

# Monthly Indicators



## August 2018

Percent changes calculated using year-over-year comparisons.

New Listings increased 5.3 percent to 220. Sold Listings increased 9.3 percent to 165. Inventory levels shrank 25.1 percent to 700 units.

Prices continued to gain traction. The Median Sales Price increased 3.2 percent to \$325,100. Days on Market remained flat at 53 days. Sellers were encouraged as Months Supply of Inventory was down 23.5 percent to 5.2 months.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

## Activity Snapshot

**+ 9.3%**      **- 25.1%**      **+ 3.2%**

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

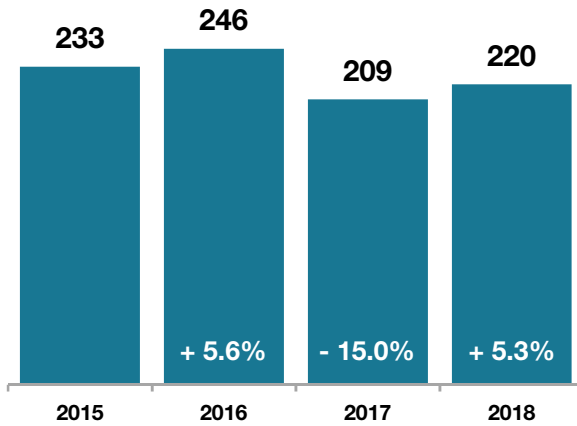


Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		209	<b>220</b>	+ 5.3%	1,552	<b>1,583</b>	+ 2.0%
<b>Pending Sales</b>		179	<b>158</b>	- 11.7%	1,109	<b>1,149</b>	+ 3.6%
<b>Sold Listings</b>		151	<b>165</b>	+ 9.3%	993	<b>1,045</b>	+ 5.2%
<b>Median Sold Price</b>		\$315,000	<b>\$325,100</b>	+ 3.2%	\$280,000	<b>\$315,000</b>	+ 12.5%
<b>Average Sold Price</b>		\$314,917	<b>\$354,541</b>	+ 12.6%	\$299,920	<b>\$341,002</b>	+ 13.7%
<b>Pct. of List Price Received</b>		97.6%	<b>97.4%</b>	- 0.2%	96.8%	<b>97.3%</b>	+ 0.5%
<b>Days on Market</b>		53	<b>53</b>	0.0%	97	<b>72</b>	- 25.8%
<b>Affordability Index</b>		94	<b>85</b>	- 9.6%	106	<b>87</b>	- 17.9%
<b>Active Listings</b>		935	<b>700</b>	- 25.1%	--	--	--
<b>Months Supply</b>		6.8	<b>5.2</b>	- 23.5%	--	--	--

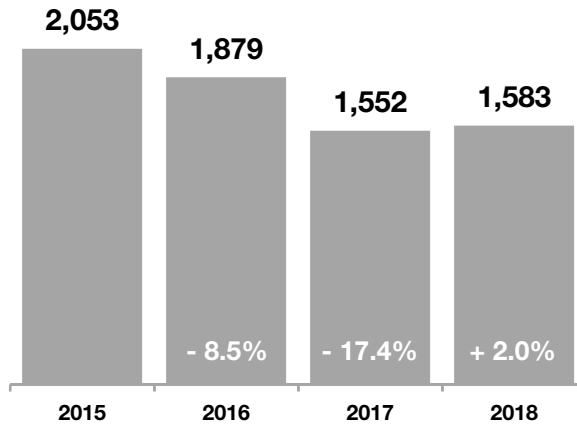
# New Listings



## August

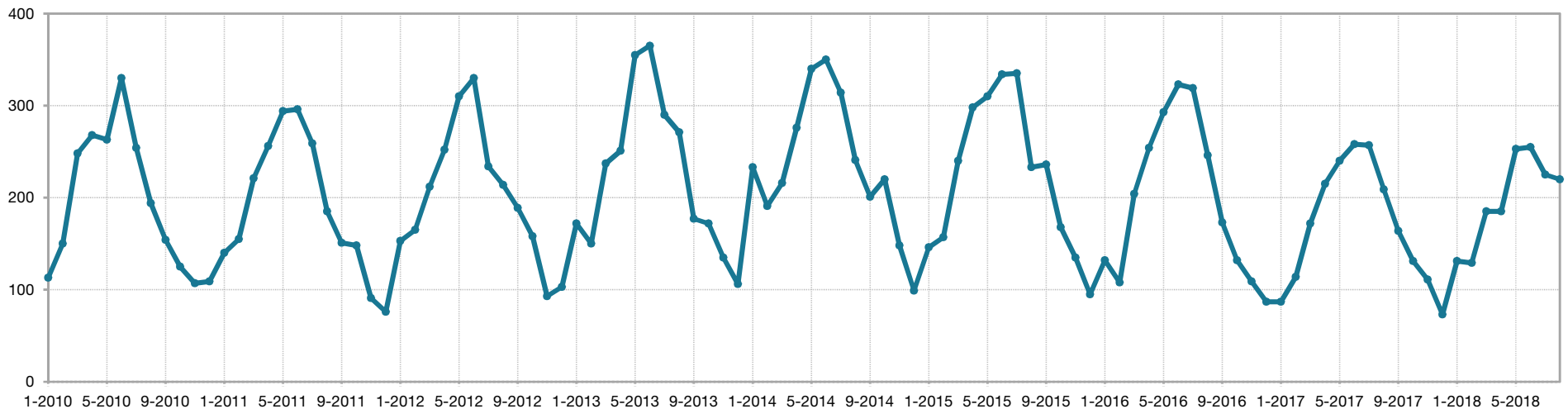


## Year to Date



	New Listings	Percent Change from Previous Year
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%
Jul-2018	225	-12.5%
<b>Aug-2018</b>	<b>220</b>	<b>+5.3%</b>

