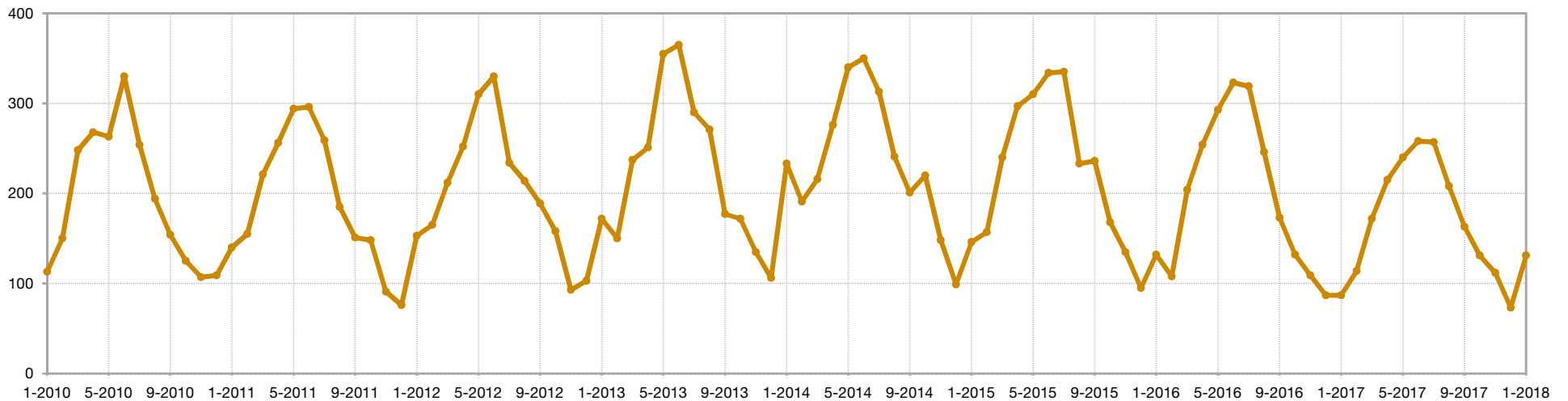


Year to Date



	New Listings	Percent Change from Previous Year
Feb-2017	114	+5.6%
Mar-2017	172	-15.7%
Apr-2017	215	-15.4%
May-2017	240	-18.1%
Jun-2017	258	-20.1%
Jul-2017	257	-19.4%
Aug-2017	208	-15.4%
Sep-2017	163	-5.8%
Oct-2017	131	-0.8%
Nov-2017	112	+2.8%
Dec-2017	73	-16.1%
Jan-2018	131	+50.6%

