

Monthly Indicators



June 2018

Percent changes calculated using year-over-year comparisons.

New Listings decreased 1.2 percent to 255. Sold Listings increased 4.7 percent to 157. Inventory levels shrank 28.1 percent to 672 units.

Prices continued to gain traction. The Median Sales Price increased 19.0 percent to \$360,000. Days on Market was down 43.8 percent to 50 days. Sellers were encouraged as Months Supply of Inventory was down 20.3 percent to 5.1 months.

Inventory may be persistently lower in year-over-year comparisons, and home prices are still more likely to rise than not, but sales and new listings may finish the summer on the upswing. The housing supply outlook in several markets is beginning to show an increase in new construction and a move by builders away from overstocked rental units to new developments for sale. These are encouraging signs in an already healthy marketplace.

Activity Snapshot

+ 4.7% **- 28.1%** **+ 19.0%**

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.

Activity Overview	2
New Listings	3
Pending Sales	4
Sold Listings	5
Median Sold Price	6
Average Sold Price	7
Percent of List Price Received	8
Days on Market Until Sale	9
Housing Affordability Index	10
Inventory of Active Listings	11
Months Supply of Inventory	12
Sold Listings and Inventory by Price Range	13
Glossary of Terms	14

Market Overview

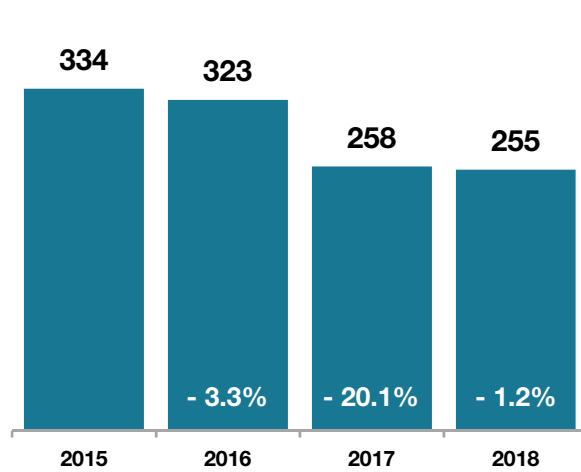


Key Metrics	Historical Sparkbars	6-2017	6-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		258	255	- 1.2%	1,086	1,138	+ 4.8%
Pending Sales		133	162	+ 21.8%	770	841	+ 9.2%
Sold Listings		150	157	+ 4.7%	711	714	+ 0.4%
Median Sold Price		\$302,550	\$360,000	+ 19.0%	\$275,000	\$315,450	+ 14.7%
Average Sold Price		\$301,249	\$375,181	+ 24.5%	\$294,140	\$341,878	+ 16.2%
Pct. of List Price Received		97.0%	98.4%	+ 1.4%	96.6%	97.3%	+ 0.7%
Days on Market		89	50	- 43.8%	110	77	- 30.0%
Affordability Index		97	77	- 20.6%	106	88	- 17.0%
Active Listings		935	672	- 28.1%	--	--	--
Months Supply		6.4	5.1	- 20.3%	--	--	--

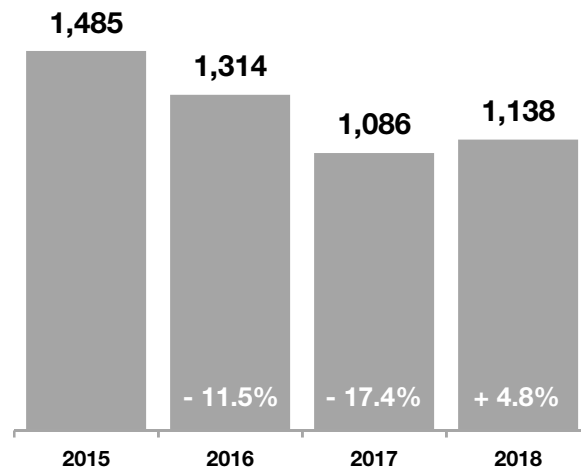
New Listings



June

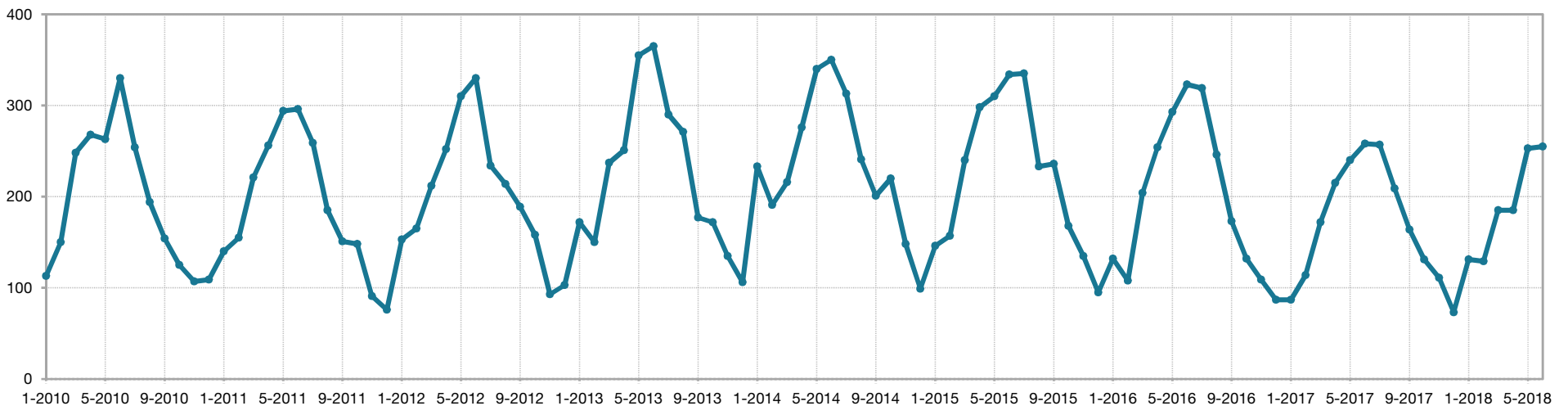


Year to Date



	New Listings	Percent Change from Previous Year
Jul-2017	257	-19.4%
Aug-2017	209	-15.0%
Sep-2017	164	-5.2%
Oct-2017	131	-0.8%
Nov-2017	111	+1.8%
Dec-2017	73	-16.1%
Jan-2018	131	+50.6%
Feb-2018	129	+13.2%
Mar-2018	185	+7.6%
Apr-2018	185	-14.0%
May-2018	253	+5.4%
Jun-2018	255	-1.2%