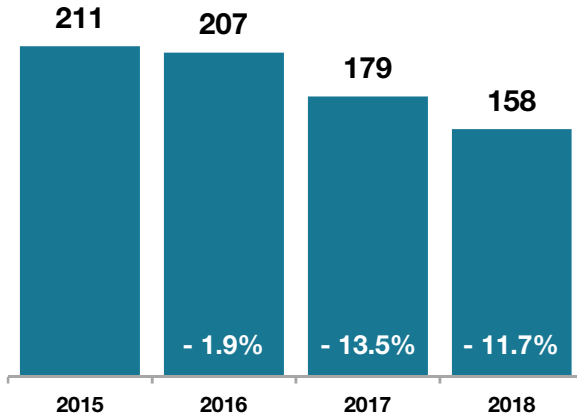
## Historical New Listings by Month



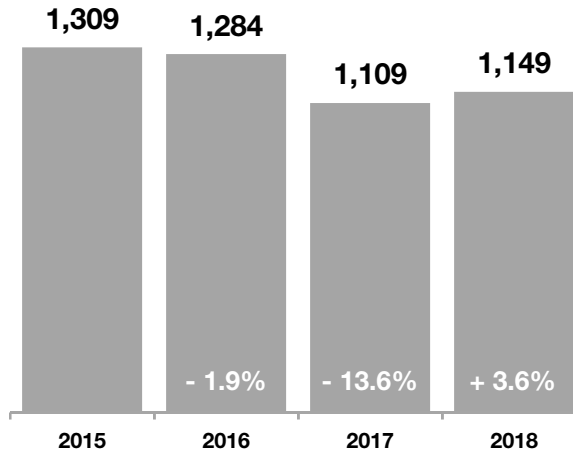
# Pending Sales



## August

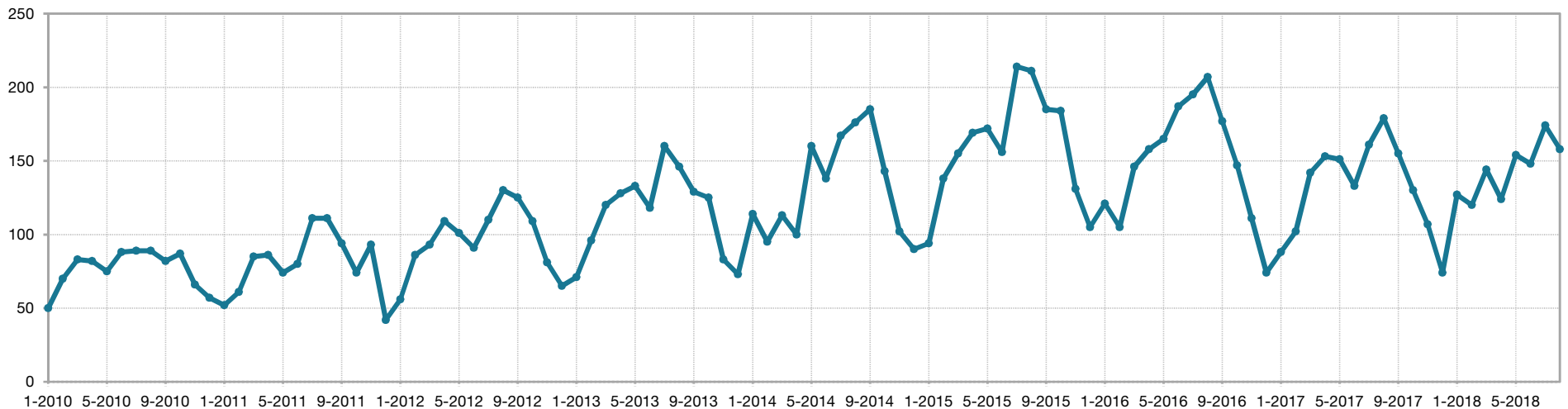


## Year to Date



	Pending Sales	Percent Change from Previous Year
Sep-2017	155	-12.4%
Oct-2017	130	-11.6%
Nov-2017	107	-3.6%
Dec-2017	74	0.0%
Jan-2018	127	+44.3%
Feb-2018	120	+17.6%
Mar-2018	144	+1.4%
Apr-2018	124	-19.0%
May-2018	154	+2.0%
Jun-2018	148	+11.3%
Jul-2018	174	+8.1%
<b>Aug-2018</b>	<b>158</b>	<b>-11.7%</b>