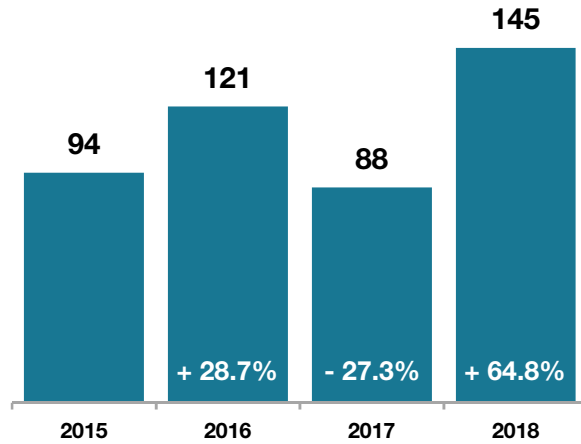
Historical New Listings by Month



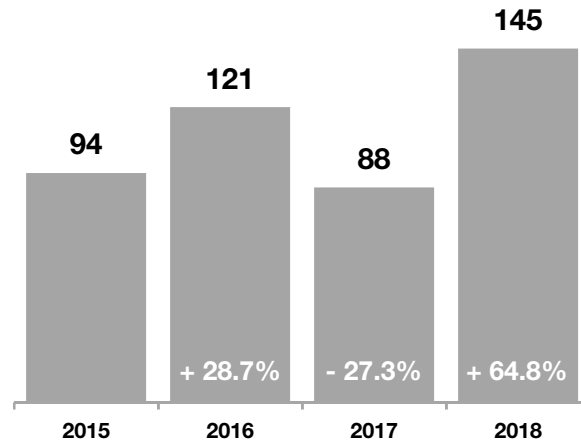
Pending Sales



January

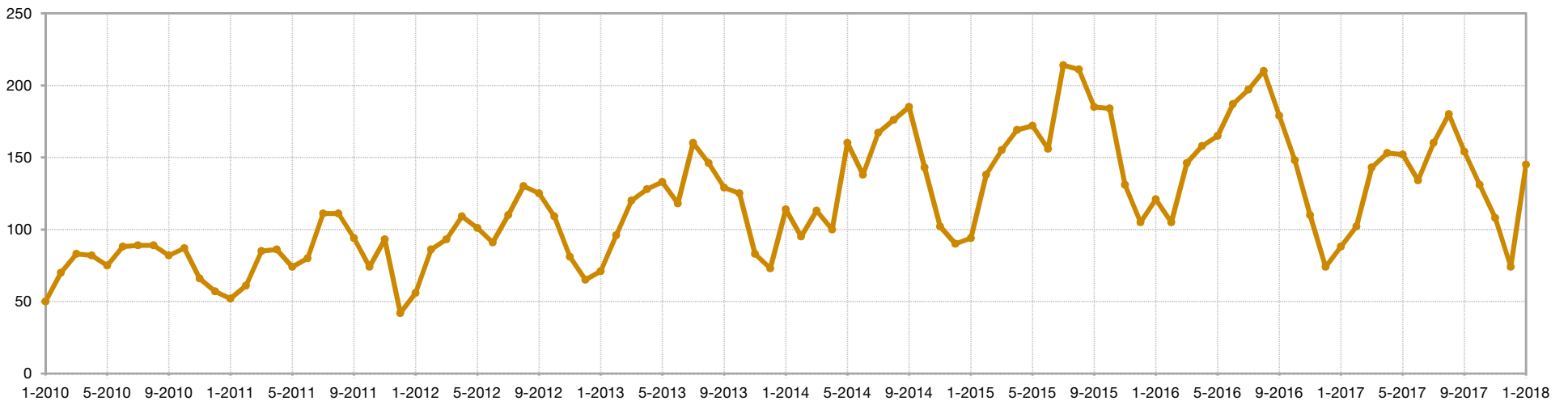


Year to Date



	Pending Sales	Percent Change from Previous Year
Feb-2017	102	-2.9%
Mar-2017	143	-2.1%
Apr-2017	153	-3.2%
May-2017	152	-7.9%
Jun-2017	134	-28.3%
Jul-2017	160	-18.8%
Aug-2017	180	-14.3%
Sep-2017	154	-14.0%
Oct-2017	131	-11.5%
Nov-2017	108	-1.8%
Dec-2017	74	0.0%
Jan-2018	145	+64.8%

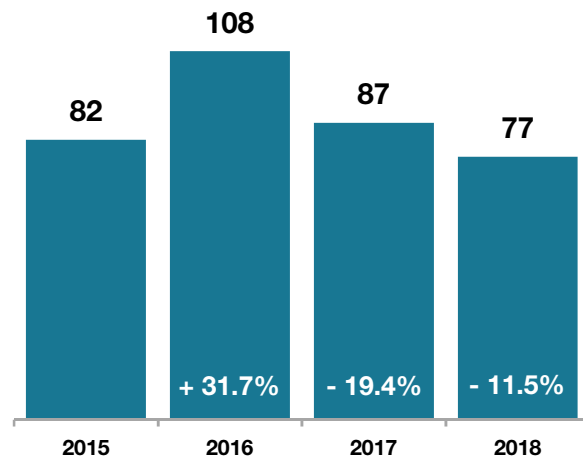
Historical Pending Sales by Month



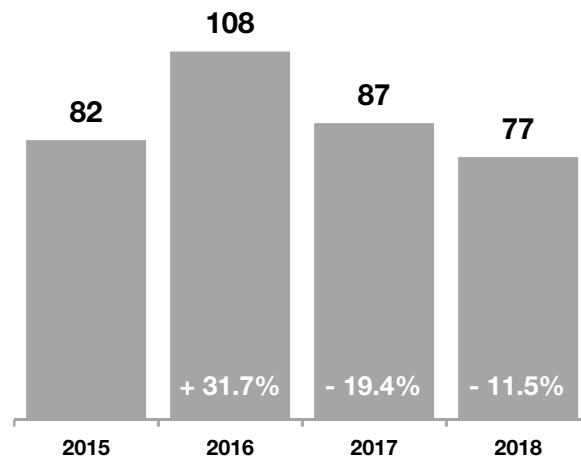
Sold Listings



January

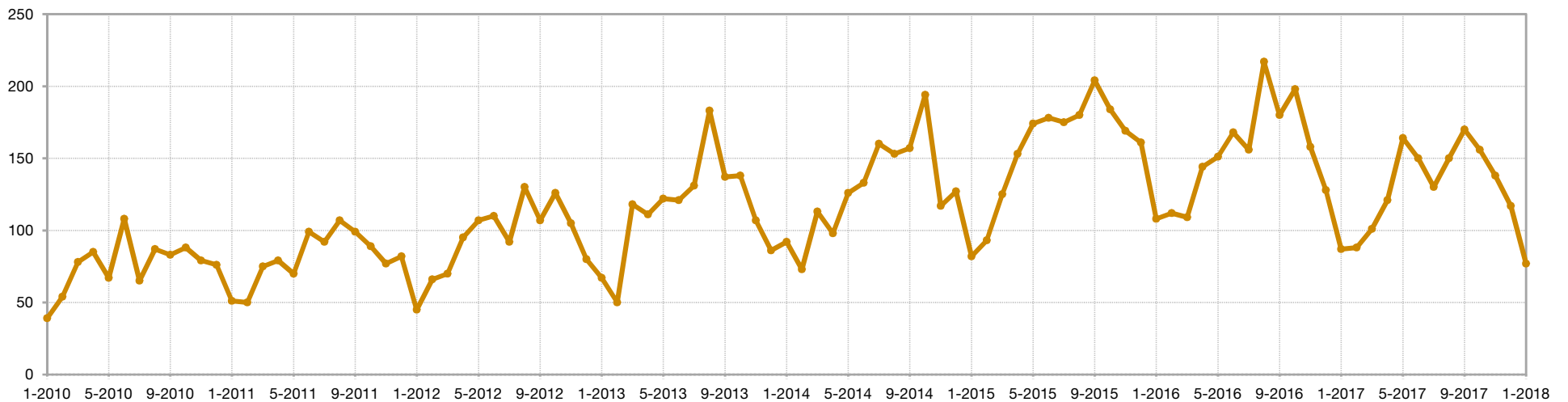


Year to Date



	Sold Listings	Percent Change from Previous Year
Feb-2017	88	-21.4%
Mar-2017	101	-7.3%
Apr-2017	121	-16.0%
May-2017	164	+8.6%
Jun-2017	150	-10.7%
Jul-2017	130	-16.7%
Aug-2017	150	-30.9%
Sep-2017	170	-5.6%
Oct-2017	156	-21.2%
Nov-2017	138	-12.7%
Dec-2017	117	-8.6%
Jan-2018	77	-11.5%