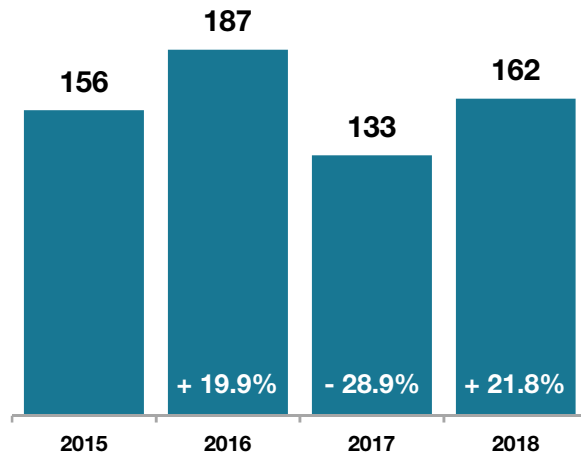
Historical New Listings by Month



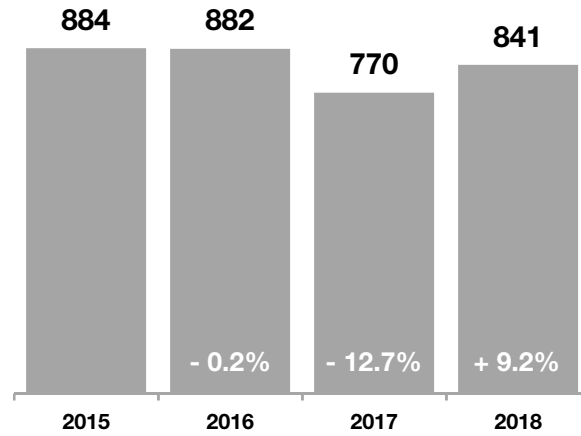
Pending Sales



June

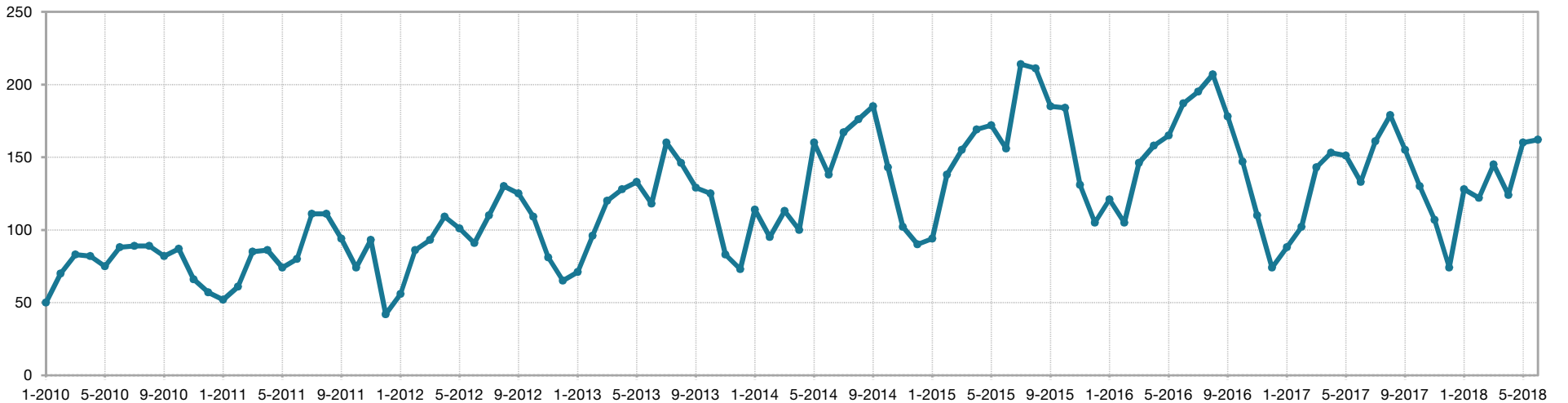


Year to Date



	Pending Sales	Percent Change from Previous Year
Jul-2017	161	-17.4%
Aug-2017	179	-13.5%
Sep-2017	155	-12.9%
Oct-2017	130	-11.6%
Nov-2017	107	-2.7%
Dec-2017	74	0.0%
Jan-2018	128	+45.5%
Feb-2018	122	+19.6%
Mar-2018	145	+1.4%
Apr-2018	124	-19.0%
May-2018	160	+6.0%
Jun-2018	162	+21.8%