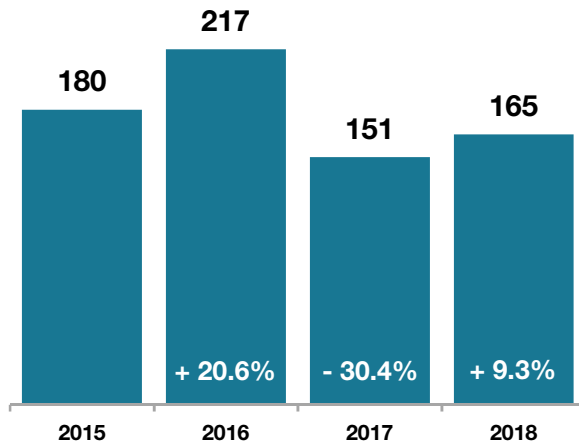
## Historical Pending Sales by Month



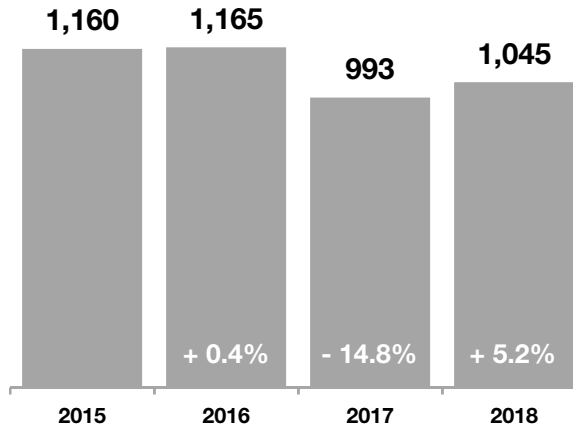
# Sold Listings



## August

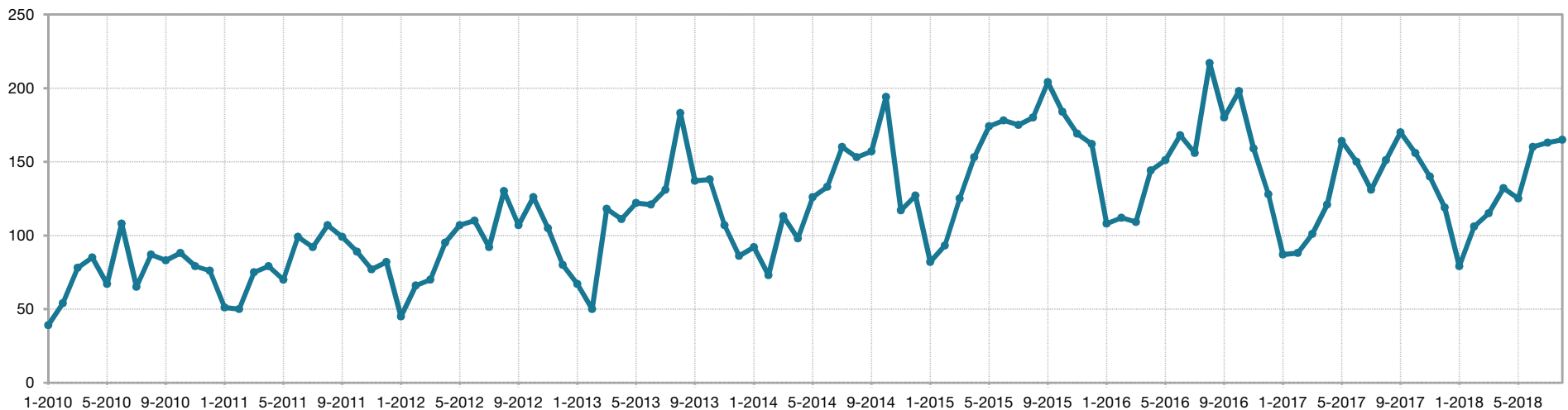


## Year to Date



	Sold Listings	Percent Change from Previous Year
Sep-2017	170	-5.6%
Oct-2017	156	-21.2%
Nov-2017	140	-11.9%
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	160	+6.7%
Jul-2018	163	+24.4%
<b>Aug-2018</b>	<b>165</b>	<b>+9.3%</b>

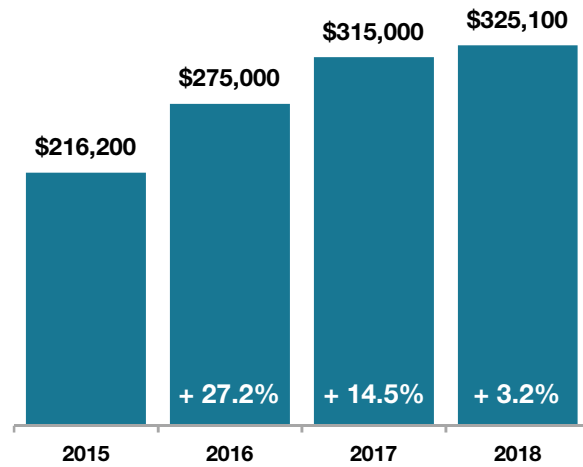
## Historical Sold Listings by Month



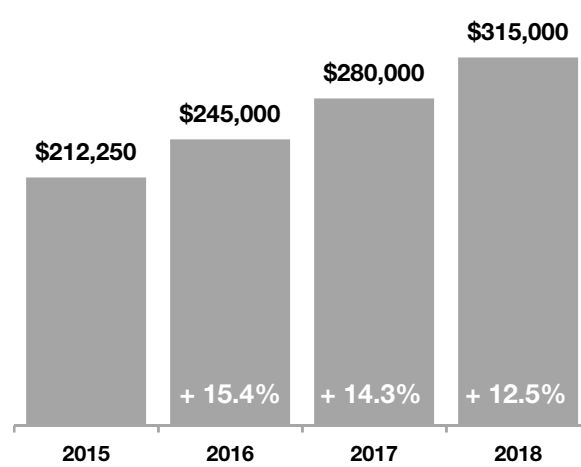
# Median Sold Price



## August

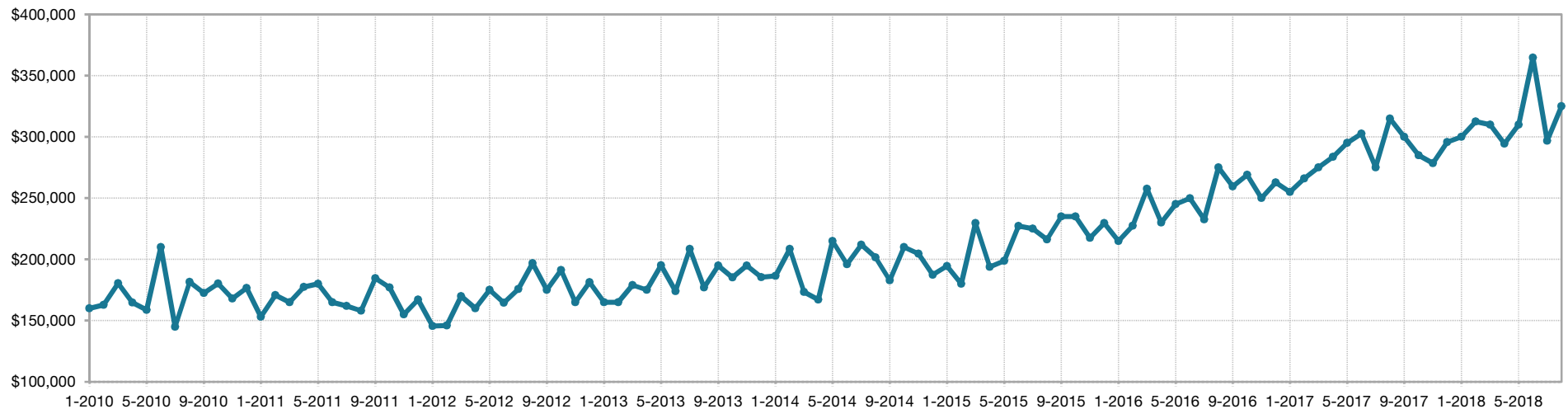


## Year to Date



	Median Sold Price	Percent Change from Previous Year
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	\$364,750	+20.6%
Jul-2018	\$296,900	+8.0%
<b>Aug-2018</b>	<b>\$325,100</b>	<b>+3.2%</b>

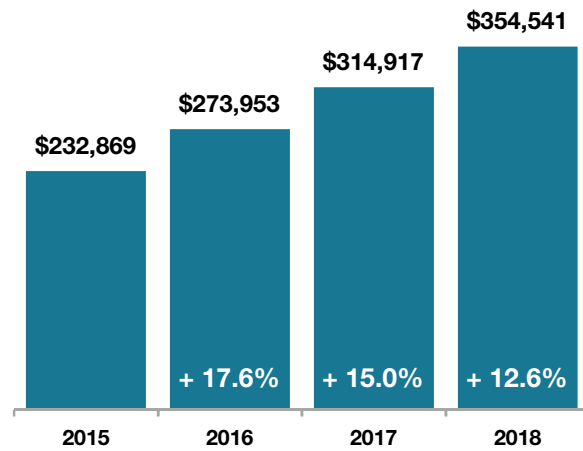
## Historical Median Sold Price by Month