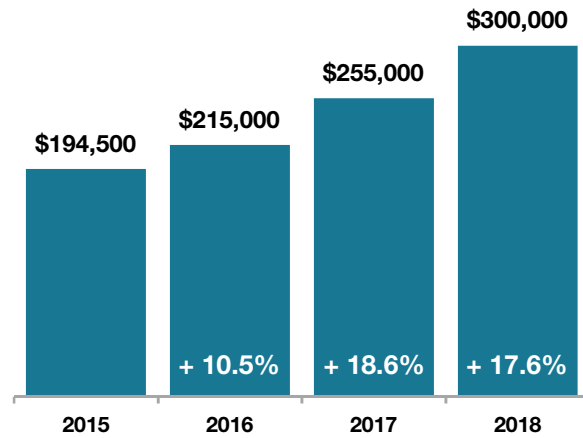
Historical Sold Listings by Month



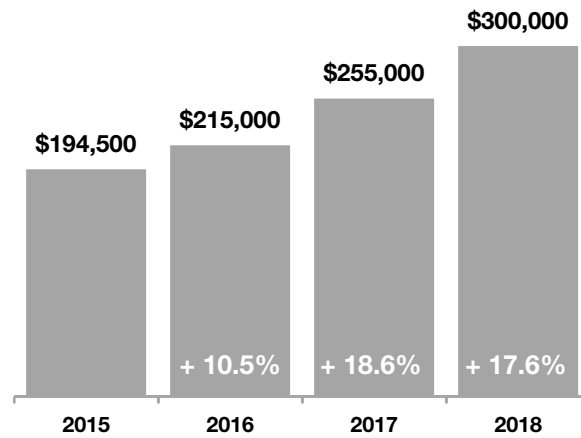
Median Sold Price



January

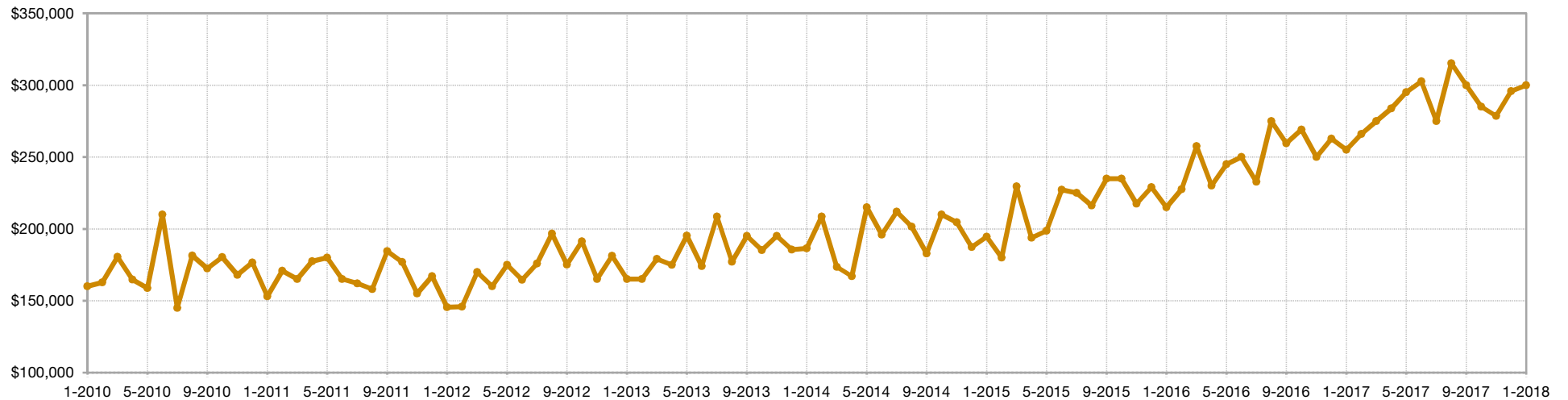


Year to Date



	Median Sold Price	Percent Change from Previous Year
Feb-2017	\$266,000	+16.9%
Mar-2017	\$275,000	+6.8%
Apr-2017	\$283,750	+23.4%
May-2017	\$295,000	+20.4%
Jun-2017	\$302,550	+21.0%
Jul-2017	\$275,000	+18.2%
Aug-2017	\$315,250	+14.6%
Sep-2017	\$300,000	+15.6%
Oct-2017	\$285,000	+5.9%
Nov-2017	\$278,500	+11.4%
Dec-2017	\$295,735	+12.6%
Jan-2018	\$300,000	+17.6%