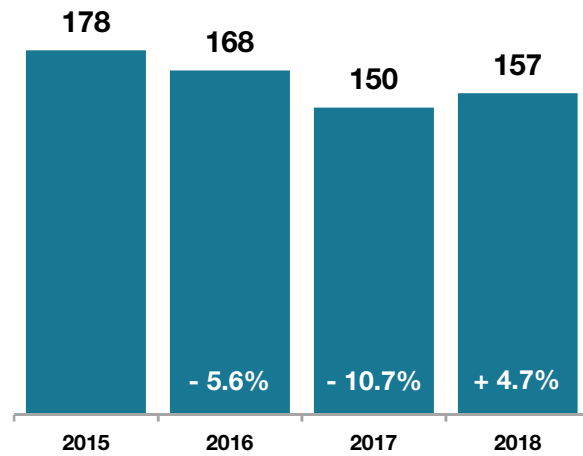
Historical Pending Sales by Month



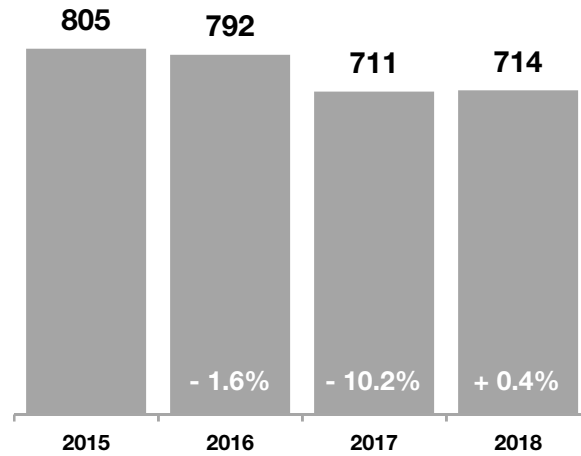
Sold Listings



June

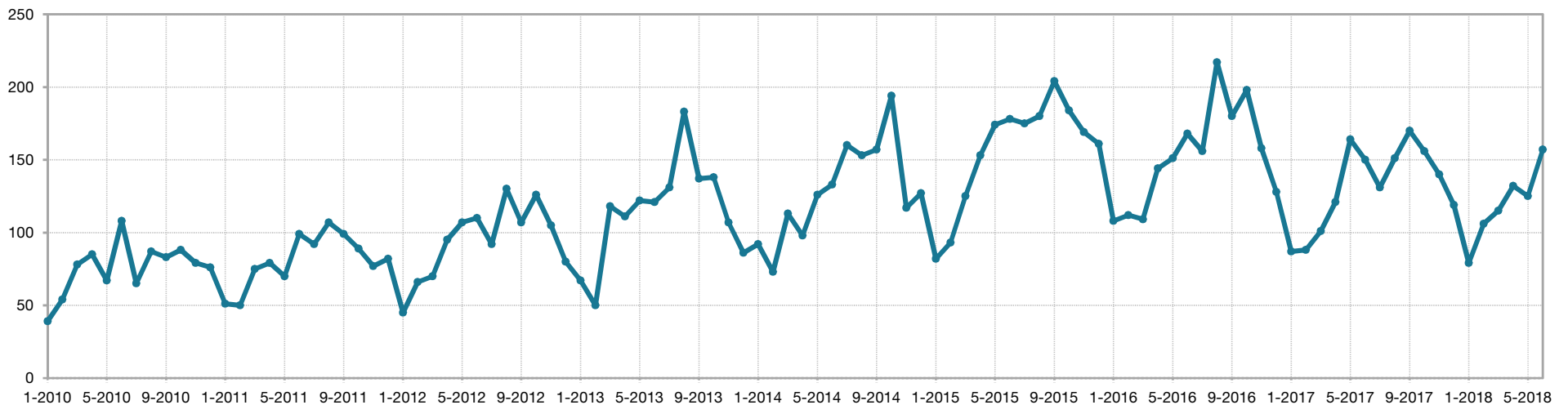


Year to Date



	Sold Listings	Percent Change from Previous Year
Jul-2017	131	-16.0%
Aug-2017	151	-30.4%
Sep-2017	170	-5.6%
Oct-2017	156	-21.2%
Nov-2017	140	-11.4%
Dec-2017	119	-7.0%
Jan-2018	79	-9.2%
Feb-2018	106	+20.5%
Mar-2018	115	+13.9%
Apr-2018	132	+9.1%
May-2018	125	-23.8%
Jun-2018	157	+4.7%

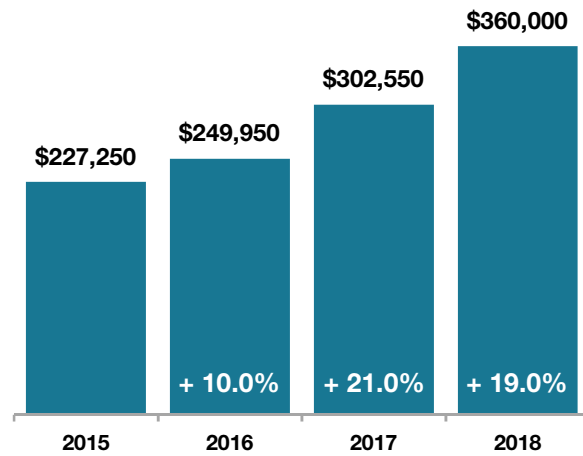
Historical Sold Listings by Month



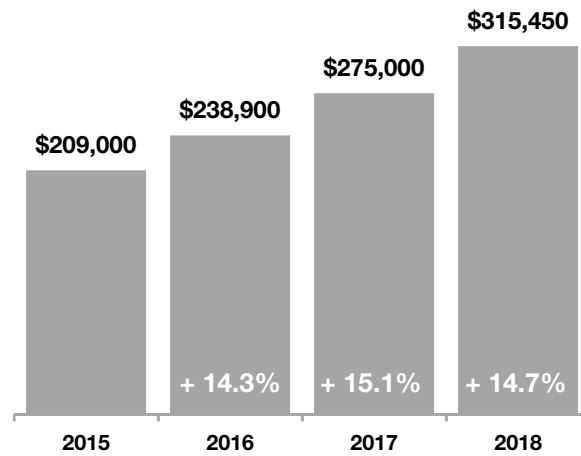
Median Sold Price



June

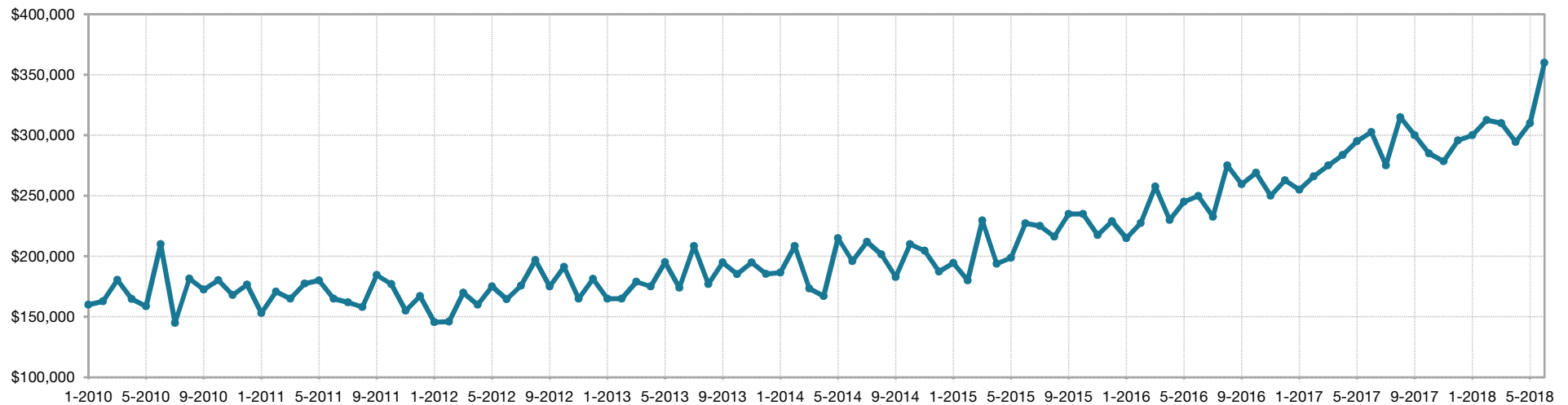


Year to Date



	Median Sold Price	Percent Change from Previous Year
Jul-2017	\$275,000	+18.2%
Aug-2017	\$315,000	+14.5%
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%
Feb-2018	\$312,500	+17.5%
Mar-2018	\$310,000	+12.7%
Apr-2018	\$294,500	+3.8%
May-2018	\$310,000	+5.1%
Jun-2018	\$360,000	+19.0%