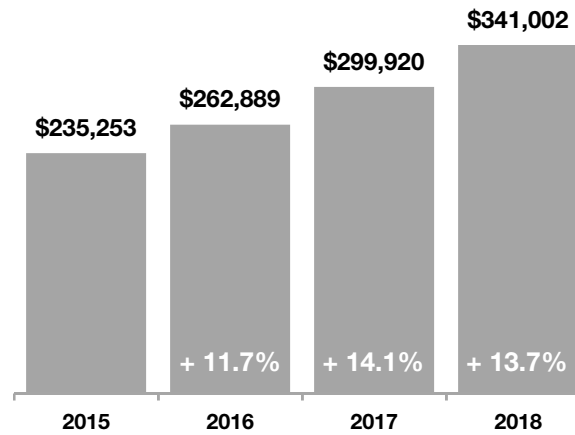
# Average Sold Price



## August

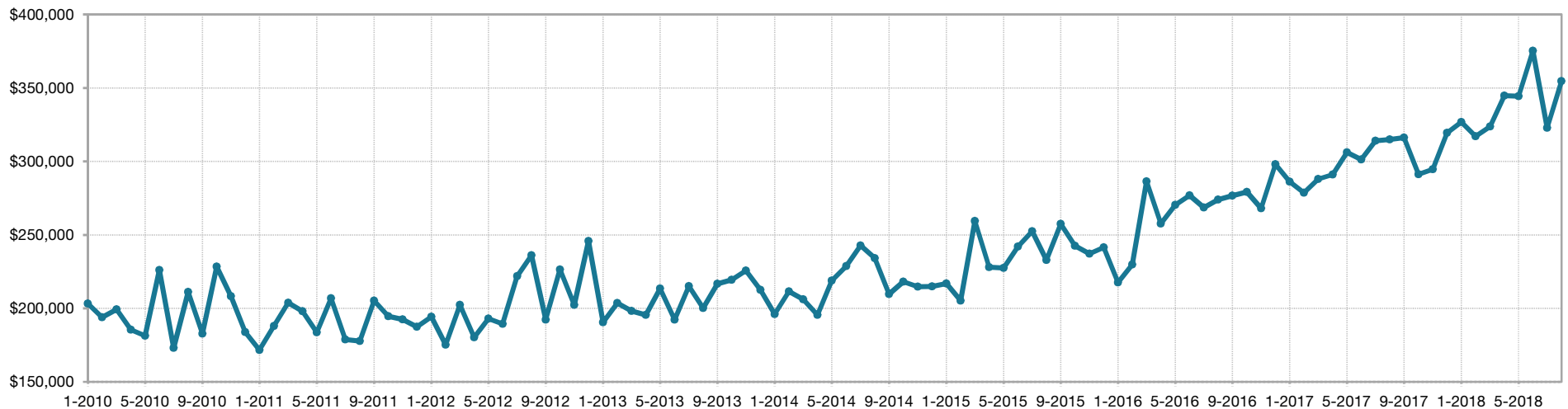


## Year to Date



	Average Sold Price	Percent Change from Previous Year
Sep-2017	\$316,123	+14.3%
Oct-2017	\$291,137	+4.3%
Nov-2017	\$294,710	+10.0%
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	\$375,281	+24.6%
Jul-2018	\$322,732	+2.8%
<b>Aug-2018</b>	<b>\$354,541</b>	<b>+12.6%</b>

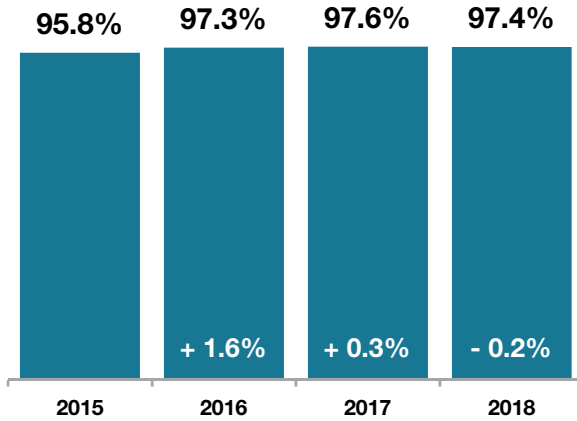
## Historical Average Sold Price by Month



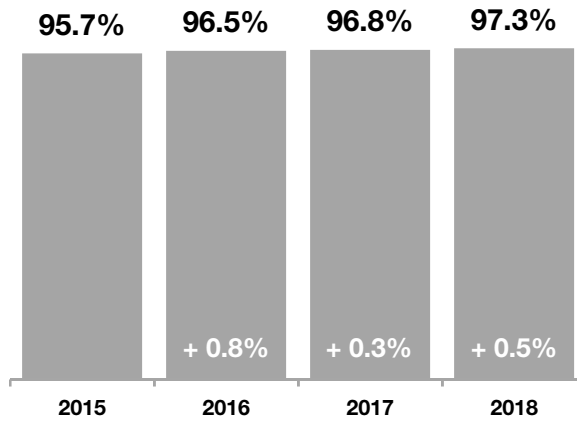
# Percent of List Price Received



## August

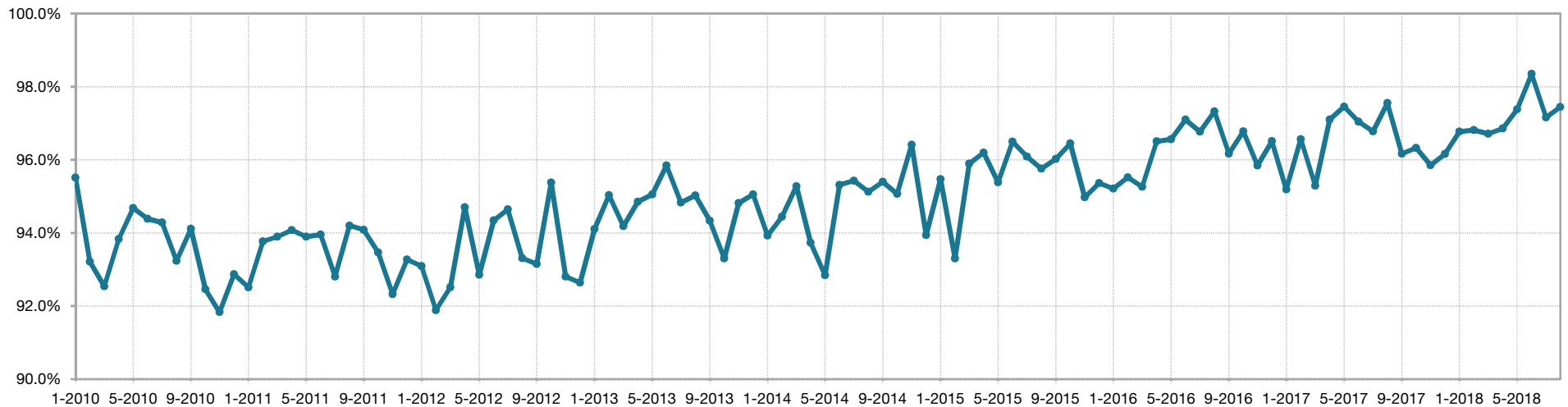


## Year to Date



	Pct. of List Price Received	Percent Change from Previous Year
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	98.3%	+1.3%
Jul-2018	97.2%	+0.4%
<b>Aug-2018</b>	<b>97.4%</b>	<b>-0.2%</b>