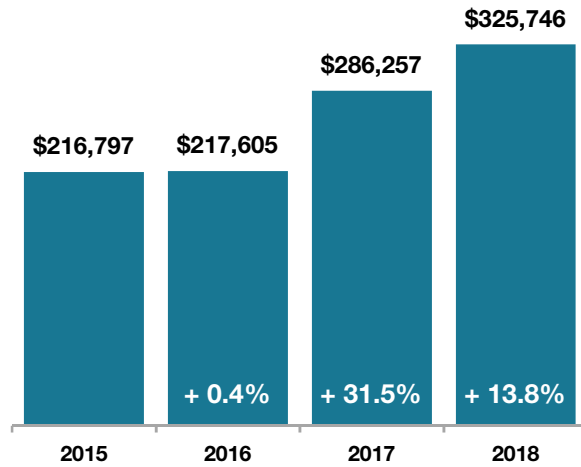
Historical Median Sold Price by Month



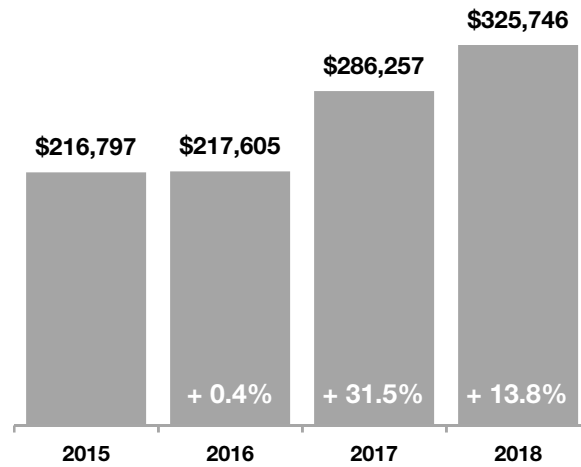
Average Sold Price



January

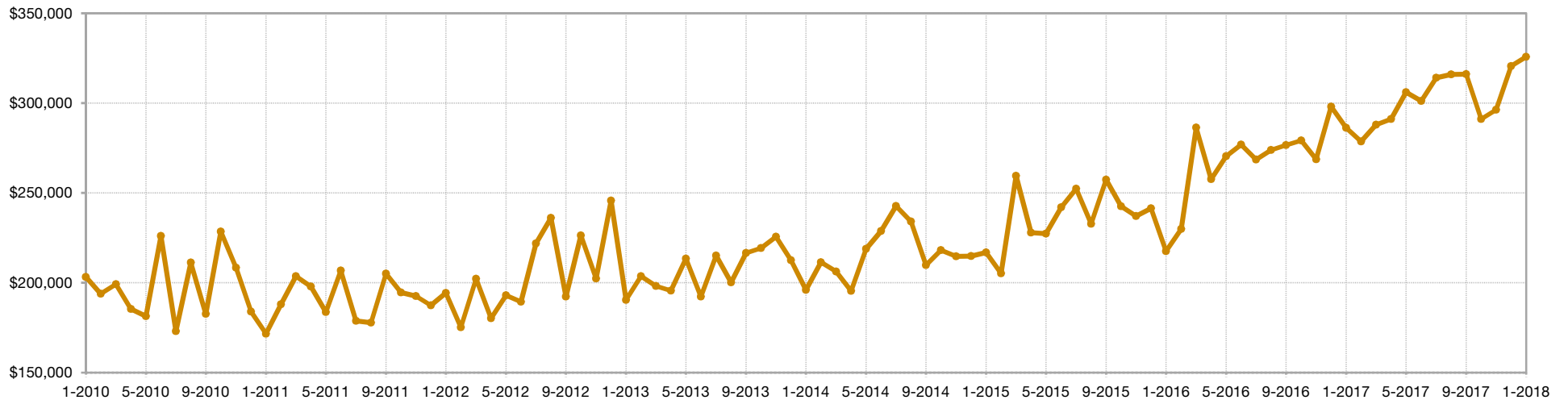


Year to Date



	Average Sold Price	Percent Change from Previous Year
Feb-2017	\$278,693	+21.2%
Mar-2017	\$287,975	+0.6%
Apr-2017	\$291,121	+13.0%
May-2017	\$306,112	+13.2%
Jun-2017	\$301,249	+8.8%
Jul-2017	\$314,060	+16.9%
Aug-2017	\$315,989	+15.3%
Sep-2017	\$316,123	+14.3%
Oct-2017	\$291,137	+4.3%
Nov-2017	\$296,228	+10.2%
Dec-2017	\$320,601	+7.6%
Jan-2018	\$325,746	+13.8%

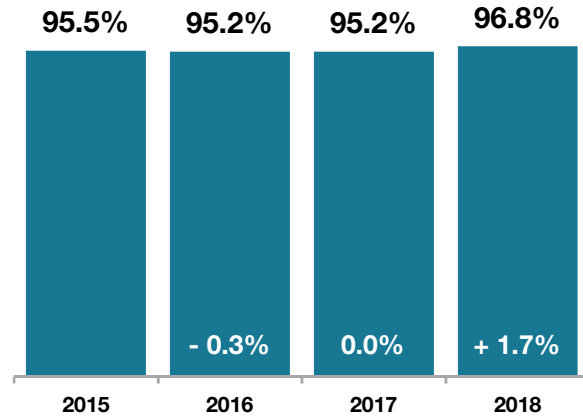
Historical Average Sold Price by Month



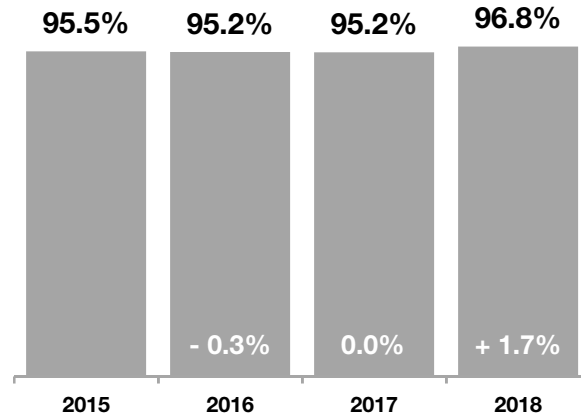
Percent of List Price Received



January

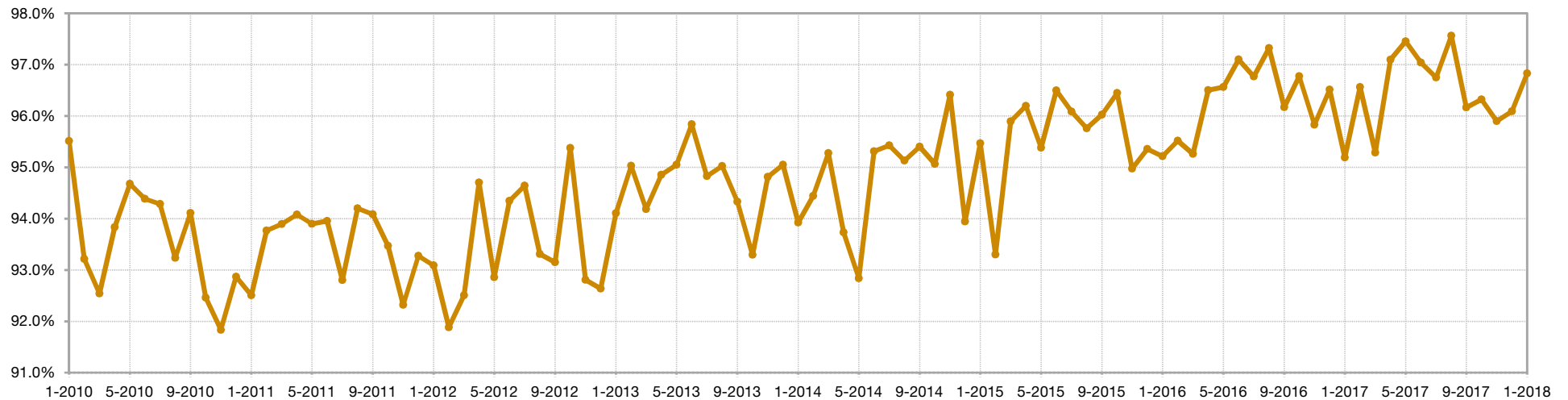


Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Feb-2017	96.6%	+1.2%
Mar-2017	95.3%	0.0%
Apr-2017	97.1%	+0.6%
May-2017	97.5%	+0.9%
Jun-2017	97.0%	-0.1%
Jul-2017	96.7%	-0.1%
Aug-2017	97.6%	+0.3%
Sep-2017	96.2%	0.0%
Oct-2017	96.3%	-0.5%
Nov-2017	95.9%	+0.1%
Dec-2017	96.1%	-0.4%
Jan-2018	96.8%	+1.7%