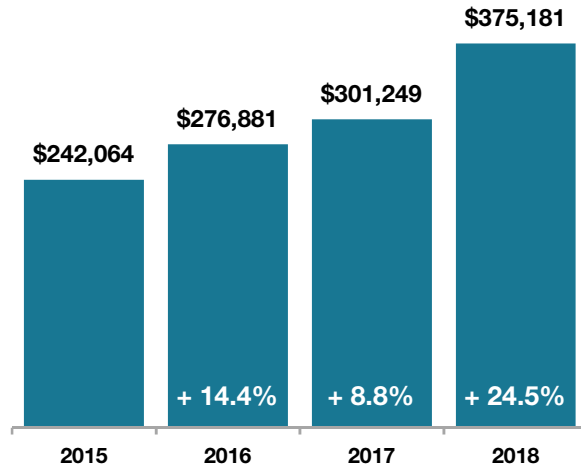
Historical Median Sold Price by Month



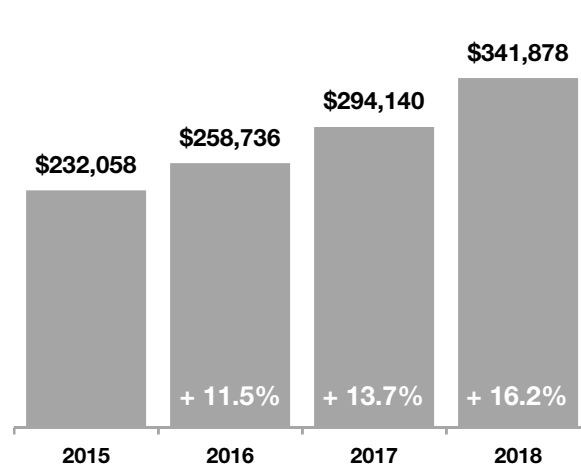
Average Sold Price



June

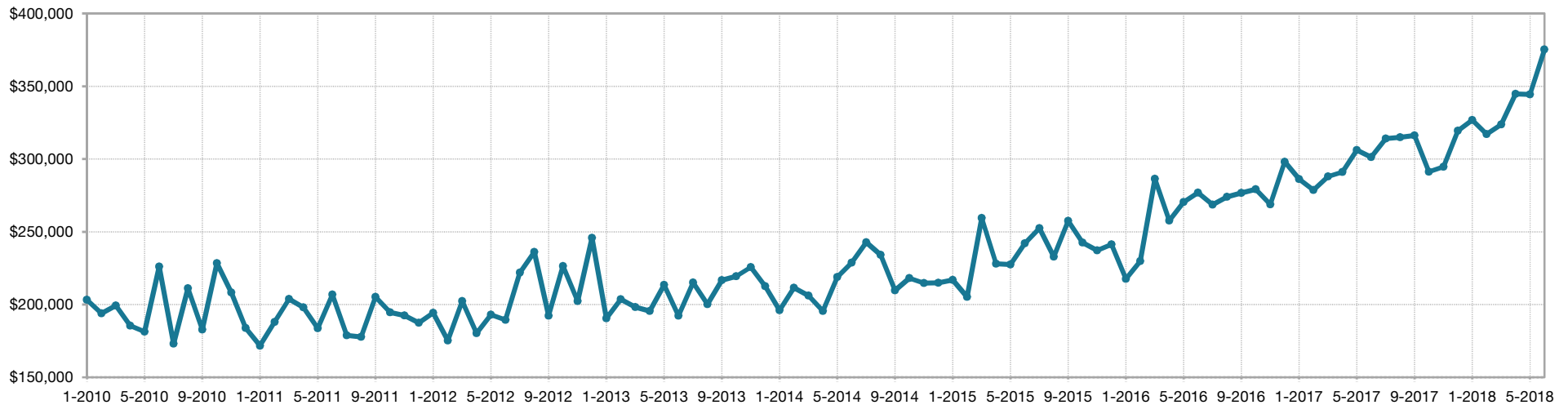


Year to Date



	Average Sold Price	Percent Change from Previous Year
Jul-2017	\$313,964	+16.9%
Aug-2017	\$314,917	+15.0%
Sep-2017	\$316,123	+14.3%
Oct-2017	\$291,137	+4.3%
Nov-2017	\$294,710	+9.6%
Dec-2017	\$319,464	+7.2%
Jan-2018	\$326,683	+14.1%
Feb-2018	\$317,093	+13.8%
Mar-2018	\$323,733	+12.4%
Apr-2018	\$344,648	+18.4%
May-2018	\$344,440	+12.5%
Jun-2018	\$375,181	+24.5%