## Historical Percent of List Price Received by Month

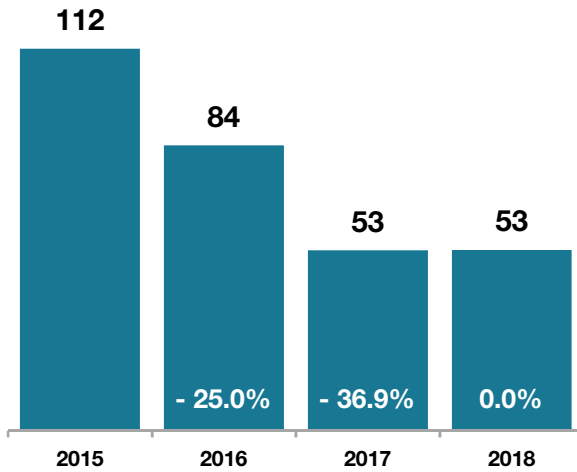




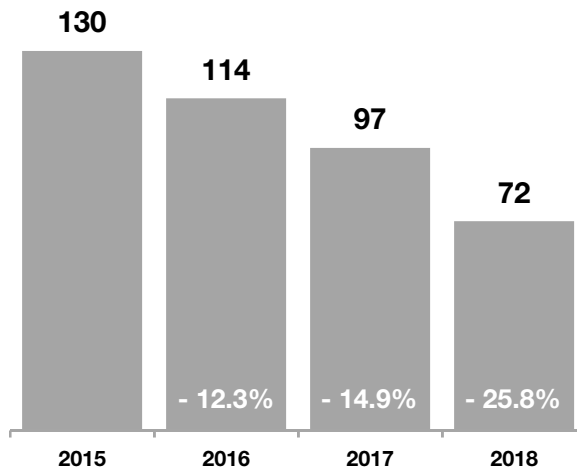
# Days on Market Until Sale



## August

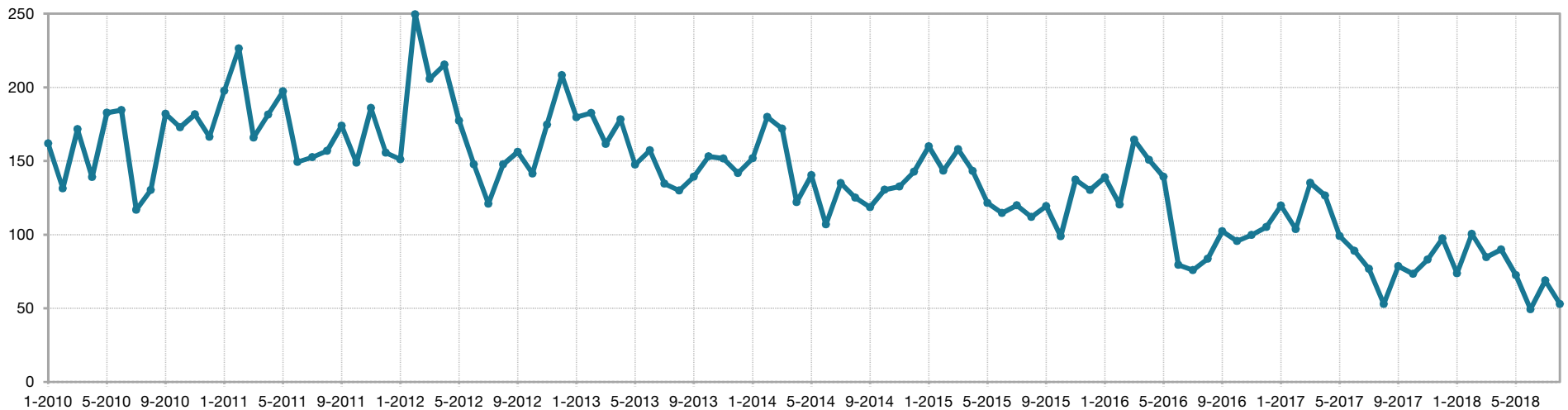


## Year to Date



	Days on Market	Percent Change from Previous Year
Sep-2017	79	-22.5%
Oct-2017	73	-24.0%
Nov-2017	83	-17.0%
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	49	-44.9%
Jul-2018	69	-10.4%
<b>Aug-2018</b>	<b>53</b>	<b>0.0%</b>

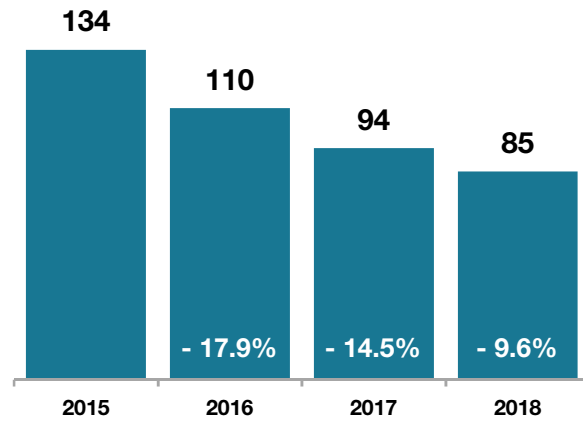
## Historical Days on Market Until Sale by Month