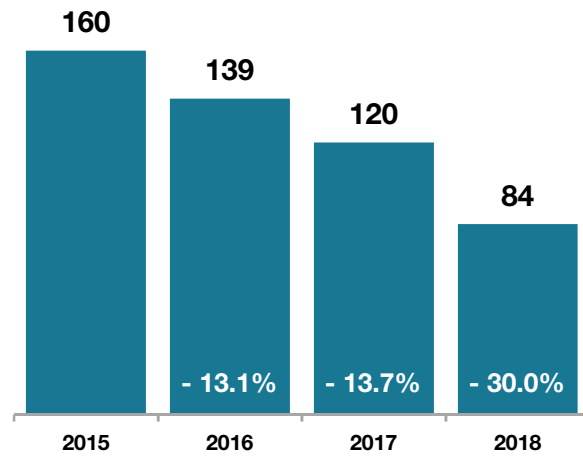
Historical Percent of List Price Received by Month



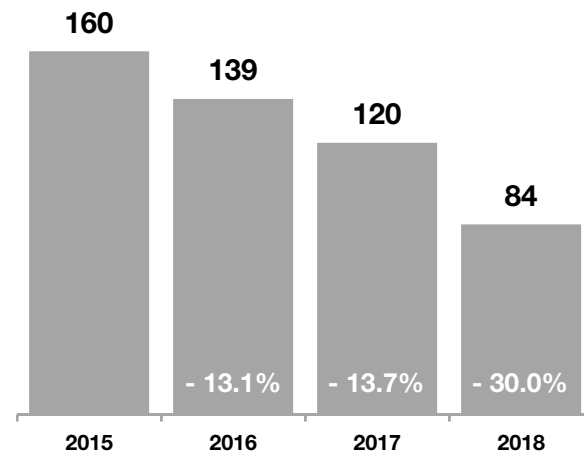
Days on Market Until Sale



January

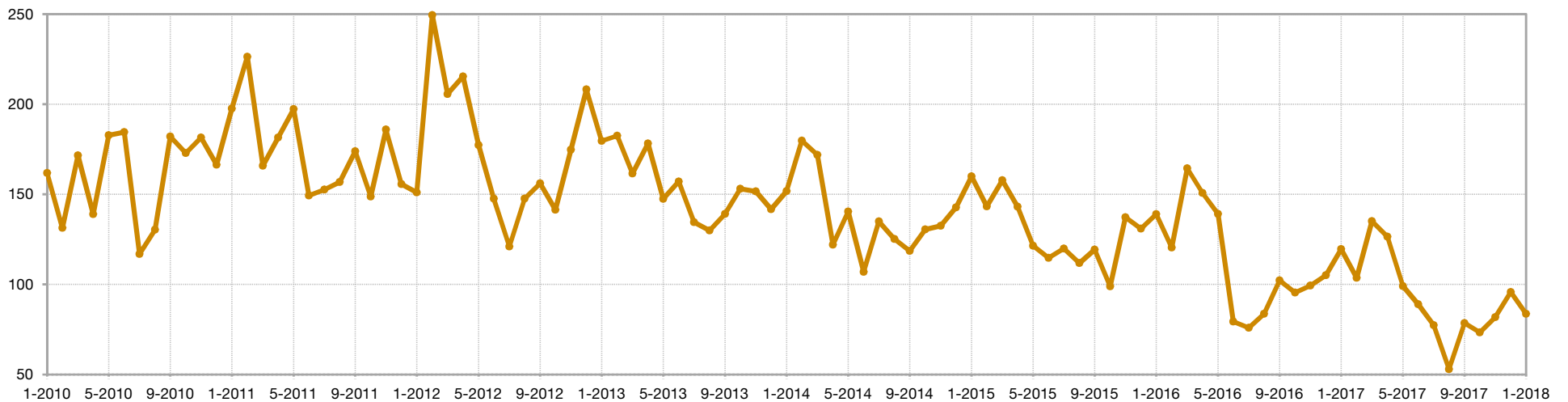


Year to Date



	Days on Market	Percent Change from Previous Year
Feb-2017	104	-13.3%
Mar-2017	135	-17.7%
Apr-2017	127	-15.9%
May-2017	99	-28.8%
Jun-2017	89	+12.7%
Jul-2017	77	+1.3%
Aug-2017	53	-36.9%
Sep-2017	79	-22.5%
Oct-2017	73	-24.0%
Nov-2017	82	-17.2%
Dec-2017	96	-8.6%
Jan-2018	84	-30.0%

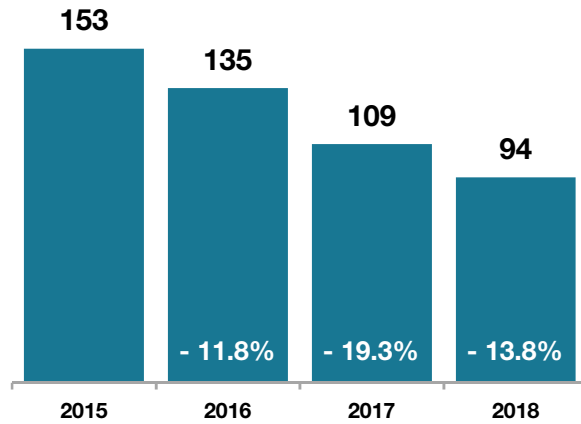
Historical Days on Market Until Sale by Month