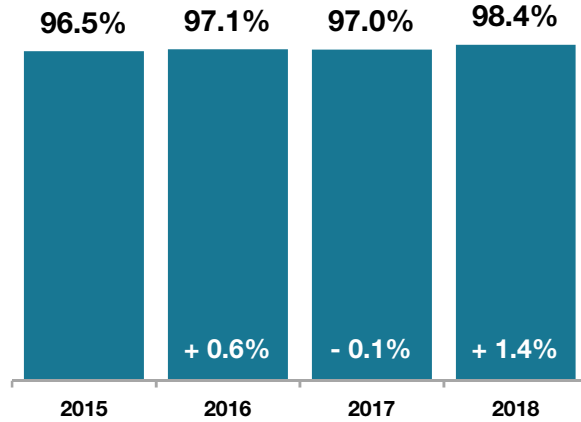
Historical Average Sold Price by Month



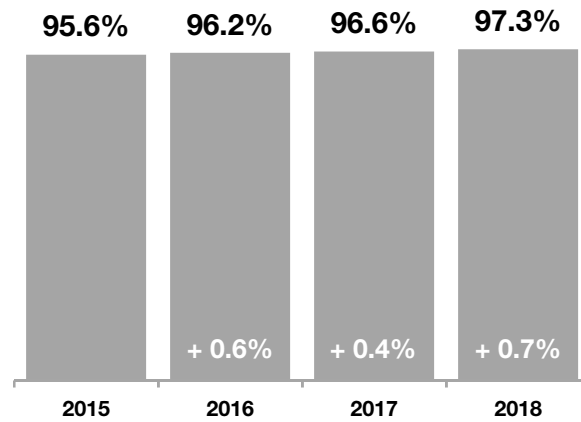
Percent of List Price Received



June

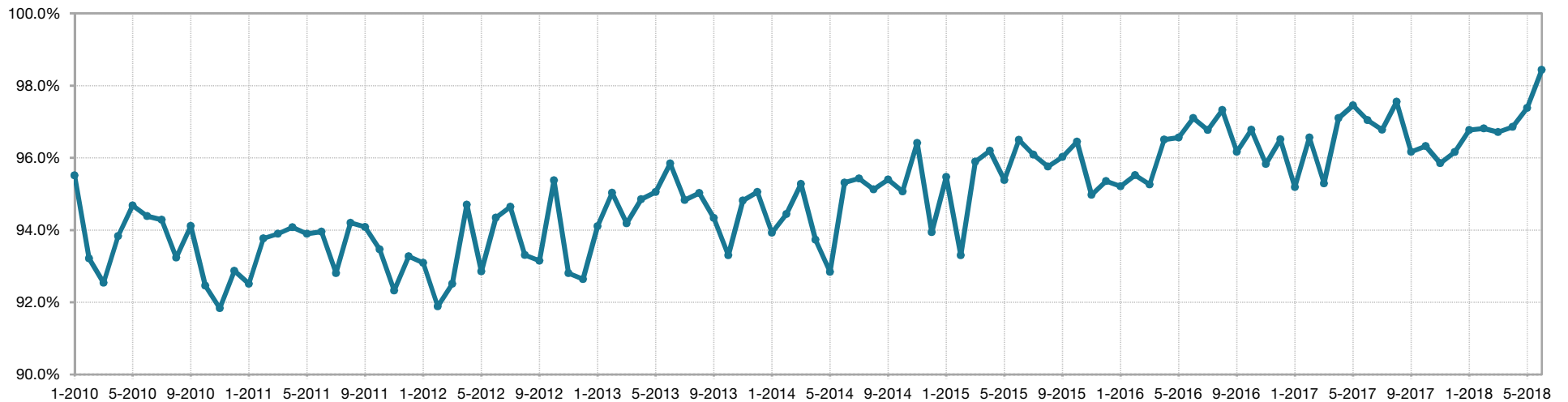


Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
Jul-2017	96.8%	0.0%
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	96.2%	-0.3%
Jan-2018	96.8%	+1.7%
Feb-2018	96.8%	+0.2%
Mar-2018	96.7%	+1.5%
Apr-2018	96.9%	-0.2%
May-2018	97.4%	-0.1%
Jun-2018	98.4%	+1.4%

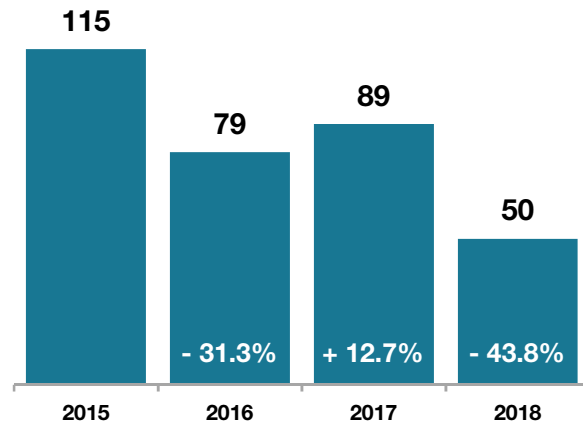
Historical Percent of List Price Received by Month



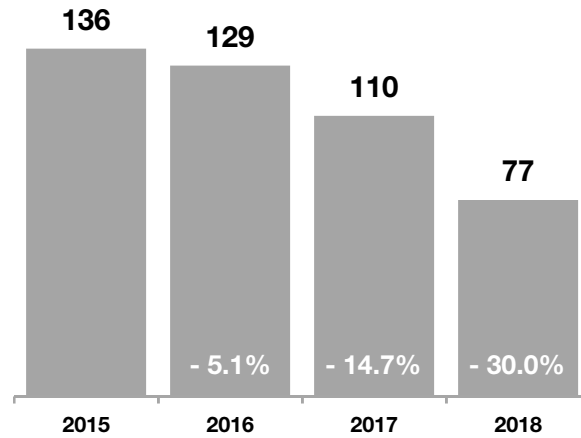
Days on Market Until Sale



June



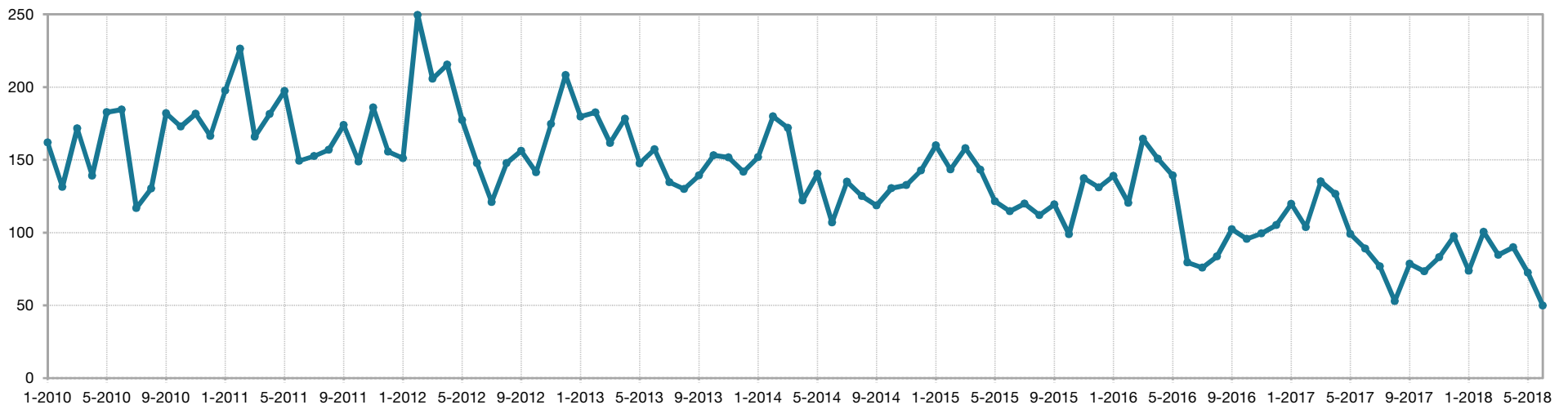
Year to Date



Percent Change Days on Market from Previous Year

Month	Days on Market	Percent Change
Jul-2017	77	+1.3%
Aug-2017	53	-36.9%
Sep-2017	79	-22.5%
Oct-2017	73	-24.0%
Nov-2017	83	-16.2%
Dec-2017	97	-7.6%
Jan-2018	74	-38.3%
Feb-2018	100	-3.8%
Mar-2018	85	-37.0%
Apr-2018	90	-29.1%
May-2018	72	-27.3%
Jun-2018	50	-43.8%

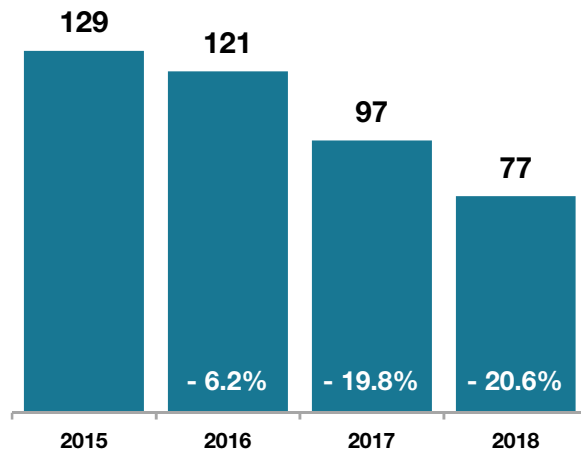
Historical Days on Market Until Sale by Month