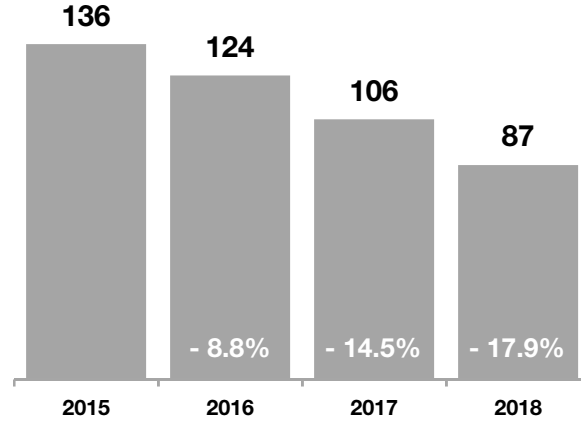
# Housing Affordability Index



## August

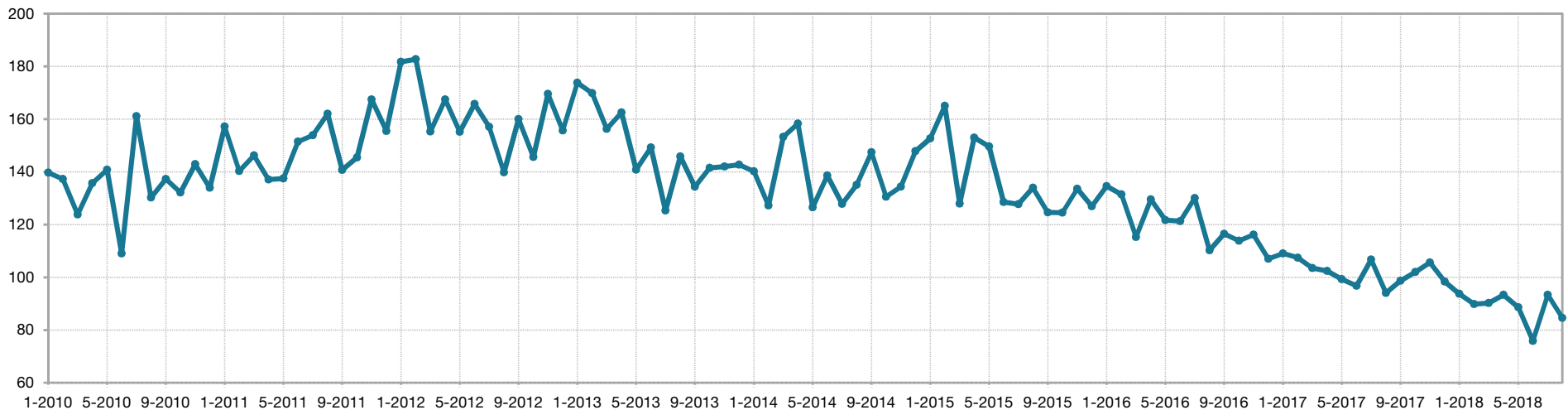


## Year to Date



	Affordability Index	Percent Change from Previous Year
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	76	-21.6%
Jul-2018	93	-13.1%
<b>Aug-2018</b>	<b>85</b>	<b>-9.6%</b>

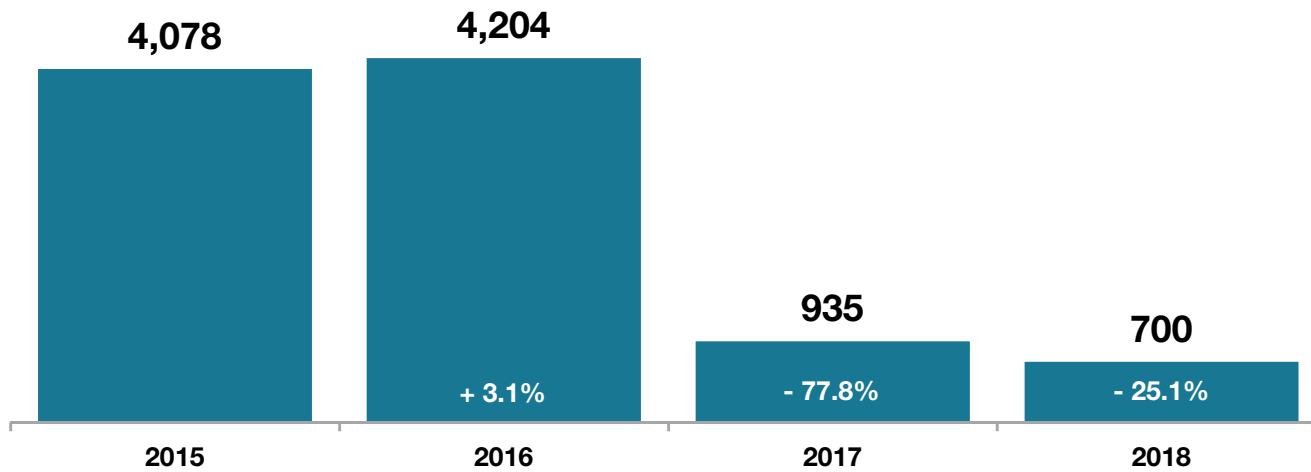
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

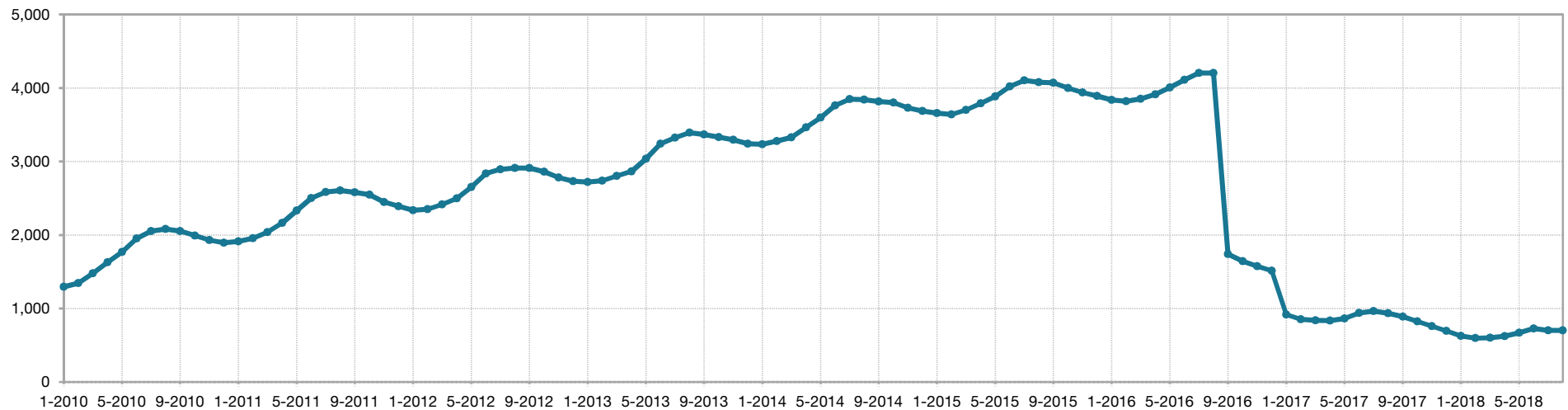


## August



	Active Listings	Percent Change from Previous Year
Sep-2017	887	-49.0%
Oct-2017	824	-49.9%
Nov-2017	758	-51.8%
Dec-2017	696	-54.0%
Jan-2018	625	-31.8%
Feb-2018	596	-30.1%
Mar-2018	602	-28.2%
Apr-2018	622	-25.3%
May-2018	669	-22.4%
Jun-2018	727	-22.5%
Jul-2018	703	-27.2%
<b>Aug-2018</b>	<b>700</b>	<b>-25.1%</b>