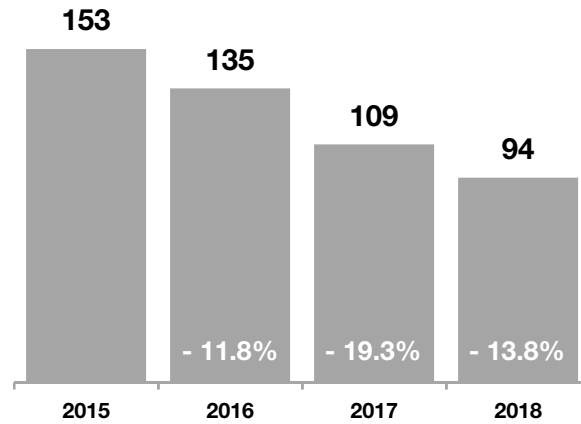
Housing Affordability Index



January

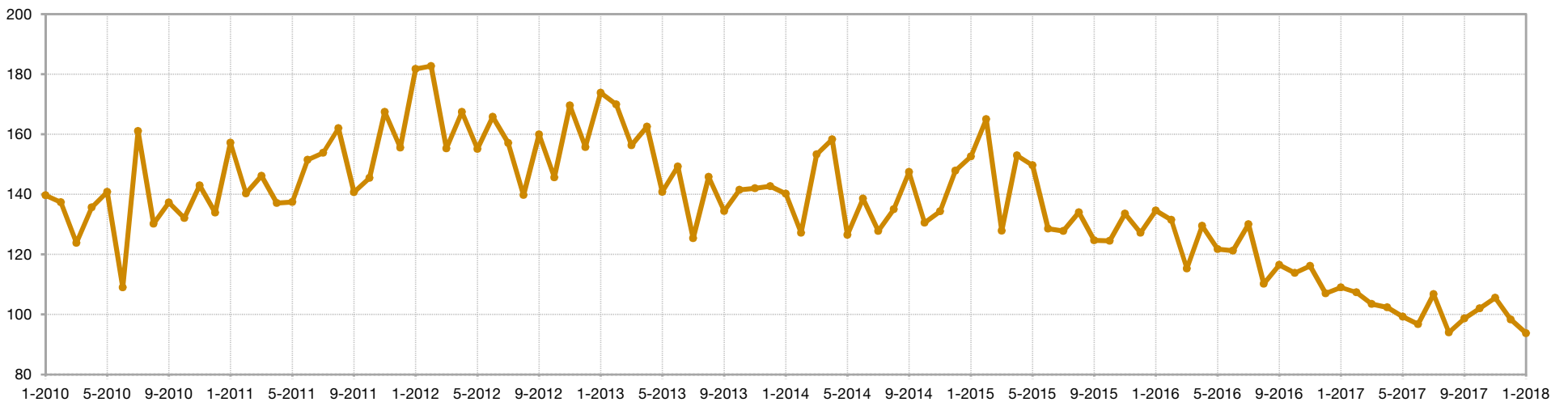


Year to Date



	Affordability Index	Percent Change from Previous Year
Feb-2017	107	-18.3%
Mar-2017	103	-10.4%
Apr-2017	102	-21.5%
May-2017	99	-18.9%
Jun-2017	97	-19.8%
Jul-2017	107	-17.7%
Aug-2017	94	-14.5%
Sep-2017	99	-14.7%
Oct-2017	102	-10.5%
Nov-2017	106	-8.6%
Dec-2017	98	-8.4%
Jan-2018	94	-13.8%

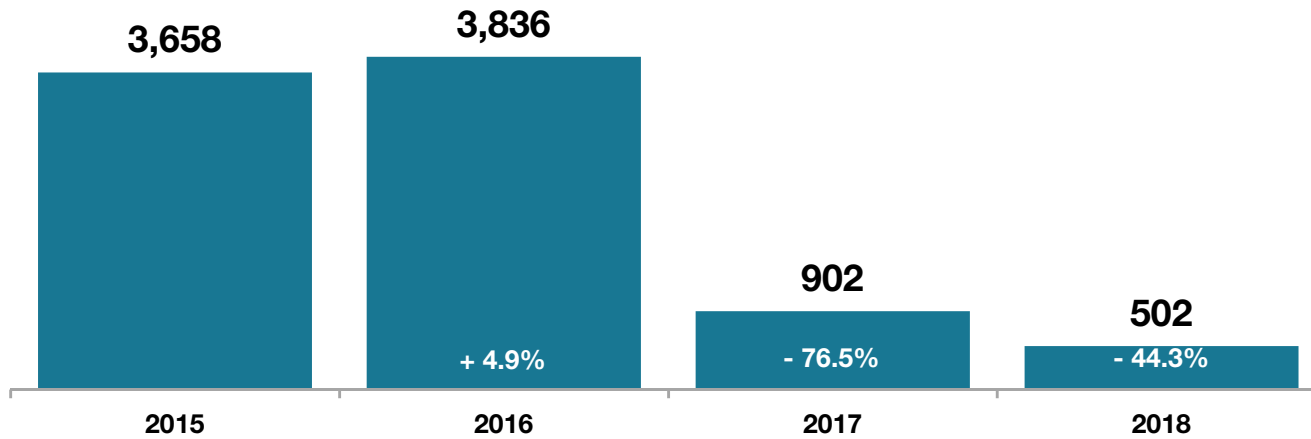
Historical Housing Affordability Index by Month