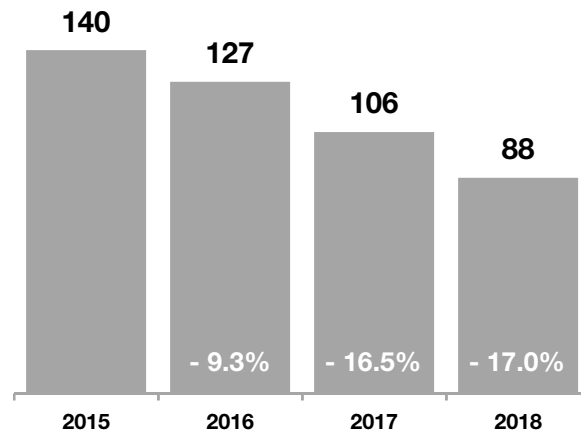
Housing Affordability Index



June

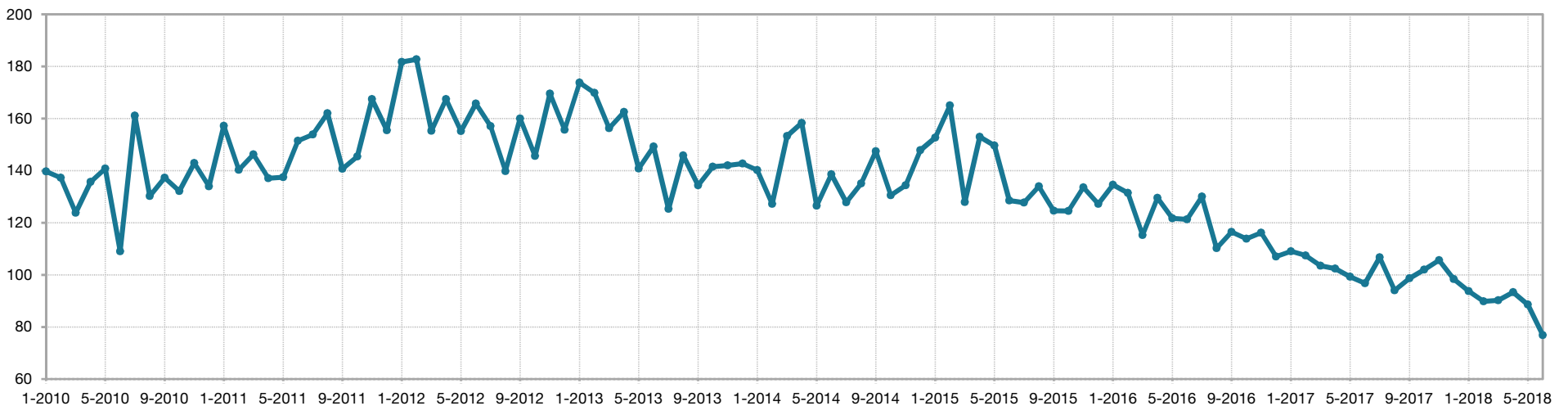


Year to Date



	Affordability Index	Percent Change from Previous Year
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%
Feb-2018	90	-15.9%
Mar-2018	90	-12.6%
Apr-2018	93	-8.8%
May-2018	89	-10.1%
Jun-2018	77	-20.6%

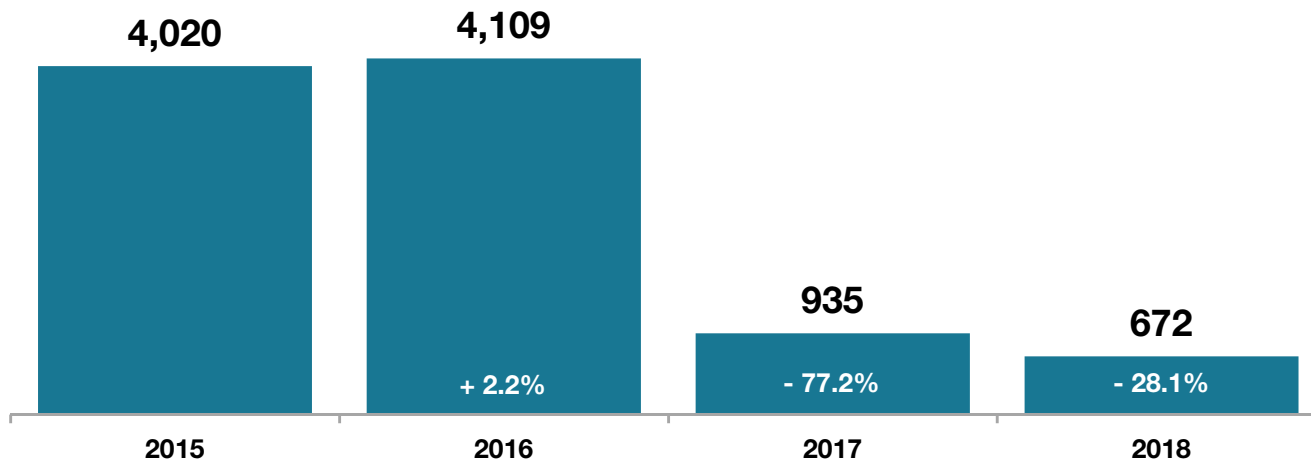
Historical Housing Affordability Index by Month