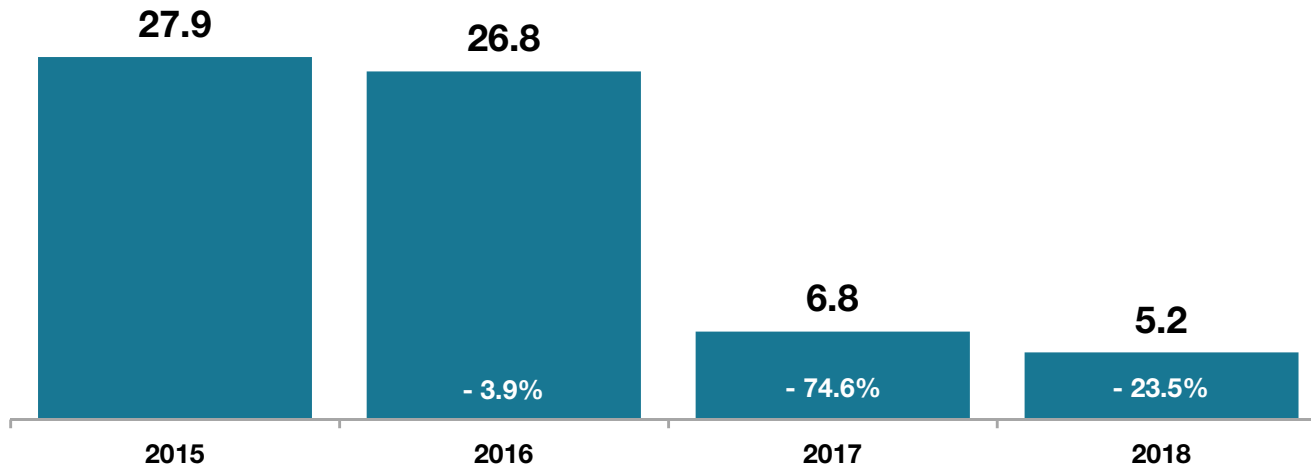
## Historical Inventory of Active Listings by Month



# Months Supply of Inventory

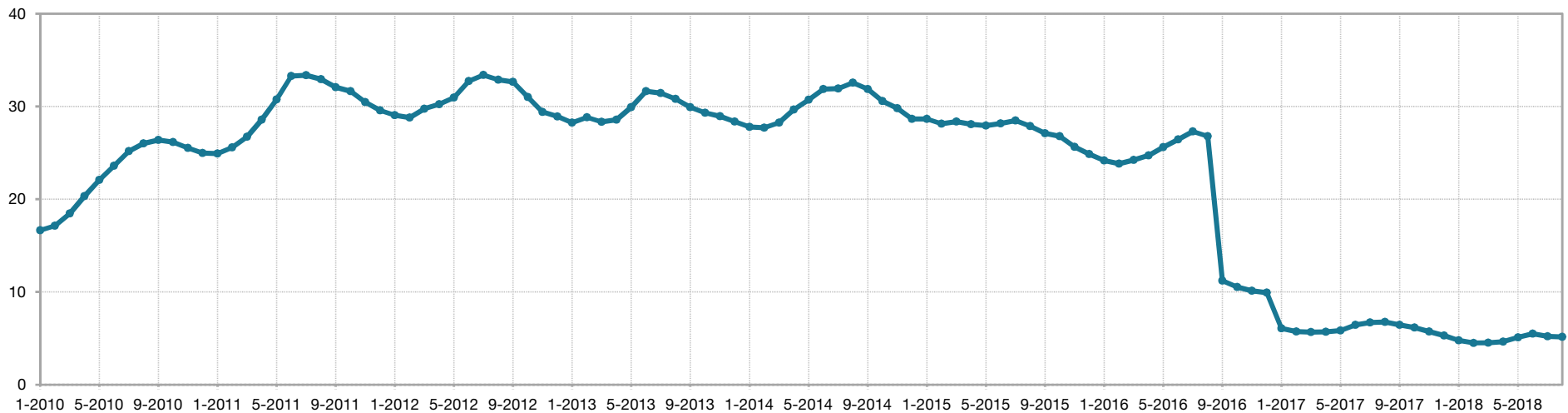


## August



	Months Supply	Percent Change from Previous Year
Sep-2017	6.5	-42.0%
Oct-2017	6.2	-41.0%
Nov-2017	5.7	-43.6%
Dec-2017	5.3	-46.5%
Jan-2018	4.8	-21.3%
Feb-2018	4.5	-21.1%
Mar-2018	4.5	-21.1%
Apr-2018	4.6	-19.3%
May-2018	5.1	-13.6%
Jun-2018	5.5	-14.1%
Jul-2018	5.2	-22.4%
<b>Aug-2018</b>	<b>5.2</b>	<b>-23.5%</b>

## Historical Months Supply of Inventory by Month

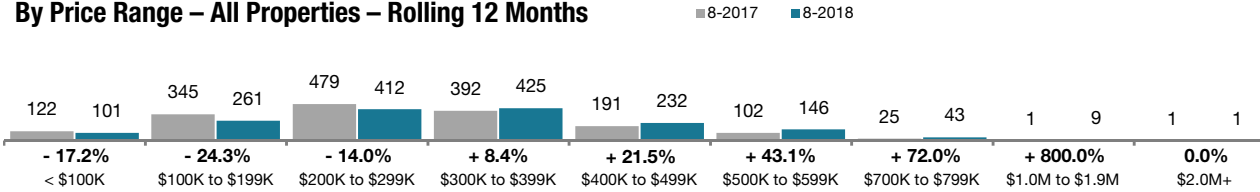


# Sold Listings

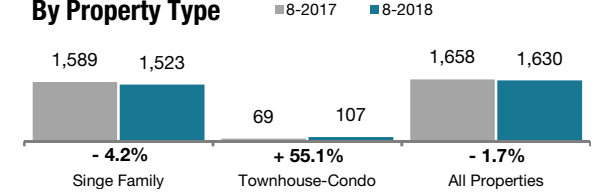
Actual sales that have closed in a given month.