Inventory of Active Listings

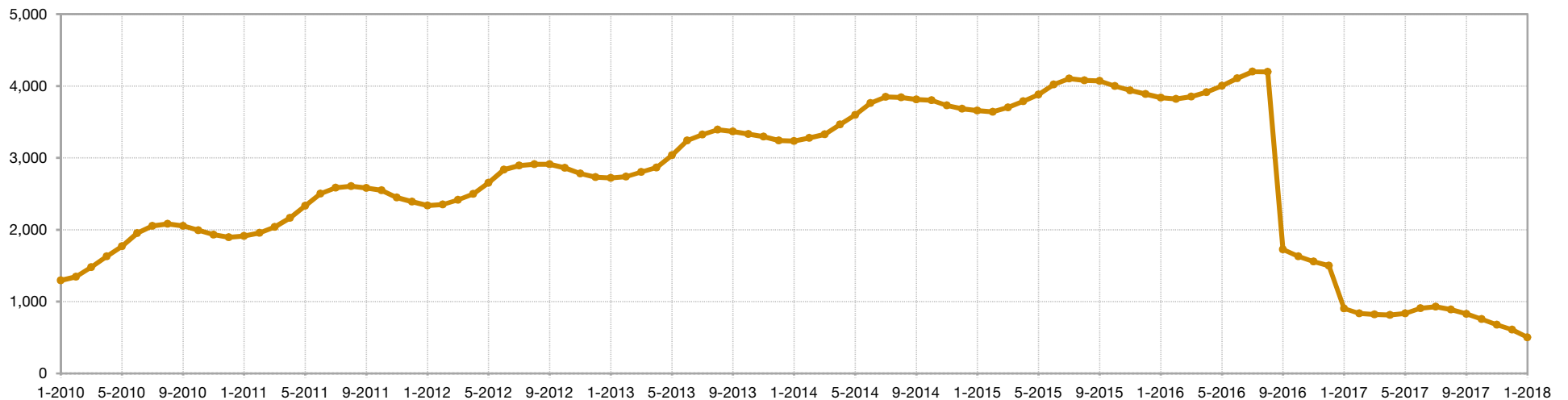


January



	Active Listings	Percent Change from Previous Year
Feb-2017	836	-78.1%
Mar-2017	820	-78.7%
Apr-2017	813	-79.2%
May-2017	835	-79.1%
Jun-2017	907	-77.9%
Jul-2017	929	-77.9%
Aug-2017	888	-78.8%
Sep-2017	828	-52.0%
Oct-2017	754	-53.7%
Nov-2017	676	-56.6%
Dec-2017	608	-59.4%
Jan-2018	502	-44.3%

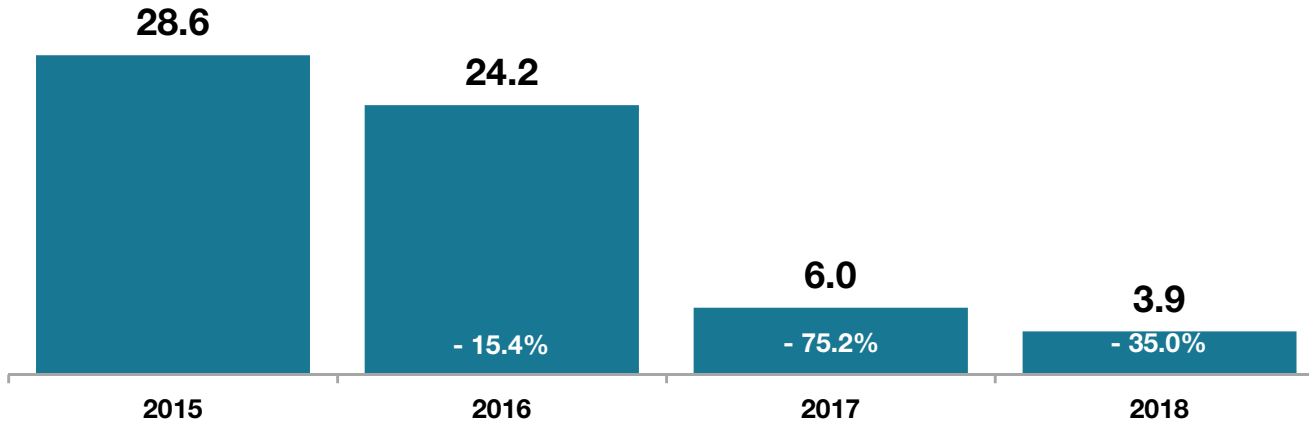
Historical Inventory of Active Listings by Month



Months Supply of Inventory

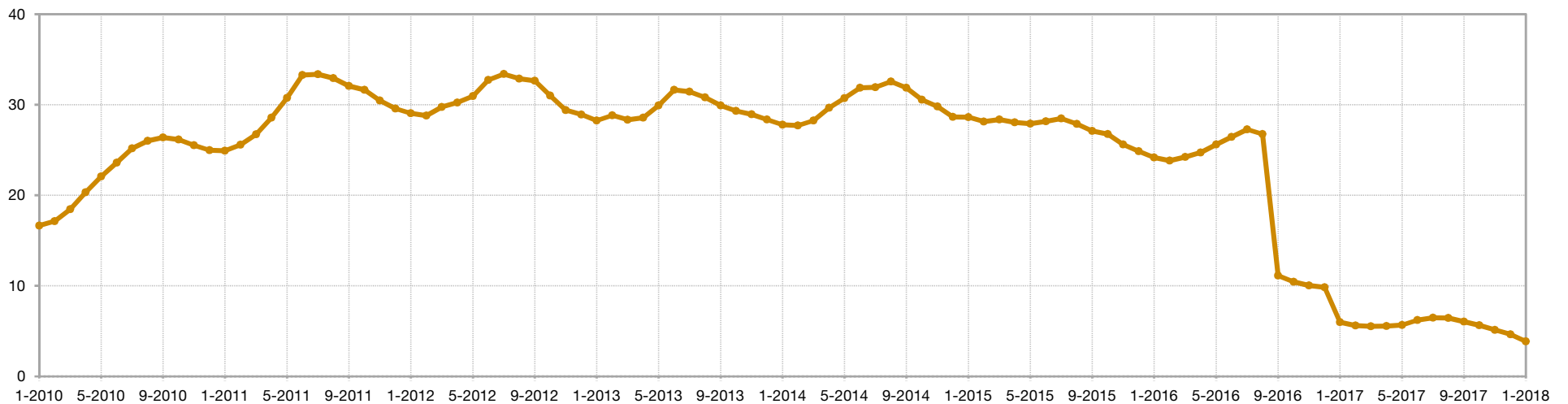


January



	Months Supply	Percent Change from Previous Year
Feb-2017	5.6	-76.5%
Mar-2017	5.5	-77.3%
Apr-2017	5.6	-77.3%
May-2017	5.7	-77.7%
Jun-2017	6.2	-76.5%
Jul-2017	6.5	-76.2%
Aug-2017	6.4	-76.0%
Sep-2017	6.0	-45.9%
Oct-2017	5.6	-46.2%
Nov-2017	5.1	-49.0%
Dec-2017	4.6	-53.1%
Jan-2018	3.9	-35.0%