Inventory of Active Listings

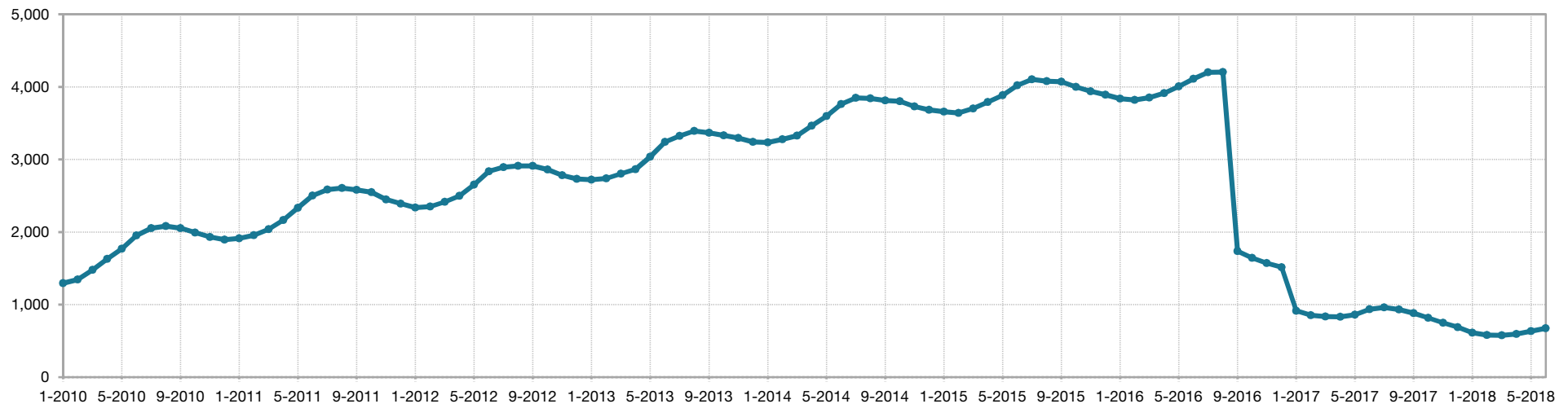


June



	Active Listings	Percent Change from Previous Year
Jul-2017	962	-77.1%
Aug-2017	931	-77.8%
Sep-2017	880	-49.3%
Oct-2017	816	-50.3%
Nov-2017	750	-52.3%
Dec-2017	687	-54.6%
Jan-2018	612	-33.1%
Feb-2018	578	-32.1%
Mar-2018	576	-31.0%
Apr-2018	593	-28.6%
May-2018	633	-26.3%
Jun-2018	672	-28.1%

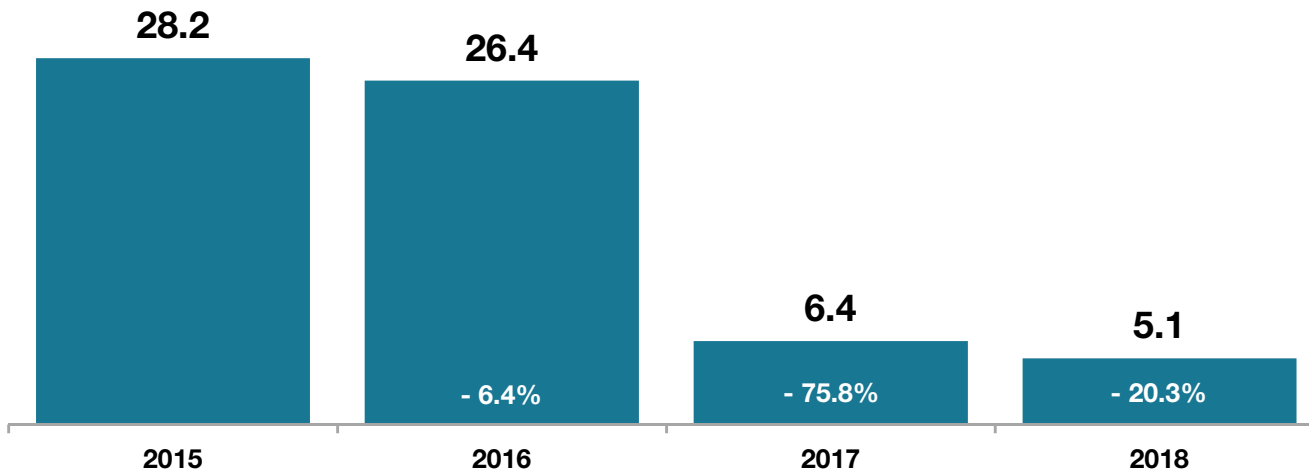
Historical Inventory of Active Listings by Month



Months Supply of Inventory

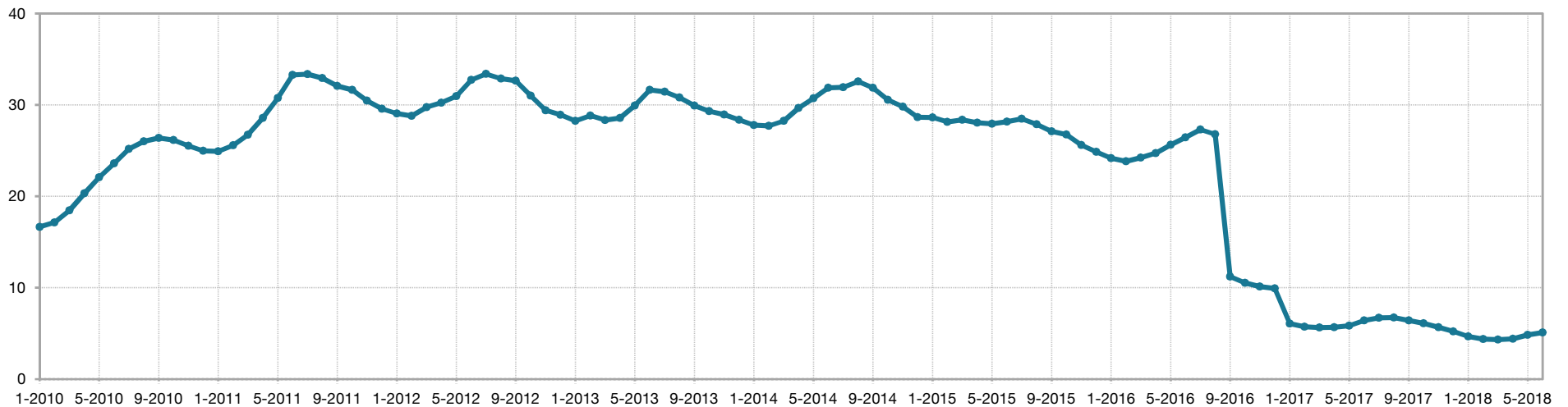


June



	Months Supply	Percent Change from Previous Year
Jul-2017	6.7	-75.5%
Aug-2017	6.7	-75.0%
Sep-2017	6.4	-42.9%
Oct-2017	6.1	-41.9%
Nov-2017	5.7	-43.6%
Dec-2017	5.2	-47.5%
Jan-2018	4.7	-23.0%
Feb-2018	4.4	-22.8%
Mar-2018	4.3	-23.2%
Apr-2018	4.4	-22.8%
May-2018	4.8	-17.2%
Jun-2018	5.1	-20.3%

Historical Months Supply of Inventory by Month

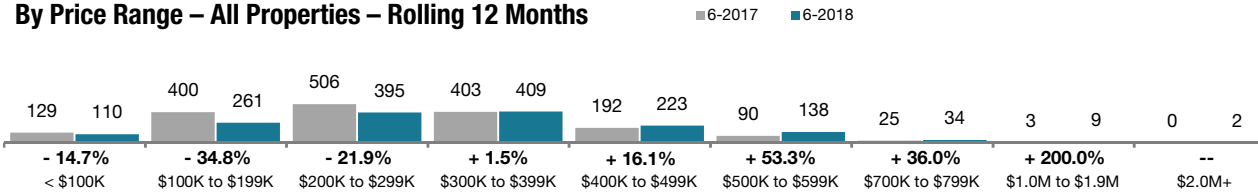


Sold Listings

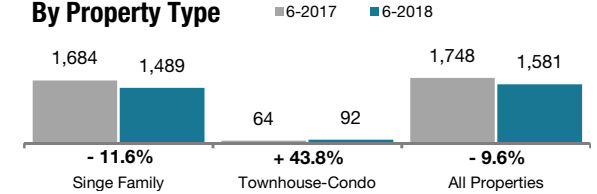
Actual sales that have closed in a given month.