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



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	114	90	-21.1%	8	11	+37.5%
\$100,000 to \$199,999	328	235	-28.4%	17	26	+52.9%
\$200,000 to \$299,999	458	384	-16.2%	21	28	+33.3%
\$300,000 to \$399,999	376	404	+7.4%	16	21	+31.3%
\$400,000 to \$499,999	189	216	+14.3%	2	16	+700.0%
\$500,000 to \$699,999	97	141	+45.4%	5	5	0.0%
\$700,000 to \$999,999	25	43	+72.0%	0	0	--
\$1,000,000 to \$1,999,999	1	9	+800.0%	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>1,589</b>	<b>1,523</b>	<b>-4.2%</b>	<b>69</b>	<b>107</b>	<b>+55.1%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	8	4	-50.0%	3	1	-66.7%
\$100,000 to \$199,999	19	18	-5.3%	2	1	-50.0%
\$200,000 to \$299,999	42	35	-16.7%	9	7	-22.2%
\$300,000 to \$399,999	36	47	+30.6%	2	5	+150.0%
\$400,000 to \$499,999	19	22	+15.8%	3	0	-100.0%
\$500,000 to \$699,999	13	18	+38.5%	1	0	-100.0%
\$700,000 to \$999,999	6	7	+16.7%	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>143</b>	<b>151</b>	<b>+5.6%</b>	<b>20</b>	<b>14</b>	<b>-30.0%</b>

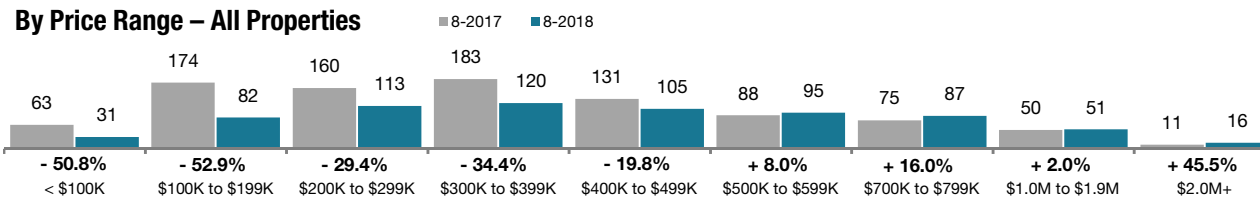
### Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	71	47	-33.8%	6	9	+50.0%
\$100,000 to \$199,999	169	131	-22.5%	11	16	+45.5%
\$200,000 to \$299,999	269	232	-13.8%	16	26	+62.5%
\$300,000 to \$399,999	237	271	+14.3%	13	16	+23.1%
\$400,000 to \$499,999	114	143	+25.4%	2	8	+300.0%
\$500,000 to \$699,999	60	104	+73.3%	5	4	-20.0%
\$700,000 to \$999,999	19	31	+63.2%	0	0	--
\$1,000,000 to \$1,999,999	0	6	--	0	0	--
\$2,000,000 and Above	1	1	0.0%	0	0	--
<b>All Price Ranges</b>	<b>940</b>	<b>966</b>	<b>+2.8%</b>	<b>53</b>	<b>79</b>	<b>+49.1%</b>

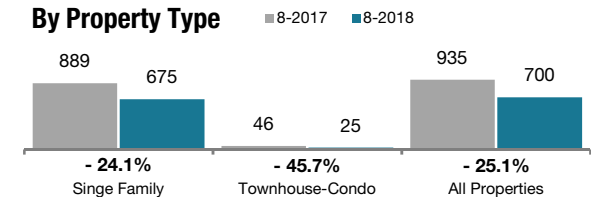
# Inventory of Active Listings

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		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	56	31	-44.6%	7	0	-100.0%
\$100,000 to \$199,999	162	77	-52.5%	12	5	-58.3%
\$200,000 to \$299,999	155	107	-31.0%	5	6	+20.0%
\$300,000 to \$399,999	179	111	-38.0%	4	9	+125.0%
\$400,000 to \$499,999	121	104	-14.0%	10	1	-90.0%
\$500,000 to \$699,999	84	92	+9.5%	4	3	-25.0%
\$700,000 to \$999,999	73	86	+17.8%	2	1	-50.0%
\$1,000,000 to \$1,999,999	49	51	+4.1%	1	0	-100.0%
\$2,000,000 and Above	10	16	+60.0%	1	0	-100.0%
<b>All Price Ranges</b>	<b>889</b>	<b>675</b>	<b>-24.1%</b>	<b>46</b>	<b>25</b>	<b>-45.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$99,999 and Below	38	31	-18.4%	0	0	--
\$100,000 to \$199,999	81	77	-4.9%	3	5	+66.7%
\$200,000 to \$299,999	122	107	-12.3%	8	6	-25.0%
\$300,000 to \$399,999	104	111	+6.7%	8	9	+12.5%
\$400,000 to \$499,999	105	104	-1.0%	0	1	--
\$500,000 to \$699,999	91	92	+1.1%	4	3	-25.0%
\$700,000 to \$999,999	77	86	+11.7%	1	1	0.0%
\$1,000,000 to \$1,999,999	47	51	+8.5%	0	0	--
\$2,000,000 and Above	14	16	+14.3%	0	0	--
<b>All Price Ranges</b>	<b>679</b>	<b>675</b>	<b>-0.6%</b>	<b>24</b>	<b>25</b>	<b>+4.2%</b>

### Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$99,999 and Below	38	31	-18.4%	0	0	--
\$100,000 to \$199,999	81	77	-4.9%	3	5	+66.7%
\$200,000 to \$299,999	122	107	-12.3%	8	6	-25.0%
\$300,000 to \$399,999	104	111	+6.7%	8	9	+12.5%
\$400,000 to \$499,999	105	104	-1.0%	0	1	--
\$500,000 to \$699,999	91	92	+1.1%	4	3	-25.0%
\$700,000 to \$999,999	77	86	+11.7%	1	1	0.0%
\$1,000,000 to \$1,999,999	47	51	+8.5%	0	0	--
\$2,000,000 and Above	14	16	+14.3%	0	0	--
<b>All Price Ranges</b>	<b>679</b>	<b>675</b>	<b>-0.6%</b>	<b>24</b>	<b>25</b>	<b>+4.2%</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 median 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.