Historical Months Supply of Inventory by Month



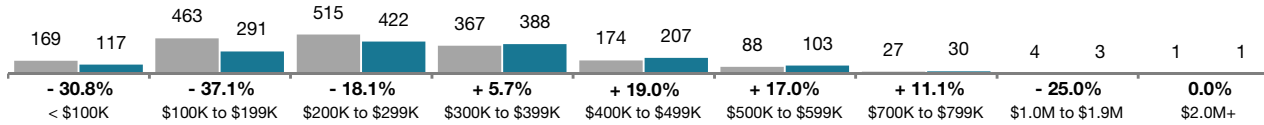
Sold Listings

Actual sales that have closed in a given month.



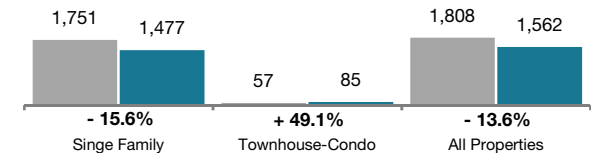
By Price Range – All Properties – Rolling 12 Months

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



Rolling 12 Months

Compared to Prior Month

Year to Date

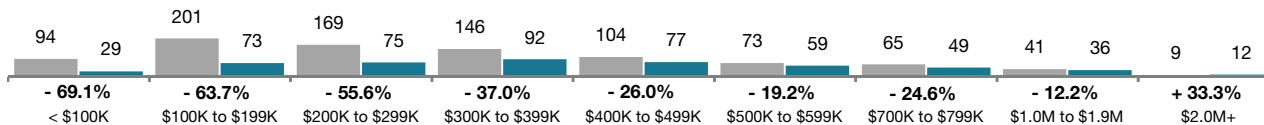
By Price Range	Single Family			Condo			Single Family			Condo			Single Family			Condo		
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	Change	1-2017	1-2018	Change	1-2017	1-2018	Change
\$99,999 and Below	156	110	-29.5%	13	7	-46.2%	5	4	-20.0%	1	1	0.0%	7	4	-42.9%	2	1	-50.0%
\$100,000 to \$199,999	444	266	-40.1%	19	25	+31.6%	21	9	-57.1%	6	4	-33.3%	14	9	-35.7%	0	4	--
\$200,000 to \$299,999	503	405	-19.5%	12	17	+41.7%	29	20	-31.0%	0	0	--	36	20	-44.4%	1	0	-100.0%
\$300,000 to \$399,999	358	368	+2.8%	9	20	+122.2%	27	15	-44.4%	1	2	+100.0%	14	15	+7.1%	0	2	--
\$400,000 to \$499,999	171	196	+14.6%	3	11	+266.7%	13	13	0.0%	1	1	0.0%	4	13	+225.0%	0	1	--
\$500,000 to \$699,999	87	98	+12.6%	1	5	+400.0%	9	5	-44.4%	0	0	--	4	5	+25.0%	1	0	-100.0%
\$700,000 to \$999,999	27	30	+11.1%	0	0	--	2	3	+50.0%	0	0	--	4	3	-25.0%	0	0	--
\$1,000,000 to \$1,999,999	4	3	-25.0%	0	0	--	2	0	-100.0%	0	0	--	0	0	--	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--	0	0	--	0	0	--	0	0	--	0	0	--
All Price Ranges	1,751	1,477	-15.6%	57	85	+49.1%	108	69	-36.1%	9	8	-11.1%	83	69	-16.9%	4	8	+100.0%

Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

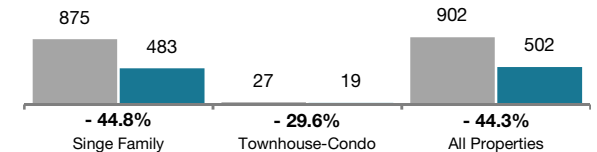
By Price Range – All Properties

■ 1-2017 ■ 1-2018



By Property Type

■ 1-2017 ■ 1-2018



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family			Condo			Single Family			Condo			Single Family		Condo	
	1-2017	1-2018	Change	1-2017	1-2018	Change	12-2017	1-2018	Change	12-2017	1-2018	Change	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.			
\$99,999 and Below	89	26	-70.8%	5	3	-40.0%	33	26	-21.2%	3	3	0.0%				
\$100,000 to \$199,999	197	71	-64.0%	4	2	-50.0%	87	71	-18.4%	6	2	-66.7%				
\$200,000 to \$299,999	163	69	-57.7%	6	6	0.0%	92	69	-25.0%	5	6	+20.0%				
\$300,000 to \$399,999	139	92	-33.8%	7	0	-100.0%	108	92	-14.8%	2	0	-100.0%				
\$400,000 to \$499,999	102	74	-27.5%	2	3	+50.0%	86	74	-14.0%	5	3	-40.0%				
\$500,000 to \$699,999	71	56	-21.1%	2	3	+50.0%	69	56	-18.8%	4	3	-25.0%				
\$700,000 to \$999,999	64	48	-25.0%	1	1	0.0%	55	48	-12.7%	2	1	-50.0%				
\$1,000,000 to \$1,999,999	41	36	-12.2%	0	0	--	39	36	-7.7%	1	0	-100.0%				
\$2,000,000 and Above	9	11	+22.2%	0	1	--	10	11	+10.0%	1	1	0.0%				
All Price Ranges	875	483	-44.8%	27	19	-29.6%	579	483	-16.6%	29	19	-34.5%				

Glossary of Terms



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	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.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sold 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 Sold 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.