By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	121	102	-15.7%	8	8	0.0%
\$100,000 to \$199,999	381	233	-38.8%	19	28	+47.4%
\$200,000 to \$299,999	490	377	-23.1%	16	18	+12.5%
\$300,000 to \$399,999	384	393	+2.3%	19	16	-15.8%
\$400,000 to \$499,999	192	208	+8.3%	0	15	--
\$500,000 to \$699,999	88	131	+48.9%	2	7	+250.0%
\$700,000 to \$999,999	25	34	+36.0%	0	0	--
\$1,000,000 to \$1,999,999	3	9	+200.0%	0	0	--
\$2,000,000 and Above	0	2	--	0	0	--
All Price Ranges	1,684	1,489	-11.6%	64	92	+43.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	4	8	+100.0%	1	0	-100.0%
\$100,000 to \$199,999	16	12	-25.0%	2	2	0.0%
\$200,000 to \$299,999	28	28	0.0%	4	1	-75.0%
\$300,000 to \$399,999	35	41	+17.1%	1	4	+300.0%
\$400,000 to \$499,999	15	29	+93.3%	0	1	--
\$500,000 to \$699,999	15	24	+60.0%	0	1	--
\$700,000 to \$999,999	2	5	+150.0%	0	0	--
\$1,000,000 to \$1,999,999	2	1	-50.0%	0	0	--
\$2,000,000 and Above	0	0	--	0	0	--
All Price Ranges	117	148	+26.5%	8	9	+12.5%

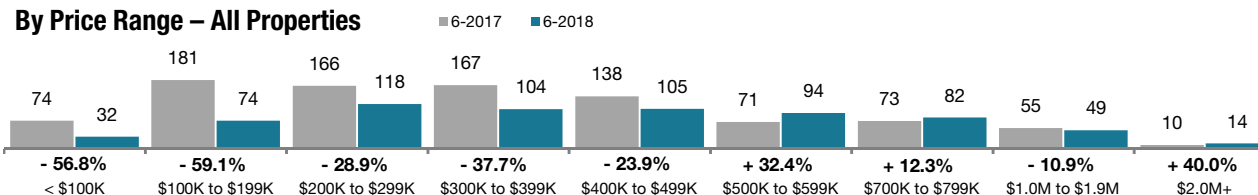
Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	47	35	-25.5%	5	5	0.0%
\$100,000 to \$199,999	133	93	-30.1%	6	13	+116.7%
\$200,000 to \$299,999	199	155	-22.1%	10	10	0.0%
\$300,000 to \$399,999	165	188	+13.9%	11	9	-18.2%
\$400,000 to \$499,999	80	101	+26.3%	0	5	--
\$500,000 to \$699,999	38	72	+89.5%	2	3	+50.0%
\$700,000 to \$999,999	15	18	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	0	6	--	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	677	669	-1.2%	34	45	+32.4%

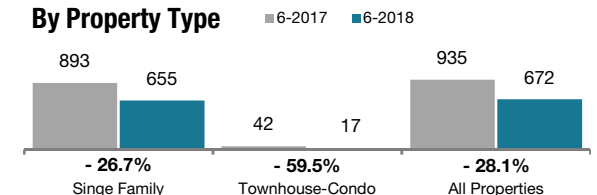
Inventory of Active Listings

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		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	66	32	-51.5%	8	0	-100.0%
\$100,000 to \$199,999	170	70	-58.8%	11	4	-63.6%
\$200,000 to \$299,999	162	112	-30.9%	4	6	+50.0%
\$300,000 to \$399,999	162	102	-37.0%	5	2	-60.0%
\$400,000 to \$499,999	130	104	-20.0%	8	1	-87.5%
\$500,000 to \$699,999	68	91	+33.8%	3	3	0.0%
\$700,000 to \$999,999	71	81	+14.1%	2	1	-50.0%
\$1,000,000 to \$1,999,999	54	49	-9.3%	1	0	-100.0%
\$2,000,000 and Above	10	14	+40.0%	0	0	--
All Price Ranges	893	655	-26.7%	42	17	-59.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	5-2018	6-2018	Change	5-2018	6-2018	Change
\$99,999 and Below	29	32	+10.3%	4	0	-100.0%
\$100,000 to \$199,999	69	70	+1.4%	8	4	-50.0%
\$200,000 to \$299,999	96	112	+16.7%	4	6	+50.0%
\$300,000 to \$399,999	97	102	+5.2%	4	2	-50.0%
\$400,000 to \$499,999	97	104	+7.2%	3	1	-66.7%
\$500,000 to \$699,999	82	91	+11.0%	3	3	0.0%
\$700,000 to \$999,999	76	81	+6.6%	1	1	0.0%
\$1,000,000 to \$1,999,999	47	49	+4.3%	0	0	--
\$2,000,000 and Above	13	14	+7.7%	0	0	--
All Price Ranges	606	655	+8.1%	27	17	-37.0%

Year to Date

By Price Range	Single Family			Condo		
	6-2017	6-2018	Change	6-2017	6-2018	Change
\$99,999 and Below	47	35	-25.5%	5	5	0.0%
\$100,000 to \$199,999	133	93	-30.1%	6	13	+116.7%
\$200,000 to \$299,999	199	155	-22.1%	10	10	0.0%
\$300,000 to \$399,999	165	188	+13.9%	11	9	-18.2%
\$400,000 to \$499,999	80	101	+26.3%	0	5	--
\$500,000 to \$699,999	38	72	+89.5%	2	3	+50.0%
\$700,000 to \$999,999	15	18	+20.0%	0	0	--
\$1,000,000 to \$1,999,999	0	6	--	0	0	--
\$2,000,000 and Above	0	1	--	0	0	--
All Price Ranges	677	669	-1.2%	34	45	+32.4%

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



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.